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

LOC 60 STEPHESNSON CONVENIENCE STORE STATEMENT OF
Comparing Period 6 June Fiscal 2024 To Prior 2023

	CURRENT PERIOD		YEAR TO DATE	
	Current Year	Prior Year	Current Year	Prior Year
SALES	392,734.43	404,383.01	2,148,600.60	2,084,699.17
COST OF SALES	330,458.06	356,207.14	1,836,505.36	1,802,305.14
GROSS MARGIN	**62,276.37**	**48,175.87**	**312,095.24**	**282,394.03**
EMPLOYEE EXPENSES				
SALARIES AND WAGES	20,955.89	26,605.96	122,829.48	107,452.98
CONTRACTED SERVICES	545.95	550.00	3,303.45	1,962.50
PAYROLL TAXES	1,701.40	2,178.44	10,396.25	9,163.36
PENSION EXPENSE	111.24	162.24	723.06	672.24
UNIFORMS/EDUCATION	0.00	0.00	1,083.63	0.00
EMP INSURANCE	0.00	0.00	0.00	0.00
TOTAL EMPLOYEE EXPENSES	**23,314.48**	**29,496.64**	**138,335.87**	**119,251.08**
OPERATING EXPENSES				
VEHICLE EXPENSE	0.00	0.00	760.97	269.01
REPAIRS	9,397.15	2,783.03	41,282.24	18,397.26
UTLITIES	2,592.01	3,086.03	16,127.74	18,664.07
TELEPHONE	219.29	435.13	1,226.57	2,693.84
ADVERTISING	1,250.00	1,290.00	1,650.00	1,690.00
MILEAGE/MEETINGS/MEALS	0.00	29.47	1,332.88	1,524.82
CASH OVER/SHORT	296.63	1,254.72	2,099.99	1,556.69
INTEREST	0.00	0.00	123.89	55.58
BANK/CREDIT CARD FEES	5,319.38	5,045.97	25,488.28	23,746.86
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	3,872.37	4,277.92	19,107.52	22,491.93
INSURANCE/WC INS PKG	1,380.35	1,204.16	8,539.12	7,521.27
SUB/DUES/LIC/DONATIONS	0.00	196.98	1,697.82	2,038.74
DEPRECIATION	3,176.25	3,000.00	19,057.50	18,000.00
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	0.00	0.00	0.00
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/ANNM	9.24	6.71	894.70	5,466.92
TOTAL OPERATING EXPENSES	**27,712.67**	**22,810.12**	**142,164.22**	**126,816.99**
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	0.00
VENDOR REBATES	0.00	0.00	11,455.21	11,300.80
OTHER REVENUE	282.31	179.93	1,235.00	921.26
TOTAL OTHER REVENUE	**282.31**	**179.93**	**12,690.21**	**12,222.06**
NET OPERATING EXPENSES	**50,744.84**	**52,126.83**	**267,809.88**	**233,846.01**
ALLOCATION OF G/A	6,477.02	8,383.38	44,775.89	47,983.59
LOCAL NET SAVINGS	**5,054.51**	**-12,334.34**	**-490.53**	**564.43**
PATRONAGE REFUNDS	0.00	0.00	173,032.84	92,915.31
NON-QUAL PATRONAGE	0.00	0.00	0.00	14,031.56
NET SAVINGS	**5,054.51**	**-12,334.34**	**172,542.31**	**107,511.30**

