

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

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LOC 50 AURORA FEED MILL 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	165,046.06	152,926.16	1,476,941.97	1,530,584.17
COST OF SALES	<u>113,144.40</u>	<u>105,557.44</u>	<u>1,045,114.58</u>	<u>1,143,359.56</u>
GROSS MARGIN	51,901.66	47,368.72	431,827.39	387,224.61
EMPLOYEE EXPENSES				
SALARIES AND WAGES	15,907.98	17,559.37	160,271.32	145,307.93
CONTRACTED SERVICES	0.00	0.00	0.00	0.00
PAYROLL TAXES	1,195.31	1,388.61	12,463.98	11,504.06
PENSION EXPENSE	112.59	171.96	1,376.02	1,410.23
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	<u>2,122.35</u>	<u>2,451.29</u>	<u>25,652.61</u>	<u>27,600.55</u>
TOTAL EMPLOYEE EXPENSES	19,338.23	21,571.23	199,763.93	185,822.77
OPERATING EXPENSES				
VEHICLE EXPENSE	1,109.41	2,951.72	10,524.03	17,528.67
REPAIRS	821.34	589.79	17,046.17	11,608.16
UTLITIES	350.61	685.44	6,530.91	6,938.81
TELEPHONE	306.72	307.94	3,392.17	3,531.86
ADVERTISING	10.50	10.50	3,183.65	3,227.35
MILEAGE/MEETINGS/MEALS	98.15	46.83	1,202.97	1,240.67
CASH OVER/SHORT	53.70	145.46	249.01	229.96
INTEREST	0.00	0.00	3,096.24	64.37
BANK/CREDIT CARD FEES	2,885.55	2,008.86	19,439.34	20,228.00
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	1,833.69	728.33	9,379.72	8,269.55
INSURANCE/WC INS PKG	1,238.59	526.25	13,833.27	11,985.12
SUB/DUES/LIC/DONATIONS	61.50	61.50	337.13	319.63
DEPRECIATION	1,372.33	1,100.00	15,095.63	12,100.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	200.00	200.00	2,200.00	2,200.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	1,575.00	0.00
PROPERTY TAX	0.00	0.00	0.00	0.00
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/A	<u>245.00</u>	<u>-230.00</u>	<u>2,983.27</u>	<u>2,052.91</u>
TOTAL OPERATING EXPENSES	10,587.09	9,132.62	110,068.51	101,525.06
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	-133.35	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	-133.35	0.00
NET OPERATING EXPENSES	29,925.32	30,703.85	309,965.79	287,347.83
ALLOCATION OF G/A	<u>4,082.14</u>	<u>5,796.75</u>	<u>52,465.42</u>	<u>55,530.06</u>
LOCAL NET SAVINGS	17,894.20	10,868.12	69,396.18	44,346.72
PATRONAGE REFUNDS	0.00	0.00	11,472.77	9,655.73
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	17,894.20	10,868.12	80,868.95	54,002.45

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STATEMENT OF GROSS MARGINS AURORA FEED MILL
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
FEED SALES												
Beginning Inventory	56,496.74	0.00	50,194.06	0.00	0.00	0.00	56,496.74	0.00	50,194.06	0.00	0.00	0.00
Purchases	54,693.05	0.00	56,523.65	0.00	0.00	0.00	494,277.98	0.00	567,719.78	0.00	0.00	0.00
Ending Inventory	47,533.30	0.00	50,867.44	0.00	0.00	0.00	104,030.04	0.00	101,061.50	0.00	0.00	0.00
Cost of Sales	63,656.49	0.00	55,850.27	0.00	0.00	0.00	494,648.51	0.00	561,616.75	0.00	0.00	0.00
