



## News Release

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### **Free AgProfit Strategies workshop in Hopkinsville will highlight risk management, financials, hemp**

(AMES, Iowa) Jan.3, 2020—Challenging farm economic times are the mother of important new AgProfit Strategies — workshops, that is, for beginning and experienced farmers, slated for Hopkinsville, Ky., January 15.

From ag trade issues and the loss of dairy markets to rising land prices, agriculture has faced many challenges in recent years. Dairy, grain and cattle producers want to forge reliable methods for increasing revenue and protecting their investments. To that end, National Farmers, an ag marketing organization based in Ames, Iowa, is hosting 36 seminars during the next three years, and Hopkinsville hosts the inaugural event at the Christian County Cooperative Extension Education Center, 2850 Pembroke Rd.

The free workshop, hosted by National Farmers' Tim Ennis, director of special markets, begins with registration at 9 a.m., and concludes at 3:30 p.m.

Presenters will cover the following farm profit topics:

- Costs of Production and Financial Planning, Curtis Mahnken, University of Minnesota Center for Farm Financial Management
- Grain Marketing and Risk Management, Matt Brandyberry, National Farmers grain marketing analyst
- Livestock Marketing, Contracts and Risk Management, Jeff Rose, National Farmers cattle risk manager (via Skype)
- Hemp Production and Potential in Kentucky, Matt Futrell Christian County Kentucky Extension Service educator
- Dairy Marketing and Risk Management, Carl Schroeder, National Farmers regional dairy manager

Producers can register online at [nationalfarmers.com/agprofit](http://nationalfarmers.com/agprofit). The 9 a.m. January 15 AgProfit Strategies seminar is part of a 36-meeting series launching in 2020 and spearheaded by National Farmers. AgProfit Strategies is partially funded by USDA's National Institute for Food and Agriculture. Lunch is provided. Beginning farmers, attendees who have been farming less than 10 years or have filed fewer than 10 Schedule F tax forms can receive a \$200 stipend to cover travel costs, and expenses incurred while being off the farm for the day.

National Farmers markets milk, livestock and crops for thousands of American agricultural producers. We offer six decades of experience representing farmers and ranchers, and grouping production from many ag operations. We help producers market together. National Farmers' experienced marketing professionals negotiate on conventional and certified organic farmers' behalf in cash and contract sales, establishing commodity sales terms with the farmers' interests in mind.

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