Hardin County Extension News Release
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Grain Marketing Webinar

_Hardin County_ – Do you want to do a better job of pricing your corn and soybeans? Is grain marketing a confusing and daunting task? If so, this webinar is for you! Learn about Grain Marketing from the comfort of your farm office or join other local farmers for this webinar series at the Hardin County OSU Extension office, 1021 W Lima Street, Kenton, Ohio.

Ohio State University Extension is offering a two-session webinar focused on helping farmers become better grain marketers. Participants will have a better understanding of risk, marketing tools, and the development of written marketing plans. These workshops are funded through a North Central Risk Management Education Grant. Additional information can be found at [http://go.osu.edu/grainplan](http://go.osu.edu/grainplan).

Participants will learn to identify their personal risk tolerance and their farm’s financial risk capacity. Both of these are important in developing a successful grain marketing plan. Participants will also learn how crop insurance products effect marketing decisions and effect risk capacity. Grain marketing consists of understanding and managing many pieces of information. Information on the different grain marketing contracts will be presented. These include basis, hedging, cash, futures, and option contracts. Additionally, participants will be provided an example of a grain marketing plan and the fundamental principles that should be included.

The courses will be offered on two consecutive Tuesdays, starting on March 12, 2019 from 11:00 am-1:00 pm. For specific times, as well as program registration instruction, go to [http://go.osu.edu/grainwebinar](http://go.osu.edu/grainwebinar). Cost for the program is $30.00. To request additional information or have questions answered, contact Mark Badertscher at 419-674-2297 or badertscher.4@osu.edu

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