

Stephenson Marketing Cooperative
W410 South Drive
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Stephenson MI 49887

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LOC 41 POWERS CONVENIENCE STORE STATEMENT OF OPERA
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	479,882.33	452,083.02	4,694,977.63	4,759,023.71
COST OF SALES	400,218.52	392,868.87	3,997,273.85	4,107,457.96
GROSS MARGIN	79,663.81	59,214.15	697,703.78	651,565.75
EMPLOYEE EXPENSES				
SALARIES AND WAGES	19,260.78	27,713.06	218,200.90	229,895.55
CONTRACTED SERVICES	640.00	1,866.18	8,179.73	8,384.20
PAYROLL TAXES	1,547.32	2,166.94	17,917.32	18,918.23
PENSION EXPENSE	111.22	166.83	1,334.64	1,756.84
UNIFORMS/EDUCATION	0.00	0.00	579.00	0.00
EMP INSURANCE	785.69	2,039.04	16,622.50	23,065.80
TOTAL EMPLOYEE EXPENSES	22,345.01	33,952.05	262,834.09	282,020.62
OPERATING EXPENSES				
VEHICLE EXPENSE	0.00	0.00	0.00	0.00
REPAIRS	1,262.80	4,275.11	61,452.47	21,101.92
UTILITIES	2,831.15	2,121.27	32,557.02	33,933.36
TELEPHONE	204.96	197.95	2,247.55	2,177.45
ADVERTISING	0.00	0.00	2,687.33	1,927.17
MILEAGE/MEETINGS/MEALS	241.20	248.90	3,147.44	2,858.45
CASH OVER/SHORT	792.33	631.16	10,974.94	13,712.96
INTEREST	0.00	0.00	123.89	159.92
BANK/CREDIT CARD FEES	6,066.75	5,347.95	58,320.60	56,866.50
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	2,883.13	2,594.39	37,809.59	31,908.77
INSURANCE/WC INS PKG	1,231.39	1,157.31	13,769.98	12,749.27
SUB/DUES/LIC/DONATIONS	0.00	50.00	1,156.05	1,058.83
DEPRECIATION	965.00	1,000.00	10,615.00	11,000.00
RENT & LEASES	0.00	0.00	110.00	111.90
BAD DEBT	200.00	200.00	2,200.00	2,200.00
AUDIT/LEGAL/DIR. FEES	0.00	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	0.00	0.00	1,164.28	3,712.34
TOTAL OPERATING EXPENSES	16,678.71	17,824.04	245,177.75	198,457.31
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	0.00
VENDOR REBATES	100.00	13,371.69	40,766.85	41,877.25
OTHER REVENUE	324.30	216.05	2,583.70	2,188.02
TOTAL OTHER REVENUE	424.30	13,587.74	43,350.55	44,065.27
NET OPERATING EXPENSES	38,599.42	38,188.35	464,661.29	436,412.66
ALLOCATION OF G/A	6,308.73	8,958.60	81,083.17	85,819.49
LOCAL NET SAVINGS	34,755.66	12,067.20	151,959.32	129,333.60
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	34,755.66	12,067.20	324,775.14	260,046.45

