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

LOC 60 STEPHESNSON CONVENIENCE STORE STATEMENT OF
Comparing Period 10 October Fiscal 2024 To Prior 2023

	CURRENT PERIOD		YEAR TO DATE	
	Current Year	Prior Year	Current Year	Prior Year
SALES	455,138.70	447,572.40	3,860,614.92	3,846,921.87
COST OF SALES	384,401.70	385,163.11	3,269,372.55	3,319,779.14
GROSS MARGIN	**70,737.00**	**62,409.29**	**591,242.37**	**527,142.73**
EMPLOYEE EXPENSES				
SALARIES AND WAGES	34,286.01	20,161.35	224,991.68	183,242.46
CONTRACTED SERVICES	1,045.00	821.70	5,945.95	3,909.20
PAYROLL TAXES	2,695.41	1,643.02	18,482.82	15,328.77
PENSION EXPENSE	210.13	111.24	1,266.91	1,117.20
UNIFORMS/EDUCATION	0.00	0.00	1,083.63	0.00
EMP INSURANCE	0.00	0.00	0.00	0.00
TOTAL EMPLOYEE EXPENSES	**38,236.55**	**22,737.31**	**251,770.99**	**203,597.63**
OPERATING EXPENSES				
VEHICLE EXPENSE	44.35	0.00	855.30	269.01
REPAIRS	3,922.95	2,034.75	55,837.22	24,798.12
UTLITIES	2,062.35	2,539.83	25,321.00	29,689.65
TELEPHONE	245.13	436.58	2,166.55	4,452.76
ADVERTISING	0.00	-509.12	2,897.32	1,967.15
MILEAGE/MEETINGS/MEALS	95.42	215.28	1,571.53	1,964.85
CASH OVER/SHORT	309.89	603.95	4,551.01	3,617.03
INTEREST	0.00	102.95	123.89	158.53
BANK/CREDIT CARD FEES	5,551.18	5,404.92	46,659.40	44,280.94
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	2,999.48	3,268.47	31,721.93	35,380.81
INSURANCE/WC INS PKG	1,380.88	1,300.94	14,062.63	13,021.87
SUB/DUES/LIC/DONATIONS	487.42	171.92	2,535.24	2,800.66
DEPRECIATION	3,176.25	3,000.00	31,762.50	30,000.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	200.00	200.00	2,000.00	2,000.00
AUDIT/LEGAL/DIR. FEES	1,758.86	0.00	4,994.96	1,500.00
PROPERTY TAX	0.00	0.00	2,783.88	2,656.91
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/ANNM	0.00	98.67	1,069.70	8,324.78
TOTAL OPERATING EXPENSES	**22,234.16**	**18,869.14**	**230,914.06**	**206,883.07**
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	0.00
VENDOR REBATES	12,801.82	5,638.36	37,544.73	30,344.33
OTHER REVENUE	336.04	245.77	2,487.19	1,841.58
TOTAL OTHER REVENUE	**13,137.86**	**5,884.13**	**40,031.92**	**32,185.91**
NET OPERATING EXPENSES	**47,332.85**	**35,722.32**	**442,653.13**	**378,294.79**
ALLOCATION OF G/A	8,747.64	6,183.16	74,774.49	76,860.74
LOCAL NET SAVINGS	**14,656.51**	**20,503.81**	**73,814.75**	**71,987.20**
PATRONAGE REFUNDS	0.00	0.00	173,032.84	92,915.31
NON-QUAL PATRONAGE	0.00	0.00	0.00	14,031.56
NET SAVINGS	**14,656.51**	**20,503.81**	**246,847.59**	**178,934.07**

Stephenson Marketing Cooperative
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STATEMENT OF GROSS MARGINS POWER CONVENVIENCE STOR
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
NO LEAD SALES												
Beginning Inventory	36,093.64	0.00	41,852.55	0.00	0.00	0.00	36,093.64	0.00	41,852.55	0.00	0.00	0.00
Purchases	148,525.96	0.00	144,087.97	0.00	0.00	0.00	1,563,540.82	0.00	1,631,964.92	0.00	0.00	0.00
Ending Inventory	25,432.91	0.00	39,484.57	0.00	0.00	0.00	61,526.55	0.00	81,337.12	0.00	0.00	0.00
