

New Crop Marketing Plan		Crop Year	<u>2009</u>
Crop	<u>Rough Rice</u>	Acres	<u>1,000</u>
Expected Yield	<u>80</u>	Total Production	<u>80,000</u>
On Farm Storage	<u> </u>		
RA/HP Crop Ins.	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>		
Coverage Level	<u>70%</u>		
APH	<u>80 CWT./Acre</u>		
Coverage/Acre	<u>56.00 CWT./Acre</u>	CWT. Insured	<u>56,000</u>
Amount to Sell Pre-harvest	<u>89%</u>	=	<u>50,000</u>

Sale Increments

<u>Amount</u>	<u>Tool</u>	<u>Price</u>	<u>Default Date</u>	<u>%</u>
<u>8,000 Cwt.</u>	<u>Futures</u>	<u>\$ 12.78</u>	<u>7-Jan-09</u>	<u>16.00%</u>
<u>8,000 Cwt.</u>	<u>Futures</u>	<u>\$ 13.46</u>	<u>18-Feb-09</u>	<u>16.00%</u>
<u>8,000 Cwt.</u>	<u>Futures</u>	<u>\$ 14.14</u>	<u>25-Mar-09</u>	<u>16.00%</u>
<u>8,000 Cwt.</u>	<u>Futures</u>	<u>\$ 14.82</u>	<u>15-Apr-09</u>	<u>16.00%</u>
<u>6,000 Cwt.</u>	<u>Futures</u>	<u>\$ 15.51</u>	<u>6-May-09</u>	<u>12.00%</u>
<u>6,000 Cwt.</u>	<u>Futures</u>	<u>\$ 16.18</u>	<u>17-Jun-09</u>	<u>12.00%</u>
<u>6,000 Cwt.</u>	<u>Futures</u>	<u>\$ 16.86</u>	<u>8-Jul-09</u>	<u>12.00%</u>
<u>50,000 Total Cwt.</u>		<u>\$ 14.66</u>	Ave./CWT	<u>100.00%</u> Total

Minimum acceptable price \$ 12.78 \$/CWT (Futures) \$ 5.75 \$/Bu

Notes:

We will defer sales in an upward trending market until 4,9 moving average crosses. Rather than making "catch up" sales when the moving averages cross, we will make an initial sale with new sales made dependant on market movement as follows:

1.) Market moves down:	Make sales at price targets as price moves lower
2.) Market moves sideways:	Make sales at top of trading range using stochastic
3.) Market moves back up:	Defer sales until moving averages cross again

New Crop Marketing Actual		Crop Year	<u>2009</u>
Crop	<u>Rough Rice</u>	Acres	<u>1,000</u>
Expected Yield	<u>80</u>	Total Production	<u>80,000</u>
On Farm Storage	<u> </u>		
RA/HP Crop Ins.	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>		
Coverage Level	<u>70%</u>		
APH	<u>80 CWT./Acre</u>		
Coverage/Acre	<u>56 CWT./Acre</u>	CWT. Insured	<u>56,000</u>
Amount to Sell Pre-harvest	<u>89%</u>	=	<u>50,000</u>

Sale Increments

<u>Amount</u>	<u>Tool</u>	<u>Price</u>	<u>Default Date</u>	<u>%</u>
<u>8,000 Cwt.</u>	<u>Futures</u>	<u>\$ 12.78</u>	<u>28-Jan-09</u>	<u>16.00%</u>
<u> Cwt.</u>	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>
<u> Cwt.</u>	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>
<u> Cwt.</u>	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>
<u> Cwt.</u>	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>
<u> Cwt.</u>	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>
<u> Cwt.</u>	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>
<u>8,000 Total Cwt.</u>	<u> </u>	<u>\$ 12.78</u>	<u>Ave./CWT</u>	<u>16.00% Total</u>

Minimum acceptable price \$ 12.78 \$/CWT (Futures)

Notes: **First sale (4 futures contracts) made upon completion of plan and delivery to FCS for customer use as a benchmark plan for 2009 new crop marketing**

