January 1, 2020

**Grain Marketing**
Center for Farm Financial Management
University of Minnesota
http://www.cffm.umn.edu/GrainMarketing/marketingplans.aspx

Corn: 2020 Pre-Harvest Marketing Plan
by Edward Usset

Expected 2020 production: 100,000 bushels

Objective: Buy crop insurance to protect my production risk, and have 75% of my anticipated corn crop (based on APH) priced by mid-June.

- Price 15,000 bushels at $3.75 cash price ($4.25 Dec. futures) using forward contract/futures hedge/futures fixed contract.
- Price 10,000 bushels at $4.05c/$4.55f, or by April 7, pricing tool to-be-determined (“tbd”).
- Price 15,000 bushels at $4.35c/$4.85f, or by May 7, pricing tool tbd.
- Price 10,000 bushels at $4.65c/$5.15f, or by May 21, pricing tool tbd.
- Price 15,000 bushels at $4.95c/$5.45f, or by June 5, pricing tool tbd.
- Price the last 10,000 bushels at $5.25c/$5.75f, or by June 19, pricing tool tbd.

Plan starts on January 1, 2020. Earlier sales may be made at a 40-cent premium and would be limited to 30,000 bushels.
Ignore decision dates and make no sale if prices are lower than $3.75 local cash price/$4.25 December futures.
Exit all options positions by mid-September, 2020.