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

LOC 60 STEPHESNSON CONVENIENCE STORE STATEMENT OF
Comparing Period 5 May Fiscal 2024 To Prior 2023

	CURRENT PERIOD		YEAR TO DATE	
	Current Year	Prior Year	Current Year	Prior Year
SALES	429,497.81	424,631.52	1,755,866.17	1,680,316.16
COST OF SALES	365,684.38	358,849.37	1,506,047.30	1,446,098.00
GROSS MARGIN	**63,813.43**	**65,782.15**	**249,818.87**	**234,218.16**
EMPLOYEE EXPENSES				
SALARIES AND WAGES	29,495.95	18,366.02	101,873.59	80,847.02
CONTRACTED SERVICES	287.50	287.50	2,757.50	1,412.50
PAYROLL TAXES	2,431.26	1,547.41	8,694.85	6,984.92
PENSION EXPENSE	166.86	102.00	611.82	510.00
UNIFORMS/EDUCATION	0.00	0.00	1,083.63	0.00
EMP INSURANCE	0.00	0.00	0.00	0.00
TOTAL EMPLOYEE EXPENSES	**32,381.57**	**20,302.93**	**115,021.39**	**89,754.44**
OPERATING EXPENSES				
VEHICLE EXPENSE	0.00	87.91	760.97	269.01
REPAIRS	6,945.65	15,229.81	31,885.09	15,614.23
UTLITIES	2,554.00	3,426.75	13,535.73	15,578.04
TELEPHONE	414.73	435.15	1,007.28	2,258.71
ADVERTISING	200.00	200.00	400.00	400.00
MILEAGE/MEETINGS/MEALS	851.00	1,093.90	1,332.88	1,495.35
CASH OVER/SHORT	566.08	356.02	1,803.36	301.97
INTEREST	123.89	52.53	123.89	55.58
BANK/CREDIT CARD FEES	5,200.34	4,266.42	20,168.90	18,700.89
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	4,592.80	5,306.22	15,235.15	18,214.01
INSURANCE/WC INS PKG	1,518.27	1,404.33	7,158.77	6,317.11
SUB/DUES/LIC/DONATIONS	250.00	169.98	1,697.82	1,841.76
DEPRECIATION	3,176.25	3,000.00	15,881.25	15,000.00
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	23.80	0.00	885.46	5,460.21
TOTAL OPERATING EXPENSES	**26,616.81**	**35,229.02**	**114,451.55**	**104,006.87**
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	0.00
VENDOR REBATES	554.61	0.00	11,455.21	11,300.80
OTHER REVENUE	202.18	119.14	952.69	741.33
TOTAL OTHER REVENUE	**756.79**	**119.14**	**12,407.90**	**12,042.13**
NET OPERATING EXPENSES	**58,241.59**	**55,412.81**	**217,065.04**	**181,719.18**
ALLOCATION OF G/A	8,848.77	6,983.25	38,298.87	39,600.21
LOCAL NET SAVINGS	**-3,276.93**	**3,386.09**	**-5,545.04**	**12,898.77**
PATRONAGE REFUNDS	0.00	0.00	173,032.84	92,915.31
NON-QUAL PATRONAGE	0.00	0.00	0.00	14,031.56
NET SAVINGS	**-3,276.93**	**3,386.09**	**167,487.80**	**119,845.64**

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STATEMENT OF GROSS MARGINS STEPHENSON CONV STORE
Comparing Period 5 May Fiscal 2024 To Budget 2024 And Prior 2023

