

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

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LOC 70 GARAGE 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	21,339.08	18,138.36	78,894.53	81,281.99
COST OF SALES	<u>13,479.32</u>	<u>14,130.51</u>	<u>62,959.70</u>	<u>62,325.36</u>
GROSS MARGIN	7,859.76	4,007.85	15,934.83	18,956.63
EMPLOYEE EXPENSES				
SALARIES AND WAGES	5,273.49	2,437.74	16,836.64	13,489.90
CONTRACTED SERVICES	0.00	435.00	0.00	1,435.00
PAYROLL TAXES	397.10	188.49	1,343.12	1,115.19
PENSION EXPENSE	8.41	16.97	26.98	16.97
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	<u>750.41</u>	<u>0.00</u>	<u>4,070.23</u>	<u>271.16</u>
TOTAL EMPLOYEE EXPENSES	6,429.41	3,078.20	22,276.97	16,328.22
OPERATING EXPENSES				
VEHICLE EXPENSE	0.00	0.00	0.00	0.00
REPAIRS	47.02	813.37	666.85	1,019.22
UTILITIES	0.00	22.32	676.34	872.63
TELEPHONE	0.00	0.00	0.00	0.00
ADVERTISING	585.30	0.00	585.30	0.00
MILEAGE/MEETINGS/MEALS	0.00	0.00	0.00	0.00
CASH OVER/SHORT	0.00	0.00	0.00	0.00
INTEREST	0.00	0.00	0.00	0.00
BANK/CREDIT CARD FEES	0.00	0.00	0.00	0.00
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	716.25	608.78	3,143.36	1,799.84
INSURANCE/WC INS PKG	213.93	189.27	994.57	868.39
SUB/DUES/LIC/DONATIONS	0.00	0.00	0.00	0.00
DEPRECIATION	869.22	150.00	4,346.10	750.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	0.00	0.00	0.00	0.00
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	<u>-215.00</u>	<u>-175.00</u>	<u>-664.00</u>	<u>-900.00</u>
TOTAL OPERATING EXPENSES	2,216.72	1,608.74	9,748.52	4,410.08
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	1,000.00	0.00
TOTAL OTHER REVENUE	0.00	0.00	1,000.00	0.00
NET OPERATING EXPENSES	8,646.13	4,686.94	31,025.49	20,738.30
ALLOCATION OF G/A	<u>1,041.03</u>	<u>821.55</u>	<u>4,505.70</u>	<u>4,658.80</u>
LOCAL NET SAVINGS	-1,827.40	-1,500.64	-19,596.36	-6,440.47
PATRONAGE REFUNDS	0.00	0.00	565.59	1,372.84
NON-QUAL PATRONAGE	0.00	0.00	0.00	207.32
NET SAVINGS	-1,827.40	-1,500.64	-19,030.77	-4,860.31

