

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

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LOC 20 PROPANE 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	
	<u>Current Year</u>	<u>Prior Year</u>	<u>Current Year</u>	<u>Prior Year</u>
SALES	43,702.41	62,605.68	727,162.22	929,644.78
COST OF SALES	<u>29,898.69</u>	<u>42,402.24</u>	<u>422,126.59</u>	<u>535,914.83</u>
GROSS MARGIN	13,803.72	20,203.44	305,035.63	393,729.95
EMPLOYEE EXPENSES				
SALARIES AND WAGES	20,308.37	13,708.51	73,157.49	65,218.10
CONTRACTED SERVICES	3,440.00	2,025.00	12,170.00	10,880.00
PAYROLL TAXES	1,406.66	917.25	5,058.55	4,668.93
PENSION EXPENSE	579.41	156.67	2,121.10	770.44
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	<u>2,918.63</u>	<u>2,621.08</u>	<u>15,547.69</u>	<u>14,059.94</u>
TOTAL EMPLOYEE EXPENSES	28,653.07	19,428.51	108,054.83	95,597.41
OPERATING EXPENSES				
VEHICLE EXPENSE	2,448.70	5,530.96	21,176.11	33,873.00
REPAIRS	1,212.61	1,667.81	5,524.08	8,344.13
UTILITIES	374.69	384.23	2,778.90	3,318.99
TELEPHONE	877.00	869.08	4,544.69	4,455.99
ADVERTISING	0.00	58.00	0.00	58.00
MILEAGE/MEETINGS/MEALS	221.35	2,365.94	965.17	5,268.96
CASH OVER/SHORT	0.00	0.00	0.00	0.00
INTEREST	0.00	52.53	0.00	52.53
BANK/CREDIT CARD FEES	894.69	813.01	5,746.43	5,360.00
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	693.82	11,589.74	486.77	14,239.69
INSURANCE/WC INS PKG	2,738.74	2,520.10	12,891.88	11,362.04
SUB/DUES/LIC/DONATIONS	0.00	95.00	1,485.00	1,495.00
DEPRECIATION	7,459.67	7,000.00	37,298.35	37,000.00
RENT & LEASES	785.06	801.00	4,353.30	4,408.64
BAD DEBT	300.00	300.00	1,500.00	1,500.00
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	-38,083.33
MISC/SAFETY/CLEARING/A	<u>10.75</u>	<u>0.00</u>	<u>413.05</u>	<u>1,576.65</u>
TOTAL OPERATING EXPENSES	18,017.08	34,047.40	99,163.73	94,230.29
OTHER REVENUE				
FINANCE CHARGES	0.00	-434.00	-143.92	-574.00
VENDOR REBATES	5,000.00	0.00	5,000.00	0.00
OTHER REVENUE	4.00	2,001.00	18.00	2,002.00
TOTAL OTHER REVENUE	5,004.00	1,567.00	4,874.08	1,428.00
NET OPERATING EXPENSES	41,666.15	51,908.91	202,344.48	188,399.70
ALLOCATION OF G/A	<u>11,971.84</u>	<u>9,447.89</u>	<u>51,816.00</u>	<u>53,576.63</u>
LOCAL NET SAVINGS	-39,834.27	-41,153.36	50,875.15	151,753.62
PATRONAGE REFUNDS	0.00	0.00	38,956.02	5,348.79
NON-QUAL PATRONAGE	0.00	0.00	0.00	807.66
NET SAVINGS	-39,834.27	-41,153.36	89,831.17	157,910.07

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STATEMENT OF GROSS MARGINS PROPANE
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
L.P. GAS SALES												
Beginning Inventory	78,138.49	0.00	65,736.55	0.00	0.00	0.00	78,138.49	0.00	65,736.55	0.00	0.00	0.00
Purchases	14,076.66	0.00	44,258.32	0.00	0.00	0.00	416,254.22	0.00	522,082.52	0.00	0.00	0.00
Ending Inventory	62,316.46	0.00	67,592.63	0.00	0.00	0.00	140,454.95	0.00	133,329.18	0.00	0.00	0.00
Cost of Sales	29,898.69	0.00	42,402.24	0.00	0.00	0.00	422,126.59	0.00	535,914.83	0.00	0.00	0.00
Sales	42,712.41	0.00	62,143.18	0.00	0.00	0.00	722,561.72	0.00	926,307.28	0.00	0.00	0.00
L. P. Gross Margin	12,813.72	0.00	19,740.94	0.00	0.00	0.00	300,435.13	0.00	390,392.45	0.00	0.00	0.00
HARDWARE SALES												
Beginning Inventory	5,298.74	0.00	5,298.74	0.00	0.00	0.00	5,298.74	0.00	5,298.74	0.00	0.00	0.00
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	5,298.74	0.00	5,298.74	0.00	0.00	0.00	10,597.48	0.00	10,597.48	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	0.00	0.00	0.00	0.00	0.00	0.00
Hardware Gross Margin	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LP SERVICE LABOR												
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
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	990.00	0.00	462.50	0.00	0.00	0.00	4,550.50	0.00	3,337.50	0.00	0.00	0.00
L. P. Service Gross Margin	990.00	100.00	462.50	100.00	0.00	100.00	4,550.50	100.00	3,337.50	100.00	0.00	0.00
CONTRACT FEE LP												
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
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	50.00	0.00	0.00	0.00	0.00	0.00
Contract Fee Gross Margin	0.00	0.00	0.00	0.00	0.00	0.00	50.00	100.00	0.00	0.00	0.00	0.00
Total Beginning Inventory	83,437.23	0.00	71,035.29	0.00	0.00	0.00	83,437.23	0.00	71,035.29	0.00	0.00	0.00
Total Purchases	14,076.66	0.00	44,258.32	0.00	0.00	0.00	416,254.22	0.00	522,082.52	0.00	0.00	0.00
Total Ending Inventory	67,615.20	0.00	72,891.37	0.00	0.00	0.00	151,052.43	0.00	143,926.66	0.00	0.00	0.00
Total Cost of Sales	29,898.69	0.00	42,402.24	0.00	0.00	0.00	422,126.59	0.00	535,914.83	0.00	0.00	0.00
Total Sales	43,702.41	0.00	62,605.68	0.00	0.00	0.00	727,162.22	0.00	929,644.78	0.00	0.00	0.00
Total Gross Margin	13,803.72	31.58	20,203.44	32.27	0.00	32.27	305,035.63	41.94	393,729.95	42.35	0.00	0.00