

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

Page 1
09/25/24
14:54:13
GLSR07

LOC 70 GARAGE 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	19,630.40	27,917.16	141,922.20	151,787.16
COST OF SALES	<u>13,275.25</u>	<u>20,377.41</u>	<u>111,025.82</u>	<u>112,545.70</u>
GROSS MARGIN	6,355.15	7,539.75	30,896.38	39,241.46
EMPLOYEE EXPENSES				
SALARIES AND WAGES	3,089.09	2,769.89	28,057.63	24,116.27
CONTRACTED SERVICES	0.00	280.00	0.00	2,135.00
PAYROLL TAXES	225.67	223.62	2,166.22	2,017.61
PENSION EXPENSE	30.89	0.00	123.09	23.98
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	<u>720.00</u>	<u>319.94</u>	<u>5,994.83</u>	<u>591.10</u>
TOTAL EMPLOYEE EXPENSES	4,065.65	3,593.45	36,341.77	28,883.96
OPERATING EXPENSES				
VEHICLE EXPENSE	0.00	0.00	0.00	0.00
REPAIRS	536.58	57.99	1,296.80	2,941.91
UTILITIES	117.53	0.00	793.87	872.63
TELEPHONE	0.00	0.00	0.00	0.00
ADVERTISING	0.00	0.00	585.30	0.00
MILEAGE/MEETINGS/MEALS	0.00	0.00	0.00	0.00
CASH OVER/SHORT	0.00	0.00	0.00	0.00
INTEREST	0.00	0.00	20.36	0.00
BANK/CREDIT CARD FEES	0.00	0.00	0.00	0.00
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	639.44	950.35	6,622.92	4,060.52
INSURANCE/WC INS PKG	192.43	162.28	1,571.86	1,355.23
SUB/DUES/LIC/DONATIONS	25.00	0.00	25.00	25.00
DEPRECIATION	869.22	150.00	6,953.76	1,200.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	0.00	0.00	0.00	0.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	0.00
PROPERTY TAX	0.00	0.00	54.67	52.18
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/A	<u>7,302.69</u>	<u>-443.00</u>	<u>6,032.69</u>	<u>-1,855.00</u>
TOTAL OPERATING EXPENSES	9,682.89	877.62	23,957.23	8,652.47
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	1,000.00	0.00
TOTAL OTHER REVENUE	0.00	0.00	1,000.00	0.00
NET OPERATING EXPENSES	13,748.54	4,471.07	59,299.00	37,536.43
ALLOCATION OF G/A	<u>1,190.96</u>	<u>1,021.77</u>	<u>7,242.64</u>	<u>7,595.59</u>
LOCAL NET SAVINGS	-8,584.35	2,046.91	-35,645.26	-5,890.56
PATRONAGE REFUNDS	0.00	0.00	565.59	1,372.84
NON-QUAL PATRONAGE	0.00	0.00	0.00	207.32
NET SAVINGS	-8,584.35	2,046.91	-35,079.67	-4,310.40

