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

LOC 11 STEPHENSON AGRONOMY STATEMENT OF OPERATIONS
Comparing Period 9 September Fiscal 2024 To Prior 2023

	CURRENT PERIOD		YEAR TO DATE	
	Current Year	Prior Year	Current Year	Prior Year
SALES	37,915.80	31,473.16	1,127,500.14	1,424,707.61
COST OF SALES	24,879.57	31,506.40	792,818.56	1,091,708.43
GROSS MARGIN	**13,036.23**	**-33.24**	**334,681.58**	**332,999.18**
EMPLOYEE EXPENSES				
SALARIES AND WAGES	1,846.15	5,617.08	16,615.35	51,534.49
CONTRACTED SERVICES	0.00	0.00	4,080.00	250.00
PAYROLL TAXES	0.00	284.38	0.00	2,717.63
PENSION EXPENSE	0.00	0.00	0.00	0.00
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	0.00	1,438.61	0.00	11,492.93
TOTAL EMPLOYEE EXPENSES	**1,846.15**	**7,340.07**	**20,695.35**	**65,995.05**
OPERATING EXPENSES				
VEHICLE EXPENSE	280.90	743.67	31,244.07	74,322.01
REPAIRS	46.47	94.66	4,677.43	2,726.78
UTLITIES	185.79	172.65	2,000.65	1,967.45
TELEPHONE	142.86	133.53	1,199.01	1,464.52
ADVERTISING	0.00	0.00	768.00	58.00
MILEAGE/MEETINGS/MEALS	158.12	0.00	381.49	5,256.59
CASH OVER/SHORT	0.00	0.00	0.00	-1.94
INTEREST	0.00	0.00	134.99	0.00
BANK/CREDIT CARD FEES	550.39	341.20	5,790.96	5,355.58
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	8.73	14.75	647.94	270.59
INSURANCE/WC INS PKG	1,592.28	2,041.28	14,595.91	13,322.58
SUB/DUES/LIC/DONATIONS	40.00	0.00	40.00	185.00
DEPRECIATION	4,826.92	4,700.00	43,442.28	42,300.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	1,500.00	1,500.00	13,500.00	13,500.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	0.00
PROPERTY TAX	0.00	0.00	1,001.98	956.27
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/A	0.00	0.00	0.00	193.00
TOTAL OPERATING EXPENSES	**9,332.46**	**9,741.74**	**119,424.71**	**161,876.43**
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	0.00	0.00
TOTAL OTHER REVENUE	**0.00**	**0.00**	**0.00**	**0.00**
NET OPERATING EXPENSES	**11,178.61**	**17,081.81**	**140,120.06**	**227,871.48**
ALLOCATION OF G/A	2,100.55	2,877.56	31,071.59	33,260.13
LOCAL NET SAVINGS	**-242.93**	**-19,992.61**	**163,489.93**	**71,867.57**
PATRONAGE REFUNDS	0.00	0.00	39,695.19	38,444.95
NON-QUAL PATRONAGE	0.00	0.00	0.00	4,542.57
NET SAVINGS	**-242.93**	**-19,992.61**	**203,185.12**	**114,855.09**

