

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

Page 1
12/03/24
09:03:33
GLSR07

LOC 41 POWERS CONVENIENCE STORE STATEMENT OF OPERA
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	
	Current Year	Prior Year	Current Year	Prior Year
SALES	467,030.91	447,538.66	4,215,095.30	4,306,940.69
COST OF SALES	<u>400,677.10</u>	<u>383,548.30</u>	<u>3,597,055.33</u>	<u>3,714,589.09</u>
GROSS MARGIN	66,353.81	63,990.36	618,039.97	592,351.60
EMPLOYEE EXPENSES				
SALARIES AND WAGES	26,782.63	18,083.66	198,940.12	202,182.49
CONTRACTED SERVICES	1,424.00	1,747.00	7,539.73	6,518.02
PAYROLL TAXES	2,165.34	1,432.92	16,370.00	16,751.29
PENSION EXPENSE	166.83	111.22	1,223.42	1,590.01
UNIFORMS/EDUCATION	0.00	0.00	579.00	0.00
EMP INSURANCE	<u>785.69</u>	<u>2,039.04</u>	<u>15,836.81</u>	<u>21,026.76</u>
TOTAL EMPLOYEE EXPENSES	31,324.49	23,413.84	240,489.08	248,068.57
OPERATING EXPENSES				
VEHICLE EXPENSE	0.00	0.00	0.00	0.00
REPAIRS	-3,767.41	2,407.43	60,189.67	16,826.81
UTILITIES	2,329.71	2,573.86	29,725.87	31,812.09
TELEPHONE	204.96	197.95	2,042.59	1,979.50
ADVERTISING	25.00	-509.11	2,687.33	1,927.17
MILEAGE/MEETINGS/MEALS	142.32	293.88	2,906.24	2,609.55
CASH OVER/SHORT	452.33	112.48	10,182.61	13,081.80
INTEREST	0.00	102.95	123.89	159.92
BANK/CREDIT CARD FEES	5,660.91	5,640.46	52,253.85	51,518.55
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	3,330.89	2,440.39	34,926.46	29,314.38
INSURANCE/WC INS PKG	1,231.39	1,157.31	12,538.59	11,591.96
SUB/DUES/LIC/DONATIONS	0.00	0.00	1,156.05	1,008.83
DEPRECIATION	965.00	1,000.00	9,650.00	10,000.00
RENT & LEASES	0.00	0.00	110.00	111.90
BAD DEBT	200.00	200.00	2,000.00	2,000.00
AUDIT/LEGAL/DIR. FEES	2,023.46	0.00	5,291.90	1,500.00
PROPERTY TAX	0.00	0.00	1,549.71	1,478.47
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/ANNM	<u>0.00</u>	<u>117.05</u>	<u>1,164.28</u>	<u>3,712.34</u>
TOTAL OPERATING EXPENSES	12,798.56	15,734.65	228,499.04	180,633.27
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	0.00
VENDOR REBATES	14,650.22	400.21	40,666.85	28,505.56
OTHER REVENUE	235.07	292.37	2,259.40	1,971.97
TOTAL OTHER REVENUE	14,885.29	692.58	42,926.25	30,477.53
NET OPERATING EXPENSES	29,237.76	38,455.91	426,061.87	398,224.31
ALLOCATION OF G/A	<u>8,747.63</u>	<u>6,183.14</u>	<u>74,774.44</u>	<u>76,860.89</u>
LOCAL NET SAVINGS	28,368.42	19,351.31	117,203.66	117,266.40
PATRONAGE REFUNDS	0.00	0.00	172,815.82	113,563.16
NON-QUAL PATRONAGE	0.00	0.00	0.00	17,149.69
NET SAVINGS	28,368.42	19,351.31	290,019.48	247,979.25

