

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

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CONSOLIDATED 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	1,408,617.48	1,648,183.98	8,228,121.45	9,018,023.74
COST OF SALES	1,065,930.87	1,339,692.06	6,503,265.85	7,298,960.89
GROSS MARGIN	342,686.61	308,491.92	1,724,855.60	1,719,062.85
EMPLOYEE EXPENSES				
SALARIES AND WAGES	111,615.66	160,714.08	661,287.88	638,999.66
CONTRACTED SERVICES	4,912.45	7,307.00	33,593.08	33,067.25
PAYROLL TAXES	8,594.54	12,568.49	52,558.35	54,013.34
PENSION EXPENSE	1,555.08	1,935.37	10,994.11	9,257.56
UNIFORMS/EDUCATION	0.00	0.00	1,620.63	0.00
EMPLOYEE INSURANCE	18,124.02	17,308.93	126,110.45	109,215.62
TOTAL EMPLOYEE EXPENSES	144,801.75	199,833.87	886,164.50	844,553.43
OPERATING EXPENSES				
VEHICLE EXPENSE	20,917.38	20,092.39	88,119.21	143,976.45
REPAIRS	40,110.64	8,596.11	142,595.70	69,960.70
UTILITIES	8,973.86	9,192.64	57,282.00	63,158.87
TELEPHONE	2,387.08	2,554.82	14,294.55	15,822.14
ADVERTISING	3,127.04	2,847.04	12,529.93	16,938.50
MILEAGE/MEETINGS/MEALS	1,993.60	1,781.21	7,458.79	15,066.65
CASH OVER/SHORT	7.71	5,135.07	6,561.58	12,288.54
INTEREST	537.95	814.62	4,604.19	5,541.40
BANK/CREDIT CARD FEES	19,060.18	17,096.05	86,072.45	84,091.83
OFFICE SUPPLIES	46.71	1,451.84	6,334.08	7,466.45
OPERATING SUPPLIES	10,803.01	12,148.90	52,295.06	69,177.22
INSURANCE/WC INS PKG	11,963.42	10,440.58	73,672.88	65,290.02
SUB/DUES/LIC/DONATIONS	294.85	2,049.98	5,713.72	7,393.47
DEPRECIATION	23,992.06	21,700.00	143,952.36	132,200.00
RENT & LEASES	1,437.63	1,397.46	8,967.53	8,790.81
BAD DEBT	5,400.00	5,400.00	32,400.00	32,400.00
AUDIT/LEGAL/DIR. FEES	1,208.64	-117.03	36,044.81	50,070.26
PROPERTY TAX	0.00	668.53	0.00	668.53
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	-38,583.33
MISC/SAFETY/ANNMTG	1,013.44	984.53	8,022.14	13,191.19
TOTAL OPERATING EXPENSES	153,275.20	124,234.74	786,920.98	774,909.70
OTHER REVENUE				
FINANCE CHARGES	4,467.83	4,055.46	24,105.93	26,128.98
VENDOR REBATES	0.00	0.00	28,759.52	24,797.48
OTHER REVENUE	18,843.88	18,497.76	33,717.22	23,338.82
TOTAL OTHER REVENUE	23,311.71	22,553.22	86,582.67	74,265.28
NET OPERATING EXPENSES	274,765.24	301,515.39	1,586,502.81	1,545,197.85
LOCAL NET SAVINGS	67,921.37	6,976.53	138,352.79	173,865.00
PATRONAGE REFUNDS	0.00	0.00	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	67,921.37	6,976.53	576,627.72	479,992.82

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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	189,846.77	0.00		213,225.75	0.00	0.00	0.00	189,846.77	0.00		213,225.75	0.00	0.00	0.00
Purchases	171,921.79	0.00		188,593.84	0.00	0.00	0.00	982,769.49	0.00		1,148,842.54	0.00	0.00	0.00
Ending Inventory	210,046.83	0.00		216,619.41	0.00	0.00	0.00	399,893.60	0.00		429,845.16	0.00	0.00	0.00
Cost of Sales	151,721.73	0.00		185,200.18	0.00	0.00	0.00	970,566.95	0.00		1,145,190.20	0.00	0.00	0.00
