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Availa Bank, Iowa State University Extension and Outreach Host Grain Marketing Conference
Farmers can learn more about grain marketing techniques and tools this March.

(February 8, 2024) – Availa Bank and Iowa State University Extension and Outreach are excited to co-host a Grain Marketing Conference on March 6 and 13, 2024. Attendees will hear from Farm Management Specialist, Alexis Stevens, on the basics of marketing grain. This includes a market outlook, basis, cost of storing grain, common grain marketing terms, forward contracts/other pricing tools, using crop insurance as risk management, old and new crop marketing techniques, and more.

The event is at 1730 Tap House in the Carrollton Inn in Carroll, Iowa. A meal will be served at 5:30, with the presentation following at 6:00 p.m. The two-part conference costs \$25 and includes a choice of cheeseburger or club wrap for the meal. Space is limited, so all attendees must register and pre-pay by March 1, 2024. Please call Availa Bank at 712.792.3567 to complete registration. Cash and checks are accepted. Checks can be made out to Availa Bank, ATTN: Lisa Irlbeck or Bryan Moore.

Whether you're new to farming, are unsure about what pricing tools you should be using right now, or just want to better understand what marketing tools can help your operation become more profitable, this conference can help you.

“What is the market telling us to do right now? Should we sell old crop or hold our grain in hopes of higher prices in the future? Can I sell my grain before harvest or before I've even planted it? With lower grain prices, profitability can be hard to achieve. I want to help you find that extra little bit, whether it's ten cents, fifty cents, or even a whole dollar more per bushel. It can really add up!” says Stevens.

Bryan Moore, Market President for the Carroll branch of Availa Bank, believes this event can help farmers prepare for the future. “Marketing plans have always been an extremely valuable tool for ag operations, but this will be even more imperative in the coming years with the softening of commodity prices. We are already seeing the tightening of ag cash flows and the negative impact to working capital. Understanding the cost of production and the marketing tools to be profitable will be key to maintaining financial strength in your operation,” he says.

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About Availa Bank: Availa Bank's roots date back to 1870 when it was originally chartered. Availa is the first three syllables of the word available, a word that defines the bank's mission – to empower our team to inspire and enable our clients and the communities we serve to achieve financial success. Availa Bank locations are in the following communities: Ames, Ankeny, Carroll, Coon Rapids, Council Bluffs, Fort Dodge, Holstein, Jewell, Nevada, Omaha (LPO Only), Pocahontas, Sioux City, and Webster City. For more information about Availa Bank, visit www.Availa.Bank. Member FDIC