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

Page 1
12/03/24
09:00:08
GLSR17

STATEMENT OF GROSS MARGINS STEPHENSON CONV STORE
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
NO LEAD SALES												
Beginning Inventory	40,915.86	0.00	51,682.39	0.00	0.00	0.00	40,915.86	0.00	51,682.39	0.00	0.00	0.00
Purchases	120,439.62	0.00	140,997.44	0.00	0.00	0.00	1,355,589.14	0.00	1,473,774.27	0.00	0.00	0.00
Ending Inventory	31,131.26	0.00	45,035.44	0.00	0.00	0.00	72,047.12	0.00	96,717.83	0.00	0.00	0.00
Cost of Sales	130,224.22	0.00	147,644.39	0.00	0.00	0.00	1,368,887.79	0.00	1,477,375.11	0.00	0.00	0.00
Sales	150,134.32	0.00	160,222.35	0.00	0.00	0.00	1,491,573.82	0.00	1,597,711.39	0.00	0.00	0.00
No Lead Gross Margin	19,910.10	13.26	12,577.96	7.85	0.00	7.85	122,686.03	8.22	120,336.28	7.53	0.00	0.00
#2 DIESEL SALES												
Beginning Inventory	10,600.14	0.00	22,078.33	0.00	0.00	0.00	10,600.14	0.00	22,078.33	0.00	0.00	0.00
Purchases	23,973.53	0.00	15,910.59	0.00	0.00	0.00	147,814.78	0.00	132,992.68	0.00	0.00	0.00
Ending Inventory	15,736.36	0.00	16,015.64	0.00	0.00	0.00	26,336.50	0.00	38,093.97	0.00	0.00	0.00
Cost of Sales	18,837.31	0.00	21,973.28	0.00	0.00	0.00	148,697.38	0.00	129,987.80	0.00	0.00	0.00
Sales	22,862.19	0.00	22,609.62	0.00	0.00	0.00	166,413.59	0.00	143,442.92	0.00	0.00	0.00
Diesel Gross Margin	4,024.88	17.60	636.34	2.81	0.00	2.81	17,716.21	10.64	13,455.12	9.38	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	32.28	0.00	29.31	0.00	0.00	0.00	32.28	0.00	29.31	0.00	0.00	0.00
Purchases	0.00	0.00	47.14	0.00	0.00	0.00	524.57	0.00	720.51	0.00	0.00	0.00
Ending Inventory	-15.45	0.00	-55.79	0.00	0.00	0.00	16.83	0.00	-26.48	0.00	0.00	0.00
Cost of Sales	47.73	0.00	132.24	0.00	0.00	0.00	266.67	0.00	836.24	0.00	0.00	0.00
Sales	136.37	0.00	377.82	0.00	0.00	0.00	3,581.84	0.00	2,569.44	0.00	0.00	0.00
L. P. Gross Margin	88.64	64.99	245.58	64.99	0.00	64.99	3,315.17	92.55	1,733.20	67.45	0.00	0.00
GROCERY SALES												
Beginning Inventory	87,607.44	0.00	77,110.99	0.00	0.00	0.00	87,607.44	0.00	77,110.99	0.00	0.00	0.00
Purchases	48,451.12	0.00	37,967.77	0.00	0.00	0.00	374,983.93	0.00	365,352.32	0.00	0.00	0.00
Ending Inventory	91,673.81	0.00	74,727.76	0.00	0.00	0.00	179,281.25	0.00	151,838.75	0.00	0.00	0.00
Cost of Sales	44,384.75	0.00	40,351.00	0.00	0.00	0.00	357,966.37	0.00	357,829.68	0.00	0.00	0.00
Sales	63,406.79	0.00	57,644.29	0.00	0.00	0.00	546,303.29	0.00	516,061.04	0.00	0.00	0.00
Gross Margin	19,022.04	30.00	17,293.29	30.00	0.00	30.00	188,336.92	34.47	158,231.36	30.66	0.00	0.00
DNR SALES												
Purchases	56,501.07	0.00	52,619.30	0.00	0.00	0.00	141,431.50	0.00	149,040.03	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	56,501.07	0.00	52,619.30	0.00	0.00	0.00	141,431.50	0.00	149,040.03	0.00	0.00	0.00
Sales	51,980.77	0.00	55,681.25	0.00	0.00	0.00	155,860.79	0.00	173,233.67	0.00	0.00	0.00
DNR Gross Margin	-4,520.30	-8.69	3,061.95	5.49	0.00	5.49	14,429.29	9.25	24,193.64	13.96	0.00	0.00

