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

CONSOLIDATED STATEMENT OF OPERATIONS
Comparing Period 12 December Fiscal 2024 To Prior 2023

	CURRENT PERIOD		YEAR TO DATE	
	Current Year	Prior Year	Current Year	Prior Year
SALES	1,345,435.70	1,161,387.74	16,868,107.73	17,561,083.57
COST OF SALES	1,053,154.68	936,541.91	13,234,960.38	13,998,991.65
GROSS MARGIN	**292,281.02**	**224,845.83**	**3,633,147.35**	**3,562,091.92**
EMPLOYEE EXPENSES				
SALARIES AND WAGES	233,825.60	163,031.46	1,509,623.99	1,393,719.53
CONTRACTED SERVICES	11,084.70	6,309.55	78,578.33	72,555.00
PAYROLL TAXES	13,788.34	12,557.49	114,978.20	111,927.37
PENSION EXPENSE	1,937.95	2,188.00	21,392.59	19,752.76
UNIFORMS/EDUCATION	0.00	0.00	1,662.63	0.00
EMPLOYEE INSURANCE	18,604.23	20,589.97	230,729.55	225,548.41
TOTAL EMPLOYEE EXPENSES	**279,240.82**	**204,676.47**	**1,956,965.29**	**1,823,503.07**
OPERATING EXPENSES				
VEHICLE EXPENSE	11,753.93	14,275.69	157,296.28	248,461.25
REPAIRS	16,372.80	13,333.78	258,477.23	152,519.02
UTLITIES	18,763.76	10,008.31	115,038.95	115,305.45
TELEPHONE	2,512.01	2,962.38	29,854.22	31,992.81
ADVERTISING	17.04	43.29	31,559.97	39,317.35
MILEAGE/MEETINGS/MEALS	730.40	804.49	14,509.41	23,375.23
CASH OVER/SHORT	1,977.04	-957.28	18,300.85	16,888.45
INTEREST	195.99	625.05	8,786.50	10,014.89
BANK/CREDIT CARD FEES	20,320.82	17,577.60	196,241.27	185,266.96
OFFICE SUPPLIES	398.97	-38,338.42	14,513.32	-25,284.93
OPERATING SUPPLIES	10,272.12	17,958.53	110,523.70	139,962.54
INSURANCE/WC INS PKG	11,966.42	11,365.58	145,476.40	143,208.50
SUB/DUES/LIC/DONATIONS	1,411.22	1,165.56	10,659.48	12,201.37
DEPRECIATION	23,992.06	38,364.00	287,904.72	279,064.00
RENT & LEASES	1,373.36	1,293.45	18,439.80	17,518.89
BAD DEBT	-50,362.99	-54,950.38	9,037.01	4,449.62
AUDIT/LEGAL/DIR. FEES	13,736.60	14,746.58	69,828.99	73,887.08
PROPERTY TAX	29,403.05	27,528.87	39,920.58	37,811.36
GAIN/LOSS FIXED ASSET	0.00	-8,999.67	-5,000.00	-47,583.00
MISC/SAFETY/ANNMTG	979.93	2,440.90	23,133.66	26,303.21
TOTAL OPERATING EXPENSES	**115,814.53**	**71,248.31**	**1,554,502.34**	**1,484,680.05**
OTHER REVENUE				
FINANCE CHARGES	2,924.11	4,432.15	51,952.70	55,492.19
VENDOR REBATES	25,806.70	22,910.57	109,218.28	106,797.61
OTHER REVENUE	1,835.03	1,028.82	50,613.69	26,726.05
TOTAL OTHER REVENUE	**30,565.84**	**28,371.54**	**211,784.67**	**189,015.85**
NET OPERATING EXPENSES	**364,489.51**	**247,553.24**	**3,299,682.96**	**3,119,167.27**
LOCAL NET SAVINGS	**-72,208.49**	**-22,707.41**	**333,464.39**	**442,924.65**
PATRONAGE REFUNDS	0.00	370.00	442,042.65	269,759.02
NON-QUALIFYING PATRONA	0.00	2,090.41	-2,090.41	38,829.21
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	**-72,208.49**	**-20,247.00**	**773,416.63**	**751,512.88**

Stephenson Marketing Cooperative
