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

LOC 60 STEPHESNSON CONVENIENCE STORE STATEMENT OF
Comparing Period 7 July Fiscal 2024 To Prior 2023

	CURRENT PERIOD		YEAR TO DATE	
	Current Year	Prior Year	Current Year	Prior Year
SALES	404,799.84	441,964.08	2,553,400.44	2,526,663.25
COST OF SALES	349,876.92	376,953.44	2,186,382.28	2,179,258.58
GROSS MARGIN	**54,922.92**	**65,010.64**	**367,018.16**	**347,404.67**
EMPLOYEE EXPENSES				
SALARIES AND WAGES	22,600.69	18,751.22	145,430.17	126,204.20
CONTRACTED SERVICES	487.50	287.50	3,790.95	2,250.00
PAYROLL TAXES	1,804.44	1,528.49	12,200.69	10,691.85
PENSION EXPENSE	111.24	111.24	834.30	783.48
UNIFORMS/EDUCATION	0.00	0.00	1,083.63	0.00
EMP INSURANCE	0.00	0.00	0.00	0.00
TOTAL EMPLOYEE EXPENSES	**25,003.87**	**20,678.45**	**163,339.74**	**139,929.53**
OPERATING EXPENSES				
VEHICLE EXPENSE	49.98	0.00	810.95	269.01
REPAIRS	3,168.24	1,818.92	44,450.48	20,216.18
UTLITIES	2,522.87	3,057.61	18,650.61	21,721.68
TELEPHONE	219.24	444.66	1,445.81	3,138.50
ADVERTISING	1,247.32	0.00	2,897.32	1,690.00
MILEAGE/MEETINGS/MEALS	91.55	26.20	1,424.43	1,551.02
CASH OVER/SHORT	47.38	259.30	2,147.37	1,815.99
INTEREST	0.00	0.00	123.89	55.58
BANK/CREDIT CARD FEES	4,954.41	4,760.23	30,442.69	28,507.09
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	3,140.54	3,182.83	22,248.06	25,674.76
INSURANCE/WC INS PKG	1,380.35	1,204.16	9,919.47	8,725.43
SUB/DUES/LIC/DONATIONS	0.00	200.00	1,697.82	2,238.74
DEPRECIATION	3,176.25	3,000.00	22,233.75	21,000.00
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	1,661.10	0.00	3,236.10	1,500.00
PROPERTY TAX	2,783.88	2,656.91	2,783.88	2,656.91
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/ANNM	0.00	150.00	894.70	5,616.92
TOTAL OPERATING EXPENSES	**24,643.11**	**20,960.82**	**166,807.33**	**147,777.81**
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	0.00
VENDOR REBATES	12,949.01	12,907.61	24,404.22	24,208.41
OTHER REVENUE	312.88	245.33	1,547.88	1,166.59
TOTAL OTHER REVENUE	**13,261.89**	**13,152.94**	**25,952.10**	**25,375.00**
NET OPERATING EXPENSES	**36,385.09**	**28,486.33**	**304,194.97**	**262,332.34**
ALLOCATION OF G/A	6,664.13	7,894.18	51,440.02	55,877.77
LOCAL NET SAVINGS	**11,873.70**	**28,630.13**	**11,383.17**	**29,194.56**
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	**11,873.70**	**28,630.13**	**184,416.01**	**136,141.43**

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STATEMENT OF GROSS MARGINS STEPHENSON CONV STORE
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*
NO LEAD SALES												
Beginning Inventory	39,483.61	0.00	48,786.54	0.00	0.00	0.00	39,483.61	0.00	48,786.54	0.00	0.00	0.00
Purchases	155,384.21	0.00	166,473.34	0.00	0.00	0.00	948,822.13	0.00	987,917.78	0.00	0.00	0.00
Ending Inventory	43,617.11	0.00	46,033.11	0.00	0.00	0.00	83,100.72	0.00	94,819.65	0.00	0.00	0.00
Cost of Sales	151,250.71	0.00	169,226.77	0.00	0.00	0.00	949,634.93	0.00	990,520.95	0.00	0.00	0.00