Page 1
09/25/24
14:58:54
GLSR17

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

P E R F O R M A N C E D A T A						F I N A N C I A L D A T A							
Current Year		% Sales	Prior Year	% Sales	Budget	% Sales	Current Year		% Sales	Prior Year	% Sales	Budget	% Sales
8,727.92	0.00	10,434.85	0.00	0.00	0.00	0.00	8,727.92	0.00	10,434.85	0.00	0.00	0.00	0.00
1,150.79	0.00	4,404.00	0.00	0.00	0.00	0.00	8,019.99	0.00	10,643.37	0.00	0.00	0.00	0.00
8,482.46	0.00	13,119.13	0.00	0.00	0.00	0.00	17,210.38	0.00	23,553.98	0.00	0.00	0.00	0.00
1,396.25	0.00	1,719.72	0.00	0.00	0.00	0.00	8,949.53	0.00	8,387.80	0.00	0.00	0.00	0.00
1,745.31	0.00	2,149.65	0.00	0.00	0.00	0.00	11,853.47	0.00	10,484.77	0.00	0.00	0.00	0.00
349.06	19.99	429.93	20.00	0.00	20.00	0.00	2,903.94	24.49	2,096.97	20.00	0.00	0.00	0.00
4,610.38	0.00	5,303.32	0.00	0.00	0.00	0.00	4,610.38	0.00	5,303.32	0.00	0.00	0.00	0.00
1,125.67	0.00	773.06	0.00	0.00	0.00	0.00	5,684.87	0.00	6,802.96	0.00	0.00	0.00	0.00
4,388.13	0.00	4,310.97	0.00	0.00	0.00	0.00	8,998.51	0.00	9,614.29	0.00	0.00	0.00	0.00
1,347.92	0.00	1,765.41	0.00	0.00	0.00	0.00	9,235.09	0.00	8,274.55	0.00	0.00	0.00	0.00
1,624.00	0.00	2,127.00	0.00	0.00	0.00	0.00	8,689.58	0.00	9,969.34	0.00	0.00	0.00	0.00
276.08	17.00	361.59	17.00	0.00	17.00	0.00	-545.51	-6.27	1,694.79	17.00	0.00	0.00	0.00
18,220.99	0.00	19,058.48	0.00	0.00	0.00	0.00	18,220.99	0.00	19,058.48	0.00	0.00	0.00	0.00
5,524.39	0.00	13,335.08	0.00	0.00	0.00	0.00	52,044.61	0.00	70,566.34	0.00	0.00	0.00	0.00
15,807.76	0.00	20,313.37	0.00	0.00	0.00	0.00	34,028.75	0.00	39,371.85	0.00	0.00	0.00	0.00
7,937.62	0.00	12,080.19	0.00	0.00	0.00	0.00	59,009.85	0.00	71,836.53	0.00	0.00	0.00	0.00
8,444.28	0.00	12,851.27	0.00	0.00	0.00	0.00	68,149.70	0.00	76,421.85	0.00	0.00	0.00	0.00
506.66	6.00	771.08	6.00	0.00	6.00	0.00	9,139.85	13.41	4,585.32	6.00	0.00	0.00	0.00
972.22	0.00	2,718.77	0.00	0.00	0.00	0.00	972.22	0.00	2,718.77	0.00	0.00	0.00	0.00
135.99	0.00	910.92	0.00	0.00	0.00	0.00	5,283.86	0.00	3,559.41	0.00	0.00	0.00	0.00
763.96	0.00	2,834.94	0.00	0.00	0.00	0.00	1,736.18	0.00	5,553.71	0.00	0.00	0.00	0.00
344.25	0.00	794.75	0.00	0.00	0.00	0.00	8,429.81	0.00	3,173.98	0.00	0.00	0.00	0.00
405.00	0.00	935.00	0.00	0.00	0.00	0.00	5,775.36	0.00	3,734.10	0.00	0.00	0.00	0.00
60.75	15.00	140.25	15.00	0.00	15.00	0.00	-2,654.45	-45.96	560.12	15.00	0.00	0.00	0.00
22.00	0.00	365.00	0.00	0.00	0.00	0.00	22.00	0.00	365.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	22.00	0.00	61.00	0.00	0.00	0.00	0.00
22.00	0.00	365.00	0.00	0.00	0.00	0.00	44.00	0.00	730.00	0.00	0.00	0.00	0.00
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Page 2
09/25/24
14:58:54
GLSR17

STATEMENT OF GROSS MARGINS GARAGE
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
Battery Core 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	26,318.80	0.00	38,364.00	0.00	0.00	0.00	26,318.80	0.00	38,364.00	0.00	0.00	0.00
Purchases	241.41	0.00	2,034.34	0.00	0.00	0.00	11,594.54	0.00	27,254.23	0.00	0.00	0.00
Ending Inventory	24,311.00	0.00	36,381.00	0.00	0.00	0.00	50,629.80	0.00	74,745.00	0.00	0.00	0.00
Cost of Sales	2,249.21	0.00	4,017.34	0.00	0.00	0.00	25,196.54	0.00	20,811.84	0.00	0.00	0.00
Sales	4,226.81	0.00	5,203.88	0.00	0.00	0.00	24,148.26	0.00	24,855.04	0.00	0.00	0.00
Lube Gross Margin	1,977.60	46.78	1,186.54	22.80	0.00	22.80	-1,048.28	-4.34	4,043.20	16.26	0.00	0.00
BRAKES PARTS 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	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
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	3,185.00	0.00	4,650.36	0.00	0.00	0.00	23,305.83	0.00	26,322.06	0.00	0.00	0.00
Shop Service Gross Margin	3,185.00	100.00	4,650.36	100.00	0.00	100.00	23,305.83	100.00	26,322.06	100.00	0.00	0.00
Total Beginning Inventory	58,872.31	0.00	76,244.42	0.00	0.00	0.00	58,872.31	0.00	76,244.42	0.00	0.00	0.00
Total Purchases	8,178.25	0.00	21,457.40	0.00	0.00	0.00	82,649.87	0.00	118,887.31	0.00	0.00	0.00
Total Ending Inventory	53,775.31	0.00	77,324.41	0.00	0.00	0.00	112,647.62	0.00	153,568.83	0.00	0.00	0.00
Total Cost of Sales	13,275.25	0.00	20,377.41	0.00	0.00	0.00	111,025.82	0.00	112,545.70	0.00	0.00	0.00
Total Sales	19,630.40	0.00	27,917.16	0.00	0.00	0.00	141,922.20	0.00	151,787.16	0.00	0.00	0.00
Total Gross Margin	6,355.15	32.37	7,539.75	27.00	0.00	27.00	30,896.38	21.76	39,241.46	25.85	0.00	0.00