

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

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LOC 20 PROPANE 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	78,292.38	123,174.32	1,088,614.88	1,364,128.47
COST OF SALES	<u>41,736.88</u>	<u>69,455.04</u>	<u>614,946.95</u>	<u>775,625.43</u>
GROSS MARGIN	36,555.50	53,719.28	473,667.93	588,503.04
EMPLOYEE EXPENSES				
SALARIES AND WAGES	14,103.07	20,010.76	161,167.81	160,608.40
CONTRACTED SERVICES	2,300.00	3,390.00	27,215.00	26,005.00
PAYROLL TAXES	915.46	1,388.35	10,839.81	11,145.96
PENSION EXPENSE	386.88	574.45	4,558.75	2,684.37
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	<u>2,918.63</u>	<u>2,621.08</u>	<u>33,059.47</u>	<u>29,786.42</u>
TOTAL EMPLOYEE EXPENSES	20,624.04	27,984.64	236,840.84	230,230.15
OPERATING EXPENSES				
VEHICLE EXPENSE	4,433.76	9,198.93	53,494.55	63,942.16
REPAIRS	1,106.01	1,070.06	17,270.95	14,922.11
UTILITIES	415.31	317.90	5,286.93	5,427.11
TELEPHONE	914.53	857.20	10,215.58	9,679.34
ADVERTISING	0.00	0.00	0.00	142.80
MILEAGE/MEETINGS/MEALS	123.62	580.02	4,171.70	9,301.64
CASH OVER/SHORT	0.00	0.00	-0.01	0.00
INTEREST	0.00	0.00	454.69	52.53
BANK/CREDIT CARD FEES	1,086.15	923.98	10,162.72	9,538.67
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	-3,475.57	91.34	-887.24	23,433.83
INSURANCE/WC INS PKG	2,487.71	1,725.62	27,817.22	25,126.81
SUB/DUES/LIC/DONATIONS	0.00	402.50	1,485.00	3,147.50
DEPRECIATION	7,459.67	7,000.00	82,056.37	79,000.00
RENT & LEASES	936.52	845.06	9,728.58	9,479.01
BAD DEBT	300.00	300.00	3,300.00	3,300.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	0.00
PROPERTY TAX	0.00	0.00	341.22	325.68
GAIN/LOSS FIXED ASSET	0.00	0.00	-5,000.00	-38,083.33
MISC/SAFETY/CLEARING/A	<u>138.00</u>	<u>236.00</u>	<u>2,288.21</u>	<u>-788.35</u>
TOTAL OPERATING EXPENSES	15,925.71	23,548.61	222,186.47	217,947.51
OTHER REVENUE				
FINANCE CHARGES	0.00	-35.00	-143.92	-786.76
VENDOR REBATES	0.00	0.00	5,000.00	0.00
OTHER REVENUE	92.56	11.00	16,951.86	18,841.97
TOTAL OTHER REVENUE	92.56	-24.00	21,807.94	18,055.21
NET OPERATING EXPENSES	36,457.19	51,557.25	437,219.37	430,122.45
ALLOCATION OF G/A	<u>8,535.36</u>	<u>12,120.47</u>	<u>109,700.49</u>	<u>116,108.30</u>
LOCAL NET SAVINGS	-8,437.05	-9,958.44	-73,251.93	42,272.29
PATRONAGE REFUNDS	0.00	0.00	38,956.02	5,348.79
NON-QUAL PATRONAGE	0.00	0.00	0.00	807.66
NET SAVINGS	-8,437.05	-9,958.44	-34,295.91	48,428.74

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W410 South Drive
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STATEMENT OF GROSS MARGINS PROPANE
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
L.P. GAS SALES												
Beginning Inventory	80,543.26	0.00	75,895.23	0.00	0.00	0.00	80,543.26	0.00	75,895.23	0.00	0.00	0.00
Purchases	32,523.08	0.00	67,275.73	0.00	0.00	0.00	618,087.58	0.00	767,916.41	0.00	0.00	0.00
Ending Inventory	71,329.46	0.00	73,715.92	0.00	0.00	0.00	151,872.72	0.00	149,611.15	0.00	0.00	0.00
Cost of Sales	41,736.88	0.00	69,455.04	0.00	0.00	0.00	614,946.95	0.00	775,625.43	0.00	0.00	0.00
Sales	74,696.38	0.00	121,908.32	0.00	0.00	0.00	1,066,885.01	0.00	1,350,630.47	0.00	0.00	0.00
L. P. Gross Margin	32,959.50	0.00	52,453.28	0.00	0.00	0.00	451,938.06	0.00	575,005.04	0.00	0.00	0.00
HARDWARE SALES												
Beginning Inventory	5,746.44	0.00	5,298.74	0.00	0.00	0.00	5,746.44	0.00	5,298.74	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	447.70	0.00	0.00	0.00	0.00	0.00
Ending Inventory	5,746.44	0.00	5,298.74	0.00	0.00	0.00	11,492.88	0.00	10,597.48	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	0.00	0.00	0.00	0.00	0.00	0.00
Hardware Gross Margin	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LP SERVICE LABOR												
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
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	3,596.00	0.00	1,166.00	0.00	0.00	0.00	19,129.87	0.00	10,473.00	0.00	0.00	0.00
L. P. Service Gross Margin	3,596.00	100.00	1,166.00	100.00	0.00	100.00	19,129.87	100.00	10,473.00	100.00	0.00	0.00
CONTRACT FEE LP												
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
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	100.00	0.00	0.00	0.00	2,600.00	0.00	3,025.00	0.00	0.00	0.00
Contract Fee Gross Margin	0.00	0.00	100.00	100.00	0.00	100.00	2,600.00	100.00	3,025.00	100.00	0.00	0.00
Total Beginning Inventory	86,289.70	0.00	81,193.97	0.00	0.00	0.00	86,289.70	0.00	81,193.97	0.00	0.00	0.00
Total Purchases	32,523.08	0.00	67,275.73	0.00	0.00	0.00	618,535.28	0.00	767,916.41	0.00	0.00	0.00
Total Ending Inventory	77,075.90	0.00	79,014.66	0.00	0.00	0.00	163,365.60	0.00	160,208.63	0.00	0.00	0.00
Total Cost of Sales	41,736.88	0.00	69,455.04	0.00	0.00	0.00	614,946.95	0.00	775,625.43	0.00	0.00	0.00
Total Sales	78,292.38	0.00	123,174.32	0.00	0.00	0.00	1,088,614.88	0.00	1,364,128.47	0.00	0.00	0.00
Total Gross Margin	36,555.50	46.69	53,719.28	43.61	0.00	43.61	473,667.93	43.51	588,503.04	43.14	0.00	0.00