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

LOC 41 POWERS CONVENIENCE STORE STATEMENT OF OPERA
Comparing Period 8 August Fiscal 2024 To Prior 2023

	CURRENT PERIOD		YEAR TO DATE	
	Current Year	Prior Year	Current Year	Prior Year
SALES	452,257.00	479,372.57	3,306,617.54	3,397,276.83
COST OF SALES	391,351.64	407,044.36	2,853,274.92	2,948,284.16
GROSS MARGIN	**60,905.36**	**72,328.21**	**453,342.62**	**448,992.67**
EMPLOYEE EXPENSES				
SALARIES AND WAGES	20,117.91	19,937.70	152,933.76	162,784.75
CONTRACTED SERVICES	1,107.50	1,061.34	5,665.73	3,545.34
PAYROLL TAXES	1,621.11	1,606.93	12,665.24	13,604.40
PENSION EXPENSE	111.22	111.22	945.37	1,367.57
UNIFORMS/EDUCATION	0.00	0.00	579.00	0.00
EMP INSURANCE	785.69	2,039.04	14,265.43	16,948.68
TOTAL EMPLOYEE EXPENSES	**23,743.43**	**24,756.23**	**187,054.53**	**198,250.74**
OPERATING EXPENSES				
VEHICLE EXPENSE	0.00	0.00	0.00	0.00
REPAIRS	5,411.62	732.41	56,372.01	13,880.35
UTLITIES	3,369.41	3,187.91	24,495.91	25,582.16
TELEPHONE	204.96	197.95	1,632.67	1,583.60
ADVERTISING	0.00	864.40	2,662.33	2,514.40
MILEAGE/MEETINGS/MEALS	243.32	124.74	2,723.05	2,066.88
CASH OVER/SHORT	3,387.15	435.60	8,839.32	11,393.29
INTEREST	0.00	0.00	123.89	56.97
BANK/CREDIT CARD FEES	6,019.91	5,886.99	40,687.34	40,005.95
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	5,546.05	3,298.50	28,445.82	24,898.27
INSURANCE/WC INS PKG	1,230.93	1,070.86	10,074.88	8,839.40
SUB/DUES/LIC/DONATIONS	100.00	0.00	1,156.05	1,008.83
DEPRECIATION	965.00	1,000.00	7,720.00	8,000.00
RENT & LEASES	0.00	0.00	110.00	111.90
BAD DEBT	200.00	200.00	1,600.00	1,600.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	3,268.44	1,500.00
PROPERTY TAX	0.00	0.00	1,549.71	1,478.47
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/ANNM	0.00	365.52	1,164.28	678.89
TOTAL OPERATING EXPENSES	**26,678.35**	**17,364.88**	**192,625.70**	**145,199.36**
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	0.00
VENDOR REBATES	304.30	0.00	25,793.48	27,870.43
OTHER REVENUE	383.20	280.42	1,671.15	1,397.99
TOTAL OTHER REVENUE	**687.50**	**280.42**	**27,464.63**	**29,268.42**
NET OPERATING EXPENSES	**49,734.28**	**41,840.69**	**352,215.60**	**314,181.68**
ALLOCATION OF G/A	10,123.18	8,685.02	61,563.20	64,562.91
LOCAL NET SAVINGS	**1,047.90**	**21,802.50**	**39,563.82**	**70,248.08**
PATRONAGE REFUNDS	0.00	0.00	172,815.82	113,563.16
NON-QUAL PATRONAGE	0.00	0.00	0.00	17,149.69
NET SAVINGS	**1,047.90**	**21,802.50**	**212,379.64**	**200,960.93**

Stephenson Marketing Cooperative
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STATEMENT OF GROSS MARGINS POWER CONVENVIENCE STOR
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*
NO LEAD SALES												
Beginning Inventory	24,118.86	0.00	40,540.79	0.00	0.00	0.00	24,118.86	0.00	40,540.79	0.00	0.00	0.00
Purchases	173,182.46	0.00	175,213.11	0.00	0.00	0.00	1,253,610.94	0.00	1,308,909.84	0.00	0.00	0.00
Ending Inventory	29,692.43	0.00	38,610.93	0.00	0.00	0.00	53,811.29	0.00	79,151.72	0.00	0.00	0.00
