

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

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CONSOLIDATED 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	1,534,811.31	1,539,272.25	15,522,672.03	16,399,695.83
COST OF SALES	<u>1,224,601.39</u>	<u>1,099,483.92</u>	<u>12,181,805.70</u>	<u>13,062,449.74</u>
GROSS MARGIN	310,209.92	439,788.33	3,340,866.33	3,337,246.09
EMPLOYEE EXPENSES				
SALARIES AND WAGES	111,767.32	163,612.94	1,275,798.39	1,230,688.07
CONTRACTED SERVICES	7,432.55	8,476.68	67,493.63	66,245.45
PAYROLL TAXES	8,454.04	12,590.99	101,189.86	99,369.88
PENSION EXPENSE	1,551.49	2,581.79	19,454.64	17,564.76
UNIFORMS/EDUCATION	0.00	0.00	1,662.63	0.00
EMPLOYEE INSURANCE	<u>17,262.44</u>	<u>19,843.27</u>	<u>212,125.32</u>	<u>204,958.44</u>
TOTAL EMPLOYEE EXPENSES	146,467.84	207,105.67	1,677,724.47	1,618,826.60
OPERATING EXPENSES				
VEHICLE EXPENSE	12,442.96	37,435.26	145,542.35	234,185.56
REPAIRS	14,751.36	19,392.69	242,104.43	139,185.24
UTILITIES	7,480.44	7,572.53	96,275.19	105,297.14
TELEPHONE	3,061.91	2,593.39	27,342.21	29,030.43
ADVERTISING	-102.96	2,362.18	31,542.93	39,274.06
MILEAGE/MEETINGS/MEALS	707.18	990.38	13,779.01	22,570.74
CASH OVER/SHORT	1,388.01	920.46	16,323.81	17,845.73
INTEREST	239.84	649.26	8,590.51	9,389.84
BANK/CREDIT CARD FEES	20,146.85	17,232.33	175,920.45	167,689.36
OFFICE SUPPLIES	2,771.86	1,330.57	14,114.35	13,053.49
OPERATING SUPPLIES	5,571.98	9,110.75	100,251.58	122,004.01
INSURANCE/WC INS PKG	11,967.42	10,025.58	133,509.98	131,842.92
SUB/DUES/LIC/DONATIONS	789.50	1,308.00	9,248.26	11,035.81
DEPRECIATION	23,992.06	21,700.00	263,912.66	240,700.00
RENT & LEASES	1,509.29	1,406.17	17,066.44	16,225.44
BAD DEBT	5,400.00	5,400.00	59,400.00	59,400.00
AUDIT/LEGAL/DIR. FEES	1,888.02	965.68	56,092.39	59,140.50
PROPERTY TAX	0.00	0.00	10,517.53	10,282.49
GAIN/LOSS FIXED ASSET	0.00	0.00	-5,000.00	-38,583.33
MISC/SAFETY/ANNMTG	2,404.24	2,075.55	22,153.73	23,862.31
TOTAL OPERATING EXPENSES	116,409.96	142,470.78	1,438,687.81	1,413,431.74
OTHER REVENUE				
FINANCE CHARGES	4,032.82	4,754.32	49,028.59	51,060.04
VENDOR REBATES	200.00	24,903.05	83,411.58	83,887.04
OTHER REVENUE	4,998.55	574.97	48,778.66	25,697.23
TOTAL OTHER REVENUE	9,231.37	30,232.34	181,218.83	160,644.31
NET OPERATING EXPENSES	253,646.43	319,344.11	2,935,193.45	2,871,614.03
LOCAL NET SAVINGS	56,563.49	120,444.22	405,672.88	465,632.06
PATRONAGE REFUNDS	0.00	0.00	442,042.65	269,389.02
NON-QUALIFYING PATRONA	0.00	0.00	-2,090.41	36,738.80
FEDERAL INCOME TAX EXP	0.00	0.00	0.00	0.00
MI SINGLE BUSINESS TAX	0.00	0.00	0.00	0.00
NET SAVINGS	56,563.49	120,444.22	845,625.12	771,759.88

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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
211,973.55	0.00		192,509.72	0.00	0.00	0.00	211,973.55	0.00		192,509.72	0.00	0.00	0.00
