

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

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CONSOLIDATED 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	1,369,110.12	1,462,917.90	12,492,316.12	13,413,543.22
COST OF SALES	1,069,798.48	1,132,315.19	9,844,063.04	10,723,237.47
GROSS MARGIN	299,311.64	330,602.71	2,648,253.08	2,690,305.75
EMPLOYEE EXPENSES				
SALARIES AND WAGES	110,774.79	105,574.45	998,851.04	961,591.21
CONTRACTED SERVICES	4,456.00	5,837.43	52,419.08	50,957.07
PAYROLL TAXES	8,401.92	8,045.41	78,353.53	78,748.21
PENSION EXPENSE	1,535.16	1,541.02	15,579.62	13,425.43
UNIFORMS/EDUCATION	0.00	0.00	1,662.63	0.00
EMPLOYEE INSURANCE	17,194.65	19,982.30	177,600.44	165,040.57
TOTAL EMPLOYEE EXPENSES	142,362.52	140,980.61	1,324,466.34	1,269,762.49
OPERATING EXPENSES				
VEHICLE EXPENSE	8,190.54	17,167.91	123,008.37	189,570.68
REPAIRS	39,007.79	8,281.12	210,298.05	106,336.15
UTILITIES	7,310.61	8,627.06	81,221.34	89,571.56
TELEPHONE	2,501.40	2,601.60	21,830.78	23,852.55
ADVERTISING	92.54	-1,200.21	31,151.70	37,555.72
MILEAGE/MEETINGS/MEALS	2,245.43	937.55	12,068.97	20,236.13
CASH OVER/SHORT	1,931.24	2,651.97	14,327.18	16,228.55
INTEREST	295.59	775.18	8,113.15	7,864.25
BANK/CREDIT CARD FEES	17,807.71	16,660.90	137,325.00	133,447.30
OFFICE SUPPLIES	1,306.16	1,668.59	9,978.43	11,451.17
OPERATING SUPPLIES	9,384.38	3,691.21	84,299.96	101,165.07
INSURANCE/WC INS PKG	11,975.42	15,281.58	109,575.14	110,571.76
SUB/DUES/LIC/DONATIONS	740.50	431.13	7,613.34	8,998.14
DEPRECIATION	23,992.06	21,700.00	215,928.54	197,300.00
RENT & LEASES	1,302.63	1,293.45	13,598.69	13,154.44
BAD DEBT	5,400.00	5,400.00	48,600.00	48,600.00
AUDIT/LEGAL/DIR. FEES	3,708.64	2,350.00	49,034.03	56,010.58
PROPERTY TAX	0.00	0.00	10,517.53	10,282.49
GAIN/LOSS FIXED ASSET	0.00	0.00	-5,000.00	-38,583.33
MISC/SAFETY/ANNMTG	-12,296.25	6,403.95	19,597.60	20,732.70
TOTAL OPERATING EXPENSES	124,896.39	114,722.99	1,203,087.80	1,164,345.91
OTHER REVENUE				
FINANCE CHARGES	5,249.09	5,701.80	40,254.92	41,408.31
VENDOR REBATES	223.15	732.48	55,759.54	52,945.42
OTHER REVENUE	1,806.04	601.54	41,802.92	24,193.41
TOTAL OTHER REVENUE	7,278.28	7,035.82	137,817.38	118,547.14
NET OPERATING EXPENSES	259,980.63	248,667.78	2,389,736.76	2,315,561.26
LOCAL NET SAVINGS	39,331.01	81,934.93	258,516.32	374,744.49
PATRONAGE REFUNDS	0.00	0.00	440,365.34	269,389.02
NON-QUALIFYING PATRONA	0.00	0.00	-2,090.41	36,738.80
FEDERAL INCOME TAX EXP	0.00	0.00	0.00	0.00
MI SINGLE BUSINESS TAX	0.00	0.00	0.00	0.00
NET SAVINGS	39,331.01	81,934.93	696,791.25	680,872.31

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STATEMENT OF GROSS MARGINS - CONSOLIDATED

