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Disclaimer: This web page is designed to aid farmers with their marketing and risk management decisions. The risk of loss in trading futures, options, forward contracts, and hedge-to-arrive can be substantial and no warranty is given or implied by the author or any other party. Each farmer must consider whether such marketing strategies are appropriate for his or her situation. This web page does not represent the views of Kansas State University.

“Risk Assessed Marketing”
Revenue Coverage and Crop Insurance as
Components of a Marketing Plan

HOW TO COVER THE RISKS OF RISING GRAIN PRICES Both Delaware and Maryland producers are eligible to sign up for a February 7 grain marketing and crop insurance workshop run by Dr. Art Barnaby of Kansas State University, a nationally respected farm policy and ag economics specialist.

The workshop is sponsored by the Delaware Department of Agriculture in partnership with USDA’s Risk Management Agency with thanks to the Maryland Department of Agriculture and Cooperative Extension for assistance with coordination and outreach.

- Will the current prices hold?
- How many times in the past have grain markets reached these levels only to fall later
- What risks are involved with higher grain prices?

These are the questions that Dr. Barnaby says he will focus on. Crop Revenue Coverage (CRC), Group Risk Income Protection (GRIP), Adjusted Gross Revenue (AGR) and AGR-Lite, futures, options, forward contracts and other tools will all be part of the presentation. Participants need to bring a calculator & a pencil.




This will be an all day seminar, from 8:00 to 3:30 on February 7. Lunch will be provided. It will take place at the Delaware State Fairgrounds Exhibit Hall in Harrington, Delaware. To preregister call, toll-free, 877-673-2767.