

JULY 26, 2000  
Hilton Hotel  
Greenville, North Carolina

AGRICULTURAL PRODUCTION &  
MARKETING RISK MANAGEMENT  
WORKSHOP: CROP  
INSURANCE,  
FUTURES AND  
OPTIONS

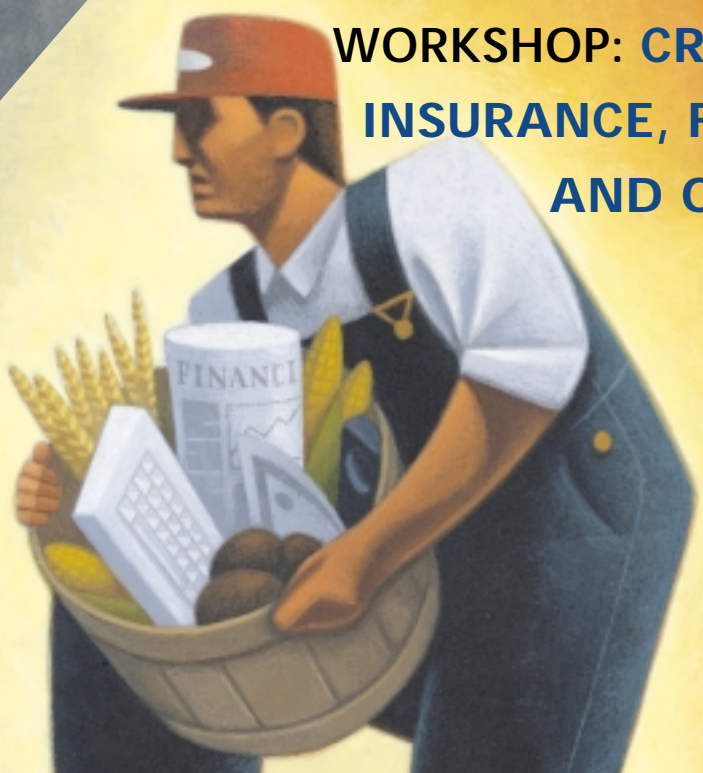


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## THE NEED

Risk and agriculture go hand in hand. Changes in the economy and unpredictable weather can wreak havoc on farmers' production forecasts and financial plans. Without government subsidies, today's farmer needs business solutions to manage risk and set financial goals.

Crop insurance and the futures and options markets offer agricultural producers tools to help stabilize financial risks. But effective use of these tools requires knowledge of their structure, functions, and limitations.

Join us at a futures, options, and insurance workshop and let experts show you how these tools work.

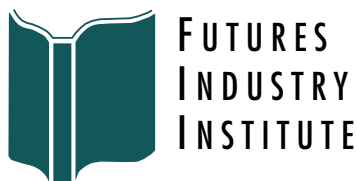
## THE GOAL OF THE WORKSHOP

The primary goal of the workshop is to introduce producers to:

- Crop insurance
- Futures and options basics
- Risk management strategies and case studies
- Sources of additional training and education

Participants including grain, cotton, and livestock producers will gain a better understanding of the tools and techniques available to manage price and production risk.

