

# Cheat sheet for Marketing Expenses

Section 32, page 25, Item 34 (operator's)

Section 32, page 25 item 52 (landlord's)

Grain expenses

**Check off SOYBEANS**    GROSS sales X .005    **Total**

**Check off CORN**    Take **total bushels** X .005    **Total**

(CORN -Take gross sales & divide by  
avg. price received per bushel (have them  
estimate this) to arrive at total bushels of corn sold in 2022)

**Possible-Drying Charges**    **Total**

**Marketing charges**    **Total**

**Storage/DP fees**    **Total**

Animal checkoff

**# of cattle sold in 2022 X \$1 per head**    **Total**

**Hogs Gross sales X .004 (NOT contract hogs)**    **Total**

**Commission at livestock barn 2-3% of gross sales**    **Total**

**Milk avg .19 X total CWT (hundred weight)**    **Total**

**ESTIMATED GRAND TOTAL**

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