

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

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LOC 50 AURORA FEED MILL 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	129,471.63	140,105.19	1,153,578.93	1,242,260.41
COST OF SALES	<u>86,179.44</u>	<u>97,018.00</u>	<u>825,467.83</u>	<u>938,810.91</u>
GROSS MARGIN	43,292.19	43,087.19	328,111.10	303,449.50
EMPLOYEE EXPENSES				
SALARIES AND WAGES	14,001.88	10,971.00	122,938.82	115,711.53
CONTRACTED SERVICES	0.00	0.00	0.00	0.00
PAYROLL TAXES	1,075.69	831.47	9,648.77	9,178.97
PENSION EXPENSE	103.87	114.03	1,098.47	1,123.70
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	<u>2,054.56</u>	<u>2,496.05</u>	<u>21,407.91</u>	<u>22,742.73</u>
TOTAL EMPLOYEE EXPENSES	17,236.00	14,412.55	155,093.97	148,756.93
OPERATING EXPENSES				
VEHICLE EXPENSE	625.36	761.81	8,527.90	13,916.55
REPAIRS	6,923.68	511.68	11,400.48	10,820.99
UTILITIES	396.26	385.26	5,456.53	5,848.68
TELEPHONE	302.10	312.12	2,774.71	2,910.87
ADVERTISING	86.00	10.50	3,843.00	3,331.75
MILEAGE/MEETINGS/MEALS	47.90	125.54	818.06	1,147.00
CASH OVER/SHORT	-23.96	49.60	344.93	13.13
INTEREST	0.00	64.37	3,096.24	64.37
BANK/CREDIT CARD FEES	2,339.74	2,056.52	13,949.71	16,127.91
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	537.05	497.23	6,136.06	6,159.43
INSURANCE/WC INS PKG	1,239.30	1,582.96	11,356.09	10,322.62
SUB/DUES/LIC/DONATIONS	42.50	103.13	275.63	228.13
DEPRECIATION	1,372.33	1,100.00	12,350.97	9,900.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	200.00	200.00	1,800.00	1,800.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	1,575.00	0.00
PROPERTY TAX	0.00	0.00	0.00	0.00
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/A	<u>200.00</u>	<u>607.34</u>	<u>2,588.27</u>	<u>2,126.06</u>
TOTAL OPERATING EXPENSES	14,288.26	8,368.06	86,293.58	84,717.49
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	-133.35	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	-133.35	0.00
NET OPERATING EXPENSES	31,524.26	22,780.61	241,520.90	233,474.42
ALLOCATION OF G/A	<u>2,888.20</u>	<u>3,956.64</u>	<u>42,723.04</u>	<u>45,732.50</u>
LOCAL NET SAVINGS	8,879.73	16,349.94	43,867.16	24,242.58
PATRONAGE REFUNDS	0.00	0.00	11,472.77	9,655.73
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	8,879.73	16,349.94	55,339.93	33,898.31

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STATEMENT OF GROSS MARGINS AURORA FEED MILL
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	46,536.97	0.00	51,669.43	0.00	0.00	0.00	46,536.97	0.00	51,669.43	0.00	0.00	0.00
Purchases	46,526.95	0.00	44,559.99	0.00	0.00	0.00	377,322.09	0.00	455,715.58	0.00	0.00	0.00
Ending Inventory	48,642.93	0.00	50,760.24	0.00	0.00	0.00	95,179.90	0.00	102,429.67	0.00	0.00	0.00
Cost of Sales	44,420.99	0.00	45,469.18	0.00	0.00	0.00	376,582.99	0.00	449,719.75	0.00	0.00	0.00