187,998.83	0.00		167,133.85	0.00	0.00	0.00	1,915,695.40	0.00		2,062,235.43	0.00	0.00	0.00
200,456.26	0.00		198,609.74	0.00	0.00	0.00	412,429.81	0.00		391,119.46	0.00	0.00	0.00
199,516.12	0.00		161,033.83	0.00	0.00	0.00	1,913,083.43	0.00		2,076,592.76	0.00	0.00	0.00
261,587.80	0.00		229,157.90	0.00	0.00	0.00	2,373,172.36	0.00		2,492,242.28	0.00	0.00	0.00
62,071.68	23.72		68,124.07	29.72	0.00	29.72	460,088.93	19.38		415,649.52	16.67	0.00	0.00
156,196.12	0.00		-4,864.72	0.00	0.00	0.00	156,196.12	0.00		-4,864.72	0.00	0.00	0.00
89,024.54	0.00		145,878.16	0.00	0.00	0.00	354,216.70	0.00		467,444.41	0.00	0.00	0.00
128,400.95	0.00		136,187.14	0.00	0.00	0.00	284,597.07	0.00		131,322.42	0.00	0.00	0.00
116,819.71	0.00		4,826.30	0.00	0.00	0.00	457,467.59	0.00		541,766.55	0.00	0.00	0.00
144,252.25	0.00		144,774.97	0.00	0.00	0.00	759,073.01	0.00		901,736.75	0.00	0.00	0.00
27,432.54	19.01		139,948.67	96.66	0.00	96.66	301,605.42	39.73		359,970.20	39.91	0.00	0.00
290.10	0.00		290.10	0.00	0.00	0.00	290.10	0.00		290.10	0.00	0.00	0.00
0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00
290.10	0.00		290.10	0.00	0.00	0.00	580.20	0.00		580.20	0.00	0.00	0.00
0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00
0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00
0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00
122.52	0.00		122.52	0.00	0.00	0.00	122.52	0.00		122.52	0.00	0.00	0.00
0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00
122.52	0.00		122.52	0.00	0.00	0.00	245.04	0.00		245.04	0.00	0.00	0.00
0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00
0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00
0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00

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STATEMENT OF GROSS MARGINS - CONSOLIDATED
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
MATRESS SALES												
Beginning Inventory	325.00	0.00	325.00	0.00	0.00	0.00	325.00	0.00	325.00	0.00	0.00	0.00
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	325.00	0.00	325.00	0.00	0.00	0.00	650.00	0.00	650.00	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	0.00	0.00	0.00	0.00	0.00	0.00
Gross Margins	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 SALES												
Beginning Inventory	260,370.68	0.00	279,751.46	0.00	0.00	0.00	260,370.68	0.00	279,751.46	0.00	0.00	0.00
Purchases	12,441.30	0.00	29,470.14	0.00	0.00	0.00	228,110.99	0.00	283,149.84	0.00	0.00	0.00
Ending Inventory	251,179.35	0.00	289,049.96	0.00	0.00	0.00	511,550.03	0.00	568,801.42	0.00	0.00	0.00
Cost of Sales	21,632.63	0.00	20,171.64	0.00	0.00	0.00	236,793.76	0.00	263,710.37	0.00	0.00	0.00
Sales	26,414.03	0.00	24,444.15	0.00	0.00	0.00	322,168.85	0.00	317,977.68	0.00	0.00	0.00
