

**Grain Marketing Plan  
NIACC Farm  
2018**

**Corn**

17176.04 bu (3685.19 bu Farm, 13490.85 bu Foundation)

<u>Date</u>	<u>Action</u>	<u>Total bu Produced</u>	<u>Farm Lab bu</u>	<u>Foundation Farm bu</u>	<u>Price/bu</u>	<u>Total Gross Value</u>	<u>Farm Lab %</u>	<u>Foundation Farm %</u>	<u>Total % Sold</u>	<u>Farm Lab % Sold</u>	<u>Foundation Farm % Sold</u>
24-Jan	Forward Contract	600	138	462	\$ 3.35	\$ 2,010.00	\$ 462.30	\$ 1,547.70	3.5%	3.7%	3.4%
26-Feb	Forward Contract	600	138	462	\$ 3.50	\$ 2,100.00	\$ 483.00	\$ 1,617.00	3.5%	3.7%	3.4%
9-Apr	Forward Contract	600	138	462	\$ 3.66	\$ 2,196.00	\$ 505.08	\$ 1,690.92	3.5%	3.7%	3.4%
21-May	Forward Contract	600	138	462	\$ 3.75	\$ 2,250.00	\$ 517.50	\$ 1,732.50	3.5%	3.7%	3.4%
24-May	Forward Contract	600	138	462	\$ 3.79	\$ 2,274.00	\$ 523.02	\$ 1,750.98	3.5%	3.7%	3.4%
31-Oct	Cash Sale	8176.04	1795.19	6380.85	\$ 3.15	\$ 25,754.53	\$ 5,654.85	\$ 20,099.68	47.6%	48.7%	47.3%
5-Dec	Cash Sale	3000	600	2400	\$ 3.36	\$ 10,080.00	\$ 2,016.00	\$ 8,064.00	17.5%	16.3%	17.8%
10-Dec	Cash Sale	1500	300	1200	\$ 3.43	\$ 5,145.00	\$ 1,029.00	\$ 4,116.00	8.7%	8.1%	8.9%
2-Jan	Cash Sale	1500	300	1200	\$ 3.33	\$ 4,995.00	\$ 999.00	\$ 3,996.00	8.7%	8.1%	8.9%
		15676.04	3385.19	12290.85	\$ 3.31	\$ 56,804.53	\$ 12,189.75	\$ 44,614.78	100.0%	100.0%	100.0%

**Soybeans**

7376 (2023 bu Farm, 5353 bu Foundation)

<u>Date</u>	<u>Action</u>	<u>Total bu Produced</u>	<u>Farm Lab bu</u>	<u>Foundation Farm bu</u>	<u>Price/bu</u>	<u>Total Gross Value</u>	<u>Farm Lab %</u>	<u>Foundation Farm %</u>	<u>Total % Sold</u>	<u>Farm Lab % Sold</u>	<u>Foundation Farm % Sold</u>
24-Jan	Forward Contract	200	64	136	\$ 9.24	\$ 1,848.00	\$ 591.36	\$ 1,256.64	2.7%	3.2%	2.5%
26-Feb	Forward Contract	200	64	136	\$ 9.50	\$ 1,900.00	\$ 608.00	\$ 1,292.00	2.7%	3.2%	2.5%
2-Apr	Forward Contract	200	64	136	\$ 9.75	\$ 1,950.00	\$ 624.00	\$ 1,326.00	2.7%	3.2%	2.5%
11-Apr	Forward Contract	200	64	136	\$ 9.75	\$ 1,950.00	\$ 624.00	\$ 1,326.00	2.7%	3.2%	2.5%
24-May	Forward Contract	200	64	136	\$ 9.72	\$ 1,944.00	\$ 622.08	\$ 1,321.92	2.7%	3.2%	2.5%
25-Oct	Cash Sale	2376	703	1673	\$ 7.52	\$ 17,867.52	\$ 5,286.56	\$ 12,580.96	32.2%	34.8%	31.3%
10-Dec	Cash Sale	2000	500	1500	\$ 8.20	\$ 16,400.00	\$ 4,100.00	\$ 12,300.00	27.1%	24.7%	28.0%
2-Jan	Cash Sale	2000	500	1500	\$ 8.02	\$ 16,040.00	\$ 4,010.00	\$ 12,030.00	27.1%	24.7%	28.0%
		5376	1523	3853	\$ 8.12	\$ 59,899.52	\$ 16,466.00	\$ 43,433.52	100.0%	100.0%	100.0%
						\$ 116,704.05	\$ 28,655.75	\$ 88,048.30			