

Stephenson Marketing Cooperative
W410 South Drive
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CONSOLIDATED 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	
	<u>Current Year</u>	<u>Prior Year</u>	<u>Current Year</u>	<u>Prior Year</u>
SALES	1,481,366.87	1,460,629.93	9,709,488.32	10,478,653.67
COST OF SALES	1,157,420.33	1,126,508.36	7,660,686.18	8,425,469.25
GROSS MARGIN	323,946.54	334,121.57	2,048,802.14	2,053,184.42
EMPLOYEE EXPENSES				
SALARIES AND WAGES	112,576.56	109,892.64	773,864.44	748,892.30
CONTRACTED SERVICES	8,426.50	5,214.00	42,019.58	38,281.25
PAYROLL TAXES	8,653.69	8,500.81	61,212.04	62,514.15
PENSION EXPENSE	1,518.06	1,306.58	12,512.17	10,564.14
UNIFORMS/EDUCATION	42.00	0.00	1,662.63	0.00
EMPLOYEE INSURANCE	17,100.69	17,308.93	143,211.14	126,524.55
TOTAL EMPLOYEE EXPENSES	148,317.50	142,222.96	1,034,482.00	986,776.39
OPERATING EXPENSES				
VEHICLE EXPENSE	16,610.50	19,078.06	104,729.71	163,054.51
REPAIRS	11,888.45	19,242.64	154,484.15	89,203.34
UTILITIES	8,464.60	9,091.60	65,746.60	72,250.47
TELEPHONE	2,393.67	2,782.91	16,688.22	18,605.05
ADVERTISING	3,401.69	1,203.34	15,931.62	18,141.84
MILEAGE/MEETINGS/MEALS	919.65	3,226.11	8,378.44	18,292.76
CASH OVER/SHORT	1,362.62	642.34	7,924.20	12,930.88
INTEREST	2,867.53	773.83	7,471.72	6,315.23
BANK/CREDIT CARD FEES	14,819.91	16,540.02	100,892.36	100,631.85
OFFICE SUPPLIES	2,059.46	1,721.31	8,393.54	9,187.76
OPERATING SUPPLIES	13,008.35	18,048.46	65,303.41	87,225.68
INSURANCE/WC INS PKG	11,963.42	19,559.58	85,636.30	84,849.60
SUB/DUES/LIC/DONATIONS	818.00	780.54	6,531.72	8,174.01
DEPRECIATION	23,992.06	21,700.00	167,944.42	153,900.00
RENT & LEASES	2,000.90	1,776.73	10,968.43	10,567.54
BAD DEBT	5,400.00	5,400.00	37,800.00	37,800.00
AUDIT/LEGAL/DIR. FEES	7,892.56	1,662.35	43,937.37	51,732.61
PROPERTY TAX	10,517.53	9,613.96	10,517.53	10,282.49
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	-38,583.33
MISC/SAFETY/ANNMTG	2,993.52	124.35	11,015.66	13,315.54
TOTAL OPERATING EXPENSES	143,374.42	152,968.13	930,295.40	927,877.83
OTHER REVENUE				
FINANCE CHARGES	5,465.47	6,243.95	29,571.40	32,372.93
VENDOR REBATES	26,133.88	27,415.46	54,893.40	52,212.94
OTHER REVENUE	1,448.44	-288.42	35,165.66	23,050.40
TOTAL OTHER REVENUE	33,047.79	33,370.99	119,630.46	107,636.27
NET OPERATING EXPENSES	258,644.13	261,820.10	1,845,146.94	1,807,017.95
LOCAL NET SAVINGS	65,302.41	72,301.47	203,655.20	246,166.47
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	65,302.41	72,301.47	641,930.13	552,294.29

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C U R R E N T P E R I O D

YEAR TO DATE

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STATEMENT OF GROSS MARGINS - CONSOLIDATED
