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

LOC 60 STEPHESNSON CONVENIENCE STORE STATEMENT OF
Comparing Period 9 September Fiscal 2024 To Prior 2023

	CURRENT PERIOD		YEAR TO DATE	
	Current Year	Prior Year	Current Year	Prior Year
SALES	422,758.78	445,610.48	3,405,476.22	3,399,349.47
COST OF SALES	339,494.34	387,247.87	2,884,970.85	2,934,616.03
GROSS MARGIN	**83,264.44**	**58,362.61**	**520,505.37**	**464,733.44**
EMPLOYEE EXPENSES				
SALARIES AND WAGES	22,510.85	18,659.62	190,705.67	163,081.11
CONTRACTED SERVICES	360.00	287.50	4,900.95	3,087.50
PAYROLL TAXES	1,774.01	1,520.46	15,787.41	13,685.75
PENSION EXPENSE	111.24	111.24	1,056.78	1,005.96
UNIFORMS/EDUCATION	0.00	0.00	1,083.63	0.00
EMP INSURANCE	0.00	0.00	0.00	0.00
TOTAL EMPLOYEE EXPENSES	**24,756.10**	**20,578.82**	**213,534.44**	**180,860.32**
OPERATING EXPENSES				
VEHICLE EXPENSE	0.00	0.00	810.95	269.01
REPAIRS	6,592.69	930.48	51,914.27	22,763.37
UTLITIES	2,196.55	2,523.21	23,258.65	27,149.82
TELEPHONE	256.16	442.95	1,921.42	4,016.18
ADVERTISING	0.00	-78.13	2,897.32	2,476.27
MILEAGE/MEETINGS/MEALS	51.68	153.27	1,476.11	1,749.57
CASH OVER/SHORT	1,074.25	1,032.15	4,241.12	3,013.08
INTEREST	0.00	0.00	123.89	55.58
BANK/CREDIT CARD FEES	5,513.58	4,933.19	41,108.22	38,876.02
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	3,124.23	2,327.60	28,722.45	32,112.34
INSURANCE/WC INS PKG	1,381.93	1,791.34	12,681.75	11,720.93
SUB/DUES/LIC/DONATIONS	350.00	150.00	2,047.82	2,628.74
DEPRECIATION	3,176.25	3,000.00	28,586.25	27,000.00
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	3,236.10	1,500.00
PROPERTY TAX	0.00	0.00	2,783.88	2,656.91
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/ANNM	0.00	2,243.67	1,069.70	8,226.11
TOTAL OPERATING EXPENSES	**23,917.32**	**19,649.73**	**208,679.90**	**188,013.93**
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	0.00
VENDOR REBATES	0.00	497.56	24,742.91	24,705.97
OTHER REVENUE	288.38	196.59	2,151.15	1,595.81
TOTAL OTHER REVENUE	**288.38**	**694.15**	**26,894.06**	**26,301.78**
NET OPERATING EXPENSES	**48,385.04**	**39,534.40**	**395,320.28**	**342,572.47**
ALLOCATION OF G/A	4,463.62	6,114.84	66,026.85	70,677.58
LOCAL NET SAVINGS	**30,415.78**	**12,713.37**	**59,158.24**	**51,483.39**
PATRONAGE REFUNDS	0.00	0.00	173,032.84	92,915.31
NON-QUAL PATRONAGE	0.00	0.00	0.00	14,031.56
NET SAVINGS	**30,415.78**	**12,713.37**	**232,191.08**	**158,430.26**

