

GRAIN MERCHANDISER RISK ACADEMY

AUGUST 9-11, 2016

QUALITY INN & CONFERENCE CENTER

7838 SOUTH HWY 281, GRAND ISLAND, NEBRASKA

As a grain merchandiser and originator, you face many challenges in the complex and volatile global grain market. Nebraska Grain and Feed Association has partnered with INTL FCStone to bring you a world-class training opportunity in risk management. Whether you are new to grain merchandising, you have been around a while but need an overview of the options markets, or you are seeking a higher level look at the OTC markets and structures, we have designed this event for you. Best of all, we have structured the event so you can attend the entire event or only those portions you need. Day 1 (introductory level) will focus on an overview of the futures industry. On Day 2 (intermediate level) we will take a look at options. Day 3 (higher level) will review the OTC markets and non-ag risk exposure. You will have an opportunity throughout all sessions to get answers to your questions from experienced risk management training professionals.

SPEAKERS



Richard Jelinek is Vice President Global Education at INTL FCStone Financial. His primary responsibility is the development of price risk management programs and materials on Agricultural Futures, Options and OTC Swaps.

Richard's professional tenure includes 34 years at the CBOT and CME Group, where he focused on price risk management training for all agricultural sectors including the Food Industry in Europe, Asia, Middle East, Latin America and the United States. Additionally, he is an Adjunct Professor at Moraine Valley College in the English as a Second Language department.

Mr. Jelinek's Bachelor of Science degree in Agricultural Economics from Southern Illinois University and Master of Science degree in Agricultural Economics from the University of Georgia were preceded by a four-year tour in the United States Navy.

Mr. Jelinek may be joined by other risk management training professionals that will make this an elite learning opportunity for you.

REGISTRATION PROCESS

On the registration form:

1. Enter each attendee's name on a separate line.
2. Check the box for each day of attendance.
3. Enter the appropriate registration amount for each attendee based on membership status and total days in attendance.
Example: Member attending two days = \$295
4. Complete balance of form and return to NeGFA.

SCHEDULE OF EVENTS

August 9: Introductory Level Grain Merchandising – Futures

This event targets the grain merchandiser who is fresh out of the university or those who transitioned to a risk management role in the grain and feed industry. Focus will be on the futures industry, the relationship between futures and the cash markets (basis), and the relationships between futures contracts (spreads). An in-depth study and comparison of risk management tools for the buy-and-sell side of the markets will culminate with an interactive merchandising workshop.

August 10: Intermediate Level Grain Merchandising – Options

This event targets the grain merchandiser looking for a detailed technical overview of the options markets. In addition to the market fundamentals, a section on option pricing will help tie up the relationship between options and the cash market. An introduction to both the standard and non-standard options will provide the merchandiser with many "options" to choose from. A fun and competitive futures and options game will provide a valuable summary of the day's topics.

August 11: Higher Level Grain Merchandising – OTC Swaps

This event focuses on the OTC markets and structures, a relatively new risk management tool. Strategies will range from the novice to a higher level application. In addition to the agricultural markets, this event will create an awareness of other types of market risk (Energy and Financial) that can be utilized by the grain and feed dealer to originate grain and oilseeds.

TUITION

Rate: See registration form.

All educational materials, breaks and lunch each day are included.

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REGISTRATION

NeGFA Member (1 day = \$155; 2 days = \$295; 3 days = \$425) Non-Member (\$225; \$435; \$645)

#1 _____ Day 1 Day 2 Day 3 Total from above \$ _____

#2 _____ Day 1 Day 2 Day 3 Total from above \$ _____

#3 _____ Day 1 Day 2 Day 3 Total from above \$ _____

COMPANY TOTAL: \$ _____

PAYMENT INFORMATION

Name: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____

Email: _____

Check enclosed (payable to NeGFA)

Invoice Me

NeGFA ACCEPTS CREDIT CARDS; ADD 3% CONVENIENCE FEE TO CREDIT CARD PAYMENTS

Credit Card (Visa Mastercard)

Number: _____

RETURN FORM TO NeGFA at:

4600 Valley Road, Suite 416

Lincoln, NE 68510

FAX: 402-476-3401

**FOR YOUR CONVENIENCE: Call NeGFA at 402-476-6174
for questions or to register by phone.**