

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

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LOC 10 FEED & HARDWARE STATEMENT OF OPERATIONS
Comparing Period 6 June 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	205,341.97	231,067.22	1,183,127.19	1,354,094.94
COST OF SALES	<u>158,068.75</u>	<u>216,501.07</u>	<u>909,793.92</u>	<u>1,131,781.05</u>
GROSS MARGIN	47,273.22	14,566.15	273,333.27	222,313.89
EMPLOYEE EXPENSES				
SALARIES AND WAGES	14,858.62	17,264.46	81,235.32	54,693.49
CONTRACTED SERVICES	960.00	1,782.00	8,031.40	9,227.25
PAYROLL TAXES	1,283.87	1,463.78	7,098.01	5,116.44
PENSION EXPENSE	230.76	378.17	1,782.33	1,328.27
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	<u>4,556.87</u>	<u>2,464.12</u>	<u>29,299.92</u>	<u>15,739.26</u>
TOTAL EMPLOYEE EXPENSES	21,890.12	23,352.53	127,446.98	86,104.71
OPERATING EXPENSES				
VEHICLE EXPENSE	5,911.52	7,269.48	26,406.23	30,644.26
REPAIRS	795.90	42.10	4,644.98	2,566.36
UTILITIES	364.57	364.23	4,365.90	4,547.18
TELEPHONE	404.31	429.50	2,435.49	2,483.51
ADVERTISING	116.54	116.54	1,073.63	-810.50
MILEAGE/MEETINGS/MEALS	0.00	77.64	0.00	588.81
CASH OVER/SHORT	56.72	-0.07	39.14	182.91
INTEREST	0.00	0.00	0.00	0.00
BANK/CREDIT CARD FEES	2,541.92	1,895.32	11,778.66	11,833.27
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	460.19	500.39	3,146.83	2,877.85
INSURANCE/WC INS PKG	2,710.80	2,348.80	16,759.87	14,719.55
SUB/DUES/LIC/DONATIONS	136.85	825.00	256.85	1,371.90
DEPRECIATION	2,674.50	1,800.00	16,047.00	10,800.00
RENT & LEASES	283.19	252.19	1,024.14	993.14
BAD DEBT	3,000.00	3,000.00	18,000.00	18,000.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	10,220.00
PROPERTY TAX	0.00	0.00	0.00	0.00
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	-500.00
MISC/SAFETY/CLEARING/A	<u>131.20</u>	<u>1,551.13</u>	<u>1,016.35</u>	<u>-1,473.29</u>
TOTAL OPERATING EXPENSES	19,588.21	20,472.25	106,995.07	109,044.95
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	-1.76
VENDOR REBATES	0.00	0.00	0.00	134.10
OTHER REVENUE	0.00	0.00	0.00	132.00
TOTAL OTHER REVENUE	0.00	0.00	0.00	264.34
NET OPERATING EXPENSES	41,478.33	43,824.78	234,442.05	194,885.32
ALLOCATION OF G/A	<u>8,001.00</u>	<u>10,355.94</u>	<u>55,311.28</u>	<u>59,273.80</u>
LOCAL NET SAVINGS	-2,206.11	-39,614.57	-16,420.06	-31,845.23
PATRONAGE REFUNDS	0.00	0.00	909.32	2,221.78
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	-2,206.11	-39,614.57	-15,510.74	-29,623.45

