

LOC 10 FEED & HARDWARE STATEMENT OF OPERATIONS
Comparing Period 12 December 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	201,040.92	243,392.79	2,687,767.52	2,914,180.91
COST OF SALES	<u>124,732.98</u>	<u>288,841.16</u>	<u>1,979,689.93</u>	<u>2,298,460.67</u>
GROSS MARGIN	76,307.94	-45,448.37	708,077.59	615,720.24
EMPLOYEE EXPENSES				
SALARIES AND WAGES	37,889.93	35,376.95	199,655.80	156,875.32
CONTRACTED SERVICES	1,804.70	1,643.05	16,872.65	20,842.60
PAYROLL TAXES	2,136.74	1,830.11	15,924.64	12,550.57
PENSION EXPENSE	280.76	468.39	3,332.27	3,497.37
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	<u>3,798.57</u>	<u>4,630.43</u>	<u>49,965.03</u>	<u>38,843.97</u>
TOTAL EMPLOYEE EXPENSES	45,910.70	43,948.93	285,750.39	232,609.83
OPERATING EXPENSES				
VEHICLE EXPENSE	2,857.19	3,758.27	51,572.25	77,194.66
REPAIRS	266.64	567.63	32,564.25	22,341.81
UTILITIES	8,804.85	960.03	15,476.60	7,910.78
TELEPHONE	455.47	404.97	5,632.21	4,990.37
ADVERTISING	6.54	32.79	-959.63	974.49
MILEAGE/MEETINGS/MEALS	0.00	0.00	0.00	735.65
CASH OVER/SHORT	-15.16	18.25	-8.71	147.96
INTEREST	0.00	0.00	166.35	0.00
BANK/CREDIT CARD FEES	3,095.15	2,974.05	30,157.58	27,655.74
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	791.01	368.23	8,531.35	7,671.10
INSURANCE/WC INS PKG	2,711.78	2,566.27	33,030.54	30,568.72
SUB/DUES/LIC/DONATIONS	374.10	56.90	1,785.95	1,866.09
DEPRECIATION	2,674.50	12,294.00	32,094.00	32,094.00
RENT & LEASES	148.19	148.19	1,913.28	1,907.28
BAD DEBT	-33,000.00	-30,409.07	0.00	2,590.93
AUDIT/LEGAL/DIR. FEES	3,075.00	0.00	4,650.00	10,987.50
PROPERTY TAX	6,586.66	6,554.29	8,796.62	8,909.52
GAIN/LOSS FIXED ASSET	0.00	-500.00	0.00	-1,000.00
MISC/SAFETY/CLEARING/A	<u>97.10</u>	<u>-2.90</u>	<u>2,564.97</u>	<u>1,278.70</u>
TOTAL OPERATING EXPENSES	-1,070.98	-208.10	227,967.61	238,825.30
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	-1.76
VENDOR REBATES	0.00	0.00	0.00	134.10
OTHER REVENUE	0.00	0.17	0.00	132.17
TOTAL OTHER REVENUE	0.00	0.17	0.00	264.51
NET OPERATING EXPENSES	44,839.72	43,740.66	513,718.00	471,170.62
ALLOCATION OF G/A	<u>16,427.43</u>	<u>-3,822.03</u>	<u>116,588.89</u>	<u>102,190.04</u>
LOCAL NET SAVINGS	15,040.79	-85,367.00	77,770.70	42,359.58
PATRONAGE REFUNDS	0.00	0.00	2,586.63	2,221.78
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	15,040.79	-85,367.00	80,357.33	44,581.36