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
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	278,140.76	0.00	270,856.49	0.00	0.00	0.00	278,140.76	0.00	270,856.49	0.00	0.00	0.00
Purchases	25,478.58	0.00	12,855.62	0.00	0.00	0.00	141,265.78	0.00	138,113.48	0.00	0.00	0.00
Ending Inventory	267,636.49	0.00	256,361.44	0.00	0.00	0.00	545,777.25	0.00	527,217.93	0.00	0.00	0.00
Cost of Sales	35,982.85	0.00	27,350.67	0.00	0.00	0.00	133,491.41	0.00	151,362.53	0.00	0.00	0.00
Sales	43,518.98	0.00	33,102.84	0.00	0.00	0.00	197,338.78	0.00	184,679.06	0.00	0.00	0.00
Gross Margin	7,536.13	17.31	5,752.17	17.37	0.00	17.37	63,847.37	32.35	33,316.53	18.04	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	70,419.82	0.00	90,494.05	0.00	0.00	0.00	70,419.82	0.00	90,494.05	0.00	0.00	0.00
Purchases	339,673.51	0.00	339,178.56	0.00	0.00	0.00	2,029,250.61	0.00	2,121,614.51	0.00	0.00	0.00
Ending Inventory	67,735.97	0.00	86,573.90	0.00	0.00	0.00	138,155.79	0.00	177,067.95	0.00	0.00	0.00
Cost of Sales	342,357.36	0.00	343,098.71	0.00	0.00	0.00	2,029,129.51	0.00	2,124,860.24	0.00	0.00	0.00
Sales	360,579.91	0.00	370,656.22	0.00	0.00	0.00	2,164,551.62	0.00	2,310,599.17	0.00	0.00	0.00
Gross Margin	18,222.55	5.05	27,557.51	7.43	0.00	7.43	135,422.11	6.25	185,738.93	8.03	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	71,334.00	0.00	61,657.88	0.00	0.00	0.00	71,334.00	0.00	61,657.88	0.00	0.00	0.00
Purchases	18,714.03	0.00	36,317.99	0.00	0.00	0.00	467,765.43	0.00	581,841.36	0.00	0.00	0.00
Ending Inventory	63,309.78	0.00	70,042.38	0.00	0.00	0.00	134,643.78	0.00	131,700.26	0.00	0.00	0.00
Cost of Sales	26,738.25	0.00	27,933.49	0.00	0.00	0.00	473,548.73	0.00	594,128.96	0.00	0.00	0.00
Sales	45,828.88	0.00	67,857.95	0.00	0.00	0.00	830,647.94	0.00	1,037,702.68	0.00	0.00	0.00

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STATEMENT OF GROSS MARGINS - CONSOLIDATED
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
19,090.63	41.65	39,924.46	58.83	0.00	58.83	357,099.21	42.99	443,573.72	42.74	0.00	0.00

Gross Margin

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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
#2 DIESEL SALES												
Beginning Inventory	31,398.90	0.00	28,841.70	0.00	0.00	0.00	31,398.90	0.00	28,841.70	0.00	0.00	0.00
Purchases	26,374.95	0.00	35,514.87	0.00	0.00	0.00	200,001.33	0.00	178,039.46	0.00	0.00	0.00
Ending Inventory	24,836.37	0.00	27,835.61	0.00	0.00	0.00	56,235.27	0.00	56,677.31	0.00	0.00	0.00
Cost of Sales	32,937.48	0.00	36,520.96	0.00	0.00	0.00	211,310.23	0.00	190,162.14	0.00	0.00	0.00
Sales	36,942.85	0.00	40,665.40	0.00	0.00	0.00	227,353.26	0.00	205,492.27	0.00	0.00	0.00
Gross Margin	4,005.37	10.84	4,144.44	10.19	0.00	10.19	16,043.03	7.05	15,330.13	7.46	0.00	0.00
