



# Grain Marketing: Dollars & Cents

## A Grain Marketing Workshop

**Dates:** Jan. 30 and Jan. 31, 2019

**Location:** University of Nebraska Eastern Nebraska Research and Extension Center  
August N. Christenson Research and Education Building  
1071 County Road G \* Ithaca, NE 68033 ([map and directions](#))

**Time:** 9:30 a.m. to 4 p.m.

**Cost:** \$100 per person

**Register by calling Nebraska Extension, 402-624-8030**

This two-day, in-depth, hands-on workshop will help row-crop farmers create effective grain marketing plans specific to their operation and financial condition. *Grain Marketing: Dollar and Cents* is designed to strengthen participants' ability to understand financial benchmarking, improve their basic marketing knowledge, develop accurate production costs estimates and write a grain marketing plan. *Grain Marketing: Dollar and Cents* will take participants through a case-study farm, making them evaluate different financial situations: one with a strong financial standing and cash on hand, the other a tighter scenario where they would need to rely on grain sales to make payments on operating loans.



United States  
Department of  
Agriculture

National Institute  
of Food and  
Agriculture



NORTH CENTRAL  
EXTENSION  
RISK MANAGEMENT  
EDUCATION

Funding for this project was provided by the North Central Extension Risk Management Education Center, the USDA National Institute of Food and Agriculture Award Number 2015-49200-24226.