Sales	83,681.58	0.00	72,053.75	0.00	0.00	0.00	678,787.57	0.00	722,624.24	0.00	0.00	0.00
Feed Gross Margin	20,025.09	23.93	16,203.48	22.48	0.00	22.48	184,139.06	27.12	161,007.49	22.28	0.00	0.00
GRAIN SALES												
Beginning Inventory	7,052.99	0.00	7,892.99	0.00	0.00	0.00	7,052.99	0.00	7,892.99	0.00	0.00	0.00
Purchases	40,452.06	0.00	45,180.28	0.00	0.00	0.00	192,189.70	0.00	244,871.97	0.00	0.00	0.00
Ending Inventory	5,903.10	0.00	10,162.10	0.00	0.00	0.00	12,956.09	0.00	18,055.09	0.00	0.00	0.00
Cost of Sales	41,601.95	0.00	42,911.17	0.00	0.00	0.00	195,515.78	0.00	240,382.60	0.00	0.00	0.00
Sales	66,349.73	0.00	67,412.27	0.00	0.00	0.00	313,379.66	0.00	351,165.73	0.00	0.00	0.00
Grain Gross Margin	24,747.78	37.29	24,501.10	36.34	0.00	36.34	117,863.88	37.61	110,783.13	31.54	0.00	0.00
HARDWARE SALES												
Beginning Inventory	104,995.02	0.00	75,084.65	0.00	0.00	0.00	104,995.02	0.00	75,084.65	0.00	0.00	0.00
Purchases	3,984.07	0.00	5,028.18	0.00	0.00	0.00	90,659.12	0.00	72,463.97	0.00	0.00	0.00
Ending Inventory	102,675.16	0.00	75,548.42	0.00	0.00	0.00	207,670.18	0.00	150,633.07	0.00	0.00	0.00
Cost of Sales	6,303.93	0.00	4,564.41	0.00	0.00	0.00	59,249.43	0.00	66,141.79	0.00	0.00	0.00
Sales	8,294.64	0.00	6,005.80	0.00	0.00	0.00	91,009.17	0.00	84,691.20	0.00	0.00	0.00
Hardware Gross Margin	1,990.71	23.99	1,441.39	23.99	0.00	23.99	31,759.74	34.89	18,549.41	21.90	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	800.43	0.00	601.75	0.00	0.00	0.00	800.43	0.00	601.75	0.00	0.00	0.00
Purchases	734.99	0.00	1,125.41	0.00	0.00	0.00	5,431.10	0.00	6,530.88	0.00	0.00	0.00
Ending Inventory	157.41	0.00	603.96	0.00	0.00	0.00	957.84	0.00	1,205.71	0.00	0.00	0.00
Cost of Sales	1,378.01	0.00	1,123.20	0.00	0.00	0.00	5,560.15	0.00	6,340.26	0.00	0.00	0.00
Sales	4,852.25	0.00	4,707.85	0.00	0.00	0.00	20,542.61	0.00	20,964.65	0.00	0.00	0.00
L. P. Gross Margin	3,474.24	71.60	3,584.65	76.14	0.00	76.14	14,982.46	72.93	14,624.39	69.75	0.00	0.00

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STATEMENT OF GROSS MARGINS AURORA FEED MILL
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
LUBE SALES												
Beginning Inventory	128.00	0.00	137.20	0.00	0.00	0.00	128.00	0.00	137.20	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	1,295.09	0.00	1,431.35	0.00	0.00	0.00
Ending Inventory	96.50	0.00	137.20	0.00	0.00	0.00	224.50	0.00	274.40	0.00	0.00	0.00
Cost of Sales	31.50	0.00	0.00	0.00	0.00	0.00	1,321.09	0.00	1,556.05	0.00	0.00	0.00
Sales	46.00	0.00	0.00	0.00	0.00	0.00	1,787.75	0.00	1,862.34	0.00	0.00	0.00
Lube Gross Margin	14.50	31.52	0.00	0.00	0.00	0.00	466.66	26.10	306.29	16.44	0.00	0.00
FERTILIZER SALES												
Beginning Inventory	5,489.01	0.00	3,030.52	0.00	0.00	0.00	5,489.01	0.00	3,030.52	0.00	0.00	0.00
Purchases	69.97	0.00	43.80	0.00	0.00	0.00	158,958.03	0.00	136,946.08	0.00	0.00	0.00
