

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

Page 1
10/30/24
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LOC 20 PROPANE 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	54,615.20	67,038.91	942,603.12	1,180,779.97
COST OF SALES	<u>33,659.22</u>	<u>32,369.54</u>	<u>546,687.63</u>	<u>674,425.66</u>
GROSS MARGIN	20,955.98	34,669.37	395,915.49	506,354.31
EMPLOYEE EXPENSES				
SALARIES AND WAGES	13,749.10	13,397.34	127,670.88	126,402.57
CONTRACTED SERVICES	2,090.00	2,165.00	21,315.00	20,435.00
PAYROLL TAXES	893.38	887.43	8,604.15	8,814.15
PENSION EXPENSE	382.29	384.73	3,642.43	1,707.22
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	<u>2,918.63</u>	<u>2,621.08</u>	<u>27,222.21</u>	<u>24,544.26</u>
TOTAL EMPLOYEE EXPENSES	20,033.40	19,455.58	188,454.67	181,903.20
OPERATING EXPENSES				
VEHICLE EXPENSE	4,836.92	7,195.98	45,610.27	51,847.48
REPAIRS	1,232.20	995.06	11,505.71	12,517.06
UTILITIES	322.77	320.33	4,129.33	4,674.02
TELEPHONE	931.57	882.45	8,406.00	7,959.61
ADVERTISING	0.00	0.00	0.00	142.80
MILEAGE/MEETINGS/MEALS	478.76	250.02	3,705.02	7,992.34
CASH OVER/SHORT	0.00	0.00	0.00	0.00
INTEREST	0.00	0.00	454.69	52.53
BANK/CREDIT CARD FEES	769.67	1,035.44	7,783.67	7,776.68
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	1,477.58	-1,793.96	2,589.25	23,860.99
INSURANCE/WC INS PKG	2,489.55	3,220.92	22,841.80	21,065.57
SUB/DUES/LIC/DONATIONS	0.00	95.00	1,485.00	2,650.00
DEPRECIATION	7,459.67	7,000.00	67,137.03	65,000.00
RENT & LEASES	879.24	845.06	7,870.26	7,788.89
BAD DEBT	300.00	300.00	2,700.00	2,700.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	0.00
PROPERTY TAX	0.00	0.00	341.22	325.68
GAIN/LOSS FIXED ASSET	0.00	0.00	-5,000.00	-38,083.33
MISC/SAFETY/CLEARING/A	<u>118.00</u>	<u>55.00</u>	<u>2,050.21</u>	<u>-1,039.35</u>
TOTAL OPERATING EXPENSES	21,295.93	20,401.30	183,609.46	177,230.97
OTHER REVENUE				
FINANCE CHARGES	0.00	-35.00	-143.92	-716.76
VENDOR REBATES	0.00	0.00	5,000.00	0.00
OTHER REVENUE	9.00	-18.82	16,929.30	18,886.97
TOTAL OTHER REVENUE	9.00	-53.82	21,785.38	18,170.21
NET OPERATING EXPENSES	41,320.33	39,910.70	350,278.75	340,963.96
ALLOCATION OF G/A	<u>6,038.96</u>	<u>8,273.01</u>	<u>89,330.11</u>	<u>95,622.46</u>
LOCAL NET SAVINGS	-26,403.31	-13,514.34	-43,693.37	69,767.89
PATRONAGE REFUNDS	0.00	0.00	38,956.02	5,348.79
NON-QUAL PATRONAGE	0.00	0.00	0.00	807.66
NET SAVINGS	-26,403.31	-13,514.34	-4,737.35	75,924.34

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Page 1
10/30/24
12:13:32
GLSR17

STATEMENT OF GROSS MARGINS PROPANE
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
L.P. GAS SALES												
Beginning Inventory	71,208.32	0.00	65,640.68	0.00	0.00	0.00	71,208.32	0.00	65,640.68	0.00	0.00	0.00
Purchases	22,975.45	0.00	38,227.48	0.00	0.00	0.00	539,023.35	0.00	664,499.34	0.00	0.00	0.00
Ending Inventory	60,524.55	0.00	71,498.62	0.00	0.00	0.00	131,732.87	0.00	137,139.30	0.00	0.00	0.00
Cost of Sales	33,659.22	0.00	32,369.54	0.00	0.00	0.00	546,687.63	0.00	674,425.66	0.00	0.00	0.00
Sales	52,144.71	0.00	64,920.91	0.00	0.00	0.00	926,094.25	0.00	1,171,014.97	0.00	0.00	0.00
L. P. Gross Margin	18,485.49	0.00	32,551.37	0.00	0.00	0.00	379,406.62	0.00	496,589.31	0.00	0.00	0.00
HARDWARE SALES												
Beginning Inventory	5,746.44	0.00	5,298.74	0.00	0.00	0.00	5,746.44	0.00	5,298.74	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	447.70	0.00	0.00	0.00	0.00	0.00
Ending Inventory	5,746.44	0.00	5,298.74	0.00	0.00	0.00	11,492.88	0.00	10,597.48	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
Hardware 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
LP SERVICE LABOR												
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
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	2,170.49	0.00	1,868.00	0.00	0.00	0.00	14,033.87	0.00	6,990.00	0.00	0.00	0.00
L. P. Service Gross Margin	2,170.49	100.00	1,868.00	100.00	0.00	100.00	14,033.87	100.00	6,990.00	100.00	0.00	0.00
CONTRACT FEE LP												
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
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	300.00	0.00	250.00	0.00	0.00	0.00	2,475.00	0.00	2,775.00	0.00	0.00	0.00
Contract Fee Gross Margin	300.00	100.00	250.00	100.00	0.00	100.00	2,475.00	100.00	2,775.00	100.00	0.00	0.00
Total Beginning Inventory	76,954.76	0.00	70,939.42	0.00	0.00	0.00	76,954.76	0.00	70,939.42	0.00	0.00	0.00
Total Purchases	22,975.45	0.00	38,227.48	0.00	0.00	0.00	539,471.05	0.00	664,499.34	0.00	0.00	0.00
Total Ending Inventory	66,270.99	0.00	76,797.36	0.00	0.00	0.00	143,225.75	0.00	147,736.78	0.00	0.00	0.00
Total Cost of Sales	33,659.22	0.00	32,369.54	0.00	0.00	0.00	546,687.63	0.00	674,425.66	0.00	0.00	0.00
Total Sales	54,615.20	0.00	67,038.91	0.00	0.00	0.00	942,603.12	0.00	1,180,779.97	0.00	0.00	0.00
Total Gross Margin	20,955.98	38.37	34,669.37	51.71	0.00	51.71	395,915.49	42.00	506,354.31	42.88	0.00	0.00