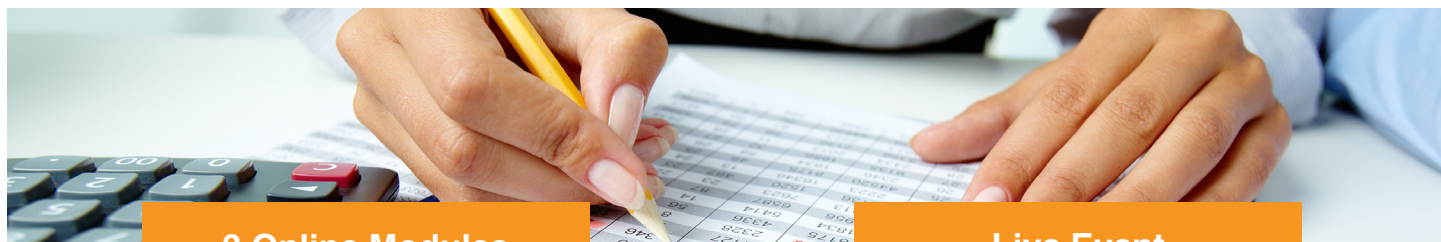


MARK-TO-MARKET GRAIN ACCOUNTING

A GRAIN MERCHANT CERTIFICATION PROGRAM SPECIALTY COURSE



3 Online Modules

Live Event

A specialty course that concentrates on proper accounting procedures as they pertain to a basis trading operation, with special emphasis on mark-to-market valuations of cash grain and futures contracts.

Module 1: Mark-to-Market Essentials | 7 Lessons + Practice + Assignment + Additional Studies

- Clarify the purpose of mark-to-market
- Outline the mark-to-market routine
- Compare accepted valuation methods and their impact on the financials
- Learn how to do a basis analysis to gain a clearer understanding of the numbers

Module 2: Structuring Sound Month End Routines | 5 Lessons + Assignments + Additional Studies

- Examine “best practices” of Mark-to-Market in a grain operation
- Layout the process for valuing the futures sides of the basis transaction
- Review recommendations for account set-up on Financial Statements
- Outline reversing entries needed at the start of a new month/year

Module 3: Spreads, Options, and Other Accounting Issues | 3 Lessons + Assignments + Additional Studies

- Learn how pre-spreads enter the merchandising transaction
- Integrate spreads into the trade analysis
- Review the accounting of minimum price contracts
- Other accounting issues you could encounter

Supplemental Studies

Having a general understanding of basis trading concepts and practices is important to getting the most from this course. For those needing additional studies, this section contains a variety of training videos pertaining to different aspects of the practices of basis trading in a typical grain operation.

Live Event: MTM Grain Accounting Workshop | 1½ Days

Opportunity for all those who play an integral part in the grain merchandising operations to get together to discuss issues specific to their success. This includes the merchandiser, general manager, CFO, controller, accountant, lender, and anyone else needing a deeper understanding of the connection between the merchandising, accounting, and financing sides of a grain operation.

CEU credits available for online modules and live event.