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STATEMENT OF GROSS MARGINS - CONSOLIDATED
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
MATTRESS SALES												
Beginning Inventory	325.00	0.00	325.00	0.00	0.00	0.00	325.00	0.00	325.00	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	325.00	0.00	325.00	0.00	0.00	0.00	650.00	0.00	650.00	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 Margins	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 SALES												
Beginning Inventory	273,488.82	0.00	268,193.09	0.00	0.00	0.00	273,488.82	0.00	268,193.09	0.00	0.00	0.00
Purchases	20,647.24	0.00	29,425.66	0.00	0.00	0.00	189,718.76	0.00	202,462.33	0.00	0.00	0.00
Ending Inventory	258,819.72	0.00	252,036.64	0.00	0.00	0.00	532,308.54	0.00	520,229.73	0.00	0.00	0.00
Cost of Sales	35,316.34	0.00	45,582.11	0.00	0.00	0.00	190,761.16	0.00	220,036.18	0.00	0.00	0.00
Sales	42,213.24	0.00	52,538.63	0.00	0.00	0.00	266,202.99	0.00	265,232.86	0.00	0.00	0.00
Gross Margin	6,896.90	16.33	6,956.52	13.24	0.00	13.24	75,441.83	28.33	45,196.68	17.04	0.00	0.00
BRAKES												
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
NO LEAD SALES												
Beginning Inventory	72,427.87	0.00	81,901.49	0.00	0.00	0.00	72,427.87	0.00	81,901.49	0.00	0.00	0.00
Purchases	293,377.53	0.00	360,463.52	0.00	0.00	0.00	2,650,164.38	0.00	2,820,653.78	0.00	0.00	0.00
Ending Inventory	77,009.50	0.00	93,534.94	0.00	0.00	0.00	149,437.37	0.00	175,436.43	0.00	0.00	0.00
Cost of Sales	288,795.90	0.00	348,830.07	0.00	0.00	0.00	2,640,769.75	0.00	2,816,938.47	0.00	0.00	0.00
Sales	315,146.66	0.00	357,353.88	0.00	0.00	0.00	2,830,982.69	0.00	3,039,501.27	0.00	0.00	0.00
Gross Margin	26,350.76	8.36	8,523.81	2.38	0.00	2.38	190,212.94	6.71	222,562.80	7.32	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	71,594.86	0.00	66,382.23	0.00	0.00	0.00	71,594.86	0.00	66,382.23	0.00	0.00	0.00
Purchases	23,379.54	0.00	39,879.74	0.00	0.00	0.00	550,365.83	0.00	675,910.73	0.00	0.00	0.00
Ending Inventory	61,316.25	0.00	72,757.75	0.00	0.00	0.00	132,911.11	0.00	139,139.98	0.00	0.00	0.00
Cost of Sales	33,658.15	0.00	33,504.22	0.00	0.00	0.00	558,142.66	0.00	685,482.96	0.00	0.00	0.00
Sales	55,541.18	0.00	68,612.06	0.00	0.00	0.00	966,777.60	0.00	1,204,903.85	0.00	0.00	0.00

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STATEMENT OF GROSS MARGINS - CONSOLIDATED
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
Gross Margin	21,883.03	39.39	35,107.84	51.16	0.00	51.16	408,634.94	42.26	519,420.89	43.10	0.00	0.00

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	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
#2 DIESEL SALES												
Beginning Inventory	30,591.58	0.00	43,228.70	0.00	0.00	0.00	30,591.58	0.00	43,228.70	0.00	0.00	0.00
Purchases	27,534.62	0.00	43,620.05	0.00	0.00	0.00	276,255.81	0.00	280,959.98	0.00	0.00	0.00
Ending Inventory	26,214.38	0.00	40,373.09	0.00	0.00	0.00	56,805.96	0.00	83,601.79	0.00	0.00	0.00
Cost of Sales	31,911.82	0.00	46,475.66	0.00	0.00	0.00	286,186.70	0.00	280,545.18	0.00	0.00	0.00
Sales	39,055.81	0.00	45,983.31	0.00	0.00	0.00	313,132.13	0.00	300,911.09	0.00	0.00	0.00
Gross Margin	7,143.99	18.29	-492.35	-1.07	0.00	1.07	26,945.43	8.60	20,365.91	6.76	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
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
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
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