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

STATEMENT OF GROSS MARGINS STEPHENSON CONV STORE
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	42,735.44	0.00	43,290.56	0.00	0.00	0.00	42,735.44	0.00	43,290.56	0.00	0.00	0.00
Purchases	131,973.61	0.00	181,496.41	0.00	0.00	0.00	1,235,149.52	0.00	1,332,776.83	0.00	0.00	0.00
Ending Inventory	40,915.86	0.00	51,682.39	0.00	0.00	0.00	83,651.30	0.00	94,972.95	0.00	0.00	0.00
Cost of Sales	133,793.19	0.00	173,104.58	0.00	0.00	0.00	1,238,663.57	0.00	1,329,730.72	0.00	0.00	0.00
Sales	147,018.37	0.00	178,082.09	0.00	0.00	0.00	1,341,439.50	0.00	1,437,489.04	0.00	0.00	0.00
No Lead Gross Margin	13,225.18	8.99	4,977.51	2.79	0.00	2.79	102,775.93	7.66	107,758.32	7.49	0.00	0.00
#2 DIESEL SALES												
Beginning Inventory	17,363.02	0.00	22,436.48	0.00	0.00	0.00	17,363.02	0.00	22,436.48	0.00	0.00	0.00
Purchases	9,629.00	0.00	16,953.63	0.00	0.00	0.00	123,841.25	0.00	117,082.09	0.00	0.00	0.00
Ending Inventory	10,600.14	0.00	22,078.33	0.00	0.00	0.00	27,963.16	0.00	44,514.81	0.00	0.00	0.00
Cost of Sales	16,391.88	0.00	17,311.78	0.00	0.00	0.00	129,860.07	0.00	108,014.52	0.00	0.00	0.00
Sales	21,193.16	0.00	18,309.62	0.00	0.00	0.00	143,551.40	0.00	120,833.30	0.00	0.00	0.00
Diesel Gross Margin	4,801.28	22.65	997.84	5.44	0.00	5.44	13,691.33	9.53	12,818.78	10.60	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	-913.47	0.00	-42.71	0.00	0.00	0.00	-913.47	0.00	-42.71	0.00	0.00	0.00
Purchases	51.14	0.00	127.20	0.00	0.00	0.00	524.57	0.00	673.37	0.00	0.00	0.00
Ending Inventory	32.28	0.00	29.31	0.00	0.00	0.00	-881.19	0.00	-13.40	0.00	0.00	0.00
Cost of Sales	-894.61	0.00	55.18	0.00	0.00	0.00	218.94	0.00	704.00	0.00	0.00	0.00
Sales	263.88	0.00	337.86	0.00	0.00	0.00	3,445.47	0.00	2,191.62	0.00	0.00	0.00
L. P. Gross Margin	1,158.49	439.02	282.68	83.66	0.00	83.66	3,226.53	93.64	1,487.62	67.87	0.00	0.00
GROCERY SALES												
Beginning Inventory	81,815.29	0.00	80,257.19	0.00	0.00	0.00	81,815.29	0.00	80,257.19	0.00	0.00	0.00
Purchases	30,378.42	0.00	33,957.20	0.00	0.00	0.00	326,532.81	0.00	327,384.55	0.00	0.00	0.00
Ending Inventory	87,607.44	0.00	77,110.99	0.00	0.00	0.00	169,422.73	0.00	157,368.18	0.00	0.00	0.00
Cost of Sales	24,586.27	0.00	37,103.40	0.00	0.00	0.00	313,581.62	0.00	317,478.68	0.00	0.00	0.00
Sales	62,830.41	0.00	57,880.63	0.00	0.00	0.00	482,896.50	0.00	458,416.75	0.00	0.00	0.00
Gross Margin	38,244.14	60.86	20,777.23	35.89	0.00	35.89	169,314.88	35.06	140,938.07	30.74	0.00	0.00
DNR SALES												
Purchases	16,290.75	0.00	20,931.08	0.00	0.00	0.00	84,930.43	0.00	96,420.73	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	16,290.75	0.00	20,931.08	0.00	0.00	0.00	84,930.43	0.00	96,420.73	0.00	0.00	0.00
Sales	30,966.10	0.00	37,343.75	0.00	0.00	0.00	103,880.02	0.00	117,552.42	0.00	0.00	0.00
DNR Gross Margin	14,675.35	47.39	16,412.67	43.95	0.00	43.95	18,949.59	18.24	21,131.69	17.97	0.00	0.00