	CURRENT PERIOD						YEAR TO DATE					
	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales
NO LEAD SALES												
Beginning Inventory	32,903.52	0.00	42,096.70	0.00	0.00	0.00	32,903.52	0.00	42,096.70	0.00	0.00	0.00
Purchases	170,236.09	0.00	153,192.96	0.00	0.00	0.00	657,906.42	0.00	644,715.07	0.00	0.00	0.00
Ending Inventory	52,385.45	0.00	38,982.87	0.00	0.00	0.00	85,288.97	0.00	81,079.57	0.00	0.00	0.00
Cost of Sales	150,754.16	0.00	156,306.79	0.00	0.00	0.00	649,950.88	0.00	654,368.48	0.00	0.00	0.00
Sales	166,368.66	0.00	170,467.74	0.00	0.00	0.00	701,865.17	0.00	716,158.96	0.00	0.00	0.00
No Lead Gross Margin	15,614.50	9.38	14,160.95	8.30	0.00	8.30	51,914.29	7.39	61,790.48	8.62	0.00	0.00
#2 DIESEL SALES												
Beginning Inventory	15,553.34	0.00	11,029.99	0.00	0.00	0.00	15,553.34	0.00	11,029.99	0.00	0.00	0.00
Purchases	18,938.35	0.00	14,884.92	0.00	0.00	0.00	65,395.88	0.00	46,454.00	0.00	0.00	0.00
Ending Inventory	18,385.76	0.00	12,802.18	0.00	0.00	0.00	33,939.10	0.00	23,832.17	0.00	0.00	0.00
Cost of Sales	16,105.93	0.00	13,112.73	0.00	0.00	0.00	63,629.08	0.00	46,662.58	0.00	0.00	0.00
Sales	16,359.05	0.00	14,301.60	0.00	0.00	0.00	67,462.74	0.00	51,186.32	0.00	0.00	0.00
Diesel Gross Margin	253.12	1.54	1,188.87	8.31	0.00	8.31	3,833.66	5.68	4,523.74	8.83	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	-566.51	0.00	152.29	0.00	0.00	0.00	-566.51	0.00	152.29	0.00	0.00	0.00
Purchases	60.50	0.00	0.00	0.00	0.00	0.00	373.27	0.00	357.06	0.00	0.00	0.00
Ending Inventory	-670.09	0.00	79.87	0.00	0.00	0.00	-1,236.60	0.00	232.16	0.00	0.00	0.00
Cost of Sales	164.08	0.00	72.42	0.00	0.00	0.00	770.01	0.00	337.13	0.00	0.00	0.00
Sales	468.81	0.00	206.91	0.00	0.00	0.00	2,200.05	0.00	963.21	0.00	0.00	0.00
L. P. Gross Margin	304.73	65.00	134.49	64.99	0.00	64.99	1,430.04	65.00	626.08	64.99	0.00	0.00
GROCERY SALES												
Beginning Inventory	65,658.63	0.00	69,963.78	0.00	0.00	0.00	65,658.63	0.00	69,963.78	0.00	0.00	0.00
Purchases	45,670.85	0.00	34,629.33	0.00	0.00	0.00	156,951.58	0.00	151,778.47	0.00	0.00	0.00
Ending Inventory	69,246.52	0.00	62,528.10	0.00	0.00	0.00	134,905.15	0.00	132,491.88	0.00	0.00	0.00
Cost of Sales	42,082.96	0.00	42,065.01	0.00	0.00	0.00	162,361.31	0.00	156,455.49	0.00	0.00	0.00
Sales	60,118.52	0.00	60,092.87	0.00	0.00	0.00	232,472.21	0.00	223,507.86	0.00	0.00	0.00
Gross Margin	18,035.56	30.00	18,027.86	29.99	0.00	29.99	70,110.90	30.15	67,052.37	30.00	0.00	0.00
DNR SALES												
Purchases	19,366.36	0.00	15,495.46	0.00	0.00	0.00	45,882.18	0.00	43,659.71	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	19,366.36	0.00	15,495.46	0.00	0.00	0.00	45,882.18	0.00	43,659.71	0.00	0.00	0.00
Sales	20,643.45	0.00	22,664.96	0.00	0.00	0.00	53,123.17	0.00	55,743.74	0.00	0.00	0.00
DNR Gross Margin	1,277.09	6.18	7,169.50	31.63	0.00	31.63	7,240.99	13.63	12,084.03	21.67	0.00	0.00

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Comparing Period 5 May Fiscal 2024 To Budget 2024 And Prior 2023