Stephenson Marketing Cooperative
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STATEMENT OF GROSS MARGINS STEPHENSON CONV STORE
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	52,385.45	0.00	38,982.87	0.00	0.00	0.00	52,385.45	0.00	38,982.87	0.00	0.00	0.00
Purchases	135,531.50	0.00	176,729.37	0.00	0.00	0.00	793,437.92	0.00	821,444.44	0.00	0.00	0.00
Ending Inventory	39,483.61	0.00	48,786.54	0.00	0.00	0.00	91,869.06	0.00	87,769.41	0.00	0.00	0.00
Cost of Sales	148,433.34	0.00	166,925.70	0.00	0.00	0.00	798,384.22	0.00	821,294.18	0.00	0.00	0.00
Sales	159,191.26	0.00	180,032.60	0.00	0.00	0.00	861,056.43	0.00	896,191.56	0.00	0.00	0.00
No Lead Gross Margin	10,757.92	6.75	13,106.90	7.28	0.00	7.28	62,672.21	7.27	74,897.38	8.35	0.00	0.00
#2 DIESEL SALES												
Beginning Inventory	18,385.76	0.00	12,802.18	0.00	0.00	0.00	18,385.76	0.00	12,802.18	0.00	0.00	0.00
Purchases	11,833.13	0.00	9,011.33	0.00	0.00	0.00	77,229.01	0.00	55,465.33	0.00	0.00	0.00
Ending Inventory	15,952.67	0.00	12,065.02	0.00	0.00	0.00	34,338.43	0.00	24,867.20	0.00	0.00	0.00
Cost of Sales	14,266.22	0.00	9,748.49	0.00	0.00	0.00	77,895.30	0.00	56,411.07	0.00	0.00	0.00
Sales	16,025.41	0.00	11,415.09	0.00	0.00	0.00	83,488.15	0.00	62,601.41	0.00	0.00	0.00
Diesel Gross Margin	1,759.19	10.97	1,666.60	14.59	0.00	14.59	5,592.85	6.69	6,190.34	9.88	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	-670.09	0.00	79.87	0.00	0.00	0.00	-670.09	0.00	79.87	0.00	0.00	0.00
Purchases	51.71	0.00	125.56	0.00	0.00	0.00	424.98	0.00	482.62	0.00	0.00	0.00
Ending Inventory	-704.78	0.00	112.38	0.00	0.00	0.00	-1,374.87	0.00	192.25	0.00	0.00	0.00
Cost of Sales	86.40	0.00	93.05	0.00	0.00	0.00	856.41	0.00	430.18	0.00	0.00	0.00
Sales	246.87	0.00	265.86	0.00	0.00	0.00	2,446.92	0.00	1,229.07	0.00	0.00	0.00
L. P. Gross Margin	160.47	65.00	172.81	65.00	0.00	65.00	1,590.51	65.00	798.89	64.99	0.00	0.00
GROCERY SALES												
Beginning Inventory	69,246.52	0.00	62,528.10	0.00	0.00	0.00	69,246.52	0.00	62,528.10	0.00	0.00	0.00
Purchases	44,966.53	0.00	56,879.61	0.00	0.00	0.00	201,918.11	0.00	208,658.08	0.00	0.00	0.00
Ending Inventory	77,680.80	0.00	79,589.85	0.00	0.00	0.00	146,927.32	0.00	142,117.95	0.00	0.00	0.00
Cost of Sales	36,532.25	0.00	39,817.86	0.00	0.00	0.00	198,893.56	0.00	196,273.35	0.00	0.00	0.00
Sales	58,877.04	0.00	56,882.65	0.00	0.00	0.00	291,349.25	0.00	280,390.51	0.00	0.00	0.00
Gross Margin	22,344.79	37.95	17,064.79	29.99	0.00	29.99	92,455.69	31.73	84,117.16	30.00	0.00	0.00
DNR SALES												
Purchases	10,456.62	0.00	19,467.00	0.00	0.00	0.00	56,338.80	0.00	63,126.71	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	10,456.62	0.00	19,467.00	0.00	0.00	0.00	56,338.80	0.00	63,126.71	0.00	0.00	0.00
Sales	7,351.00	0.00	10,263.00	0.00	0.00	0.00	60,474.17	0.00	66,006.74	0.00	0.00	0.00
DNR Gross Margin	-3,105.62	-42.24	-9,204.00	-89.68	0.00	89.68	4,135.37	6.83	2,880.03	4.36	0.00	0.00

