

Stephenson Marketing Cooperative
W410 South Drive
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Stephenson MI 49887

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LOC 50 AURORA FEED MILL 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	248,052.32	258,752.06	669,790.32	684,194.20
COST OF SALES	193,150.61	201,059.58	495,036.83	530,801.19
GROSS MARGIN	54,901.71	57,692.48	174,753.49	153,393.01
EMPLOYEE EXPENSES				
SALARIES AND WAGES	21,484.90	11,340.09	70,737.98	59,931.88
CONTRACTED SERVICES	0.00	0.00	0.00	0.00
PAYROLL TAXES	1,669.03	886.13	5,612.01	4,915.54
PENSION EXPENSE	186.99	116.51	678.03	616.53
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	2,115.94	2,451.29	13,189.67	12,892.81
TOTAL EMPLOYEE EXPENSES	25,456.86	14,794.02	90,217.69	78,356.76
OPERATING EXPENSES				
VEHICLE EXPENSE	905.01	2,544.58	5,882.71	9,598.88
REPAIRS	404.63	1,151.76	2,895.31	7,948.43
UTILITIES	0.00	505.02	2,845.29	4,113.61
TELEPHONE	300.41	321.14	1,549.75	1,664.74
ADVERTISING	10.50	10.50	52.50	52.50
MILEAGE/MEETINGS/MEALS	95.81	46.83	409.04	709.69
CASH OVER/SHORT	112.94	-69.40	364.17	-80.36
INTEREST	0.00	0.00	1,328.65	0.00
BANK/CREDIT CARD FEES	2,693.06	2,252.59	6,698.61	8,091.48
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	318.41	472.59	3,404.91	3,363.88
INSURANCE/WC INS PKG	1,375.08	1,222.20	6,402.10	5,595.90
SUB/DUES/LIC/DONATIONS	0.00	0.00	30.00	25.00
DEPRECIATION	1,372.33	1,100.00	6,861.65	5,500.00
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	0.00	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/A	248.41	298.33	1,271.25	1,300.15
TOTAL OPERATING EXPENSES	8,036.59	10,056.14	40,995.94	50,383.90
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	-133.35	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	-133.35	0.00
NET OPERATING EXPENSES	33,493.45	24,850.16	131,346.98	128,740.66
ALLOCATION OF G/A	5,725.63	4,518.55	24,781.53	25,623.60
LOCAL NET SAVINGS	15,682.63	28,323.77	18,624.98	-971.25
PATRONAGE REFUNDS	11,445.79	9,381.99	11,472.77	9,655.73
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	27,128.42	37,705.76	30,097.75	8,684.48

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STATEMENT OF GROSS MARGINS AURORA FEED MILL
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	47,470.43	0.00	45,004.46	0.00	0.00	0.00	47,470.43	0.00	45,004.46	0.00	0.00	0.00
Purchases	41,737.10	0.00	57,981.22	0.00	0.00	0.00	197,588.37	0.00	261,804.69	0.00	0.00	0.00
Ending Inventory	44,081.52	0.00	47,633.96	0.00	0.00	0.00	91,551.95	0.00	92,638.42	0.00	0.00	0.00
Cost of Sales	45,126.01	0.00	55,351.72	0.00	0.00	0.00	201,410.68	0.00	258,935.14	0.00	0.00	0.00
Sales	60,073.70	0.00	72,680.51	0.00	0.00	0.00	273,164.38	0.00	326,932.37	0.00	0.00	0.00
Feed Gross Margin	14,947.69	24.88	17,328.79	23.84	0.00	23.84	71,753.70	26.26	67,997.23	20.79	0.00	0.00
