



## MARKET MANAGER PROGRAMS

2019/20 Crop Year



## POET Grain MARKET MANAGER Program

- Select a CBOT Futures Month to enroll in
- Determine number of bushels to enroll
- POET Grain marketing team establishes Futures Price during the Pricing Period
- Producer establishes basis anytime up to delivery

### How it Works

- POET Grain marketing team will utilize a basket of tools to establish a CBOT Futures Price
- Monthly updates will be provided during the Pricing Period to keep you apprised of progress
- Delivery Period can be before or after the end of the pricing period but must be within the same crop year
- You can set the basis any time prior to delivery.

Program:	Dec 2019	July 2020	July 2020
Pricing Period:	12/17/2018—11/15/2019	12/17/2018—6/15/2020	6/3/2019—6/15/2020
Delivery Window:	Sep '19—Aug '20	Sep '19—Aug '20	Sep '19—Aug '20
Futures Month:	Dec '19 (CZ19)	July '20 (CN20)	Jul '20 (CN20)
Pricing Months:	11 Months	18 Months	12.5 Months
Fee Per Bushel:	\$.10	\$.10	\$.10
Sign Up Deadline:	Dec 10, 2018	Dec 10, 2018	May 27, 2019

\*Basis must be set prior to delivery for all Market Manager Contracts at locations posted bid.

## Example:

You enter into a Market Manager contract to sell 5,000 bushels of corn for an established Delivery Period with a Pricing Period of Jun 3, 2019 thru Jun 15, 2020 (12.5 months) for an investment of 10 cents/bu. During the Pricing Period POET Grain will establish a Futures Price for your contract utilizing a variety of market tools. Prior to delivery, the Producer will establish the basis at the Plant's posted bid for a specific Delivery Period. At the conclusion of the Pricing Period the established Futures Price will be added to the basis to arrive at the final Cash Price less program fee.



Scenario #1: POET Grain establishes a Futures Price of \$4.50 during the Pricing Period.

\$4.50 Futures Price  
-\$.10 Contract Fee  
-.10 Basis (varies by location)

\$4.30 Cash Price

### Delivery Period:

The Delivery Period can be any period in the same marketing year as the established Futures Price board month.

For example: If you enroll in the July '20 program you can establish a delivery period any-time between September 2019 and August 2020.

The basis will be established prior to delivery at Plants posted bids with appropriate spreads applied to equate to a July Board month.



## Portfolio Approach

A Portfolio Approach to grain marketing can diversify your marketing efforts.

Any given year can change which marketing approach works best.

Market Manager contracts allows the producer to utilize POET Grain expertise with a broad global perspective.