

Stephenson Marketing Cooperative
W410 South Drive
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LOC 41 POWERS CONVENIENCE STORE STATEMENT OF OPERA
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	479,342.64	462,103.58	1,952,499.99	1,968,527.55
COST OF SALES	402,984.27	393,988.00	1,690,487.88	1,719,942.07
GROSS MARGIN	76,358.37	68,115.58	262,012.11	248,585.48
EMPLOYEE EXPENSES				
SALARIES AND WAGES	28,105.32	18,708.47	93,628.29	90,137.20
CONTRACTED SERVICES	287.50	287.50	3,111.73	1,412.50
PAYROLL TAXES	2,284.05	1,555.82	7,854.92	7,672.47
PENSION EXPENSE	166.83	102.00	611.71	982.91
UNIFORMS/EDUCATION	0.00	0.00	537.00	0.00
EMP INSURANCE	2,254.40	2,039.04	11,908.36	10,831.56
TOTAL EMPLOYEE EXPENSES	33,098.10	22,692.83	117,652.01	111,036.64
OPERATING EXPENSES				
VEHICLE EXPENSE	0.00	0.00	0.00	0.00
REPAIRS	11,975.82	3,453.01	32,534.26	8,917.16
UTILITIES	2,541.67	2,854.54	14,677.92	15,607.12
TELEPHONE	204.96	197.95	1,017.79	989.75
ADVERTISING	200.00	200.00	400.00	400.00
MILEAGE/MEETINGS/MEALS	998.41	1,172.51	2,035.85	1,703.06
CASH OVER/SHORT	1,217.72	1,687.58	4,403.92	6,748.88
INTEREST	123.89	52.54	123.89	56.97
BANK/CREDIT CARD FEES	5,149.01	4,977.36	22,624.42	22,748.34
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	5,430.07	4,889.57	15,736.77	14,966.62
INSURANCE/WC INS PKG	1,355.13	1,248.88	6,382.09	5,626.82
SUB/DUES/LIC/DONATIONS	0.00	0.00	1,056.05	958.83
DEPRECIATION	965.00	1,000.00	4,825.00	5,000.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	200.00	200.00	1,000.00	1,000.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	1,575.00	1,500.00
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/ANNM	70.00	47.04	1,164.28	168.32
TOTAL OPERATING EXPENSES	30,431.68	21,980.98	109,557.24	86,391.87
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	0.00
VENDOR REBATES	603.58	0.00	12,304.31	13,362.58
OTHER REVENUE	150.52	192.83	720.44	903.77
TOTAL OTHER REVENUE	754.10	192.83	13,024.75	14,266.35
NET OPERATING EXPENSES	62,775.68	44,480.98	214,184.50	183,162.16
ALLOCATION OF G/A	8,848.75	6,983.29	38,298.85	39,600.28
LOCAL NET SAVINGS	4,733.94	16,651.31	9,528.76	25,823.04
PATRONAGE REFUNDS	0.00	0.00	172,815.82	113,563.16
NON-QUAL PATRONAGE	0.00	0.00	0.00	17,149.69
NET SAVINGS	4,733.94	16,651.31	182,344.58	156,535.89

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STATEMENT OF GROSS MARGINS POWER CONVENIENCE STOR
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
NO LEAD SALES												
Beginning Inventory	36,309.30	0.00	28,555.28	0.00	0.00	0.00	36,309.30	0.00	28,555.28	0.00	0.00	0.00
Purchases	170,969.00	0.00	176,139.91	0.00	0.00	0.00	730,665.52	0.00	767,393.89	0.00	0.00	0.00
Ending Inventory	28,263.31	0.00	33,281.85	0.00	0.00	0.00	64,572.61	0.00	61,837.13	0.00	0.00	0.00
Cost of Sales	179,014.99	0.00	171,413.34	0.00	0.00	0.00	725,587.17	0.00	775,295.39	0.00	0.00	0.00
Sales	188,102.48	0.00	188,021.02	0.00	0.00	0.00	770,061.02	0.00	846,122.29	0.00	0.00	0.00