GRAIN SALES												
Beginning Inventory	4,131.07	0.00	7,489.57	0.00	0.00	0.00	4,131.07	0.00	7,489.57	0.00	0.00	0.00
Purchases	10,843.67	0.00	10,035.35	0.00	0.00	0.00	54,029.93	0.00	97,713.25	0.00	0.00	0.00
Ending Inventory	5,994.17	0.00	8,193.69	0.00	0.00	0.00	10,125.24	0.00	15,683.26	0.00	0.00	0.00
Cost of Sales	8,980.57	0.00	9,331.23	0.00	0.00	0.00	57,264.94	0.00	95,192.29	0.00	0.00	0.00
Sales	11,878.78	0.00	14,088.63	0.00	0.00	0.00	89,672.44	0.00	126,951.21	0.00	0.00	0.00
Grain Gross Margin	2,898.21	24.39	4,757.40	33.76	0.00	33.76	32,407.50	36.13	31,758.92	25.01	0.00	0.00
HARDWARE SALES												
Beginning Inventory	80,120.46	0.00	80,024.74	0.00	0.00	0.00	80,120.46	0.00	80,024.74	0.00	0.00	0.00
Purchases	8,588.67	0.00	12,551.48	0.00	0.00	0.00	35,281.65	0.00	38,367.51	0.00	0.00	0.00
Ending Inventory	74,727.28	0.00	78,354.69	0.00	0.00	0.00	154,847.74	0.00	158,379.43	0.00	0.00	0.00
Cost of Sales	13,981.85	0.00	14,221.53	0.00	0.00	0.00	31,819.84	0.00	29,239.06	0.00	0.00	0.00
Sales	18,397.17	0.00	18,712.54	0.00	0.00	0.00	41,868.21	0.00	38,472.44	0.00	0.00	0.00
Hardware Gross Margin	4,415.32	23.99	4,491.01	24.00	0.00	24.00	10,048.37	23.99	9,233.38	23.99	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	406.31	0.00	649.05	0.00	0.00	0.00	406.31	0.00	649.05	0.00	0.00	0.00
Purchases	482.93	0.00	621.28	0.00	0.00	0.00	2,428.63	0.00	3,461.16	0.00	0.00	0.00
Ending Inventory	482.69	0.00	645.41	0.00	0.00	0.00	889.00	0.00	1,294.46	0.00	0.00	0.00
Cost of Sales	406.55	0.00	624.92	0.00	0.00	0.00	2,232.40	0.00	3,229.09	0.00	0.00	0.00
Sales	1,768.37	0.00	1,999.92	0.00	0.00	0.00	7,791.99	0.00	8,549.31	0.00	0.00	0.00
L. P. Gross Margin	1,361.82	77.00	1,375.00	68.75	0.00	68.75	5,559.59	71.35	5,320.22	62.22	0.00	0.00

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STATEMENT OF GROSS MARGINS AURORA FEED MILL
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
LUBE SALES												
Beginning Inventory	284.46	0.00	170.80	0.00	0.00	0.00	284.46	0.00	170.80	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	1,151.09	0.00	84.95	0.00	0.00	0.00
Ending Inventory	238.49	0.00	70.00	0.00	0.00	0.00	522.95	0.00	240.80	0.00	0.00	0.00
Cost of Sales	45.97	0.00	100.80	0.00	0.00	0.00	1,035.10	0.00	276.85	0.00	0.00	0.00
Sales	74.00	0.00	215.00	0.00	0.00	0.00	1,262.25	0.00	337.00	0.00	0.00	0.00
Lube Gross Margin	28.03	37.87	114.20	53.11	0.00	53.11	227.15	17.99	60.15	17.84	0.00	0.00
FERTILIZER SALES												
Beginning Inventory	9,127.91	0.00	7,570.52	0.00	0.00	0.00	9,127.91	0.00	7,570.52	0.00	0.00	0.00
Purchases	76,366.39	0.00	84,649.39	0.00	0.00	0.00	133,390.11	0.00	93,873.86	0.00	0.00	0.00
Ending Inventory	15,389.03	0.00	12,833.94	0.00	0.00	0.00	24,516.94	0.00	20,404.46	0.00	0.00	0.00
