

Stephenson Marketing Cooperative
W410 South Drive
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LOC 41 POWERS CONVENIENCE STORE STATEMENT OF OPERA
Comparing Period 7 July 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	473,918.68	474,362.14	2,854,360.54	2,917,904.26
COST OF SALES	<u>407,866.49</u>	<u>405,387.64</u>	<u>2,461,923.28</u>	<u>2,541,239.80</u>
GROSS MARGIN	66,052.19	68,974.50	392,437.26	376,664.46
EMPLOYEE EXPENSES				
SALARIES AND WAGES	19,028.46	22,202.16	132,815.85	142,847.05
CONTRACTED SERVICES	845.00	521.50	4,558.23	2,484.00
PAYROLL TAXES	1,550.36	1,817.38	11,044.13	11,997.47
PENSION EXPENSE	111.22	111.22	834.15	1,256.35
UNIFORMS/EDUCATION	42.00	0.00	579.00	0.00
EMP INSURANCE	<u>785.69</u>	<u>2,039.04</u>	<u>13,479.74</u>	<u>14,909.64</u>
TOTAL EMPLOYEE EXPENSES	22,362.73	26,691.30	163,311.10	173,494.51
OPERATING EXPENSES				
VEHICLE EXPENSE	0.00	0.00	0.00	0.00
REPAIRS	1,237.73	3,015.14	50,960.39	13,147.94
UTILITIES	3,228.69	3,250.96	21,126.50	22,394.25
TELEPHONE	204.96	197.95	1,427.71	1,385.65
ADVERTISING	1,012.33	0.00	2,662.33	1,650.00
MILEAGE/MEETINGS/MEALS	336.68	78.60	2,479.73	1,942.14
CASH OVER/SHORT	1,454.68	343.60	5,452.17	10,957.69
INTEREST	0.00	0.00	123.89	56.97
BANK/CREDIT CARD FEES	5,654.52	5,752.96	34,667.43	34,118.96
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	4,443.31	3,005.42	22,899.77	21,599.77
INSURANCE/WC INS PKG	1,230.93	1,070.86	8,843.95	7,768.54
SUB/DUES/LIC/DONATIONS	0.00	50.00	1,056.05	1,008.83
DEPRECIATION	965.00	1,000.00	6,755.00	7,000.00
RENT & LEASES	110.00	111.90	110.00	111.90
BAD DEBT	200.00	200.00	1,400.00	1,400.00
AUDIT/LEGAL/DIR. FEES	1,693.44	0.00	3,268.44	1,500.00
PROPERTY TAX	1,549.71	1,212.46	1,549.71	1,478.47
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/ANNM	<u>0.00</u>	<u>45.05</u>	<u>1,164.28</u>	<u>313.37</u>
TOTAL OPERATING EXPENSES	23,321.98	19,334.90	165,947.35	127,834.48
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	0.00
VENDOR REBATES	13,184.87	14,507.85	25,489.18	27,870.43
OTHER REVENUE	314.57	184.67	1,287.95	1,117.57
TOTAL OTHER REVENUE	13,499.44	14,692.52	26,777.13	28,988.00
NET OPERATING EXPENSES	32,185.27	31,333.68	302,481.32	272,340.99
ALLOCATION OF G/A	<u>6,664.14</u>	<u>7,894.23</u>	<u>51,440.02</u>	<u>55,877.89</u>
LOCAL NET SAVINGS	27,202.78	29,746.59	38,515.92	48,445.58
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	27,202.78	29,746.59	211,331.74	179,158.43

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STATEMENT OF GROSS MARGINS POWER CONVENIENCE STOR
Comparing Period 7 July 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
NO LEAD SALES												
Beginning Inventory	30,936.21	0.00	41,707.51	0.00	0.00	0.00	30,936.21	0.00	41,707.51	0.00	0.00	0.00
Purchases	184,289.30	0.00	172,705.22	0.00	0.00	0.00	1,080,428.48	0.00	1,133,696.73	0.00	0.00	0.00
Ending Inventory	24,118.86	0.00	40,540.79	0.00	0.00	0.00	55,055.07	0.00	82,248.30	0.00	0.00	0.00
Cost of Sales	191,106.65	0.00	173,871.94	0.00	0.00	0.00	1,079,494.58	0.00	1,134,339.29	0.00	0.00	0.00
