James Weir Memorial Fund
Marketing committee guidelines
Adopted June 2009

Committee philosophy:
The Grain Marketing Committee of the James Weir Memorial Fund is charged with marketing the grain produced by tenant farmers within the Weir District in Northeast Sherman County, Oregon. In an effort to protect the assets and grow the District Funds, we feel obligated to do so under the mantle of Good Business Managers. We believe that in doing nothing or acting without a business plan based on sound principles, we are gambling with the funds entrusted to us by the Weir District. Therefore, we have decided to market the Districts’ grain by using the following rule set:

Grain will be sold through Mid-Columbia Producers, who will use a copy of the marketing plan to help us track markets and notify the Marketing Committee for approval before taking any actions. Our Marketing Plan involves rules for cash sales and forward contracting. Limits on the amounts to be forward contracted will not exceed our “worst case production scenario” based on the historical production records of our tenant producers. (See Attachment A) Cash sales will be determined using the marketing plan for grain in storage in the MCP warehouse and for grain stored in home storage, although home-stored grain will not be marketed sooner than the last half of January to allow coordination of delivery to the MCP warehouse. “Historical prices” are based on the USDA reported monthly prices for Portland, Oregon. (See Attachment B)

<table>
<thead>
<tr>
<th>Expected acreage each year:</th>
<th>Even year</th>
<th>Odd year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Harry</td>
<td>283.7 ac.</td>
<td>248.3 ac.</td>
</tr>
<tr>
<td>Kent</td>
<td>314 ac.</td>
<td>160 ac.</td>
</tr>
<tr>
<td>Total acres:</td>
<td>590 ac.</td>
<td>420 ac.</td>
</tr>
</tbody>
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Rule 1)
Prior to harvest, if forward-pricing opportunities for any year are higher than the average price over the past five years, forward-contract (with a 20-cent ratchet) the amount allowed by “worst-case production scenario.” Forward contracting may include but not extend beyond the year of production, the year of summerfallow and the year after that. Grain not forward-marketed will be sold according to Rules 2, 3 and 4.
Rule 2)  
If grain has been harvested and the Portland price for August is within 15 cents of Portland price for January (i.e., no “carry”), sell all warehouse-stored grain immediately.

Rule 3)  
If the market carry from August to January is more than 15 cents, put a 15-cent ratchet on the January price and sell all non-contracted grain for January.

Rule 4)  
If Rule 2 is true (no carry in the market) at harvest, deliver all grain at harvest to the MCP warehouse. Do not put any grain in home storage. (This rule could be altered with unusual circumstances such as no storage at MCP, so farmers are being offered incentive to use home storage, etc.)

We attest to this Marketing Plan and will do our best to abide by it.

_____________________________  __________________________
Mary Macnab, Marketing Committee  Date

_____________________________  __________________________
Sandy Macnab, Marketing Committee  Date