

LOC 10 FEED & HARDWARE STATEMENT OF OPERATIONS
Comparing Period 5 May Fiscal 2024 To Prior 2023

	C U R R E N T P E R I O D		Y E A R T O D A T E	
	Current Year	Prior Year	Current Year	Prior Year
SALES	210,964.83	244,733.32	977,785.22	1,123,027.72
COST OF SALES	<u>177,620.41</u>	<u>209,845.12</u>	<u>751,725.17</u>	<u>915,279.98</u>
GROSS MARGIN	33,344.42	34,888.20	226,060.05	207,747.74
EMPLOYEE EXPENSES				
SALARIES AND WAGES	22,163.99	7,403.14	66,376.70	37,429.03
CONTRACTED SERVICES	1,296.00	1,844.50	7,071.40	7,445.25
PAYROLL TAXES	1,833.88	680.55	5,814.14	3,652.66
PENSION EXPENSE	384.43	228.27	1,551.57	950.10
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	<u>4,630.43</u>	<u>2,464.12</u>	<u>24,743.05</u>	<u>13,275.14</u>
TOTAL EMPLOYEE EXPENSES	30,308.73	12,620.58	105,556.86	62,752.18
OPERATING EXPENSES				
VEHICLE EXPENSE	1,456.43	4,931.42	20,494.71	23,374.78
REPAIRS	683.43	1,075.74	3,849.08	2,524.26
UTILITIES	421.44	481.60	4,001.33	4,182.95
TELEPHONE	413.56	552.22	2,031.18	2,054.01
ADVERTISING	582.93	56.54	957.09	-927.04
MILEAGE/MEETINGS/MEALS	0.00	58.95	0.00	511.17
CASH OVER/SHORT	-3.51	41.70	-17.58	182.98
INTEREST	0.00	0.00	0.00	0.00
BANK/CREDIT CARD FEES	2,088.02	2,485.45	9,236.74	9,937.95
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	619.42	387.84	2,686.64	2,377.46
INSURANCE/WC INS PKG	2,988.17	2,739.29	14,049.07	12,370.75
SUB/DUES/LIC/DONATIONS	0.00	0.00	120.00	546.90
DEPRECIATION	2,674.50	1,800.00	13,372.50	9,000.00
RENT & LEASES	148.19	148.19	740.95	740.95
BAD DEBT	3,000.00	3,000.00	15,000.00	15,000.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	10,220.00
PROPERTY TAX	0.00	0.00	0.00	0.00
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	-500.00
MISC/SAFETY/CLEARING/A	<u>180.75</u>	<u>-3,393.82</u>	<u>885.15</u>	<u>-3,024.42</u>
TOTAL OPERATING EXPENSES	15,253.33	14,365.12	87,406.86	88,572.70
OTHER REVENUE				
FINANCE CHARGES	0.00	-1.76	0.00	-1.76
VENDOR REBATES	0.00	0.00	0.00	134.10
OTHER REVENUE	0.00	28.00	0.00	132.00
TOTAL OTHER REVENUE	0.00	26.24	0.00	264.34
NET OPERATING EXPENSES	45,562.06	26,959.46	192,963.72	151,060.54
ALLOCATION OF G/A	<u>10,930.80</u>	<u>8,626.36</u>	<u>47,310.28</u>	<u>48,917.86</u>
LOCAL NET SAVINGS	-23,148.44	-697.62	-14,213.95	7,769.34
PATRONAGE REFUNDS	909.32	208.01	909.32	2,221.78
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	-22,239.12	-489.61	-13,304.63	9,991.12

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STATEMENT OF GROSS MARGINS FEED AND HARDWARE
Comparing Period 5 May Fiscal 2024 To Budget 2024 And Prior 2023

