

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

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GLSR07

LOC 20 PROPANE STATEMENT OF OPERATIONS
Comparing Period 8 August 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	83,309.99	98,864.27	887,987.92	1,113,741.06
COST OF SALES	49,695.98	56,972.35	513,028.41	642,056.12
GROSS MARGIN	33,614.01	41,891.92	374,959.51	471,684.94
EMPLOYEE EXPENSES				
SALARIES AND WAGES	13,326.32	13,951.23	113,921.78	113,005.23
CONTRACTED SERVICES	2,530.00	2,135.00	19,225.00	18,270.00
PAYROLL TAXES	861.05	929.80	7,710.77	7,926.72
PENSION EXPENSE	388.07	164.33	3,260.14	1,322.49
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	2,918.63	2,621.08	24,303.58	21,923.18
TOTAL EMPLOYEE EXPENSES	20,024.07	19,801.44	168,421.27	162,447.62
OPERATING EXPENSES				
VEHICLE EXPENSE	6,716.20	6,269.82	40,773.35	44,651.50
REPAIRS	1,033.04	1,309.69	10,273.51	11,522.00
UTILITIES	338.14	340.47	3,806.56	4,353.69
TELEPHONE	1,122.57	898.71	7,474.43	7,077.16
ADVERTISING	0.00	0.00	0.00	142.80
MILEAGE/MEETINGS/MEALS	396.42	605.56	3,226.26	7,742.32
CASH OVER/SHORT	0.00	0.00	0.00	0.00
INTEREST	0.00	0.00	454.69	52.53
BANK/CREDIT CARD FEES	544.72	251.03	7,014.00	6,741.24
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	-1,812.26	-164.97	1,111.67	25,654.95
INSURANCE/WC INS PKG	2,486.79	2,160.87	20,352.25	17,844.65
SUB/DUES/LIC/DONATIONS	0.00	95.00	1,485.00	2,555.00
DEPRECIATION	7,459.67	7,000.00	59,677.36	58,000.00
RENT & LEASES	879.24	845.06	6,991.02	6,943.83
BAD DEBT	300.00	300.00	2,400.00	2,400.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	0.00
PROPERTY TAX	0.00	0.00	341.22	325.68
GAIN/LOSS FIXED ASSET	-5,000.00	0.00	-5,000.00	-38,083.33
MISC/SAFETY/CLEARING/A	265.00	-833.70	1,932.21	-1,094.35
TOTAL OPERATING EXPENSES	14,729.53	19,077.54	162,313.53	156,829.67
OTHER REVENUE				
FINANCE CHARGES	0.00	-36.34	-143.92	-681.76
VENDOR REBATES	0.00	0.00	5,000.00	0.00
OTHER REVENUE	-9.67	-99.78	16,920.30	18,905.79
TOTAL OTHER REVENUE	-9.67	-136.12	21,776.38	18,224.03
NET OPERATING EXPENSES	34,763.27	39,015.10	308,958.42	301,053.26
ALLOCATION OF G/A	13,696.03	11,750.26	83,291.15	87,349.45
LOCAL NET SAVINGS	-14,845.29	-8,873.44	-17,290.06	83,282.23
PATRONAGE REFUNDS	0.00	0.00	38,956.02	5,348.79
NON-QUAL PATRONAGE	0.00	0.00	0.00	807.66
NET SAVINGS	-14,845.29	-8,873.44	21,665.96	89,438.68

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LOC 20 PROPANE STATEMENT OF OPERATIONS
Comparing Period 8 August Fiscal 2024 To Budget 2023 And Prior 2023

