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

LOC 11 STEPHENSON AGRONOMY STATEMENT OF OPERATIONS
Comparing Period 7 July Fiscal 2024 To Prior 2023

	CURRENT PERIOD		YEAR TO DATE	
	Current Year	Prior Year	Current Year	Prior Year
SALES	199,417.42	140,601.34	1,045,071.42	1,344,518.97
COST OF SALES	113,211.33	77,657.37	732,134.97	1,023,138.81
GROSS MARGIN	**86,206.09**	**62,943.97**	**312,936.45**	**321,380.16**
EMPLOYEE EXPENSES				
SALARIES AND WAGES	1,846.15	5,617.08	12,923.05	40,300.33
CONTRACTED SERVICES	3,510.00	250.00	4,080.00	250.00
PAYROLL TAXES	0.00	284.38	0.00	2,148.87
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	8,797.53
TOTAL EMPLOYEE EXPENSES	**5,356.15**	**7,408.25**	**17,003.05**	**51,496.73**
OPERATING EXPENSES				
VEHICLE EXPENSE	4,784.39	8,246.45	30,467.12	73,576.72
REPAIRS	642.75	246.29	4,535.91	2,537.48
UTLITIES	193.25	187.29	1,629.15	1,600.08
TELEPHONE	130.48	298.16	918.10	1,189.16
ADVERTISING	0.00	0.00	768.00	58.00
MILEAGE/MEETINGS/MEALS	0.00	2,498.83	80.05	5,256.59
CASH OVER/SHORT	0.00	0.00	0.00	0.00
INTEREST	134.99	0.00	134.99	0.00
BANK/CREDIT CARD FEES	564.79	1,222.96	3,467.41	4,469.75
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	2.00	64.29	606.26	255.63
INSURANCE/WC INS PKG	1,590.80	1,356.53	11,412.83	9,924.77
SUB/DUES/LIC/DONATIONS	0.00	0.00	0.00	185.00
DEPRECIATION	4,826.92	4,700.00	33,788.44	32,900.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	1,500.00	1,500.00	10,500.00	10,500.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	0.00
PROPERTY TAX	1,001.98	956.27	1,001.98	956.27
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	**15,372.35**	**21,277.07**	**99,310.24**	**143,602.45**
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	**20,728.50**	**28,685.32**	**116,313.29**	**195,099.18**
ALLOCATION OF G/A	3,136.08	3,714.93	24,207.16	26,295.49
LOCAL NET SAVINGS	**62,341.51**	**30,543.72**	**172,416.00**	**99,985.49**
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	**62,341.51**	**30,543.72**	**212,111.19**	**142,973.01**

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STATEMENT OF GROSS MARGINS STEPHENSON AGRONOMY
Comparing Period 7 July 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	108,894.47	0.00	65,877.16	0.00	0.00	0.00	108,894.47	0.00	65,877.16	0.00	0.00	0.00
Purchases	56,720.88	0.00	76,123.84	0.00	0.00	0.00	524,766.55	0.00	606,662.82	0.00	0.00	0.00
Ending Inventory	102,147.34	0.00	82,867.87	0.00	0.00	0.00	211,041.81	0.00	148,745.03	0.00	0.00	0.00
Cost of Sales	63,468.01	0.00	59,133.13	0.00	0.00	0.00	510,577.22	0.00	639,853.51	0.00	0.00	0.00
Sales	73,099.45	0.00	88,453.62	0.00	0.00	0.00	623,210.69	0.00	763,869.67	0.00	0.00	0.00
Fertilizer Gross Margin	9,631.44	13.17	29,320.49	33.14	0.00	33.14	112,633.47	18.07	124,016.16	16.23	0.00	0.00
SEED SALES												
Beginning Inventory	-34,977.38	0.00	-215,715.41	0.00	0.00	0.00	-34,977.38	0.00	-215,715.41	0.00	0.00	0.00
Purchases	24,702.60	0.00	10,667.52	0.00	0.00	0.00	51,811.42	0.00	27,157.25	0.00	0.00	0.00
Ending Inventory	-13,822.21	0.00	-207,907.22	0.00	0.00	0.00	-48,799.59	0.00	-423,622.63	0.00	0.00	0.00
Cost of Sales	3,547.43	0.00	2,859.33	0.00	0.00	0.00	96,297.62	0.00	251,934.67	0.00	0.00	0.00
Sales	3,941.59	0.00	3,177.03	0.00	0.00	0.00	107,099.93	0.00	280,238.11	0.00	0.00	0.00
Seed Gross Margin	394.16	10.00	317.70	9.99	0.00	9.99	10,802.31	10.08	28,303.44	10.09	0.00	0.00
CHEMICAL SALES												
Beginning Inventory	52,738.76	0.00	49,973.82	0.00	0.00	0.00	52,738.76	0.00	49,973.82	0.00	0.00	0.00
Purchases	37,350.00	0.00	13,598.59	0.00	0.00	0.00	131,710.17	0.00	135,879.66	0.00	0.00	0.00
Ending Inventory	43,892.87	0.00	47,907.50	0.00	0.00	0.00	96,631.63	0.00	97,881.32	0.00	0.00	0.00
Cost of Sales	46,195.89	0.00	15,664.91	0.00	0.00	0.00	125,260.13	0.00	131,350.63	0.00	0.00	0.00
Sales	79,498.33	0.00	24,662.71	0.00	0.00	0.00	200,839.25	0.00	187,237.26	0.00	0.00	0.00
Chemical Gross Margin	33,302.44	41.89	8,997.80	36.48	0.00	36.48	75,579.12	37.63	55,886.63	29.84	0.00	0.00
SPRAYING SALES												
Sales	38,797.05	0.00	17,465.98	0.00	0.00	0.00	95,492.05	0.00	94,645.43	0.00	0.00	0.00
Spraying Gross Margin	38,797.05	100.00	17,465.98	100.00	0.00	100.00	95,492.05	100.00	94,645.43	100.00	0.00	0.00
SPREADER RENTAL												
Sales	3,921.00	0.00	6,642.00	0.00	0.00	0.00	14,614.50	0.00	14,683.50	0.00	0.00	0.00
Spreader Rental Gross Margin	3,921.00	100.00	6,642.00	100.00	0.00	100.00	14,614.50	100.00	14,683.50	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	160.00	0.00	200.00	0.00	0.00	0.00	3,815.00	0.00	3,845.00	0.00	0.00	0.00
Hauling Gross Margin	160.00	100.00	200.00	100.00	0.00	100.00	3,815.00	100.00	3,845.00	100.00	0.00	0.00

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STATEMENT OF GROSS MARGINS STEPHENSON AGRONOMY
Comparing Period 7 July 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	126,655.85	0.00	-99,864.43	0.00	0.00	0.00	126,655.85	0.00	-99,864.43	0.00	0.00	0.00
Total Purchases	118,773.48	0.00	100,389.95	0.00	0.00	0.00	708,288.14	0.00	769,699.73	0.00	0.00	0.00
Total Ending Inventory	132,218.00	0.00	-77,131.85	0.00	0.00	0.00	258,873.85	0.00	-176,996.28	0.00	0.00	0.00
Total Cost of Sales	113,211.33	0.00	77,657.37	0.00	0.00	0.00	732,134.97	0.00	1,023,138.81	0.00	0.00	0.00
Total Sales	199,417.42	0.00	140,601.34	0.00	0.00	0.00	1,045,071.42	0.00	1,344,518.97	0.00	0.00	0.00
Total Gross Margin	86,206.09	43.22	62,943.97	44.76	0.00	44.76	312,936.45	29.94	321,380.16	23.90	0.00	0.00