TUBES												
Beginning Inventory	5,146.89	0.00	5,931.40	0.00	0.00	0.00	5,146.89	0.00	5,931.40	0.00	0.00	0.00
Purchases	636.28	0.00	515.11	0.00	0.00	0.00	4,559.20	0.00	6,029.90	0.00	0.00	0.00
Ending Inventory	4,610.38	0.00	5,303.32	0.00	0.00	0.00	9,757.27	0.00	11,234.72	0.00	0.00	0.00
Cost of Sales	1,172.79	0.00	1,143.19	0.00	0.00	0.00	7,887.17	0.00	6,509.14	0.00	0.00	0.00
Sales	1,413.00	0.00	1,377.34	0.00	0.00	0.00	7,065.58	0.00	7,842.34	0.00	0.00	0.00
Gross Margin	240.21	17.00	234.15	17.00	0.00	17.00	-821.59	-11.62	1,333.20	17.00	0.00	0.00
TIRES												
Beginning Inventory	21,082.00	0.00	16,732.87	0.00	0.00	0.00	21,082.00	0.00	16,732.87	0.00	0.00	0.00
Purchases	7,288.72	0.00	7,852.11	0.00	0.00	0.00	46,520.22	0.00	57,231.26	0.00	0.00	0.00
Ending Inventory	18,220.99	0.00	19,058.48	0.00	0.00	0.00	39,302.99	0.00	35,791.35	0.00	0.00	0.00
Cost of Sales	10,149.73	0.00	5,526.50	0.00	0.00	0.00	51,072.23	0.00	59,756.34	0.00	0.00	0.00
Sales	10,797.58	0.00	5,879.26	0.00	0.00	0.00	59,705.42	0.00	63,570.58	0.00	0.00	0.00
Gross Margin	647.85	5.99	352.76	6.00	0.00	6.00	8,633.19	14.45	3,814.24	6.00	0.00	0.00
BATTERIES												
Beginning Inventory	733.00	0.00	2,451.30	0.00	0.00	0.00	733.00	0.00	2,451.30	0.00	0.00	0.00
Purchases	659.97	0.00	445.97	0.00	0.00	0.00	5,147.87	0.00	2,648.49	0.00	0.00	0.00
Ending Inventory	972.22	0.00	2,718.77	0.00	0.00	0.00	1,705.22	0.00	5,170.07	0.00	0.00	0.00
Cost of Sales	420.75	0.00	178.50	0.00	0.00	0.00	8,085.56	0.00	2,379.23	0.00	0.00	0.00
Sales	495.00	0.00	210.00	0.00	0.00	0.00	5,370.36	0.00	2,799.10	0.00	0.00	0.00
Gross Margin	74.25	15.00	31.50	15.00	0.00	15.00	-2,715.20	-50.55	419.87	15.00	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
BATTERY CORE												
Beginning Inventory	22.00	0.00	365.00	0.00	0.00	0.00	22.00	0.00	365.00	0.00	0.00	0.00
Purchases	0.00	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	44.00	0.00	730.00	0.00	0.00	0.00
Cost of Sales	0.00	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	0.00	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	25,790.79	0.00	30,902.20	0.00	0.00	0.00	25,790.79	0.00	30,902.20	0.00	0.00	0.00
Purchases	3,016.29	0.00	10,703.11	0.00	0.00	0.00	12,504.22	0.00	26,363.19	0.00	0.00	0.00
Ending Inventory	26,438.05	0.00	38,415.10	0.00	0.00	0.00	52,228.84	0.00	69,317.30	0.00	0.00	0.00
Cost of Sales	2,369.03	0.00	3,190.21	0.00	0.00	0.00	24,101.67	0.00	18,148.60	0.00	0.00	0.00
Sales	2,663.99	0.00	2,682.93	0.00	0.00	0.00	21,361.70	0.00	21,243.51	0.00	0.00	0.00
Gross Margin	294.96	11.07	-507.28	-18.90	0.00	18.90	-2,739.97	-12.82	3,094.91	14.56	0.00	0.00
FERTILIZER SALES												
Beginning Inventory	120,978.41	0.00	76,338.16	0.00	0.00	0.00	120,978.41	0.00	76,338.16	0.00	0.00	0.00
