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

LOC 11 STEPHENSON AGRONOMY STATEMENT OF OPERATIONS
Comparing Period 8 August Fiscal 2024 To Prior 2023

	CURRENT PERIOD		YEAR TO DATE	
	Current Year	Prior Year	Current Year	Prior Year
SALES	44,512.92	48,715.48	1,089,584.34	1,393,234.45
COST OF SALES	35,804.02	37,063.22	767,938.99	1,060,202.03
GROSS MARGIN	**8,708.90**	**11,652.26**	**321,645.35**	**333,032.42**
EMPLOYEE EXPENSES				
SALARIES AND WAGES	1,846.15	5,617.08	14,769.20	45,917.41
CONTRACTED SERVICES	0.00	0.00	4,080.00	250.00
PAYROLL TAXES	0.00	284.38	0.00	2,433.25
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	10,054.32
TOTAL EMPLOYEE EXPENSES	**1,846.15**	**7,158.25**	**18,849.20**	**58,654.98**
OPERATING EXPENSES				
VEHICLE EXPENSE	496.05	1.62	30,963.17	73,578.34
REPAIRS	95.05	94.64	4,630.96	2,632.12
UTLITIES	185.71	194.72	1,814.86	1,794.80
TELEPHONE	138.05	141.83	1,056.15	1,330.99
ADVERTISING	0.00	0.00	768.00	58.00
MILEAGE/MEETINGS/MEALS	143.32	0.00	223.37	5,256.59
CASH OVER/SHORT	0.00	-1.94	0.00	-1.94
INTEREST	0.00	0.00	134.99	0.00
BANK/CREDIT CARD FEES	1,773.16	544.63	5,240.57	5,014.38
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	32.95	0.21	639.21	255.84
INSURANCE/WC INS PKG	1,590.80	1,356.53	13,003.63	11,281.30
SUB/DUES/LIC/DONATIONS	0.00	0.00	0.00	185.00
DEPRECIATION	4,826.92	4,700.00	38,615.36	37,600.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	1,500.00	1,500.00	12,000.00	12,000.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	0.00
PROPERTY TAX	0.00	0.00	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	**10,782.01**	**8,532.24**	**110,092.25**	**152,134.69**
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	**12,628.16**	**15,690.49**	**128,941.45**	**210,789.67**
ALLOCATION OF G/A	4,763.88	4,087.08	28,971.04	30,382.57
LOCAL NET SAVINGS	**-8,683.14**	**-8,125.31**	**163,732.86**	**91,860.18**
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	**-8,683.14**	**-8,125.31**	**203,428.05**	**134,847.70**

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STATEMENT OF GROSS MARGINS STEPHENSON AGRONOMY
Comparing Period 8 August 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	102,147.34	0.00	82,867.87	0.00	0.00	0.00	102,147.34	0.00	82,867.87	0.00	0.00	0.00
Purchases	20,511.39	0.00	14,877.60	0.00	0.00	0.00	545,277.94	0.00	621,540.42	0.00	0.00	0.00
Ending Inventory	104,814.51	0.00	77,031.33	0.00	0.00	0.00	206,961.85	0.00	159,899.20	0.00	0.00	0.00
Cost of Sales	17,844.22	0.00	20,714.14	0.00	0.00	0.00	528,421.44	0.00	660,567.65	0.00	0.00	0.00
Sales	22,336.37	0.00	25,986.01	0.00	0.00	0.00	645,547.06	0.00	789,855.68	0.00	0.00	0.00
Fertilizer Gross Margin	4,492.15	20.11	5,271.87	20.28	0.00	20.28	117,125.62	18.14	129,288.03	16.36	0.00	0.00
SEED SALES												
Beginning Inventory	-13,822.21	0.00	-207,907.22	0.00	0.00	0.00	-13,822.21	0.00	-207,907.22	0.00	0.00	0.00
Purchases	6,019.80	0.00	8,953.60	0.00	0.00	0.00	57,831.22	0.00	36,110.85	0.00	0.00	0.00
Ending Inventory	-23,014.26	0.00	-209,528.54	0.00	0.00	0.00	-36,836.47	0.00	-417,435.76	0.00	0.00	0.00
Cost of Sales	15,211.85	0.00	10,574.92	0.00	0.00	0.00	111,509.47	0.00	262,509.59	0.00	0.00	0.00
Sales	16,902.05	0.00	11,749.91	0.00	0.00	0.00	124,001.98	0.00	291,988.02	0.00	0.00	0.00
Seed Gross Margin	1,690.20	9.99	1,174.99	9.99	0.00	9.99	12,492.51	10.07	29,478.43	10.09	0.00	0.00
CHEMICAL SALES												
Beginning Inventory	43,892.87	0.00	47,907.50	0.00	0.00	0.00	43,892.87	0.00	47,907.50	0.00	0.00	0.00
Purchases	2,790.00	0.00	-2,188.00	0.00	0.00	0.00	134,500.17	0.00	133,691.66	0.00	0.00	0.00
Ending Inventory	43,934.92	0.00	39,945.34	0.00	0.00	0.00	87,827.79	0.00	87,852.84	0.00	0.00	0.00
Cost of Sales	2,747.95	0.00	5,774.16	0.00	0.00	0.00	128,008.08	0.00	137,124.79	0.00	0.00	0.00
Sales	4,571.65	0.00	7,728.96	0.00	0.00	0.00	205,410.90	0.00	194,966.22	0.00	0.00	0.00
Chemical Gross Margin	1,823.70	39.89	1,954.80	25.29	0.00	25.29	77,402.82	37.68	57,841.43	29.66	0.00	0.00
SPRAYING SALES												
Sales	4,439.85	0.00	2,910.60	0.00	0.00	0.00	99,931.90	0.00	97,556.03	0.00	0.00	0.00
Spraying Gross Margin	4,439.85	100.00	2,910.60	100.00	0.00	100.00	99,931.90	100.00	97,556.03	100.00	0.00	0.00
SPREADER RENTAL												
Sales	-4,737.00	0.00	220.00	0.00	0.00	0.00	9,877.50	0.00	14,903.50	0.00	0.00	0.00
Spreader Rental Gross Margin	-4,737.00	-100.00	220.00	100.00	0.00	100.00	9,877.50	100.00	14,903.50	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	1,000.00	0.00	120.00	0.00	0.00	0.00	4,815.00	0.00	3,965.00	0.00	0.00	0.00
Hauling Gross Margin	1,000.00	100.00	120.00	100.00	0.00	100.00	4,815.00	100.00	3,965.00	100.00	0.00	0.00

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Comparing Period 8 August 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	132,218.00	0.00	-77,131.85	0.00	0.00	0.00	132,218.00	0.00	-77,131.85	0.00	0.00	0.00
Total Purchases	29,321.19	0.00	21,643.20	0.00	0.00	0.00	737,609.33	0.00	791,342.93	0.00	0.00	0.00
Total Ending Inventory	125,735.17	0.00	-92,551.87	0.00	0.00	0.00	257,953.17	0.00	-169,683.72	0.00	0.00	0.00
Total Cost of Sales	35,804.02	0.00	37,063.22	0.00	0.00	0.00	767,938.99	0.00	1,060,202.03	0.00	0.00	0.00
Total Sales	44,512.92	0.00	48,715.48	0.00	0.00	0.00	1,089,584.34	0.00	1,393,234.45	0.00	0.00	0.00
Total Gross Margin	8,708.90	19.56	11,652.26	23.91	0.00	23.91	321,645.35	29.52	333,032.42	23.90	0.00	0.00