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STATEMENT OF GROSS MARGINS - CONSOLIDATED
Comparing Period 12 December Fiscal 2024 To Budget 2025 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	200,456.26	0.00	198,609.74	0.00	0.00	0.00	200,456.26	0.00	198,609.74	0.00	0.00	0.00
Purchases	168,394.53	0.00	179,911.70	0.00	0.00	0.00	2,084,089.93	0.00	2,242,147.13	0.00	0.00	0.00
Ending Inventory	190,990.49	0.00	197,844.29	0.00	0.00	0.00	391,446.75	0.00	396,454.03	0.00	0.00	0.00
Cost of Sales	177,860.30	0.00	180,677.15	0.00	0.00	0.00	2,090,943.73	0.00	2,257,269.91	0.00	0.00	0.00
Sales	204,042.04	0.00	216,149.53	0.00	0.00	0.00	2,577,214.40	0.00	2,708,391.81	0.00	0.00	0.00
Gross Margin	26,181.74	12.83	35,472.38	16.41	0.00	16.41	486,270.67	18.86	451,121.90	16.65	0.00	0.00
GRAIN SALES												
Beginning Inventory	128,400.95	0.00	136,187.14	0.00	0.00	0.00	128,400.95	0.00	136,187.14	0.00	0.00	0.00
Purchases	10,190.09	0.00	226,389.24	0.00	0.00	0.00	364,406.79	0.00	693,833.65	0.00	0.00	0.00
Ending Inventory	82,238.48	0.00	231,651.84	0.00	0.00	0.00	210,639.43	0.00	367,838.98	0.00	0.00	0.00
Cost of Sales	56,352.56	0.00	130,924.54	0.00	0.00	0.00	513,820.15	0.00	672,691.09	0.00	0.00	0.00
Sales	66,812.55	0.00	60,543.89	0.00	0.00	0.00	825,885.56	0.00	962,280.64	0.00	0.00	0.00
Gross Margin	10,459.99	15.65	-70,380.65	-116.24	0.00	116.24	312,065.41	37.78	289,589.55	30.09	0.00	0.00
APPLIANCE SALES												
Beginning Inventory	290.10	0.00	290.10	0.00	0.00	0.00	290.10	0.00	290.10	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	290.10	0.00	290.10	0.00	0.00	0.00	580.20	0.00	580.20	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
APPLIANCE MISC SALES												
Beginning Inventory	122.52	0.00	122.52	0.00	0.00	0.00	122.52	0.00	122.52	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	122.52	0.00	122.52	0.00	0.00	0.00	245.04	0.00	245.04	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

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STATEMENT OF GROSS MARGINS - CONSOLIDATED
Comparing Period 12 December Fiscal 2024 To Budget 2025 And Prior 2023

	CURRENT PERIOD						YEAR TO DATE					
	Current Year	*% Sales*	*Prior Year*	*% Sales*	*Budget*	*% Sales*	*Current Year*	*% Sales*	*Prior Year*	*% Sales*	*Budget*	*% Sales*
MATTRESS 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	251,179.35	0.00	289,049.96	0.00	0.00	0.00	251,179.35	0.00	289,049.96	0.00	0.00	0.00
Purchases	15,426.33	0.00	7,994.16	0.00	0.00	0.00	243,537.32	0.00	291,144.00	0.00	0.00	0.00
Ending Inventory	274,111.78	0.00	259,862.12	0.00	0.00	0.00	525,291.13	0.00	548,912.08	0.00	0.00	0.00
Cost of Sales	-7,506.10	0.00	37,182.00	0.00	0.00	0.00	229,287.66	0.00	300,892.37	0.00	0.00	0.00
Sales	17,281.56	0.00	18,662.14	0.00	0.00	0.00	339,450.41	0.00	336,639.82	0.00	0.00	0.00
