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Workshop on

*Risk-Assessed Grain Marketing:
Integrating Grain Marketing
& Crop Insurance into a Com-
prehensive Risk Management
Strategy*

*December 6, 2011
Red Lion Hotel, Pocatello, ID*

**Featuring Kansas State
Univ. Ag Economist
Dr. Art Barnaby**

Grain Marketing Workshops— December 6, 2011 at Pocatello Red Lion Hotel



IDAHO GRAIN MARKETING WORKSHOP

WORKSHOP PROGRAM

8:30 a.m. Introduction to Marketing - Forward Contracts, Options and Futures
Discuss price risk management tools available to producers.

9:15 a.m. Farm Support Programs

10:45 a.m. Break

11:00 a.m. Risk-Assessed Marketing (RAM) *Combines Marketing Tools, Commodity Program Payments and Crop Insurance.*

12:00 noon Lunch

1:00 p.m. Introduce Case Farm
Explanation of case farm exercise. Review of the case farm's financial situation, government program participation decisions and its costs of production.

1:30 p.m. Evaluate Insurance Alternatives
Workshop participants will evaluate and choose an insurance plan for the case farm.

1:45 p.m. Evaluate Commodity Program Participation
Workshop participants will evaluate and make a decision regarding participation in FSA commodity programs.

2:00 p.m. Evaluate Risk Management Strategies - *Workshop participants will evaluate risk/return trade-offs of their marketing strategy and make marketing decisions.*

Workshop Program, continued

3:00 p.m. Completion of Case Farm Exercise

4:00 p.m. Summary and Questions

December 6, 2011

8:30 a.m. to 4 p.m.

Registration begins at 8:00 a.m.

**Location: Red Lion Hotel,
Pocatello, ID**

**Featuring... notable Kansas State University agricultural economist
Dr. Art Barnaby**

Art Barnaby was raised on a diversified farm, located in Elk County, Kansas. Art received his B.S. degree from Fort Hays State University, M.S. from New Mexico State University and a Ph.D. in Agricultural Economics from Texas A&M University. Art joined the Agricultural Economics faculty in 1979 and currently holds the rank of Professor. Art conducts statewide extension education programs on financial planning, risk, government commodity programs and crop insurance. Art is an author of the KSU Risk Management web page located at: www.AgManager.info. Art has also worked with the private crop insurance industry, RMA, and Farmer Commodity groups on crop insurance issues. His research work with the private sector was the basis for the first revenue insurance contract, Crop Revenue Coverage. Art is a past three time winner of the American Agricultural Economics Association Distinguished Extension Program Award and the 2009 National Award for Excellence in Extension.

REGISTRATION

Re-registration is required with a \$10 per person fee. Call the Idaho Barley Commission office at 208-334-2090 or email us at kolson@idahobarley.org.

Don't Miss the 2012 University of Idaho Ex- tension Cereal Schools

Feb. 7 - Burley Inn, Burley (8:30 am)

Feb. 8 - Pocatello Red Lion (9:00 a.m.)

Feb. 9 - Idaho Falls Red Lion (9:00 a.m.)

Feb. 9 - Ashton Trails Inn (9:00 a.m.)

Feb. 10 - Preston Robinson Bldg (9:00 a.m.)