

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

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LOC 50 AURORA FEED MILL 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	
	<u>Current Year</u>	<u>Prior Year</u>	<u>Current Year</u>	<u>Prior Year</u>
SALES	135,126.84	140,918.71	1,024,107.30	1,102,155.22
COST OF SALES	<u>96,252.24</u>	<u>102,401.25</u>	<u>739,288.39</u>	<u>841,792.91</u>
GROSS MARGIN	38,874.60	38,517.46	284,818.91	260,362.31
EMPLOYEE EXPENSES				
SALARIES AND WAGES	14,002.17	12,196.35	108,936.94	104,740.53
CONTRACTED SERVICES	0.00	0.00	0.00	0.00
PAYROLL TAXES	1,095.19	913.56	8,573.08	8,347.50
PENSION EXPENSE	99.01	109.80	994.60	1,009.67
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	<u>2,054.56</u>	<u>2,451.29</u>	<u>19,353.35</u>	<u>20,246.68</u>
TOTAL EMPLOYEE EXPENSES	17,250.93	15,671.00	137,857.97	134,344.38
OPERATING EXPENSES				
VEHICLE EXPENSE	786.80	1,479.06	7,902.54	13,154.74
REPAIRS	328.88	1,125.06	4,476.80	10,309.31
UTILITIES	454.94	439.21	5,060.27	5,463.42
TELEPHONE	306.81	315.27	2,472.61	2,598.75
ADVERTISING	3,683.50	3,247.75	3,757.00	3,321.25
MILEAGE/MEETINGS/MEALS	173.86	171.28	770.16	1,021.46
CASH OVER/SHORT	83.17	16.36	368.89	-36.47
INTEREST	0.00	0.00	3,096.24	0.00
BANK/CREDIT CARD FEES	2,018.80	1,730.35	11,609.97	14,071.39
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	932.75	1,254.69	5,599.01	5,662.20
INSURANCE/WC INS PKG	1,238.23	1,047.92	10,116.79	8,739.66
SUB/DUES/LIC/DONATIONS	103.13	0.00	233.13	125.00
DEPRECIATION	1,372.33	1,100.00	10,978.64	8,800.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	200.00	200.00	1,600.00	1,600.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	1,575.00	0.00
PROPERTY TAX	0.00	0.00	0.00	0.00
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/A	<u>250.00</u>	<u>210.34</u>	<u>2,388.27</u>	<u>1,518.72</u>
TOTAL OPERATING EXPENSES	11,933.20	12,337.29	72,005.32	76,349.43
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	-133.35	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	-133.35	0.00
NET OPERATING EXPENSES	29,184.13	28,008.29	209,996.64	210,693.81
ALLOCATION OF G/A	<u>6,550.28</u>	<u>5,619.70</u>	<u>39,834.84</u>	<u>41,775.86</u>
LOCAL NET SAVINGS	3,140.19	4,889.47	34,987.43	7,892.64
PATRONAGE REFUNDS	0.00	0.00	11,472.77	9,655.73
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	3,140.19	4,889.47	46,460.20	17,548.37

