

**Grain Marketing Plan
NIACC Farm
2021**

Corn

19236.64 bu (6,049.36 Farm, 13187.28 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>
5-Jan	Forward Contract (NI Coop)	1000	320	680	\$ 4.02	\$ 4,020.00	\$ 1,286.40	\$ 2,733.60	5.2%	5.3%	5.2%
28-Jan	Forward Contract (NI Coop)	1000	320	680	\$ 4.06	\$ 4,060.00	\$ 1,299.20	\$ 2,760.80	5.2%	5.3%	5.2%
5-Feb	Forward Contract (NI Coop)	1000	320	680	\$ 4.14	\$ 4,140.00	\$ 1,324.80	\$ 2,815.20	5.2%	5.3%	5.2%
9-Feb	Forward Contract (NI Coop)	1000	320	680	\$ 4.21	\$ 4,210.00	\$ 1,347.20	\$ 2,862.80	5.2%	5.3%	5.2%
25-Feb	Forward Contract (NI Coop)	1000	320	680	\$ 4.36	\$ 4,360.00	\$ 1,395.20	\$ 2,964.80	5.2%	5.3%	5.2%
8-Apr	Forward Contract (NI Coop)	1000	320	680	\$ 4.54	\$ 4,540.00	\$ 1,452.80	\$ 3,087.20	5.2%	5.3%	5.2%
19-Apr	Forward Contract (NI Coop)	1000	320	680	\$ 5.00	\$ 5,000.00	\$ 1,600.00	\$ 3,400.00	5.2%	5.3%	5.2%
12-Nov	Cash Sale	8,436.64	2,609.36	5,827.28	\$ 5.44	\$ 45,895.32	\$ 14,194.92	\$ 31,700.40	43.9%	43.1%	44.2%
8-Dec	Cash Sale	1,900	600.00	1,300.00	\$ 5.73	\$ 10,887.00	\$ 3,438.00	\$ 7,449.00	9.9%	9.9%	9.9%
27-Dec	Cash Sale	<u>1,900</u>	<u>600.00</u>	<u>1,300.00</u>	<u>\$ 6.01</u>	<u>\$ 11,419.00</u>	<u>\$ 3,606.00</u>	<u>\$ 7,813.00</u>	<u>9.9%</u>	<u>9.9%</u>	<u>9.9%</u>
		19,236.64	6,049.36	13,187.28	\$ 5.12	\$ 98,531.32	\$ 30,944.52	\$ 67,586.80	100.0%	100.0%	100.0%

Soybeans

7882.68 bu (1365.34 Farm, 6517.34 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>
5-Jan	Forward Contract (NI Coop)	350	63	287	\$ 10.80	\$ 3,780.00	\$ 680.40	\$ 3,099.60	4%	4.6%	4.4%
28-Jan	Forward Contract (NI Coop)	350	63	287	\$ 10.84	\$ 3,794.00	\$ 682.92	\$ 3,111.08	4%	4.6%	4.4%
5-Feb	Forward Contract (NI Coop)	350	63	287	\$ 10.99	\$ 3,846.50	\$ 692.37	\$ 3,154.13	4%	4.6%	4.4%
9-Feb	Forward Contract (NI Coop)	350	63	287	\$ 11.25	\$ 3,937.50	\$ 708.75	\$ 3,228.75	4%	4.6%	4.4%
25-Feb	Forward Contract (NI Coop)	350	63	287	\$ 11.63	\$ 4,070.50	\$ 732.69	\$ 3,337.81	4%	4.6%	4.4%
2-Apr	Forward Contract (NI Coop)	350	63	287	\$ 12.06	\$ 4,221.00	\$ 759.78	\$ 3,461.22	4%	4.6%	4.4%
22-Apr	Forward Contract (NI Coop)	350	63	287	\$ 12.52	\$ 4,382.00	\$ 788.76	\$ 3,593.24	4%	4.6%	4.4%
19-Oct	Cash Sale	<u>5432.68</u>	<u>924.34</u>	<u>4508.34</u>	<u>\$ 11.76</u>	<u>\$ 63,888.32</u>	<u>\$ 10,870.24</u>	<u>\$ 53,018.08</u>	<u>68.9%</u>	<u>67.7%</u>	<u>69.2%</u>
		7882.68	1365.34	6517.34	\$ 11.66	\$ 91,919.82	\$ 15,915.91	\$ 76,003.91	100%	100%	100%

\$ 190,451.14