Sales	61,762.43	0.00	66,912.63	0.00	0.00	0.00	518,134.10	0.00	582,142.26	0.00	0.00	0.00
Feed Gross Margin	17,341.44	28.07	21,443.45	32.04	0.00	32.04	141,551.11	27.31	132,422.51	22.74	0.00	0.00
GRAIN SALES												
Beginning Inventory	5,774.59	0.00	5,118.58	0.00	0.00	0.00	5,774.59	0.00	5,118.58	0.00	0.00	0.00
Purchases	26,295.04	0.00	33,771.69	0.00	0.00	0.00	110,026.86	0.00	165,501.03	0.00	0.00	0.00
Ending Inventory	6,586.66	0.00	9,505.66	0.00	0.00	0.00	12,361.25	0.00	14,624.24	0.00	0.00	0.00
Cost of Sales	25,482.97	0.00	29,384.61	0.00	0.00	0.00	112,669.38	0.00	161,668.10	0.00	0.00	0.00
Sales	41,841.47	0.00	45,819.36	0.00	0.00	0.00	179,420.18	0.00	229,014.96	0.00	0.00	0.00
Grain Gross Margin	16,358.50	39.09	16,434.75	35.86	0.00	35.86	66,750.80	37.20	67,346.86	29.40	0.00	0.00
HARDWARE SALES												
Beginning Inventory	102,440.36	0.00	75,979.18	0.00	0.00	0.00	102,440.36	0.00	75,979.18	0.00	0.00	0.00
Purchases	6,312.84	0.00	6,373.81	0.00	0.00	0.00	80,944.52	0.00	62,204.03	0.00	0.00	0.00
Ending Inventory	104,713.41	0.00	73,949.83	0.00	0.00	0.00	207,153.77	0.00	149,929.01	0.00	0.00	0.00
Cost of Sales	4,039.79	0.00	8,403.16	0.00	0.00	0.00	47,496.58	0.00	57,480.44	0.00	0.00	0.00
Sales	5,315.51	0.00	8,719.33	0.00	0.00	0.00	75,544.90	0.00	73,294.69	0.00	0.00	0.00
Hardware Gross Margin	1,275.72	23.99	316.17	3.62	0.00	3.62	28,048.32	37.12	15,814.25	21.57	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	684.16	0.00	287.93	0.00	0.00	0.00	684.16	0.00	287.93	0.00	0.00	0.00
Purchases	0.00	0.00	662.71	0.00	0.00	0.00	3,684.87	0.00	4,727.90	0.00	0.00	0.00
Ending Inventory	386.32	0.00	311.77	0.00	0.00	0.00	1,070.48	0.00	599.70	0.00	0.00	0.00
Cost of Sales	297.84	0.00	638.87	0.00	0.00	0.00	3,585.01	0.00	4,829.47	0.00	0.00	0.00
Sales	1,144.90	0.00	1,527.26	0.00	0.00	0.00	13,354.81	0.00	13,839.23	0.00	0.00	0.00
L. P. Gross Margin	847.06	73.98	888.39	58.16	0.00	58.16	9,769.80	73.15	9,009.76	65.10	0.00	0.00

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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
LUBE SALES												
Beginning Inventory	74.10	0.00	51.10	0.00	0.00	0.00	74.10	0.00	51.10	0.00	0.00	0.00
Purchases	144.00	0.00	227.50	0.00	0.00	0.00	1,295.09	0.00	1,370.80	0.00	0.00	0.00
Ending Inventory	128.00	0.00	107.80	0.00	0.00	0.00	202.10	0.00	158.90	0.00	0.00	0.00
Cost of Sales	90.10	0.00	170.80	0.00	0.00	0.00	1,289.59	0.00	1,524.90	0.00	0.00	0.00
Sales	239.00	0.00	224.99	0.00	0.00	0.00	1,741.75	0.00	1,862.34	0.00	0.00	0.00
Lube Gross Margin	148.90	62.30	54.19	24.08	0.00	24.08	452.16	25.96	337.44	18.11	0.00	0.00
FERTILIZER SALES												
Beginning Inventory	7,877.38	0.00	5,778.75	0.00	0.00	0.00	7,877.38	0.00	5,778.75	0.00	0.00	0.00
Purchases	2,623.53	0.00	517.58	0.00	0.00	0.00	158,736.18	0.00	136,774.48	0.00	0.00	0.00