Purchases	64,272.14	0.00	89,129.89	0.00	0.00	0.00	670,389.73	0.00	734,072.24	0.00	0.00	0.00
Ending Inventory	112,294.82	0.00	91,349.73	0.00	0.00	0.00	233,273.23	0.00	167,687.89	0.00	0.00	0.00
Cost of Sales	72,955.73	0.00	74,118.32	0.00	0.00	0.00	648,841.21	0.00	763,194.63	0.00	0.00	0.00
Sales	84,531.77	0.00	106,597.48	0.00	0.00	0.00	788,761.89	0.00	907,394.06	0.00	0.00	0.00
Gross Margin	11,576.04	13.69	32,479.16	30.46	0.00	30.46	139,920.68	17.73	144,199.43	15.89	0.00	0.00
SEED SALES												
Beginning Inventory	35,399.79	0.00	-153,721.30	0.00	0.00	0.00	35,399.79	0.00	-153,721.30	0.00	0.00	0.00
Purchases	11,261.10	0.00	5,960.83	0.00	0.00	0.00	177,268.53	0.00	130,859.76	0.00	0.00	0.00
Ending Inventory	31,161.42	0.00	-165,438.94	0.00	0.00	0.00	66,561.21	0.00	-319,160.24	0.00	0.00	0.00
Cost of Sales	15,499.47	0.00	17,678.47	0.00	0.00	0.00	199,435.64	0.00	342,576.57	0.00	0.00	0.00
Sales	18,889.75	0.00	23,626.85	0.00	0.00	0.00	238,143.46	0.00	402,880.96	0.00	0.00	0.00
Gross Margin	3,390.28	17.94	5,948.38	25.17	0.00	25.17	38,707.82	16.25	60,304.39	14.96	0.00	0.00

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	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales
CHEMICAL SALES												
Beginning Inventory	62,823.08	0.00	62,925.04	0.00	0.00	0.00	62,823.08	0.00	62,925.04	0.00	0.00	0.00
Purchases	37,350.00	0.00	13,461.29	0.00	0.00	0.00	134,819.76	0.00	146,327.38	0.00	0.00	0.00
Ending Inventory	53,527.97	0.00	60,051.87	0.00	0.00	0.00	116,351.05	0.00	122,976.91	0.00	0.00	0.00
Cost of Sales	46,645.11	0.00	16,334.46	0.00	0.00	0.00	128,838.96	0.00	140,158.22	0.00	0.00	0.00
Sales	80,410.33	0.00	25,587.71	0.00	0.00	0.00	205,871.75	0.00	197,662.26	0.00	0.00	0.00
Gross Margin	33,765.22	41.99	9,253.25	36.16	0.00	36.16	77,032.79	37.41	57,504.04	29.09	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	3,578.00	0.00	4,230.89	0.00	0.00	0.00	20,225.83	0.00	21,811.70	0.00	0.00	0.00
Gross Margin	3,578.00	100.00	4,230.89	100.00	0.00	100.00	20,225.83	100.00	21,811.70	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	1,875.01	0.00	2,043.72	0.00	0.00	0.00	13,991.68	0.00	15,303.91	0.00	0.00	0.00
Gross Margin	1,875.01	100.00	2,043.72	100.00	0.00	100.00	13,991.68	100.00	15,303.91	100.00	0.00	0.00
STORAGE SALES												
Sales	1,319.00	0.00	1,016.00	0.00	0.00	0.00	14,670.00	0.00	12,077.00	0.00	0.00	0.00
Gross Margin	1,319.00	100.00	1,016.00	100.00	0.00	100.00	14,670.00	100.00	12,077.00	100.00	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
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

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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
