

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

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LOC 41 POWERS CONVENIENCE STORE STATEMENT OF OPERA
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	
	<u>Current Year</u>	<u>Prior Year</u>	<u>Current Year</u>	<u>Prior Year</u>
SALES	427,941.87	475,014.57	2,380,441.86	2,443,542.12
COST OF SALES	<u>363,568.91</u>	<u>415,910.09</u>	<u>2,054,056.79</u>	<u>2,135,852.16</u>
GROSS MARGIN	64,372.96	59,104.48	326,385.07	307,689.96
EMPLOYEE EXPENSES				
SALARIES AND WAGES	20,159.10	30,507.69	113,787.39	120,644.89
CONTRACTED SERVICES	601.50	550.00	3,713.23	1,962.50
PAYROLL TAXES	1,638.85	2,507.62	9,493.77	10,180.09
PENSION EXPENSE	111.22	162.22	722.93	1,145.13
UNIFORMS/EDUCATION	0.00	0.00	537.00	0.00
EMP INSURANCE	<u>785.69</u>	<u>2,039.04</u>	<u>12,694.05</u>	<u>12,870.60</u>
TOTAL EMPLOYEE EXPENSES	23,296.36	35,766.57	140,948.37	146,803.21
OPERATING EXPENSES				
VEHICLE EXPENSE	0.00	0.00	0.00	0.00
REPAIRS	17,188.40	1,215.64	49,722.66	10,132.80
UTILITIES	3,219.89	3,536.17	17,897.81	19,143.29
TELEPHONE	204.96	197.95	1,222.75	1,187.70
ADVERTISING	1,250.00	1,250.00	1,650.00	1,650.00
MILEAGE/MEETINGS/MEALS	107.20	160.48	2,143.05	1,863.54
CASH OVER/SHORT	-406.43	3,865.21	3,997.49	10,614.09
INTEREST	0.00	0.00	123.89	56.97
BANK/CREDIT CARD FEES	6,388.49	5,617.66	29,012.91	28,366.00
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	2,719.69	3,627.73	18,456.46	18,594.35
INSURANCE/WC INS PKG	1,230.93	1,070.86	7,613.02	6,697.68
SUB/DUES/LIC/DONATIONS	0.00	0.00	1,056.05	958.83
DEPRECIATION	965.00	1,000.00	5,790.00	6,000.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	200.00	200.00	1,200.00	1,200.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	1,575.00	1,500.00
PROPERTY TAX	0.00	266.01	0.00	266.01
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/ANNM	<u>0.00</u>	<u>100.00</u>	<u>1,164.28</u>	<u>268.32</u>
TOTAL OPERATING EXPENSES	33,068.13	22,107.71	142,625.37	108,499.58
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	0.00
VENDOR REBATES	0.00	0.00	12,304.31	13,362.58
OTHER REVENUE	252.94	29.13	973.38	932.90
TOTAL OTHER REVENUE	252.94	29.13	13,277.69	14,295.48
NET OPERATING EXPENSES	56,111.55	57,845.15	270,296.05	241,007.31
ALLOCATION OF G/A	<u>6,477.03</u>	<u>8,383.38</u>	<u>44,775.88</u>	<u>47,983.66</u>
LOCAL NET SAVINGS	1,784.38	-7,124.05	11,313.14	18,698.99
PATRONAGE REFUNDS	0.00	0.00	172,815.82	113,563.16
NON-QUAL PATRONAGE	0.00	0.00	0.00	17,149.69
NET SAVINGS	1,784.38	-7,124.05	184,128.96	149,411.84

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STATEMENT OF GROSS MARGINS POWER CONVENIENCE STOR
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
NO LEAD SALES												
Beginning Inventory	28,263.31	0.00	33,281.85	0.00	0.00	0.00	28,263.31	0.00	33,281.85	0.00	0.00	0.00
Purchases	165,473.66	0.00	193,597.62	0.00	0.00	0.00	896,139.18	0.00	960,991.51	0.00	0.00	0.00
Ending Inventory	30,936.21	0.00	41,707.51	0.00	0.00	0.00	59,199.52	0.00	74,989.36	0.00	0.00	0.00