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STATEMENT OF GROSS MARGINS STEPHENSON AGRONOMY
Comparing Period 9 September 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*
FERTILIZER SALES												
Beginning Inventory	104,814.51	0.00	77,031.33	0.00	0.00	0.00	104,814.51	0.00	77,031.33	0.00	0.00	0.00
Purchases	-511.44	0.00	1,976.12	0.00	0.00	0.00	544,766.50	0.00	623,516.54	0.00	0.00	0.00
Ending Inventory	90,886.02	0.00	68,349.60	0.00	0.00	0.00	195,700.53	0.00	145,380.93	0.00	0.00	0.00
Cost of Sales	13,417.05	0.00	10,657.85	0.00	0.00	0.00	541,838.49	0.00	671,225.50	0.00	0.00	0.00
Sales	19,307.25	0.00	13,425.75	0.00	0.00	0.00	664,854.31	0.00	803,281.43	0.00	0.00	0.00
Fertilizer Gross Margin	5,890.20	30.50	2,767.90	20.61	0.00	20.61	123,015.82	18.50	132,055.93	16.43	0.00	0.00
SEED SALES												
Beginning Inventory	-23,014.26	0.00	-209,528.54	0.00	0.00	0.00	-23,014.26	0.00	-209,528.54	0.00	0.00	0.00
Purchases	227.50	0.00	248,913.28	0.00	0.00	0.00	58,058.72	0.00	285,024.13	0.00	0.00	0.00
Ending Inventory	-31,336.44	0.00	21,309.35	0.00	0.00	0.00	-54,350.70	0.00	-188,219.19	0.00	0.00	0.00
Cost of Sales	8,549.68	0.00	18,075.39	0.00	0.00	0.00	120,059.15	0.00	280,584.98	0.00	0.00	0.00
Sales	9,499.64	0.00	8,490.10	0.00	0.00	0.00	133,501.62	0.00	300,478.12	0.00	0.00	0.00
Seed Gross Margin	949.96	9.99	-9,585.29	-112.89	0.00	112.89	13,442.47	10.06	19,893.14	6.62	0.00	0.00
CHEMICAL SALES												
Beginning Inventory	43,934.92	0.00	39,945.34	0.00	0.00	0.00	43,934.92	0.00	39,945.34	0.00	0.00	0.00
Purchases	0.00	0.00	5,807.00	0.00	0.00	0.00	134,500.17	0.00	139,498.66	0.00	0.00	0.00
Ending Inventory	41,022.08	0.00	42,979.18	0.00	0.00	0.00	84,957.00	0.00	82,924.52	0.00	0.00	0.00
Cost of Sales	2,912.84	0.00	2,773.16	0.00	0.00	0.00	130,920.92	0.00	139,897.95	0.00	0.00	0.00
Sales	5,326.91	0.00	5,688.46	0.00	0.00	0.00	210,737.81	0.00	200,654.68	0.00	0.00	0.00
Chemical Gross Margin	2,414.07	45.31	2,915.30	51.24	0.00	51.24	79,816.89	37.87	60,756.73	30.27	0.00	0.00
SPRAYING SALES												
Sales	3,492.00	0.00	3,678.85	0.00	0.00	0.00	103,423.90	0.00	101,234.88	0.00	0.00	0.00
Spraying Gross Margin	3,492.00	100.00	3,678.85	100.00	0.00	100.00	103,423.90	100.00	101,234.88	100.00	0.00	0.00
SPREADER RENTAL												
Sales	110.00	0.00	150.00	0.00	0.00	0.00	9,987.50	0.00	15,053.50	0.00	0.00	0.00
Spreader Rental Gross Margin	110.00	100.00	150.00	100.00	0.00	100.00	9,987.50	100.00	15,053.50	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	180.00	0.00	40.00	0.00	0.00	0.00	4,995.00	0.00	4,005.00	0.00	0.00	0.00
Hauling Gross Margin	180.00	100.00	40.00	100.00	0.00	100.00	4,995.00	100.00	4,005.00	100.00	0.00	0.00

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Comparing Period 9 September 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
Total Beginning Inventory	125,735.17	0.00	-92,551.87	0.00	0.00	0.00	125,735.17	0.00	-92,551.87	0.00	0.00	0.00
Total Purchases	-283.94	0.00	256,696.40	0.00	0.00	0.00	737,325.39	0.00	1,048,039.33	0.00	0.00	0.00
Total Ending Inventory	100,571.66	0.00	132,638.13	0.00	0.00	0.00	226,306.83	0.00	40,086.26	0.00	0.00	0.00
Total Cost of Sales	24,879.57	0.00	31,506.40	0.00	0.00	0.00	792,818.56	0.00	1,091,708.43	0.00	0.00	0.00
Total Sales	37,915.80	0.00	31,473.16	0.00	0.00	0.00	1,127,500.14	0.00	1,424,707.61	0.00	0.00	0.00
Total Gross Margin	13,036.23	34.38	-33.24	-0.10	0.00	0.10	334,681.58	29.68	332,999.18	23.37	0.00	0.00