

Marketing Plan

Crop: _____

Current expected production _____ bushels/lb/cwt

Units still not forward priced _____/bushels/lb/cwt

Previous units forward priced _____ bushels/lb/cwt

Current expected break-even price \$ _____/bushel/lb/cwt

Targets

	Offensive plan	Defensive plan
Trigger price		
Quantity to be sold		

Target Price Worksheet

Date _____	Forward contract (month _____)	Futures (month _____)	Put option (month _____)
Price (on the board)			
Expected basis			
Premium			
Expected price			

Action taken: Date: _____

Sold _____ bushels/lb/cwt using forward contract/futures/put option/other _____

for _____ (date) delivery at \$ _____/bushel/lb/cwt

Percentage of expected production forward priced _____%

Result at cash sale

Cash sale of grain – Date: _____ \$ _____/unit

Futures price, if used, when position sold \$ _____/unit

Futures price, if used, when position bought back \$ _____/unit

Gain or loss on futures transaction, if used \$ _____/unit

Option premium, if used \$ _____/unit

Total marketing value of crop \$ _____/unit