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STATEMENT OF GROSS MARGINS POWER CONVENIENCE STOR
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
NO LEAD SALES												
Beginning Inventory	25,432.91	0.00	39,484.57	0.00	0.00	0.00	25,432.91	0.00	39,484.57	0.00	0.00	0.00
Purchases	156,360.71	0.00	124,576.94	0.00	0.00	0.00	1,719,901.53	0.00	1,756,541.86	0.00	0.00	0.00
Ending Inventory	30,175.67	0.00	25,964.07	0.00	0.00	0.00	55,608.58	0.00	65,448.64	0.00	0.00	0.00
Cost of Sales	151,617.95	0.00	138,097.44	0.00	0.00	0.00	1,712,910.82	0.00	1,771,761.14	0.00	0.00	0.00
Sales	167,392.02	0.00	149,967.31	0.00	0.00	0.00	1,835,319.16	0.00	1,911,364.50	0.00	0.00	0.00
No Lead Gross Margin	15,774.07	9.42	11,869.87	7.91	0.00	7.91	122,408.34	6.66	139,603.36	7.30	0.00	0.00
#2 DIESEL SALES												
Beginning Inventory	11,213.14	0.00	19,369.31	0.00	0.00	0.00	11,213.14	0.00	19,369.31	0.00	0.00	0.00
Purchases	21,440.90	0.00	23,360.54	0.00	0.00	0.00	188,301.06	0.00	214,103.00	0.00	0.00	0.00
Ending Inventory	15,406.87	0.00	18,477.94	0.00	0.00	0.00	26,620.01	0.00	37,847.25	0.00	0.00	0.00
Cost of Sales	17,247.17	0.00	24,251.91	0.00	0.00	0.00	192,420.50	0.00	222,572.59	0.00	0.00	0.00
Sales	21,017.22	0.00	25,727.77	0.00	0.00	0.00	212,066.15	0.00	230,875.11	0.00	0.00	0.00
Diesel Gross Margin	3,770.05	17.93	1,475.86	5.73	0.00	5.73	19,645.65	9.26	8,302.52	3.59	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	6.56	0.00	597.21	0.00	0.00	0.00	6.56	0.00	597.21	0.00	0.00	0.00
Purchases	351.08	0.00	183.65	0.00	0.00	0.00	795.97	0.00	1,748.72	0.00	0.00	0.00
Ending Inventory	-208.08	0.00	608.74	0.00	0.00	0.00	-201.52	0.00	1,205.95	0.00	0.00	0.00
Cost of Sales	565.72	0.00	172.12	0.00	0.00	0.00	1,560.99	0.00	1,217.44	0.00	0.00	0.00
Sales	1,616.34	0.00	491.76	0.00	0.00	0.00	4,030.06	0.00	3,478.40	0.00	0.00	0.00
L. P. Gross Margin	1,050.62	64.99	319.64	64.99	0.00	64.99	2,469.07	61.26	2,260.96	65.00	0.00	0.00
GROCERY SALES												
Beginning Inventory	96,827.70	0.00	79,541.50	0.00	0.00	0.00	96,827.70	0.00	79,541.50	0.00	0.00	0.00
Purchases	42,890.81	0.00	45,284.85	0.00	0.00	0.00	469,445.88	0.00	478,709.12	0.00	0.00	0.00
Ending Inventory	93,604.65	0.00	79,856.58	0.00	0.00	0.00	190,432.35	0.00	159,398.08	0.00	0.00	0.00
Cost of Sales	46,113.86	0.00	44,969.77	0.00	0.00	0.00	455,006.80	0.00	467,926.64	0.00	0.00	0.00
Sales	65,876.94	0.00	64,242.53	0.00	0.00	0.00	675,084.54	0.00	687,411.84	0.00	0.00	0.00
Grocery Gross Margin	19,763.08	29.99	19,272.76	30.00	0.00	30.00	220,077.74	32.60	219,485.20	31.92	0.00	0.00
DNR SALES												
Purchases	32,466.18	0.00	35,338.33	0.00	0.00	0.00	94,965.70	0.00	99,575.45	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	32,466.18	0.00	35,338.33	0.00	0.00	0.00	94,965.70	0.00	99,575.45	0.00	0.00	0.00
Sales	35,650.50	0.00	34,036.75	0.00	0.00	0.00	101,777.93	0.00	104,256.17	0.00	0.00	0.00
DNR Gross Margin	3,184.32	8.93	-1,301.58	-3.82	0.00	3.82	6,812.23	6.69	4,680.72	4.48	0.00	0.00

