

## Post-Harvest Marketing Plan

Objective: Seek strategies that balance risk and reward in the current market environment. Hold no un-priced corn or soybeans beyond July 1 (May 15 for wheat).

Sell \_\_\_\_\_ bushels at harvest (not enough storage)

Sell \_\_\_\_\_ more bushels at harvest

Hold \_\_\_\_\_ bushels of unpriced grain in storage for later sale. My exit plan is...

Sell \_\_\_\_\_ bushels when the cash price reaches \$ \_\_\_\_\_

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Bushels not priced by \_\_\_\_\_ will be sold by \_\_\_\_\_. Sell if the price falls below \$ \_\_\_\_\_

Sell the carry on \_\_\_\_\_ bushels with a forward contract, or an HTA base price on the \_\_\_\_\_ futures contract, or by selling futures on the \_\_\_\_\_ contract. My exit plan for HTA or futures is...

Lock the basis on \_\_\_\_\_ bushels at \_\_\_\_\_ cents under the \_\_\_\_\_ contract, or by \_\_\_\_\_ at the spot basis