Sales	204,078.34	0.00		235,022.84	0.00	0.00	0.00	1,196,668.14	0.00		1,372,494.24	0.00	0.00	0.00
Gross Margin	52,356.61	25.65		49,822.66	21.19	0.00	21.19	226,101.19	18.89		227,304.04	16.56	0.00	0.00
GRAIN SALES														
Beginning Inventory	207,635.60	0.00		209,914.83	0.00	0.00	0.00	207,635.60	0.00		209,914.83	0.00	0.00	0.00
Purchases	4,303.34	0.00		-7,698.03	0.00	0.00	0.00	110,118.45	0.00		237,998.25	0.00	0.00	0.00
Ending Inventory	161,841.29	0.00		136,637.48	0.00	0.00	0.00	369,476.89	0.00		346,552.31	0.00	0.00	0.00
Cost of Sales	50,097.65	0.00		65,579.32	0.00	0.00	0.00	179,929.00	0.00		311,870.05	0.00	0.00	0.00
Sales	35,645.04	0.00		42,388.21	0.00	0.00	0.00	262,542.90	0.00		369,014.84	0.00	0.00	0.00
Gross Margin	-14,452.61	-40.54		-23,191.11	-54.71	0.00	54.71	82,613.90	31.46		57,144.79	15.48	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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STATEMENT OF GROSS MARGINS - CONSOLIDATED
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
MATTRESS 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	261,343.52	0.00	271,981.10	0.00	0.00	0.00	261,343.52	0.00	271,981.10	0.00	0.00	0.00
Purchases	19,802.70	0.00	29,291.18	0.00	0.00	0.00	115,787.20	0.00	125,257.86	0.00	0.00	0.00
Ending Inventory	278,140.76	0.00	270,856.49	0.00	0.00	0.00	539,484.28	0.00	542,837.59	0.00	0.00	0.00
Cost of Sales	3,005.46	0.00	30,415.79	0.00	0.00	0.00	97,508.56	0.00	124,011.86	0.00	0.00	0.00
Sales	37,780.51	0.00	37,066.49	0.00	0.00	0.00	153,819.80	0.00	151,576.22	0.00	0.00	0.00
Gross Margin	34,775.05	92.04	6,650.70	17.94	0.00	17.94	56,311.24	36.60	27,564.36	18.18	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	80,648.76	0.00	72,264.72	0.00	0.00	0.00	80,648.76	0.00	72,264.72	0.00	0.00	0.00
Purchases	301,005.16	0.00	370,326.99	0.00	0.00	0.00	1,689,577.10	0.00	1,782,435.95	0.00	0.00	0.00
Ending Inventory	70,419.82	0.00	90,494.05	0.00	0.00	0.00	151,068.58	0.00	162,758.77	0.00	0.00	0.00
Cost of Sales	311,234.10	0.00	352,097.66	0.00	0.00	0.00	1,686,772.15	0.00	1,781,761.53	0.00	0.00	0.00
Sales	332,045.52	0.00	377,661.70	0.00	0.00	0.00	1,803,971.71	0.00	1,939,942.95	0.00	0.00	0.00
Gross Margin	20,811.42	6.26	25,564.04	6.76	0.00	6.76	117,199.56	6.49	158,181.42	8.15	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	62,848.47	0.00	68,860.77	0.00	0.00	0.00	62,848.47	0.00	68,860.77	0.00	0.00	0.00
Purchases	24,913.50	0.00	15,677.33	0.00	0.00	0.00	449,051.40	0.00	545,523.37	0.00	0.00	0.00
Ending Inventory	71,334.00	0.00	61,657.88	0.00	0.00	0.00	134,182.47	0.00	130,518.65	0.00	0.00	0.00
Cost of Sales	16,427.97	0.00	22,880.22	0.00	0.00	0.00	446,810.48	0.00	566,195.47	0.00	0.00	0.00
Sales	35,892.12	0.00	22,305.78	0.00	0.00	0.00	784,819.06	0.00	969,844.73	0.00	0.00	0.00

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STATEMENT OF GROSS MARGINS - CONSOLIDATED