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	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
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
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	24,385.10	0.00	36,432.10	0.00	0.00	0.00	24,385.10	0.00	36,432.10	0.00	0.00	0.00
Purchases	315.08	0.00	0.00	0.00	0.00	0.00	13,060.71	0.00	28,397.53	0.00	0.00	0.00
Ending Inventory	23,487.00	0.00	32,780.80	0.00	0.00	0.00	47,872.10	0.00	69,212.90	0.00	0.00	0.00
Cost of Sales	1,213.18	0.00	3,651.30	0.00	0.00	0.00	27,609.21	0.00	25,817.24	0.00	0.00	0.00
Sales	4,020.67	0.00	3,199.55	0.00	0.00	0.00	29,671.68	0.00	29,700.94	0.00	0.00	0.00
Gross Margin	2,807.49	69.82	-451.75	-14.11	0.00	14.11	2,062.47	6.95	3,883.70	13.07	0.00	0.00
FERTILIZER SALES												
Beginning Inventory	112,691.89	0.00	82,810.08	0.00	0.00	0.00	112,691.89	0.00	82,810.08	0.00	0.00	0.00
Purchases	2,112.09	0.00	2,493.70	0.00	0.00	0.00	703,502.68	0.00	760,291.02	0.00	0.00	0.00
Ending Inventory	97,257.00	0.00	72,400.35	0.00	0.00	0.00	209,948.89	0.00	155,210.43	0.00	0.00	0.00
Cost of Sales	17,546.98	0.00	12,903.43	0.00	0.00	0.00	696,991.98	0.00	808,362.79	0.00	0.00	0.00
Sales	24,116.09	0.00	16,324.32	0.00	0.00	0.00	850,435.08	0.00	963,576.15	0.00	0.00	0.00
Gross Margin	6,569.11	27.23	3,420.89	20.95	0.00	20.95	153,443.10	18.04	155,213.36	16.10	0.00	0.00
SEED SALES												
Beginning Inventory	13,111.73	0.00	-175,586.04	0.00	0.00	0.00	13,111.73	0.00	-175,586.04	0.00	0.00	0.00
Purchases	2,671.10	0.00	249,549.28	0.00	0.00	0.00	190,884.84	0.00	396,521.14	0.00	0.00	0.00
Ending Inventory	-326.23	0.00	45,657.25	0.00	0.00	0.00	12,785.50	0.00	-129,928.79	0.00	0.00	0.00
Cost of Sales	16,109.06	0.00	28,305.99	0.00	0.00	0.00	244,539.60	0.00	397,141.76	0.00	0.00	0.00
Sales	22,236.87	0.00	20,594.65	0.00	0.00	0.00	295,239.29	0.00	457,419.33	0.00	0.00	0.00
Gross Margin	6,127.81	27.55	-7,711.34	-37.44	0.00	37.44	50,699.69	17.17	60,277.57	13.17	0.00	0.00

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	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales
CHEMICAL SALES												
Beginning Inventory	53,169.69	0.00	51,573.32	0.00	0.00	0.00	53,169.69	0.00	51,573.32	0.00	0.00	0.00
Purchases	0.00	0.00	5,375.00	0.00	0.00	0.00	137,682.50	0.00	149,514.38	0.00	0.00	0.00
Ending Inventory	50,098.41	0.00	53,699.96	0.00	0.00	0.00	103,268.10	0.00	105,273.28	0.00	0.00	0.00
Cost of Sales	3,071.28	0.00	3,248.36	0.00	0.00	0.00	135,131.26	0.00	149,697.13	0.00	0.00	0.00
Sales	5,527.16	0.00	6,348.46	0.00	0.00	0.00	216,450.56	0.00	212,451.68	0.00	0.00	0.00
Gross Margin	2,455.88	44.43	3,100.10	48.83	0.00	48.83	81,319.30	37.56	62,754.55	29.53	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	3,343.00	0.00	4,017.00	0.00	0.00	0.00	26,788.83	0.00	30,507.06	0.00	0.00	0.00
Gross Margin	3,343.00	100.00	4,017.00	100.00	0.00	100.00	26,788.83	100.00	30,507.06	100.00	0.00	0.00
MILL 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	1,618.28	0.00	2,129.18	0.00	0.00	0.00	17,772.96	0.00	19,693.09	0.00	0.00	0.00
Gross Margin	1,618.28	100.00	2,129.18	100.00	0.00	100.00	17,772.96	100.00	19,693.09	100.00	0.00	0.00
STORAGE SALES												
Sales	1,053.00	0.00	0.00	0.00	0.00	0.00	17,092.00	0.00	12,995.00	0.00	0.00	0.00
Gross Margin	1,053.00	100.00	0.00	0.00	0.00	0.00	17,092.00	100.00	12,995.00	100.00	0.00	0.00
SPRAYING SALES												
Sales	3,492.00	0.00	3,678.85	0.00	0.00	0.00	103,423.90	0.00	101,234.88	0.00	0.00	0.00
Gross Margin	3,492.00	100.00	3,678.85	100.00	0.00	100.00	103,423.90	100.00	101,234.88	100.00	0.00	0.00

