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

LOC 11 STEPHENSON AGRONOMY 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	86,920.00	1,137.75	1,243,870.27	1,452,576.61
COST OF SALES	61,606.12	-10,475.65	876,286.89	1,102,508.29
GROSS MARGIN	**25,313.88**	**11,613.40**	**367,583.38**	**350,068.32**
EMPLOYEE EXPENSES				
SALARIES AND WAGES	1,846.15	1,694.00	22,153.80	63,864.72
CONTRACTED SERVICES	4,963.00	0.00	9,043.00	250.00
PAYROLL TAXES	0.00	0.00	0.00	3,256.38
PENSION EXPENSE	0.00	0.00	0.00	0.00
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	0.00	0.00	0.00	14,457.70
TOTAL EMPLOYEE EXPENSES	**6,809.15**	**1,694.00**	**31,196.80**	**81,828.80**
OPERATING EXPENSES				
VEHICLE EXPENSE	930.94	209.00	33,317.77	79,218.33
REPAIRS	106.04	146.75	6,869.49	3,010.26
UTLITIES	261.14	327.19	2,660.38	2,691.04
TELEPHONE	146.57	130.95	1,625.28	1,862.53
ADVERTISING	0.00	0.00	768.00	58.00
MILEAGE/MEETINGS/MEALS	43.55	0.00	425.04	5,256.59
CASH OVER/SHORT	0.00	0.00	0.00	-1.94
INTEREST	0.00	0.00	134.99	0.00
BANK/CREDIT CARD FEES	45.86	0.00	6,182.75	5,884.59
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	0.19	0.00	651.79	3,224.87
INSURANCE/WC INS PKG	1,591.29	1,493.54	19,369.78	17,755.20
SUB/DUES/LIC/DONATIONS	300.00	563.45	340.00	748.45
DEPRECIATION	4,826.92	6,223.00	57,923.04	57,923.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	-16,500.00	-16,500.00	0.00	0.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	0.00
PROPERTY TAX	2,986.34	2,661.18	3,988.32	3,617.45
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/A	0.00	0.00	0.00	193.00
TOTAL OPERATING EXPENSES	**-5,261.16**	**-4,744.94**	**134,256.63**	**181,441.37**
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	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**	**0.00**	**0.00**
NET OPERATING EXPENSES	**1,547.99**	**-3,050.94**	**165,453.43**	**263,270.17**
ALLOCATION OF G/A	6,258.07	-1,455.97	44,415.06	38,929.73
LOCAL NET SAVINGS	**17,507.82**	**16,120.31**	**157,714.89**	**47,868.42**
PATRONAGE REFUNDS	0.00	0.00	39,695.19	38,444.95
NON-QUAL PATRONAGE	0.00	0.00	0.00	4,542.57
NET SAVINGS	**17,507.82**	**16,120.31**	**197,410.08**	**90,855.94**

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STATEMENT OF GROSS MARGINS STEPHENSON AGRONOMY
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
FERTILIZER SALES												
Beginning Inventory	77,047.36	0.00	87,995.57	0.00	0.00	0.00	77,047.36	0.00	87,995.57	0.00	0.00	0.00
Purchases	40.00	0.00	27.00	0.00	0.00	0.00	544,704.61	0.00	657,867.19	0.00	0.00	0.00
Ending Inventory	77,047.36	0.00	87,958.01	0.00	0.00	0.00	154,094.72	0.00	175,953.58	0.00	0.00	0.00
Cost of Sales	40.00	0.00	64.56	0.00	0.00	0.00	555,615.26	0.00	685,967.74	0.00	0.00	0.00
Sales	20.00	0.00	25.00	0.00	0.00	0.00	682,063.11	0.00	821,309.20	0.00	0.00	0.00
Fertilizer Gross Margin	-20.00	-100.00	-39.56	-158.24	0.00	158.24	126,447.85	18.53	135,341.46	16.47	0.00	0.00
SEED SALES												
Beginning Inventory	-37,753.88	0.00	20,247.87	0.00	0.00	0.00	-37,753.88	0.00	20,247.87	0.00	0.00	0.00
Purchases	115,096.96	0.00	0.00	0.00	0.00	0.00	173,155.68	0.00	285,024.13	0.00	0.00	0.00
Ending Inventory	15,718.79	0.00	30,663.99	0.00	0.00	0.00	-22,035.09	0.00	50,911.86	0.00	0.00	0.00
Cost of Sales	61,624.29	0.00	-10,416.12	0.00	0.00	0.00	188,100.88	0.00	271,230.34	0.00	0.00	0.00
Sales	86,900.00	0.00	20.00	0.00	0.00	0.00	227,532.11	0.00	301,949.62	0.00	0.00	0.00
Seed Gross Margin	25,275.71	29.08	10,436.12	2,180.60	0.00	2,180.60	39,431.23	17.32	30,719.28	10.17	0.00	0.00
CHEMICAL SALES												
Beginning Inventory	39,314.08	0.00	37,442.83	0.00	0.00	0.00	39,314.08	0.00	37,442.83	0.00	0.00	0.00
Purchases	-58.17	0.00	-124.09	0.00	0.00	0.00	134,442.00	0.00	139,374.57	0.00	0.00	0.00
Ending Inventory	39,314.08	0.00	37,442.83	0.00	0.00	0.00	78,628.16	0.00	74,885.66	0.00	0.00	0.00
Cost of Sales	-58.17	0.00	-124.09	0.00	0.00	0.00	132,570.75	0.00	145,310.21	0.00	0.00	0.00
Sales	0.00	0.00	669.75	0.00	0.00	0.00	213,830.10	0.00	210,015.46	0.00	0.00	0.00
Chemical Gross Margin	58.17	0.00	793.84	118.52	0.00	118.52	81,259.35	38.00	64,705.25	30.80	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
Spraying 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
SPREADER RENTAL												
Sales	0.00	0.00	0.00	0.00	0.00	0.00	10,167.50	0.00	7,133.50	0.00	0.00	0.00
Spreader Rental Gross Margin	0.00	0.00	0.00	0.00	0.00	0.00	10,167.50	100.00	7,133.50	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	0.00	0.00	0.00	0.00	0.00	0.00	5,035.00	0.00	4,005.00	0.00	0.00	0.00
Hauling Gross Margin	0.00	0.00	0.00	0.00	0.00	0.00	5,035.00	100.00	4,005.00	100.00	0.00	0.00

STATEMENT OF GROSS MARGINS STEPHENSON AGRONOMY
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
Total Beginning Inventory	78,607.56	0.00	145,686.27	0.00	0.00	0.00	78,607.56	0.00	145,686.27	0.00	0.00	0.00
Total Purchases	115,078.79	0.00	-97.09	0.00	0.00	0.00	852,302.29	0.00	1,082,265.89	0.00	0.00	0.00
Total Ending Inventory	132,080.23	0.00	156,064.83	0.00	0.00	0.00	210,687.79	0.00	301,751.10	0.00	0.00	0.00
Total Cost of Sales	61,606.12	0.00	-10,475.65	0.00	0.00	0.00	876,286.89	0.00	1,102,508.29	0.00	0.00	0.00
Total Sales	86,920.00	0.00	1,137.75	0.00	0.00	0.00	1,243,870.27	0.00	1,452,576.61	0.00	0.00	0.00
Total Gross Margin	25,313.88	29.12	11,613.40	1,020.73	0.00	1,020.73	367,583.38	29.55	350,068.32	24.09	0.00	0.00