Comparing Period 6 June 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	19,464.15	54.22	-574.44	-2.57	0.00	2.57	338,008.58	43.06	403,649.26	41.61	0.00	0.00

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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	36,166.46	0.00	29,044.60	0.00	0.00	0.00	36,166.46	0.00	29,044.60	0.00	0.00	0.00
Purchases	25,194.65	0.00	31,377.94	0.00	0.00	0.00	173,626.38	0.00	142,524.59	0.00	0.00	0.00
Ending Inventory	31,398.90	0.00	28,841.70	0.00	0.00	0.00	67,565.36	0.00	57,886.30	0.00	0.00	0.00
Cost of Sales	29,962.21	0.00	31,580.84	0.00	0.00	0.00	178,372.75	0.00	153,641.18	0.00	0.00	0.00
Sales	33,515.02	0.00	35,138.21	0.00	0.00	0.00	190,410.41	0.00	164,826.87	0.00	0.00	0.00
Gross Margin	3,552.81	10.60	3,557.37	10.12	0.00	10.12	12,037.66	6.32	11,185.69	6.78	0.00	0.00
TUBES												
Beginning Inventory	7,317.52	0.00	5,889.17	0.00	0.00	0.00	7,317.52	0.00	5,889.17	0.00	0.00	0.00
Purchases	912.02	0.00	1,839.21	0.00	0.00	0.00	3,922.92	0.00	5,514.79	0.00	0.00	0.00
Ending Inventory	5,146.89	0.00	5,931.40	0.00	0.00	0.00	12,464.41	0.00	11,820.57	0.00	0.00	0.00
Cost of Sales	3,082.65	0.00	1,796.98	0.00	0.00	0.00	6,714.38	0.00	5,365.95	0.00	0.00	0.00
Sales	1,277.00	0.00	2,165.04	0.00	0.00	0.00	5,652.58	0.00	6,465.00	0.00	0.00	0.00
Gross Margin	-1,805.65	-141.39	368.06	17.00	0.00	17.00	-1,061.80	-18.78	1,099.05	17.00	0.00	0.00
TIRES												
Beginning Inventory	17,191.30	0.00	18,424.56	0.00	0.00	0.00	17,191.30	0.00	18,424.56	0.00	0.00	0.00
Purchases	8,861.78	0.00	11,965.84	0.00	0.00	0.00	39,231.50	0.00	49,379.15	0.00	0.00	0.00
Ending Inventory	21,082.00	0.00	16,732.87	0.00	0.00	0.00	38,273.30	0.00	35,157.43	0.00	0.00	0.00
Cost of Sales	4,971.08	0.00	13,657.53	0.00	0.00	0.00	40,922.50	0.00	54,229.84	0.00	0.00	0.00
Sales	10,661.65	0.00	14,529.29	0.00	0.00	0.00	48,907.84	0.00	57,691.32	0.00	0.00	0.00
Gross Margin	5,690.57	53.37	871.76	6.00	0.00	6.00	7,985.34	16.32	3,461.48	6.00	0.00	0.00
BATTERIES												
Beginning Inventory	4,187.46	0.00	2,667.31	0.00	0.00	0.00	4,187.46	0.00	2,667.31	0.00	0.00	0.00
Purchases	1,068.15	0.00	395.98	0.00	0.00	0.00	4,487.90	0.00	2,202.52	0.00	0.00	0.00
Ending Inventory	733.00	0.00	2,451.30	0.00	0.00	0.00	4,920.46	0.00	5,118.61	0.00	0.00	0.00
Cost of Sales	4,522.61	0.00	611.99	0.00	0.00	0.00	7,664.81	0.00	2,200.73	0.00	0.00	0.00
Sales	1,178.66	0.00	719.99	0.00	0.00	0.00	4,875.36	0.00	2,589.10	0.00	0.00	0.00
Gross Margin	-3,343.95	-283.70	108.00	15.00	0.00	15.00	-2,789.45	-57.21	388.37	15.00	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
BATTERY CORE												
Beginning Inventory	271.00	0.00	365.00	0.00	0.00	0.00	271.00	0.00	365.00	0.00	0.00	0.00
Purchases	22.00	0.00	0.00	0.00	0.00	0.00	22.00	0.00	61.00	0.00	0.00	0.00
Ending Inventory	22.00	0.00	365.00	0.00	0.00	0.00	293.00	0.00	730.00	0.00	0.00	0.00
Cost of Sales	271.00	0.00	0.00	0.00	0.00	0.00	205.00	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	-271.00	0.00	0.00	0.00	0.00	0.00	-205.00	0.00	-61.00	0.00	0.00	0.00
