

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

Page 1
06/26/24
13:07:14
GLSR07

CONSOLIDATED 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	1,805,721.65	2,207,705.50	6,819,503.97	7,369,839.76
COST OF SALES	<u>1,468,100.57</u>	<u>1,808,194.52</u>	<u>5,437,334.98</u>	<u>5,959,268.83</u>
GROSS MARGIN	337,621.08	399,510.98	1,382,168.99	1,410,570.93
EMPLOYEE EXPENSES				
SALARIES AND WAGES	164,074.75	99,400.56	549,672.22	478,285.58
CONTRACTED SERVICES	6,881.00	5,479.50	28,680.63	25,760.25
PAYROLL TAXES	12,760.95	7,742.24	43,963.81	41,444.85
PENSION EXPENSE	2,348.45	1,258.80	9,439.03	7,322.19
UNIFORMS/EDUCATION	0.00	0.00	1,620.63	0.00
EMPLOYEE INSURANCE	<u>19,993.48</u>	<u>17,308.93</u>	<u>107,986.43</u>	<u>91,906.69</u>
TOTAL EMPLOYEE EXPENSES	206,058.63	131,190.03	741,362.75	644,719.56
OPERATING EXPENSES				
VEHICLE EXPENSE	12,381.33	19,280.72	67,201.83	123,884.06
REPAIRS	28,355.89	27,238.68	102,485.06	61,364.59
UTILITIES	7,263.93	9,765.83	48,308.14	53,966.23
TELEPHONE	2,564.46	2,718.97	11,907.47	13,267.32
ADVERTISING	1,578.73	923.04	9,402.89	14,091.46
MILEAGE/MEETINGS/MEALS	2,281.22	4,738.13	5,465.19	13,285.44
CASH OVER/SHORT	1,893.23	2,015.90	6,553.87	7,153.47
INTEREST	699.82	1,038.70	4,066.24	4,726.78
BANK/CREDIT CARD FEES	17,703.70	16,383.85	67,012.27	66,995.78
OFFICE SUPPLIES	1,374.67	1,421.14	6,287.37	6,014.61
OPERATING SUPPLIES	12,982.38	24,267.24	41,492.05	57,028.32
INSURANCE/WC INS PKG	12,950.75	12,065.58	61,709.46	54,849.44
SUB/DUES/LIC/DONATIONS	308.00	322.98	5,418.87	5,343.49
DEPRECIATION	23,992.06	21,700.00	119,960.30	110,500.00
RENT & LEASES	1,233.45	1,249.39	7,529.90	7,393.35
BAD DEBT	5,400.00	5,400.00	27,000.00	27,000.00
AUDIT/LEGAL/DIR. FEES	1,388.02	1,382.97	34,836.17	50,187.29
PROPERTY TAX	0.00	0.00	0.00	0.00
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	-38,583.33
MISC/SAFETY/ANNMTG	2,373.08	752.62	7,008.70	12,206.66
TOTAL OPERATING EXPENSES	136,724.72	152,665.74	633,645.78	650,674.96
OTHER REVENUE				
FINANCE CHARGES	3,662.07	3,322.58	19,638.10	22,073.52
VENDOR REBATES	6,158.19	0.00	28,759.52	24,797.48
OTHER REVENUE	4,220.27	2,477.17	14,873.34	4,841.06
TOTAL OTHER REVENUE	14,040.53	5,799.75	63,270.96	51,712.06
NET OPERATING EXPENSES	328,742.82	278,056.02	1,311,737.57	1,243,682.46
LOCAL NET SAVINGS	8,878.26	121,454.96	70,431.42	166,888.47
PATRONAGE REFUNDS	17,592.80	17,133.08	440,365.34	269,389.02
NON-QUALIFYING PATRONA	0.00	0.00	-2,090.41	36,738.80
FEDERAL INCOME TAX EXP	0.00	0.00	0.00	0.00
MI SINGLE BUSINESS TAX	0.00	0.00	0.00	0.00
NET SAVINGS	26,471.06	138,588.04	508,706.35	473,016.29