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STATEMENT OF GROSS MARGINS AURORA FEED MILL
Comparing Period 8 August 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
FEED SALES												
Beginning Inventory	51,262.98	0.00	45,174.96	0.00	0.00	0.00	51,262.98	0.00	45,174.96	0.00	0.00	0.00
Purchases	43,150.79	0.00	57,362.31	0.00	0.00	0.00	330,795.14	0.00	411,155.59	0.00	0.00	0.00
Ending Inventory	46,536.97	0.00	51,669.43	0.00	0.00	0.00	97,799.95	0.00	96,844.39	0.00	0.00	0.00
Cost of Sales	47,876.80	0.00	50,867.84	0.00	0.00	0.00	332,162.00	0.00	404,250.57	0.00	0.00	0.00
Sales	67,622.14	0.00	65,985.98	0.00	0.00	0.00	456,371.67	0.00	515,229.63	0.00	0.00	0.00
Feed Gross Margin	19,745.34	29.19	15,118.14	22.91	0.00	22.91	124,209.67	27.21	110,979.06	21.53	0.00	0.00
GRAIN SALES												
Beginning Inventory	4,757.65	0.00	6,130.39	0.00	0.00	0.00	4,757.65	0.00	6,130.39	0.00	0.00	0.00
Purchases	16,743.14	0.00	17,294.97	0.00	0.00	0.00	83,731.82	0.00	131,729.34	0.00	0.00	0.00
Ending Inventory	5,774.59	0.00	5,118.58	0.00	0.00	0.00	10,532.24	0.00	11,248.97	0.00	0.00	0.00
Cost of Sales	15,726.20	0.00	18,306.78	0.00	0.00	0.00	87,186.41	0.00	132,283.49	0.00	0.00	0.00
Sales	24,144.80	0.00	28,234.92	0.00	0.00	0.00	137,578.71	0.00	183,195.60	0.00	0.00	0.00
Grain Gross Margin	8,418.60	34.86	9,928.14	35.16	0.00	35.16	50,392.30	36.62	50,912.11	27.79	0.00	0.00
HARDWARE SALES												
Beginning Inventory	86,369.55	0.00	76,674.15	0.00	0.00	0.00	86,369.55	0.00	76,674.15	0.00	0.00	0.00
Purchases	21,244.27	0.00	4,488.83	0.00	0.00	0.00	74,631.68	0.00	55,830.22	0.00	0.00	0.00
Ending Inventory	102,440.36	0.00	75,979.18	0.00	0.00	0.00	188,809.91	0.00	152,653.33	0.00	0.00	0.00
Cost of Sales	5,173.46	0.00	5,183.80	0.00	0.00	0.00	43,456.79	0.00	49,077.28	0.00	0.00	0.00
Sales	6,807.19	0.00	6,820.79	0.00	0.00	0.00	70,229.39	0.00	64,575.36	0.00	0.00	0.00
Hardware Gross Margin	1,633.73	24.00	1,636.99	24.00	0.00	24.00	26,772.60	38.12	15,498.08	23.99	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	489.54	0.00	579.50	0.00	0.00	0.00	489.54	0.00	579.50	0.00	0.00	0.00
Purchases	609.56	0.00	0.00	0.00	0.00	0.00	3,684.87	0.00	4,065.19	0.00	0.00	0.00
Ending Inventory	684.16	0.00	287.93	0.00	0.00	0.00	1,173.70	0.00	867.43	0.00	0.00	0.00
Cost of Sales	414.94	0.00	291.57	0.00	0.00	0.00	3,287.17	0.00	4,190.60	0.00	0.00	0.00
Sales	1,461.57	0.00	1,239.45	0.00	0.00	0.00	12,209.91	0.00	12,311.97	0.00	0.00	0.00
L. P. Gross Margin	1,046.63	71.60	947.88	76.47	0.00	76.47	8,922.74	73.07	8,121.37	65.96	0.00	0.00

