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

LOC 11 STEPHENSON AGRONOMY STATEMENT OF OPERATIONS
Comparing Period 10 October Fiscal 2024 To Prior 2023

	CURRENT PERIOD		YEAR TO DATE	
	Current Year	Prior Year	Current Year	Prior Year
SALES	26,069.47	22,158.59	1,153,569.61	1,446,866.20
COST OF SALES	20,671.08	18,494.04	813,489.64	1,110,202.47
GROSS MARGIN	**5,398.39**	**3,664.55**	**340,079.97**	**336,663.73**
EMPLOYEE EXPENSES				
SALARIES AND WAGES	1,846.15	5,617.08	18,461.50	57,151.57
CONTRACTED SERVICES	0.00	0.00	4,080.00	250.00
PAYROLL TAXES	0.00	284.38	0.00	3,002.01
PENSION EXPENSE	0.00	0.00	0.00	0.00
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	0.00	1,620.43	0.00	13,113.36
TOTAL EMPLOYEE EXPENSES	**1,846.15**	**7,521.89**	**22,541.50**	**73,516.94**
OPERATING EXPENSES				
VEHICLE EXPENSE	274.79	3,820.44	31,518.86	78,142.45
REPAIRS	93.09	42.13	4,770.52	2,768.91
UTLITIES	186.64	170.53	2,187.29	2,137.98
TELEPHONE	139.61	135.57	1,338.62	1,600.09
ADVERTISING	0.00	0.00	768.00	58.00
MILEAGE/MEETINGS/MEALS	0.00	0.00	381.49	5,256.59
CASH OVER/SHORT	0.00	0.00	0.00	-1.94
INTEREST	0.00	0.00	134.99	0.00
BANK/CREDIT CARD FEES	342.43	442.78	6,133.39	5,798.36
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	0.52	2,787.07	648.46	3,057.66
INSURANCE/WC INS PKG	1,591.29	1,469.54	16,187.20	14,792.12
SUB/DUES/LIC/DONATIONS	0.00	0.00	40.00	185.00
DEPRECIATION	4,826.92	4,700.00	48,269.20	47,000.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	1,500.00	1,500.00	15,000.00	15,000.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	0.00
PROPERTY TAX	0.00	0.00	1,001.98	956.27
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/A	0.00	0.00	0.00	193.00
TOTAL OPERATING EXPENSES	**8,955.29**	**15,068.06**	**128,380.00**	**176,944.49**
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	0.00	0.00
TOTAL OTHER REVENUE	**0.00**	**0.00**	**0.00**	**0.00**
NET OPERATING EXPENSES	**10,801.44**	**22,589.95**	**150,921.50**	**250,461.43**
ALLOCATION OF G/A	4,116.56	2,909.73	35,188.15	36,169.86
LOCAL NET SAVINGS	**-9,519.61**	**-21,835.13**	**153,970.32**	**50,032.44**
PATRONAGE REFUNDS	0.00	0.00	39,695.19	38,444.95
NON-QUAL PATRONAGE	0.00	0.00	0.00	4,542.57
NET SAVINGS	**-9,519.61**	**-21,835.13**	**193,665.51**	**93,019.96**