	CURRENT PERIOD						YEAR TO DATE					
	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales
LOTTERY SALES												
Purchases	31,748.38	0.00	25,743.13	0.00	0.00	0.00	113,232.79	0.00	121,909.85	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	31,748.38	0.00	25,743.13	0.00	0.00	0.00	113,232.79	0.00	121,909.85	0.00	0.00	0.00
Sales	28,261.50	0.00	26,480.50	0.00	0.00	0.00	120,066.50	0.00	128,071.23	0.00	0.00	0.00
Lottery Gross Margin	-3,486.88	-12.33	737.37	2.78	0.00	2.78	6,833.71	5.69	6,161.38	4.81	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	9,590.15	0.00	11,422.34	0.00	0.00	0.00	9,590.15	0.00	11,422.34	0.00	0.00	0.00
Purchases	20,223.57	0.00	15,491.83	0.00	0.00	0.00	65,516.36	0.00	52,240.91	0.00	0.00	0.00
Ending Inventory	14,601.36	0.00	10,231.43	0.00	0.00	0.00	24,191.51	0.00	21,653.77	0.00	0.00	0.00
Cost of Sales	15,212.36	0.00	16,682.74	0.00	0.00	0.00	61,616.31	0.00	57,030.77	0.00	0.00	0.00
Sales	18,551.66	0.00	20,344.80	0.00	0.00	0.00	72,899.78	0.00	69,549.72	0.00	0.00	0.00
Beer & Wine Gross Margin	3,339.30	18.00	3,662.06	17.99	0.00	17.99	11,283.47	15.47	12,518.95	18.00	0.00	0.00
LIQUOR SALES												
Beginning Inventory	14,685.21	0.00	18,604.98	0.00	0.00	0.00	14,685.21	0.00	18,604.98	0.00	0.00	0.00
Purchases	8,262.93	0.00	7,928.67	0.00	0.00	0.00	29,452.98	0.00	26,269.96	0.00	0.00	0.00
Ending Inventory	15,014.20	0.00	19,311.11	0.00	0.00	0.00	29,699.41	0.00	37,916.09	0.00	0.00	0.00
Cost of Sales	7,933.94	0.00	7,222.54	0.00	0.00	0.00	28,347.94	0.00	25,410.31	0.00	0.00	0.00
Sales	9,558.96	0.00	8,701.86	0.00	0.00	0.00	37,080.74	0.00	30,614.82	0.00	0.00	0.00
Liquor Gross Margin	1,625.02	16.99	1,479.32	17.00	0.00	17.00	8,732.80	23.55	5,204.51	16.99	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	49,352.30	0.00	56,872.37	0.00	0.00	0.00	49,352.30	0.00	56,872.37	0.00	0.00	0.00
Purchases	59,396.02	0.00	64,278.66	0.00	0.00	0.00	258,812.53	0.00	237,708.67	0.00	0.00	0.00
Ending Inventory	53,993.43	0.00	66,802.28	0.00	0.00	0.00	103,345.73	0.00	123,674.65	0.00	0.00	0.00
Cost of Sales	54,754.89	0.00	54,348.75	0.00	0.00	0.00	257,992.21	0.00	229,342.95	0.00	0.00	0.00
Sales	62,221.47	0.00	61,759.94	0.00	0.00	0.00	283,118.57	0.00	260,616.98	0.00	0.00	0.00
Cigarette Gross Margin	7,466.58	12.00	7,411.19	11.99	0.00	11.99	25,126.36	8.87	31,274.03	11.99	0.00	0.00
DELI												
Beginning Inventory	11,387.18	0.00	8,322.06	0.00	0.00	0.00	11,387.18	0.00	8,322.06	0.00	0.00	0.00
Purchases	30,311.79	0.00	31,944.30	0.00	0.00	0.00	126,741.66	0.00	110,765.37	0.00	0.00	0.00
Ending Inventory	14,137.65	0.00	12,466.56	0.00	0.00	0.00	25,524.83	0.00	20,788.62	0.00	0.00	0.00
Cost of Sales	27,561.32	0.00	27,799.80	0.00	0.00	0.00	122,264.59	0.00	110,920.73	0.00	0.00	0.00
Sales	46,945.73	0.00	39,610.34	0.00	0.00	0.00	185,577.24	0.00	143,903.32	0.00	0.00	0.00
Deli Gross Margin	19,384.41	41.29	11,810.54	29.81	0.00	29.81	63,312.65	34.11	32,982.59	22.91	0.00	0.00

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	CURRENT PERIOD						YEAR TO DATE					
	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales
Total Beginning Inventory	198,563.82	0.00	218,464.51	0.00	0.00	0.00	198,563.82	0.00	218,464.51	0.00	0.00	0.00
Total Purchases	404,214.84	0.00	363,589.26	0.00	0.00	0.00	1,520,265.65	0.00	1,435,859.07	0.00	0.00	0.00
Total Ending Inventory	237,094.28	0.00	223,204.40	0.00	0.00	0.00	435,658.10	0.00	441,668.91	0.00	0.00	0.00
Total Cost of Sales	365,684.38	0.00	358,849.37	0.00	0.00	0.00	1,506,047.30	0.00	1,446,098.00	0.00	0.00	0.00
Total Sales	429,497.81	0.00	424,631.52	0.00	0.00	0.00	1,755,866.17	0.00	1,680,316.16	0.00	0.00	0.00
Total Gross Margin	63,813.43	14.85	65,782.15	15.49	0.00	15.49	249,818.87	14.22	234,218.16	13.93	0.00	0.00