No Lead Gross Margin	9,087.49	4.83	16,607.68	8.83	0.00	8.83	44,473.85	5.77	70,826.90	8.37	0.00	0.00
#2 DIESEL SALES												
Beginning Inventory	18,677.06	0.00	15,188.35	0.00	0.00	0.00	18,677.06	0.00	15,188.35	0.00	0.00	0.00
Purchases	18,926.40	0.00	18,732.13	0.00	0.00	0.00	83,035.85	0.00	64,692.65	0.00	0.00	0.00
Ending Inventory	17,780.70	0.00	16,242.42	0.00	0.00	0.00	36,457.76	0.00	31,430.77	0.00	0.00	0.00
Cost of Sales	19,822.76	0.00	17,678.06	0.00	0.00	0.00	84,781.46	0.00	75,397.76	0.00	0.00	0.00
Sales	20,939.90	0.00	18,469.21	0.00	0.00	0.00	89,432.65	0.00	78,502.34	0.00	0.00	0.00
Diesel Gross Margin	1,117.14	5.33	791.15	4.28	0.00	4.28	4,651.19	5.20	3,104.58	3.95	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	512.46	0.00	280.45	0.00	0.00	0.00	512.46	0.00	280.45	0.00	0.00	0.00
Purchases	45.37	0.00	112.20	0.00	0.00	0.00	339.17	0.00	692.65	0.00	0.00	0.00
Ending Inventory	478.07	0.00	195.33	0.00	0.00	0.00	990.53	0.00	475.78	0.00	0.00	0.00
Cost of Sales	79.76	0.00	197.32	0.00	0.00	0.00	418.04	0.00	574.78	0.00	0.00	0.00
Sales	227.88	0.00	563.76	0.00	0.00	0.00	1,194.39	0.00	1,642.23	0.00	0.00	0.00
L. P. Gross Margin	148.12	64.99	366.44	64.99	0.00	64.99	776.35	64.99	1,067.45	65.00	0.00	0.00
GROCERY SALES												
Beginning Inventory	70,933.03	0.00	59,709.71	0.00	0.00	0.00	70,933.03	0.00	59,709.71	0.00	0.00	0.00
Purchases	54,661.86	0.00	42,418.23	0.00	0.00	0.00	185,374.04	0.00	176,615.35	0.00	0.00	0.00
Ending Inventory	77,895.45	0.00	54,627.54	0.00	0.00	0.00	148,828.48	0.00	114,337.25	0.00	0.00	0.00
Cost of Sales	47,650.96	0.00	47,500.40	0.00	0.00	0.00	186,644.16	0.00	191,061.91	0.00	0.00	0.00
Sales	68,072.80	0.00	67,857.71	0.00	0.00	0.00	267,369.04	0.00	272,945.58	0.00	0.00	0.00
Grocery Gross Margin	20,421.84	30.00	20,357.31	29.99	0.00	29.99	80,724.88	30.19	81,883.67	29.99	0.00	0.00
DNR SALES												
Purchases	11,346.35	0.00	10,182.87	0.00	0.00	0.00	27,692.67	0.00	27,370.82	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	11,346.35	0.00	10,182.87	0.00	0.00	0.00	27,692.67	0.00	27,370.82	0.00	0.00	0.00
Sales	9,764.25	0.00	12,445.50	0.00	0.00	0.00	30,028.20	0.00	31,745.35	0.00	0.00	0.00
DNR Gross Margin	-1,582.10	-16.20	2,262.63	18.18	0.00	18.18	2,335.53	7.77	4,374.53	13.78	0.00	0.00

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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
LOTTERY SALES												
Purchases	23,541.32	0.00	26,675.96	0.00	0.00	0.00	148,513.38	0.00	155,140.58	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	23,541.32	0.00	26,675.96	0.00	0.00	0.00	148,513.38	0.00	155,140.58	0.00	0.00	0.00
Sales	35,970.00	0.00	30,645.00	0.00	0.00	0.00	157,309.00	0.00	160,134.00	0.00	0.00	0.00
Lottery Gross Margin	12,428.68	34.55	3,969.04	12.95	0.00	12.95	8,795.62	5.59	4,993.42	3.11	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	13,270.24	0.00	10,950.20	0.00	0.00	0.00	13,270.24	0.00	10,950.20	0.00	0.00	0.00
