

Virginia to host Futures, Assumptions, Risks, and Marketing (FARM) 101 workshop series for dairy producers, Oct. 15 – Nov. 19

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Virginia Cooperative Extension and the Virginia Department of Agriculture Consumer Services (VDACS) invite dairy farmers to attend a series of free seminars on managing risk in the dairy business. The six workshops, which feature nationally and internationally-acclaimed speakers, will address issues such as futures and options contracts, trading on the Chicago Board of Exchange, forward pricing, margin protection and other strategies to help producers stay profitable.

VDACS Commissioner Todd P. Haymore says that the dairy industry is currently facing a very difficult time due to the global economic recession. “We are working with the Secretary of Agriculture and Forestry, Extension and principals in the dairy industry to make sure that our producers have the best information and resources to weather this storm and emerge ready to take advantage of the coming economic upturn. I hope dairy producers will recognize the value of these workshops and take advantage of them. I also encourage them to register as soon as possible to reserve their places at the workshop sites.”

Sessions will take place on six Thursdays from 10 a.m. to noon: October 15, 22 and 29 and November 5, 12 and 19, 2009. Held via teleconference, the sessions are offered at six sites throughout Virginia: **Wytheville** Community College, the VDOT Residency in **Culpeper**, The Franklin Center in **Rocky Mount** (except on November 5th when it will be held at the Rocky Mount VDOT Residency), the **Edinburg** VDOT Residency, the Paul D. Camp Community College and Workforce Center in **Franklin** and Blue Ridge Community College in **Weyers Cave**, as well as the Alexander, North Carolina Extension office in **Taylorsville, NC**, and the Lancaster Farm and Home Center in **Lancaster, PA**. Each will have an on-site coordinator to ensure a good learning environment. Producers may choose which sessions to attend, but are encouraged to attend them all.

Presenters will be located in Chicago, Missouri, Texas, Virginia, Mississippi, Wisconsin, Iowa and the CNIEL Dairy Industry Headquarters in Paris France. They include:

- Mr. Dan Gramza of the CME Group and President of Gramza Capital Management, Inc who will help participants better understand what the futures markets are, how trade is conducted, and the difference between a hedger and a speculator.
- Mr. Ray Owens, Sr. Economist with the Richmond Federal Reserve will give a presentation and forecast about the state of the U.S. Economy.
- Dr. David Anderson, renowned livestock analyst from Texas A&M University will help participants understand how futures contracts work and review the role of the hedger vs. the speculator.
- Dr. Scott Brown, program director of livestock and dairy at the Food and Agricultural Policy Research Institute (FAPRI) at the University of Missouri will give an update on the outlook for the U.S. dairy industry.
- Véronique PILET, Director of the economics department in charge studying market trends, relations between farmers and processors, and risk management for the Centre National Interprofessionnel de l'économie Laitiere (CNIEL) will feature a presentation from Paris, France regarding the French and European Dairy industry and economic outlook. CNIEL is the national "cross-industry" organization that represents the interests of both dairy farmers and processors.
- Gavin Maguire is the Director of E Hedger, LLC frequently seen on CNBC, and oversees the firm's analysis of and commentaries on the commodities futures markets. He will focus on the aspect of options trading, how they work, and who might use them.
- Jonah Bowles, Market Risk Analyst for Virginia Farm Bureau Federation will make a presentation on the relationship of basis and futures prices
- Dr. Robert Wisner, Professor Emeritus and former University Professor of Economics and Coles Professor of International Agriculture at Iowa State University and currently the bio-fuels economist in the Agriculture Marketing Resource Center will hold a discussion regarding farm energy, bio-fuels, and grain outlook.
- Dr. Brenda Boetel, Associate Professor at the University of Wisconsin-River Falls and the Extension Livestock Marketing Specialist for the University of Wisconsin Extension System will make a presentation on the basics of fundamental and technical analysis for commodities. Dr. Boetel works directly with producers to help determine individual producer risk levels and to find potential risk management options.
- Dr. Gregory Ibendahl, Associate Extension Professor in Agricultural Economics at Mississippi State University and specialist in agricultural finance will give a talk about economic outlook for agriculture input costs.
- Mr. Dan Gramza will then return for the final session to focus on the individual participant's need and ability to trade based on what they've learned in the

- previous five sessions. This session will look into market prediction probability.
- Dr. Danny Klinefelter, Professor and Extension Economist with Texas Agrilife Extension and Texas A&M University; Director of The Executive Program for Agricultural Producers (TEPAP) and co-director of the Texas A&M Family and Owner-Managed Business Program will wrap up the risk management series with an outlook presentation on the state of the U.S. Farm and Ranch economy.

Registration is required to get an accurate count for handouts and lunch. Farmers unable to attend in person may view live streaming video of each session at www.extension.agecon.vt.edu/agmarketing.html.

Workshop details are available online at www.vdacs.virginia.gov/news/workshop.shtml, or participants may call Mike Roberts, Virginia Cooperative Extension, at 804.720.1993 for more information or e-mail him at mrob@vt.edu. They may register online or by phone at 804.733.2686. The workshops are sponsored by Virginia Cooperative Extension, USDA/CSREES and the Virginia Department of Agriculture and Consumer Services,

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