

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

Page 1
10/30/24
13:40:52
GLSR07

LOC 70 GARAGE 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	20,149.98	22,594.85	162,072.18	174,382.01
COST OF SALES	12,983.58	17,744.81	124,009.40	130,290.51
GROSS MARGIN	7,166.40	4,850.04	38,062.78	44,091.50
EMPLOYEE EXPENSES				
SALARIES AND WAGES	3,136.17	4,518.88	31,193.80	28,635.15
CONTRACTED SERVICES	0.00	0.00	0.00	2,135.00
PAYROLL TAXES	229.27	334.80	2,395.49	2,352.41
PENSION EXPENSE	31.36	15.30	154.45	39.28
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	720.00	697.18	6,714.83	1,288.28
TOTAL EMPLOYEE EXPENSES	4,116.80	5,566.16	40,458.57	34,450.12
OPERATING EXPENSES				
VEHICLE EXPENSE	0.00	0.00	0.00	0.00
REPAIRS	49.09	512.64	1,345.89	3,454.55
UTILITIES	7.05	0.00	800.92	872.63
TELEPHONE	0.00	0.00	0.00	0.00
ADVERTISING	0.00	0.00	585.30	0.00
MILEAGE/MEETINGS/MEALS	0.00	0.00	0.00	0.00
CASH OVER/SHORT	0.00	0.00	0.00	0.00
INTEREST	0.00	0.00	20.36	0.00
BANK/CREDIT CARD FEES	0.00	0.00	0.00	0.00
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	438.96	174.08	7,061.88	4,234.60
INSURANCE/WC INS PKG	192.59	245.57	1,764.45	1,600.80
SUB/DUES/LIC/DONATIONS	0.00	0.00	25.00	25.00
DEPRECIATION	869.22	150.00	7,822.98	1,350.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	0.00	0.00	0.00	0.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	0.00
PROPERTY TAX	0.00	0.00	54.67	52.18
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/A	-274.00	-176.00	5,758.69	-2,031.00
TOTAL OPERATING EXPENSES	1,282.91	906.29	25,240.14	9,558.76
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	1,000.00	0.00
TOTAL OTHER REVENUE	0.00	0.00	1,000.00	0.00
NET OPERATING EXPENSES	5,399.71	6,472.45	64,698.71	44,008.88
ALLOCATION OF G/A	525.10	719.37	7,767.74	8,314.96
LOCAL NET SAVINGS	1,241.59	-2,341.78	-34,403.67	-8,232.34
PATRONAGE REFUNDS	0.00	0.00	565.59	1,372.84
NON-QUAL PATRONAGE	0.00	0.00	0.00	207.32
NET SAVINGS	1,241.59	-2,341.78	-33,838.08	-6,652.18

