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

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

	CURRENT PERIOD		YEAR TO DATE	
	Current Year	Prior Year	Current Year	Prior Year
SALES	3,380.66	4,572.66	1,156,950.27	1,451,438.86
COST OF SALES	1,191.13	2,781.47	814,680.77	1,112,983.94
GROSS MARGIN	**2,189.53**	**1,791.19**	**342,269.50**	**338,454.92**
EMPLOYEE EXPENSES				
SALARIES AND WAGES	1,846.15	5,019.15	20,307.65	62,170.72
CONTRACTED SERVICES	0.00	0.00	4,080.00	250.00
PAYROLL TAXES	0.00	254.37	0.00	3,256.38
PENSION EXPENSE	0.00	0.00	0.00	0.00
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	0.00	1,344.34	0.00	14,457.70
TOTAL EMPLOYEE EXPENSES	**1,846.15**	**6,617.86**	**24,387.65**	**80,134.80**
OPERATING EXPENSES				
VEHICLE EXPENSE	867.97	866.88	32,386.83	79,009.33
REPAIRS	1,992.93	94.60	6,763.45	2,863.51
UTLITIES	211.95	225.87	2,399.24	2,363.85
TELEPHONE	140.09	131.49	1,478.71	1,731.58
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	3.50	86.23	6,136.89	5,884.59
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	3.14	167.21	651.60	3,224.87
INSURANCE/WC INS PKG	1,591.29	1,469.54	17,778.49	16,261.66
SUB/DUES/LIC/DONATIONS	0.00	0.00	40.00	185.00
DEPRECIATION	4,826.92	4,700.00	53,096.12	51,700.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	1,500.00	1,500.00	16,500.00	16,500.00
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	**11,137.79**	**9,241.82**	**139,517.79**	**186,186.31**
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	**12,983.94**	**15,859.68**	**163,905.44**	**266,321.11**
ALLOCATION OF G/A	2,968.84	4,215.84	38,156.99	40,385.70
LOCAL NET SAVINGS	**-13,763.25**	**-18,284.33**	**140,207.07**	**31,748.11**
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	**-13,763.25**	**-18,284.33**	**179,902.26**	**74,735.63**

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STATEMENT OF GROSS MARGINS STEPHENSON AGRONOMY
Comparing Period 11 November 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	77,146.79	0.00	79,089.64	0.00	0.00	0.00	77,146.79	0.00	79,089.64	0.00	0.00	0.00
Purchases	0.00	0.00	11,671.16	0.00	0.00	0.00	544,664.61	0.00	657,840.19	0.00	0.00	0.00
Ending Inventory	77,047.36	0.00	87,995.57	0.00	0.00	0.00	154,194.15	0.00	167,085.21	0.00	0.00	0.00
Cost of Sales	99.43	0.00	2,765.23	0.00	0.00	0.00	555,575.26	0.00	685,903.18	0.00	0.00	0.00
Sales	841.00	0.00	3,341.26	0.00	0.00	0.00	682,043.11	0.00	821,284.20	0.00	0.00	0.00
Fertilizer Gross Margin	741.57	88.17	576.03	17.23	0.00	17.23	126,467.85	18.54	135,381.02	16.48	0.00	0.00
SEED SALES												
Beginning Inventory	-37,625.18	0.00	20,264.11	0.00	0.00	0.00	-37,625.18	0.00	20,264.11	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	-37,753.88	0.00	20,247.87	0.00	0.00	0.00	-75,379.06	0.00	40,511.98	0.00	0.00	0.00
Cost of Sales	128.70	0.00	16.24	0.00	0.00	0.00	126,476.59	0.00	281,646.46	0.00	0.00	0.00
Sales	143.00	0.00	86.40	0.00	0.00	0.00	140,632.11	0.00	301,929.62	0.00	0.00	0.00
Seed Gross Margin	14.30	10.00	70.16	81.20	0.00	81.20	14,155.52	10.06	20,283.16	6.71	0.00	0.00
CHEMICAL SALES												
Beginning Inventory	40,277.08	0.00	37,442.83	0.00	0.00	0.00	40,277.08	0.00	37,442.83	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	39,314.08	0.00	37,442.83	0.00	0.00	0.00	79,591.16	0.00	74,885.66	0.00	0.00	0.00
Cost of Sales	963.00	0.00	0.00	0.00	0.00	0.00	132,628.92	0.00	145,434.30	0.00	0.00	0.00
Sales	1,498.66	0.00	25.00	0.00	0.00	0.00	213,830.10	0.00	209,345.71	0.00	0.00	0.00
Chemical Gross Margin	535.66	35.74	25.00	100.00	0.00	100.00	81,201.18	37.97	63,911.41	30.52	0.00	0.00
SPRAYING SALES												
Sales	898.00	0.00	0.00	0.00	0.00	0.00	105,242.45	0.00	107,740.83	0.00	0.00	0.00
Spraying Gross Margin	898.00	100.00	0.00	0.00	0.00	0.00	105,242.45	100.00	107,740.83	100.00	0.00	0.00
SPREADER RENTAL												
Sales	0.00	0.00	1,120.00	0.00	0.00	0.00	10,167.50	0.00	7,133.50	0.00	0.00	0.00
Spreader Rental Gross Margin	0.00	0.00	1,120.00	100.00	0.00	100.00	10,167.50	100.00	7,133.50	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	0.00	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	0.00	0.00	0.00	0.00	0.00	0.00	5,035.00	100.00	4,005.00	100.00	0.00	0.00

STATEMENT OF GROSS MARGINS STEPHENSON AGRONOMY
Comparing Period 11 November 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	79,798.69	0.00	136,796.58	0.00	0.00	0.00	79,798.69	0.00	136,796.58	0.00	0.00	0.00
Total Purchases	0.00	0.00	11,671.16	0.00	0.00	0.00	737,223.50	0.00	1,082,362.98	0.00	0.00	0.00
Total Ending Inventory	78,607.56	0.00	145,686.27	0.00	0.00	0.00	158,406.25	0.00	282,482.85	0.00	0.00	0.00
Total Cost of Sales	1,191.13	0.00	2,781.47	0.00	0.00	0.00	814,680.77	0.00	1,112,983.94	0.00	0.00	0.00
Total Sales	3,380.66	0.00	4,572.66	0.00	0.00	0.00	1,156,950.27	0.00	1,451,438.86	0.00	0.00	0.00
Total Gross Margin	2,189.53	64.76	1,791.19	39.17	0.00	39.17	342,269.50	29.58	338,454.92	23.31	0.00	0.00