Ending Inventory	6,370.98	0.00	4,050.75	0.00	0.00	0.00	14,248.36	0.00	9,829.50	0.00	0.00	0.00
Cost of Sales	4,129.93	0.00	2,245.58	0.00	0.00	0.00	155,153.49	0.00	137,137.29	0.00	0.00	0.00
Sales	4,808.84	0.00	2,898.57	0.00	0.00	0.00	185,580.77	0.00	160,294.72	0.00	0.00	0.00
Fertilizer Gross Margin	678.91	14.11	652.99	22.52	0.00	22.52	30,427.28	16.39	23,157.43	14.44	0.00	0.00
SEED SALES												
Beginning Inventory	36,125.99	0.00	33,942.50	0.00	0.00	0.00	36,125.99	0.00	33,942.50	0.00	0.00	0.00
Purchases	2,443.60	0.00	636.00	0.00	0.00	0.00	132,826.12	0.00	111,497.01	0.00	0.00	0.00
Ending Inventory	31,010.21	0.00	24,347.90	0.00	0.00	0.00	67,136.20	0.00	58,290.40	0.00	0.00	0.00
Cost of Sales	7,559.38	0.00	10,230.60	0.00	0.00	0.00	124,480.45	0.00	116,556.78	0.00	0.00	0.00
Sales	12,737.23	0.00	12,104.55	0.00	0.00	0.00	161,737.67	0.00	156,941.21	0.00	0.00	0.00
Seed Gross Margin	5,177.85	40.65	1,873.95	15.48	0.00	15.48	37,257.22	23.03	40,384.43	25.73	0.00	0.00
CHEMICAL SALES												
Beginning Inventory	9,234.77	0.00	11,627.98	0.00	0.00	0.00	9,234.77	0.00	11,627.98	0.00	0.00	0.00
Purchases	0.00	0.00	-432.00	0.00	0.00	0.00	3,182.33	0.00	10,015.72	0.00	0.00	0.00
Ending Inventory	9,076.33	0.00	10,720.78	0.00	0.00	0.00	18,311.10	0.00	22,348.76	0.00	0.00	0.00
Cost of Sales	158.44	0.00	475.20	0.00	0.00	0.00	4,210.34	0.00	9,799.18	0.00	0.00	0.00
Sales	200.25	0.00	660.00	0.00	0.00	0.00	5,712.75	0.00	11,797.00	0.00	0.00	0.00
Chemical Gross Margin	41.81	20.87	184.80	28.00	0.00	28.00	1,502.41	26.29	1,997.82	16.93	0.00	0.00
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	327.00	0.00	338.50	0.00	0.00	0.00	2,950.00	0.00	3,579.00	0.00	0.00	0.00
Mill Service Gross Margin	327.00	100.00	338.50	100.00	0.00	100.00	2,950.00	100.00	3,484.00	97.34	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
SFREADER RENTAL												
Sales	80.00	0.00	0.00	0.00	0.00	0.00	1,640.00	0.00	1,340.00	0.00	0.00	0.00
Spreader Rental Gross Margin	80.00	100.00	0.00	0.00	0.00	0.00	1,640.00	100.00	1,340.00	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	1,015.00	0.00	900.00	0.00	0.00	0.00	7,762.00	0.00	8,155.00	0.00	0.00	0.00
Hauling Gross Margin	1,015.00	100.00	900.00	100.00	0.00	100.00	7,762.00	100.00	8,155.00	100.00	0.00	0.00
Total Beginning Inventory	208,748.32	0.00	184,455.45	0.00	0.00	0.00	208,748.32	0.00	184,455.45	0.00	0.00	0.00
Total Purchases	84,345.96	0.00	86,317.28	0.00	0.00	0.00	868,018.06	0.00	947,901.55	0.00	0.00	0.00
Total Ending Inventory	206,914.84	0.00	173,754.73	0.00	0.00	0.00	415,663.16	0.00	358,210.18	0.00	0.00	0.00
Total Cost of Sales	86,179.44	0.00	97,018.00	0.00	0.00	0.00	825,467.83	0.00	938,810.91	0.00	0.00	0.00
Total Sales	129,471.63	0.00	140,105.19	0.00	0.00	0.00	1,153,578.93	0.00	1,242,260.41	0.00	0.00	0.00
Total Gross Margin	43,292.19	33.43	43,087.19	30.75	0.00	30.75	328,111.10	28.44	303,449.50	24.42	0.00	0.00