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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
LOTTERY SALES												
Purchases	23,616.60	0.00	29,044.66	0.00	0.00	0.00	313,840.26	0.00	341,806.80	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	23,616.60	0.00	29,044.66	0.00	0.00	0.00	313,840.26	0.00	341,806.80	0.00	0.00	0.00
Sales	30,956.00	0.00	33,181.00	0.00	0.00	0.00	329,963.00	0.00	369,373.00	0.00	0.00	0.00
Lottery Gross Margin	7,339.40	23.70	4,136.34	12.46	0.00	12.46	16,122.74	4.88	27,566.20	7.46	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	16,335.43	0.00	10,799.72	0.00	0.00	0.00	16,335.43	0.00	10,799.72	0.00	0.00	0.00
Purchases	18,119.37	0.00	18,757.62	0.00	0.00	0.00	198,861.80	0.00	199,381.71	0.00	0.00	0.00
Ending Inventory	13,337.00	0.00	10,848.18	0.00	0.00	0.00	29,672.43	0.00	21,647.90	0.00	0.00	0.00
Cost of Sales	21,117.80	0.00	18,709.16	0.00	0.00	0.00	195,513.12	0.00	202,212.17	0.00	0.00	0.00
Sales	25,753.41	0.00	22,816.05	0.00	0.00	0.00	241,869.62	0.00	242,666.23	0.00	0.00	0.00
Beer & Wine Gross Margin	4,635.61	17.99	4,106.89	18.00	0.00	18.00	46,356.50	19.16	40,454.06	16.67	0.00	0.00
LIQUOR SALES												
Beginning Inventory	12,184.29	0.00	14,722.33	0.00	0.00	0.00	12,184.29	0.00	14,722.33	0.00	0.00	0.00
Purchases	8,733.26	0.00	9,832.94	0.00	0.00	0.00	97,191.39	0.00	92,204.83	0.00	0.00	0.00
Ending Inventory	9,967.92	0.00	15,076.00	0.00	0.00	0.00	22,152.21	0.00	29,798.33	0.00	0.00	0.00
Cost of Sales	10,949.63	0.00	9,479.27	0.00	0.00	0.00	100,044.15	0.00	93,477.86	0.00	0.00	0.00
Sales	13,192.33	0.00	11,420.81	0.00	0.00	0.00	120,050.75	0.00	110,332.88	0.00	0.00	0.00
Liquor Gross Margin	2,242.70	17.00	1,941.54	17.00	0.00	17.00	20,006.60	16.66	16,855.02	15.27	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	72,077.06	0.00	68,410.74	0.00	0.00	0.00	72,077.06	0.00	68,410.74	0.00	0.00	0.00
Purchases	65,981.77	0.00	64,997.32	0.00	0.00	0.00	652,471.52	0.00	636,264.36	0.00	0.00	0.00
Ending Inventory	69,806.94	0.00	71,487.04	0.00	0.00	0.00	141,884.00	0.00	139,897.78	0.00	0.00	0.00
Cost of Sales	68,251.89	0.00	61,921.02	0.00	0.00	0.00	650,746.99	0.00	606,867.85	0.00	0.00	0.00
Sales	77,558.97	0.00	70,364.80	0.00	0.00	0.00	753,865.22	0.00	703,265.47	0.00	0.00	0.00
Cigarette Gross Margin	9,307.08	12.00	8,443.78	12.00	0.00	12.00	103,118.23	13.67	96,397.62	13.70	0.00	0.00
DELI												
Beginning Inventory	15,314.00	0.00	13,671.77	0.00	0.00	0.00	15,314.00	0.00	13,671.77	0.00	0.00	0.00
Purchases	28,796.44	0.00	29,779.01	0.00	0.00	0.00	284,364.39	0.00	297,054.73	0.00	0.00	0.00
Ending Inventory	15,838.72	0.00	12,565.59	0.00	0.00	0.00	31,152.72	0.00	26,237.36	0.00	0.00	0.00
Cost of Sales	28,271.72	0.00	30,885.19	0.00	0.00	0.00	280,264.52	0.00	300,040.02	0.00	0.00	0.00
Sales	40,868.60	0.00	39,834.24	0.00	0.00	0.00	420,951.20	0.00	396,000.11	0.00	0.00	0.00
Deli Gross Margin	12,596.88	30.82	8,949.05	22.46	0.00	22.46	140,686.68	33.42	95,960.09	24.23	0.00	0.00

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	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	249,391.09	0.00	246,597.15	0.00	0.00	0.00	249,391.09	0.00	246,597.15	0.00	0.00	0.00
Total Purchases	398,757.12	0.00	381,155.86	0.00	0.00	0.00	4,020,139.50	0.00	4,117,390.58	0.00	0.00	0.00
Total Ending Inventory	247,929.69	0.00	234,884.14	0.00	0.00	0.00	497,320.78	0.00	481,481.29	0.00	0.00	0.00
Total Cost of Sales	400,218.52	0.00	392,868.87	0.00	0.00	0.00	3,997,273.85	0.00	4,107,457.96	0.00	0.00	0.00
Total Sales	479,882.33	0.00	452,083.02	0.00	0.00	0.00	4,694,977.63	0.00	4,759,023.71	0.00	0.00	0.00
Total Gross Margin	79,663.81	16.60	59,214.15	13.09	0.00	13.09	697,703.78	14.86	651,565.75	13.69	0.00	0.00