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

LOC 11 STEPHENSON AGRONOMY STATEMENT OF OPERATIONS
Comparing Period 6 June Fiscal 2024 To Prior 2023

	CURRENT PERIOD		YEAR TO DATE	
	Current Year	Prior Year	Current Year	Prior Year
SALES	207,640.24	326,128.19	845,654.00	1,203,917.63
COST OF SALES	109,972.13	196,574.04	618,923.64	945,481.44
GROSS MARGIN	**97,668.11**	**129,554.15**	**226,730.36**	**258,436.19**
EMPLOYEE EXPENSES				
SALARIES AND WAGES	1,846.15	7,578.62	11,076.90	34,683.25
CONTRACTED SERVICES	0.00	0.00	570.00	0.00
PAYROLL TAXES	0.00	434.44	0.00	1,864.49
PENSION EXPENSE	0.00	0.00	0.00	0.00
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	0.00	1,256.79	0.00	7,540.74
TOTAL EMPLOYEE EXPENSES	**1,846.15**	**9,269.85**	**11,646.90**	**44,088.48**
OPERATING EXPENSES				
VEHICLE EXPENSE	6,795.40	8,561.88	25,682.73	65,330.27
REPAIRS	238.10	188.68	3,893.16	2,291.19
UTLITIES	174.76	172.82	1,435.90	1,412.79
TELEPHONE	130.74	126.78	787.62	891.00
ADVERTISING	0.00	0.00	768.00	58.00
MILEAGE/MEETINGS/MEALS	0.00	0.00	80.05	2,757.76
CASH OVER/SHORT	0.00	0.00	0.00	0.00
INTEREST	0.00	0.00	0.00	0.00
BANK/CREDIT CARD FEES	1,429.75	1,504.55	2,902.62	3,246.79
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	62.23	98.80	604.26	191.34
INSURANCE/WC INS PKG	1,590.80	1,356.53	9,822.03	8,568.24
SUB/DUES/LIC/DONATIONS	0.00	0.00	0.00	185.00
DEPRECIATION	4,826.92	4,700.00	28,961.52	28,200.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	1,500.00	1,500.00	9,000.00	9,000.00
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	0.00	0.00	0.00	193.00
TOTAL OPERATING EXPENSES	**16,748.70**	**18,210.04**	**83,937.89**	**122,325.38**
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	0.00	0.00
TOTAL OTHER REVENUE	**0.00**	**0.00**	**0.00**	**0.00**
NET OPERATING EXPENSES	**18,594.85**	**27,479.89**	**95,584.79**	**166,413.86**
ALLOCATION OF G/A	3,048.04	3,945.13	21,071.08	22,580.56
LOCAL NET SAVINGS	**76,025.22**	**98,129.13**	**110,074.49**	**69,441.77**
PATRONAGE REFUNDS	0.00	0.00	39,695.19	38,444.95
NON-QUAL PATRONAGE	0.00	0.00	0.00	4,542.57
NET SAVINGS	**76,025.22**	**98,129.13**	**149,769.68**	**112,429.29**

