

## 5 STEP GRAIN MARKETING PLAN (bushels)

### Step #1 - Determine your estimated production

|          |       | Est   | Bu/T    |
|----------|-------|-------|---------|
|          | Acres | Yield | To Sell |
| Corn     |       |       |         |
| Soybeans |       |       |         |
| Wheat    |       |       |         |

### Step #2 - Determine your production cost per acre

|             | Corn | Soybeans | Wheat |
|-------------|------|----------|-------|
| Land Prep   |      |          |       |
| Fertilizer  |      |          |       |
| Chemicals   |      |          |       |
| Seed        |      |          |       |
| Application |      |          |       |
| Rent        |      |          |       |
| Planting    |      |          |       |
| Harvesting  |      |          |       |
| Drying      |      |          |       |
| Price Ins.  |      |          |       |
| Total/Acre  |      |          |       |

### Step #3 - Set a profit goal per acre

|          | Goal/Acre |
|----------|-----------|
| Corn     |           |
| Soybeans |           |
| Wheat    |           |

### Step #4 - Calculate a target price

|          | Cost/Acre + | Profit/Acre | /Yield/Acre | = | Target |
|----------|-------------|-------------|-------------|---|--------|
| Corn     |             |             |             | = |        |
| Soybeans |             |             |             | = |        |
| Wheat    |             |             |             | = |        |

### Step #5 - Take Action! Place a Target Order NOW!