

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

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LOC 41 POWERS CONVENIENCE STORE STATEMENT OF OPERA
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 | |
|---------------------------------|---------------------------|------------------|---------------------|-------------------|
| | Current Year | Prior Year | Current Year | Prior Year |
| SALES | 441,446.85 | 462,125.20 | 3,748,064.39 | 3,859,402.03 |
| COST OF SALES | 343,103.31 | 382,756.63 | 3,196,378.23 | 3,331,040.79 |
| GROSS MARGIN | 98,343.54 | 79,368.57 | 551,686.16 | 528,361.24 |
| EMPLOYEE EXPENSES | | | | |
| SALARIES AND WAGES | 19,223.73 | 21,314.08 | 172,157.49 | 184,098.83 |
| CONTRACTED SERVICES | 450.00 | 1,225.68 | 6,115.73 | 4,771.02 |
| PAYROLL TAXES | 1,539.42 | 1,713.97 | 14,204.66 | 15,318.37 |
| PENSION EXPENSE | 111.22 | 111.22 | 1,056.59 | 1,478.79 |
| UNIFORMS/EDUCATION | 0.00 | 0.00 | 579.00 | 0.00 |
| EMP INSURANCE | 785.69 | 2,039.04 | 15,051.12 | 18,987.72 |
| TOTAL EMPLOYEE EXPENSES | 22,110.06 | 26,403.99 | 209,164.59 | 224,654.73 |
| OPERATING EXPENSES | | | | |
| VEHICLE EXPENSE | 0.00 | 0.00 | 0.00 | 0.00 |
| REPAIRS | 7,585.07 | 539.03 | 63,957.08 | 14,419.38 |
| UTILITIES | 2,900.25 | 3,656.07 | 27,396.16 | 29,238.23 |
| TELEPHONE | 204.96 | 197.95 | 1,837.63 | 1,781.55 |
| ADVERTISING | 0.00 | -78.12 | 2,662.33 | 2,436.28 |
| MILEAGE/MEETINGS/MEALS | 40.87 | 248.79 | 2,763.92 | 2,315.67 |
| CASH OVER/SHORT | 890.96 | 1,576.03 | 9,730.28 | 12,969.32 |
| INTEREST | 0.00 | 0.00 | 123.89 | 56.97 |
| BANK/CREDIT CARD FEES | 5,905.60 | 5,872.14 | 46,592.94 | 45,878.09 |
| OFFICE SUPPLIES | 0.00 | 0.00 | 0.00 | 0.00 |
| OPERATING SUPPLIES | 3,149.75 | 1,975.72 | 31,595.57 | 26,873.99 |
| INSURANCE/WC INS PKG | 1,232.32 | 1,595.25 | 11,307.20 | 10,434.65 |
| SUB/DUES/LIC/DONATIONS | 0.00 | 0.00 | 1,156.05 | 1,008.83 |
| DEPRECIATION | 965.00 | 1,000.00 | 8,685.00 | 9,000.00 |
| RENT & LEASES | 0.00 | 0.00 | 110.00 | 111.90 |
| BAD DEBT | 200.00 | 200.00 | 1,800.00 | 1,800.00 |
| AUDIT/LEGAL/DIR. FEES | 0.00 | 0.00 | 3,268.44 | 1,500.00 |
| PROPERTY TAX | 0.00 | 0.00 | 1,549.71 | 1,478.47 |
| GAIN/LOSS FIXED ASSET | 0.00 | 0.00 | 0.00 | 0.00 |
| MISC/SAFETY/CLEARING/ANNM | 0.00 | 2,916.40 | 1,164.28 | 3,595.29 |