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	4,001.00	0.00	6,762.00	0.00	0.00	0.00	16,054.50	0.00	15,913.50	0.00	0.00	0.00
Gross Margin	4,001.00	100.00	6,762.00	100.00	0.00	100.00	16,054.50	100.00	15,913.50	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	3,240.00	0.00	2,920.00	0.00	0.00	0.00	27,786.20	0.00	26,440.00	0.00	0.00	0.00
Gross Margin	3,240.00	100.00	2,920.00	100.00	0.00	100.00	27,786.20	100.00	26,440.00	100.00	0.00	0.00
GROCERY SALES												
Beginning Inventory	148,658.69	0.00	147,650.28	0.00	0.00	0.00	148,658.69	0.00	147,650.28	0.00	0.00	0.00
Purchases	102,204.75	0.00	82,317.68	0.00	0.00	0.00	537,932.85	0.00	530,446.09	0.00	0.00	0.00
Ending Inventory	156,122.89	0.00	135,133.60	0.00	0.00	0.00	304,781.58	0.00	282,783.88	0.00	0.00	0.00
Cost of Sales	94,740.55	0.00	94,834.36	0.00	0.00	0.00	535,631.78	0.00	531,591.71	0.00	0.00	0.00
Sales	135,343.64	0.00	135,477.65	0.00	0.00	0.00	759,410.91	0.00	759,416.73	0.00	0.00	0.00
Gross Margin	40,603.09	29.99	40,643.29	29.99	0.00	29.99	223,779.13	29.46	227,825.02	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	11,099.45	0.00	9,392.50	0.00	0.00	0.00	98,901.90	0.00	108,194.77	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	11,099.45	0.00	9,392.50	0.00	0.00	0.00	98,901.90	0.00	108,194.77	0.00	0.00	0.00
Sales	10,395.75	0.00	10,595.90	0.00	0.00	0.00	104,596.87	0.00	113,196.99	0.00	0.00	0.00
Gross Margin	-703.70	-6.76	1,203.40	11.35	0.00	11.35	5,694.97	5.44	5,002.22	4.41	0.00	0.00

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	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	49,203.73	0.00	67,071.97	0.00	0.00	0.00	358,006.50	0.00	390,810.66	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	49,203.73	0.00	67,071.97	0.00	0.00	0.00	358,006.50	0.00	390,810.66	0.00	0.00	0.00
Sales	47,369.00	0.00	70,804.50	0.00	0.00	0.00	373,847.00	0.00	415,203.73	0.00	0.00	0.00
Gross Margin	-1,834.73	-3.87	3,732.53	5.27	0.00	5.27	15,840.50	4.23	24,393.07	5.87	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	30,002.90	0.00	34,597.75	0.00	0.00	0.00	30,002.90	0.00	34,597.75	0.00	0.00	0.00
Purchases	39,370.03	0.00	29,193.89	0.00	0.00	0.00	218,199.37	0.00	209,850.62	0.00	0.00	0.00
Ending Inventory	30,352.40	0.00	24,187.07	0.00	0.00	0.00	60,355.30	0.00	58,784.82	0.00	0.00	0.00
Cost of Sales	39,020.53	0.00	39,604.57	0.00	0.00	0.00	208,536.60	0.00	214,363.48	0.00	0.00	0.00
Sales	47,586.01	0.00	48,298.25	0.00	0.00	0.00	255,214.32	0.00	261,418.89	0.00	0.00	0.00
Gross Margin	8,565.48	17.99	8,693.68	17.99	0.00	17.99	46,677.72	18.28	47,055.41	18.00	0.00	0.00
LIQUOR SALES												
Beginning Inventory	30,004.81	0.00	34,462.68	0.00	0.00	0.00	30,004.81	0.00	34,462.68	0.00	0.00	0.00
Purchases	13,332.63	0.00	15,035.16	0.00	0.00	0.00	103,040.96	0.00	92,547.49	0.00	0.00	0.00