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YEAR TO DATE

	Current Year		% Sales	Prior Year	% Sales	Budget	% Sales	Current Year		% Sales	Prior Year	% Sales	Budget	% Sales
HARDWARE SALES														
Beginning Inventory	9,989.79	0.00		9,917.32	0.00	0.00	0.00	9,989.79	0.00		9,917.32	0.00	0.00	0.00
Purchases	1,139.59	0.00		528.90	0.00	0.00	0.00	5,480.90	0.00		3,026.73	0.00	0.00	0.00
Ending Inventory	9,098.39	0.00		9,495.52	0.00	0.00	0.00	19,088.18	0.00		19,412.84	0.00	0.00	0.00
Cost of Sales	2,030.99	0.00		950.70	0.00	0.00	0.00	5,794.51	0.00		4,394.77	0.00	0.00	0.00
Sales	2,538.74	0.00		1,188.38	0.00	0.00	0.00	7,243.15	0.00		5,493.48	0.00	0.00	0.00
Hardware Gross Margin	507.75	20.00		237.68	20.00	0.00	20.00	1,448.64	20.00		1,098.71	20.00	0.00	0.00
TUBES														
Beginning Inventory	7,147.96	0.00		5,435.70	0.00	0.00	0.00	7,147.96	0.00		5,435.70	0.00	0.00	0.00
Purchases	1,178.63	0.00		1,942.49	0.00	0.00	0.00	3,010.90	0.00		3,675.58	0.00	0.00	0.00
Ending Inventory	7,317.52	0.00		5,889.17	0.00	0.00	0.00	14,465.48	0.00		11,324.87	0.00	0.00	0.00
Cost of Sales	1,009.07	0.00		1,489.02	0.00	0.00	0.00	3,631.73	0.00		3,568.97	0.00	0.00	0.00
Sales	1,215.75	0.00		1,794.00	0.00	0.00	0.00	4,375.58	0.00		4,299.96	0.00	0.00	0.00
Tubes Gross Margin	206.68	17.00		304.98	17.00	0.00	17.00	743.85	17.00		730.99	16.99	0.00	0.00
TIRES														
Beginning Inventory	20,128.75	0.00		21,809.97	0.00	0.00	0.00	20,128.75	0.00		21,809.97	0.00	0.00	0.00
Purchases	7,232.63	0.00		5,795.25	0.00	0.00	0.00	30,369.72	0.00		37,413.31	0.00	0.00	0.00
Ending Inventory	17,191.30	0.00		18,424.55	0.00	0.00	0.00	37,320.05	0.00		40,234.53	0.00	0.00	0.00
Cost of Sales	10,170.08	0.00		9,180.66	0.00	0.00	0.00	35,951.42	0.00		40,572.31	0.00	0.00	0.00
Sales	10,819.23	0.00		9,766.66	0.00	0.00	0.00	38,246.19	0.00		43,162.03	0.00	0.00	0.00
Tires Gross Margin	649.15	5.99		586.00	6.00	0.00	6.00	2,294.77	5.99		2,589.72	5.99	0.00	0.00
BATTERIES														
Beginning Inventory	3,265.07	0.00		2,468.89	0.00	0.00	0.00	3,265.07	0.00		2,468.89	0.00	0.00	0.00
Purchases	1,525.89	0.00		801.91	0.00	0.00	0.00	3,419.75	0.00		1,806.54	0.00	0.00	0.00
Ending Inventory	4,187.46	0.00		2,667.31	0.00	0.00	0.00	7,452.53	0.00		5,136.20	0.00	0.00	0.00
Cost of Sales	603.50	0.00		603.49	0.00	0.00	0.00	3,142.20	0.00		1,588.74	0.00	0.00	0.00
Sales	710.00	0.00		709.99	0.00	0.00	0.00	3,696.70	0.00		1,869.11	0.00	0.00	0.00
Batteries Gross Margin	106.50	15.00		106.50	15.00	0.00	15.00	554.50	14.99		280.37	15.00	0.00	0.00
BATTERY CORE														
Beginning Inventory	227.00	0.00		365.00	0.00	0.00	0.00	227.00	0.00		365.00	0.00	0.00	0.00
Purchases	0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00		61.00	0.00	0.00	0.00
Ending Inventory	271.00	0.00		365.00	0.00	0.00	0.00	498.00	0.00		730.00	0.00	0.00	0.00
Cost of Sales	-44.00	0.00		0.00	0.00	0.00	0.00	-66.00	0.00		61.00	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

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STATEMENT OF GROSS MARGINS GARAGE
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
Battery Core Gross Margin	44.00	0.00	0.00	0.00	0.00	0.00	66.00	0.00	-61.00	0.00	0.00	0.00
LUBE SALES												
Beginning Inventory	31,753.00	0.00	26,357.00	0.00	0.00	0.00	31,753.00	0.00	26,357.00	0.00	0.00	0.00
Purchases	-299.32	0.00	8,419.64	0.00	0.00	0.00	8,336.84	0.00	15,070.96	0.00	0.00	0.00
Ending Inventory	31,744.00	0.00	32,870.00	0.00	0.00	0.00	63,497.00	0.00	59,227.00	0.00	0.00	0.00
Cost of Sales	-290.32	0.00	1,906.64	0.00	0.00	0.00	14,505.84	0.00	12,139.57	0.00	0.00	0.00
Sales	2,640.76	0.00	1,498.33	0.00	0.00	0.00	11,878.53	0.00	14,120.60	0.00	0.00	0.00
Lube Gross Margin	2,931.08	110.99	-408.31	-27.25	0.00	27.25	-2,627.31	-22.11	1,981.03	14.02	0.00	0.00
BRAKES PARTS SALES												
Beginning 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
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	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
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
SHOP SERVICE												
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	3,414.60	0.00	3,181.00	0.00	0.00	0.00	13,454.38	0.00	12,336.81	0.00	0.00	0.00
Shop Service Gross Margin	3,414.60	100.00	3,181.00	100.00	0.00	100.00	13,454.38	100.00	12,336.81	100.00	0.00	0.00
Total Beginning Inventory	72,511.57	0.00	66,353.88	0.00	0.00	0.00	72,511.57	0.00	66,353.88	0.00	0.00	0.00
Total Purchases	10,777.42	0.00	17,488.19	0.00	0.00	0.00	50,618.11	0.00	61,054.12	0.00	0.00	0.00
Total Ending Inventory	69,809.67	0.00	69,711.56	0.00	0.00	0.00	142,321.24	0.00	136,065.44	0.00	0.00	0.00
Total Cost of Sales	13,479.32	0.00	14,130.51	0.00	0.00	0.00	62,959.70	0.00	62,325.36	0.00	0.00	0.00
Total Sales	21,339.08	0.00	18,138.36	0.00	0.00	0.00	78,894.53	0.00	81,281.99	0.00	0.00	0.00
Total Gross Margin	7,859.76	36.83	4,007.85	22.09	0.00	22.09	15,934.83	20.19	18,956.63	23.32	0.00	0.00