

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

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LOC 10 FEED & HARDWARE STATEMENT OF OPERATIONS
Comparing Period 9 September 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	257,051.88	282,356.51	1,907,141.40	2,060,940.20
COST OF SALES	<u>229,499.02</u>	<u>183,671.94</u>	<u>1,473,730.54</u>	<u>1,622,345.14</u>
GROSS MARGIN	27,552.86	98,684.57	433,410.86	438,595.06
EMPLOYEE EXPENSES				
SALARIES AND WAGES	14,006.38	8,790.80	126,090.97	87,409.60
CONTRACTED SERVICES	1,056.00	1,559.25	11,007.40	14,703.55
PAYROLL TAXES	1,170.94	758.81	10,860.71	7,949.89
PENSION EXPENSE	230.76	245.79	2,474.61	2,095.95
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	<u>3,392.10</u>	<u>4,213.73</u>	<u>39,382.26</u>	<u>25,786.08</u>
TOTAL EMPLOYEE EXPENSES	19,856.18	15,568.38	189,815.95	137,945.07
OPERATING EXPENSES				
VEHICLE EXPENSE	2,447.36	8,466.45	37,248.60	49,215.63
REPAIRS	14,119.43	461.21	26,773.75	12,603.95
UTILITIES	376.63	365.74	5,535.84	5,730.35
TELEPHONE	443.77	412.62	3,712.19	3,760.00
ADVERTISING	76.54	6.54	-1,500.75	319.37
MILEAGE/MEETINGS/MEALS	0.00	28.93	0.00	735.65
CASH OVER/SHORT	-10.01	-5.81	10.85	234.96
INTEREST	0.00	0.00	156.36	0.00
BANK/CREDIT CARD FEES	2,700.94	2,374.49	20,275.70	19,016.67
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	607.90	495.79	5,190.84	5,126.15
INSURANCE/WC INS PKG	2,713.73	3,506.06	24,895.20	22,923.21
SUB/DUES/LIC/DONATIONS	0.00	25.00	1,041.85	1,434.44
DEPRECIATION	2,674.50	1,800.00	24,070.50	16,200.00
RENT & LEASES	148.19	173.19	1,468.71	1,462.71
BAD DEBT	3,000.00	3,000.00	27,000.00	27,000.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	1,575.00	10,987.50
PROPERTY TAX	0.00	0.00	2,209.96	2,355.23
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	-500.00
MISC/SAFETY/CLEARING/A	<u>97.10</u>	<u>169.60</u>	<u>2,258.67</u>	<u>1,097.40</u>
TOTAL OPERATING EXPENSES	29,396.08	21,279.81	181,923.27	179,703.22
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	-1.76
VENDOR REBATES	0.00	0.00	0.00	134.10
OTHER REVENUE	0.00	0.00	0.00	132.00
TOTAL OTHER REVENUE	0.00	0.00	0.00	264.34
NET OPERATING EXPENSES	49,252.26	36,848.19	371,739.22	317,383.95
ALLOCATION OF G/A	<u>5,513.84</u>	<u>7,553.61</u>	<u>81,562.37</u>	<u>87,307.57</u>
LOCAL NET SAVINGS	-27,213.24	54,282.77	-19,890.73	33,903.54
PATRONAGE REFUNDS	0.00	0.00	909.32	2,221.78
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	-27,213.24	54,282.77	-18,981.41	36,125.32