Ending Inventory	26,340.95	0.00	31,362.98	0.00	0.00	0.00	56,345.76	0.00	65,825.66	0.00	0.00	0.00
Cost of Sales	16,996.49	0.00	18,134.86	0.00	0.00	0.00	103,429.85	0.00	95,985.00	0.00	0.00	0.00
Sales	20,477.69	0.00	21,849.23	0.00	0.00	0.00	128,938.17	0.00	115,644.57	0.00	0.00	0.00
Gross Margin	3,481.20	16.99	3,714.37	17.00	0.00	17.00	25,508.32	19.78	19,659.57	16.99	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	120,536.37	0.00	151,385.49	0.00	0.00	0.00	120,536.37	0.00	151,385.49	0.00	0.00	0.00
Purchases	133,717.64	0.00	80,264.07	0.00	0.00	0.00	770,627.70	0.00	721,002.83	0.00	0.00	0.00
Ending Inventory	137,545.79	0.00	111,807.97	0.00	0.00	0.00	258,082.16	0.00	263,193.46	0.00	0.00	0.00
Cost of Sales	116,708.22	0.00	119,841.59	0.00	0.00	0.00	754,337.43	0.00	709,721.95	0.00	0.00	0.00
Sales	132,622.97	0.00	136,183.62	0.00	0.00	0.00	865,689.69	0.00	806,502.19	0.00	0.00	0.00
Gross Margin	15,914.75	11.99	16,342.03	11.99	0.00	11.99	111,352.26	12.86	96,780.24	11.99	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
DELI												
Beginning Inventory	24,489.80	0.00	28,115.84	0.00	0.00	0.00	24,489.80	0.00	28,115.84	0.00	0.00	0.00
Purchases	64,057.66	0.00	45,053.68	0.00	0.00	0.00	360,124.07	0.00	344,885.52	0.00	0.00	0.00
Ending Inventory	33,987.50	0.00	19,587.17	0.00	0.00	0.00	58,477.30	0.00	47,703.01	0.00	0.00	0.00
Cost of Sales	54,559.96	0.00	53,582.35	0.00	0.00	0.00	347,536.00	0.00	353,471.15	0.00	0.00	0.00
Sales	87,058.88	0.00	81,054.84	0.00	0.00	0.00	523,914.11	0.00	453,272.17	0.00	0.00	0.00
Gross Margin	32,498.92	37.32	27,472.49	33.89	0.00	33.89	176,378.11	33.66	99,801.02	22.01	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	491.00	0.00	212.50	0.00	0.00	0.00	6,881.00	0.00	4,153.00	0.00	0.00	0.00
Gross Margin	491.00	100.00	212.50	100.00	0.00	100.00	6,881.00	100.00	4,153.00	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	300.00	0.00	0.00	0.00	50.00	0.00	300.00	0.00	0.00	0.00
Gross Margin	0.00	0.00	300.00	100.00	0.00	100.00	50.00	100.00	300.00	100.00	0.00	0.00
Total Beginning Inventory	1,449,587.75	0.00	1,243,981.34	0.00	0.00	0.00	1,449,587.75	0.00	1,243,981.34	0.00	0.00	0.00
Total Purchases	1,125,792.21	0.00	1,021,772.38	0.00	0.00	0.00	7,607,316.72	0.00	8,049,288.88	0.00	0.00	0.00
Total Ending Inventory	1,417,959.63	0.00	1,139,245.36	0.00	0.00	0.00	2,867,547.38	0.00	2,383,226.70	0.00	0.00	0.00
Total Cost of Sales	1,157,420.33	0.00	1,126,508.36	0.00	0.00	0.00	7,660,686.18	0.00	8,425,469.25	0.00	0.00	0.00
Total Sales	1,476,328.89	0.00	1,448,879.93	0.00	0.00	0.00	9,673,958.58	0.00	10,430,095.75	0.00	0.00	0.00
Total Gross Margin	318,908.56	21.60	322,371.57	22.24	0.00	22.24	2,013,272.40	20.81	2,004,626.50	19.21	0.00	0.00