

"Winning the Game"

CORN MARKETING WORKSHOP

FEBRUARY 23, 2021 | 9:30 - 2:30 P.M.
Neosho County Fairgrounds: Community Building
Corner of N Woods & Girard St., Erie, KS

Mark Nelson, Director of Commodities Kansas Farm Bureau & Daniel O'Brien, Extension Agricultural Economist Kansas State University

9:30 a.m. - Registration (coffee and rolls)

9:45 a.m. - Welcome & Introductions

9:50 a.m. - Key Factors in Developing an Effective Corn Marketing Plan for 2021

10:10 a.m. - Cost of Production as a Pre-harvest Marketing Strategy Target

10:40 a.m. - Using Corn Cost of Production as a Strategy Building Block

11:10 a.m. - Seasonality of Corn Prices as a Marketing Opportunity

11:40 a.m. - Corn Market Outlook for 2020/21

12:00 p.m. - Lunch

12:30 p.m. - Carrying Out a Corn Pre-harvest Marketing Strategy for a representative Corn Market Year

2:00 p.m. - Summary of Workshop Case Farm

2:30 p.m. - End of Workshop

Preregistration Fee: Free

\$5 at door IF NOT preregistered

Attendance limited to 40 people due to COVID restrictions.

**Register at:
Wildcat Extension District
620-724-8233**

**Southwind Extension District
620-244-3826
jcoover@ksu.edu**

Open camera on phone to register with QR code



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