Sales	160,856.45	0.00	182,850.88	0.00	0.00	0.00	1,021,912.88	0.00	1,079,042.44	0.00	0.00	0.00
No Lead Gross Margin	9,605.74	5.97	13,624.11	7.45	0.00	7.45	72,277.95	7.07	88,521.49	8.20	0.00	0.00
#2 DIESEL SALES												
Beginning Inventory	15,952.67	0.00	12,065.02	0.00	0.00	0.00	15,952.67	0.00	12,065.02	0.00	0.00	0.00
Purchases	10,770.33	0.00	20,645.82	0.00	0.00	0.00	87,999.34	0.00	76,111.15	0.00	0.00	0.00
Ending Inventory	13,706.28	0.00	15,723.36	0.00	0.00	0.00	29,658.95	0.00	27,788.38	0.00	0.00	0.00
Cost of Sales	13,016.72	0.00	16,987.48	0.00	0.00	0.00	90,912.02	0.00	73,398.55	0.00	0.00	0.00
Sales	14,976.14	0.00	19,396.73	0.00	0.00	0.00	98,464.29	0.00	81,998.14	0.00	0.00	0.00
Diesel Gross Margin	1,959.42	13.08	2,409.25	12.42	0.00	12.42	7,552.27	7.67	8,599.59	10.48	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	-704.78	0.00	112.38	0.00	0.00	0.00	-704.78	0.00	112.38	0.00	0.00	0.00
Purchases	0.00	0.00	63.55	0.00	0.00	0.00	424.98	0.00	546.17	0.00	0.00	0.00
Ending Inventory	-804.48	0.00	29.71	0.00	0.00	0.00	-1,509.26	0.00	142.09	0.00	0.00	0.00
Cost of Sales	99.70	0.00	146.22	0.00	0.00	0.00	956.11	0.00	576.40	0.00	0.00	0.00
Sales	284.85	0.00	417.78	0.00	0.00	0.00	2,731.77	0.00	1,646.85	0.00	0.00	0.00
L. P. Gross Margin	185.15	64.99	271.56	65.00	0.00	65.00	1,775.66	65.00	1,070.45	64.99	0.00	0.00
GROCERY SALES												
Beginning Inventory	77,680.80	0.00	79,589.85	0.00	0.00	0.00	77,680.80	0.00	79,589.85	0.00	0.00	0.00
Purchases	44,863.73	0.00	39,687.02	0.00	0.00	0.00	246,781.84	0.00	248,345.10	0.00	0.00	0.00
Ending Inventory	77,443.73	0.00	75,086.07	0.00	0.00	0.00	155,124.53	0.00	154,675.92	0.00	0.00	0.00
Cost of Sales	45,100.80	0.00	44,190.80	0.00	0.00	0.00	243,994.36	0.00	240,464.15	0.00	0.00	0.00
Sales	64,429.71	0.00	63,129.71	0.00	0.00	0.00	355,778.96	0.00	343,520.22	0.00	0.00	0.00
Gross Margin	19,328.91	29.99	18,938.91	29.99	0.00	29.99	111,784.60	31.41	103,056.07	30.00	0.00	0.00
DNR SALES												
Purchases	6,892.96	0.00	5,720.20	0.00	0.00	0.00	63,231.76	0.00	68,846.91	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	6,892.96	0.00	5,720.20	0.00	0.00	0.00	63,231.76	0.00	68,846.91	0.00	0.00	0.00
Sales	6,188.00	0.00	6,812.15	0.00	0.00	0.00	66,662.17	0.00	72,818.89	0.00	0.00	0.00
DNR Gross Margin	-704.96	-11.39	1,091.95	16.02	0.00	16.02	3,430.41	5.14	3,971.98	5.45	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
LOTTERY SALES												
Purchases	26,392.27	0.00	30,292.23	0.00	0.00	0.00	159,951.42	0.00	174,130.26	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	26,392.27	0.00	30,292.23	0.00	0.00	0.00	159,951.42	0.00	174,130.26	0.00	0.00	0.00
Sales	21,803.00	0.00	33,036.50	0.00	0.00	0.00	166,706.00	0.00	186,130.73	0.00	0.00	0.00
Lottery Gross Margin	-4,589.27	-21.04	2,744.27	8.30	0.00	8.30	6,754.58	4.05	12,000.47	6.44	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	12,320.20	0.00	16,700.73	0.00	0.00	0.00	12,320.20	0.00	16,700.73	0.00	0.00	0.00
