

# "Winning the Game" CORN MARKETING WORKSHOP

**DECEMBER 8, 2020 | 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

**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  
620-224-3826  
jcoover@ksu.edu**

**Open camera on phone to register with QR code**



Kansas State University is committed to making its services, activities & programs accessible to all participants. If you have special requirements due to a physical, vision, or hearing disability, contact Daniel O'Brien, (785) 462-6281 or James Coover, jcoover@ksu.edu