Cost of Sales	162,800.76	0.00	185,171.96	0.00	0.00	0.00	888,387.93	0.00	960,467.35	0.00	0.00	0.00
Sales	172,854.26	0.00	197,629.10	0.00	0.00	0.00	942,915.28	0.00	1,043,751.39	0.00	0.00	0.00
No Lead Gross Margin	10,053.50	5.81	12,457.14	6.30	0.00	6.30	54,527.35	5.78	83,284.04	7.97	0.00	0.00
#2 DIESEL SALES												
Beginning Inventory	17,780.70	0.00	16,242.42	0.00	0.00	0.00	17,780.70	0.00	16,242.42	0.00	0.00	0.00
Purchases	13,361.52	0.00	22,366.61	0.00	0.00	0.00	96,397.37	0.00	87,059.26	0.00	0.00	0.00
Ending Inventory	15,446.23	0.00	16,776.68	0.00	0.00	0.00	33,226.93	0.00	33,019.10	0.00	0.00	0.00
Cost of Sales	15,695.99	0.00	21,832.35	0.00	0.00	0.00	100,477.45	0.00	97,230.11	0.00	0.00	0.00
Sales	17,489.61	0.00	23,723.12	0.00	0.00	0.00	106,922.26	0.00	102,225.46	0.00	0.00	0.00
Diesel Gross Margin	1,793.62	10.25	1,890.77	7.97	0.00	7.97	6,444.81	6.02	4,995.35	4.88	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	478.07	0.00	195.33	0.00	0.00	0.00	478.07	0.00	195.33	0.00	0.00	0.00
Purchases	0.00	0.00	43.16	0.00	0.00	0.00	339.17	0.00	735.81	0.00	0.00	0.00
Ending Inventory	386.40	0.00	165.38	0.00	0.00	0.00	864.47	0.00	360.71	0.00	0.00	0.00
Cost of Sales	91.67	0.00	73.11	0.00	0.00	0.00	509.71	0.00	647.89	0.00	0.00	0.00
Sales	261.90	0.00	208.89	0.00	0.00	0.00	1,456.29	0.00	1,851.12	0.00	0.00	0.00
L. P. Gross Margin	170.23	64.99	135.78	65.00	0.00	65.00	946.58	64.99	1,203.23	65.00	0.00	0.00
GROCERY SALES												
Beginning Inventory	77,895.45	0.00	54,627.54	0.00	0.00	0.00	77,895.45	0.00	54,627.54	0.00	0.00	0.00
Purchases	48,435.95	0.00	62,854.98	0.00	0.00	0.00	233,809.99	0.00	239,470.33	0.00	0.00	0.00
Ending Inventory	70,977.89	0.00	68,060.43	0.00	0.00	0.00	148,873.34	0.00	122,687.97	0.00	0.00	0.00
Cost of Sales	55,353.51	0.00	49,422.09	0.00	0.00	0.00	241,997.67	0.00	240,484.00	0.00	0.00	0.00
Sales	65,348.98	0.00	70,602.99	0.00	0.00	0.00	332,718.02	0.00	343,548.57	0.00	0.00	0.00
Grocery Gross Margin	9,995.47	15.29	21,180.90	30.00	0.00	30.00	90,720.35	27.26	103,064.57	29.99	0.00	0.00
DNR SALES												
Purchases	3,770.98	0.00	8,304.74	0.00	0.00	0.00	31,463.65	0.00	35,675.56	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	3,770.98	0.00	8,304.74	0.00	0.00	0.00	31,463.65	0.00	35,675.56	0.00	0.00	0.00
Sales	3,698.75	0.00	4,849.00	0.00	0.00	0.00	33,726.95	0.00	36,594.35	0.00	0.00	0.00
DNR Gross Margin	-72.23	-1.95	-3,455.74	-71.26	0.00	71.26	2,263.30	6.71	918.79	2.51	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
LOTTERY SALES												
Purchases	26,730.24	0.00	24,760.08	0.00	0.00	0.00	175,243.62	0.00	179,900.66	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	26,730.24	0.00	24,760.08	0.00	0.00	0.00	175,243.62	0.00	179,900.66	0.00	0.00	0.00
Sales	24,266.00	0.00	31,171.00	0.00	0.00	0.00	181,575.00	0.00	191,305.00	0.00	0.00	0.00
Lottery Gross Margin	-2,464.24	-10.15	6,410.92	20.56	0.00	20.56	6,331.38	3.48	11,404.34	5.96	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	7,684.03	0.00	14,043.03	0.00	0.00	0.00	7,684.03	0.00	14,043.03	0.00	0.00	0.00
