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 FOR IMMEDIATE RELEASE
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Grain Marketing Basics

Last winter I offered a grain marketing class in Georgetown during the months of February and March. We ended up cancelling the class due to lack of people registering for the class. This will be a second attempt to offer the class in the coming months. The plan is to offer the class in the Fayetteville area in January/February timeframe.

Below is the planned material to be covered. If you would be interested in taking this class, please contact me so I can get an estimate of interest. I need a minimum of 10 before moving forward. You can contact the Brown Co. Extension Office (Cindy) to have your name added to the list or you may e-mail me at dugan.46@osu.edu.

Day 1

- Cost of production (variable and fixed)
 - Using OSU Extension crop enterprise budgets, participants will calculate their average cost of production examining both fixed and variable costs to determine total costs. From this information a target market price can be derived.
- Farm financial risk capacity
 - Participants will learn how to use their balance sheet to calculate financial risk and use that information in their grain marketing plan.

Day 2

- Market terms and concepts
 - Discuss the different marketing tools, how they work and when to use each one.
- Price and basis trends
 - Look at historical basis and price cycles, as well as market forecasts, and how to incorporate them into a marketing plan
- Marketing Plan
 - Examine a typical marketing plan and some recommended rules of thumb.

Day 3

- Options Trading
 - Learn when to use a put verses a call and what risk is protected.
- Local Elevator Guest Speaker
 - All local elevators offer a host of products that manage risk similar to options without the need for a brokerage account. Invite in a local elevator grain originator to discuss the various products offered.



Farm Bureau/Soil and Water Annual Meetings

The dates have been set for the Annual Meetings for both Farm Bureau and Soil and Water in Adams, Brown and Highland Counties. In Adams and Brown Counties the Farm Bureau and Soil and Water are held jointly.

Highland County Annual Farm Bureau Meeting will be held on Tuesday, August 1 at Creekview Barn in Leesburg at 6:30 p.m.

Adams County Farm Bureau and Soil and Water will be on Tuesday, August 15 at the Ohio Valley Career and Technical Center at 6:30 p.m. Reservations are due August 8.

Brown County Farm Bureau and Soil and Water will be on Monday, September 11 at Southern Hills Career and Technical Center, more details to come.

Highland County Soil & Water will be Wednesday October 18 at the Good News Gathering, time TBA. This year will include a meal.

Ohio Valley Antique Machinery Show

This will be year 47 for the Ohio Valley Antique Machinery Show. The show will take place on the grounds which are located about 1 mile west of Georgetown on SR 125 beginning on Thursday, August 10 and running through Sunday, August 13.

For more information about the events and schedule you can go the website which is <http://ovams.com> or call 937-378-4480. Gates open at 8:00 a.m. and there are events and tractor parades each day.

Dates to Remember

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| Aug. 10 – 13 | Ohio Valley Antique Machinery Show in Georgetown. |
| Aug. 15 | Southwest Corn Growers Field Day in Washington Court House. |
| Aug. 15 | Southwest Corn Growers Field Day in Fayette County at the County Farm. |
| Sept. 14 | Fertilizer Certification opportunity at North Adams High School starting at 5:30 p.m. in the Round Room. Call to pre-register at least one week prior at the Adams Co. OSU Extension office, 937-544-2339 and ask for Barbie. |