LUBE SALES												
Beginning Inventory	31,982.49	0.00	32,940.00	0.00	0.00	0.00	31,982.49	0.00	32,940.00	0.00	0.00	0.00
Purchases	0.00	0.00	504.17	0.00	0.00	0.00	9,487.93	0.00	15,660.08	0.00	0.00	0.00
Ending Inventory	25,790.79	0.00	30,902.20	0.00	0.00	0.00	57,773.28	0.00	63,842.20	0.00	0.00	0.00
Cost of Sales	6,191.70	0.00	2,541.97	0.00	0.00	0.00	21,732.64	0.00	14,958.39	0.00	0.00	0.00
Sales	5,556.93	0.00	4,102.98	0.00	0.00	0.00	18,697.71	0.00	18,560.58	0.00	0.00	0.00
Gross Margin	-634.77	-11.42	1,561.01	38.04	0.00	38.04	-3,034.93	-16.23	3,602.19	19.40	0.00	0.00
FERTILIZER SALES												
Beginning Inventory	128,989.30	0.00	112,894.52	0.00	0.00	0.00	128,989.30	0.00	112,894.52	0.00	0.00	0.00
Purchases	43,525.94	0.00	77,082.18	0.00	0.00	0.00	606,117.59	0.00	644,942.35	0.00	0.00	0.00
Ending Inventory	120,978.41	0.00	76,338.16	0.00	0.00	0.00	249,967.71	0.00	189,232.68	0.00	0.00	0.00
Cost of Sales	51,536.83	0.00	113,638.54	0.00	0.00	0.00	575,885.48	0.00	689,076.31	0.00	0.00	0.00
Sales	69,478.87	0.00	132,294.17	0.00	0.00	0.00	704,230.12	0.00	800,796.58	0.00	0.00	0.00
Gross Margin	17,942.04	25.82	18,655.63	14.10	0.00	14.10	128,344.64	18.22	111,720.27	13.95	0.00	0.00
SEED SALES												
Beginning Inventory	55,149.51	0.00	-141,598.49	0.00	0.00	0.00	55,149.51	0.00	-141,598.49	0.00	0.00	0.00
Purchases	2,600.31	0.00	15,160.01	0.00	0.00	0.00	166,007.43	0.00	124,898.93	0.00	0.00	0.00
Ending Inventory	35,399.79	0.00	-153,721.30	0.00	0.00	0.00	90,549.30	0.00	-295,319.79	0.00	0.00	0.00
Cost of Sales	22,350.03	0.00	27,282.82	0.00	0.00	0.00	183,936.17	0.00	324,898.10	0.00	0.00	0.00
Sales	25,840.74	0.00	35,727.82	0.00	0.00	0.00	219,253.71	0.00	379,254.11	0.00	0.00	0.00
Gross Margin	3,490.71	13.50	8,445.00	23.63	0.00	23.63	35,317.54	16.10	54,356.01	14.33	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
CHEMICAL SALES												
Beginning Inventory	107,144.57	0.00	124,959.94	0.00	0.00	0.00	107,144.57	0.00	124,959.94	0.00	0.00	0.00
Purchases	13,581.77	0.00	42,100.75	0.00	0.00	0.00	97,469.76	0.00	132,866.09	0.00	0.00	0.00
Ending Inventory	62,823.08	0.00	62,925.04	0.00	0.00	0.00	169,967.65	0.00	187,884.98	0.00	0.00	0.00
Cost of Sales	57,903.26	0.00	104,135.65	0.00	0.00	0.00	82,193.85	0.00	123,823.76	0.00	0.00	0.00
Sales	89,716.93	0.00	147,875.69	0.00	0.00	0.00	125,461.42	0.00	172,074.55	0.00	0.00	0.00
Gross Margin	31,813.67	35.46	43,740.04	29.57	0.00	29.57	43,267.57	34.48	48,250.79	28.04	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	3,130.45	0.00	5,209.00	0.00	0.00	0.00	16,647.83	0.00	17,580.81	0.00	0.00	0.00
Gross Margin	3,130.45	100.00	5,209.00	100.00	0.00	100.00	16,647.83	100.00	17,580.81	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	1,941.81	0.00	1,831.65	0.00	0.00	0.00	12,116.67	0.00	13,260.19	0.00	0.00	0.00
