

LOC 10 FEED & HARDWARE STATEMENT OF OPERATIONS
Comparing Period 10 October 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	285,519.17	303,551.02	2,192,660.57	2,364,491.22
COST OF SALES	<u>154,097.92</u>	<u>303,749.92</u>	<u>1,627,828.46</u>	<u>1,926,095.06</u>
GROSS MARGIN	131,421.25	-198.90	564,832.11	438,396.16
EMPLOYEE EXPENSES				
SALARIES AND WAGES	22,220.76	10,328.84	148,311.73	97,738.44
CONTRACTED SERVICES	1,573.00	2,063.00	12,580.40	16,766.55
PAYROLL TAXES	1,799.38	871.54	12,660.09	8,821.43
PENSION EXPENSE	346.14	255.93	2,820.75	2,351.88
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	<u>3,392.10</u>	<u>4,213.73</u>	<u>42,774.36</u>	<u>29,999.81</u>
TOTAL EMPLOYEE EXPENSES	29,331.38	17,733.04	219,147.33	155,678.11
OPERATING EXPENSES				
VEHICLE EXPENSE	5,434.64	-196.97	42,683.24	49,018.66
REPAIRS	3,858.27	3,235.74	30,632.02	15,839.69
UTILITIES	466.24	473.78	6,002.08	6,204.13
TELEPHONE	434.05	418.83	4,146.24	4,178.83
ADVERTISING	248.04	29.29	-1,252.71	348.66
MILEAGE/MEETINGS/MEALS	0.00	0.00	0.00	735.65
CASH OVER/SHORT	-3.97	-91.08	6.88	143.88
INTEREST	0.00	0.00	156.36	0.00
BANK/CREDIT CARD FEES	2,952.01	2,482.87	23,227.71	21,499.54
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	1,986.32	824.69	7,177.16	5,950.84
INSURANCE/WC INS PKG	2,711.78	2,539.62	27,606.98	25,462.83
SUB/DUES/LIC/DONATIONS	300.00	374.75	1,341.85	1,809.19
DEPRECIATION	2,674.50	1,800.00	26,745.00	18,000.00
RENT & LEASES	148.19	148.19	1,616.90	1,610.90
BAD DEBT	3,000.00	3,000.00	30,000.00	30,000.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	1,575.00	10,987.50
PROPERTY TAX	0.00	0.00	2,209.96	2,355.23
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	-500.00
MISC/SAFETY/CLEARING/A	<u>112.10</u>	<u>47.10</u>	<u>2,370.77</u>	<u>1,144.50</u>
TOTAL OPERATING EXPENSES	24,322.17	15,086.81	206,245.44	194,790.03
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	-1.76
VENDOR REBATES	0.00	0.00	0.00	134.10
OTHER REVENUE	0.00	0.00	0.00	132.00
TOTAL OTHER REVENUE	0.00	0.00	0.00	264.34
NET OPERATING EXPENSES	53,653.55	32,819.85	425,392.77	350,203.80
ALLOCATION OF G/A	<u>10,805.91</u>	<u>7,637.97</u>	<u>92,368.28</u>	<u>94,945.54</u>
LOCAL NET SAVINGS	66,961.79	-40,656.72	47,071.06	-6,753.18
PATRONAGE REFUNDS	1,677.31	0.00	2,586.63	2,221.78
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	68,639.10	-40,656.72	49,657.69	-4,531.40