Page 1
06/26/24
13:04:22
GLSR17

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	207,886.61	0.00		191,377.87	0.00	0.00	0.00	207,886.61	0.00		191,377.87	0.00	0.00	0.00
Purchases	167,914.86	0.00		225,137.94	0.00	0.00	0.00	810,847.70	0.00		960,248.70	0.00	0.00	0.00
Ending Inventory	189,846.77	0.00		213,225.75	0.00	0.00	0.00	397,733.38	0.00		404,603.62	0.00	0.00	0.00
Cost of Sales	185,954.70	0.00		203,290.06	0.00	0.00	0.00	818,845.22	0.00		959,990.02	0.00	0.00	0.00
Sales	222,230.38	0.00		250,870.94	0.00	0.00	0.00	992,589.80	0.00	1,137,471.40	0.00		0.00	0.00
Gross Margin	36,275.68	16.32		47,580.88	18.96	0.00	18.96	173,744.58	17.50		177,481.38	15.60	0.00	0.00
GRAIN SALES														
Beginning Inventory	227,179.99	0.00		246,373.59	0.00	0.00	0.00	227,179.99	0.00		246,373.59	0.00	0.00	0.00
Purchases	11,618.12	0.00		18,214.52	0.00	0.00	0.00	105,815.11	0.00		245,696.28	0.00	0.00	0.00
Ending Inventory	207,635.60	0.00		209,914.83	0.00	0.00	0.00	434,815.59	0.00		456,288.42	0.00	0.00	0.00
Cost of Sales	31,162.51	0.00		54,673.28	0.00	0.00	0.00	129,831.35	0.00		246,290.73	0.00	0.00	0.00
Sales	35,438.24	0.00		53,889.24	0.00	0.00	0.00	226,897.86	0.00		326,626.63	0.00	0.00	0.00
Gross Margin	4,275.73	12.06		-784.04	-1.45	0.00	1.45	97,066.51	42.77		80,335.90	24.59	0.00	0.00
APPLIANCE SALES														
Beginning Inventory	290.10	0.00		290.10	0.00	0.00	0.00	290.10	0.00		290.10	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	290.10	0.00		290.10	0.00	0.00	0.00	580.20	0.00		580.20	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
APPLIANCE MISC SALES														
Beginning Inventory	122.52	0.00		122.52	0.00	0.00	0.00	122.52	0.00		122.52	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	122.52	0.00		122.52	0.00	0.00	0.00	245.04	0.00		245.04	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

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Page 2
06/26/24
13:04:22
GLSR17

STATEMENT OF GROSS MARGINS - CONSOLIDATED
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
MATRESS SALES												
Beginning Inventory	325.00	0.00	325.00	0.00	0.00	0.00	325.00	0.00	325.00	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	325.00	0.00	325.00	0.00	0.00	0.00	650.00	0.00	650.00	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 Margins	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 SALES												
Beginning Inventory	260,997.69	0.00	280,393.83	0.00	0.00	0.00	260,997.69	0.00	280,393.83	0.00	0.00	0.00
Purchases	30,454.65	0.00	22,639.55	0.00	0.00	0.00	95,984.50	0.00	95,966.68	0.00	0.00	0.00
Ending Inventory	261,343.52	0.00	271,981.10	0.00	0.00	0.00	522,341.21	0.00	552,374.93	0.00	0.00	0.00
Cost of Sales	30,108.82	0.00	31,052.28	0.00	0.00	0.00	94,503.10	0.00	93,596.07	0.00	0.00	0.00
Sales	37,519.41	0.00	38,583.33	0.00	0.00	0.00	116,039.29	0.00	114,509.73	0.00	0.00	0.00
Gross Margin	7,410.59	19.75	7,531.05	19.51	0.00	19.51	21,536.19	18.55	20,913.66	18.26	0.00	0.00
BRAKES												
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
NO LEAD SALES												
Beginning Inventory	69,212.82	0.00	70,651.98	0.00	0.00	0.00	69,212.82	0.00	70,651.98	0.00	0.00	0.00
Purchases	341,205.09	0.00	329,332.87	0.00	0.00	0.00	1,388,571.94	0.00	1,412,108.96	0.00	0.00	0.00
Ending Inventory	80,648.76	0.00	72,264.72	0.00	0.00	0.00	149,861.58	0.00	142,916.70	0.00	0.00	0.00
Cost of Sales	329,769.15	0.00	327,720.13	0.00	0.00	0.00	1,375,538.05	0.00	1,429,663.87	0.00	0.00	0.00
Sales	354,471.14	0.00	358,488.76	0.00	0.00	0.00	1,471,926.19	0.00	1,562,281.25	0.00	0.00	0.00
Gross Margin	24,701.99	6.96	30,768.63	8.58	0.00	8.58	96,388.14	6.54	132,617.38	8.48	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	78,897.06	0.00	67,172.37	0.00	0.00	0.00	78,897.06	0.00	67,172.37	0.00	0.00	0.00
Purchases	15,014.29	0.00	45,669.98	0.00	0.00	0.00	424,137.90	0.00	529,846.04	0.00	0.00	0.00
Ending Inventory	62,848.47	0.00	68,860.77	0.00	0.00	0.00	141,745.53	0.00	136,033.14	0.00	0.00	0.00
Cost of Sales	31,062.88	0.00	43,981.58	0.00	0.00	0.00	430,382.51	0.00	543,315.25	0.00	0.00	0.00
Sales	47,074.31	0.00	66,855.94	0.00	0.00	0.00	748,926.94	0.00	947,538.95	0.00	0.00	0.00