| TOTAL OPERATING EXPENSES | 23,074.78 | 19,699.26 | 215,700.48 | 164,898.62 |
| OTHER REVENUE | | | | |
| FINANCE CHARGES | 0.00 | 0.00 | 0.00 | 0.00 |
| VENDOR REBATES | 223.15 | 234.92 | 26,016.63 | 28,105.35 |
| OTHER REVENUE | 353.18 | 281.61 | 2,024.33 | 1,679.60 |
| TOTAL OTHER REVENUE | 576.33 | 516.53 | 28,040.96 | 29,784.95 |
| NET OPERATING EXPENSES | 44,608.51 | 45,586.72 | 396,824.11 | 359,768.40 |
| ALLOCATION OF G/A | 4,463.61 | 6,114.84 | 66,026.81 | 70,677.75 |
| LOCAL NET SAVINGS | 49,271.42 | 27,667.01 | 88,835.24 | 97,915.09 |
| PATRONAGE REFUNDS | 0.00 | 0.00 | 172,815.82 | 113,563.16 |
| NON-QUAL PATRONAGE | 0.00 | 0.00 | 0.00 | 17,149.69 |
| NET SAVINGS | 49,271.42 | 27,667.01 | 261,651.06 | 228,627.94 |

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STATEMENT OF GROSS MARGINS POWER CONVENIENCE STOR
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 |
| NO LEAD SALES | | | | | | | | | | | | |
| Beginning Inventory | 29,692.43 | 0.00 | 38,610.93 | 0.00 | 0.00 | 0.00 | 29,692.43 | 0.00 | 38,610.93 | 0.00 | 0.00 | 0.00 |
| Purchases | 161,403.92 | 0.00 | 178,967.11 | 0.00 | 0.00 | 0.00 | 1,415,014.86 | 0.00 | 1,487,876.95 | 0.00 | 0.00 | 0.00 |
| Ending Inventory | 36,093.64 | 0.00 | 41,852.55 | 0.00 | 0.00 | 0.00 | 65,786.07 | 0.00 | 80,463.48 | 0.00 | 0.00 | 0.00 |
| Cost of Sales | 155,002.71 | 0.00 | 175,725.49 | 0.00 | 0.00 | 0.00 | 1,402,106.18 | 0.00 | 1,487,207.75 | 0.00 | 0.00 | 0.00 |
| Sales | 168,128.29 | 0.00 | 179,271.79 | 0.00 | 0.00 | 0.00 | 1,489,543.19 | 0.00 | 1,602,012.23 | 0.00 | 0.00 | 0.00 |
| No Lead Gross Margin | 13,125.58 | 7.80 | 3,546.30 | 1.97 | 0.00 | 1.97 | 87,437.01 | 5.87 | 114,804.48 | 7.16 | 0.00 | 0.00 |
| #2 DIESEL SALES | | | | | | | | | | | | |
| Beginning Inventory | 13,228.56 | 0.00 | 20,792.22 | 0.00 | 0.00 | 0.00 | 13,228.56 | 0.00 | 20,792.22 | 0.00 | 0.00 | 0.00 |
| Purchases | 17,905.62 | 0.00 | 26,666.42 | 0.00 | 0.00 | 0.00 | 152,414.56 | 0.00 | 163,877.89 | 0.00 | 0.00 | 0.00 |
| Ending Inventory | 15,614.24 | 0.00 | 18,294.76 | 0.00 | 0.00 | 0.00 | 28,842.80 | 0.00 | 39,086.98 | 0.00 | 0.00 | 0.00 |
| Cost of Sales | 15,519.94 | 0.00 | 29,163.88 | 0.00 | 0.00 | 0.00 | 156,326.63 | 0.00 | 172,530.66 | 0.00 | 0.00 | 0.00 |
| Sales | 17,862.65 | 0.00 | 27,673.69 | 0.00 | 0.00 | 0.00 | 169,580.73 | 0.00 | 180,077.79 | 0.00 | 0.00 | 0.00 |