Value-Added (Subtracted) Activity

Other Marketing Actions	Action	Tool	Strike/ Futures	Cost/unit	Net Cost	Date
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Developed by Bret Oelke - University of Minnesota and Innovus Agra, LLC.
Contact boelke@innovusagra.com with questions

New Crop Marketing Plan		Crop Year	<u>2009</u>
Crop	<u>Cotton</u>	Acres	<u>1,000</u>
Expected Yield	<u>1100</u>	Total Production	<u>1,100,000</u>
On Farm Storage	<u> </u>		
RA/HP Crop Ins.	Yes No		
Coverage Level	<u>65%</u>		
APH	<u>1100 Lbs./Acre</u>		
Coverage/Acre	<u>715 Lbs./Acre</u>	Bushels Insured	<u>715,000</u>
Amount to Sell Pre-harvest	<u>98%</u>	=	<u>700,000</u>

Sale Increments

Amount	Tool	Price	Default Date	%
<u>50,000 Lbs.</u>	<u>Futures</u>	<u>\$ 0.7188</u>	<u>7-Jan-09</u>	<u>7.14%</u>
<u>100,000 Lbs.</u>	<u>Futures</u>	<u>\$ 0.7388</u>	<u>18-Feb-09</u>	<u>14.29%</u>
<u>150,000 Lbs.</u>	<u>Futures</u>	<u>\$ 0.7488</u>	<u>25-Mar-09</u>	<u>21.43%</u>
<u>150,000 Lbs.</u>	<u>Futures</u>	<u>\$ 0.7588</u>	<u>15-Apr-09</u>	<u>21.43%</u>
<u>150,000 Lbs.</u>	<u>Futures</u>	<u>\$ 0.7688</u>	<u>6-May-09</u>	<u>21.43%</u>
<u>50,000 Lbs.</u>	<u>Futures</u>	<u>\$ 0.7788</u>	<u>17-Jun-09</u>	<u>7.14%</u>
<u>50,000 Lbs.</u>	<u>Futures</u>	<u>\$ 0.7888</u>	<u>8-Jul-09</u>	<u>7.14%</u>
<u>700,000 Total Lbs.</u>		<u>\$ 0.7567</u>	Ave. \$/Lb.	<u>100.00% Total</u>

Minimum acceptable price \$ 0.72 \$/Lb. (Futures)

Notes:

We will defer sales in an upward trending market until 4,9 moving average crosses. Rather than making "catch up" sales when the moving averages cross, we will make an initial sale with new sales made dependant on market movement as follows:

1.) Market moves down:	Make sales at price targets as price moves lower
2.) Market moves sideways:	Make sales at top of trading range using stochastic
3.) Market moves back up:	Defer sales until moving averages cross again

New Crop Marketing Actual		Crop Year	<u>2009</u>
Crop	<u>Cotton</u>	Acres	<u>1,000</u>
Expected Yield	<u>1100</u>	Total Production	<u>1,100,000</u>
On Farm Storage	<u> </u>		
RA/HP Crop Ins.	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>		
Coverage Level	<u>65%</u>		
APH	<u>1100 Lbs./Acre</u>		
Coverage/Acre	<u>715 Lbs./Acre</u>	Bushels Insured	<u>715,000</u>
Amount to Sell Pre-harvest	<u>98%</u>	=	<u>700,000</u>

Sale Increments					
Amount	Tool	Price	Default Date	%	
<u> </u> Lbs.	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>	
<u> </u> Lbs.	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>	
<u> </u> Lbs.	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>	
<u> </u> Lbs.	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>	
<u> </u> Lbs.	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>	
<u> </u> Lbs.	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>	
<u> </u> Lbs.	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>	
<u> </u> - Total Lbs.		<u>#DIV/0!</u>	Ave. \$/Lb.	<u>0.00%</u>	Total
Minimum acceptable price	<u> </u> \$/Lb.	(Futures)			

Notes: **First sale deferred as price was below our minimum**

Value-Added (Subtracted) Activity						
Other Marketing Actions	Action	Tool	Strike/ Futures	Cost/unit	Net Cost	Date