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Page 3
06/26/24
13:04:22
GLSR17

STATEMENT OF GROSS MARGINS - CONSOLIDATED
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
Gross Margin	16,011.43	34.01	22,874.36	34.21	0.00	34.21	318,544.43	42.53	404,223.70	42.66	0.00	0.00

Stephenson Marketing Cooperative
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Page 4
06/26/24
13:04:22
GLSR17

STATEMENT OF GROSS MARGINS - CONSOLIDATED
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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
#2 DIESEL SALES												
Beginning Inventory	34,230.40	0.00	26,218.34	0.00	0.00	0.00	34,230.40	0.00	26,218.34	0.00	0.00	0.00
Purchases	37,864.75	0.00	33,617.05	0.00	0.00	0.00	148,431.73	0.00	111,146.65	0.00	0.00	0.00
Ending Inventory	36,166.46	0.00	29,044.60	0.00	0.00	0.00	70,396.86	0.00	55,262.94	0.00	0.00	0.00
Cost of Sales	35,928.69	0.00	30,790.79	0.00	0.00	0.00	148,410.54	0.00	122,060.34	0.00	0.00	0.00
Sales	37,298.95	0.00	32,770.81	0.00	0.00	0.00	156,895.39	0.00	129,688.66	0.00	0.00	0.00
Gross Margin	1,370.26	3.67	1,980.02	6.04	0.00	6.04	8,484.85	5.40	7,628.32	5.88	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
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	18,424.56	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
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
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

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Page 5
06/26/24
13:04:22
GLSR17

