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## MEET THE SPEAKERS

### Art Barnaby

Art Barnaby was raised on a diversified farm, located in Elk County, Kansas. Art received his B.S. degree from Fort Hays State University, M.S. from New Mexico State University and a Ph.D. in Agricultural Economics from Texas A&M University. Art joined the Agricultural Economics faculty in 1979 and currently holds the rank of Professor. Art conducts statewide extension education programs on financial planning, risk, government commodity programs, and crop insurance. Art is an author of the KSU Risk Management web page located at: [www.AgManager.info](http://www.AgManager.info). Art has also worked with the private crop insurance industry, RMA, and Farmer Commodity groups on crop insurance issues. His research work with the private sector was the basis for the first revenue insurance contract, Crop Revenue Coverage. Art is a past three time winner of the American Agricultural Economics Association Distinguished Extension Program Award. Art is a frequent speaker at professional, farmer-producer, ag lenders, and insurance industry meetings.

### Dan O'Brien

Daniel O'Brien was raised on a grain and livestock farm in south central Nebraska. He received both bachelors and masters degrees in Agricultural Economics from the University of Nebraska-Lincoln. O'Brien then worked as an extension agent in western and northeastern Nebraska for seven years. While attending graduate school at Iowa State University beginning in 1987, O'Brien worked as an Extension Assistant in Agricultural Marketing, focusing on analysis grain and livestock market situation and outlook and price risk management strategies. After completing his Ph.D., he worked as the Extension Agricultural Economist at the Northwest Research and Extension Center in Colby and was Northwest Area Extension Administrative Director starting in 2003 before returning to his Extension Agricultural Economist position in January 2007. His ongoing extension and applied research interests and efforts are in the areas of a) grain market supply-demand analysis, bioenergy impacts and price-income risk management strategies, b) grain industry market structure, conduct and performance – focusing on grain handling and transportation issues, and c) economic analysis of irrigated and dryland cropping systems, and associated cropland leasing arrangements.

## RAM I Workshop

Combining Marketing and Crop  
Insurance for Producers with  
Limited Experience Trading  
Futures

### Torrington, WY

March 5, 2012

Platte Valley Bank  
Conference Room

2201 Main St.

### Pine Bluffs, WY

March 6, 2012

Eastern Laramie County  
Outreach Center

607 Elm St.



University of Wyoming and  
Kansas State University

# Schedule & Program Description

## Program Description

RAM I, "The Basics", is designed for participants that are new to pre-harvest selling using marketing tools and have a limited understanding of the crop insurance contract.

The higher market volatility has increased the financial risk in production agriculture. Those same risks have increased crop insurance premiums. In addition, an expected reduction in commodity program funding has caused many producers to question is there a better method to manage risk; but where to start? This workshop will introduce producers to marketing and crop insurance basics. This workshop is designed for those just starting to use risk management tools, including Board traded options. Often farmers have many years of farmer experience but very limited experience with risk management tools. This workshop is designed for those growers.

This workshop utilizes a case study, with participant's managing a typical grain farm. Participants will have the opportunity to select type and level of crop insurance, decide on FSA program participation, and then to work through a typical grain marketing year. The case study tools will be limited to cash sales, forward contract and/or puts. Often simpler marketing strategies work better than more sophisticated strategies.

Following the workshop, producers should have a better understanding of how crop insurance, when combined with simple marketing techniques, may reduce farm financial risk and increase farm income.

## Schedule

- 8:30 a.m. Registration
- 9:00 a.m. **Marketing Basics, includes: Cash Sale, Forward Contract, & Put Option**
- 9:45 a.m. **Basics of Crop Insurance**
- 10:45 a.m. Break
- 11:00 a.m. **Understanding Basis; Effects on crop sales and crop insurance indemnity payments**
- 12:00 noon Lunch
- 1:00 p.m. **Introduce Case Farm**  
*Explanation of case farm exercise. Review of the case farm's financial situation, government program participation decisions, and its costs of production.*
- 1:30 p.m. **Evaluate Insurance Alternatives**  
*Workshop participants will evaluate and choose an insurance plan for the case farm.*
- 1:45 p.m. **Evaluate Commodity Program Participation**  
*Workshop participants will evaluate and make a decision regarding participation in FSA commodity programs*
- 2:00 p.m. **Evaluate Risk Management Strategies**  
*Workshop participants will be walked through the four pre-harvest marketing scenarios that are assumed to start at planting time. Tools will be limited to cash sales, forward contracts, or puts.*
- 3:00 p.m. **Completion of Case Farm Exercise**  
*At harvest, participants will randomly draw a yield based on a pre-determined yield distribution, to simulate yield risk. All market revenue, including indemnity payments, less production expenses will be calculated. Those having the highest net farm income for each of the four pre-determined yield categories will be recognized.*
- 4:00 p.m. **Summary and Questions**

## RAM I WORKSHOP

Registration

March 5, 2012: Torrington

OR

March 6, 2012: Pine Bluffs

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

**Cost: \$10.00**

**(Includes lunch & materials)**

**Registration deadline:**

**March 1, 2012**

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**Pre-register by contacting:**

**Jeff Edwards (Torrington)**

Phone: 307.532.2436

Email: [jedward4@uwyo.edu](mailto:jedward4@uwyo.edu)

**Kellie Chichester (Pine Bluffs)**

Phone: 307.721.2571

Email: [kelliec@uwyo.edu](mailto:kelliec@uwyo.edu)