Margin Maker Swine Edition

Yes, please register me for the following Margin Maker Swine Edition workshop. I understand there is no charge to attend.

☐ Feb. 17 Nashua, Northeast Research and Demonstration Farm, Borlaug Center, 3327 290th Street, 1 p.m.
☐ Feb. 18 Manchester, Delaware County Extension Office, 1417 N. Franklin, 10 a.m.
☐ Feb. 18 Tipton, Cedar County Extension Office, 107 Cedar Street, 4 p.m.
☐ Feb. 19 Washington, Washington County Extension Office, 2223 250th Street, 10 a.m.

Name
Address
City, State, Zip
Phone
E-mail address

Return this form or its requested information to:
Tom Miller, Washington County Extension
2223 250th St, Washington, IA, 52353
Or FAX (319) 653-6712
Or e-mail tmiller@iastate.edu

Questions?
Contact Tom Miller at 319-653-4811 (office)

The registration fee for these Risk Management Workshops has been subsidized by a grant from the USDA Risk Management Agency and the other sponsors.

How is Margin Maker different from other types of risk management educational offerings?

1. **Controlling cost is just as important as protecting revenue.** Margin Maker centers on the concept of protecting a profitable gross margin, because great revenues mean little when costs also are high.

2. **Know when the iron is hot.** Learn how to calculate a gross margin and set benchmarks that satisfy your risk tolerance. The online ISU Margin Tracker can help identify opportunities in the coming year.

3. **Practice your risk management skills in a market simulation.** Rather than focusing only on the math, Margin Maker uses a real world market simulation where participants make marketing choices along the way.

4. **Learning can be enjoyable.** Who would have thought a risk management workshop could be fun? Interaction along attendees and workshop instructors helps illustrate concepts and motivate individual decision-making.

Remember
Mail, phone or fax your registration soon to ensure your place at one of these workshops.

...and justice for all
The U.S. Department of Agriculture (USDA) prohibits discrimination in all its programs and activities on the basis of race, color, national origin, gender, religion, age, disability, political beliefs, sexual orientation, and marital or family status. (Not all prohibited bases apply to all programs.) Many materials can be made available in alternative formats for ADA clients. To file a complaint of discrimination, write USDA, Office of Civil Rights, Room 326-W, Whitten Building, 14th and Independence Avenue, SW, Washington, DC 20250-9410 or call 202-720-5964.


Workshop sponsors
USDA Risk Management Agency
Iowa State University Extension
Iowa Pork Industry Center
Iowa Pork Producers Association
Margin Maker Objectives

Education:
Learn about Livestock Gross Margin, Livestock Risk Protection insurance, hedging and options.

Resources:
Discover where to find best source of information.

Application:
See how risk management tools work in simulated market situations.

Implementation:
Practice using the tools to learn for on-farm use.

Results:
Understand effects of using the tools and develop a plan for using these tools in your operation.

Why should you attend?
Hands-on computer model simulation means you can practice using your risk management skills without risking your own assets.
“This stuff is simpler than I thought it was.”

Learn why controlling cost is just as important as protecting revenue.
“Now I know which strategies will work for me.”

All simulations are based on actual input costs and market prices.

Workshop format stimulates creative thinking, interaction and good-natured competition among attendees.
“Can we do the simulation thing again?”

Workshop speakers:
Shane Ellis, ISU Extension ag economics
Tom Miller, Russ Eukon, Mark Storlie: ISU Extension swine field specialists (dependent on location)

Here’s how to get the most from the workshop
Because the majority of time at each workshop will be spent in the year-long simulation phase using an onsite computer lab, attendees are strongly encouraged to visit the following Web site prior to the workshop for links to informational video and written materials:
http://www.iowabeefcenter.org/margins

Rick Management Tutorials: Review or learn the basics with short online presentations covering futures hedges, options and price insurance products (streaming video)
Hog Crush Margin description (pdf)
Margin Tracker: Follow the securable margins available for the next 16 months. (htm)
Historic Crush Margins: Gross margin protection strategies have worked in the past. (pdf)

If after reading through the materials and viewing the video you still have questions, plan to take part in a special online session on Feb. 5, beginning at noon Central time.

To participate in this ISU Connect session, go to http://connect.extension.iastate.edu/rma