Cost of Sales	167,608.89	0.00	177,142.97	0.00	0.00	0.00	1,247,103.47	0.00	1,311,482.26	0.00	0.00	0.00
Sales	178,776.16	0.00	191,183.71	0.00	0.00	0.00	1,321,414.90	0.00	1,422,740.44	0.00	0.00	0.00
No Lead Gross Margin	11,167.27	6.24	14,040.74	7.34	0.00	7.34	74,311.43	5.62	111,258.18	7.81	0.00	0.00
#2 DIESEL SALES												
Beginning Inventory	11,130.09	0.00	12,112.25	0.00	0.00	0.00	11,130.09	0.00	12,112.25	0.00	0.00	0.00
Purchases	22,506.95	0.00	35,283.16	0.00	0.00	0.00	134,508.94	0.00	137,211.47	0.00	0.00	0.00
Ending Inventory	13,228.56	0.00	20,792.22	0.00	0.00	0.00	24,358.65	0.00	32,904.47	0.00	0.00	0.00
Cost of Sales	20,408.48	0.00	26,603.19	0.00	0.00	0.00	140,806.69	0.00	143,366.78	0.00	0.00	0.00
Sales	22,829.11	0.00	28,909.97	0.00	0.00	0.00	151,718.08	0.00	152,404.10	0.00	0.00	0.00
Diesel Gross Margin	2,420.63	10.60	2,306.78	7.97	0.00	7.97	10,911.39	7.19	9,037.32	5.92	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	1,490.44	0.00	161.33	0.00	0.00	0.00	1,490.44	0.00	161.33	0.00	0.00	0.00
Purchases	-1,018.26	0.00	112.87	0.00	0.00	0.00	444.89	0.00	957.62	0.00	0.00	0.00
Ending Inventory	334.69	0.00	208.40	0.00	0.00	0.00	1,825.13	0.00	369.73	0.00	0.00	0.00
Cost of Sales	137.49	0.00	65.80	0.00	0.00	0.00	667.14	0.00	826.68	0.00	0.00	0.00
Sales	392.82	0.00	188.00	0.00	0.00	0.00	1,906.08	0.00	2,361.95	0.00	0.00	0.00
L. P. Gross Margin	255.33	64.99	122.20	65.00	0.00	65.00	1,238.94	64.99	1,535.27	65.00	0.00	0.00
GROCERY SALES												
Beginning Inventory	78,679.16	0.00	60,047.53	0.00	0.00	0.00	78,679.16	0.00	60,047.53	0.00	0.00	0.00
Purchases	43,524.94	0.00	62,573.48	0.00	0.00	0.00	334,675.95	0.00	344,674.47	0.00	0.00	0.00
Ending Inventory	72,702.41	0.00	73,650.37	0.00	0.00	0.00	151,381.57	0.00	133,697.90	0.00	0.00	0.00
Cost of Sales	49,501.69	0.00	48,970.64	0.00	0.00	0.00	341,139.11	0.00	340,098.20	0.00	0.00	0.00
Sales	70,716.70	0.00	69,958.05	0.00	0.00	0.00	474,348.65	0.00	485,854.56	0.00	0.00	0.00
Grocery Gross Margin	21,215.01	30.00	20,987.41	29.99	0.00	29.99	133,209.54	28.08	145,756.36	29.99	0.00	0.00
DNR SALES												
Purchases	3,013.91	0.00	3,213.93	0.00	0.00	0.00	38,684.05	0.00	42,561.79	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	3,013.91	0.00	3,213.93	0.00	0.00	0.00	38,684.05	0.00	42,561.79	0.00	0.00	0.00
Sales	2,734.24	0.00	2,877.25	0.00	0.00	0.00	40,668.94	0.00	43,255.35	0.00	0.00	0.00
DNR Gross Margin	-279.67	-10.22	-336.68	-11.70	0.00	11.70	1,984.89	4.88	693.56	1.60	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
LOTTERY SALES												
Purchases	28,299.22	0.00	35,264.92	0.00	0.00	0.00	226,354.30	0.00	251,945.32	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	28,299.22	0.00	35,264.92	0.00	0.00	0.00	226,354.30	0.00	251,945.32	0.00	0.00	0.00
Sales	24,745.00	0.00	37,505.00	0.00	0.00	0.00	231,886.00	0.00	266,578.00	0.00	0.00	0.00
Lottery Gross Margin	-3,554.22	-14.36	2,240.08	5.97	0.00	5.97	5,531.70	2.38	14,632.68	5.48	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	19,844.64	0.00	13,273.02	0.00	0.00	0.00	19,844.64	0.00	13,273.02	0.00	0.00	0.00