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STATEMENT OF GROSS MARGINS STEPHENSON AGRONOMY
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*
FERTILIZER SALES												
Beginning Inventory	113,600.27	0.00	100,060.58	0.00	0.00	0.00	113,600.27	0.00	100,060.58	0.00	0.00	0.00
Purchases	38,844.13	0.00	56,552.67	0.00	0.00	0.00	468,045.67	0.00	530,538.98	0.00	0.00	0.00
Ending Inventory	108,894.47	0.00	65,877.16	0.00	0.00	0.00	222,494.74	0.00	165,937.74	0.00	0.00	0.00
Cost of Sales	43,549.93	0.00	90,736.09	0.00	0.00	0.00	447,109.21	0.00	580,720.38	0.00	0.00	0.00
Sales	60,336.12	0.00	105,626.22	0.00	0.00	0.00	550,111.24	0.00	675,416.05	0.00	0.00	0.00
Fertilizer Gross Margin	16,786.19	27.82	14,890.13	14.09	0.00	14.09	103,002.03	18.72	94,695.67	14.02	0.00	0.00
SEED SALES												
Beginning Inventory	-28,632.62	0.00	-209,467.79	0.00	0.00	0.00	-28,632.62	0.00	-209,467.79	0.00	0.00	0.00
Purchases	2,448.50	0.00	277.00	0.00	0.00	0.00	27,108.82	0.00	16,489.73	0.00	0.00	0.00
Ending Inventory	-34,977.38	0.00	-215,715.41	0.00	0.00	0.00	-63,610.00	0.00	-425,183.20	0.00	0.00	0.00
Cost of Sales	8,793.26	0.00	6,524.62	0.00	0.00	0.00	92,750.19	0.00	249,075.34	0.00	0.00	0.00
Sales	9,770.29	0.00	7,249.58	0.00	0.00	0.00	103,158.34	0.00	277,061.08	0.00	0.00	0.00
Seed Gross Margin	977.03	10.00	724.96	10.00	0.00	10.00	10,408.15	10.08	27,985.74	10.10	0.00	0.00
CHEMICAL SALES												
Beginning Inventory	96,785.93	0.00	107,186.40	0.00	0.00	0.00	96,785.93	0.00	107,186.40	0.00	0.00	0.00
Purchases	13,581.77	0.00	42,100.75	0.00	0.00	0.00	94,360.17	0.00	122,281.07	0.00	0.00	0.00
Ending Inventory	52,738.76	0.00	49,973.82	0.00	0.00	0.00	149,524.69	0.00	157,160.22	0.00	0.00	0.00
Cost of Sales	57,628.94	0.00	99,313.33	0.00	0.00	0.00	79,064.24	0.00	115,685.72	0.00	0.00	0.00
Sales	89,329.43	0.00	141,808.19	0.00	0.00	0.00	121,340.92	0.00	162,574.55	0.00	0.00	0.00
Chemical Gross Margin	31,700.49	35.48	42,494.86	29.96	0.00	29.96	42,276.68	34.84	46,888.83	28.84	0.00	0.00
SPRAYING SALES												
Sales	43,650.40	0.00	69,669.20	0.00	0.00	0.00	56,695.00	0.00	77,179.45	0.00	0.00	0.00
Spraying Gross Margin	43,650.40	100.00	69,669.20	100.00	0.00	100.00	56,695.00	100.00	77,179.45	100.00	0.00	0.00
SPREADER RENTAL												
Sales	4,234.00	0.00	1,415.00	0.00	0.00	0.00	10,693.50	0.00	8,041.50	0.00	0.00	0.00
Spreader Rental Gross Margin	4,234.00	100.00	1,415.00	100.00	0.00	100.00	10,693.50	100.00	8,041.50	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	320.00	0.00	360.00	0.00	0.00	0.00	3,655.00	0.00	3,645.00	0.00	0.00	0.00
Hauling Gross Margin	320.00	100.00	360.00	100.00	0.00	100.00	3,655.00	100.00	3,645.00	100.00	0.00	0.00

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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
Total Beginning Inventory	181,753.58	0.00	-2,220.81	0.00	0.00	0.00	181,753.58	0.00	-2,220.81	0.00	0.00	0.00
Total Purchases	54,874.40	0.00	98,930.42	0.00	0.00	0.00	589,514.66	0.00	669,309.78	0.00	0.00	0.00
Total Ending Inventory	126,655.85	0.00	-99,864.43	0.00	0.00	0.00	308,409.43	0.00	-102,085.24	0.00	0.00	0.00
Total Cost of Sales	109,972.13	0.00	196,574.04	0.00	0.00	0.00	618,923.64	0.00	945,481.44	0.00	0.00	0.00
Total Sales	207,640.24	0.00	326,128.19	0.00	0.00	0.00	845,654.00	0.00	1,203,917.63	0.00	0.00	0.00
Total Gross Margin	97,668.11	47.03	129,554.15	39.72	0.00	39.72	226,730.36	26.81	258,436.19	21.46	0.00	0.00