Developed by Bret Oelke - University of Minnesota and Innovus Agra, LLC.
 Contact boelke@innovusagra.com with questions

New Crop Marketing Plan	<u>Progressive FCS</u>	Crop Year	<u>2009</u>
Crop	<u>Winter Wheat</u>	Acres	<u>1,000</u>
Expected Yield	<u>70</u>	Total Production	<u>70,000</u>
On Farm Storage	<u> </u>		
RA/HP Crop Ins.	Yes No		
Coverage Level	<u>70%</u>		
APH	<u>65 Bu./Acre</u>		
Coverage/Acre	<u>45.5 Bu./Acre</u>	Bushels Insured	<u>45,500</u>
Amount to Sell Pre-harvest	<u>88%</u>	=	<u>40,000</u>

Sale Increments

Amount	Tool	Price	Default Date	%
<u>10,000 Bu.</u>	<u>Futures</u>	<u>\$ 6.48</u>	<u>7-Jan-09</u>	<u>25.00%</u>
<u>10,000 Bu.</u>	<u>Futures</u>	<u>\$ 6.88</u>	<u>11-Feb-09</u>	<u>25.00%</u>
<u>10,000 Bu.</u>	<u>Futures</u>	<u>\$ 7.28</u>	<u>25-Mar-09</u>	<u>25.00%</u>
<u>5,000 Bu.</u>	<u>Futures</u>	<u>\$ 7.68</u>	<u>15-Apr-09</u>	<u>12.50%</u>
<u>5,000 Bu.</u>	<u>Futures</u>	<u>\$ 8.08</u>	<u>13-May-09</u>	<u>12.50%</u>
<u> Bu.</u>	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>
<u> Bu.</u>	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>
<u>40,000 Total Bu.</u>	<u> </u>	<u>\$ 7.13</u>	<u>Ave. \$/Bu.</u>	<u>100.00% Total</u>

Minimum acceptable price \$ 6.48 \$/Bu. (Futures)

Notes: We will defer sales in an upward trending market until 4,9 moving average crosses. Rather than making "catch up" sales when the moving averages cross, we will make an initial sale with new sales made dependant on market movement as follows:

1.) Market moves down:	Make sales at price targets as price moves lower
2.) Market moves sideways:	Make sales at top of trading range using stochastic
3.) Market moves back up:	Defer sales until moving averages cross again

New Crop Marketing Actual	<u>Progressive FCS</u>	Crop Year	<u>2009</u>
Crop	<u>Winter Wheat</u>	Acres	<u>1,000</u>
Expected Yield	<u>70</u>	Total Production	<u>70,000</u>
On Farm Storage	<u> </u>		
RA/HP Crop Ins.	Yes <input type="checkbox"/> No <input type="checkbox"/>		
Coverage Level	<u>70%</u>		
APH	<u>65 Bu./Acre</u>		
Coverage/Acre	<u>45.5 Bu./Acre</u>	Bushels Insured	<u>45,500</u>
Amount to Sell Pre-harvest	<u>88%</u>	=	<u>40,000</u>

Sale Increments

Amount	Tool	Price	Default Date	%
<u> </u> Bu.	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>
<u> </u> Bu.	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>
<u> </u> Bu.	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>
<u> </u> Bu.	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>
<u> </u> Bu.	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>
<u> </u> Bu.	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>
<u> </u> Bu.	<u> </u>	<u> </u>	<u> </u>	<u>0.00%</u>
<u> </u> - Total Bu.		<u>#DIV/0!</u>	<u>Ave. \$/Bu.</u>	<u>0.00%</u> Total

Minimum acceptable price \$/Bu. (Futures)

Notes: **First sale deferred as we were in an upward trending market, price drop following the final crop production report for 2008 on January 12, 2009 resulted in prices below our minimum**

Value-Added (Subtracted) Activity

Other Marketing Actions	Action	Tool	Strike/ Futures	Cost/unit	Net Cost	Date
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New Crop Marketing Plan	Progressive FCS	Crop Year	<u>2009</u>
Crop	<u>Corn</u>	Acres	<u>1000</u>
Expected Yield	<u>160</u>	Total Production	<u>160,000</u>
On Farm Storage	<u> </u>		
RA/HP Crop Ins.	Yes No		
Coverage Level	<u>70%</u>		
APH	<u>155</u>	Bu./Acre	
Coverage/Acre	<u>108.5</u>	Bu./Acre	Bushels Insured <u>108,500</u>
Amount to Sell Pre-harvest	<u>92%</u>	=	<u>100,000</u> Bu.

