

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

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LOC 50 AURORA FEED MILL STATEMENT OF OPERATIONS
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	
	Current Year	Prior Year	Current Year	Prior Year
SALES	113,076.82	124,516.83	888,980.46	961,236.51
COST OF SALES	<u>79,487.76</u>	<u>95,111.27</u>	<u>643,036.15</u>	<u>739,391.66</u>
GROSS MARGIN	33,589.06	29,405.56	245,944.31	221,844.85
EMPLOYEE EXPENSES				
SALARIES AND WAGES	13,078.11	12,720.27	94,934.77	92,544.18
CONTRACTED SERVICES	0.00	0.00	0.00	0.00
PAYROLL TAXES	1,023.98	965.94	7,477.89	7,433.94
PENSION EXPENSE	99.68	114.38	895.59	899.87
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	<u>2,054.56</u>	<u>2,451.29</u>	<u>17,298.79</u>	<u>17,795.39</u>
TOTAL EMPLOYEE EXPENSES	16,256.33	16,251.88	120,607.04	118,673.38
OPERATING EXPENSES				
VEHICLE EXPENSE	737.96	806.44	7,115.74	11,675.68
REPAIRS	443.16	1,043.38	4,147.92	9,184.25
UTILITIES	596.22	490.19	4,605.33	5,024.21
TELEPHONE	304.97	314.51	2,165.80	2,283.48
ADVERTISING	10.50	10.50	73.50	73.50
MILEAGE/MEETINGS/MEALS	91.45	93.66	596.30	850.18
CASH OVER/SHORT	-139.24	12.32	285.72	-52.83
INTEREST	1,767.59	0.00	3,096.24	0.00
BANK/CREDIT CARD FEES	90.72	1,826.33	9,591.17	12,341.04
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	1,084.21	884.40	4,666.26	4,407.51
INSURANCE/WC INS PKG	1,238.23	1,047.92	8,878.56	7,691.74
SUB/DUES/LIC/DONATIONS	0.00	0.00	130.00	125.00
DEPRECIATION	1,372.33	1,100.00	9,606.31	7,700.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	200.00	200.00	1,400.00	1,400.00
AUDIT/LEGAL/DIR. FEES	1,575.00	0.00	1,575.00	0.00
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/A	<u>707.02</u>	<u>118.41</u>	<u>2,138.27</u>	<u>1,308.38</u>
TOTAL OPERATING EXPENSES	10,080.12	7,948.06	60,072.12	64,012.14
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	-133.35	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	-133.35	0.00
NET OPERATING EXPENSES	26,336.45	24,199.94	180,812.51	182,685.52
ALLOCATION OF G/A	<u>4,312.04</u>	<u>5,108.02</u>	<u>33,284.56</u>	<u>36,156.16</u>
LOCAL NET SAVINGS	2,940.57	97.60	31,847.24	3,003.17
PATRONAGE REFUNDS	0.00	0.00	11,472.77	9,655.73
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	2,940.57	97.60	43,320.01	12,658.90

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STATEMENT OF GROSS MARGINS AURORA FEED MILL
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
FEED SALES												
Beginning Inventory	43,604.57	0.00	55,013.87	0.00	0.00	0.00	43,604.57	0.00	55,013.87	0.00	0.00	0.00
Purchases	48,419.61	0.00	38,225.63	0.00	0.00	0.00	287,644.35	0.00	353,793.28	0.00	0.00	0.00
Ending Inventory	51,262.98	0.00	45,174.96	0.00	0.00	0.00	94,867.55	0.00	100,188.83	0.00	0.00	0.00
Cost of Sales	40,761.20	0.00	48,064.54	0.00	0.00	0.00	284,285.20	0.00	353,382.73	0.00	0.00	0.00