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

Page 1
02/26/25
19:45:31
GLSR17

STATEMENT OF GROSS MARGINS FEED AND HARDWARE
Comparing Period 12 December Fiscal 2024 To Budget 2025 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
FEED SALES												
Beginning Inventory	152,922.96	0.00	147,742.30	0.00	0.00	0.00	152,922.96	0.00	147,742.30	0.00	0.00	0.00
Purchases	122,163.33	0.00	142,746.36	0.00	0.00	0.00	1,543,580.75	0.00	1,637,262.01	0.00	0.00	0.00
Ending Inventory	138,121.63	0.00	149,940.46	0.00	0.00	0.00	291,044.59	0.00	297,682.76	0.00	0.00	0.00
Cost of Sales	136,964.66	0.00	140,548.20	0.00	0.00	0.00	1,555,399.58	0.00	1,655,524.21	0.00	0.00	0.00
Sales	144,985.47	0.00	164,937.94	0.00	0.00	0.00	1,839,370.26	0.00	1,934,555.98	0.00	0.00	0.00
Feed Gross Margin	8,020.81	5.53	24,389.74	14.78	0.00	14.78	283,970.68	15.43	279,031.77	14.42	0.00	0.00
GRAIN SALES												
Beginning Inventory	122,497.85	0.00	126,025.04	0.00	0.00	0.00	122,497.85	0.00	126,025.04	0.00	0.00	0.00
Purchases	-12,307.79	0.00	215,588.39	0.00	0.00	0.00	149,719.21	0.00	438,160.83	0.00	0.00	0.00
Ending Inventory	76,463.19	0.00	222,422.66	0.00	0.00	0.00	198,961.04	0.00	348,447.70	0.00	0.00	0.00
Cost of Sales	33,726.87	0.00	119,190.77	0.00	0.00	0.00	295,678.68	0.00	420,574.72	0.00	0.00	0.00
Sales	34,925.13	0.00	39,588.89	0.00	0.00	0.00	480,618.48	0.00	590,159.91	0.00	0.00	0.00
Grain Gross Margin	1,198.26	3.43	-79,601.88	-201.07	0.00	201.07	184,939.80	38.47	169,585.19	28.73	0.00	0.00
HARDWARE SALES												
Beginning Inventory	133,418.59	0.00	196,755.64	0.00	0.00	0.00	133,418.59	0.00	196,755.64	0.00	0.00	0.00
Purchases	6,423.39	0.00	5,781.09	0.00	0.00	0.00	130,820.78	0.00	204,284.65	0.00	0.00	0.00
Ending Inventory	187,802.27	0.00	173,885.91	0.00	0.00	0.00	321,220.86	0.00	370,641.55	0.00	0.00	0.00
Cost of Sales	-47,960.29	0.00	28,650.82	0.00	0.00	0.00	116,904.42	0.00	214,620.69	0.00	0.00	0.00
Sales	10,876.25	0.00	13,913.08	0.00	0.00	0.00	225,519.85	0.00	232,701.15	0.00	0.00	0.00
Hardware Gross Margin	58,836.54	540.96	-14,737.74	-105.92	0.00	105.92	108,615.43	48.16	18,080.46	7.76	0.00	0.00
L. P. GAS SALES												
Beginning Inventory	367.29	0.00	278.75	0.00	0.00	0.00	367.29	0.00	278.75	0.00	0.00	0.00
Purchases	2,014.30	0.00	506.82	0.00	0.00	0.00	11,752.90	0.00	7,815.95	0.00	0.00	0.00
Ending Inventory	379.85	0.00	334.20	0.00	0.00	0.00	747.14	0.00	612.95	0.00	0.00	0.00
Cost of Sales	2,001.74	0.00	451.37	0.00	0.00	0.00	11,707.25	0.00	7,836.05	0.00	0.00	0.00
Sales	4,436.67	0.00	1,946.13	0.00	0.00	0.00	36,892.10	0.00	26,515.41	0.00	0.00	0.00
L. P. Gross Margin	2,434.93	54.88	1,494.76	76.80	0.00	76.80	25,184.85	68.26	18,679.36	70.44	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	0.00	0.00	7.00	0.00	0.00	0.00	210.00	0.00	266.00	0.00	0.00	0.00
Shop Service Gross Margin	0.00	0.00	7.00	100.00	0.00	100.00	210.00	100.00	266.00	100.00	0.00	0.00

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

Page 2
02/26/25
19:45:31
GLSR17

STATEMENT OF GROSS MARGINS FEED AND HARDWARE
Comparing Period 12 December Fiscal 2024 To Budget 2025 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
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	1,380.40	0.00	2,503.75	0.00	0.00	0.00	19,119.29	0.00	21,945.85	0.00	0.00	0.00
Mill Service Gross Margin	1,380.40	100.00	2,503.75	100.00	0.00	100.00	19,119.29	100.00	22,040.85	100.43	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
Storage 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
DRYING 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	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
Drying 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
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	2,040.00	0.00	2,765.00	0.00	0.00	0.00	30,695.70	0.00	28,004.80	0.00	0.00	0.00
Hauling Gross Margin	2,040.00	100.00	2,765.00	100.00	0.00	100.00	30,695.70	100.00	28,004.80	100.00	0.00	0.00
TOTALS												
Total Beginning Inventory	409,206.69	0.00	470,801.73	0.00	0.00	0.00	409,206.69	0.00	470,801.73	0.00	0.00	0.00
Total Purchases	118,293.23	0.00	364,622.66	0.00	0.00	0.00	1,835,873.64	0.00	2,287,428.44	0.00	0.00	0.00
Total Ending Inventory	402,766.94	0.00	546,583.23	0.00	0.00	0.00	811,973.63	0.00	1,017,384.96	0.00	0.00	0.00
Total Cost of Sales	124,732.98	0.00	288,841.16	0.00	0.00	0.00	1,979,689.93	0.00	2,298,460.67	0.00	0.00	0.00
Total Sales	201,040.92	0.00	243,392.79	0.00	0.00	0.00	2,687,767.52	0.00	2,914,171.91	0.00	0.00	0.00
Total Gross Margin	76,307.94	37.95	-45,448.37	-18.67	0.00	18.67	708,077.59	26.34	615,711.24	21.12	0.00	0.00