Cost of Sales	159,186.69	0.00	146,455.95	0.00	0.00	0.00	1,561,292.87	0.00	1,633,663.70	0.00	0.00	0.00
Sales	178,383.95	0.00	159,384.96	0.00	0.00	0.00	1,667,927.14	0.00	1,761,397.19	0.00	0.00	0.00
No Lead Gross Margin	19,197.26	10.76	12,929.01	8.11	0.00	8.11	106,634.27	6.39	127,733.49	7.25	0.00	0.00
#2 DIESEL SALES												
Beginning Inventory	15,614.24	0.00	18,294.76	0.00	0.00	0.00	15,614.24	0.00	18,294.76	0.00	0.00	0.00
Purchases	14,445.60	0.00	26,864.57	0.00	0.00	0.00	166,860.16	0.00	190,742.46	0.00	0.00	0.00
Ending Inventory	11,213.14	0.00	19,369.31	0.00	0.00	0.00	26,827.38	0.00	37,664.07	0.00	0.00	0.00
Cost of Sales	18,846.70	0.00	25,790.02	0.00	0.00	0.00	175,173.33	0.00	198,320.68	0.00	0.00	0.00
Sales	21,468.20	0.00	25,069.55	0.00	0.00	0.00	191,048.93	0.00	205,147.34	0.00	0.00	0.00
Diesel Gross Margin	2,621.50	12.21	-720.47	-2.87	0.00	2.87	15,875.60	8.30	6,826.66	3.32	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	72.63	0.00	554.32	0.00	0.00	0.00	72.63	0.00	554.32	0.00	0.00	0.00
Purchases	0.00	0.00	122.65	0.00	0.00	0.00	444.89	0.00	1,565.07	0.00	0.00	0.00
Ending Inventory	6.56	0.00	597.21	0.00	0.00	0.00	79.19	0.00	1,151.53	0.00	0.00	0.00
Cost of Sales	66.07	0.00	79.76	0.00	0.00	0.00	995.27	0.00	1,045.32	0.00	0.00	0.00
Sales	188.77	0.00	227.88	0.00	0.00	0.00	2,413.72	0.00	2,986.64	0.00	0.00	0.00
L. P. Gross Margin	122.70	64.99	148.12	64.99	0.00	64.99	1,418.45	58.76	1,941.32	65.00	0.00	0.00
GROCERY SALES												
Beginning Inventory	89,377.01	0.00	79,872.48	0.00	0.00	0.00	89,377.01	0.00	79,872.48	0.00	0.00	0.00
Purchases	54,097.54	0.00	47,640.93	0.00	0.00	0.00	426,555.07	0.00	433,424.27	0.00	0.00	0.00
Ending Inventory	96,827.70	0.00	79,541.50	0.00	0.00	0.00	186,204.71	0.00	159,413.98	0.00	0.00	0.00
Cost of Sales	46,646.85	0.00	47,971.91	0.00	0.00	0.00	408,892.94	0.00	422,956.87	0.00	0.00	0.00
Sales	66,638.36	0.00	68,531.30	0.00	0.00	0.00	609,207.60	0.00	623,169.31	0.00	0.00	0.00
Grocery Gross Margin	19,991.51	30.00	20,559.39	30.00	0.00	30.00	200,314.66	32.88	200,212.44	32.12	0.00	0.00
DNR SALES												
Purchases	19,726.28	0.00	15,531.99	0.00	0.00	0.00	62,499.52	0.00	64,237.12	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	19,726.28	0.00	15,531.99	0.00	0.00	0.00	62,499.52	0.00	64,237.12	0.00	0.00	0.00
Sales	18,442.50	0.00	15,132.82	0.00	0.00	0.00	66,127.43	0.00	70,219.42	0.00	0.00	0.00
DNR Gross Margin	-1,283.78	-6.96	-399.17	-2.63	0.00	2.63	3,627.91	5.48	5,982.30	8.51	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*
LOTTERY SALES												
Purchases	29,803.40	0.00	35,028.12	0.00	0.00	0.00	290,223.66	0.00	312,762.14	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	29,803.40	0.00	35,028.12	0.00	0.00	0.00	290,223.66	0.00	312,762.14	0.00	0.00	0.00
Sales	32,238.00	0.00	37,987.00	0.00	0.00	0.00	299,007.00	0.00	336,192.00	0.00	0.00	0.00
Lottery Gross Margin	2,434.60	7.55	2,958.88	7.78	0.00	7.78	8,783.34	2.93	23,429.86	6.96	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	11,094.40	0.00	11,726.15	0.00	0.00	0.00	11,094.40	0.00	11,726.15	0.00	0.00	0.00