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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
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
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
LUKE SALES												
Beginning Inventory	32,037.46	0.00	26,527.80	0.00	0.00	0.00	32,037.46	0.00	26,527.80	0.00	0.00	0.00
Purchases	-299.32	0.00	8,419.64	0.00	0.00	0.00	9,487.93	0.00	15,155.91	0.00	0.00	0.00
Ending Inventory	31,982.49	0.00	32,940.00	0.00	0.00	0.00	64,019.95	0.00	59,467.80	0.00	0.00	0.00
Cost of Sales	-244.35	0.00	2,007.44	0.00	0.00	0.00	15,540.94	0.00	12,416.42	0.00	0.00	0.00
Sales	2,714.76	0.00	1,713.33	0.00	0.00	0.00	13,140.78	0.00	14,457.60	0.00	0.00	0.00
Gross Margin	2,959.11	109.00	-294.11	-17.16	0.00	17.16	-2,400.16	-18.26	2,041.18	14.11	0.00	0.00
FERTILIZER SALES												
Beginning Inventory	117,805.19	0.00	112,298.73	0.00	0.00	0.00	117,805.19	0.00	112,298.73	0.00	0.00	0.00
Purchases	302,341.95	0.00	475,831.11	0.00	0.00	0.00	562,591.65	0.00	567,860.17	0.00	0.00	0.00
Ending Inventory	128,989.30	0.00	112,894.52	0.00	0.00	0.00	246,794.49	0.00	225,193.25	0.00	0.00	0.00
Cost of Sales	291,157.84	0.00	475,235.32	0.00	0.00	0.00	524,348.65	0.00	575,437.77	0.00	0.00	0.00
Sales	359,577.30	0.00	584,527.62	0.00	0.00	0.00	634,751.25	0.00	668,502.41	0.00	0.00	0.00
Gross Margin	68,419.46	19.02	109,292.30	18.69	0.00	18.69	110,402.60	17.39	93,064.64	13.92	0.00	0.00
SEED SALES												
Beginning Inventory	123,135.37	0.00	65,539.79	0.00	0.00	0.00	123,135.37	0.00	65,539.79	0.00	0.00	0.00
Purchases	30,376.00	0.00	9,354.72	0.00	0.00	0.00	163,407.12	0.00	109,738.92	0.00	0.00	0.00
Ending Inventory	55,149.51	0.00	-141,598.49	0.00	0.00	0.00	178,284.88	0.00	-76,058.70	0.00	0.00	0.00
Cost of Sales	98,361.86	0.00	216,493.00	0.00	0.00	0.00	161,586.14	0.00	297,615.28	0.00	0.00	0.00
Sales	117,913.56	0.00	250,090.56	0.00	0.00	0.00	193,412.97	0.00	343,526.29	0.00	0.00	0.00
Gross Margin	19,551.70	16.58	33,597.56	13.43	0.00	13.43	31,826.83	16.45	45,911.01	13.36	0.00	0.00

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

Page 6
06/26/24
13:04:22
GLSR17

STATEMENT OF GROSS MARGINS - CONSOLIDATED
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
CHEMICAL SALES												
Beginning Inventory	124,367.42	0.00	103,872.98	0.00	0.00	0.00	124,367.42	0.00	103,872.98	0.00	0.00	0.00
Purchases	3,150.00	0.00	38,707.72	0.00	0.00	0.00	83,887.99	0.00	90,765.34	0.00	0.00	0.00
Ending Inventory	107,144.57	0.00	124,959.94	0.00	0.00	0.00	231,511.99	0.00	228,832.92	0.00	0.00	0.00
Cost of Sales	20,372.85	0.00	17,620.76	0.00	0.00	0.00	24,290.59	0.00	19,688.11	0.00	0.00	0.00
Sales	29,821.40	0.00	23,213.86	0.00	0.00	0.00	35,744.49	0.00	24,198.86	0.00	0.00	0.00
Gross Margin	9,448.55	31.68	5,593.10	24.09	0.00	24.09	11,453.90	32.04	4,510.75	18.64	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	3,421.60	0.00	3,188.00	0.00	0.00	0.00	13,517.38	0.00	12,371.81	0.00	0.00	0.00
Gross Margin	3,421.60	100.00	3,188.00	100.00	0.00	100.00	13,517.38	100.00	12,371.81	100.00	0.00	0.00
MILL 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	2,183.85	0.00	2,537.20	0.00	0.00	0.00	10,174.86	0.00	11,428.54	0.00	0.00	0.00
Gross Margin	2,183.85	100.00	2,537.20	100.00	0.00	100.00	10,174.86	100.00	11,428.54	100.00	0.00	0.00
STORAGE SALES												
Sales	1,849.00	0.00	1,535.00	0.00	0.00	0.00	11,744.00	0.00	10,156.00	0.00	0.00	0.00
Gross Margin	1,849.00	100.00	1,535.00	100.00	0.00	100.00	11,744.00	100.00	10,156.00	100.00	0.00	0.00
SPRAYING SALES												
Sales	10,344.60	0.00	7,510.25	0.00	0.00	0.00	13,044.60	0.00	7,510.25	0.00	0.00	0.00
Gross Margin	10,344.60	100.00	7,510.25	100.00	0.00	100.00	13,044.60	100.00	7,510.25	100.00	0.00	0.00

