

# How to read the Crop Position Report

This report exposes the real-time financial health of your operation.

## PINNACLE MARKETING

### Crop Position / ROI

#### Okatie Farms

created: 05/01/18

#### ROI (%)

The percentage of profit or loss against your breakeven cost. This is the top factor for determining overall performance.

#### Protected (bu.)

The total amount of production under contract.

#### Breakeven (\$)

The total cost of your production.

#### Profit/Loss (\$)

The amount of money you are making or losing.

#### Revenue at Risk (\$)

The total value of all unbooked/unpriced production. This is the total potential revenue that has not been secured yet.

#### Mark to Market (\$)

The total revenue you stand to make at current market values. This is the sum of revenue at risk and realized revenue.

| corn                                 |                    |                                    |                                     |
|--------------------------------------|--------------------|------------------------------------|-------------------------------------|
|                                      | <b>1,105 acres</b> | <b>Projected Avg Price: \$5.00</b> | <b>ROI: 40.10%</b>                  |
| Breakeven: \$623.17/ac               |                    | Protected: 46 bu/ac                | Avg Yield: 177 bu/ac                |
| Total: \$688,605.00                  |                    | Total: 51,000 bu                   | Total: 195,500 bu                   |
| <b>Proj Profit/Loss: \$249.90/ac</b> |                    | <b>Mark to Market: \$873.08/ac</b> | <b>Revenue at Risk: \$653.85/ac</b> |
| Total: \$276,145.00                  |                    | Total: \$964,750.00                | Total: \$722,500.00                 |
| irrigated 675 acres                  |                    | Breakeven: \$701.00/ac             | Projected Yield: 210 bu/ac          |
| dryland 430 acres                    |                    | Breakeven: \$501.00/ac             | Projected Yield: 125 bu/ac          |
| soybeans                             |                    |                                    |                                     |
|                                      | <b>1,170 acres</b> | <b>Projected Avg Price: \$0.79</b> | <b>ROI: 13.89%</b>                  |
| Breakeven: \$623.08/ac               |                    | Protected: 363 lbs/ac              | Avg Yield: 908 lbs/ac               |
| Total: \$729,000.00                  |                    | Total: 424,800 lbs                 | Total: 1,062,000 lbs                |
| <b>Proj Profit/Loss: \$86.52/ac</b>  |                    | <b>Mark to Market: \$709.60/ac</b> | <b>Revenue at Risk: \$427.52/ac</b> |
| Total: \$101,229.12                  |                    | Total: \$830,229.12                | Total: \$500,202.00                 |
| irrigated 420 acres                  |                    | Breakeven: \$700.00/ac             | Projected Yield: 1,100 lbs/ac       |
| dryland 750 acres                    |                    | Breakeven: \$580.00/ac             | Projected Yield: 800 lbs/ac         |
| wheat                                |                    |                                    |                                     |
|                                      | <b>400 acres</b>   | <b>Projected Avg Price: \$6.00</b> | <b>ROI: 17.50%</b>                  |
| Breakeven: \$350.00/ac               |                    | Protected: 35 bu/ac                | Avg Yield: 70 bu/ac                 |
| Total: \$140,000.00                  |                    | Total: 14,000 bu                   | Total: 28,000 bu                    |
| <b>Proj Profit/Loss: \$61.25/ac</b>  |                    | <b>Mark to Market: \$411.25/ac</b> | <b>Revenue at Risk: \$210.00/ac</b> |
| Total: \$24,500.00                   |                    | Total: \$164,500.00                | Total: \$84,000.00                  |
| dryland 400 acres                    |                    | Breakeven: \$350.00/ac             | Projected Yield: 70 bu/ac           |