Gross Margin	4,781.40	18.10	4,272.51	17.47	0.00	17.47	85,375.09	26.50	54,267.31	17.06	0.00	0.00
BRAKES												
Beginning 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
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	0.00	0.00	0.00	0.00	0.00	0.00
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
NO LEAD SALES												
Beginning Inventory	56,564.17	0.00	84,520.01	0.00	0.00	0.00	56,564.17	0.00	84,520.01	0.00	0.00	0.00
Purchases	291,592.85	0.00	252,329.62	0.00	0.00	0.00	3,210,722.81	0.00	3,358,068.81	0.00	0.00	0.00
Ending Inventory	68,768.74	0.00	61,293.92	0.00	0.00	0.00	125,332.91	0.00	145,813.93	0.00	0.00	0.00
Cost of Sales	279,388.28	0.00	275,555.71	0.00	0.00	0.00	3,209,568.94	0.00	3,386,594.52	0.00	0.00	0.00
Sales	307,887.99	0.00	295,752.39	0.00	0.00	0.00	3,467,388.95	0.00	3,654,860.97	0.00	0.00	0.00
Gross Margin	28,499.71	9.25	20,196.68	6.82	0.00	6.82	257,820.01	7.43	268,266.45	7.33	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	81,684.99	0.00	77,439.56	0.00	0.00	0.00	81,684.99	0.00	77,439.56	0.00	0.00	0.00
Purchases	35,641.59	0.00	70,414.28	0.00	0.00	0.00	634,706.21	0.00	784,313.11	0.00	0.00	0.00
Ending Inventory	71,559.62	0.00	74,964.04	0.00	0.00	0.00	153,244.61	0.00	152,403.60	0.00	0.00	0.00
Cost of Sales	45,766.96	0.00	72,889.80	0.00	0.00	0.00	632,239.67	0.00	791,679.05	0.00	0.00	0.00
Sales	88,716.33	0.00	133,425.96	0.00	0.00	0.00	1,128,064.65	0.00	1,402,997.94	0.00	0.00	0.00

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STATEMENT OF GROSS MARGINS - CONSOLIDATED
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
Gross Margin	42,949.37	48.41	60,536.16	45.37	0.00	45.37	495,824.98	43.95	611,318.89	43.57	0.00	0.00

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STATEMENT OF GROSS MARGINS - CONSOLIDATED
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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
#2 DIESEL SALES												
Beginning Inventory	26,949.50	0.00	35,384.95	0.00	0.00	0.00	26,949.50	0.00	35,384.95	0.00	0.00	0.00
Purchases	31,506.85	0.00	31,443.38	0.00	0.00	0.00	346,181.79	0.00	355,178.52	0.00	0.00	0.00
Ending Inventory	27,689.95	0.00	29,280.43	0.00	0.00	0.00	54,639.45	0.00	64,665.38	0.00	0.00	0.00
Cost of Sales	30,766.40	0.00	37,547.90	0.00	0.00	0.00	354,637.11	0.00	365,856.38	0.00	0.00	0.00
Sales	37,722.47	0.00	38,085.46	0.00	0.00	0.00	395,184.99	0.00	386,675.72	0.00	0.00	0.00
Gross Margin	6,956.07	18.44	537.56	1.41	0.00	1.41	40,547.88	10.26	20,819.34	5.38	0.00	0.00
TUBES												
Beginning Inventory	3,676.79	0.00	4,189.99	0.00	0.00	0.00	3,676.79	0.00	4,189.99	0.00	0.00	0.00
Purchases	317.71	0.00	506.98	0.00	0.00	0.00	7,378.69	0.00	9,445.87	0.00	0.00	0.00
Ending Inventory	3,346.27	0.00	4,227.19	0.00	0.00	0.00	7,023.06	0.00	8,417.18	0.00	0.00	0.00
Cost of Sales	648.23	0.00	469.78	0.00	0.00	0.00	11,970.77	0.00	11,001.24	0.00	0.00	0.00