| Diesel Gross Margin | 2,342.71 | 13.11 | -1,490.19 | -5.38 | 0.00 | 5.38 | 13,254.10 | 7.81 | 7,547.13 | 4.19 | 0.00 | 0.00 |
| L.P. GAS SALES | | | | | | | | | | | | |
| Beginning Inventory | 334.69 | 0.00 | 208.40 | 0.00 | 0.00 | 0.00 | 334.69 | 0.00 | 208.40 | 0.00 | 0.00 | 0.00 |
| Purchases | 0.00 | 0.00 | 484.80 | 0.00 | 0.00 | 0.00 | 444.89 | 0.00 | 1,442.42 | 0.00 | 0.00 | 0.00 |
| Ending Inventory | 72.63 | 0.00 | 554.32 | 0.00 | 0.00 | 0.00 | 407.32 | 0.00 | 762.72 | 0.00 | 0.00 | 0.00 |
| Cost of Sales | 262.06 | 0.00 | 138.88 | 0.00 | 0.00 | 0.00 | 929.20 | 0.00 | 965.56 | 0.00 | 0.00 | 0.00 |
| Sales | 318.87 | 0.00 | 396.81 | 0.00 | 0.00 | 0.00 | 2,224.95 | 0.00 | 2,758.76 | 0.00 | 0.00 | 0.00 |
| L. P. Gross Margin | 56.81 | 17.81 | 257.93 | 65.00 | 0.00 | 65.00 | 1,295.75 | 58.23 | 1,793.20 | 65.00 | 0.00 | 0.00 |
| GROCERY SALES | | | | | | | | | | | | |
| Beginning Inventory | 72,702.41 | 0.00 | 73,650.37 | 0.00 | 0.00 | 0.00 | 72,702.41 | 0.00 | 73,650.37 | 0.00 | 0.00 | 0.00 |
| Purchases | 37,781.58 | 0.00 | 41,108.87 | 0.00 | 0.00 | 0.00 | 372,457.53 | 0.00 | 385,783.34 | 0.00 | 0.00 | 0.00 |
| Ending Inventory | 89,377.01 | 0.00 | 79,872.48 | 0.00 | 0.00 | 0.00 | 162,079.42 | 0.00 | 153,522.85 | 0.00 | 0.00 | 0.00 |
| Cost of Sales | 21,106.98 | 0.00 | 34,886.76 | 0.00 | 0.00 | 0.00 | 362,246.09 | 0.00 | 374,984.96 | 0.00 | 0.00 | 0.00 |
| Sales | 68,220.59 | 0.00 | 68,783.45 | 0.00 | 0.00 | 0.00 | 542,569.24 | 0.00 | 554,638.01 | 0.00 | 0.00 | 0.00 |
| Grocery Gross Margin | 47,113.61 | 69.06 | 33,896.69 | 49.28 | 0.00 | 49.28 | 180,323.15 | 33.23 | 179,653.05 | 32.39 | 0.00 | 0.00 |
| DNR SALES | | | | | | | | | | | | |
| Purchases | 4,089.19 | 0.00 | 6,143.34 | 0.00 | 0.00 | 0.00 | 42,773.24 | 0.00 | 48,705.13 | 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 | 4,089.19 | 0.00 | 6,143.34 | 0.00 | 0.00 | 0.00 | 42,773.24 | 0.00 | 48,705.13 | 0.00 | 0.00 | 0.00 |
| Sales | 7,015.99 | 0.00 | 11,831.25 | 0.00 | 0.00 | 0.00 | 47,684.93 | 0.00 | 55,086.60 | 0.00 | 0.00 | 0.00 |
| DNR Gross Margin | 2,926.80 | 41.71 | 5,687.91 | 48.07 | 0.00 | 48.07 | 4,911.69 | 10.30 | 6,381.47 | 11.58 | 0.00 | 0.00 |

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STATEMENT OF GROSS MARGINS POWER CONVENIENCE STOR
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 |