Purchases	19,316.03	0.00	22,109.33	0.00	0.00	0.00	141,088.09	0.00	146,705.14	0.00	0.00	0.00
Ending Inventory	18,585.16	0.00	16,434.72	0.00	0.00	0.00	38,429.80	0.00	29,707.74	0.00	0.00	0.00
Cost of Sales	20,575.51	0.00	18,947.63	0.00	0.00	0.00	132,491.25	0.00	143,949.06	0.00	0.00	0.00
Sales	25,092.09	0.00	23,106.87	0.00	0.00	0.00	169,390.07	0.00	175,547.65	0.00	0.00	0.00
Beer & Wine Gross Margin	4,516.58	18.00	4,159.24	18.00	0.00	18.00	36,898.82	21.78	31,598.59	18.00	0.00	0.00
LIQUOR SALES												
Beginning Inventory	11,280.03	0.00	15,446.09	0.00	0.00	0.00	11,280.03	0.00	15,446.09	0.00	0.00	0.00
Purchases	8,690.93	0.00	11,527.76	0.00	0.00	0.00	70,001.89	0.00	67,431.81	0.00	0.00	0.00
Ending Inventory	11,079.98	0.00	18,471.92	0.00	0.00	0.00	22,360.01	0.00	33,918.01	0.00	0.00	0.00
Cost of Sales	8,890.98	0.00	8,501.93	0.00	0.00	0.00	71,742.59	0.00	65,308.92	0.00	0.00	0.00
Sales	10,712.02	0.00	10,243.29	0.00	0.00	0.00	84,367.31	0.00	78,685.45	0.00	0.00	0.00
Liquor Gross Margin	1,821.04	16.99	1,741.36	17.00	0.00	17.00	12,624.72	14.96	13,376.53	17.00	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	72,307.60	0.00	51,460.16	0.00	0.00	0.00	72,307.60	0.00	51,460.16	0.00	0.00	0.00
Purchases	64,098.99	0.00	75,388.71	0.00	0.00	0.00	460,733.45	0.00	455,552.44	0.00	0.00	0.00
Ending Inventory	71,753.15	0.00	62,794.50	0.00	0.00	0.00	144,060.75	0.00	114,254.66	0.00	0.00	0.00
Cost of Sales	64,653.44	0.00	64,054.37	0.00	0.00	0.00	457,062.71	0.00	434,848.47	0.00	0.00	0.00
Sales	73,469.82	0.00	72,789.06	0.00	0.00	0.00	535,578.71	0.00	494,145.97	0.00	0.00	0.00
Cigarette Gross Margin	8,816.38	12.00	8,734.69	12.00	0.00	12.00	78,516.00	14.66	59,297.50	11.99	0.00	0.00
DELI												
Beginning Inventory	16,919.00	0.00	9,576.73	0.00	0.00	0.00	16,919.00	0.00	9,576.73	0.00	0.00	0.00
Purchases	25,756.35	0.00	28,534.76	0.00	0.00	0.00	199,898.08	0.00	212,178.31	0.00	0.00	0.00
Ending Inventory	14,413.32	0.00	13,832.51	0.00	0.00	0.00	31,332.32	0.00	23,409.24	0.00	0.00	0.00
Cost of Sales	28,262.03	0.00	24,278.98	0.00	0.00	0.00	197,223.61	0.00	213,896.68	0.00	0.00	0.00
Sales	42,789.04	0.00	42,611.37	0.00	0.00	0.00	295,338.80	0.00	275,703.36	0.00	0.00	0.00
Deli Gross Margin	14,527.01	33.95	18,332.39	43.02	0.00	43.02	98,115.19	33.22	61,806.68	22.41	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	235,769.82	0.00	202,617.90	0.00	0.00	0.00	235,769.82	0.00	202,617.90	0.00	0.00	0.00
Total Purchases	387,371.52	0.00	449,222.03	0.00	0.00	0.00	2,860,000.58	0.00	2,968,128.21	0.00	0.00	0.00
Total Ending Inventory	231,789.70	0.00	244,795.57	0.00	0.00	0.00	467,559.52	0.00	447,413.47	0.00	0.00	0.00
Total Cost of Sales	391,351.64	0.00	407,044.36	0.00	0.00	0.00	2,853,274.92	0.00	2,948,284.16	0.00	0.00	0.00
Total Sales	452,257.00	0.00	479,372.57	0.00	0.00	0.00	3,306,617.54	0.00	3,397,276.83	0.00	0.00	0.00
Total Gross Margin	60,905.36	13.46	72,328.21	15.08	0.00	15.08	453,342.62	13.71	448,992.67	13.21	0.00	0.00