Sales	58,432.72	0.00	58,251.61	0.00	0.00	0.00	388,749.53	0.00	449,243.65	0.00	0.00	0.00
Feed Gross Margin	17,671.52	30.24	10,187.07	17.48	0.00	17.48	104,464.33	26.87	95,860.92	21.33	0.00	0.00
GRAIN SALES												
Beginning Inventory	4,263.38	0.00	8,797.32	0.00	0.00	0.00	4,263.38	0.00	8,797.32	0.00	0.00	0.00
Purchases	8,965.30	0.00	7,421.36	0.00	0.00	0.00	66,988.68	0.00	114,434.37	0.00	0.00	0.00
Ending Inventory	4,757.65	0.00	6,130.39	0.00	0.00	0.00	9,021.03	0.00	14,927.71	0.00	0.00	0.00
Cost of Sales	8,471.03	0.00	10,088.29	0.00	0.00	0.00	71,460.21	0.00	113,976.71	0.00	0.00	0.00
Sales	14,390.30	0.00	15,934.91	0.00	0.00	0.00	113,433.91	0.00	154,960.68	0.00	0.00	0.00
Grain Gross Margin	5,919.27	41.13	5,846.62	36.69	0.00	36.69	41,973.70	37.00	40,983.97	26.44	0.00	0.00
HARDWARE SALES												
Beginning Inventory	87,084.77	0.00	80,131.85	0.00	0.00	0.00	87,084.77	0.00	80,131.85	0.00	0.00	0.00
Purchases	7,241.51	0.00	2,715.10	0.00	0.00	0.00	53,387.41	0.00	51,341.39	0.00	0.00	0.00
Ending Inventory	86,369.55	0.00	76,674.15	0.00	0.00	0.00	173,454.32	0.00	156,806.00	0.00	0.00	0.00
Cost of Sales	7,956.73	0.00	6,172.80	0.00	0.00	0.00	38,283.33	0.00	43,893.48	0.00	0.00	0.00
Sales	10,469.38	0.00	8,122.11	0.00	0.00	0.00	63,422.20	0.00	57,754.57	0.00	0.00	0.00
Hardware Gross Margin	2,512.65	23.99	1,949.31	24.00	0.00	24.00	25,138.87	39.63	13,861.09	23.99	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	183.14	0.00	250.13	0.00	0.00	0.00	183.14	0.00	250.13	0.00	0.00	0.00
Purchases	646.68	0.00	604.03	0.00	0.00	0.00	3,075.31	0.00	4,065.19	0.00	0.00	0.00
Ending Inventory	489.54	0.00	579.50	0.00	0.00	0.00	672.68	0.00	829.63	0.00	0.00	0.00
Cost of Sales	340.28	0.00	274.66	0.00	0.00	0.00	2,872.23	0.00	3,899.03	0.00	0.00	0.00
Sales	1,519.44	0.00	1,255.17	0.00	0.00	0.00	10,748.34	0.00	11,072.52	0.00	0.00	0.00
L. P. Gross Margin	1,179.16	77.60	980.51	78.11	0.00	78.11	7,876.11	73.27	7,173.49	64.78	0.00	0.00

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STATEMENT OF GROSS MARGINS AURORA FEED MILL
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
LUBE SALES												
Beginning Inventory	188.79	0.00	88.20	0.00	0.00	0.00	188.79	0.00	88.20	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	1,151.09	0.00	1,143.30	0.00	0.00	0.00
Ending Inventory	119.25	0.00	51.10	0.00	0.00	0.00	308.04	0.00	139.30	0.00	0.00	0.00
Cost of Sales	69.54	0.00	37.10	0.00	0.00	0.00	1,154.34	0.00	1,354.10	0.00	0.00	0.00
Sales	109.00	0.00	57.85	0.00	0.00	0.00	1,440.25	0.00	1,592.35	0.00	0.00	0.00
Lube Gross Margin	39.46	36.20	20.75	35.86	0.00	35.86	285.91	19.85	238.25	14.96	0.00	0.00
FERTILIZER SALES												
Beginning Inventory	12,083.94	0.00	10,461.00	0.00	0.00	0.00	12,083.94	0.00	10,461.00	0.00	0.00	0.00
Purchases	7,551.26	0.00	13,006.05	0.00	0.00	0.00	145,623.18	0.00	127,409.42	0.00	0.00	0.00
Ending Inventory	10,147.48	0.00	8,481.86	0.00	0.00	0.00	22,231.42	0.00	18,942.86	0.00	0.00	0.00
