

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

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LOC 10 FEED & HARDWARE STATEMENT OF OPERATIONS
Comparing Period 11 November 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	294,066.03	306,296.90	2,486,726.60	2,670,788.12
COST OF SALES	<u>227,128.49</u>	<u>83,524.45</u>	<u>1,854,956.95</u>	<u>2,009,619.51</u>
GROSS MARGIN	66,937.54	222,772.45	631,769.65	661,168.61
EMPLOYEE EXPENSES				
SALARIES AND WAGES	13,454.14	23,759.93	161,765.87	121,498.37
CONTRACTED SERVICES	2,487.55	2,433.00	15,067.95	19,199.55
PAYROLL TAXES	1,127.81	1,899.03	13,787.90	10,720.46
PENSION EXPENSE	230.76	677.10	3,051.51	3,028.98
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	<u>3,392.10</u>	<u>4,213.73</u>	<u>46,166.46</u>	<u>34,213.54</u>
TOTAL EMPLOYEE EXPENSES	20,692.36	32,982.79	239,839.69	188,660.90
OPERATING EXPENSES				
VEHICLE EXPENSE	6,031.82	24,417.73	48,715.06	73,436.39
REPAIRS	1,665.59	5,934.49	32,297.61	21,774.18
UTILITIES	669.67	746.62	6,671.75	6,950.75
TELEPHONE	1,030.50	406.57	5,176.74	4,585.40
ADVERTISING	286.54	593.04	-966.17	941.70
MILEAGE/MEETINGS/MEALS	0.00	0.00	0.00	735.65
CASH OVER/SHORT	-0.43	-14.17	6.45	129.71
INTEREST	9.99	0.00	166.35	0.00
BANK/CREDIT CARD FEES	3,834.72	3,182.15	27,062.43	24,681.69
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	563.18	1,352.03	7,740.34	7,302.87
INSURANCE/WC INS PKG	2,711.78	2,539.62	30,318.76	28,002.45
SUB/DUES/LIC/DONATIONS	70.00	0.00	1,411.85	1,809.19
DEPRECIATION	2,674.50	1,800.00	29,419.50	19,800.00
RENT & LEASES	148.19	148.19	1,765.09	1,759.09
BAD DEBT	3,000.00	3,000.00	33,000.00	33,000.00
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>97.10</u>	<u>137.10</u>	<u>2,467.87</u>	<u>1,281.60</u>
TOTAL OPERATING EXPENSES	22,793.15	44,243.37	229,038.59	239,033.40
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	43,485.51	77,226.16	468,878.28	427,429.96
ALLOCATION OF G/A	<u>7,793.18</u>	<u>11,066.53</u>	<u>100,161.46</u>	<u>106,012.07</u>
LOCAL NET SAVINGS	15,658.85	134,479.76	62,729.91	127,726.58
PATRONAGE REFUNDS	0.00	0.00	2,586.63	2,221.78
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	15,658.85	134,479.76	65,316.54	129,948.36

