Educational programs of the Texas A&M AgriLife Extension Service are open to all people without regard to race, color, religion, sex, national origin, age, disability, genetic information or veteran status.

Dr. Stephen H Amosson is a Regents Fellow, Professor and Extension Economist - Management for Texas A&M AgriLife Extension Service. He covers the economic issues important to today's agribusiness operator from marketing commodities, enterprise budgeting, alternative irrigation systems, waste management to water policy. He is co-founder of the Master Marketer Educational System and co-organizer of the Personnel Management Conference.

Dr. Mark Welch is an Associate Professor and Texas A&M AgriLife Extension Economist in the Department of Agricultural Economics specializing in grain marketing. His research and Extension appointment are focused on the interests of all stakeholders in the Texas grain industry, particularly in the areas of risk management and market analysis. By providing relevant, timely, and research-based market and management information, Dr. Welch upholds the mission of Texas A&M AgriLife Extension to serve and improve the lives of the people of Texas.

February 10 & 11, 2016
Developing This Year's Marketing Plan for Feedgrains
Another large feedgrains crop along with adequate-to-surplus supplies of all crops in the U.S. and world markets, along with a strong dollar is going to make 2016 a challenging year for feedgrains producers. It will be critical for producers to manage costs and take advantage of marketing opportunities as they occur in order to have a successful year.

Developing this year Marketing Plans for Feedgrains short course (February 10 & 11) will delve deeply into what and how fundamental and technical factors are affecting the feedgrains market for the upcoming year. The ultimate goal of this workshop is to develop a written marketing plan for the 2016 crop. Dr. Steve Amosson, Regents Fellow, Professors and Extension Management Economist and Dr. Mark Welch, Assistant Professor and Extension Grain Marketing Specialist will serve as the primary instructors. Their instruction will be supplemented by guest speakers including a panel of area lenders, brokers and grain merchandisers to address and answer questions concerning key issues facing local producers in the upcoming marketing year.

Several topics will be covered in the course in order for producers to gain a better understanding of the 2016 feedgrains market and develop a more informed marketing plan for the crop. The specific topics include:

Developing a Marketing Plan
Cost of Production
Fundamentals
  Ethanol
  Feed Use
  Exchange Rates - Exports
Basis
Technical Analysis
Coop Insurance Alternatives
Seasonal Weather Forecast
Cash and Contract Seasonality
Marketing Tools
Marketing Strategies
Industry Panels

Registration deadline Friday-February 5th
$125.00 for Developing This Year’s Marketing Plan for Feedgrains

The registration fee is per participant and is used to cover the costs associated with instruction, breaks, meals and materials.

For more information contact Kim Garcia at (806) 677-5626 or kim.garcia@ag.tamu.edu