	C U R R E N T P E R I O D						Y E A R T O D A T E					
	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales
FEED SALES												
Beginning Inventory	160,416.18	0.00	146,373.41	0.00	0.00	0.00	160,416.18	0.00	146,373.41	0.00	0.00	0.00
Purchases	126,177.76	0.00	167,156.72	0.00	0.00	0.00	613,259.33	0.00	698,444.01	0.00	0.00	0.00
Ending Inventory	145,765.25	0.00	165,591.79	0.00	0.00	0.00	306,181.43	0.00	311,965.20	0.00	0.00	0.00
Cost of Sales	140,828.69	0.00	147,938.34	0.00	0.00	0.00	617,434.54	0.00	701,054.88	0.00	0.00	0.00
Sales	162,156.68	0.00	178,190.43	0.00	0.00	0.00	719,425.42	0.00	810,539.03	0.00	0.00	0.00
Feed Gross Margin	21,327.99	13.15	30,252.09	16.97	0.00	16.97	101,990.88	14.17	109,484.15	13.50	0.00	0.00
GRAIN SALES												
Beginning Inventory	223,048.92	0.00	238,884.02	0.00	0.00	0.00	223,048.92	0.00	238,884.02	0.00	0.00	0.00
Purchases	774.45	0.00	8,179.17	0.00	0.00	0.00	51,785.18	0.00	147,983.03	0.00	0.00	0.00
Ending Inventory	201,641.43	0.00	201,721.14	0.00	0.00	0.00	424,690.35	0.00	440,605.16	0.00	0.00	0.00
Cost of Sales	22,181.94	0.00	45,342.05	0.00	0.00	0.00	72,566.41	0.00	151,098.44	0.00	0.00	0.00
Sales	23,559.46	0.00	39,800.61	0.00	0.00	0.00	137,225.42	0.00	199,675.42	0.00	0.00	0.00
Grain Gross Margin	1,377.52	5.84	-5,541.44	-13.92	0.00	13.92	64,659.01	47.11	48,576.98	24.32	0.00	0.00
HARDWARE SALES												
Beginning Inventory	165,588.70	0.00	185,153.03	0.00	0.00	0.00	165,588.70	0.00	185,153.03	0.00	0.00	0.00
Purchases	20,726.39	0.00	9,559.17	0.00	0.00	0.00	55,221.95	0.00	54,572.44	0.00	0.00	0.00
Ending Inventory	172,219.11	0.00	178,832.15	0.00	0.00	0.00	337,807.81	0.00	363,985.18	0.00	0.00	0.00
Cost of Sales	14,095.98	0.00	15,880.05	0.00	0.00	0.00	56,888.75	0.00	59,962.24	0.00	0.00	0.00
Sales	16,583.50	0.00	18,682.41	0.00	0.00	0.00	66,927.93	0.00	70,543.81	0.00	0.00	0.00
Hardware Gross Margin	2,487.52	14.99	2,802.36	14.99	0.00	14.99	10,039.18	14.99	10,581.57	14.99	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	406.31	0.00	354.03	0.00	0.00	0.00	406.31	0.00	354.03	0.00	0.00	0.00
Purchases	348.83	0.00	678.18	0.00	0.00	0.00	4,742.61	0.00	3,252.65	0.00	0.00	0.00
Ending Inventory	241.34	0.00	347.53	0.00	0.00	0.00	647.65	0.00	701.56	0.00	0.00	0.00
Cost of Sales	513.80	0.00	684.68	0.00	0.00	0.00	4,835.47	0.00	3,259.42	0.00	0.00	0.00
Sales	1,896.84	0.00	1,942.17	0.00	0.00	0.00	15,178.79	0.00	10,076.92	0.00	0.00	0.00
L. P. Gross Margin	1,383.04	72.91	1,257.49	64.74	0.00	64.74	10,343.32	68.14	6,817.50	67.65	0.00	0.00
SHOP SERVICE												
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ending Inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sales	7.00	0.00	7.00	0.00	0.00	0.00	63.00	0.00	35.00	0.00	0.00	0.00
Shop Service Gross Margin	7.00	100.00	7.00	100.00	0.00	100.00	63.00	100.00	35.00	100.00	0.00	0.00

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	C U R R E N T P E R I O D						Y E A R T O D A T E					
	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales
MILL SERVICE												
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-95.00	0.00	0.00	0.00
Ending Inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-95.00	0.00	0.00	0.00
Sales	2,002.35	0.00	2,235.70	0.00	0.00	0.00	8,794.86	0.00	9,701.54	0.00	0.00	0.00
Mill Service Gross Margin	2,002.35	100.00	2,235.70	100.00	0.00	100.00	8,794.86	100.00	9,796.54	100.97	0.00	0.00
STORAGE SALES												
Sales	1,849.00	0.00	1,535.00	0.00	0.00	0.00	11,744.00	0.00	10,156.00	0.00	0.00	0.00
Storage Gross Margin	1,849.00	100.00	1,535.00	100.00	0.00	100.00	11,744.00	100.00	10,156.00	100.00	0.00	0.00
DRYING SALES												
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ending Inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sales	0.00	0.00	0.00	0.00	0.00	0.00	5,711.60	0.00	0.00	0.00	0.00	0.00
Drying Gross Margin	0.00	0.00	0.00	0.00	0.00	0.00	5,711.60	100.00	0.00	0.00	0.00	0.00
HAULING SALES												
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ending Inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sales	2,910.00	0.00	2,340.00	0.00	0.00	0.00	12,714.20	0.00	12,300.00	0.00	0.00	0.00
Hauling Gross Margin	2,910.00	100.00	2,340.00	100.00	0.00	100.00	12,714.20	100.00	12,300.00	100.00	0.00	0.00
Total Beginning Inventory	549,460.11	0.00	570,764.49	0.00	0.00	0.00	549,460.11	0.00	570,764.49	0.00	0.00	0.00
Total Purchases	148,027.43	0.00	185,573.24	0.00	0.00	0.00	725,009.07	0.00	904,157.13	0.00	0.00	0.00
Total Ending Inventory	519,867.13	0.00	546,492.61	0.00	0.00	0.00	1,069,327.24	0.00	1,117,257.10	0.00	0.00	0.00
Total Cost of Sales	177,620.41	0.00	209,845.12	0.00	0.00	0.00	751,725.17	0.00	915,279.98	0.00	0.00	0.00
Total Sales	210,964.83	0.00	244,733.32	0.00	0.00	0.00	977,785.22	0.00	1,123,027.72	0.00	0.00	0.00
Total Gross Margin	33,344.42	15.80	34,888.20	14.25	0.00	14.25	226,060.05	23.11	207,747.74	18.49	0.00	0.00