Cheat sheet for Marketing Expenses

Section I, page 14, Item 34 (operator's)

Section I, page 14 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 2023)

Possible-Drying Charges **Total**

Marketing charges **Total**

Storage/DP fees **Total**

Animal checkoff

# of cattle sold in 2023 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 _____