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STATEMENT OF GROSS MARGINS FEED AND HARDWARE
Comparing Period 9 September 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	139,772.73	0.00	162,961.26	0.00	0.00	0.00	139,772.73	0.00	162,961.26	0.00	0.00	0.00
Purchases	139,162.56	0.00	144,445.47	0.00	0.00	0.00	1,146,399.48	0.00	1,243,280.52	0.00	0.00	0.00
Ending Inventory	159,599.09	0.00	160,003.54	0.00	0.00	0.00	299,371.82	0.00	322,964.80	0.00	0.00	0.00
Cost of Sales	119,336.20	0.00	147,403.19	0.00	0.00	0.00	1,136,740.85	0.00	1,251,479.64	0.00	0.00	0.00
Sales	161,630.15	0.00	169,638.21	0.00	0.00	0.00	1,349,373.39	0.00	1,441,568.30	0.00	0.00	0.00
Feed Gross Margin	42,293.95	26.16	22,235.02	13.10	0.00	13.10	212,632.54	15.75	190,088.66	13.18	0.00	0.00
GRAIN SALES												
Beginning Inventory	213,421.44	0.00	135,647.03	0.00	0.00	0.00	213,421.44	0.00	135,647.03	0.00	0.00	0.00
Purchases	-5,072.44	0.00	3,746.53	0.00	0.00	0.00	103,326.47	0.00	148,003.25	0.00	0.00	0.00
Ending Inventory	128,412.03	0.00	139,526.20	0.00	0.00	0.00	341,833.47	0.00	275,173.23	0.00	0.00	0.00
Cost of Sales	79,936.97	0.00	-132.64	0.00	0.00	0.00	197,337.10	0.00	213,313.60	0.00	0.00	0.00
Sales	53,796.82	0.00	63,962.24	0.00	0.00	0.00	297,960.43	0.00	372,906.28	0.00	0.00	0.00
Grain Gross Margin	-26,140.15	-48.59	64,094.88	100.20	0.00	100.20	100,623.33	33.77	159,592.68	42.79	0.00	0.00
HARDWARE SALES												
Beginning Inventory	156,819.56	0.00	173,796.04	0.00	0.00	0.00	156,819.56	0.00	173,796.04	0.00	0.00	0.00
Purchases	11,508.94	0.00	23,354.46	0.00	0.00	0.00	97,481.09	0.00	129,917.54	0.00	0.00	0.00
Ending Inventory	138,436.29	0.00	161,050.86	0.00	0.00	0.00	295,255.85	0.00	334,846.90	0.00	0.00	0.00
Cost of Sales	29,892.21	0.00	36,099.64	0.00	0.00	0.00	132,930.71	0.00	153,088.63	0.00	0.00	0.00
Sales	35,167.31	0.00	42,470.16	0.00	0.00	0.00	177,074.20	0.00	180,104.26	0.00	0.00	0.00
Hardware Gross Margin	5,275.10	15.00	6,370.52	14.99	0.00	14.99	44,143.49	24.92	27,015.63	14.99	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	281.16	0.00	287.93	0.00	0.00	0.00	281.16	0.00	287.93	0.00	0.00	0.00
Purchases	352.95	0.00	377.55	0.00	0.00	0.00	6,688.15	0.00	4,567.70	0.00	0.00	0.00
Ending Inventory	300.47	0.00	363.73	0.00	0.00	0.00	581.63	0.00	651.66	0.00	0.00	0.00
Cost of Sales	333.64	0.00	301.75	0.00	0.00	0.00	6,721.88	0.00	4,558.27	0.00	0.00	0.00
Sales	1,668.82	0.00	1,429.22	0.00	0.00	0.00	21,658.12	0.00	15,099.27	0.00	0.00	0.00
L. P. Gross Margin	1,335.18	80.00	1,127.47	78.88	0.00	78.88	14,936.24	68.96	10,541.00	69.81	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	28.00	0.00	21.00	0.00	0.00	0.00	168.00	0.00	189.00	0.00	0.00	0.00
Shop Service Gross Margin	28.00	100.00	21.00	100.00	0.00	100.00	168.00	100.00	189.00	100.00	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
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	1,291.28	0.00	1,790.68	0.00	0.00	0.00	14,822.96	0.00	16,114.09	0.00	0.00	0.00
Mill Service Gross Margin	1,291.28	100.00	1,790.68	100.00	0.00	100.00	14,822.96	100.00	16,209.09	100.58	0.00	0.00
STORAGE SALES												
Sales	1,053.00	0.00	0.00	0.00	0.00	0.00	17,092.00	0.00	12,995.00	0.00	0.00	0.00
Storage Gross Margin	1,053.00	100.00	0.00	0.00	0.00	0.00	17,092.00	100.00	12,995.00	100.00	0.00	0.00
DRYING 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	100.00	0.00	620.00	0.00	0.00	0.00	5,811.60	0.00	1,070.00	0.00	0.00	0.00
Drying Gross Margin	100.00	100.00	620.00	100.00	0.00	100.00	5,811.60	100.00	1,070.00	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	2,316.50	0.00	2,425.00	0.00	0.00	0.00	23,180.70	0.00	20,885.00	0.00	0.00	0.00
Hauling Gross Margin	2,316.50	100.00	2,425.00	100.00	0.00	100.00	23,180.70	100.00	20,885.00	100.00	0.00	0.00
Total Beginning Inventory	510,294.89	0.00	472,692.26	0.00	0.00	0.00	510,294.89	0.00	472,692.26	0.00	0.00	0.00
Total Purchases	145,952.01	0.00	171,924.01	0.00	0.00	0.00	1,353,895.19	0.00	1,525,674.01	0.00	0.00	0.00
Total Ending Inventory	426,747.88	0.00	460,944.33	0.00	0.00	0.00	937,042.77	0.00	933,636.59	0.00	0.00	0.00
Total Cost of Sales	229,499.02	0.00	183,671.94	0.00	0.00	0.00	1,473,730.54	0.00	1,622,345.14	0.00	0.00	0.00
Total Sales	257,051.88	0.00	282,356.51	0.00	0.00	0.00	1,907,141.40	0.00	2,060,931.20	0.00	0.00	0.00
Total Gross Margin	27,552.86	10.71	98,684.57	34.95	0.00	34.95	433,410.86	22.72	438,586.06	21.28	0.00	0.00