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STATEMENT OF GROSS MARGINS FEED AND HARDWARE
Comparing Period 11 November 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	155,476.81	0.00	142,315.66	0.00	0.00	0.00	155,476.81	0.00	142,315.66	0.00	0.00	0.00
Purchases	133,305.78	0.00	110,610.20	0.00	0.00	0.00	1,421,417.42	0.00	1,494,515.65	0.00	0.00	0.00
Ending Inventory	152,922.96	0.00	147,742.30	0.00	0.00	0.00	308,399.77	0.00	290,057.96	0.00	0.00	0.00
Cost of Sales	135,859.63	0.00	105,183.56	0.00	0.00	0.00	1,418,434.92	0.00	1,514,976.01	0.00	0.00	0.00
Sales	177,906.22	0.00	157,104.15	0.00	0.00	0.00	1,694,384.79	0.00	1,769,618.04	0.00	0.00	0.00
Feed Gross Margin	42,046.59	23.63	51,920.59	33.04	0.00	33.04	275,949.87	16.28	254,642.03	14.38	0.00	0.00
GRAIN SALES												
Beginning Inventory	149,143.13	0.00	-12,757.71	0.00	0.00	0.00	149,143.13	0.00	-12,757.71	0.00	0.00	0.00
Purchases	48,572.48	0.00	100,697.88	0.00	0.00	0.00	162,027.00	0.00	222,572.44	0.00	0.00	0.00
Ending Inventory	122,497.85	0.00	126,025.04	0.00	0.00	0.00	271,640.98	0.00	113,267.33	0.00	0.00	0.00
Cost of Sales	75,217.76	0.00	-38,084.87	0.00	0.00	0.00	261,951.81	0.00	301,383.95	0.00	0.00	0.00
Sales	77,902.52	0.00	77,362.70	0.00	0.00	0.00	445,693.35	0.00	550,571.02	0.00	0.00	0.00
Grain Gross Margin	2,684.76	3.44	115,447.57	149.22	0.00	149.22	183,741.54	41.22	249,187.07	45.25	0.00	0.00
HARDWARE SALES												
Beginning Inventory	139,875.81	0.00	187,582.01	0.00	0.00	0.00	139,875.81	0.00	187,582.01	0.00	0.00	0.00
Purchases	7,706.93	0.00	23,734.95	0.00	0.00	0.00	124,397.39	0.00	198,503.56	0.00	0.00	0.00
Ending Inventory	133,418.59	0.00	196,755.64	0.00	0.00	0.00	273,294.40	0.00	384,337.65	0.00	0.00	0.00
Cost of Sales	14,164.15	0.00	14,561.32	0.00	0.00	0.00	164,864.71	0.00	185,969.87	0.00	0.00	0.00
Sales	16,663.70	0.00	17,130.96	0.00	0.00	0.00	214,643.60	0.00	218,788.07	0.00	0.00	0.00
Hardware Gross Margin	2,499.55	14.99	2,569.64	14.99	0.00	14.99	49,778.89	23.19	32,818.20	14.99	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	350.19	0.00	401.16	0.00	0.00	0.00	350.19	0.00	401.16	0.00	0.00	0.00
Purchases	1,904.05	0.00	1,742.03	0.00	0.00	0.00	9,738.60	0.00	7,309.13	0.00	0.00	0.00
Ending Inventory	367.29	0.00	278.75	0.00	0.00	0.00	717.48	0.00	679.91	0.00	0.00	0.00
Cost of Sales	1,886.95	0.00	1,864.44	0.00	0.00	0.00	9,705.51	0.00	7,384.68	0.00	0.00	0.00
Sales	6,981.66	0.00	5,532.33	0.00	0.00	0.00	32,455.43	0.00	24,569.28	0.00	0.00	0.00
L. P. Gross Margin	5,094.71	72.97	3,667.89	66.29	0.00	66.29	22,749.92	70.09	17,184.60	69.94	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	28.00	0.00	35.00	0.00	0.00	0.00	210.00	0.00	259.00	0.00	0.00	0.00
Shop Service Gross Margin	28.00	100.00	35.00	100.00	0.00	100.00	210.00	100.00	259.00	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
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	1,564.93	0.00	1,248.00	0.00	0.00	0.00	17,738.89	0.00	19,442.10	0.00	0.00	0.00
Mill Service Gross Margin	1,564.93	100.00	1,248.00	100.00	0.00	100.00	17,738.89	100.00	19,537.10	100.48	0.00	0.00
STORAGE SALES												
Sales	2,388.00	0.00	756.00	0.00	0.00	0.00	20,462.00	0.00	14,479.00	0.00	0.00	0.00
Storage Gross Margin	2,388.00	100.00	756.00	100.00	0.00	100.00	20,462.00	100.00	14,479.00	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	7,821.00	0.00	45,392.76	0.00	0.00	0.00	32,482.84	0.00	47,812.81	0.00	0.00	0.00
Drying Gross Margin	7,821.00	100.00	45,392.76	100.00	0.00	100.00	32,482.84	100.00	47,812.81	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	2,810.00	0.00	1,735.00	0.00	0.00	0.00	28,655.70	0.00	25,239.80	0.00	0.00	0.00
Hauling Gross Margin	2,810.00	100.00	1,735.00	100.00	0.00	100.00	28,655.70	100.00	25,239.80	100.00	0.00	0.00
Total Beginning Inventory	444,845.94	0.00	317,541.12	0.00	0.00	0.00	444,845.94	0.00	317,541.12	0.00	0.00	0.00
Total Purchases	191,489.24	0.00	236,785.06	0.00	0.00	0.00	1,717,580.41	0.00	1,922,805.78	0.00	0.00	0.00
Total Ending Inventory	409,206.69	0.00	470,801.73	0.00	0.00	0.00	854,052.63	0.00	788,342.85	0.00	0.00	0.00
Total Cost of Sales	227,128.49	0.00	83,524.45	0.00	0.00	0.00	1,854,956.95	0.00	2,009,619.51	0.00	0.00	0.00
Total Sales	294,066.03	0.00	306,296.90	0.00	0.00	0.00	2,486,726.60	0.00	2,670,779.12	0.00	0.00	0.00
Total Gross Margin	66,937.54	22.76	222,772.45	72.73	0.00	72.73	631,769.65	25.40	661,159.61	24.75	0.00	0.00