Sales	781.00	0.00	566.00	0.00	0.00	0.00	11,985.58	0.00	13,254.51	0.00	0.00	0.00
Gross Margin	132.77	17.00	96.22	17.00	0.00	17.00	14.81	0.12	2,253.27	17.00	0.00	0.00
TIRES												
Beginning Inventory	14,304.97	0.00	14,698.40	0.00	0.00	0.00	14,304.97	0.00	14,698.40	0.00	0.00	0.00
Purchases	13,652.53	0.00	17,012.47	0.00	0.00	0.00	83,804.75	0.00	105,835.51	0.00	0.00	0.00
Ending Inventory	15,680.33	0.00	14,081.25	0.00	0.00	0.00	29,985.30	0.00	28,779.65	0.00	0.00	0.00
Cost of Sales	12,277.17	0.00	17,629.62	0.00	0.00	0.00	90,897.42	0.00	113,337.82	0.00	0.00	0.00
Sales	13,060.82	0.00	18,754.92	0.00	0.00	0.00	102,072.65	0.00	120,572.17	0.00	0.00	0.00
Gross Margin	783.65	6.00	1,125.30	6.00	0.00	6.00	11,175.23	10.94	7,234.35	6.00	0.00	0.00
BATTERIES												
Beginning Inventory	949.30	0.00	3,694.47	0.00	0.00	0.00	949.30	0.00	3,694.47	0.00	0.00	0.00
Purchases	631.97	0.00	596.96	0.00	0.00	0.00	8,422.31	0.00	6,164.25	0.00	0.00	0.00
Ending Inventory	64.02	0.00	3,896.18	0.00	0.00	0.00	1,013.32	0.00	7,590.65	0.00	0.00	0.00
Cost of Sales	1,517.25	0.00	395.25	0.00	0.00	0.00	12,268.20	0.00	4,717.58	0.00	0.00	0.00
Sales	1,785.00	0.00	465.00	0.00	0.00	0.00	10,291.11	0.00	5,550.10	0.00	0.00	0.00
Gross Margin	267.75	15.00	69.75	15.00	0.00	15.00	-1,977.09	-19.21	832.52	15.00	0.00	0.00

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STATEMENT OF GROSS MARGINS - CONSOLIDATED
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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
BATTERY CORE												
Beginning Inventory	22.00	0.00	365.00	0.00	0.00	0.00	22.00	0.00	365.00	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	88.00	0.00	61.00	0.00	0.00	0.00
Ending Inventory	22.00	0.00	365.00	0.00	0.00	0.00	44.00	0.00	730.00	0.00	0.00	0.00
Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00	271.00	0.00	61.00	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
Gross Margin	0.00	0.00	0.00	0.00	0.00	0.00	-271.00	0.00	-61.00	0.00	0.00	0.00
LUKE SALES												
Beginning Inventory	27,850.00	0.00	32,828.54	0.00	0.00	0.00	27,850.00	0.00	32,828.54	0.00	0.00	0.00
Purchases	492.13	0.00	6,168.25	0.00	0.00	0.00	23,394.49	0.00	37,504.09	0.00	0.00	0.00
Ending Inventory	27,040.50	0.00	35,786.17	0.00	0.00	0.00	54,890.50	0.00	68,614.71	0.00	0.00	0.00
Cost of Sales	1,301.63	0.00	3,210.62	0.00	0.00	0.00	34,389.49	0.00	31,918.43	0.00	0.00	0.00
Sales	3,297.16	0.00	3,567.35	0.00	0.00	0.00	36,874.60	0.00	36,445.42	0.00	0.00	0.00
Gross Margin	1,995.53	60.52	356.73	9.99	0.00	9.99	2,485.11	6.73	4,526.99	12.42	0.00	0.00
FERTILIZER SALES												
Beginning Inventory	82,635.80	0.00	82,120.16	0.00	0.00	0.00	82,635.80	0.00	82,120.16	0.00	0.00	0.00
Purchases	69.97	0.00	11,714.96	0.00	0.00	0.00	703,622.64	0.00	794,786.27	0.00	0.00	0.00
