

This event, held in the White Commercial Training Center in Kansas City, MO, will be a total integration of all the skills of grain merchandising, accounting and finance. Current merchandising opportunities will be discussed from a team perspective with a focus on execution and communication. Group case studies will be based on present market structures and existing merchandising opportunities. You'll be able to network with industry veterans and innovative newcomers.

Day 1: Tuesday, July 18 (1pm - 5pm)Afternoon Session

- ▶ Group Discussion & Case Study
 - New crop corn opportunities for the 2017 Harvest
 - Turning contracted bushels into inventory with a focus on the effects of Mark-to-Market on your financial statements

- ▶ Group Discussion & Case Study
 - Comparing the benefits of strategic volume decisions on profitability
 - What drives profitability for both the Merchandiser and the Accountant?

- ▶ Guest Speaker (details TBA)

Day 2: Wednesday, July 19 (8am - 4pm)Morning Session

- ▶ Group Discussion & Case Study
 - Analysis of the current old crop merchandising opportunities
 - Marking-to-market forward contracts in any environment

- ▶ Group Discussion & Case Study
 - Soybean outlook for the upcoming harvest
 - Accounting for Price Later bushels

Afternoon Session

- ▶ Group Discussion & Case Study
 - New crop spread opportunities
 - How do spreads affect the financial statements?

- ▶ Group Discussion & Case Study
 - Farm Marketing alternatives, options, discuss various contracts
 - What do these contracts do to our P & L?

Day 3: Thursday, July 20 (8am - 12pm)Optional Morning Session (choose one)

- ▶ Canadian M2M Studies
- ▶ Professional Development Workshop: 12 Driving Forces: Reveal Your Why