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STATEMENT OF GROSS MARGINS FEED AND HARDWARE
Comparing Period 6 June 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
FEED SALES												
Beginning Inventory	145,765.25	0.00	165,591.79	0.00	0.00	0.00	145,765.25	0.00	165,591.79	0.00	0.00	0.00
Purchases	130,285.42	0.00	134,830.88	0.00	0.00	0.00	743,544.75	0.00	833,274.89	0.00	0.00	0.00
Ending Inventory	166,442.26	0.00	161,605.54	0.00	0.00	0.00	312,207.51	0.00	327,197.33	0.00	0.00	0.00
Cost of Sales	109,608.41	0.00	138,817.13	0.00	0.00	0.00	727,042.95	0.00	839,872.01	0.00	0.00	0.00
Sales	146,925.91	0.00	170,963.17	0.00	0.00	0.00	866,351.33	0.00	981,502.20	0.00	0.00	0.00
Feed Gross Margin	37,317.50	25.39	32,146.04	18.80	0.00	18.80	139,308.38	16.07	141,630.19	14.42	0.00	0.00
GRAIN SALES												
Beginning Inventory	201,641.43	0.00	201,721.14	0.00	0.00	0.00	201,641.43	0.00	201,721.14	0.00	0.00	0.00
Purchases	309.89	0.00	-16,997.79	0.00	0.00	0.00	52,095.07	0.00	130,985.24	0.00	0.00	0.00
Ending Inventory	157,577.91	0.00	127,840.16	0.00	0.00	0.00	359,219.34	0.00	329,561.30	0.00	0.00	0.00
Cost of Sales	44,373.41	0.00	56,883.19	0.00	0.00	0.00	116,939.82	0.00	207,981.63	0.00	0.00	0.00
Sales	26,273.87	0.00	30,313.65	0.00	0.00	0.00	163,499.29	0.00	229,989.07	0.00	0.00	0.00
Grain Gross Margin	-18,099.54	-68.88	-26,569.54	-87.64	0.00	87.64	46,559.47	28.47	22,007.44	9.56	0.00	0.00
HARDWARE SALES												
Beginning Inventory	172,219.11	0.00	178,832.15	0.00	0.00	0.00	172,219.11	0.00	178,832.15	0.00	0.00	0.00
Purchases	8,266.72	0.00	16,920.28	0.00	0.00	0.00	63,488.67	0.00	71,492.72	0.00	0.00	0.00
Ending Inventory	176,689.25	0.00	175,199.52	0.00	0.00	0.00	348,908.36	0.00	354,031.67	0.00	0.00	0.00
Cost of Sales	3,796.58	0.00	20,552.91	0.00	0.00	0.00	60,685.33	0.00	80,515.15	0.00	0.00	0.00
Sales	25,151.70	0.00	24,179.89	0.00	0.00	0.00	92,079.63	0.00	94,723.70	0.00	0.00	0.00
Hardware Gross Margin	21,355.12	84.90	3,626.98	14.99	0.00	14.99	31,394.30	34.09	14,208.55	14.99	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	241.34	0.00	347.53	0.00	0.00	0.00	241.34	0.00	347.53	0.00	0.00	0.00
Purchases	369.50	0.00	150.44	0.00	0.00	0.00	5,112.11	0.00	3,403.09	0.00	0.00	0.00
Ending Inventory	320.49	0.00	250.13	0.00	0.00	0.00	561.83	0.00	597.66	0.00	0.00	0.00
Cost of Sales	290.35	0.00	247.84	0.00	0.00	0.00	5,125.82	0.00	3,507.26	0.00	0.00	0.00
Sales	1,199.18	0.00	1,056.86	0.00	0.00	0.00	16,377.97	0.00	11,133.78	0.00	0.00	0.00
L. P. Gross Margin	908.83	75.78	809.02	76.54	0.00	76.54	11,252.15	68.70	7,626.52	68.49	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	21.00	0.00	49.00	0.00	0.00	0.00	84.00	0.00	84.00	0.00	0.00	0.00
Shop Service Gross Margin	21.00	100.00	49.00	100.00	0.00	100.00	84.00	100.00	84.00	100.00	0.00	0.00

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STATEMENT OF GROSS MARGINS FEED AND HARDWARE
Comparing Period 6 June 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
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	1,523.31	0.00	1,469.65	0.00	0.00	0.00	10,318.17	0.00	11,171.19	0.00	0.00	0.00
Mill Service Gross Margin	1,523.31	100.00	1,469.65	100.00	0.00	100.00	10,318.17	100.00	11,266.19	100.85	0.00	0.00
STORAGE SALES												
Sales	1,607.00	0.00	905.00	0.00	0.00	0.00	13,351.00	0.00	11,061.00	0.00	0.00	0.00
Storage Gross Margin	1,607.00	100.00	905.00	100.00	0.00	100.00	13,351.00	100.00	11,061.00	100.00	0.00	0.00
DRYING 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	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
Drying 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
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	2,640.00	0.00	2,130.00	0.00	0.00	0.00	15,354.20	0.00	14,430.00	0.00	0.00	0.00
Hauling Gross Margin	2,640.00	100.00	2,130.00	100.00	0.00	100.00	15,354.20	100.00	14,430.00	100.00	0.00	0.00
Total Beginning Inventory	519,867.13	0.00	546,492.61	0.00	0.00	0.00	519,867.13	0.00	546,492.61	0.00	0.00	0.00
Total Purchases	139,231.53	0.00	134,903.81	0.00	0.00	0.00	864,240.60	0.00	1,039,060.94	0.00	0.00	0.00
Total Ending Inventory	501,029.91	0.00	464,895.35	0.00	0.00	0.00	1,020,897.04	0.00	1,011,387.96	0.00	0.00	0.00
Total Cost of Sales	158,068.75	0.00	216,501.07	0.00	0.00	0.00	909,793.92	0.00	1,131,781.05	0.00	0.00	0.00
Total Sales	205,341.97	0.00	231,067.22	0.00	0.00	0.00	1,183,127.19	0.00	1,354,094.94	0.00	0.00	0.00
Total Gross Margin	47,273.22	23.02	14,566.15	6.30	0.00	6.30	273,333.27	23.10	222,313.89	16.41	0.00	0.00