Mark Nelson
Director of Commodities
Kansas Farm Bureau

Mark Nelson is responsible for conducting commodity sector analysis including grain markets, coordinating the activities of eight agricultural advisory committees, and serving as a member of Kansas Farm Bureau’s Public Policy Team.

Daniel O’Brien
Extension Agricultural Economist
Kansas State University

Daniel O’Brien focuses his work on grain market analysis & risk management strategies. He also has interests in bioenergy market trends and profitability, grain futures market price efficiency, the behavioral psychology of market choices, & crop enterprise cost economics.
The Need for a Disciplined Pre-harvest 2022 Corn Marketing Plan

A. Expected Corn Market Trends in 2022

On Monday, December 6, 2021, DEC 2022 corn futures closed at $5.52 ½/bu. Recent USDA reports indicate strong ethanol and feed demand, as well as prospects for moderate strength in exports from China and elsewhere in the world. Demand for U.S. corn has been sustained even with record high U.S. corn prices.

Uncertainty over 2022 U.S. corn prospects help to support market price prospects. Extreme tightness in U.S. and World fertilizer supplies leading to record high nitrogen fertilizer prices raise concerns about 2022 corn production prospects, and support corn futures prices going forward. This uncertainty in 2022 U.S. corn supply-demand prospects illustrates the need to have an effective, well conceived pre-harvest marketing plan to follow in marketing the 2022 Kansas corn crop.

B. What Makes Up an Effective Grain Marketing Plan?

In this workshop, corn producers will be involved in the process of developing an effective pre-harvest corn marketing plan for the 2022 crop.

This workshop takes the approach of first accounting for cost of production as a beginning target criteria for pre-harvest marketing strategy actions. It also makes use of prevalent seasonal pre-harvest price patterns, and basis data trends in developing grain marketing strategies.

From there we present a structured, disciplined approach to developing and carrying out a grain marketing plan – in this case for a Kansas corn producer. This workshop provides participants with a logical, disciplined approach to developing and carrying out grain marketing plans, and then flexibly reassessing and changing them if market conditions merit a change.

Workshop Agenda – Corn Focus

9:30 a.m.  Registration

10:00 a.m.  Welcome & Introductions (Extension Agents – Cody Miller and Sandra Wick)

10:05 a.m.  Key Factors in Developing Effective Grain Marketing Plans (Nelson & O’Brien)
- Crop costs of production-based price targets
- Seasonal price pattern-market tendencies
- Local grain basis trends: preharvest-to-harvest
- Grain marketing tools: fwd contracts, futures, options
- How psychology affects marketing decisions

10:40 a.m.  Break

10:45 a.m.  Developing Pre-harvest Marketing Plan Action Strategies (Nelson & O’Brien)
- Identifying specific grain price targets
- Setting dates for taking market actions
- Choosing decision rules for pricing actions
- Measuring success in grain marketing

11:20 a.m.  Experiencing a Pre-harvest Grain Marketing Plan® (Participants & Instructors)
- Carrying out a preharvest corn marketing plan for a representative year

12:00 p.m.  Lunch

12:30 p.m.  A Pre-harvest Marketing Plan Experience (finishing up learning experience)
- Review the effectiveness of group marketing plan choices made in the workshop

1:15 p.m.  Corn Market Outlook® Year 2022 (O’Brien)

2:00 p.m.  Building a Preharvest Marketing Plan for Corn in 2022 (Nelson & O’Brien)
- Using the U.S. Corn Market Outlook to develop a Pre-harvest Marketing Plan®

2:30 p.m.  End of Workshop

“Winning the Game”
Corn Marketing Workshop
10:00 a.m. – 2:30 p.m.
Wednesday, March 2, 2022
Phillips-Rooks Extension District
784 6th Street, Phillipsburg, KS 67661
Post Rock Extension District
218 S. Grant Courthouse, Smith Center, KS 66967

Pre-registration contacts
Phillips-Rooks and Post Rock Extension Districts
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No Cost to Attend Thanks to Local Sponsors
Attendance limited
Please RSVP by February 28th, 2022 for an accurate meal count. Either by calling or registering at www.postrock.ksu.edu or www.phillipsrooks.ksu.edu