Gross Margin	24,787.66	143.43	-18,519.86	-99.23	0.00	99.23	110,162.75	32.45	35,747.45	10.61	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	68,768.74	0.00	61,293.92	0.00	0.00	0.00	68,768.74	0.00	61,293.92	0.00	0.00	0.00
Purchases	239,188.46	0.00	208,174.47	0.00	0.00	0.00	3,449,911.27	0.00	3,566,243.28	0.00	0.00	0.00
Ending Inventory	73,706.82	0.00	67,614.87	0.00	0.00	0.00	142,475.56	0.00	128,908.79	0.00	0.00	0.00
Cost of Sales	234,250.38	0.00	201,853.52	0.00	0.00	0.00	3,443,819.32	0.00	3,588,448.04	0.00	0.00	0.00
Sales	263,066.84	0.00	220,036.46	0.00	0.00	0.00	3,730,455.79	0.00	3,874,897.43	0.00	0.00	0.00
Gross Margin	28,816.46	10.95	18,182.94	8.26	0.00	8.26	286,636.47	7.68	286,449.39	7.39	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	71,559.62	0.00	74,964.04	0.00	0.00	0.00	71,559.62	0.00	74,964.04	0.00	0.00	0.00
Purchases	141,710.57	0.00	80,860.67	0.00	0.00	0.00	776,416.78	0.00	865,173.78	0.00	0.00	0.00
Ending Inventory	68,662.68	0.00	69,093.08	0.00	0.00	0.00	140,222.30	0.00	144,057.12	0.00	0.00	0.00
Cost of Sales	144,607.51	0.00	86,731.63	0.00	0.00	0.00	776,847.18	0.00	878,410.68	0.00	0.00	0.00
Sales	221,473.21	0.00	180,213.00	0.00	0.00	0.00	1,349,537.86	0.00	1,583,210.94	0.00	0.00	0.00

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Comparing Period 12 December Fiscal 2024 To Budget 2025 And Prior 2023

	CURRENT PERIOD						YEAR TO DATE					
	Current Year	*% Sales*	*Prior Year*	*% Sales*	*Budget*	*% Sales*	*Current Year*	*% Sales*	*Prior Year*	*% Sales*	*Budget*	*% Sales*
Gross Margin	76,865.70	34.70	93,481.37	51.87	0.00	51.87	572,690.68	42.43	704,800.26	44.51	0.00	0.00

STATEMENT OF GROSS MARGINS - CONSOLIDATED
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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
#2 DIESEL SALES												
Beginning Inventory	27,689.95	0.00	29,280.43	0.00	0.00	0.00	27,689.95	0.00	29,280.43	0.00	0.00	0.00
Purchases	29,830.27	0.00	30,416.83	0.00	0.00	0.00	376,012.06	0.00	385,595.35	0.00	0.00	0.00
Ending Inventory	28,877.53	0.00	36,145.27	0.00	0.00	0.00	56,567.48	0.00	65,425.70	0.00	0.00	0.00
Cost of Sales	28,642.69	0.00	23,551.99	0.00	0.00	0.00	383,279.80	0.00	389,408.37	0.00	0.00	0.00
Sales	35,108.65	0.00	24,463.23	0.00	0.00	0.00	430,293.64	0.00	411,138.95	0.00	0.00	0.00
Gross Margin	6,465.96	18.41	911.24	3.72	0.00	3.72	47,013.84	10.92	21,730.58	5.28	0.00	0.00
TUBES												
Beginning Inventory	3,346.27	0.00	4,227.19	0.00	0.00	0.00	3,346.27	0.00	4,227.19	0.00	0.00	0.00
Purchases	333.60	0.00	288.45	0.00	0.00	0.00	7,712.29	0.00	9,734.32	0.00	0.00	0.00
Ending Inventory	3,392.04	0.00	7,938.35	0.00	0.00	0.00	6,738.31	0.00	12,165.54	0.00	0.00	0.00
Cost of Sales	287.83	0.00	-3,422.71	0.00	0.00	0.00	12,258.60	0.00	7,578.53	0.00	0.00	0.00
Sales	575.00	0.00	1,208.80	0.00	0.00	0.00	12,560.58	0.00	14,463.31	0.00	0.00	0.00