Purchases	21,324.79	0.00	24,000.74	0.00	0.00	0.00	97,632.86	0.00	107,701.87	0.00	0.00	0.00
Ending Inventory	17,682.70	0.00	17,897.02	0.00	0.00	0.00	25,366.73	0.00	31,940.05	0.00	0.00	0.00
Cost of Sales	11,326.12	0.00	20,146.75	0.00	0.00	0.00	89,938.48	0.00	103,483.49	0.00	0.00	0.00
Sales	23,583.15	0.00	24,569.21	0.00	0.00	0.00	117,496.44	0.00	126,199.39	0.00	0.00	0.00
Beer & Wine Gross Margin	12,257.03	51.97	4,422.46	18.00	0.00	18.00	27,557.96	23.45	22,715.90	18.00	0.00	0.00
LIQUOR SALES												
Beginning Inventory	13,003.70	0.00	19,984.34	0.00	0.00	0.00	13,003.70	0.00	19,984.34	0.00	0.00	0.00
Purchases	8,034.84	0.00	6,978.86	0.00	0.00	0.00	52,295.18	0.00	47,057.93	0.00	0.00	0.00
Ending Inventory	11,368.68	0.00	16,855.79	0.00	0.00	0.00	24,372.38	0.00	36,840.13	0.00	0.00	0.00
Cost of Sales	9,669.86	0.00	10,107.41	0.00	0.00	0.00	53,747.18	0.00	46,551.17	0.00	0.00	0.00
Sales	10,135.84	0.00	12,177.60	0.00	0.00	0.00	62,686.10	0.00	56,085.75	0.00	0.00	0.00
Liquor Gross Margin	465.98	4.59	2,070.19	16.99	0.00	16.99	8,938.92	14.25	9,534.58	17.00	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	65,483.99	0.00	57,666.14	0.00	0.00	0.00	65,483.99	0.00	57,666.14	0.00	0.00	0.00
Purchases	49,318.72	0.00	75,732.41	0.00	0.00	0.00	328,161.26	0.00	338,577.92	0.00	0.00	0.00
Ending Inventory	65,902.00	0.00	72,594.84	0.00	0.00	0.00	131,385.99	0.00	130,260.98	0.00	0.00	0.00
Cost of Sales	48,900.71	0.00	60,803.71	0.00	0.00	0.00	330,341.67	0.00	308,073.61	0.00	0.00	0.00
Sales	69,160.63	0.00	69,095.12	0.00	0.00	0.00	391,577.53	0.00	350,083.63	0.00	0.00	0.00
Cigarette Gross Margin	20,259.92	29.29	8,291.41	11.99	0.00	11.99	61,235.86	15.63	42,010.02	11.99	0.00	0.00
DELI												
Beginning Inventory	16,103.20	0.00	14,603.43	0.00	0.00	0.00	16,103.20	0.00	14,603.43	0.00	0.00	0.00
Purchases	23,266.33	0.00	34,033.81	0.00	0.00	0.00	140,351.04	0.00	161,136.79	0.00	0.00	0.00
Ending Inventory	10,140.46	0.00	13,349.35	0.00	0.00	0.00	26,243.66	0.00	27,952.78	0.00	0.00	0.00
Cost of Sales	29,229.07	0.00	35,287.89	0.00	0.00	0.00	141,949.43	0.00	163,338.32	0.00	0.00	0.00
Sales	41,142.75	0.00	40,988.54	0.00	0.00	0.00	209,367.99	0.00	191,897.46	0.00	0.00	0.00
Deli Gross Margin	11,913.68	28.95	5,700.65	13.90	0.00	13.90	67,418.56	32.20	28,559.14	14.88	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	226,692.45	0.00	210,644.08	0.00	0.00	0.00	226,692.45	0.00	210,644.08	0.00	0.00	0.00
Total Purchases	359,717.03	0.00	452,673.01	0.00	0.00	0.00	2,051,833.32	0.00	2,158,307.64	0.00	0.00	0.00
Total Ending Inventory	222,840.57	0.00	247,407.00	0.00	0.00	0.00	449,533.02	0.00	458,051.08	0.00	0.00	0.00
Total Cost of Sales	363,568.91	0.00	415,910.09	0.00	0.00	0.00	2,054,056.79	0.00	2,135,852.16	0.00	0.00	0.00
Total Sales	427,941.87	0.00	475,014.57	0.00	0.00	0.00	2,380,441.86	0.00	2,443,542.12	0.00	0.00	0.00
Total Gross Margin	64,372.96	15.04	59,104.48	12.44	0.00	12.44	326,385.07	13.71	307,689.96	12.59	0.00	0.00