Sales	199,723.46	0.00	187,805.34	0.00	0.00	0.00	1,142,638.74	0.00	1,231,556.73	0.00	0.00	0.00
No Lead Gross Margin	8,616.81	4.31	13,933.40	7.41	0.00	7.41	63,144.16	5.52	97,217.44	7.89	0.00	0.00
#2 DIESEL SALES												
Beginning Inventory	15,446.23	0.00	16,776.68	0.00	0.00	0.00	15,446.23	0.00	16,776.68	0.00	0.00	0.00
Purchases	15,604.62	0.00	14,869.05	0.00	0.00	0.00	112,001.99	0.00	101,928.31	0.00	0.00	0.00
Ending Inventory	11,130.09	0.00	12,112.25	0.00	0.00	0.00	26,576.32	0.00	28,888.93	0.00	0.00	0.00
Cost of Sales	19,920.76	0.00	19,533.48	0.00	0.00	0.00	120,398.21	0.00	116,763.59	0.00	0.00	0.00
Sales	21,966.71	0.00	21,268.67	0.00	0.00	0.00	128,888.97	0.00	123,494.13	0.00	0.00	0.00
Diesel Gross Margin	2,045.95	9.31	1,735.19	8.15	0.00	8.15	8,490.76	6.58	6,730.54	5.45	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	386.40	0.00	165.38	0.00	0.00	0.00	386.40	0.00	165.38	0.00	0.00	0.00
Purchases	1,123.98	0.00	108.94	0.00	0.00	0.00	1,463.15	0.00	844.75	0.00	0.00	0.00
Ending Inventory	1,490.44	0.00	161.33	0.00	0.00	0.00	1,876.84	0.00	326.71	0.00	0.00	0.00
Cost of Sales	19.94	0.00	112.99	0.00	0.00	0.00	529.65	0.00	760.88	0.00	0.00	0.00
Sales	56.97	0.00	322.83	0.00	0.00	0.00	1,513.26	0.00	2,173.95	0.00	0.00	0.00
L. P. Gross Margin	37.03	64.99	209.84	65.00	0.00	65.00	983.61	64.99	1,413.07	65.00	0.00	0.00
GROCERY SALES												
Beginning Inventory	70,977.89	0.00	68,060.43	0.00	0.00	0.00	70,977.89	0.00	68,060.43	0.00	0.00	0.00
Purchases	57,341.02	0.00	42,630.66	0.00	0.00	0.00	291,151.01	0.00	282,100.99	0.00	0.00	0.00
Ending Inventory	78,679.16	0.00	60,047.53	0.00	0.00	0.00	149,657.05	0.00	128,107.96	0.00	0.00	0.00
Cost of Sales	49,639.75	0.00	50,643.56	0.00	0.00	0.00	291,637.42	0.00	291,127.56	0.00	0.00	0.00
Sales	70,913.93	0.00	72,347.94	0.00	0.00	0.00	403,631.95	0.00	415,896.51	0.00	0.00	0.00
Grocery Gross Margin	21,274.18	30.00	21,704.38	29.99	0.00	29.99	111,994.53	27.74	124,768.95	29.99	0.00	0.00
DNR SALES												
Purchases	4,206.49	0.00	3,672.30	0.00	0.00	0.00	35,670.14	0.00	39,347.86	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	4,206.49	0.00	3,672.30	0.00	0.00	0.00	35,670.14	0.00	39,347.86	0.00	0.00	0.00
Sales	4,207.75	0.00	3,783.75	0.00	0.00	0.00	37,934.70	0.00	40,378.10	0.00	0.00	0.00
DNR Gross Margin	1.26	0.02	111.45	2.94	0.00	2.94	2,264.56	5.96	1,030.24	2.55	0.00	0.00

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Comparing Period 7 July 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
LOTTERY SALES												
Purchases	22,811.46	0.00	36,779.74	0.00	0.00	0.00	198,055.08	0.00	216,680.40	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	22,811.46	0.00	36,779.74	0.00	0.00	0.00	198,055.08	0.00	216,680.40	0.00	0.00	0.00
Sales	25,566.00	0.00	37,768.00	0.00	0.00	0.00	207,141.00	0.00	229,073.00	0.00	0.00	0.00
Lottery Gross Margin	2,754.54	10.77	988.26	2.61	0.00	2.61	9,085.92	4.38	12,392.60	5.40	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	17,682.70	0.00	17,897.02	0.00	0.00	0.00	17,682.70	0.00	17,897.02	0.00	0.00	0.00