Sale Increments

Amount	Tool	Price	Default Date	%
<u>20,000 Bu.</u>	<u>Futures</u>	<u>\$ 5.14</u>	<u>7-Jan-09</u>	<u>20.00%</u>
<u>20,000 Bu.</u>	<u>Futures</u>	<u>\$ 5.32</u>	<u>11-Feb-09</u>	<u>20.00%</u>
<u>20,000 Bu.</u>	<u>Futures</u>	<u>\$ 5.51</u>	<u>4-Mar-09</u>	<u>20.00%</u>
<u>10,000 Bu.</u>	<u>Futures</u>	<u>\$ 5.69</u>	<u>25-Mar-09</u>	<u>10.00%</u>
<u>5,000 Bu.</u>	<u>Futures</u>	<u>\$ 5.87</u>	<u>15-Apr-09</u>	<u>5.00%</u>
<u>5,000 Bu.</u>	<u>Futures</u>	<u>\$ 6.06</u>	<u>29-Apr-09</u>	<u>5.00%</u>
<u>5,000 Bu.</u>	<u>Futures</u>	<u>\$ 6.24</u>	<u>13-May-09</u>	<u>5.00%</u>
<u>5,000 Bu.</u>	<u>Futures</u>	<u>\$ 6.42</u>	<u>10-Jun-09</u>	<u>5.00%</u>
<u>5,000 Bu.</u>	<u>Futures</u>	<u>\$ 6.61</u>	<u>24-Jun-09</u>	<u>5.00%</u>
<u>5,000 Bu.</u>	<u>Futures</u>	<u>\$ 6.79</u>	<u>8-Jul-09</u>	<u>5.00%</u>
<u>100,000 Total Bu.</u>		<u>\$ 5.66</u>	Ave. \$/Bu.	<u>100.00% Total</u>

Minimum acceptable price \$ 5.14 \$/Bu.

Notes:

We will defer sales in an upward trending market until 4,9 moving average crosses. Rather than making "catch up" sales when the moving averages cross, we will make an initial sale with new sales made dependant on market movement as follows:

- 1.) Market moves down: Make sales at price targets as price moves lower
- 2.) Market moves sideways: Make sales at top of trading range using stochastic
- 3.) Market moves back up: Defer sales until moving averages cross again

New Crop Marketing Actual **Progressive FCS** Crop Year 2009
 Crop Corn Acres 1000
 Expected Yield 160 Total Production 160,000
 On Farm Storage _____
 RA/HP Crop Ins. **Yes** No
 Coverage Level 70%
 APH 155 Bu./Acre
 Coverage/Acre 108.5 Bu./Acre Bushels Insured 108,500
 Amount to Sell Pre-harvest 92% = 100,000 Bu.

Sale Increments

Amount	Tool	Price	Default Date	%
_____ Bu.	_____	_____	_____	0.00%
_____ Bu.	_____	_____	_____	0.00%
_____ Bu.	_____	_____	_____	0.00%
_____ Bu.	_____	_____	_____	0.00%
_____ Bu.	_____	_____	_____	0.00%
_____ Bu.	_____	_____	_____	0.00%
_____ Bu.	_____	_____	_____	0.00%
_____ Bu.	_____	_____	_____	0.00%
_____ Bu.	_____	_____	_____	0.00%
_____ Bu.	_____	_____	_____	0.00%
_____ - Total Bu.		#DIV/0!	Ave. \$/Bu.	0.00% Total

Minimum acceptable price _____ \$/Bu.