Page 1
10/30/24
12:13:34
GLSR17

STATEMENT OF GROSS MARGINS GARAGE

	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
HARDWARE SALES												
Beginning Inventory	8,482.46	0.00	13,119.13	0.00	0.00	0.00	8,482.46	0.00	13,119.13	0.00	0.00	0.00
Purchases	2,825.46	0.00	-302.61	0.00	0.00	0.00	10,845.45	0.00	10,340.76	0.00	0.00	0.00
Ending Inventory	9,923.58	0.00	11,737.21	0.00	0.00	0.00	18,406.04	0.00	24,856.34	0.00	0.00	0.00
Cost of Sales	1,384.34	0.00	1,079.31	0.00	0.00	0.00	10,333.87	0.00	9,467.11	0.00	0.00	0.00
Sales	1,730.42	0.00	1,349.14	0.00	0.00	0.00	13,583.89	0.00	11,833.91	0.00	0.00	0.00
Hardware Gross Margin	346.08	19.99	269.83	20.00	0.00	20.00	3,250.02	23.92	2,366.80	20.00	0.00	0.00
TUBES												
Beginning Inventory	4,388.13	0.00	4,310.97	0.00	0.00	0.00	4,388.13	0.00	4,310.97	0.00	0.00	0.00
Purchases	665.11	0.00	1,147.22	0.00	0.00	0.00	6,349.98	0.00	7,950.18	0.00	0.00	0.00
Ending Inventory	4,103.72	0.00	4,144.16	0.00	0.00	0.00	8,491.85	0.00	8,455.13	0.00	0.00	0.00
Cost of Sales	949.52	0.00	1,314.03	0.00	0.00	0.00	10,184.61	0.00	9,588.58	0.00	0.00	0.00
Sales	1,144.00	0.00	1,583.17	0.00	0.00	0.00	9,833.58	0.00	11,552.51	0.00	0.00	0.00
Tubes Gross Margin	194.48	17.00	269.14	17.00	0.00	17.00	-351.03	-3.56	1,963.93	17.00	0.00	0.00
TIRES												
Beginning Inventory	15,807.76	0.00	20,313.37	0.00	0.00	0.00	15,807.76	0.00	20,313.37	0.00	0.00	0.00
Purchases	10,659.36	0.00	6,989.87	0.00	0.00	0.00	62,703.97	0.00	77,556.21	0.00	0.00	0.00
Ending Inventory	17,562.37	0.00	15,994.12	0.00	0.00	0.00	33,370.13	0.00	36,307.49	0.00	0.00	0.00
Cost of Sales	8,904.75	0.00	11,309.12	0.00	0.00	0.00	67,914.60	0.00	83,145.65	0.00	0.00	0.00
Sales	9,473.14	0.00	12,030.98	0.00	0.00	0.00	77,622.84	0.00	88,452.83	0.00	0.00	0.00
Tires Gross Margin	568.39	6.00	721.86	6.00	0.00	6.00	9,708.24	12.50	5,307.18	6.00	0.00	0.00
BATTERIES												
Beginning Inventory	763.96	0.00	2,834.94	0.00	0.00	0.00	763.96	0.00	2,834.94	0.00	0.00	0.00
Purchases	947.17	0.00	1,165.94	0.00	0.00	0.00	6,231.03	0.00	4,725.35	0.00	0.00	0.00
Ending Inventory	1,111.24	0.00	3,439.03	0.00	0.00	0.00	1,875.20	0.00	6,273.97	0.00	0.00	0.00
Cost of Sales	599.89	0.00	561.85	0.00	0.00	0.00	9,029.70	0.00	3,735.83	0.00	0.00	0.00
Sales	705.75	0.00	661.00	0.00	0.00	0.00	6,481.11	0.00	4,395.10	0.00	0.00	0.00
Batteries Gross Margin	105.86	14.99	99.15	15.00	0.00	15.00	-2,548.59	-39.32	659.27	15.00	0.00	0.00
BATTERY CORE												
Beginning Inventory	22.00	0.00	365.00	0.00	0.00	0.00	22.00	0.00	365.00	0.00	0.00	0.00
Purchases	22.00	0.00	0.00	0.00	0.00	0.00	44.00	0.00	61.00	0.00	0.00	0.00
Ending Inventory	22.00	0.00	365.00	0.00	0.00	0.00	44.00	0.00	730.00	0.00	0.00	0.00
Cost of Sales	22.00	0.00	0.00	0.00	0.00	0.00	227.00	0.00	61.00	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

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Page 2
10/30/24
12:13:34
GLSR17

STATEMENT OF GROSS MARGINS GARAGE
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
Battery Core Gross Margin	-22.00	0.00	0.00	0.00	0.00	0.00	-227.00	0.00	-61.00	0.00	0.00	0.00
LUBE SALES												
Beginning Inventory	24,311.00	0.00	36,381.00	0.00	0.00	0.00	24,311.00	0.00	36,381.00	0.00	0.00	0.00
Purchases	171.08	0.00	-227.50	0.00	0.00	0.00	11,765.62	0.00	27,026.73	0.00	0.00	0.00
Ending Inventory	23,359.00	0.00	32,673.00	0.00	0.00	0.00	47,670.00	0.00	69,054.00	0.00	0.00	0.00
Cost of Sales	1,123.08	0.00	3,480.50	0.00	0.00	0.00	26,319.62	0.00	24,292.34	0.00	0.00	0.00
Sales	3,781.67	0.00	2,974.56	0.00	0.00	0.00	27,929.93	0.00	27,829.60	0.00	0.00	0.00
Lube Gross Margin	2,658.59	70.30	-505.94	-17.00	0.00	17.00	1,610.31	5.76	3,537.26	12.71	0.00	0.00
BRAKES PARTS SALES												
Beginning 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
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	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
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
SHOP SERVICE												
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	3,315.00	0.00	3,996.00	0.00	0.00	0.00	26,620.83	0.00	30,318.06	0.00	0.00	0.00
Shop Service Gross Margin	3,315.00	100.00	3,996.00	100.00	0.00	100.00	26,620.83	100.00	30,318.06	100.00	0.00	0.00
Total Beginning Inventory	53,775.31	0.00	77,324.41	0.00	0.00	0.00	53,775.31	0.00	77,324.41	0.00	0.00	0.00
Total Purchases	15,290.18	0.00	8,772.92	0.00	0.00	0.00	97,940.05	0.00	127,660.23	0.00	0.00	0.00
Total Ending Inventory	56,081.91	0.00	68,352.52	0.00	0.00	0.00	109,857.22	0.00	145,676.93	0.00	0.00	0.00
Total Cost of Sales	12,983.58	0.00	17,744.81	0.00	0.00	0.00	124,009.40	0.00	130,290.51	0.00	0.00	0.00
Total Sales	20,149.98	0.00	22,594.85	0.00	0.00	0.00	162,072.18	0.00	174,382.01	0.00	0.00	0.00
Total Gross Margin	7,166.40	35.56	4,850.04	21.46	0.00	21.46	38,062.78	23.48	44,091.50	25.28	0.00	0.00