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	CURRENT PERIOD						YEAR TO DATE					
	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales
DRYING 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	100.00	0.00	620.00	0.00	0.00	0.00	5,811.60	0.00	1,070.00	0.00	0.00	0.00
Gross Margin	100.00	100.00	620.00	100.00	0.00	100.00	5,811.60	100.00	1,070.00	100.00	0.00	0.00
SPREADER RENTAL												
Sales	190.00	0.00	150.00	0.00	0.00	0.00	11,627.50	0.00	16,393.50	0.00	0.00	0.00
Gross Margin	190.00	100.00	150.00	100.00	0.00	100.00	11,627.50	100.00	16,393.50	100.00	0.00	0.00
HAULING 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	3,511.50	0.00	3,365.00	0.00	0.00	0.00	35,937.70	0.00	33,045.00	0.00	0.00	0.00
Gross Margin	3,511.50	100.00	3,365.00	100.00	0.00	100.00	35,937.70	100.00	33,045.00	100.00	0.00	0.00
GROCERY SALES												
Beginning Inventory	154,517.70	0.00	153,907.56	0.00	0.00	0.00	154,517.70	0.00	153,907.56	0.00	0.00	0.00
Purchases	68,160.00	0.00	75,066.07	0.00	0.00	0.00	698,990.34	0.00	713,167.89	0.00	0.00	0.00
Ending Inventory	176,984.45	0.00	156,983.47	0.00	0.00	0.00	331,502.15	0.00	310,891.03	0.00	0.00	0.00
Cost of Sales	45,693.25	0.00	71,990.16	0.00	0.00	0.00	675,827.71	0.00	692,463.64	0.00	0.00	0.00
Sales	131,051.00	0.00	126,664.08	0.00	0.00	0.00	1,025,465.74	0.00	1,013,054.76	0.00	0.00	0.00
Gross Margin	85,357.75	65.13	54,673.92	43.16	0.00	43.16	349,638.03	34.09	320,591.12	31.64	0.00	0.00
DNR 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	20,379.94	0.00	27,074.42	0.00	0.00	0.00	127,703.67	0.00	145,125.86	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	20,379.94	0.00	27,074.42	0.00	0.00	0.00	127,703.67	0.00	145,125.86	0.00	0.00	0.00
Sales	37,982.09	0.00	49,175.00	0.00	0.00	0.00	151,564.95	0.00	172,639.02	0.00	0.00	0.00
Gross Margin	17,602.15	46.34	22,100.58	44.94	0.00	44.94	23,861.28	15.74	27,513.16	15.93	0.00	0.00