Gross Margin	287.17	49.94	4,631.51	383.14	0.00	383.14	301.98	2.40	6,884.78	47.60	0.00	0.00
TIRES												
Beginning Inventory	15,680.33	0.00	14,081.25	0.00	0.00	0.00	15,680.33	0.00	14,081.25	0.00	0.00	0.00
Purchases	16,287.12	0.00	10,404.35	0.00	0.00	0.00	100,091.87	0.00	116,239.86	0.00	0.00	0.00
Ending Inventory	22,664.51	0.00	22,773.00	0.00	0.00	0.00	38,344.84	0.00	36,854.25	0.00	0.00	0.00
Cost of Sales	9,302.94	0.00	1,712.60	0.00	0.00	0.00	100,200.36	0.00	115,050.42	0.00	0.00	0.00
Sales	19,588.82	0.00	11,668.80	0.00	0.00	0.00	121,661.47	0.00	132,240.97	0.00	0.00	0.00
Gross Margin	10,285.88	52.50	9,956.20	85.32	0.00	85.32	21,461.11	17.64	17,190.55	12.99	0.00	0.00
BATTERIES												
Beginning Inventory	64.02	0.00	3,896.18	0.00	0.00	0.00	64.02	0.00	3,896.18	0.00	0.00	0.00
Purchases	2,109.63	0.00	187.98	0.00	0.00	0.00	10,531.94	0.00	6,352.23	0.00	0.00	0.00
Ending Inventory	588.96	0.00	3,909.91	0.00	0.00	0.00	652.98	0.00	7,806.09	0.00	0.00	0.00
Cost of Sales	1,584.69	0.00	174.25	0.00	0.00	0.00	13,852.89	0.00	4,891.83	0.00	0.00	0.00
Sales	1,568.21	0.00	205.00	0.00	0.00	0.00	11,859.32	0.00	5,755.10	0.00	0.00	0.00
Gross Margin	-16.48	-1.05	30.75	15.00	0.00	15.00	-1,993.57	-16.81	863.27	15.00	0.00	0.00

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	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	49.00	0.00	0.00	0.00	0.00	0.00	137.00	0.00	61.00	0.00	0.00	0.00
Ending Inventory	22.00	0.00	205.00	0.00	0.00	0.00	44.00	0.00	570.00	0.00	0.00	0.00
Cost of Sales	49.00	0.00	160.00	0.00	0.00	0.00	320.00	0.00	221.00	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	-49.00	0.00	-160.00	0.00	0.00	0.00	-320.00	0.00	-221.00	0.00	0.00	0.00
LUBE SALES												
Beginning Inventory	27,040.50	0.00	35,786.17	0.00	0.00	0.00	27,040.50	0.00	35,786.17	0.00	0.00	0.00
Purchases	0.00	0.00	-25.20	0.00	0.00	0.00	23,394.49	0.00	37,478.89	0.00	0.00	0.00
Ending Inventory	25,069.50	0.00	38,035.50	0.00	0.00	0.00	52,110.00	0.00	73,821.67	0.00	0.00	0.00
Cost of Sales	1,971.00	0.00	-2,274.53	0.00	0.00	0.00	36,360.49	0.00	29,643.90	0.00	0.00	0.00
Sales	3,078.55	0.00	2,915.88	0.00	0.00	0.00	39,953.15	0.00	39,361.30	0.00	0.00	0.00
Gross Margin	1,107.55	35.97	5,190.41	178.00	0.00	178.00	3,592.66	8.99	9,717.40	24.68	0.00	0.00
FERTILIZER SALES												
Beginning Inventory	82,275.26	0.00	90,783.86	0.00	0.00	0.00	82,275.26	0.00	90,783.86	0.00	0.00	0.00
Purchases	40.00	0.00	27.00	0.00	0.00	0.00	703,662.64	0.00	794,813.27	0.00	0.00	0.00
Ending Inventory	82,257.90	0.00	90,746.30	0.00	0.00	0.00	164,533.16	0.00	181,530.16	0.00	0.00	0.00
Cost of Sales	57.36	0.00	64.56	0.00	0.00	0.00	712,151.04	0.00	824,539.09	0.00	0.00	0.00
Sales	42.50	0.00	25.00	0.00	0.00	0.00	868,915.67	0.00	983,225.91	0.00	0.00	0.00
Gross Margin	-14.86	-34.96	-39.56	-158.24	0.00	158.24	156,764.63	18.04	158,686.82	16.13	0.00	0.00
