

## Cheat sheet to NOT duplicate grain income

When completing SECTION B (field crops) and determining 'cash sales' (column 5) ask operator what he is claiming in 2024 for total sales for his soybeans, corn, & any other field crops.

Put this figure in the table below (have him estimate how much was corn, how much was soybeans, and how much was other income (if they are together in his records)).

|   | <u>CORN</u> | <u>SOYBEANS</u> | <u>OTHER</u> |
|---|-------------|-----------------|--------------|
| <b>Gross sales 2024</b>                                 | _____       | _____           | _____        |
| <b>Marketing contracts listed \$ amount (Section E)</b> |             |                 |              |
| (Pg 9, item 2, column 7 totals)                         | _____       | _____           | _____        |
| <b>Accounts receivable/deferred</b>                     |             |                 |              |
| Section F, Item 1a(i) amounts                           |             |                 |              |
| How much is corn, soybeans, other                       | _____       | _____           | _____        |
| <br>  |             |                 |              |
| Total Cash Sales  | _____       | _____           | _____        |

**Subtract the CONTRACT SALES and the ACCOUNTS RECEIVED/DEFERRED amounts from the GROSS sales and put the balance in as CASH SALES (Page 7, Section B, item 2, column 5)**