

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

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LOC 60 STEPHENSON CONVENIENCE STORE STATEMENT OF
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	484,590.18	465,956.18	4,345,205.10	4,312,878.05
COST OF SALES	<u>424,304.64</u>	<u>422,545.47</u>	<u>3,693,677.19</u>	<u>3,742,324.61</u>
GROSS MARGIN	60,285.54	43,410.71	651,527.91	570,553.44
EMPLOYEE EXPENSES				
SALARIES AND WAGES	21,708.63	31,545.66	246,700.31	214,788.12
CONTRACTED SERVICES	1,005.00	287.50	6,950.95	4,196.70
PAYROLL TAXES	1,715.84	2,584.56	20,198.66	17,913.33
PENSION EXPENSE	111.24	166.86	1,378.15	1,284.06
UNIFORMS/EDUCATION	0.00	0.00	1,083.63	0.00
EMP INSURANCE	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
TOTAL EMPLOYEE EXPENSES	24,540.71	34,584.58	276,311.70	238,182.21
OPERATING EXPENSES				
VEHICLE EXPENSE	0.00	0.00	855.30	269.01
REPAIRS	3,512.22	939.72	59,349.44	25,737.84
UTILITIES	1,909.37	2,307.21	27,230.37	31,996.86
TELEPHONE	245.13	472.26	2,411.68	4,925.02
ADVERTISING	0.00	0.00	2,897.32	1,967.15
MILEAGE/MEETINGS/MEALS	140.70	0.00	1,712.23	1,964.85
CASH OVER/SHORT	542.41	158.01	5,093.42	3,775.04
INTEREST	0.00	4.19	123.89	162.72
BANK/CREDIT CARD FEES	6,118.55	5,488.67	52,777.95	49,769.61
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	3,291.12	2,738.34	35,013.05	38,119.15
INSURANCE/WC INS PKG	1,380.88	1,300.94	15,443.51	14,322.81
SUB/DUES/LIC/DONATIONS	25.00	100.00	2,560.24	2,900.66
DEPRECIATION	3,176.25	3,000.00	34,938.75	33,000.00
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	4,994.96	1,500.00
PROPERTY TAX	0.00	0.00	2,783.88	2,656.91
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/ANNM	<u>737.63</u>	<u>0.00</u>	<u>1,807.33</u>	<u>8,324.78</u>
TOTAL OPERATING EXPENSES	21,279.26	16,709.34	252,193.32	223,592.41
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	0.00
VENDOR REBATES	100.00	11,531.36	37,644.73	41,875.69
OTHER REVENUE	304.74	211.31	2,791.93	2,052.89
TOTAL OTHER REVENUE	404.74	11,742.67	40,436.66	43,928.58
NET OPERATING EXPENSES	45,415.23	39,551.25	488,068.36	417,846.04
ALLOCATION OF G/A	<u>6,308.78</u>	<u>8,958.65</u>	<u>81,083.27</u>	<u>85,819.39</u>
LOCAL NET SAVINGS	8,561.53	-5,099.19	82,376.28	66,888.01
PATRONAGE REFUNDS	0.00	0.00	173,032.84	92,915.31
NON-QUAL PATRONAGE	0.00	0.00	0.00	14,031.56
NET SAVINGS	8,561.53	-5,099.19	255,409.12	173,834.88

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STATEMENT OF GROSS MARGINS STEPHENSON CONV STORE
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	31,131.26	0.00	45,035.44	0.00	0.00	0.00	31,131.26	0.00	45,035.44	0.00	0.00	0.00
Purchases	135,232.14	0.00	127,752.68	0.00	0.00	0.00	1,490,821.28	0.00	1,601,526.95	0.00	0.00	0.00
Ending Inventory	38,593.07	0.00	35,329.85	0.00	0.00	0.00	69,724.33	0.00	80,365.29	0.00	0.00	0.00
Cost of Sales	127,770.33	0.00	137,458.27	0.00	0.00	0.00	1,496,658.12	0.00	1,614,833.38	0.00	0.00	0.00