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

Page 7
06/26/24
13:04:22
GLSR17

STATEMENT OF GROSS MARGINS - CONSOLIDATED
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
DRYING 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	5,711.60	0.00	0.00	0.00	0.00	0.00
Gross Margin	0.00	0.00	0.00	0.00	0.00	0.00	5,711.60	100.00	0.00	0.00	0.00	0.00
SPREADER RENTAL												
Sales	3,514.50	0.00	6,371.50	0.00	0.00	0.00	7,779.50	0.00	7,546.50	0.00	0.00	0.00
Gross Margin	3,514.50	100.00	6,371.50	100.00	0.00	100.00	7,779.50	100.00	7,546.50	100.00	0.00	0.00
HAULING 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	5,455.00	0.00	6,380.00	0.00	0.00	0.00	20,646.20	0.00	20,030.00	0.00	0.00	0.00
Gross Margin	5,455.00	100.00	6,380.00	100.00	0.00	100.00	20,646.20	100.00	20,030.00	100.00	0.00	0.00
GROCERY SALES												
Beginning Inventory	136,591.66	0.00	129,673.49	0.00	0.00	0.00	136,591.66	0.00	129,673.49	0.00	0.00	0.00
Purchases	100,332.71	0.00	77,047.56	0.00	0.00	0.00	342,325.62	0.00	328,393.82	0.00	0.00	0.00
Ending Inventory	147,141.97	0.00	117,155.64	0.00	0.00	0.00	283,733.63	0.00	246,829.13	0.00	0.00	0.00
Cost of Sales	89,733.92	0.00	89,565.41	0.00	0.00	0.00	349,005.47	0.00	347,517.40	0.00	0.00	0.00
Sales	128,191.32	0.00	127,950.58	0.00	0.00	0.00	499,841.25	0.00	496,453.44	0.00	0.00	0.00
Gross Margin	38,457.40	30.00	38,385.17	29.99	0.00	29.99	150,835.78	30.17	148,936.04	30.00	0.00	0.00
DNR 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	30,712.71	0.00	25,678.33	0.00	0.00	0.00	73,574.85	0.00	71,030.53	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	30,712.71	0.00	25,678.33	0.00	0.00	0.00	73,574.85	0.00	71,030.53	0.00	0.00	0.00
Sales	30,407.70	0.00	35,110.46	0.00	0.00	0.00	83,151.37	0.00	87,489.09	0.00	0.00	0.00
Gross Margin	-305.01	-1.00	9,432.13	26.86	0.00	26.86	9,576.52	11.51	16,458.56	18.81	0.00	0.00