Cost of Sales	70,105.27	0.00	79,385.97	0.00	0.00	0.00	120,789.37	0.00	85,453.48	0.00	0.00	0.00
Sales	84,610.50	0.00	91,601.34	0.00	0.00	0.00	144,976.13	0.00	98,712.58	0.00	0.00	0.00
Fertilizer Gross Margin	14,505.23	17.14	12,215.37	13.33	0.00	13.33	24,186.76	16.68	13,259.10	13.43	0.00	0.00
SEED SALES												
Beginning Inventory	110,087.01	0.00	88,085.51	0.00	0.00	0.00	110,087.01	0.00	88,085.51	0.00	0.00	0.00
Purchases	25,736.00	0.00	19,457.89	0.00	0.00	0.00	138,746.80	0.00	93,526.19	0.00	0.00	0.00
Ending Inventory	83,782.13	0.00	67,869.30	0.00	0.00	0.00	193,869.14	0.00	155,954.81	0.00	0.00	0.00
Cost of Sales	52,040.88	0.00	39,674.10	0.00	0.00	0.00	77,629.21	0.00	55,064.56	0.00	0.00	0.00
Sales	66,445.80	0.00	53,625.12	0.00	0.00	0.00	100,024.92	0.00	73,714.79	0.00	0.00	0.00
Seed Gross Margin	14,404.92	21.67	13,951.02	26.01	0.00	26.01	22,395.71	22.39	18,650.23	25.30	0.00	0.00
CHEMICAL SALES												
Beginning Inventory	12,822.15	0.00	13,094.85	0.00	0.00	0.00	12,822.15	0.00	13,094.85	0.00	0.00	0.00
Purchases	0.00	0.00	7,048.00	0.00	0.00	0.00	3,109.59	0.00	10,585.02	0.00	0.00	0.00
Ending Inventory	10,358.64	0.00	17,773.54	0.00	0.00	0.00	23,180.79	0.00	30,868.39	0.00	0.00	0.00
Cost of Sales	2,463.51	0.00	2,369.31	0.00	0.00	0.00	2,855.29	0.00	3,315.72	0.00	0.00	0.00
Sales	3,262.50	0.00	3,312.50	0.00	0.00	0.00	3,733.00	0.00	3,432.50	0.00	0.00	0.00
Chemical Gross Margin	798.99	24.49	943.19	28.47	0.00	28.47	877.71	23.51	116.78	3.40	0.00	0.00
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	181.50	0.00	301.50	0.00	0.00	0.00	1,380.00	0.00	1,727.00	0.00	0.00	0.00
Mill Service Gross Margin	181.50	100.00	301.50	100.00	0.00	100.00	1,380.00	100.00	1,632.00	94.49	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
SPREADER RENTAL												
Sales	760.00	0.00	920.00	0.00	0.00	0.00	1,320.00	0.00	920.00	0.00	0.00	0.00
Spreader Rental Gross Margin	760.00	100.00	920.00	100.00	0.00	100.00	1,320.00	100.00	920.00	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	600.00	0.00	1,295.00	0.00	0.00	0.00	4,597.00	0.00	4,445.00	0.00	0.00	0.00
Hauling Gross Margin	600.00	100.00	1,295.00	100.00	0.00	100.00	4,597.00	100.00	4,445.00	100.00	0.00	0.00
Total Beginning Inventory	264,449.80	0.00	242,089.50	0.00	0.00	0.00	264,449.80	0.00	242,089.50	0.00	0.00	0.00
Total Purchases	163,754.76	0.00	192,344.61	0.00	0.00	0.00	565,726.17	0.00	599,511.63	0.00	0.00	0.00
Total Ending Inventory	235,053.95	0.00	233,374.53	0.00	0.00	0.00	499,503.75	0.00	475,464.03	0.00	0.00	0.00
Total Cost of Sales	193,150.61	0.00	201,059.58	0.00	0.00	0.00	495,036.83	0.00	530,801.19	0.00	0.00	0.00
Total Sales	248,052.32	0.00	258,752.06	0.00	0.00	0.00	669,790.32	0.00	684,194.20	0.00	0.00	0.00
Total Gross Margin	54,901.71	22.13	57,692.48	22.29	0.00	22.29	174,753.49	26.09	153,393.01	22.41	0.00	0.00