SEED SALES												
Beginning Inventory	-10,483.78	0.00	42,912.41	0.00	0.00	0.00	-10,483.78	0.00	42,912.41	0.00	0.00	0.00
Purchases	115,096.96	0.00	0.00	0.00	0.00	0.00	305,981.80	0.00	396,521.14	0.00	0.00	0.00
Ending Inventory	42,988.89	0.00	53,328.53	0.00	0.00	0.00	32,505.11	0.00	96,240.94	0.00	0.00	0.00
Cost of Sales	61,624.29	0.00	-10,416.12	0.00	0.00	0.00	316,321.44	0.00	389,470.48	0.00	0.00	0.00
Sales	86,945.00	0.00	83.00	0.00	0.00	0.00	391,218.01	0.00	460,937.42	0.00	0.00	0.00
Gross Margin	25,320.71	29.12	10,499.12	2,649.54	0.00	2,649.54	74,896.57	19.14	71,466.94	15.50	0.00	0.00

Stephenson Marketing Cooperative
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STATEMENT OF GROSS MARGINS - CONSOLIDATED
Comparing Period 12 December Fiscal 2024 To Budget 2025 And Prior 2023

	CURRENT PERIOD						YEAR TO DATE					
	Current Year	*% Sales*	*Prior Year*	*% Sales*	*Budget*	*% Sales*	*Current Year*	*% Sales*	*Prior Year*	*% Sales*	*Budget*	*% Sales*
CHEMICAL SALES												
Beginning Inventory	48,520.11	0.00	47,547.17	0.00	0.00	0.00	48,520.11	0.00	47,547.17	0.00	0.00	0.00
Purchases	-58.17	0.00	-124.09	0.00	0.00	0.00	137,624.33	0.00	149,390.29	0.00	0.00	0.00
Ending Inventory	48,520.11	0.00	47,547.17	0.00	0.00	0.00	97,040.22	0.00	95,094.34	0.00	0.00	0.00
Cost of Sales	-58.17	0.00	-124.09	0.00	0.00	0.00	136,651.39	0.00	155,725.83	0.00	0.00	0.00
Sales	0.00	0.00	669.75	0.00	0.00	0.00	219,555.35	0.00	222,618.96	0.00	0.00	0.00
Gross Margin	58.17	0.00	793.84	118.52	0.00	118.52	82,903.96	37.75	66,893.13	30.04	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	2,467.00	0.00	3,447.00	0.00	0.00	0.00	35,050.57	0.00	41,059.16	0.00	0.00	0.00
Gross Margin	2,467.00	100.00	3,447.00	100.00	0.00	100.00	35,050.57	100.00	41,059.16	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	1,688.90	0.00	2,823.25	0.00	0.00	0.00	22,934.79	0.00	26,551.35	0.00	0.00	0.00
Gross Margin	1,688.90	100.00	2,823.25	100.00	0.00	100.00	22,934.79	100.00	26,551.35	100.00	0.00	0.00
STORAGE SALES												
Sales	2,397.00	0.00	2,647.00	0.00	0.00	0.00	22,859.00	0.00	17,126.00	0.00	0.00	0.00
Gross Margin	2,397.00	100.00	2,647.00	100.00	0.00	100.00	22,859.00	100.00	17,126.00	100.00	0.00	0.00
SPRAYING SALES												
Sales	0.00	0.00	423.00	0.00	0.00	0.00	105,242.45	0.00	108,163.83	0.00	0.00	0.00
Gross Margin	0.00	0.00	423.00	100.00	0.00	100.00	105,242.45	100.00	108,163.83	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	0.00	0.00	15,084.00	0.00	0.00	0.00	32,482.84	0.00	62,896.81	0.00	0.00	0.00
Gross Margin	0.00	0.00	15,084.00	100.00	0.00	100.00	32,482.84	100.00	62,896.81	100.00	0.00	0.00
SPREADER RENTAL												
Sales	0.00	0.00	0.00	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	0.00	0.00	0.00	0.00	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	2,580.00	0.00	3,265.00	0.00	0.00	0.00	46,362.70	0.00	42,714.80	0.00	0.00	0.00