Ending Inventory	5,227.90	0.00	2,788.29	0.00	0.00	0.00	10,716.91	0.00	5,818.81	0.00	0.00	0.00
Cost of Sales	331.08	0.00	286.03	0.00	0.00	0.00	156,518.42	0.00	138,571.35	0.00	0.00	0.00
Sales	282.36	0.00	186.49	0.00	0.00	0.00	186,830.06	0.00	161,916.71	0.00	0.00	0.00
Fertilizer Gross Margin	-48.72	-17.25	-99.54	-53.37	0.00	53.37	30,311.64	16.22	23,345.36	14.41	0.00	0.00
SEED SALES												
Beginning Inventory	27,241.24	0.00	23,021.54	0.00	0.00	0.00	27,241.24	0.00	23,021.54	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	132,826.12	0.00	111,497.01	0.00	0.00	0.00
Ending Inventory	27,270.10	0.00	22,664.54	0.00	0.00	0.00	54,511.34	0.00	45,686.08	0.00	0.00	0.00
Cost of Sales	-28.86	0.00	357.00	0.00	0.00	0.00	128,220.56	0.00	118,240.14	0.00	0.00	0.00
Sales	136.00	0.00	309.00	0.00	0.00	0.00	163,640.90	0.00	158,924.80	0.00	0.00	0.00
Seed Gross Margin	164.86	121.22	-48.00	-15.53	0.00	15.53	35,420.34	21.64	40,684.66	25.59	0.00	0.00
CHEMICAL SALES												
Beginning Inventory	9,076.33	0.00	10,569.70	0.00	0.00	0.00	9,076.33	0.00	10,569.70	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	3,182.33	0.00	10,015.72	0.00	0.00	0.00
Ending Inventory	9,206.03	0.00	10,104.34	0.00	0.00	0.00	18,282.36	0.00	20,674.04	0.00	0.00	0.00
Cost of Sales	-129.70	0.00	465.36	0.00	0.00	0.00	4,080.64	0.00	10,415.62	0.00	0.00	0.00
Sales	0.00	0.00	600.00	0.00	0.00	0.00	5,725.25	0.00	12,603.50	0.00	0.00	0.00
Chemical Gross Margin	129.70	0.00	134.64	22.44	0.00	22.44	1,644.61	28.72	2,187.88	17.35	0.00	0.00
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	273.50	0.00	451.00	0.00	0.00	0.00	3,507.00	0.00	4,286.00	0.00	0.00	0.00
Mill Service Gross Margin	273.50	100.00	451.00	100.00	0.00	100.00	3,507.00	100.00	4,191.00	97.78	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
SPREADER RENTAL												
Sales	0.00	0.00	0.00	0.00	0.00	0.00	1,640.00	0.00	1,340.00	0.00	0.00	0.00
Spreader Rental Gross Margin	0.00	0.00	0.00	0.00	0.00	0.00	1,640.00	100.00	1,340.00	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	1,130.00	0.00	1,200.00	0.00	0.00	0.00	10,092.00	0.00	10,205.00	0.00	0.00	0.00
Hauling Gross Margin	1,130.00	100.00	1,200.00	100.00	0.00	100.00	10,092.00	100.00	10,205.00	100.00	0.00	0.00
Total Beginning Inventory	211,279.76	0.00	170,532.41	0.00	0.00	0.00	211,279.76	0.00	170,532.41	0.00	0.00	0.00
Total Purchases	99,934.14	0.00	107,901.32	0.00	0.00	0.00	1,078,819.47	0.00	1,151,571.76	0.00	0.00	0.00
Total Ending Inventory	198,069.50	0.00	172,876.29	0.00	0.00	0.00	409,349.26	0.00	343,408.70	0.00	0.00	0.00
Total Cost of Sales	113,144.40	0.00	105,557.44	0.00	0.00	0.00	1,045,114.58	0.00	1,143,359.56	0.00	0.00	0.00
Total Sales	165,046.06	0.00	152,926.16	0.00	0.00	0.00	1,476,941.97	0.00	1,530,584.17	0.00	0.00	0.00
Total Gross Margin	51,901.66	31.44	47,368.72	30.97	0.00	30.97	431,827.39	29.23	387,224.61	25.29	0.00	0.00