| LOTTERY SALES | | | | | | | | | | | | |
| Purchases | 34,065.96 | 0.00 | 25,788.70 | 0.00 | 0.00 | 0.00 | 260,420.26 | 0.00 | 277,734.02 | 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 | 34,065.96 | 0.00 | 25,788.70 | 0.00 | 0.00 | 0.00 | 260,420.26 | 0.00 | 277,734.02 | 0.00 | 0.00 | 0.00 |
| Sales | 34,883.00 | 0.00 | 31,627.00 | 0.00 | 0.00 | 0.00 | 266,769.00 | 0.00 | 298,205.00 | 0.00 | 0.00 | 0.00 |
| Lottery Gross Margin | 817.04 | 2.34 | 5,838.30 | 18.45 | 0.00 | 18.45 | 6,348.74 | 2.37 | 20,470.98 | 6.86 | 0.00 | 0.00 |
| BEER & WINE SALES | | | | | | | | | | | | |
| Beginning Inventory | 18,585.16 | 0.00 | 16,434.72 | 0.00 | 0.00 | 0.00 | 18,585.16 | 0.00 | 16,434.72 | 0.00 | 0.00 | 0.00 |
| Purchases | 15,322.82 | 0.00 | 17,570.29 | 0.00 | 0.00 | 0.00 | 156,410.91 | 0.00 | 164,275.43 | 0.00 | 0.00 | 0.00 |
| Ending Inventory | 11,094.40 | 0.00 | 11,726.15 | 0.00 | 0.00 | 0.00 | 29,679.56 | 0.00 | 28,160.87 | 0.00 | 0.00 | 0.00 |
| Cost of Sales | 22,813.58 | 0.00 | 22,278.86 | 0.00 | 0.00 | 0.00 | 155,304.83 | 0.00 | 166,227.92 | 0.00 | 0.00 | 0.00 |
| Sales | 23,445.05 | 0.00 | 23,235.35 | 0.00 | 0.00 | 0.00 | 192,835.12 | 0.00 | 198,783.00 | 0.00 | 0.00 | 0.00 |
| Beer & Wine Gross Margin | 631.47 | 2.69 | 956.49 | 4.11 | 0.00 | 4.11 | 37,530.29 | 19.46 | 32,555.08 | 16.37 | 0.00 | 0.00 |
| LIQUOR SALES | | | | | | | | | | | | |
| Beginning Inventory | 11,079.98 | 0.00 | 18,471.92 | 0.00 | 0.00 | 0.00 | 11,079.98 | 0.00 | 18,471.92 | 0.00 | 0.00 | 0.00 |
| Purchases | 8,455.19 | 0.00 | 6,235.41 | 0.00 | 0.00 | 0.00 | 78,457.08 | 0.00 | 73,667.22 | 0.00 | 0.00 | 0.00 |
| Ending Inventory | 11,423.73 | 0.00 | 14,101.45 | 0.00 | 0.00 | 0.00 | 22,503.71 | 0.00 | 32,573.37 | 0.00 | 0.00 | 0.00 |
| Cost of Sales | 8,111.44 | 0.00 | 10,605.88 | 0.00 | 0.00 | 0.00 | 79,854.03 | 0.00 | 75,914.80 | 0.00 | 0.00 | 0.00 |
| Sales | 11,357.99 | 0.00 | 10,487.11 | 0.00 | 0.00 | 0.00 | 95,725.30 | 0.00 | 89,172.56 | 0.00 | 0.00 | 0.00 |
| Liquor Gross Margin | 3,246.55 | 28.58 | -118.77 | -1.13 | 0.00 | 1.13 | 15,871.27 | 16.58 | 13,257.76 | 14.86 | 0.00 | 0.00 |
| CIGARETTE SALES | | | | | | | | | | | | |
| Beginning Inventory | 71,753.15 | 0.00 | 62,794.50 | 0.00 | 0.00 | 0.00 | 71,753.15 | 0.00 | 62,794.50 | 0.00 | 0.00 | 0.00 |