Gross Margin	2,580.00	100.00	3,265.00	100.00	0.00	100.00	46,362.70	100.00	42,714.80	100.00	0.00	0.00
GROCERY SALES												
Beginning Inventory	181,571.21	0.00	152,069.49	0.00	0.00	0.00	181,571.21	0.00	152,069.49	0.00	0.00	0.00
Purchases	65,550.18	0.00	56,224.57	0.00	0.00	0.00	950,581.42	0.00	938,614.75	0.00	0.00	0.00
Ending Inventory	165,777.26	0.00	153,870.30	0.00	0.00	0.00	347,348.47	0.00	305,939.79	0.00	0.00	0.00
Cost of Sales	81,344.13	0.00	54,423.76	0.00	0.00	0.00	938,625.98	0.00	921,023.67	0.00	0.00	0.00
Sales	95,260.46	0.00	88,384.95	0.00	0.00	0.00	1,379,946.40	0.00	1,350,205.82	0.00	0.00	0.00
Gross Margin	13,916.33	14.60	33,961.19	38.42	0.00	38.42	441,320.42	31.98	429,182.15	31.78	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	8,529.02	0.00	3,377.44	0.00	0.00	0.00	347,562.71	0.00	358,511.89	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	8,529.02	0.00	3,377.44	0.00	0.00	0.00	347,562.71	0.00	358,511.89	0.00	0.00	0.00
Sales	4,039.50	0.00	2,356.00	0.00	0.00	0.00	366,700.72	0.00	378,392.38	0.00	0.00	0.00
Gross Margin	-4,489.52	-111.14	-1,021.44	-43.35	0.00	43.35	19,138.01	5.21	19,880.49	5.25	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	51,534.48	0.00	45,572.45	0.00	0.00	0.00	621,354.51	0.00	656,293.98	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	51,534.48	0.00	45,572.45	0.00	0.00	0.00	621,354.51	0.00	656,293.98	0.00	0.00	0.00
Sales	66,635.00	0.00	61,784.50	0.00	0.00	0.00	666,698.50	0.00	719,878.53	0.00	0.00	0.00
Gross Margin	15,100.52	22.66	16,212.05	26.23	0.00	26.23	45,343.99	6.80	63,584.55	8.83	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	25,008.96	0.00	22,401.10	0.00	0.00	0.00	25,008.96	0.00	22,401.10	0.00	0.00	0.00
Purchases	30,391.26	0.00	21,900.90	0.00	0.00	0.00	390,125.95	0.00	362,727.81	0.00	0.00	0.00
Ending Inventory	23,600.01	0.00	20,689.63	0.00	0.00	0.00	48,608.97	0.00	43,090.73	0.00	0.00	0.00
Cost of Sales	31,800.21	0.00	23,612.37	0.00	0.00	0.00	387,215.57	0.00	370,738.11	0.00	0.00	0.00
Sales	35,087.23	0.00	31,801.08	0.00	0.00	0.00	465,076.24	0.00	447,487.44	0.00	0.00	0.00
Gross Margin	3,287.02	9.36	8,188.71	25.74	0.00	25.74	77,860.67	16.74	76,749.33	17.15	0.00	0.00
LIQUOR SALES												
Beginning Inventory	23,361.34	0.00	30,324.52	0.00	0.00	0.00	23,361.34	0.00	30,324.52	0.00	0.00	0.00
Purchases	21,567.94	0.00	10,968.82	0.00	0.00	0.00	189,448.91	0.00	165,733.56	0.00	0.00	0.00
Ending Inventory	28,837.40	0.00	26,729.84	0.00	0.00	0.00	52,198.74	0.00	57,054.36	0.00	0.00	0.00
Cost of Sales	16,091.88	0.00	14,563.50	0.00	0.00	0.00	187,341.35	0.00	173,804.21	0.00	0.00	0.00
Sales	20,355.25	0.00	19,154.46	0.00	0.00	0.00	233,910.12	0.00	210,124.14	0.00	0.00	0.00