Notes: **First Sale deferred as price was below our minimum pricing objective**

Value-Added (Subtracted) Activity

Other Marketing Actions	Action	Tool	Strike/ Futures	Cost/unit	Net Cost	Date
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New Crop Marketing Plan	<u>Progressive FCS</u>	Crop Year	<u>2009</u>
Crop	<u>Soybeans</u>	Acres	<u>1,000</u>
Expected Yield	<u>50</u>	Total Production	<u>50,000</u>
On Farm Storage	<u> </u>		
RA/HP Crop Ins.	Yes <input type="checkbox"/> No <input type="checkbox"/>		
Coverage Level	<u>70%</u>		
APH	<u>47 Bu./Acre</u>		
Coverage/Acre	<u>32.9 Bu./Acre</u>	Bushels Insured	<u>32,900</u>
Amount to Sell Pre-harvest	<u>91%</u>	=	<u>30,000</u>
Sale Increments			

Amount	Tool	Price	Default Date	%
<u>5,000 Bu.</u>	<u>Futures</u>	<u>\$ 9.98</u>	<u>7-Jan-09</u>	<u>16.67%</u>
<u>5,000 Bu.</u>	<u>Futures</u>	<u>\$ 10.26</u>	<u>11-Feb-09</u>	<u>16.67%</u>
<u>5,000 Bu.</u>	<u>Futures</u>	<u>\$ 10.54</u>	<u>25-Mar-09</u>	<u>16.67%</u>
<u>5,000 Bu.</u>	<u>Futures</u>	<u>\$ 10.82</u>	<u>15-Apr-09</u>	<u>16.67%</u>
<u>5,000 Bu.</u>	<u>Futures</u>	<u>\$ 11.11</u>	<u>13-May-09</u>	<u>16.67%</u>
<u>3,000 Bu.</u>	<u>Futures</u>	<u>\$ 11.39</u>	<u>10-Jun-09</u>	<u>10.00%</u>
<u>2,000 Bu.</u>	<u>Futures</u>	<u>\$ 11.68</u>	<u>8-Jul-09</u>	<u>6.67%</u>
<u>30,000 Total Bu.</u>		<u>\$ 10.70</u>	Ave. \$/Bu.	<u>100.00%</u> Total

Minimum acceptable price \$ 9.98 \$/Bu. (Futures)

Notes: We will defer sales in an upward trending market until 4,9 moving average crosses. Rather than making "catch up" sales when the moving averages cross, we will make an initial sale with new sales made dependant on market movement as follows:

1.) Market moves down:	Make sales at price targets as price moves lower
2.) Market moves sideways:	Make sales at top of trading range using stochastic
3.) Market moves back up:	Defer sales until moving averages cross again

New Crop Marketing Actual **Progressive FCS** Crop Year 2009
 Crop Soybeans Acres 1,000
 Expected Yield 50 Total Production 50,000
 On Farm Storage _____
 RA/HP Crop Ins. **Yes** No
 Coverage Level 70%
 APH 47 Bu./Acre
 Coverage/Acre 32.9 Bu./Acre Bushels Insured 32,900
 Amount to Sell Pre-harvest 91% = 30,000
 Sale Increments

Amount	Tool	Price	Default Date	%
_____ Bu.	_____	_____	_____	<u>0.00%</u>
_____ Bu.	_____	_____	_____	<u>0.00%</u>
_____ Bu.	_____	_____	_____	<u>0.00%</u>
_____ Bu.	_____	_____	_____	<u>0.00%</u>
_____ Bu.	_____	_____	_____	<u>0.00%</u>
_____ Bu.	_____	_____	_____	<u>0.00%</u>
_____ Bu.	_____	_____	_____	<u>0.00%</u>
_____ - Total Bu.		<u>#DIV/0!</u>	Ave. \$/Bu.	<u>0.00%</u> Total
Minimum acceptable price	_____ \$/Bu.	(Futures)		

Notes: Price dropped below our minimum price after the 4 and 9 day moving average crossover following the final crop production report for 2008 on January 12, 2009

Value-Added (Subtracted) Activity

Other Marketing Actions	Action	Tool	Strike/ Futures	Cost/unit	Net Cost	Date
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