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STATEMENT OF GROSS MARGINS STEPHENSON AGRONOMY
Comparing Period 10 October 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*
FERTILIZER SALES												
Beginning Inventory	90,886.02	0.00	68,349.60	0.00	0.00	0.00	90,886.02	0.00	68,349.60	0.00	0.00	0.00
Purchases	-101.89	0.00	22,652.49	0.00	0.00	0.00	544,664.61	0.00	646,169.03	0.00	0.00	0.00
Ending Inventory	77,146.79	0.00	79,089.64	0.00	0.00	0.00	168,032.81	0.00	147,439.24	0.00	0.00	0.00
Cost of Sales	13,637.34	0.00	11,912.45	0.00	0.00	0.00	555,475.83	0.00	683,137.95	0.00	0.00	0.00
Sales	16,347.80	0.00	14,661.51	0.00	0.00	0.00	681,202.11	0.00	817,942.94	0.00	0.00	0.00
Fertilizer Gross Margin	2,710.46	16.57	2,749.06	18.75	0.00	18.75	125,726.28	18.45	134,804.99	16.48	0.00	0.00
SEED SALES												
Beginning Inventory	-31,336.44	0.00	21,309.35	0.00	0.00	0.00	-31,336.44	0.00	21,309.35	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	58,058.72	0.00	285,024.13	0.00	0.00	0.00
Ending Inventory	-37,625.18	0.00	20,264.11	0.00	0.00	0.00	-68,961.62	0.00	41,573.46	0.00	0.00	0.00
Cost of Sales	6,288.74	0.00	1,045.24	0.00	0.00	0.00	126,347.89	0.00	281,630.22	0.00	0.00	0.00
Sales	6,987.49	0.00	1,365.10	0.00	0.00	0.00	140,489.11	0.00	301,843.22	0.00	0.00	0.00
Seed Gross Margin	698.75	10.00	319.86	23.43	0.00	23.43	14,141.22	10.06	20,213.00	6.69	0.00	0.00
CHEMICAL SALES												
Beginning Inventory	41,022.08	0.00	42,979.18	0.00	0.00	0.00	41,022.08	0.00	42,979.18	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	134,500.17	0.00	139,498.66	0.00	0.00	0.00
Ending Inventory	40,277.08	0.00	37,442.83	0.00	0.00	0.00	81,299.16	0.00	80,422.01	0.00	0.00	0.00
Cost of Sales	745.00	0.00	5,536.35	0.00	0.00	0.00	131,665.92	0.00	145,434.30	0.00	0.00	0.00
Sales	1,593.63	0.00	8,666.03	0.00	0.00	0.00	212,331.44	0.00	209,320.71	0.00	0.00	0.00
Chemical Gross Margin	848.63	53.25	3,129.68	36.11	0.00	36.11	80,665.52	37.99	63,886.41	30.52	0.00	0.00
SPRAYING SALES												
Sales	920.55	0.00	6,505.95	0.00	0.00	0.00	104,344.45	0.00	107,740.83	0.00	0.00	0.00
Spraying Gross Margin	920.55	100.00	6,505.95	100.00	0.00	100.00	104,344.45	100.00	107,740.83	100.00	0.00	0.00
SPREADER RENTAL												
Sales	180.00	0.00	-9,040.00	0.00	0.00	0.00	10,167.50	0.00	6,013.50	0.00	0.00	0.00
Spreader Rental Gross Margin	180.00	100.00	-9,040.00	-100.00	0.00	100.00	10,167.50	100.00	6,013.50	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	40.00	0.00	0.00	0.00	0.00	0.00	5,035.00	0.00	4,005.00	0.00	0.00	0.00
Hauling Gross Margin	40.00	100.00	0.00	0.00	0.00	0.00	5,035.00	100.00	4,005.00	100.00	0.00	0.00

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Comparing Period 10 October 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	100,571.66	0.00	132,638.13	0.00	0.00	0.00	100,571.66	0.00	132,638.13	0.00	0.00	0.00
Total Purchases	-101.89	0.00	22,652.49	0.00	0.00	0.00	737,223.50	0.00	1,070,691.82	0.00	0.00	0.00
Total Ending Inventory	79,798.69	0.00	136,796.58	0.00	0.00	0.00	180,370.35	0.00	269,434.71	0.00	0.00	0.00
Total Cost of Sales	20,671.08	0.00	18,494.04	0.00	0.00	0.00	813,489.64	0.00	1,110,202.47	0.00	0.00	0.00
Total Sales	26,069.47	0.00	22,158.59	0.00	0.00	0.00	1,153,569.61	0.00	1,446,866.20	0.00	0.00	0.00
Total Gross Margin	5,398.39	20.70	3,664.55	16.53	0.00	16.53	340,079.97	29.48	336,663.73	23.26	0.00	0.00