Gross Margin	4,263.37	20.94	4,590.96	23.96	0.00	23.96	46,568.77	19.90	36,319.93	17.28	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	126,597.70	0.00	131,257.09	0.00	0.00	0.00	126,597.70	0.00	131,257.09	0.00	0.00	0.00
Purchases	115,441.64	0.00	94,035.85	0.00	0.00	0.00	1,375,676.52	0.00	1,307,298.58	0.00	0.00	0.00
Ending Inventory	136,104.86	0.00	121,255.52	0.00	0.00	0.00	262,702.56	0.00	252,512.61	0.00	0.00	0.00
Cost of Sales	105,934.48	0.00	104,037.42	0.00	0.00	0.00	1,360,827.18	0.00	1,286,570.15	0.00	0.00	0.00
Sales	123,216.58	0.00	123,095.96	0.00	0.00	0.00	1,531,602.03	0.00	1,464,630.09	0.00	0.00	0.00
Gross Margin	17,282.10	14.02	19,058.54	15.48	0.00	15.48	170,774.85	11.15	178,059.94	12.15	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	31,470.57	0.00	23,682.36	0.00	0.00	0.00	31,470.57	0.00	23,682.36	0.00	0.00	0.00
Purchases	47,134.85	0.00	41,877.25	0.00	0.00	0.00	634,230.82	0.00	611,034.73	0.00	0.00	0.00
Ending Inventory	29,711.22	0.00	21,399.43	0.00	0.00	0.00	61,181.79	0.00	45,081.79	0.00	0.00	0.00
Cost of Sales	48,894.20	0.00	44,160.18	0.00	0.00	0.00	625,919.03	0.00	617,808.10	0.00	0.00	0.00
Sales	67,504.35	0.00	64,515.51	0.00	0.00	0.00	937,591.55	0.00	843,905.59	0.00	0.00	0.00
Gross Margin	18,610.15	27.56	20,355.33	31.55	0.00	31.55	311,672.52	33.24	226,097.49	26.79	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	1,071.50	0.00	388.00	0.00	0.00	0.00	20,201.37	0.00	10,861.00	0.00	0.00	0.00
Gross Margin	1,071.50	100.00	388.00	100.00	0.00	100.00	20,201.37	100.00	10,861.00	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	25.00	0.00	25.00	0.00	0.00	0.00	2,625.00	0.00	3,050.00	0.00	0.00	0.00
Gross Margin	25.00	100.00	25.00	100.00	0.00	100.00	2,625.00	100.00	3,050.00	100.00	0.00	0.00
Total Beginning Inventory	***1,303,266.98***	***0.00***	***1,389,456.64***	***0.00***	***0.00***	***0.00***	***1,303,266.98***	***0.00***	***1,389,456.64***	***0.00***	***0.00***	***0.00***
Total Purchases	***1,078,747.76***	***0.00***	***1,018,462.84***	***0.00***	***0.00***	***0.00***	***13,092,491.35***	***0.00***	***13,954,943.49***	***0.00***	***0.00***	***0.00***
Total Ending Inventory	***1,328,860.06***	***0.00***	***1,471,377.57***	***0.00***	***0.00***	***0.00***	***2,632,127.04***	***0.00***	***2,860,834.21***	***0.00***	***0.00***	***0.00***
Total Cost of Sales	***1,053,154.68***	***0.00***	***936,541.91***	***0.00***	***0.00***	***0.00***	***13,234,960.38***	***0.00***	***13,998,991.65***	***0.00***	***0.00***	***0.00***
Total Sales	***1,341,910.70***	***0.00***	***1,156,039.19***	***0.00***	***0.00***	***0.00***	***16,799,652.99***	***0.00***	***17,470,683.00***	***0.00***	***0.00***	***0.00***
Total Gross Margin	***288,756.02***	***21.51***	***219,497.28***	***18.98***	***0.00***	***18.98***	***3,564,692.61***	***21.21***	***3,471,691.35***	***19.87***	***0.00***	***0.00***