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

Page 8
06/26/24
13:04:22
GLSR17

STATEMENT OF GROSS MARGINS - CONSOLIDATED
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												
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	55,289.70	0.00	52,419.09	0.00	0.00	0.00	261,746.17	0.00	277,050.43	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	55,289.70	0.00	52,419.09	0.00	0.00	0.00	261,746.17	0.00	277,050.43	0.00	0.00	0.00
Sales	64,231.50	0.00	57,125.50	0.00	0.00	0.00	277,375.50	0.00	288,205.23	0.00	0.00	0.00
Gross Margin	8,941.80	13.92	4,706.41	8.23	0.00	8.23	15,629.33	5.63	11,154.80	3.87	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	22,860.39	0.00	22,372.54	0.00	0.00	0.00	22,860.39	0.00	22,372.54	0.00	0.00	0.00
Purchases	36,213.95	0.00	39,166.55	0.00	0.00	0.00	141,824.43	0.00	135,942.04	0.00	0.00	0.00
Ending Inventory	22,285.39	0.00	24,274.46	0.00	0.00	0.00	45,145.78	0.00	46,647.00	0.00	0.00	0.00
Cost of Sales	36,788.95	0.00	37,264.63	0.00	0.00	0.00	140,228.67	0.00	140,367.51	0.00	0.00	0.00
Sales	44,864.57	0.00	45,444.67	0.00	0.00	0.00	166,813.07	0.00	171,179.90	0.00	0.00	0.00
Gross Margin	8,075.62	17.99	8,180.04	17.99	0.00	17.99	26,584.40	15.93	30,812.39	18.00	0.00	0.00
LIQUOR SALES												
Beginning Inventory	27,153.14	0.00	38,604.65	0.00	0.00	0.00	27,153.14	0.00	38,604.65	0.00	0.00	0.00
Purchases	19,252.78	0.00	17,201.91	0.00	0.00	0.00	73,713.32	0.00	66,349.03	0.00	0.00	0.00
Ending Inventory	28,017.90	0.00	39,295.45	0.00	0.00	0.00	55,171.04	0.00	77,900.10	0.00	0.00	0.00
Cost of Sales	18,388.02	0.00	16,511.11	0.00	0.00	0.00	72,425.26	0.00	61,854.07	0.00	0.00	0.00
Sales	22,154.24	0.00	19,892.91	0.00	0.00	0.00	89,631.00	0.00	74,522.97	0.00	0.00	0.00
Gross Margin	3,766.22	16.99	3,381.80	17.00	0.00	17.00	17,205.74	19.19	12,668.90	16.99	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	114,203.59	0.00	114,418.71	0.00	0.00	0.00	114,203.59	0.00	114,418.71	0.00	0.00	0.00
Purchases	126,105.61	0.00	123,538.85	0.00	0.00	0.00	537,655.07	0.00	500,554.18	0.00	0.00	0.00
Ending Inventory	119,477.42	0.00	124,468.42	0.00	0.00	0.00	233,681.01	0.00	238,887.13	0.00	0.00	0.00
Cost of Sales	120,831.78	0.00	113,489.14	0.00	0.00	0.00	539,433.17	0.00	476,612.85	0.00	0.00	0.00
Sales	137,308.84	0.00	128,964.93	0.00	0.00	0.00	605,535.47	0.00	541,605.49	0.00	0.00	0.00
Gross Margin	16,477.06	11.99	15,475.79	11.99	0.00	11.99	66,102.30	10.91	64,992.64	11.99	0.00	0.00

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

Page 9
06/26/24
13:04:22
GLSR17

STATEMENT OF GROSS MARGINS - CONSOLIDATED
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
DELI												
Beginning Inventory	22,449.75	0.00	21,516.36	0.00	0.00	0.00	22,449.75	0.00	21,516.36	0.00	0.00	0.00
Purchases	58,772.99	0.00	64,682.63	0.00	0.00	0.00	243,826.37	0.00	237,868.35	0.00	0.00	0.00
Ending Inventory	30,240.85	0.00	27,069.99	0.00	0.00	0.00	52,690.60	0.00	48,586.35	0.00	0.00	0.00
Cost of Sales	50,981.89	0.00	59,129.00	0.00	0.00	0.00	234,984.95	0.00	238,971.16	0.00	0.00	0.00
Sales	89,215.50	0.00	80,215.81	0.00	0.00	0.00	353,802.48	0.00	294,812.24	0.00	0.00	0.00
Gross Margin	38,233.61	42.85	21,086.81	26.28	0.00	26.28	118,817.53	33.58	55,841.08	18.94	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
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
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	1,630,514.94	0.00	1,547,830.21	0.00	0.00	0.00	1,630,514.94	0.00	1,547,830.21	0.00	0.00	0.00
Total Purchases	1,376,257.99	0.00	1,615,199.67	0.00	0.00	0.00	5,504,629.77	0.00	5,798,678.46	0.00	0.00	0.00
Total Ending Inventory	1,538,623.88	0.00	1,354,835.36	0.00	0.00	0.00	3,169,138.82	0.00	2,902,665.57	0.00	0.00	0.00
Total Cost of Sales	1,468,100.57	0.00	1,808,194.52	0.00	0.00	0.00	5,437,334.98	0.00	5,959,268.83	0.00	0.00	0.00
Total Sales	1,800,936.65	0.00	2,195,964.35	0.00	0.00	0.00	6,800,012.21	0.00	7,344,781.84	0.00	0.00	0.00
Total Gross Margin	332,836.08	18.48	387,769.83	17.65	0.00	17.65	1,362,677.23	20.03	1,385,513.01	18.86	0.00	0.00