



THE OHIO STATE UNIVERSITY

COLLEGE OF FOOD, AGRICULTURAL,
AND ENVIRONMENTAL SCIENCES

Hardin County Extension News Release

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Online Grain Marketing Course

Hardin County – Grain marketing will be increasingly more important to future success of the farm business in the next few years due to tighter profit margins associated with lower grain prices. Ohio State University Extension and the OSU Department of Agricultural, Environmental and Developmental Economics are offering a grain marketing series titled Grain Marketing in Challenging Times. This series, offered through a weekly webinar for five weeks, will allow farmers to learn how to set critical grain pricing targets and strategies from the comfort of their home. The series of classes will focus on using futures and options; making a marketing plan to fit your farm business; utilizing crop insurance as a grain marketing tool; and financial statement analysis in relationship to your grain marketing plan.

The series will kick off on Tuesday, February 3 starting at 11:30 am and running through 1:30 pm and will cost \$69.00. The class will meet virtually on five consecutive Tuesdays (February 10, 17, 24 and March 3) and will host three follow-up programs on grain market outlook: one after planting, one pre-harvest and one post-harvest (dates TBA during the class). Each webinar will be recorded and made available to class participants to review either as make-up for missed classes or to listen again to capture the more important concepts discussed. Chris Bruynis, Assistant Professor and OSU Extension Educator will be the host for the class and Matt Roberts, Associate Professor, OSU Department of Department of Agricultural, Environmental and Developmental Economics will be the instructor. To register for the class, go to <https://www.regonline.com/grainmarketing15>. Registration will close on January 28, 2015. For more information go to <http://ross.osu.edu> and look under agriculture and natural resources for the flyer or email Chris Bruynis at bruynis.1@osu.edu.