P.O. Box 488
201 W. Roadway Ave.
Effingham, IL 62401

Phone: (217) 342-4101
Toll Free: (800) 223-1337

2026 Average Pricing Program

Grain marketing can often feel frustrating. Producers often find themselves selling grain to meet cash flow needs, rather than being satisfied with the price. If that sounds familiar, you may want to consider a marketing program that is being offered again this year by The Equity for the 2026 new crop corn and soybeans.

The Average Pricing Program is designed to remove emotions from grain marketing, while improving the probability of achieving profitable pricing outcomes, based on historical seasonal trends. This program utilizes a disciplined approach by spreading sales over time. Specifically, it consists of 12 incremental forward sales executed during a certain pricing window. The contracted grain is scheduled for delivery in Fall 2026 and/or January 2027. The Average Pricing Program is structured to take advantage of seasonal tendencies. During the spring planting window, futures prices generally strengthen, while prices typically soften later in the year, as crop size becomes more certain heading into harvest.

As a producer, you manage significant uncertainty on the production side—weather variability, planting delays, and growing conditions. Adding marketing uncertainty on top of that can increase stress and lead to reactive decision-making. Historically, the highest prices for December corn and November soybeans tends to occur between March and June. While timing can vary year to year, this period often includes a "weather premium" as the market responds to planting conditions and crop uncertainty.

This year, the Average Pricing Program will run from April 1st to June 17th, spanning 12 weeks. Historically, this period has offered better pricing opportunities compared to waiting until the fall. Here's how it works: Suppose you commit to 2,400 bushels for Fall 2026 delivery under the Average Price Program. The 2,400 bushels are divided by 12, meaning 200 bushels per week. Each Wednesday during the pricing window, 200 bushels will be priced according to the Fall 2026 bid we post after the Chicago Board of Trade closes. At the end of the 12-week period, the 2,400 bushels are combined into one Forward Price Contract, with the final price being the average of all 12 weekly prices.

How does this contract work?

1. There is a minimum of 600 bushels (50 bushels each of the 12 weeks)
2. The weekly contracted bushels will be 1/12th of the bushels offered in this contract.
3. Sales will be made at the closing bid for each Wednesday during the contract time period (April 1st – June 17th)
    a. Fall 2026 Cash Delivery – will be the New Crop 2026 Corn or Soybean Bid
    b. Fall 2026 HTA – Will be the close of Dec 2026(corn) or Nov 2026(Beans) Futures Bid
    c. January 2027 cash delivery – will be the January 2027 Corn or Soybean Bid
    d. January 2027 HTA -- will be the close of March 27(Corn) and January 27 (Beans) Futures
4. There will be a 3¢ fee on corn HTA's and a 6¢ fee on bean HTA's.

P.O. Box 488
201 W. Roadway Ave.
Effingham, IL 62401

Phone: (217) 342-4101
Toll Free: (800) 223-1337

5. There is NO fee for forward cash contracts for the program.
6. No sales will be made if the price is below the loan rate.
7. If the price were to drop below loan rate and rise in the next week the bushels sold would be the total of two weeks. If it were below loan rate for three weeks and then rise above, bushels sold in that week would be for three weeks. We are not expecting the price to go below loan, but this would be the floor price.
8. At the end of the price discovery period (April 1st – June 17th) a forward price contract will be created for the total quantity and the weighted average price of the 12 weeks.
9. The last day to sign up for the 2026 Average Price Program is **March 31st, 2026.**

Past 10 year Corn Seasonal Graph

P.O. Box 488
201 W. Roadway Ave.
Effingham, IL 62401

Phone: (217) 342-4101
Toll Free: (800) 223-1337

Past 10 year Soybean Seasonal Graph