Soybeans: 2010 Pre-Harvest Marketing Plan
by Ed Usset

Expected 2010 production: 24,000 bushels (530 acres @ 45 bushels per)

Objective: Buy crop insurance to protect my production risk, and have 75% of my anticipated soybean crop priced by early June.

- Price 2,500 bushels at $8.35 cash price ($9.05 Nov futures) using some form of fixed-price contract: forward contract, HTA, sell futures.
- Price 2,500 bushels at $8.85c/$9.55f, or by March 29, pricing tool to be determined (“tbd”).
- Price 2,500 bushels at $9.35c/$10.05f, or by April 14, pricing tool tbd.
- Price 2,500 bushels at $9.85c/$10.55f, or by April 28, pricing tool tbd.
- Price 2,500 bushels at $10.35c/$11.05f, or by May 13, pricing tool tbd.
- Price 2,500 bushels at $10.85c/$11.55f, or by May 27, pricing tool tbd.
- Price my last 2,500 bushels at $11.35c/$12.05f, or by June 10, pricing tool tbd.

Plan starts on January 1, 2010. Earlier sales will be made at a 35 cent premium to price targets noted above and will be limited to 10,000 bushels.
Ignore decision dates and make no sale if prices are lower than $8.35 local cash price/$9.05 November futures.
Exit all options positions by mid-September, 2010.
Objective: Buy crop insurance to protect my production risk, and have 75% of my anticipated soybean crop priced by early June.

- Price 2,500 bushels at $8.35 cash price ($9.05 Nov futures) using some form of fixed-price contract. Futures sale on June 9, 2009 @ $9.98½ Nov’10 futures
- Price 2,500 bushels at $8.85c/$9.55f, or by March 29, pricing tool tbd. Futures sale on June 9 @ $9.98½ Nov’10 futures
- Price 2,500 bushels at $9.35c/$10.05f, or by April 14, pricing tool tbd. Futures sale on January 4, 2010 @ $10.20 Nov’10 futures
- Price 2,500 bushels at $9.85c/$10.55f, or by April 28, pricing tool tbd. Futures sale on January 4, 2010 @ $10.20 Nov’10 futures
- Price 2,500 bushels at $10.35c/$11.05f, or by May 13, pricing tool tbd. Futures sale on March 13, 2010 @ $9.35¼ Nov’10 futures
- Price my last 2,500 bushels at $11.35c/$12.05f, or by June 10, pricing tool tbd.