| Purchases | 55,734.21 | 0.00 | 55,982.53 | 0.00 | 0.00 | 0.00 | 516,467.66 | 0.00 | 511,534.97 | 0.00 | 0.00 | 0.00 |
| Ending Inventory | 72,278.72 | 0.00 | 68,594.46 | 0.00 | 0.00 | 0.00 | 144,031.87 | 0.00 | 131,388.96 | 0.00 | 0.00 | 0.00 |
| Cost of Sales | 55,208.64 | 0.00 | 50,182.57 | 0.00 | 0.00 | 0.00 | 512,271.35 | 0.00 | 485,031.04 | 0.00 | 0.00 | 0.00 |
| Sales | 69,456.25 | 0.00 | 70,668.57 | 0.00 | 0.00 | 0.00 | 605,034.96 | 0.00 | 564,814.54 | 0.00 | 0.00 | 0.00 |
| Cigarette Gross Margin | 14,247.61 | 20.51 | 20,486.00 | 28.98 | 0.00 | 28.98 | 92,763.61 | 15.33 | 79,783.50 | 14.12 | 0.00 | 0.00 |
| DELI | | | | | | | | | | | | |
| Beginning Inventory | 14,413.32 | 0.00 | 13,832.51 | 0.00 | 0.00 | 0.00 | 14,413.32 | 0.00 | 13,832.51 | 0.00 | 0.00 | 0.00 |
| Purchases | 26,968.03 | 0.00 | 26,834.06 | 0.00 | 0.00 | 0.00 | 226,866.11 | 0.00 | 239,012.37 | 0.00 | 0.00 | 0.00 |
| Ending Inventory | 14,458.54 | 0.00 | 12,824.30 | 0.00 | 0.00 | 0.00 | 28,871.86 | 0.00 | 26,656.81 | 0.00 | 0.00 | 0.00 |
| Cost of Sales | 26,922.81 | 0.00 | 27,842.27 | 0.00 | 0.00 | 0.00 | 224,146.42 | 0.00 | 241,738.95 | 0.00 | 0.00 | 0.00 |
| Sales | 40,758.17 | 0.00 | 38,150.18 | 0.00 | 0.00 | 0.00 | 336,096.97 | 0.00 | 313,853.54 | 0.00 | 0.00 | 0.00 |
| Deli Gross Margin | 13,835.36 | 33.94 | 10,307.91 | 27.01 | 0.00 | 27.01 | 111,950.55 | 33.30 | 72,114.59 | 22.97 | 0.00 | 0.00 |

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STATEMENT OF GROSS MARGINS POWER CONVENIENCE STOR
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 |
| Total Beginning Inventory | 231,789.70 | 0.00 | 244,795.57 | 0.00 | 0.00 | 0.00 | 231,789.70 | 0.00 | 244,795.57 | 0.00 | 0.00 | 0.00 |
| Total Purchases | 361,726.52 | 0.00 | 385,781.53 | 0.00 | 0.00 | 0.00 | 3,221,727.10 | 0.00 | 3,353,909.74 | 0.00 | 0.00 | 0.00 |
| Total Ending Inventory | 250,412.91 | 0.00 | 247,820.47 | 0.00 | 0.00 | 0.00 | 482,202.61 | 0.00 | 492,616.04 | 0.00 | 0.00 | 0.00 |
| Total Cost of Sales | 343,103.31 | 0.00 | 382,756.63 | 0.00 | 0.00 | 0.00 | 3,196,378.23 | 0.00 | 3,331,040.79 | 0.00 | 0.00 | 0.00 |
| Total Sales | 441,446.85 | 0.00 | 462,125.20 | 0.00 | 0.00 | 0.00 | 3,748,064.39 | 0.00 | 3,859,402.03 | 0.00 | 0.00 | 0.00 |
| Total Gross Margin | 98,343.54 | 22.27 | 79,368.57 | 17.17 | 0.00 | 17.17 | 551,686.16 | 14.71 | 528,361.24 | 13.69 | 0.00 | 0.00 |