## AGRICULTURAL PRODUCTION & MARKETING RISK MANAGEMENT WORKSHOP PARTNERS



NATIONAL FUTURES ASSOCIATION



CHICAGO MERCANTILE EXCHANGE



# WORKSHOP AGENDA

**8:30 – 8:50**

■ Registration

**8:50 – 11:45**

■ Welcome and Introduction

■ Insurance and Options: Working Together

■ Managing Agricultural Price Risk  
with Exchange-traded Futures and Options

**11:45 – 12:45**

■ Working Lunch

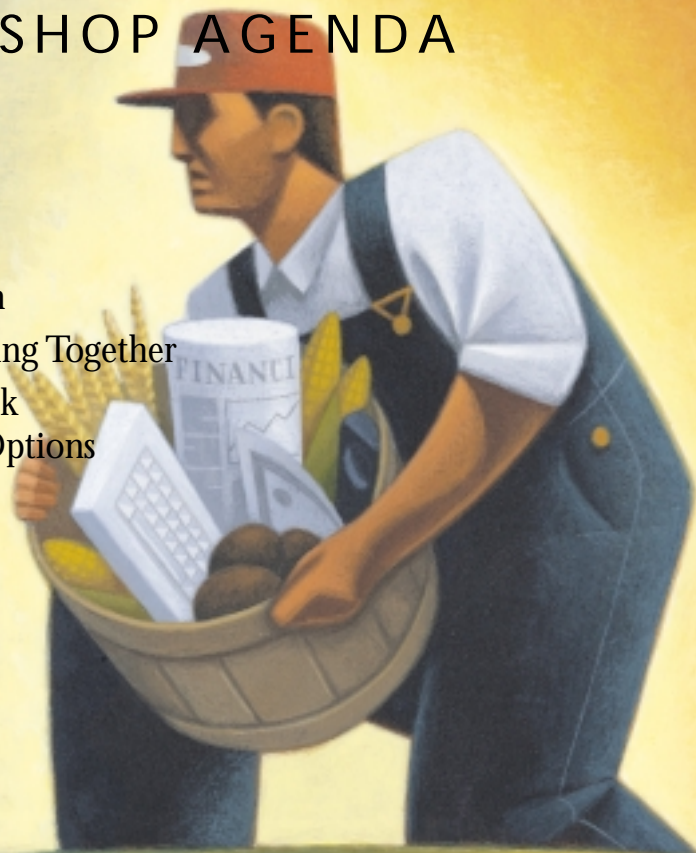
The National Futures Association

**12:45 - 4:15**

■ Concurrent Breakout Sessions

Hedging Cotton

Hedging Grains & Livestock



## DIRECTIONS

### **Hilton Hotel**

**207 S.W. Greenville Blvd.**

**Greenville, NC**

**Telephone: 252/355-5000**

#### **FROM NORTH**

From I-95 South take Exit 264 East (no exit number). Follow signs for US 264 through Wilson. As you enter Greenville, continue toward Downtown. At the 2nd light, make a Right on Allen Road (264 Alt). This will change into Greenville Blvd. The Hilton is 2.5 miles on the Right.

#### **FROM EAST**

Take US 17 and turn West on US 264. US 264 will junction with US 264a/b West. As you enter Greenville, continue toward Downtown onto Greenville Blvd. The Hilton will be on the Left.

#### **FROM SOUTH**

From I-95 North take Exit 264 East (no exit number). Follow signs for US 264 through Wilson. As you enter Greenville, continue toward Downtown. At the 2nd light, make a Right on Allen Road (264 Alt). This will change into Greenville Blvd. The Hilton is 2.5 miles on the Right.

#### **FROM WEST**

Take I-40 East to Exit 301. Continue to Exit 13-B, US 64/264. Follow US 264 to Wilson and continue through. As you enter Greenville, continue toward Downtown. At 2nd light, make a Right on Allen Road (264 Alt). This will change into Greenville Blvd. The Hilton is 2.5 miles on the Right.

# REGISTRATION FORM

## PLEASE COMPLETE AND RETURN WITH PAYMENT BY JULY 19 TO:

Futures Industry Institute, Attn: Elizabeth Culhane,  
2001 Pennsylvania Ave., N.W., Suite 600, Washington, D.C. 20006.  
You may reserve your space by faxing your registration form to  
Elizabeth Culhane at 202/296-3184.

## WORKSHOP ATTENDEE INFORMATION (PLEASE PRINT)

Name

Title

Organization/Department/Farm

Mailing Address

Room/Suite

City

State

Zip

County

Phone

Fax

Email

Please note special accommodations (i.e., dietary, interpreter, etc.)

### AFFILIATION

Producer    Lender    Cooperative Extension    Broker    Limited-Resource Farmer (LRF)    Other  
(Fee Waived)

### SELECTED AFTERNOON SESSION

Hedging Cotton    Hedging Grains & Livestock

## PAYMENT INFORMATION

**REGISTRATION FEE: \$10.00** for workshop registration, handbook, and lunch. *On-site registration fee will be \$20.00.* Please make all checks/money orders payable to **Futures Industry Institute**. Payment of registration fee is required, unless participant qualifies as a Limited-Resource Farmer (LRF) (gross income does not exceed \$20,000). Registration must be received by **July 19, 2000**. Substitutions may be made at any time. Confirmations will be sent upon receipt of registration.

Amount Paid \$ \_\_\_\_\_  Check    Money Order    Master Card    Visa    American Express  
 LRF (No payment enclosed)

Card Number

Exp. Date

Signature

**For further information concerning registration, please contact:  
Elizabeth Culhane at 202/223-1528, ext. 118.**

**For workshop content information, please call:  
Pam Kiessling (RMA) at 919/875-4880 or Elizabeth Culhane (FI) at 202/223-1528.**