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STATEMENT OF GROSS MARGINS AURORA FEED MILL
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
LUBE SALES												
Beginning Inventory	119.25	0.00	51.10	0.00	0.00	0.00	119.25	0.00	51.10	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	1,151.09	0.00	1,143.30	0.00	0.00	0.00
Ending Inventory	74.10	0.00	51.10	0.00	0.00	0.00	193.35	0.00	102.20	0.00	0.00	0.00
Cost of Sales	45.15	0.00	0.00	0.00	0.00	0.00	1,199.49	0.00	1,354.10	0.00	0.00	0.00
Sales	62.50	0.00	45.00	0.00	0.00	0.00	1,502.75	0.00	1,637.35	0.00	0.00	0.00
Lube Gross Margin	17.35	27.76	45.00	100.00	0.00	100.00	303.26	20.18	283.25	17.29	0.00	0.00
FERTILIZER SALES												
Beginning Inventory	10,147.48	0.00	8,481.86	0.00	0.00	0.00	10,147.48	0.00	8,481.86	0.00	0.00	0.00
Purchases	10,489.47	0.00	8,847.48	0.00	0.00	0.00	156,112.65	0.00	136,256.90	0.00	0.00	0.00
Ending Inventory	7,877.38	0.00	5,778.75	0.00	0.00	0.00	18,024.86	0.00	14,260.61	0.00	0.00	0.00
Cost of Sales	12,759.57	0.00	11,550.59	0.00	0.00	0.00	151,023.56	0.00	134,891.71	0.00	0.00	0.00
Sales	15,220.73	0.00	13,871.76	0.00	0.00	0.00	180,771.93	0.00	157,396.15	0.00	0.00	0.00
Fertilizer Gross Margin	2,461.16	16.16	2,321.17	16.73	0.00	16.73	29,748.37	16.45	22,504.44	14.29	0.00	0.00
SEED SALES												
Beginning Inventory	44,983.63	0.00	42,468.28	0.00	0.00	0.00	44,983.63	0.00	42,468.28	0.00	0.00	0.00
Purchases	4,925.41	0.00	7,158.50	0.00	0.00	0.00	130,382.52	0.00	110,861.01	0.00	0.00	0.00
Ending Inventory	36,125.99	0.00	33,942.50	0.00	0.00	0.00	81,109.62	0.00	76,410.78	0.00	0.00	0.00
Cost of Sales	13,783.05	0.00	15,684.28	0.00	0.00	0.00	116,921.07	0.00	106,326.18	0.00	0.00	0.00
Sales	17,956.91	0.00	22,193.81	0.00	0.00	0.00	149,000.44	0.00	144,836.66	0.00	0.00	0.00
Seed Gross Margin	4,173.86	23.24	6,509.53	29.33	0.00	29.33	32,079.37	21.52	38,510.48	26.58	0.00	0.00
CHEMICAL SALES												
Beginning Inventory	9,635.10	0.00	12,144.37	0.00	0.00	0.00	9,635.10	0.00	12,144.37	0.00	0.00	0.00
Purchases	72.74	0.00	0.00	0.00	0.00	0.00	3,182.33	0.00	10,447.72	0.00	0.00	0.00
Ending Inventory	9,234.77	0.00	11,627.98	0.00	0.00	0.00	18,869.87	0.00	23,772.35	0.00	0.00	0.00
Cost of Sales	473.07	0.00	516.39	0.00	0.00	0.00	4,051.90	0.00	9,323.98	0.00	0.00	0.00
Sales	480.00	0.00	712.00	0.00	0.00	0.00	5,512.50	0.00	11,137.00	0.00	0.00	0.00
Chemical Gross Margin	6.93	1.44	195.61	27.47	0.00	27.47	1,460.60	26.49	1,813.02	16.27	0.00	0.00
MILL SERVICE												
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	95.00	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	95.00	0.00	0.00	0.00
Sales	501.00	0.00	695.00	0.00	0.00	0.00	2,623.00	0.00	3,240.50	0.00	0.00	0.00
Mill Service Gross Margin	501.00	100.00	695.00	100.00	0.00	100.00	2,623.00	100.00	3,145.50	97.06	0.00	0.00

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Comparing Period 8 August 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
SPREADER RENTAL												
Sales	120.00	0.00	110.00	0.00	0.00	0.00	1,560.00	0.00	1,340.00	0.00	0.00	0.00
Spreader Rental Gross Margin	120.00	100.00	110.00	100.00	0.00	100.00	1,560.00	100.00	1,340.00	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	750.00	0.00	1,010.00	0.00	0.00	0.00	6,747.00	0.00	7,255.00	0.00	0.00	0.00
Hauling Gross Margin	750.00	100.00	1,010.00	100.00	0.00	100.00	6,747.00	100.00	7,255.00	100.00	0.00	0.00
Total Beginning Inventory	207,765.18	0.00	191,704.61	0.00	0.00	0.00	207,765.18	0.00	191,704.61	0.00	0.00	0.00
Total Purchases	97,235.38	0.00	95,152.09	0.00	0.00	0.00	783,672.10	0.00	861,584.27	0.00	0.00	0.00
Total Ending Inventory	208,748.32	0.00	184,455.45	0.00	0.00	0.00	416,513.50	0.00	376,160.06	0.00	0.00	0.00
Total Cost of Sales	96,252.24	0.00	102,401.25	0.00	0.00	0.00	739,288.39	0.00	841,792.91	0.00	0.00	0.00
Total Sales	135,126.84	0.00	140,918.71	0.00	0.00	0.00	1,024,107.30	0.00	1,102,155.22	0.00	0.00	0.00
Total Gross Margin	38,874.60	28.76	38,517.46	27.33	0.00	27.33	284,818.91	27.81	260,362.31	23.62	0.00	0.00