

Stephenson Marketing Cooperative
W410 South Drive
PO Box 399
Stephenson MI 49887

Page 1
06/26/24
13:07:19
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LOC 11 STEPHENSON AGRONOMY 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	368,037.56	724,999.83	638,013.76	877,789.44
COST OF SALES	285,282.89	587,919.70	508,951.51	748,907.40
GROSS MARGIN	82,754.67	137,080.13	129,062.25	128,882.04
EMPLOYEE EXPENSES				
SALARIES AND WAGES	1,846.15	5,617.08	9,230.75	27,104.63
CONTRACTED SERVICES	570.00	0.00	570.00	0.00
PAYROLL TAXES	0.00	284.38	0.00	1,430.05
PENSION EXPENSE	0.00	0.00	0.00	0.00
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	0.00	1,256.79	0.00	6,283.95
TOTAL EMPLOYEE EXPENSES	2,416.15	7,158.25	9,800.75	34,818.63
OPERATING EXPENSES				
VEHICLE EXPENSE	7,571.19	6,185.85	18,887.33	56,768.39
REPAIRS	3,163.32	1,581.01	3,655.06	2,102.51
UTILITIES	191.19	173.09	1,261.14	1,239.97
TELEPHONE	133.82	123.45	656.88	764.22
ADVERTISING	0.00	58.00	768.00	58.00
MILEAGE/MEETINGS/MEALS	0.00	0.00	80.05	2,757.76
CASH OVER/SHORT	0.00	0.00	0.00	0.00
INTEREST	0.00	0.00	0.00	0.00
BANK/CREDIT CARD FEES	1,358.82	1,669.43	1,472.87	1,742.24
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	483.78	82.67	542.03	92.54
INSURANCE/WC INS PKG	1,762.45	1,582.11	8,231.23	7,211.71
SUB/DUES/LIC/DONATIONS	0.00	0.00	0.00	185.00
DEPRECIATION	4,826.92	4,700.00	24,134.60	23,500.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	1,500.00	1,500.00	7,500.00	7,500.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	0.00
PROPERTY TAX	0.00	0.00	0.00	0.00
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/A	0.00	0.00	0.00	193.00
TOTAL OPERATING EXPENSES	20,991.49	17,655.61	67,189.19	104,115.34
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	0.00
VENDOR REBATES	0.00	0.00	0.00	0.00
OTHER REVENUE	0.00	0.00	0.00	0.00
TOTAL OTHER REVENUE	0.00	0.00	0.00	0.00
NET OPERATING EXPENSES	23,407.64	24,813.86	76,989.94	138,933.97
ALLOCATION OF G/A	4,164.11	3,286.24	18,023.04	18,635.43
LOCAL NET SAVINGS	55,182.92	108,980.03	34,049.27	-28,687.36
PATRONAGE REFUNDS	5,237.69	7,543.08	39,695.19	38,444.95
NON-QUAL PATRONAGE	0.00	0.00	0.00	4,542.57
NET SAVINGS	60,420.61	116,523.11	73,744.46	14,300.16

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Page 1
06/26/24
13:04:23
GLSR17

STATEMENT OF GROSS MARGINS STEPHENSON AGRONOMY
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
FERTILIZER SALES												
Beginning Inventory	108,677.28	0.00	104,728.21	0.00	0.00	0.00	108,677.28	0.00	104,728.21	0.00	0.00	0.00
Purchases	225,975.56	0.00	391,181.72	0.00	0.00	0.00	429,201.54	0.00	473,986.31	0.00	0.00	0.00
Ending Inventory	113,600.27	0.00	100,060.58	0.00	0.00	0.00	222,277.55	0.00	204,788.79	0.00	0.00	0.00
Cost of Sales	221,052.57	0.00	395,849.35	0.00	0.00	0.00	403,559.28	0.00	489,984.29	0.00	0.00	0.00
Sales	274,966.80	0.00	492,926.28	0.00	0.00	0.00	489,775.12	0.00	569,789.83	0.00	0.00	0.00
Fertilizer Gross Margin	53,914.23	19.60	97,076.93	19.69	0.00	19.69	86,215.84	17.60	79,805.54	14.00	0.00	0.00
SEED SALES												
Beginning Inventory	13,048.36	0.00	-22,545.72	0.00	0.00	0.00	13,048.36	0.00	-22,545.72	0.00	0.00	0.00
Purchases	4,640.00	0.00	-10,103.17	0.00	0.00	0.00	24,660.32	0.00	16,212.73	0.00	0.00	0.00
Ending Inventory	-28,632.62	0.00	-209,467.79	0.00	0.00	0.00	-15,584.26	0.00	-232,013.51	0.00	0.00	0.00
Cost of Sales	46,320.98	0.00	176,818.90	0.00	0.00	0.00	83,956.93	0.00	242,550.72	0.00	0.00	0.00
Sales	51,467.76	0.00	196,465.44	0.00	0.00	0.00	93,388.05	0.00	269,811.50	0.00	0.00	0.00
Seed Gross Margin	5,146.78	10.00	19,646.54	9.99	0.00	9.99	9,431.12	10.09	27,260.78	10.10	0.00	0.00
CHEMICAL SALES												
Beginning Inventory	111,545.27	0.00	90,778.13	0.00	0.00	0.00	111,545.27	0.00	90,778.13	0.00	0.00	0.00
Purchases	3,150.00	0.00	31,659.72	0.00	0.00	0.00	80,778.40	0.00	80,180.32	0.00	0.00	0.00
Ending Inventory	96,785.93	0.00	107,186.40	0.00	0.00	0.00	208,331.20	0.00	197,964.53	0.00	0.00	0.00
Cost of Sales	17,909.34	0.00	15,251.45	0.00	0.00	0.00	21,435.30	0.00	16,372.39	0.00	0.00	0.00
Sales	26,558.90	0.00	19,901.36	0.00	0.00	0.00	32,011.49	0.00	20,766.36	0.00	0.00	0.00
Chemical Gross Margin	8,649.56	32.56	4,649.91	23.36	0.00	23.36	10,576.19	33.03	4,393.97	21.15	0.00	0.00
SPRAYING SALES												
Sales	10,344.60	0.00	7,510.25	0.00	0.00	0.00	13,044.60	0.00	7,510.25	0.00	0.00	0.00
Spraying Gross Margin	10,344.60	100.00	7,510.25	100.00	0.00	100.00	13,044.60	100.00	7,510.25	100.00	0.00	0.00
SPREADER RENTAL												
Sales	2,754.50	0.00	5,451.50	0.00	0.00	0.00	6,459.50	0.00	6,626.50	0.00	0.00	0.00
Spreader Rental Gross Margin	2,754.50	100.00	5,451.50	100.00	0.00	100.00	6,459.50	100.00	6,626.50	100.00	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	1,945.00	0.00	2,745.00	0.00	0.00	0.00	3,335.00	0.00	3,285.00	0.00	0.00	0.00
Hauling Gross Margin	1,945.00	100.00	2,745.00	100.00	0.00	100.00	3,335.00	100.00	3,285.00	100.00	0.00	0.00