Sales	140,495.97	0.00	145,785.08	0.00	0.00	0.00	1,632,069.79	0.00	1,743,496.47	0.00	0.00	0.00
No Lead Gross Margin	12,725.64	9.05	8,326.81	5.71	0.00	5.71	135,411.67	8.29	128,663.09	7.37	0.00	0.00
#2 DIESEL SALES												
Beginning Inventory	15,736.36	0.00	16,015.64	0.00	0.00	0.00	15,736.36	0.00	16,015.64	0.00	0.00	0.00
Purchases	10,065.95	0.00	8,082.84	0.00	0.00	0.00	157,880.73	0.00	141,075.52	0.00	0.00	0.00
Ending Inventory	12,283.08	0.00	10,802.49	0.00	0.00	0.00	28,019.44	0.00	26,818.13	0.00	0.00	0.00
Cost of Sales	13,519.23	0.00	13,295.99	0.00	0.00	0.00	162,216.61	0.00	143,283.79	0.00	0.00	0.00
Sales	16,705.25	0.00	12,357.69	0.00	0.00	0.00	183,118.84	0.00	155,800.61	0.00	0.00	0.00
Diesel Gross Margin	3,186.02	19.07	-938.30	-7.59	0.00	7.59	20,902.23	11.41	12,516.82	8.03	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	-15.45	0.00	-55.79	0.00	0.00	0.00	-15.45	0.00	-55.79	0.00	0.00	0.00
Purchases	128.39	0.00	87.46	0.00	0.00	0.00	652.96	0.00	807.97	0.00	0.00	0.00
Ending Inventory	-86.46	0.00	-243.33	0.00	0.00	0.00	-101.91	0.00	-299.12	0.00	0.00	0.00
Cost of Sales	199.40	0.00	275.00	0.00	0.00	0.00	466.07	0.00	1,111.24	0.00	0.00	0.00
Sales	569.70	0.00	785.70	0.00	0.00	0.00	4,151.54	0.00	3,355.14	0.00	0.00	0.00
L. P. Gross Margin	370.30	64.99	510.70	64.99	0.00	64.99	3,685.47	88.77	2,243.90	66.87	0.00	0.00
GROCERY SALES												
Beginning Inventory	91,673.81	0.00	74,727.76	0.00	0.00	0.00	91,673.81	0.00	74,727.76	0.00	0.00	0.00
Purchases	40,601.43	0.00	38,328.74	0.00	0.00	0.00	415,585.36	0.00	403,681.06	0.00	0.00	0.00
Ending Inventory	87,966.56	0.00	72,212.91	0.00	0.00	0.00	179,640.37	0.00	146,940.67	0.00	0.00	0.00
Cost of Sales	44,308.68	0.00	40,843.59	0.00	0.00	0.00	402,275.05	0.00	398,673.27	0.00	0.00	0.00
Sales	63,298.11	0.00	58,347.99	0.00	0.00	0.00	609,601.40	0.00	574,409.03	0.00	0.00	0.00
Gross Margin	18,989.43	29.99	17,504.40	30.00	0.00	30.00	207,326.35	34.01	175,735.76	30.59	0.00	0.00
DNR SALES												
Purchases	102,636.49	0.00	106,518.97	0.00	0.00	0.00	244,067.99	0.00	255,559.00	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	102,636.49	0.00	106,518.97	0.00	0.00	0.00	244,067.99	0.00	255,559.00	0.00	0.00	0.00
Sales	105,022.50	0.00	98,546.54	0.00	0.00	0.00	260,883.29	0.00	271,780.21	0.00	0.00	0.00
DNR Gross Margin	2,386.01	2.27	-7,972.43	-8.09	0.00	8.09	16,815.30	6.44	16,221.21	5.96	0.00	0.00

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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
LOTTERY SALES												
Purchases	25,773.60	0.00	17,270.13	0.00	0.00	0.00	255,979.77	0.00	268,914.73	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	25,773.60	0.00	17,270.13	0.00	0.00	0.00	255,979.77	0.00	268,914.73	0.00	0.00	0.00
Sales	22,596.00	0.00	19,849.41	0.00	0.00	0.00	270,100.50	0.00	288,721.03	0.00	0.00	0.00
Lottery Gross Margin	-3,177.60	-14.06	2,579.28	12.99	0.00	12.99	14,120.73	5.22	19,806.30	6.86	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	13,477.44	0.00	8,019.12	0.00	0.00	0.00	13,477.44	0.00	8,019.12	0.00	0.00	0.00