Purchases	15,230.83	0.00	12,299.95	0.00	0.00	0.00	96,427.31	0.00	85,254.81	0.00	0.00	0.00
Ending Inventory	10,507.76	0.00	10,914.05	0.00	0.00	0.00	22,827.96	0.00	27,614.78	0.00	0.00	0.00
Cost of Sales	17,043.27	0.00	18,086.63	0.00	0.00	0.00	96,620.86	0.00	89,362.05	0.00	0.00	0.00
Sales	20,784.47	0.00	22,056.86	0.00	0.00	0.00	110,916.34	0.00	108,978.11	0.00	0.00	0.00
Beer & Wine Gross Margin	3,741.20	17.99	3,970.23	17.99	0.00	17.99	14,295.48	12.88	19,616.06	18.00	0.00	0.00
LIQUOR SALES												
Beginning Inventory	18,636.13	0.00	17,606.89	0.00	0.00	0.00	18,636.13	0.00	17,606.89	0.00	0.00	0.00
Purchases	4,316.85	0.00	6,189.04	0.00	0.00	0.00	41,730.00	0.00	36,643.44	0.00	0.00	0.00
Ending Inventory	15,060.92	0.00	15,916.89	0.00	0.00	0.00	33,697.05	0.00	33,523.78	0.00	0.00	0.00
Cost of Sales	7,892.06	0.00	7,879.04	0.00	0.00	0.00	40,578.24	0.00	39,178.01	0.00	0.00	0.00
Sales	9,508.50	0.00	9,492.82	0.00	0.00	0.00	55,282.88	0.00	47,202.41	0.00	0.00	0.00
Liquor Gross Margin	1,616.44	16.99	1,613.78	17.00	0.00	17.00	14,704.64	26.59	8,024.40	16.99	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	54,634.37	0.00	78,790.65	0.00	0.00	0.00	54,634.37	0.00	78,790.65	0.00	0.00	0.00
Purchases	65,244.44	0.00	38,678.26	0.00	0.00	0.00	373,993.24	0.00	340,839.10	0.00	0.00	0.00
Ending Inventory	65,238.19	0.00	60,347.81	0.00	0.00	0.00	119,872.56	0.00	139,138.46	0.00	0.00	0.00
Cost of Sales	54,640.62	0.00	57,121.10	0.00	0.00	0.00	361,928.16	0.00	338,927.85	0.00	0.00	0.00
Sales	62,091.61	0.00	64,910.34	0.00	0.00	0.00	403,580.80	0.00	385,145.28	0.00	0.00	0.00
Cigarette Gross Margin	7,450.99	11.99	7,789.24	11.99	0.00	11.99	41,652.64	10.32	46,217.43	11.99	0.00	0.00
DELI												
Beginning Inventory	14,349.34	0.00	14,766.49	0.00	0.00	0.00	14,349.34	0.00	14,766.49	0.00	0.00	0.00
Purchases	30,266.97	0.00	22,546.92	0.00	0.00	0.00	185,982.34	0.00	161,241.97	0.00	0.00	0.00
Ending Inventory	17,068.50	0.00	10,010.44	0.00	0.00	0.00	31,417.84	0.00	24,776.93	0.00	0.00	0.00
Cost of Sales	27,547.81	0.00	27,302.97	0.00	0.00	0.00	178,574.42	0.00	163,853.45	0.00	0.00	0.00
Sales	43,877.11	0.00	39,860.31	0.00	0.00	0.00	271,364.35	0.00	220,180.18	0.00	0.00	0.00
Deli Gross Margin	16,329.30	37.21	12,557.34	31.50	0.00	31.50	92,789.93	34.19	56,326.73	25.58	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	232,352.34	0.00	268,418.55	0.00	0.00	0.00	232,352.34	0.00	268,418.55	0.00	0.00	0.00
Total Purchases	359,362.59	0.00	342,596.33	0.00	0.00	0.00	2,205,344.36	0.00	2,179,876.69	0.00	0.00	0.00
Total Ending Inventory	241,838.01	0.00	234,061.44	0.00	0.00	0.00	474,190.35	0.00	502,479.99	0.00	0.00	0.00
Total Cost of Sales	349,876.92	0.00	376,953.44	0.00	0.00	0.00	2,186,382.28	0.00	2,179,258.58	0.00	0.00	0.00
Total Sales	404,799.84	0.00	441,964.08	0.00	0.00	0.00	2,553,400.44	0.00	2,526,663.25	0.00	0.00	0.00
Total Gross Margin	54,922.92	13.56	65,010.64	14.70	0.00	14.70	367,018.16	14.37	347,404.67	13.74	0.00	0.00