Gross Margin	1,941.81	100.00	1,831.65	100.00	0.00	100.00	12,116.67	100.00	13,260.19	100.00	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
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
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
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

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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
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	4,274.00	0.00	1,605.00	0.00	0.00	0.00	12,053.50	0.00	9,151.50	0.00	0.00	0.00
Gross Margin	4,274.00	100.00	1,605.00	100.00	0.00	100.00	12,053.50	100.00	9,151.50	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	3,900.00	0.00	3,490.00	0.00	0.00	0.00	24,546.20	0.00	23,520.00	0.00	0.00	0.00
Gross Margin	3,900.00	100.00	3,490.00	100.00	0.00	100.00	24,546.20	100.00	23,520.00	100.00	0.00	0.00
GROCERY SALES												
Beginning Inventory	147,141.97	0.00	117,155.64	0.00	0.00	0.00	147,141.97	0.00	117,155.64	0.00	0.00	0.00
Purchases	93,402.48	0.00	119,734.59	0.00	0.00	0.00	435,728.10	0.00	448,128.41	0.00	0.00	0.00
Ending Inventory	148,658.69	0.00	147,650.28	0.00	0.00	0.00	295,800.66	0.00	264,805.92	0.00	0.00	0.00
Cost of Sales	91,885.76	0.00	89,239.95	0.00	0.00	0.00	440,891.23	0.00	436,757.35	0.00	0.00	0.00
Sales	124,226.02	0.00	127,485.64	0.00	0.00	0.00	624,067.27	0.00	623,939.08	0.00	0.00	0.00
Gross Margin	32,340.26	26.03	38,245.69	29.99	0.00	29.99	183,176.04	29.35	187,181.73	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	14,227.60	0.00	27,771.74	0.00	0.00	0.00	87,802.45	0.00	98,802.27	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	14,227.60	0.00	27,771.74	0.00	0.00	0.00	87,802.45	0.00	98,802.27	0.00	0.00	0.00
Sales	11,049.75	0.00	15,112.00	0.00	0.00	0.00	94,201.12	0.00	102,601.09	0.00	0.00	0.00
Gross Margin	-3,177.85	-28.75	-12,659.74	-83.77	0.00	83.77	6,398.67	6.79	3,798.82	3.70	0.00	0.00

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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
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	47,056.60	0.00	46,688.26	0.00	0.00	0.00	308,802.77	0.00	323,738.69	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	47,056.60	0.00	46,688.26	0.00	0.00	0.00	308,802.77	0.00	323,738.69	0.00	0.00	0.00
Sales	49,102.50	0.00	56,194.00	0.00	0.00	0.00	326,478.00	0.00	344,399.23	0.00	0.00	0.00
Gross Margin	2,045.90	4.16	9,505.74	16.91	0.00	16.91	17,675.23	5.41	20,660.54	5.99	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	22,285.39	0.00	24,274.46	0.00	0.00	0.00	22,285.39	0.00	24,274.46	0.00	0.00	0.00
Purchases	37,004.91	0.00	44,714.69	0.00	0.00	0.00	178,829.34	0.00	180,656.73	0.00	0.00	0.00
Ending Inventory	30,002.90	0.00	34,597.75	0.00	0.00	0.00	52,288.29	0.00	58,872.21	0.00	0.00	0.00
Cost of Sales	29,287.40	0.00	34,391.40	0.00	0.00	0.00	169,516.07	0.00	174,758.91	0.00	0.00	0.00
Sales	40,815.24	0.00	41,940.74	0.00	0.00	0.00	207,628.31	0.00	213,120.64	0.00	0.00	0.00