Purchases	24,331.52	0.00	16,348.66	0.00	0.00	0.00	180,742.43	0.00	180,624.09	0.00	0.00	0.00
Ending Inventory	16,335.43	0.00	10,799.72	0.00	0.00	0.00	27,429.83	0.00	22,525.87	0.00	0.00	0.00
Cost of Sales	19,090.49	0.00	17,275.09	0.00	0.00	0.00	174,395.32	0.00	183,503.01	0.00	0.00	0.00
Sales	23,281.09	0.00	21,067.18	0.00	0.00	0.00	216,116.21	0.00	219,850.18	0.00	0.00	0.00
Beer & Wine Gross Margin	4,190.60	18.00	3,792.09	17.99	0.00	17.99	41,720.89	19.30	36,347.17	16.53	0.00	0.00
LIQUOR SALES												
Beginning Inventory	11,423.73	0.00	14,101.45	0.00	0.00	0.00	11,423.73	0.00	14,101.45	0.00	0.00	0.00
Purchases	10,001.05	0.00	8,704.67	0.00	0.00	0.00	88,458.13	0.00	82,371.89	0.00	0.00	0.00
Ending Inventory	12,184.29	0.00	14,722.33	0.00	0.00	0.00	23,608.02	0.00	28,823.78	0.00	0.00	0.00
Cost of Sales	9,240.49	0.00	8,083.79	0.00	0.00	0.00	89,094.52	0.00	83,998.59	0.00	0.00	0.00
Sales	11,133.12	0.00	9,739.51	0.00	0.00	0.00	106,858.42	0.00	98,912.07	0.00	0.00	0.00
Liquor Gross Margin	1,892.63	16.99	1,655.72	17.00	0.00	17.00	17,763.90	16.62	14,913.48	15.07	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	72,278.72	0.00	68,594.46	0.00	0.00	0.00	72,278.72	0.00	68,594.46	0.00	0.00	0.00
Purchases	70,022.09	0.00	59,732.07	0.00	0.00	0.00	586,489.75	0.00	571,267.04	0.00	0.00	0.00
Ending Inventory	72,077.06	0.00	68,410.74	0.00	0.00	0.00	144,355.78	0.00	137,005.20	0.00	0.00	0.00
Cost of Sales	70,223.75	0.00	59,915.79	0.00	0.00	0.00	582,495.10	0.00	544,946.83	0.00	0.00	0.00
Sales	71,271.29	0.00	68,086.13	0.00	0.00	0.00	676,306.25	0.00	632,900.67	0.00	0.00	0.00
Cigarette Gross Margin	1,047.54	1.46	8,170.34	12.00	0.00	12.00	93,811.15	13.87	87,953.84	13.89	0.00	0.00
DELI												
Beginning Inventory	14,458.54	0.00	12,824.30	0.00	0.00	0.00	14,458.54	0.00	12,824.30	0.00	0.00	0.00
Purchases	28,701.84	0.00	28,263.35	0.00	0.00	0.00	255,567.95	0.00	267,275.72	0.00	0.00	0.00
Ending Inventory	15,314.00	0.00	13,671.77	0.00	0.00	0.00	29,772.54	0.00	26,496.07	0.00	0.00	0.00
Cost of Sales	27,846.38	0.00	27,415.88	0.00	0.00	0.00	251,992.80	0.00	269,154.83	0.00	0.00	0.00
Sales	43,985.63	0.00	42,312.33	0.00	0.00	0.00	380,082.60	0.00	356,165.87	0.00	0.00	0.00
Deli Gross Margin	16,139.25	36.69	14,896.45	35.20	0.00	35.20	128,089.80	33.70	87,011.04	24.42	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
Total Beginning Inventory	250,412.91	0.00	247,820.47	0.00	0.00	0.00	250,412.91	0.00	247,820.47	0.00	0.00	0.00
Total Purchases	399,655.28	0.00	382,324.98	0.00	0.00	0.00	3,621,382.38	0.00	3,736,234.72	0.00	0.00	0.00
Total Ending Inventory	249,391.09	0.00	246,597.15	0.00	0.00	0.00	499,804.00	0.00	494,417.62	0.00	0.00	0.00
Total Cost of Sales	400,677.10	0.00	383,548.30	0.00	0.00	0.00	3,597,055.33	0.00	3,714,589.09	0.00	0.00	0.00
Total Sales	467,030.91	0.00	447,538.66	0.00	0.00	0.00	4,215,095.30	0.00	4,306,940.69	0.00	0.00	0.00
Total Gross Margin	66,353.81	14.20	63,990.36	14.29	0.00	14.29	618,039.97	14.66	592,351.60	13.75	0.00	0.00