	CURRENT PERIOD						YEAR TO DATE					
	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales
SALES	83,309.99	100.00	98,864.27	100.00	60,750.00	100.00	887,987.92	100.00	1,113,741.06	100.00	603,800.00	100.00
COST OF SALES	49,695.98	59.65	56,972.35	57.62	21,187.50	57.62	513,028.41	57.77	642,056.13	57.64	211,150.00	34.97
GROSS MARGIN	33,614.01	40.34	41,891.92	42.37	39,562.50	42.37	374,959.51	42.22	471,684.94	42.35	392,650.00	65.02
EMPLOYEE EXPENSES												
SALARIES AND WAGES	13,326.32	15.99	13,951.23	14.11	14,000.00	14.11	113,921.78	12.82	113,005.23	10.14	118,000.00	19.54
CONTRACTED SERVICES	2,530.00	3.03	2,135.00	2.15	0.00	2.15	19,225.00	2.16	18,270.00	1.64	0.00	0.00
PAYROLL TAXES	861.05	1.03	929.80	0.94	1,400.00	0.94	7,710.77	0.86	7,926.72	0.71	11,800.00	1.95
PENSION EXPENSE	388.07	0.46	164.33	0.16	150.00	0.16	3,260.14	0.36	1,322.49	0.11	1,200.00	0.19
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EMP INSURANCE	2,918.63	3.50	2,621.08	2.65	2,300.00	2.65	24,303.58	2.73	21,923.18	1.96	18,400.00	3.04
TOTAL EMPLOYEE EXPENSES	20,024.07	24.03	19,801.44	20.02	17,850.00	20.02	168,421.27	18.96	162,447.62	14.58	149,400.00	24.74
OPERATING EXPENSES												
VEHICLE EXPENSE	6,716.20	8.06	6,269.82	6.34	5,500.00	6.34	40,773.35	4.59	44,651.50	4.00	44,000.00	7.28
REPAIRS	1,033.04	1.23	1,309.69	1.32	600.00	1.32	10,273.51	1.15	11,522.00	1.03	4,800.00	0.79
UTILITIES	338.14	0.40	340.47	0.34	300.00	0.34	3,806.56	0.42	4,353.69	0.39	2,400.00	0.39
TELEPHONE	1,122.57	1.34	898.71	0.90	850.00	0.90	7,474.43	0.84	7,077.16	0.63	6,800.00	1.12
ADVERTISING	0.00	0.00	0.00	0.00	50.00	0.00	0.00	0.00	142.80	0.01	400.00	0.06
MILEAGE/MEETINGS/MEALS	396.42	0.47	605.56	0.61	500.00	0.61	3,226.26	0.36	7,742.32	0.69	4,000.00	0.66
CASH OVER/SHORT	0.00	0.00	0.00	0.00	25.00	0.00	0.00	0.00	0.00	0.00	200.00	0.03
INTEREST	0.00	0.00	0.00	0.00	0.00	0.00	454.69	0.05	52.53	0.00	0.00	0.00
BANK/CREDIT CARD FEES	544.72	0.65	251.03	0.25	800.00	0.25	7,014.00	0.78	6,741.24	0.60	6,700.00	1.10
OFFICE SUPPLIES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	-1,812.26	-2.17	-164.97	-0.16	1,200.00	0.16	1,111.67	0.12	25,654.95	2.30	9,600.00	1.58
INSURANCE/WC INS PKG	2,486.79	2.98	2,160.87	2.18	1,850.00	2.18	20,352.25	2.29	17,844.65	1.60	14,800.00	2.45
SUB/DUES/LIC/DONATIONS	0.00	0.00	95.00	0.09	400.00	0.09	1,485.00	0.16	2,555.00	0.22	3,200.00	0.52
DEPRECIATION	7,459.67	8.95	7,000.00	7.08	6,750.00	7.08	59,677.36	6.72	58,000.00	5.20	54,000.00	8.94
RENT & LEASES	879.24	1.05	845.06	0.85	25.00	0.85	6,991.02	0.78	6,943.83	0.62	200.00	0.03
BAD DEBT	300.00	0.36	300.00	0.30	300.00	0.30	2,400.00	0.27	2,400.00	0.21	2,400.00	0.39
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PROPERTY TAX	0.00	0.00	0.00	0.00	0.00	0.00	341.22	0.03	325.68	0.02	0.00	0.00
GAIN/LOSS FIXED ASSET	-5,000.00	-6.00	0.00	0.00	0.00	0.00	-5,000.00	-0.56	-38,083.33	-3.41	0.00	0.00
MISC/SAFETY/CLEARING/ANNTG	265.00	0.31	-833.70	-0.84	25.00	0.84	1,932.21	0.21	-1,094.35	-0.09	200.00	0.03
TOTAL OPERATING EXPENSES	14,729.53	17.68	19,077.54	19.29	19,175.00	19.29	162,313.53	18.27	156,829.67	14.08	153,700.00	25.45
OTHER REVENUE												
FINANCE CHARGES	0.00	0.00	-36.34	-0.03	0.00	0.03	-143.92	-0.01	-681.76	-0.06	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
VENDOR REBATES	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00	0.56	0.00	0.00	0.00	0.00
OTHER REVENUE	-9.67	-0.01	-99.78	-0.10	600.00	0.10	16,920.30	1.90	18,905.79	1.69	4,800.00	0.79
TOTAL OTHER REVENUE	-9.67	-0.01	-136.12	-0.13	600.00	0.13	21,776.38	2.45	18,224.03	1.63	4,800.00	0.79
 NET OPERATING EXPENSES	 34,763.27	 0.00	 39,015.10	 0.00	 36,425.00	 0.00	 308,958.42	 0.00	 301,053.26	 0.00	 298,300.00	 0.00
ALLOCATION OF G/A	13,696.03	0.00	11,750.26	0.00	11,176.90	0.00	83,291.15	0.00	87,349.45	0.00	78,706.40	0.00
 LOCAL NET SAVINGS	 -14,845.29	 -17.81	 -8,873.44	 -8.97	 -8,039.40	 -8.97	 -17,290.06	 -1.94	 83,282.23	 7.47	 15,643.60	 2.59
PATRONAGE REFUNDS	0.00	0.00	0.00	0.00	0.00	0.00	38,956.02	4.38	5,348.79	0.48	0.00	0.00
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	807.66	0.07	0.00	0.00
 NET SAVINGS	 -14,845.29	 -17.81	 -8,873.44	 -8.97	 -8,039.40	 -8.97	 21,665.96	 2.43	 89,438.68	 8.03	 15,643.60	 2.59