Ending Inventory	82,275.26	0.00	90,783.86	0.00	0.00	0.00	164,911.06	0.00	172,904.02	0.00	0.00	0.00
Cost of Sales	430.51	0.00	3,051.26	0.00	0.00	0.00	712,093.68	0.00	824,474.53	0.00	0.00	0.00
Sales	1,123.36	0.00	3,527.75	0.00	0.00	0.00	868,873.17	0.00	983,200.91	0.00	0.00	0.00
Gross Margin	692.85	61.67	476.49	13.50	0.00	13.50	156,779.49	18.04	158,726.38	16.14	0.00	0.00
SEED SALES												
Beginning Inventory	-10,383.94	0.00	43,285.65	0.00	0.00	0.00	-10,383.94	0.00	43,285.65	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	190,884.84	0.00	396,521.14	0.00	0.00	0.00
Ending Inventory	-10,483.78	0.00	42,912.41	0.00	0.00	0.00	-20,867.72	0.00	86,198.06	0.00	0.00	0.00
Cost of Sales	99.84	0.00	373.24	0.00	0.00	0.00	254,697.15	0.00	399,886.60	0.00	0.00	0.00
Sales	279.00	0.00	395.40	0.00	0.00	0.00	304,273.01	0.00	460,854.42	0.00	0.00	0.00
Gross Margin	179.16	64.21	22.16	5.60	0.00	5.60	49,575.86	16.29	60,967.82	13.22	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
CHEMICAL SALES												
Beginning Inventory	49,353.41	0.00	48,012.53	0.00	0.00	0.00	49,353.41	0.00	48,012.53	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	137,682.50	0.00	149,514.38	0.00	0.00	0.00
Ending Inventory	48,520.11	0.00	47,547.17	0.00	0.00	0.00	97,873.52	0.00	95,559.70	0.00	0.00	0.00
Cost of Sales	833.30	0.00	465.36	0.00	0.00	0.00	136,709.56	0.00	155,849.92	0.00	0.00	0.00
Sales	1,498.66	0.00	625.00	0.00	0.00	0.00	219,555.35	0.00	221,949.21	0.00	0.00	0.00
Gross Margin	665.36	44.39	159.64	25.54	0.00	25.54	82,845.79	37.73	66,099.29	29.78	0.00	0.00
SHOP SERVICE												
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	2,448.00	0.00	3,777.00	0.00	0.00	0.00	32,583.57	0.00	37,612.16	0.00	0.00	0.00
Gross Margin	2,448.00	100.00	3,777.00	100.00	0.00	100.00	32,583.57	100.00	37,612.16	100.00	0.00	0.00
MILL SERVICE												
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	1,838.43	0.00	1,699.00	0.00	0.00	0.00	21,245.89	0.00	23,728.10	0.00	0.00	0.00
Gross Margin	1,838.43	100.00	1,699.00	100.00	0.00	100.00	21,245.89	100.00	23,728.10	100.00	0.00	0.00
STORAGE SALES												
Sales	2,388.00	0.00	756.00	0.00	0.00	0.00	20,462.00	0.00	14,479.00	0.00	0.00	0.00
Gross Margin	2,388.00	100.00	756.00	100.00	0.00	100.00	20,462.00	100.00	14,479.00	100.00	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
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

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	CURRENT PERIOD						YEAR TO DATE					
	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales
DRYING SALES												
Beginning 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
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	7,821.00	0.00	45,392.76	0.00	0.00	0.00	32,482.84	0.00	47,812.81	0.00	0.00	0.00
Gross Margin	7,821.00	100.00	45,392.76	100.00	0.00	100.00	32,482.84	100.00	47,812.81	100.00	0.00	0.00
