2026 COMMODITY CLASSROOM

A Commodity Market Educational Seminar for Agricultural & Commercial Professionals

Sunday, August 2nd – Complimentary Happy Hour at Central Standard Kitchen & Crafthouse, 6-8pm

Monday, August 3rd

7:00am – 8:00am Breakfast

8:00am - 8:30am Welcome & Introductions

8:30am - 9:30am **(1.) Marketing Decision Making – Myths vs. Realities** **Richard Brock**
- Identifying common misconceptions about advisors, merchandisers, and media
- Understanding how major market events and industry changes have shaped today's farm marketing environment

9:30am - 10:15am **(2.) The Marketing [Risk Management] Plan** **Jason Moss**
- Illustrating how a central plan integrates all areas and tools of market knowledge
- Developing and implementing a Marketing Plan with appropriate goals & discipline
- Evaluating a Marketing Plan for effective, continuous improvement

10:15am – 10:30am Break

10:30am – 11:15am **(2.) Fundamental Analysis Through the Corn Market** **David Brock**
- Fundamental Analysis as the Foundation of Price Forecasting
- Dissecting the components of supply & demand
- Identifying major production and usage areas, USDA reports, and seasonality
- Domestic vs. Global S&D Factors

11:15am – Noon **Technical Analysis** **Richard Brock**
- Technical Analysis as the Foundation of Decision Making, Risk/Reward, and Timing
- Trend identification, support and resistance
- Outside days, key reversals
- 5 Wave buy/sell signals, and The 5 & 9 week Rule

Noon – 1:00pm Lunch

1:00pm – 1:30pm **(8.) Understanding the Commitment of Traders Report** **David Brock**
- Who are the major players, and what to look for
- How to use the report, and how NOT to

1:30pm – 2:15pm **Futures and Options Basics** **David Behrel**
- Buying Puts vs. Calls
- Calculating Risk and lost potential
- Managing Long Options

2:15pm – 2:45pm **Break**

2:45pm – 3:30pm **(6.) Hedging Strategy** **Jason Moss**
- Hedging: Its objectives, and the math behind it
- Types of orders and their underlying philosophies
    - Limit Order, Straight Stops, Stop Close-Only-Orders, GTC Orders
- Options Essentials – How Puts and Calls Work

3:30pm – 4:00pm	3 Examples of How and Why We Made Decisions This Year	
4:00pm	Wrap-up & Final Takeaways	
5:15pm	Walking Groups Leave for Riverboat Dinner Cruise	

Tuesday, August 4th

7:00am – 8:30am	Breakfast	
8:30am – 9:00am	**(7.) Cash Marketing** - Understanding what crop basis is and how it works - What is "Capturing Carry"? - Calculating returns to drying and storage, spreads, and carry - Utilizing various cash contracts and other marketing tools o Basis Contracts, HTAs, OTC Considerations, etc.	**Kurt Barth**
9:00am – 9:30am	**(3.) CME** - Fertilizer and Energy contracts	**CME Group**
9:30am – 10:00am	**Structured Products and Pricing Programs – The Future of Risk Management?** - Dos and Don'ts of Structured Products - Popular Structures and Key Considerations o FlexFloor, Accumulators, Min/Max o Advantages/Disadvantages of American and Euro "Double Ups"	
10:00am – 10:30am	**Break**	
10:30am – 11:00am	**(10.) Different Options Expirations, Selection Considerations** - Weekly, Serial, Short Dated New Crop	**David Brock**
11:00am - Noon	**(9.) Advanced Options Strategies and Comparisons** - Put Spreads & Call Spreads - 1x2 Put call spreads - Straddle and Strangle	**David Brock**
Noon – 1:00pm	Lunch	
1:00pm – 1:30pm	**(5.) Crop Insurance as part of your Grain Marketing Plan** - Different Plans Available - How insurance can cover cash grain sales - How crop insurance provides partial crop hedge	**Momentum Ag**
1:30pm – 2:45pm	**(12.) Commodity Outlook**	**Richard Brock**
2:45pm – 3:00pm	Break	
3:00pm - 4:00pm	**Commodity Outlook Conclusion and Closing Comments/Open Q&A**	
5:45pm	1st Bus departs for Miller Park	