Purchases	15,990.38	0.00	23,674.72	0.00	0.00	0.00	76,308.07	0.00	83,701.13	0.00	0.00	0.00
Ending Inventory	7,684.03	0.00	14,043.03	0.00	0.00	0.00	20,954.27	0.00	24,993.23	0.00	0.00	0.00
Cost of Sales	21,576.59	0.00	20,581.89	0.00	0.00	0.00	78,612.36	0.00	83,336.74	0.00	0.00	0.00
Sales	26,312.91	0.00	25,099.87	0.00	0.00	0.00	93,913.29	0.00	101,630.18	0.00	0.00	0.00
Beer & Wine Gross Margin	4,736.32	17.99	4,517.98	18.00	0.00	18.00	15,300.93	16.29	18,293.44	18.00	0.00	0.00
LIQUOR SALES												
Beginning Inventory	12,467.93	0.00	19,999.67	0.00	0.00	0.00	12,467.93	0.00	19,999.67	0.00	0.00	0.00
Purchases	10,989.85	0.00	9,273.24	0.00	0.00	0.00	44,260.34	0.00	40,079.07	0.00	0.00	0.00
Ending Inventory	13,003.70	0.00	19,984.34	0.00	0.00	0.00	25,471.63	0.00	39,984.01	0.00	0.00	0.00
Cost of Sales	10,454.08	0.00	9,288.57	0.00	0.00	0.00	44,077.32	0.00	36,443.76	0.00	0.00	0.00
Sales	12,595.28	0.00	11,191.05	0.00	0.00	0.00	52,550.26	0.00	43,908.15	0.00	0.00	0.00
Liquor Gross Margin	2,141.20	17.00	1,902.48	17.00	0.00	17.00	8,472.94	16.12	7,464.39	17.00	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	64,851.29	0.00	57,546.34	0.00	0.00	0.00	64,851.29	0.00	57,546.34	0.00	0.00	0.00
Purchases	66,709.59	0.00	59,260.19	0.00	0.00	0.00	278,842.54	0.00	262,845.51	0.00	0.00	0.00
Ending Inventory	65,483.99	0.00	57,666.14	0.00	0.00	0.00	130,335.28	0.00	115,212.48	0.00	0.00	0.00
Cost of Sales	66,076.89	0.00	59,140.39	0.00	0.00	0.00	281,440.96	0.00	247,269.90	0.00	0.00	0.00
Sales	75,087.37	0.00	67,204.99	0.00	0.00	0.00	322,416.90	0.00	280,988.51	0.00	0.00	0.00
Cigarette Gross Margin	9,010.48	11.99	8,064.60	12.00	0.00	12.00	40,975.94	12.70	33,718.61	11.99	0.00	0.00
DELI												
Beginning Inventory	11,062.57	0.00	13,194.30	0.00	0.00	0.00	11,062.57	0.00	13,194.30	0.00	0.00	0.00
Purchases	28,461.20	0.00	32,738.33	0.00	0.00	0.00	117,084.71	0.00	127,102.98	0.00	0.00	0.00
Ending Inventory	16,103.20	0.00	14,603.43	0.00	0.00	0.00	27,165.77	0.00	27,797.73	0.00	0.00	0.00
Cost of Sales	23,420.57	0.00	31,329.20	0.00	0.00	0.00	112,720.36	0.00	128,050.43	0.00	0.00	0.00
Sales	42,269.77	0.00	40,605.47	0.00	0.00	0.00	168,225.24	0.00	150,908.92	0.00	0.00	0.00
Deli Gross Margin	18,849.20	44.59	9,276.27	22.84	0.00	22.84	55,504.88	32.99	22,858.49	15.14	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
Total Beginning Inventory	228,083.88	0.00	205,424.30	0.00	0.00	0.00	228,083.88	0.00	205,424.30	0.00	0.00	0.00
Total Purchases	401,641.32	0.00	399,207.78	0.00	0.00	0.00	1,692,116.29	0.00	1,705,634.63	0.00	0.00	0.00
Total Ending Inventory	226,692.45	0.00	210,644.08	0.00	0.00	0.00	454,776.33	0.00	416,068.38	0.00	0.00	0.00
Total Cost of Sales	402,984.27	0.00	393,988.00	0.00	0.00	0.00	1,690,487.88	0.00	1,719,942.07	0.00	0.00	0.00
Total Sales	479,342.64	0.00	462,103.58	0.00	0.00	0.00	1,952,499.99	0.00	1,968,527.55	0.00	0.00	0.00
Total Gross Margin	76,358.37	15.92	68,115.58	14.74	0.00	14.74	262,012.11	13.41	248,585.48	12.62	0.00	0.00