Purchases	14,224.85	0.00	16,967.70	0.00	0.00	0.00	160,872.89	0.00	141,445.20	0.00	0.00	0.00
Ending Inventory	11,671.96	0.00	11,552.92	0.00	0.00	0.00	25,149.40	0.00	19,572.04	0.00	0.00	0.00
Cost of Sales	16,030.33	0.00	13,433.90	0.00	0.00	0.00	159,902.24	0.00	144,913.57	0.00	0.00	0.00
Sales	19,549.18	0.00	16,382.80	0.00	0.00	0.00	188,119.39	0.00	173,020.13	0.00	0.00	0.00
Beer & Wine Gross Margin	3,518.85	17.99	2,948.90	17.99	0.00	17.99	28,217.15	14.99	28,106.56	16.24	0.00	0.00
LIQUOR SALES												
Beginning Inventory	14,044.22	0.00	14,516.35	0.00	0.00	0.00	14,044.22	0.00	14,516.35	0.00	0.00	0.00
Purchases	8,467.53	0.00	7,316.72	0.00	0.00	0.00	70,689.58	0.00	62,559.91	0.00	0.00	0.00
Ending Inventory	13,393.42	0.00	15,248.52	0.00	0.00	0.00	27,437.64	0.00	29,764.87	0.00	0.00	0.00
Cost of Sales	9,118.33	0.00	6,584.55	0.00	0.00	0.00	71,205.32	0.00	65,762.85	0.00	0.00	0.00
Sales	10,985.94	0.00	7,933.19	0.00	0.00	0.00	93,504.12	0.00	80,636.80	0.00	0.00	0.00
Liquor Gross Margin	1,867.61	17.00	1,348.64	16.99	0.00	16.99	22,298.80	23.84	14,873.95	18.44	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	48,468.16	0.00	54,875.05	0.00	0.00	0.00	48,468.16	0.00	54,875.05	0.00	0.00	0.00
Purchases	62,295.97	0.00	60,894.62	0.00	0.00	0.00	607,763.36	0.00	576,998.37	0.00	0.00	0.00
Ending Inventory	56,790.76	0.00	59,770.05	0.00	0.00	0.00	105,258.92	0.00	114,645.10	0.00	0.00	0.00
Cost of Sales	53,973.37	0.00	55,999.62	0.00	0.00	0.00	604,145.71	0.00	575,664.88	0.00	0.00	0.00
Sales	61,333.38	0.00	63,635.93	0.00	0.00	0.00	654,520.23	0.00	638,268.66	0.00	0.00	0.00
Cigarette Gross Margin	7,360.01	12.00	7,636.31	11.99	0.00	11.99	50,374.52	7.69	62,603.78	9.80	0.00	0.00
DELI												
Beginning Inventory	15,430.87	0.00	10,060.27	0.00	0.00	0.00	15,430.87	0.00	10,060.27	0.00	0.00	0.00
Purchases	31,175.86	0.00	31,921.95	0.00	0.00	0.00	302,731.58	0.00	272,102.75	0.00	0.00	0.00
Ending Inventory	15,631.85	0.00	11,116.77	0.00	0.00	0.00	31,062.72	0.00	21,177.04	0.00	0.00	0.00
Cost of Sales	30,974.88	0.00	30,865.45	0.00	0.00	0.00	296,760.31	0.00	273,607.90	0.00	0.00	0.00
Sales	44,034.15	0.00	42,331.85	0.00	0.00	0.00	449,136.00	0.00	383,389.97	0.00	0.00	0.00
Deli Gross Margin	13,059.27	29.65	11,466.40	27.08	0.00	27.08	152,375.69	33.92	109,782.07	28.63	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	229,946.67	0.00	223,193.84	0.00	0.00	0.00	229,946.67	0.00	223,193.84	0.00	0.00	0.00
Total Purchases	430,602.21	0.00	415,141.81	0.00	0.00	0.00	3,707,045.50	0.00	3,724,671.46	0.00	0.00	0.00
Total Ending Inventory	236,244.24	0.00	215,790.18	0.00	0.00	0.00	466,190.91	0.00	438,984.02	0.00	0.00	0.00
Total Cost of Sales	424,304.64	0.00	422,545.47	0.00	0.00	0.00	3,693,677.19	0.00	3,742,324.61	0.00	0.00	0.00
Total Sales	484,590.18	0.00	465,956.18	0.00	0.00	0.00	4,345,205.10	0.00	4,312,878.05	0.00	0.00	0.00
Total Gross Margin	60,285.54	12.44	43,410.71	9.31	0.00	9.31	651,527.91	14.99	570,553.44	13.22	0.00	0.00