

Margin and Risk Management Workshop for Cattle Feeders

Jan. 24th 9:45 am-3 pm – Pinicon Restaurant

New Hampton, Ia south of town at 2205 S. Linn Ave

Lunch Included

Sponsored by ISU Extension and these co-sponsors



Contact Terry Wicks at 860-641-1177 to reserve your spot



(minimum of 10 participants make sure you call in)

Hands-on Workshop featuring a simulated fed cattle marketing and feeder cattle and corn purchasing experience. Make decisions using a projected margin between fed cattle and corn and feeder cattle along with learning about risk management tools .

How is this workshop different from other types of risk management educational programs?

- **Controlling cost is just as important as protecting revenue.** Margin centers on the concept of protecting a profitable gross margin, because great revenues mean little when costs also are high.
- **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.
- **Practice your risk management skills in a market simulation.** Rather than focusing only on the math, the workshop uses a real world market simulation where participants make marketing choices along the way.
- **Learning can be enjoyable** The simulation exercise makes it fun!!