STATEMENT OF GROSS MARGINS STEPHENSON CONV STORE
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	20,326.36	0.00	21,928.18	0.00	0.00	0.00	133,559.15	0.00	143,838.03	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	20,326.36	0.00	21,928.18	0.00	0.00	0.00	133,559.15	0.00	143,838.03	0.00	0.00	0.00
Sales	24,836.50	0.00	25,023.00	0.00	0.00	0.00	144,903.00	0.00	153,094.23	0.00	0.00	0.00
Lottery Gross Margin	4,510.14	18.15	3,094.82	12.36	0.00	12.36	11,343.85	7.82	9,256.20	6.04	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	14,601.36	0.00	10,231.43	0.00	0.00	0.00	14,601.36	0.00	10,231.43	0.00	0.00	0.00
Purchases	15,680.12	0.00	20,713.95	0.00	0.00	0.00	81,196.48	0.00	72,954.86	0.00	0.00	0.00
Ending Inventory	12,320.20	0.00	16,700.73	0.00	0.00	0.00	26,921.56	0.00	26,932.16	0.00	0.00	0.00
Cost of Sales	17,961.28	0.00	14,244.65	0.00	0.00	0.00	79,577.59	0.00	71,275.42	0.00	0.00	0.00
Sales	17,232.09	0.00	17,371.53	0.00	0.00	0.00	90,131.87	0.00	86,921.25	0.00	0.00	0.00
Beer & Wine Gross Margin	-729.19	-4.23	3,126.88	18.00	0.00	18.00	10,554.28	11.70	15,645.83	18.00	0.00	0.00
LIQUOR SALES												
Beginning Inventory	15,014.20	0.00	19,311.11	0.00	0.00	0.00	15,014.20	0.00	19,311.11	0.00	0.00	0.00
Purchases	7,960.17	0.00	4,184.44	0.00	0.00	0.00	37,413.15	0.00	30,454.40	0.00	0.00	0.00
Ending Inventory	18,636.13	0.00	17,606.89	0.00	0.00	0.00	33,650.33	0.00	36,918.00	0.00	0.00	0.00
Cost of Sales	4,338.24	0.00	5,888.66	0.00	0.00	0.00	32,686.18	0.00	31,298.97	0.00	0.00	0.00
Sales	8,693.64	0.00	7,094.77	0.00	0.00	0.00	45,774.38	0.00	37,709.59	0.00	0.00	0.00
Liquor Gross Margin	4,355.40	50.09	1,206.11	16.99	0.00	16.99	13,088.20	28.59	6,410.62	16.99	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	53,993.43	0.00	66,802.28	0.00	0.00	0.00	53,993.43	0.00	66,802.28	0.00	0.00	0.00
Purchases	49,936.27	0.00	64,452.17	0.00	0.00	0.00	308,748.80	0.00	302,160.84	0.00	0.00	0.00
Ending Inventory	54,634.37	0.00	78,790.65	0.00	0.00	0.00	108,627.80	0.00	145,592.93	0.00	0.00	0.00
Cost of Sales	49,295.33	0.00	52,463.80	0.00	0.00	0.00	307,287.54	0.00	281,806.75	0.00	0.00	0.00
Sales	58,370.62	0.00	59,617.96	0.00	0.00	0.00	341,489.19	0.00	320,234.94	0.00	0.00	0.00
Cigarette Gross Margin	9,075.29	15.54	7,154.16	12.00	0.00	12.00	34,201.65	10.01	38,428.19	11.99	0.00	0.00
DELI												
Beginning Inventory	14,137.65	0.00	12,466.56	0.00	0.00	0.00	14,137.65	0.00	12,466.56	0.00	0.00	0.00
Purchases	28,973.71	0.00	27,929.68	0.00	0.00	0.00	155,715.37	0.00	138,695.05	0.00	0.00	0.00
Ending Inventory	14,349.34	0.00	14,766.49	0.00	0.00	0.00	28,486.99	0.00	27,233.05	0.00	0.00	0.00
Cost of Sales	28,762.02	0.00	25,629.75	0.00	0.00	0.00	151,026.61	0.00	136,550.48	0.00	0.00	0.00
Sales	41,910.00	0.00	36,416.55	0.00	0.00	0.00	227,487.24	0.00	180,319.87	0.00	0.00	0.00
Deli Gross Margin	13,147.98	31.37	10,786.80	29.62	0.00	29.62	76,460.63	33.61	43,769.39	24.27	0.00	0.00

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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
Total Beginning Inventory	237,094.28	0.00	223,204.40	0.00	0.00	0.00	237,094.28	0.00	223,204.40	0.00	0.00	0.00
Total Purchases	325,716.12	0.00	401,421.29	0.00	0.00	0.00	1,845,981.77	0.00	1,837,280.36	0.00	0.00	0.00
Total Ending Inventory	232,352.34	0.00	268,418.55	0.00	0.00	0.00	469,446.62	0.00	491,622.95	0.00	0.00	0.00
Total Cost of Sales	330,458.06	0.00	356,207.14	0.00	0.00	0.00	1,836,505.36	0.00	1,802,305.14	0.00	0.00	0.00
Total Sales	392,734.43	0.00	404,383.01	0.00	0.00	0.00	2,148,600.60	0.00	2,084,699.17	0.00	0.00	0.00
Total Gross Margin	62,276.37	15.85	48,175.87	11.91	0.00	11.91	312,095.24	14.52	282,394.03	13.54	0.00	0.00