Gross Margin	11,527.84	28.24	7,549.34	18.00	0.00	18.00	38,112.24	18.35	38,361.73	18.00	0.00	0.00
LIQUOR SALES												
Beginning Inventory	28,017.90	0.00	39,295.45	0.00	0.00	0.00	28,017.90	0.00	39,295.45	0.00	0.00	0.00
Purchases	15,995.01	0.00	11,163.30	0.00	0.00	0.00	89,708.33	0.00	77,512.33	0.00	0.00	0.00
Ending Inventory	30,004.81	0.00	34,462.68	0.00	0.00	0.00	58,022.71	0.00	73,758.13	0.00	0.00	0.00
Cost of Sales	14,008.10	0.00	15,996.07	0.00	0.00	0.00	86,433.36	0.00	77,850.14	0.00	0.00	0.00
Sales	18,829.48	0.00	19,272.37	0.00	0.00	0.00	108,460.48	0.00	93,795.34	0.00	0.00	0.00
Gross Margin	4,821.38	25.60	3,276.30	16.99	0.00	16.99	22,027.12	20.30	15,945.20	16.99	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	119,477.42	0.00	124,468.42	0.00	0.00	0.00	119,477.42	0.00	124,468.42	0.00	0.00	0.00
Purchases	99,254.99	0.00	140,184.58	0.00	0.00	0.00	636,910.06	0.00	640,738.76	0.00	0.00	0.00
Ending Inventory	120,536.37	0.00	151,385.49	0.00	0.00	0.00	240,013.79	0.00	275,853.91	0.00	0.00	0.00
Cost of Sales	98,196.04	0.00	113,267.51	0.00	0.00	0.00	637,629.21	0.00	589,880.36	0.00	0.00	0.00
Sales	127,531.25	0.00	128,713.08	0.00	0.00	0.00	733,066.72	0.00	670,318.57	0.00	0.00	0.00
Gross Margin	29,335.21	23.00	15,445.57	12.00	0.00	12.00	95,437.51	13.01	80,438.21	11.99	0.00	0.00

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	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales
DELI												
Beginning Inventory	30,240.85	0.00	27,069.99	0.00	0.00	0.00	30,240.85	0.00	27,069.99	0.00	0.00	0.00
Purchases	52,240.04	0.00	61,963.49	0.00	0.00	0.00	296,066.41	0.00	299,831.84	0.00	0.00	0.00
Ending Inventory	24,489.80	0.00	28,115.84	0.00	0.00	0.00	54,730.65	0.00	55,185.83	0.00	0.00	0.00
Cost of Sales	57,991.09	0.00	60,917.64	0.00	0.00	0.00	292,976.04	0.00	299,888.80	0.00	0.00	0.00
Sales	83,052.75	0.00	77,405.09	0.00	0.00	0.00	436,855.23	0.00	372,217.33	0.00	0.00	0.00
Gross Margin	25,061.66	30.17	16,487.45	21.30	0.00	21.30	143,879.19	32.93	72,328.53	19.43	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	1,839.50	0.00	603.00	0.00	0.00	0.00	6,390.00	0.00	3,940.50	0.00	0.00	0.00
Gross Margin	1,839.50	100.00	603.00	100.00	0.00	100.00	6,390.00	100.00	3,940.50	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	1,538,623.88	0.00	1,354,835.36	0.00	0.00	0.00	1,538,623.88	0.00	1,354,835.36	0.00	0.00	0.00
Total Purchases	976,894.74	0.00	1,228,838.04	0.00	0.00	0.00	6,481,524.51	0.00	7,027,516.50	0.00	0.00	0.00
Total Ending Inventory	1,449,587.75	0.00	1,243,981.34	0.00	0.00	0.00	2,988,211.63	0.00	2,598,816.70	0.00	0.00	0.00
Total Cost of Sales	1,065,930.87	0.00	1,339,692.06	0.00	0.00	0.00	6,503,265.85	0.00	7,298,960.89	0.00	0.00	0.00
Total Sales	1,397,617.48	0.00	1,636,433.98	0.00	0.00	0.00	8,197,629.69	0.00	8,981,215.82	0.00	0.00	0.00
Total Gross Margin	331,686.61	23.73	296,741.92	18.13	0.00	18.13	1,694,363.84	20.66	1,682,254.93	18.73	0.00	0.00