

Grain Farmers Hone Economic Edge on Future Crops

Issue (Who cares and why?)

Profit on a grain farm depends heavily on savvy marketing strategies. To make effective selling decisions on their crops, Delaware grain farmers need continually updated information on the economic outlook for corn, soybeans, and small grains.

What has been done?

“The Grain Marketing Strategies Conference for Farmers” is an annual conference held to better inform Delaware grain farmers and other industry representatives about trends in the current marketplace. Topics for the 2002 conference included best strategies for selling grain in an upcoming marketing year, how the new Farm Bill will likely affect 2003 planting and marketing decisions, and the economic outlook for small grains, corn and soybeans.

Impact

Forty Delaware grain farmers who grow corn, soybean, wheat and barley crops, participated in the 2002 Delaware Grain Marketing Strategies Conference for Farmers. The farm value in the First State for these crops is estimated at \$100 million annually.

Funding

Smith Lever funds

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