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STATEMENT OF GROSS MARGINS FEED AND HARDWARE
Comparing Period 10 October 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	159,599.09	0.00	160,003.54	0.00	0.00	0.00	159,599.09	0.00	160,003.54	0.00	0.00	0.00
Purchases	141,712.16	0.00	140,624.93	0.00	0.00	0.00	1,288,111.64	0.00	1,383,905.45	0.00	0.00	0.00
Ending Inventory	155,476.81	0.00	142,315.66	0.00	0.00	0.00	315,075.90	0.00	302,319.20	0.00	0.00	0.00
Cost of Sales	145,834.44	0.00	158,312.81	0.00	0.00	0.00	1,282,575.29	0.00	1,409,792.45	0.00	0.00	0.00
Sales	167,105.18	0.00	170,945.59	0.00	0.00	0.00	1,516,478.57	0.00	1,612,513.89	0.00	0.00	0.00
Feed Gross Margin	21,270.74	12.72	12,632.78	7.38	0.00	7.38	233,903.28	15.42	202,721.44	12.57	0.00	0.00
GRAIN SALES												
Beginning Inventory	128,412.03	0.00	139,526.20	0.00	0.00	0.00	128,412.03	0.00	139,526.20	0.00	0.00	0.00
Purchases	10,128.05	0.00	-26,128.69	0.00	0.00	0.00	113,454.52	0.00	121,874.56	0.00	0.00	0.00
Ending Inventory	149,143.13	0.00	-12,757.71	0.00	0.00	0.00	277,555.16	0.00	126,768.49	0.00	0.00	0.00
Cost of Sales	-10,603.05	0.00	126,155.22	0.00	0.00	0.00	186,734.05	0.00	339,468.82	0.00	0.00	0.00
Sales	69,830.40	0.00	100,302.04	0.00	0.00	0.00	367,790.83	0.00	473,208.32	0.00	0.00	0.00
Grain Gross Margin	80,433.45	115.18	-25,853.18	-25.77	0.00	25.77	181,056.78	49.22	133,739.50	28.26	0.00	0.00
HARDWARE SALES												
Beginning Inventory	138,436.29	0.00	161,050.86	0.00	0.00	0.00	138,436.29	0.00	161,050.86	0.00	0.00	0.00
Purchases	19,209.37	0.00	44,851.07	0.00	0.00	0.00	116,690.46	0.00	174,768.61	0.00	0.00	0.00
Ending Inventory	139,875.81	0.00	187,582.01	0.00	0.00	0.00	278,312.10	0.00	348,632.87	0.00	0.00	0.00
Cost of Sales	17,769.85	0.00	18,319.92	0.00	0.00	0.00	150,700.56	0.00	171,408.55	0.00	0.00	0.00
Sales	20,905.70	0.00	21,552.85	0.00	0.00	0.00	197,979.90	0.00	201,657.11	0.00	0.00	0.00
Hardware Gross Margin	3,135.85	14.99	3,232.93	15.00	0.00	15.00	47,279.34	23.88	30,248.56	14.99	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	300.47	0.00	363.73	0.00	0.00	0.00	300.47	0.00	363.73	0.00	0.00	0.00
Purchases	1,146.40	0.00	999.40	0.00	0.00	0.00	7,834.55	0.00	5,567.10	0.00	0.00	0.00
Ending Inventory	350.19	0.00	401.16	0.00	0.00	0.00	650.66	0.00	764.89	0.00	0.00	0.00
Cost of Sales	1,096.68	0.00	961.97	0.00	0.00	0.00	7,818.56	0.00	5,520.24	0.00	0.00	0.00
Sales	3,815.65	0.00	3,937.68	0.00	0.00	0.00	25,473.77	0.00	19,036.95	0.00	0.00	0.00
L. P. Gross Margin	2,718.97	71.25	2,975.71	75.57	0.00	75.57	17,655.21	69.30	13,516.71	71.00	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	14.00	0.00	35.00	0.00	0.00	0.00	182.00	0.00	224.00	0.00	0.00	0.00
Shop Service Gross Margin	14.00	100.00	35.00	100.00	0.00	100.00	182.00	100.00	224.00	100.00	0.00	0.00

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	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales
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	1,351.00	0.00	2,080.01	0.00	0.00	0.00	16,173.96	0.00	18,194.10	0.00	0.00	0.00
Mill Service Gross Margin	1,351.00	100.00	2,080.01	100.00	0.00	100.00	16,173.96	100.00	18,289.10	100.52	0.00	0.00
STORAGE SALES												
Sales	982.00	0.00	728.00	0.00	0.00	0.00	18,074.00	0.00	13,723.00	0.00	0.00	0.00
Storage Gross Margin	982.00	100.00	728.00	100.00	0.00	100.00	18,074.00	100.00	13,723.00	100.00	0.00	0.00
DRYING 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	18,850.24	0.00	1,350.05	0.00	0.00	0.00	24,661.84	0.00	2,420.05	0.00	0.00	0.00
Drying Gross Margin	18,850.24	100.00	1,350.05	100.00	0.00	100.00	24,661.84	100.00	2,420.05	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	2,665.00	0.00	2,619.80	0.00	0.00	0.00	25,845.70	0.00	23,504.80	0.00	0.00	0.00
Hauling Gross Margin	2,665.00	100.00	2,619.80	100.00	0.00	100.00	25,845.70	100.00	23,504.80	100.00	0.00	0.00
Total Beginning Inventory	426,747.88	0.00	460,944.33	0.00	0.00	0.00	426,747.88	0.00	460,944.33	0.00	0.00	0.00
Total Purchases	172,195.98	0.00	160,346.71	0.00	0.00	0.00	1,526,091.17	0.00	1,686,020.72	0.00	0.00	0.00
Total Ending Inventory	444,845.94	0.00	317,541.12	0.00	0.00	0.00	871,593.82	0.00	778,485.45	0.00	0.00	0.00
Total Cost of Sales	154,097.92	0.00	303,749.92	0.00	0.00	0.00	1,627,828.46	0.00	1,926,095.06	0.00	0.00	0.00
Total Sales	285,519.17	0.00	303,551.02	0.00	0.00	0.00	2,192,660.57	0.00	2,364,482.22	0.00	0.00	0.00
Total Gross Margin	131,421.25	46.02	-198.90	-0.06	0.00	0.06	564,832.11	25.76	438,387.16	18.54	0.00	0.00