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

Page 2
12/03/24
09:00:08
GLSR17

STATEMENT OF GROSS MARGINS STEPHENSON CONV STORE
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
LOTTERY SALES												
Purchases	25,411.54	0.00	22,378.66	0.00	0.00	0.00	230,206.17	0.00	251,644.60	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	25,411.54	0.00	22,378.66	0.00	0.00	0.00	230,206.17	0.00	251,644.60	0.00	0.00	0.00
Sales	29,994.00	0.00	26,144.50	0.00	0.00	0.00	247,504.50	0.00	268,871.62	0.00	0.00	0.00
Lottery Gross Margin	4,582.46	15.27	3,765.84	14.40	0.00	14.40	17,298.33	6.98	17,227.02	6.40	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	8,845.11	0.00	8,210.50	0.00	0.00	0.00	8,845.11	0.00	8,210.50	0.00	0.00	0.00
Purchases	19,463.97	0.00	11,611.81	0.00	0.00	0.00	146,648.04	0.00	124,477.50	0.00	0.00	0.00
Ending Inventory	13,477.44	0.00	8,019.12	0.00	0.00	0.00	22,322.55	0.00	16,229.62	0.00	0.00	0.00
Cost of Sales	14,831.64	0.00	11,803.19	0.00	0.00	0.00	143,871.91	0.00	131,479.67	0.00	0.00	0.00
Sales	18,087.36	0.00	14,394.14	0.00	0.00	0.00	168,570.21	0.00	156,637.33	0.00	0.00	0.00
Beer & Wine Gross Margin	3,255.72	17.99	2,590.95	18.00	0.00	18.00	24,698.30	14.65	25,157.66	16.06	0.00	0.00
LIQUOR SALES												
Beginning Inventory	15,065.79	0.00	15,299.78	0.00	0.00	0.00	15,065.79	0.00	15,299.78	0.00	0.00	0.00
Purchases	6,405.69	0.00	5,960.01	0.00	0.00	0.00	62,222.05	0.00	55,243.19	0.00	0.00	0.00
Ending Inventory	14,044.22	0.00	14,516.35	0.00	0.00	0.00	29,110.01	0.00	29,816.13	0.00	0.00	0.00
Cost of Sales	7,427.26	0.00	6,743.44	0.00	0.00	0.00	62,086.99	0.00	59,178.30	0.00	0.00	0.00
Sales	8,948.50	0.00	8,124.63	0.00	0.00	0.00	82,518.18	0.00	72,703.61	0.00	0.00	0.00
Liquor Gross Margin	1,521.24	16.99	1,381.19	17.00	0.00	17.00	20,431.19	24.75	13,525.31	18.60	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	49,748.14	0.00	50,315.82	0.00	0.00	0.00	49,748.14	0.00	50,315.82	0.00	0.00	0.00
Purchases	56,633.56	0.00	57,741.40	0.00	0.00	0.00	545,467.39	0.00	516,103.75	0.00	0.00	0.00
Ending Inventory	48,468.16	0.00	54,875.05	0.00	0.00	0.00	98,216.30	0.00	105,190.87	0.00	0.00	0.00
Cost of Sales	57,913.54	0.00	53,182.17	0.00	0.00	0.00	550,172.34	0.00	519,665.26	0.00	0.00	0.00
Sales	62,543.78	0.00	60,434.28	0.00	0.00	0.00	593,186.85	0.00	574,632.73	0.00	0.00	0.00
Cigarette Gross Margin	4,630.24	7.40	7,252.11	11.99	0.00	11.99	43,014.51	7.25	54,967.47	9.56	0.00	0.00
DELI												
Beginning Inventory	12,811.69	0.00	9,455.26	0.00	0.00	0.00	12,811.69	0.00	9,455.26	0.00	0.00	0.00
Purchases	31,441.82	0.00	28,940.45	0.00	0.00	0.00	271,555.72	0.00	240,180.80	0.00	0.00	0.00
Ending Inventory	15,430.87	0.00	10,060.27	0.00	0.00	0.00	28,242.56	0.00	19,515.53	0.00	0.00	0.00
Cost of Sales	28,822.64	0.00	28,335.44	0.00	0.00	0.00	265,785.43	0.00	242,742.45	0.00	0.00	0.00
Sales	47,044.62	0.00	41,939.52	0.00	0.00	0.00	405,101.85	0.00	341,058.12	0.00	0.00	0.00
Deli Gross Margin	18,221.98	38.73	13,604.08	32.43	0.00	32.43	139,316.42	34.39	98,315.67	28.82	0.00	0.00

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

Page 3
12/03/24
09:00:08
GLSR17

STATEMENT OF GROSS MARGINS STEPHENSON CONV STORE
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
Total Beginning Inventory	225,626.45	0.00	234,182.38	0.00	0.00	0.00	225,626.45	0.00	234,182.38	0.00	0.00	0.00
Total Purchases	388,721.92	0.00	374,174.57	0.00	0.00	0.00	3,276,443.29	0.00	3,309,529.65	0.00	0.00	0.00
Total Ending Inventory	229,946.67	0.00	223,193.84	0.00	0.00	0.00	455,573.12	0.00	457,376.22	0.00	0.00	0.00
Total Cost of Sales	384,401.70	0.00	385,163.11	0.00	0.00	0.00	3,269,372.55	0.00	3,319,779.14	0.00	0.00	0.00
Total Sales	455,138.70	0.00	447,572.40	0.00	0.00	0.00	3,860,614.92	0.00	3,846,921.87	0.00	0.00	0.00
Total Gross Margin	70,737.00	15.54	62,409.29	13.94	0.00	13.94	591,242.37	15.31	527,142.73	13.70	0.00	0.00