STATEMENT OF GROSS MARGINS STEPHENSON CONV STORE
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
LOTTERY SALES												
Purchases	22,905.41	0.00	20,551.40	0.00	0.00	0.00	204,794.63	0.00	229,265.94	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	22,905.41	0.00	20,551.40	0.00	0.00	0.00	204,794.63	0.00	229,265.94	0.00	0.00	0.00
Sales	26,494.50	0.00	24,247.00	0.00	0.00	0.00	217,510.50	0.00	242,727.12	0.00	0.00	0.00
Lottery Gross Margin	3,589.09	13.54	3,695.60	15.24	0.00	15.24	12,715.87	5.84	13,461.18	5.54	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	9,591.02	0.00	13,194.58	0.00	0.00	0.00	9,591.02	0.00	13,194.58	0.00	0.00	0.00
Purchases	14,614.26	0.00	12,315.38	0.00	0.00	0.00	127,184.07	0.00	112,865.69	0.00	0.00	0.00
Ending Inventory	8,845.11	0.00	8,210.50	0.00	0.00	0.00	18,436.13	0.00	21,405.08	0.00	0.00	0.00
Cost of Sales	15,360.17	0.00	17,299.46	0.00	0.00	0.00	129,040.27	0.00	119,676.48	0.00	0.00	0.00
Sales	18,762.56	0.00	17,393.16	0.00	0.00	0.00	150,482.85	0.00	142,243.19	0.00	0.00	0.00
Beer & Wine Gross Margin	3,402.39	18.13	93.70	0.53	0.00	0.53	21,442.58	14.24	22,566.71	15.86	0.00	0.00
LIQUOR SALES												
Beginning Inventory	14,783.36	0.00	16,324.22	0.00	0.00	0.00	14,783.36	0.00	16,324.22	0.00	0.00	0.00
Purchases	6,828.46	0.00	5,608.91	0.00	0.00	0.00	55,816.36	0.00	49,283.18	0.00	0.00	0.00
Ending Inventory	15,065.79	0.00	15,299.78	0.00	0.00	0.00	29,849.15	0.00	31,624.00	0.00	0.00	0.00
Cost of Sales	6,546.03	0.00	6,633.35	0.00	0.00	0.00	54,659.73	0.00	52,434.86	0.00	0.00	0.00
Sales	9,207.93	0.00	9,396.45	0.00	0.00	0.00	73,569.68	0.00	64,578.98	0.00	0.00	0.00
Liquor Gross Margin	2,661.90	28.90	2,763.10	29.40	0.00	29.40	18,909.95	25.70	12,144.12	18.80	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	66,390.27	0.00	71,528.85	0.00	0.00	0.00	66,390.27	0.00	71,528.85	0.00	0.00	0.00
Purchases	57,448.47	0.00	48,574.49	0.00	0.00	0.00	488,833.83	0.00	458,362.35	0.00	0.00	0.00
Ending Inventory	49,748.14	0.00	50,315.82	0.00	0.00	0.00	116,138.41	0.00	121,844.67	0.00	0.00	0.00
Cost of Sales	74,090.60	0.00	69,787.52	0.00	0.00	0.00	492,258.80	0.00	466,483.09	0.00	0.00	0.00
Sales	63,153.13	0.00	63,408.03	0.00	0.00	0.00	530,643.07	0.00	514,198.45	0.00	0.00	0.00
Cigarette Gross Margin	-10,937.47	-17.31	-6,379.49	-10.06	0.00	10.06	38,384.27	7.23	47,715.36	9.27	0.00	0.00
DELI												
Beginning Inventory	17,242.19	0.00	12,680.43	0.00	0.00	0.00	17,242.19	0.00	12,680.43	0.00	0.00	0.00
Purchases	25,994.15	0.00	21,244.95	0.00	0.00	0.00	240,113.90	0.00	211,240.35	0.00	0.00	0.00
Ending Inventory	12,811.69	0.00	9,455.26	0.00	0.00	0.00	30,053.88	0.00	22,135.69	0.00	0.00	0.00
Cost of Sales	30,424.65	0.00	24,470.12	0.00	0.00	0.00	236,962.79	0.00	214,407.01	0.00	0.00	0.00
Sales	42,868.74	0.00	39,211.89	0.00	0.00	0.00	358,057.23	0.00	299,118.60	0.00	0.00	0.00
Deli Gross Margin	12,444.09	29.02	14,741.77	37.59	0.00	37.59	121,094.44	33.81	84,711.59	28.32	0.00	0.00

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

STATEMENT OF GROSS MARGINS STEPHENSON CONV STORE
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	249,007.12	0.00	259,669.60	0.00	0.00	0.00	249,007.12	0.00	259,669.60	0.00	0.00	0.00
Total Purchases	316,113.67	0.00	361,760.65	0.00	0.00	0.00	2,887,721.37	0.00	2,935,355.08	0.00	0.00	0.00
Total Ending Inventory	225,626.45	0.00	234,182.38	0.00	0.00	0.00	474,633.57	0.00	493,851.98	0.00	0.00	0.00
Total Cost of Sales	339,494.34	0.00	387,247.87	0.00	0.00	0.00	2,884,970.85	0.00	2,934,616.03	0.00	0.00	0.00
Total Sales	422,758.78	0.00	445,610.48	0.00	0.00	0.00	3,405,476.22	0.00	3,399,349.47	0.00	0.00	0.00
Total Gross Margin	83,264.44	19.69	58,362.61	13.09	0.00	13.09	520,505.37	15.28	464,733.44	13.67	0.00	0.00