Purchases	24,139.20	0.00	16,893.94	0.00	0.00	0.00	121,772.06	0.00	124,595.81	0.00	0.00	0.00
Ending Inventory	19,844.64	0.00	13,273.02	0.00	0.00	0.00	37,527.34	0.00	31,170.04	0.00	0.00	0.00
Cost of Sales	21,977.26	0.00	21,517.94	0.00	0.00	0.00	111,915.74	0.00	125,001.43	0.00	0.00	0.00
Sales	26,801.54	0.00	26,241.39	0.00	0.00	0.00	144,297.98	0.00	152,440.78	0.00	0.00	0.00
Beer & Wine Gross Margin	4,824.28	18.00	4,723.45	17.99	0.00	17.99	32,382.24	22.44	27,439.35	18.00	0.00	0.00
LIQUOR SALES												
Beginning Inventory	11,368.68	0.00	16,855.79	0.00	0.00	0.00	11,368.68	0.00	16,855.79	0.00	0.00	0.00
Purchases	9,015.78	0.00	8,846.12	0.00	0.00	0.00	61,310.96	0.00	55,904.05	0.00	0.00	0.00
Ending Inventory	11,280.03	0.00	15,446.09	0.00	0.00	0.00	22,648.71	0.00	32,301.88	0.00	0.00	0.00
Cost of Sales	9,104.43	0.00	10,255.82	0.00	0.00	0.00	62,851.61	0.00	56,806.99	0.00	0.00	0.00
Sales	10,969.19	0.00	12,356.41	0.00	0.00	0.00	73,655.29	0.00	68,442.16	0.00	0.00	0.00
Liquor Gross Margin	1,864.76	16.99	2,100.59	17.00	0.00	17.00	10,803.68	14.66	11,635.17	17.00	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	65,902.00	0.00	72,594.84	0.00	0.00	0.00	65,902.00	0.00	72,594.84	0.00	0.00	0.00
Purchases	68,473.20	0.00	41,585.81	0.00	0.00	0.00	396,634.46	0.00	380,163.73	0.00	0.00	0.00
Ending Inventory	72,307.60	0.00	51,460.16	0.00	0.00	0.00	138,209.60	0.00	124,055.00	0.00	0.00	0.00
Cost of Sales	62,067.60	0.00	62,720.49	0.00	0.00	0.00	392,409.27	0.00	370,794.10	0.00	0.00	0.00
Sales	70,531.36	0.00	71,273.28	0.00	0.00	0.00	462,108.89	0.00	421,356.91	0.00	0.00	0.00
Cigarette Gross Margin	8,463.76	11.99	8,552.79	11.99	0.00	11.99	69,699.62	15.08	50,562.81	11.99	0.00	0.00
DELI												
Beginning Inventory	10,140.46	0.00	13,349.35	0.00	0.00	0.00	10,140.46	0.00	13,349.35	0.00	0.00	0.00
Purchases	33,790.69	0.00	22,506.76	0.00	0.00	0.00	174,141.73	0.00	183,643.55	0.00	0.00	0.00
Ending Inventory	16,919.00	0.00	9,576.73	0.00	0.00	0.00	27,059.46	0.00	22,926.08	0.00	0.00	0.00
Cost of Sales	27,012.15	0.00	26,279.38	0.00	0.00	0.00	168,961.58	0.00	189,617.70	0.00	0.00	0.00
Sales	43,181.77	0.00	41,194.53	0.00	0.00	0.00	252,549.76	0.00	233,091.99	0.00	0.00	0.00
Deli Gross Margin	16,169.62	37.44	14,915.15	36.20	0.00	36.20	83,588.18	33.09	43,474.29	18.65	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
Total Beginning Inventory	222,840.57	0.00	247,407.00	0.00	0.00	0.00	222,840.57	0.00	247,407.00	0.00	0.00	0.00
Total Purchases	420,795.74	0.00	360,598.54	0.00	0.00	0.00	2,472,629.06	0.00	2,518,906.18	0.00	0.00	0.00
Total Ending Inventory	235,769.82	0.00	202,617.90	0.00	0.00	0.00	458,610.39	0.00	450,024.90	0.00	0.00	0.00
Total Cost of Sales	407,866.49	0.00	405,387.64	0.00	0.00	0.00	2,461,923.28	0.00	2,541,239.80	0.00	0.00	0.00
Total Sales	473,918.68	0.00	474,362.14	0.00	0.00	0.00	2,854,360.54	0.00	2,917,904.26	0.00	0.00	0.00
Total Gross Margin	66,052.19	13.93	68,974.50	14.54	0.00	14.54	392,437.26	13.74	376,664.46	12.90	0.00	0.00