SPREADER RENTAL												
Sales	0.00	0.00	1,120.00	0.00	0.00	0.00	11,807.50	0.00	8,473.50	0.00	0.00	0.00
Gross Margin	0.00	0.00	1,120.00	100.00	0.00	100.00	11,807.50	100.00	8,473.50	100.00	0.00	0.00
HAULING SALES												
Beginning 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
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	3,940.00	0.00	2,935.00	0.00	0.00	0.00	43,782.70	0.00	39,449.80	0.00	0.00	0.00
Gross Margin	3,940.00	100.00	2,935.00	100.00	0.00	100.00	43,782.70	100.00	39,449.80	100.00	0.00	0.00
GROCERY SALES												
Beginning Inventory	188,501.51	0.00	154,269.26	0.00	0.00	0.00	188,501.51	0.00	154,269.26	0.00	0.00	0.00
Purchases	83,492.24	0.00	83,613.59	0.00	0.00	0.00	885,031.24	0.00	882,390.18	0.00	0.00	0.00
Ending Inventory	181,571.21	0.00	152,069.49	0.00	0.00	0.00	370,072.72	0.00	306,338.75	0.00	0.00	0.00
Cost of Sales	90,422.54	0.00	85,813.36	0.00	0.00	0.00	857,281.85	0.00	866,599.91	0.00	0.00	0.00
Sales	129,175.05	0.00	122,590.52	0.00	0.00	0.00	1,284,685.94	0.00	1,261,820.87	0.00	0.00	0.00
Gross Margin	38,752.51	29.99	36,777.16	30.00	0.00	30.00	427,404.09	33.26	395,220.96	31.32	0.00	0.00
DNR SALES												
Beginning 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
Purchases	135,102.67	0.00	141,857.30	0.00	0.00	0.00	339,033.69	0.00	355,134.45	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	135,102.67	0.00	141,857.30	0.00	0.00	0.00	339,033.69	0.00	355,134.45	0.00	0.00	0.00
Sales	140,673.00	0.00	132,583.29	0.00	0.00	0.00	362,661.22	0.00	376,036.38	0.00	0.00	0.00
Gross Margin	5,570.33	3.95	-9,274.01	-6.99	0.00	6.99	23,627.53	6.51	20,901.93	5.55	0.00	0.00

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	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales
LOTTERY SALES												
Beginning 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
Purchases	49,390.20	0.00	46,314.79	0.00	0.00	0.00	569,820.03	0.00	610,721.53	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	49,390.20	0.00	46,314.79	0.00	0.00	0.00	569,820.03	0.00	610,721.53	0.00	0.00	0.00
Sales	53,552.00	0.00	53,030.41	0.00	0.00	0.00	600,063.50	0.00	658,094.03	0.00	0.00	0.00
Gross Margin	4,161.80	7.77	6,715.62	12.66	0.00	12.66	30,243.47	5.04	47,372.50	7.19	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	29,812.87	0.00	18,818.84	0.00	0.00	0.00	29,812.87	0.00	18,818.84	0.00	0.00	0.00
Purchases	32,344.22	0.00	35,725.32	0.00	0.00	0.00	359,734.69	0.00	340,826.91	0.00	0.00	0.00
Ending Inventory	25,008.96	0.00	22,401.10	0.00	0.00	0.00	54,821.83	0.00	41,219.94	0.00	0.00	0.00
Cost of Sales	37,148.13	0.00	32,143.06	0.00	0.00	0.00	355,415.36	0.00	347,125.74	0.00	0.00	0.00
Sales	45,302.59	0.00	39,198.85	0.00	0.00	0.00	429,989.01	0.00	415,686.36	0.00	0.00	0.00
