

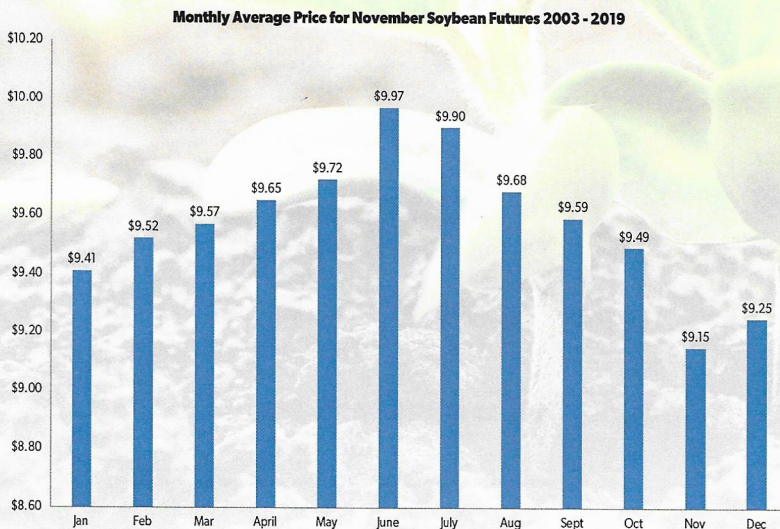


# Average Price Contract: Soybeans

MFA offers customers **Average Price Contracts** as a marketing service alternative. See your MFA Grain Marketing Specialist to discuss how an Average Price Contract or other MFA grain marketing alternative **can fit into your grain marketing objectives.**

## Pricing Trends

An average price is determined from pricing on the market close over a specified period of time. The graphs below represent the monthly average price of beans from November-October.



**Bean Pricing Dates:**  
**May 15, 2020 – August 14, 2020**

**Minimum contract amount:**  
**1000 bushels**

Beans: New Crop = O/N 2020 Delivery  
using November 2020 futures

**Sign-up deadline for beans: May 8, 2020**

**Average Price Beans Contract Cost: \$0.04/bushel**  
Basis to be set prior to delivery.

## Advantages

- Helps you create a base for a marketing plan
- Price grain when average historical seasonal values are at their highest
- Adds diversity and discipline to your grain marketing program
- Takes the emotion out of pricing grain
- Extends the marketing window, selling ahead instead of after harvest

## Disadvantages

- Historical season time frame is not a guarantee that this year's prices will follow the same pattern
- This contract is an average of the prices during the specified time frame, therefore cannot be priced early or late. Futures price will not be established until after the last marketing day of the pricing period

Contact your local MFA Grain Elevator for questions or details about MFA Average Price Contracts.