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	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												
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	56,971.37	0.00	46,340.10	0.00	0.00	0.00	465,214.89	0.00	506,999.96	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	56,971.37	0.00	46,340.10	0.00	0.00	0.00	465,214.89	0.00	506,999.96	0.00	0.00	0.00
Sales	61,377.50	0.00	55,874.00	0.00	0.00	0.00	484,279.50	0.00	540,932.12	0.00	0.00	0.00
Gross Margin	4,406.13	7.17	9,533.90	17.06	0.00	17.06	19,064.61	3.93	33,932.16	6.27	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	28,176.18	0.00	29,629.30	0.00	0.00	0.00	28,176.18	0.00	29,629.30	0.00	0.00	0.00
Purchases	29,937.08	0.00	29,885.67	0.00	0.00	0.00	283,594.98	0.00	277,141.12	0.00	0.00	0.00
Ending Inventory	19,939.51	0.00	19,936.65	0.00	0.00	0.00	48,115.69	0.00	49,565.95	0.00	0.00	0.00
Cost of Sales	38,173.75	0.00	39,578.32	0.00	0.00	0.00	284,345.10	0.00	285,904.40	0.00	0.00	0.00
Sales	42,207.61	0.00	40,628.51	0.00	0.00	0.00	343,317.97	0.00	341,026.19	0.00	0.00	0.00
Gross Margin	4,033.86	9.55	1,050.19	2.58	0.00	2.58	58,972.87	17.17	55,121.79	16.16	0.00	0.00
LIQUOR SALES												
Beginning Inventory	25,863.34	0.00	34,796.14	0.00	0.00	0.00	25,863.34	0.00	34,796.14	0.00	0.00	0.00
Purchases	15,283.65	0.00	11,844.32	0.00	0.00	0.00	134,273.44	0.00	122,950.40	0.00	0.00	0.00
Ending Inventory	26,489.52	0.00	29,401.23	0.00	0.00	0.00	52,352.86	0.00	64,197.37	0.00	0.00	0.00
Cost of Sales	14,657.47	0.00	17,239.23	0.00	0.00	0.00	134,513.76	0.00	128,349.66	0.00	0.00	0.00
Sales	20,565.92	0.00	19,883.56	0.00	0.00	0.00	169,294.98	0.00	153,751.54	0.00	0.00	0.00
Gross Margin	5,908.45	28.72	2,644.33	13.29	0.00	13.29	34,781.22	20.54	25,401.88	16.52	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	138,143.42	0.00	134,323.35	0.00	0.00	0.00	138,143.42	0.00	134,323.35	0.00	0.00	0.00
Purchases	113,182.68	0.00	104,557.02	0.00	0.00	0.00	1,005,301.49	0.00	969,897.32	0.00	0.00	0.00
Ending Inventory	122,026.86	0.00	118,910.28	0.00	0.00	0.00	260,170.28	0.00	253,233.63	0.00	0.00	0.00
Cost of Sales	129,299.24	0.00	119,970.09	0.00	0.00	0.00	1,004,530.15	0.00	951,514.13	0.00	0.00	0.00
Sales	132,609.38	0.00	134,076.60	0.00	0.00	0.00	1,135,678.03	0.00	1,079,012.99	0.00	0.00	0.00
Gross Margin	3,310.14	2.49	14,106.51	10.52	0.00	10.52	131,147.88	11.54	127,498.86	11.81	0.00	0.00

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	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
DELI												
Beginning Inventory	31,655.51	0.00	26,512.94	0.00	0.00	0.00	31,655.51	0.00	26,512.94	0.00	0.00	0.00
Purchases	52,962.18	0.00	48,079.01	0.00	0.00	0.00	466,980.01	0.00	450,252.72	0.00	0.00	0.00
Ending Inventory	27,270.23	0.00	22,279.56	0.00	0.00	0.00	58,925.74	0.00	48,792.50	0.00	0.00	0.00
Cost of Sales	57,347.46	0.00	52,312.39	0.00	0.00	0.00	461,109.21	0.00	456,145.96	0.00	0.00	0.00
Sales	83,626.91	0.00	77,362.07	0.00	0.00	0.00	694,154.20	0.00	612,972.14	0.00	0.00	0.00
Gross Margin	26,279.45	31.42	25,049.68	32.37	0.00	32.37	233,044.99	33.57	156,826.18	25.58	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
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
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	1,457,042.89	0.00	1,218,062.46	0.00	0.00	0.00	1,457,042.89	0.00	1,218,062.46	0.00	0.00	0.00
Total Purchases	946,119.85	0.00	1,309,480.27	0.00	0.00	0.00	9,706,098.21	0.00	10,603,039.28	0.00	0.00	0.00
Total Ending Inventory	1,333,364.26	0.00	1,395,227.54	0.00	0.00	0.00	2,790,407.15	0.00	2,613,290.00	0.00	0.00	0.00
Total Cost of Sales	1,069,798.48	0.00	1,132,315.19	0.00	0.00	0.00	9,844,063.04	0.00	10,723,237.47	0.00	0.00	0.00
Total Sales	1,363,410.12	0.00	1,451,304.30	0.00	0.00	0.00	12,446,436.38	0.00	13,341,821.70	0.00	0.00	0.00
Total Gross Margin	293,611.64	21.53	318,989.11	21.97	0.00	21.97	2,602,373.34	20.90	2,618,584.23	19.62	0.00	0.00