Gross Margin	8,154.46	17.99	7,055.79	17.99	0.00	17.99	74,573.65	17.34	68,560.62	16.49	0.00	0.00
LIQUOR SALES												
Beginning Inventory	26,228.51	0.00	29,238.68	0.00	0.00	0.00	26,228.51	0.00	29,238.68	0.00	0.00	0.00
Purchases	17,200.79	0.00	17,149.66	0.00	0.00	0.00	167,880.97	0.00	154,764.74	0.00	0.00	0.00
Ending Inventory	23,361.34	0.00	30,324.52	0.00	0.00	0.00	49,589.85	0.00	59,563.20	0.00	0.00	0.00
Cost of Sales	20,067.96	0.00	16,063.82	0.00	0.00	0.00	171,249.47	0.00	159,240.71	0.00	0.00	0.00
Sales	24,178.27	0.00	19,354.00	0.00	0.00	0.00	213,554.87	0.00	190,969.68	0.00	0.00	0.00
Gross Margin	4,110.31	17.00	3,290.18	17.00	0.00	17.00	42,305.40	19.81	31,728.97	16.61	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	120,545.22	0.00	123,285.79	0.00	0.00	0.00	120,545.22	0.00	123,285.79	0.00	0.00	0.00
Purchases	128,277.74	0.00	125,891.94	0.00	0.00	0.00	1,260,234.88	0.00	1,213,262.73	0.00	0.00	0.00
Ending Inventory	126,597.70	0.00	131,257.09	0.00	0.00	0.00	247,142.92	0.00	254,542.88	0.00	0.00	0.00
Cost of Sales	122,225.26	0.00	117,920.64	0.00	0.00	0.00	1,254,892.70	0.00	1,182,532.73	0.00	0.00	0.00
Sales	138,892.35	0.00	134,000.73	0.00	0.00	0.00	1,408,385.45	0.00	1,341,534.13	0.00	0.00	0.00
Gross Margin	16,667.09	12.00	16,080.09	12.00	0.00	12.00	153,492.75	10.89	159,001.40	11.85	0.00	0.00

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	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales
DELI												
Beginning Inventory	30,744.87	0.00	23,732.04	0.00	0.00	0.00	30,744.87	0.00	23,732.04	0.00	0.00	0.00
Purchases	59,972.30	0.00	61,700.96	0.00	0.00	0.00	587,095.97	0.00	569,157.48	0.00	0.00	0.00
Ending Inventory	31,470.57	0.00	23,682.36	0.00	0.00	0.00	62,215.44	0.00	47,414.40	0.00	0.00	0.00
Cost of Sales	59,246.60	0.00	61,750.64	0.00	0.00	0.00	577,024.83	0.00	573,647.92	0.00	0.00	0.00
Sales	84,902.75	0.00	82,166.09	0.00	0.00	0.00	870,087.20	0.00	779,390.08	0.00	0.00	0.00
Gross Margin	25,656.15	30.21	20,415.45	24.84	0.00	24.84	293,062.37	33.68	205,742.16	26.39	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
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
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	1,358,717.94	0.00	1,244,017.95	0.00	0.00	0.00	1,358,717.94	0.00	1,244,017.95	0.00	0.00	0.00
Total Purchases	1,169,150.43	0.00	1,244,922.61	0.00	0.00	0.00	12,013,743.59	0.00	12,936,480.65	0.00	0.00	0.00
Total Ending Inventory	1,303,266.98	0.00	1,389,456.64	0.00	0.00	0.00	2,661,984.92	0.00	2,633,474.59	0.00	0.00	0.00
Total Cost of Sales	1,224,601.39	0.00	1,099,483.92	0.00	0.00	0.00	12,181,805.70	0.00	13,062,449.74	0.00	0.00	0.00
Total Sales	1,528,011.31	0.00	1,533,411.90	0.00	0.00	0.00	15,457,742.29	0.00	16,314,643.81	0.00	0.00	0.00
Total Gross Margin	303,409.92	19.85	433,927.98	28.29	0.00	28.29	3,275,936.59	21.19	3,252,194.07	19.93	0.00	0.00