Cost of Sales	9,487.72	0.00	14,985.19	0.00	0.00	0.00	138,263.99	0.00	123,341.12	0.00	0.00	0.00
Sales	11,432.32	0.00	18,143.86	0.00	0.00	0.00	165,551.20	0.00	143,524.39	0.00	0.00	0.00
Fertilizer Gross Margin	1,944.60	17.00	3,158.67	17.40	0.00	17.40	27,287.21	16.48	20,183.27	14.06	0.00	0.00
SEED SALES												
Beginning Inventory	70,377.17	0.00	61,994.11	0.00	0.00	0.00	70,377.17	0.00	61,994.11	0.00	0.00	0.00
Purchases	-13,441.50	0.00	-4,706.69	0.00	0.00	0.00	125,457.11	0.00	103,702.51	0.00	0.00	0.00
Ending Inventory	44,983.63	0.00	42,468.28	0.00	0.00	0.00	115,360.80	0.00	104,462.39	0.00	0.00	0.00
Cost of Sales	11,952.04	0.00	14,819.14	0.00	0.00	0.00	103,138.02	0.00	90,641.90	0.00	0.00	0.00
Sales	14,948.16	0.00	20,449.82	0.00	0.00	0.00	131,043.53	0.00	122,642.85	0.00	0.00	0.00
Seed Gross Margin	2,996.12	20.04	5,630.68	27.53	0.00	27.53	27,905.51	21.29	32,000.95	26.09	0.00	0.00
CHEMICAL SALES												
Beginning Inventory	10,084.32	0.00	12,951.22	0.00	0.00	0.00	10,084.32	0.00	12,951.22	0.00	0.00	0.00
Purchases	0.00	0.00	-137.30	0.00	0.00	0.00	3,109.59	0.00	10,447.72	0.00	0.00	0.00
Ending Inventory	9,635.10	0.00	12,144.37	0.00	0.00	0.00	19,719.42	0.00	25,095.59	0.00	0.00	0.00
Cost of Sales	449.22	0.00	669.55	0.00	0.00	0.00	3,578.83	0.00	8,807.59	0.00	0.00	0.00
Sales	912.00	0.00	925.00	0.00	0.00	0.00	5,032.50	0.00	10,425.00	0.00	0.00	0.00
Chemical Gross Margin	462.78	50.74	255.45	27.61	0.00	27.61	1,453.67	28.88	1,617.41	15.51	0.00	0.00
MILL SERVICE												
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	95.00	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	95.00	0.00	0.00	0.00
Sales	323.50	0.00	456.50	0.00	0.00	0.00	2,122.00	0.00	2,545.50	0.00	0.00	0.00
Mill Service Gross Margin	323.50	100.00	456.50	100.00	0.00	100.00	2,122.00	100.00	2,450.50	96.26	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
SPREADER RENTAL												
Sales	80.00	0.00	120.00	0.00	0.00	0.00	1,440.00	0.00	1,230.00	0.00	0.00	0.00
Spreader Rental Gross Margin	80.00	100.00	120.00	100.00	0.00	100.00	1,440.00	100.00	1,230.00	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	460.00	0.00	800.00	0.00	0.00	0.00	5,997.00	0.00	6,245.00	0.00	0.00	0.00
Hauling Gross Margin	460.00	100.00	800.00	100.00	0.00	100.00	5,997.00	100.00	6,245.00	100.00	0.00	0.00
Total Beginning Inventory	227,870.08	0.00	229,687.70	0.00	0.00	0.00	227,870.08	0.00	229,687.70	0.00	0.00	0.00
Total Purchases	59,382.86	0.00	57,128.18	0.00	0.00	0.00	686,436.72	0.00	766,432.18	0.00	0.00	0.00
Total Ending Inventory	207,765.18	0.00	191,704.61	0.00	0.00	0.00	435,635.26	0.00	421,392.31	0.00	0.00	0.00
Total Cost of Sales	79,487.76	0.00	95,111.27	0.00	0.00	0.00	643,036.15	0.00	739,391.66	0.00	0.00	0.00
Total Sales	113,076.82	0.00	124,516.83	0.00	0.00	0.00	888,980.46	0.00	961,236.51	0.00	0.00	0.00
Total Gross Margin	33,589.06	29.70	29,405.56	23.61	0.00	23.61	245,944.31	27.66	221,844.85	23.07	0.00	0.00