

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

Page 1
02/26/25
19:40:17
GLSR07

LOC 20 PROPANE 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	214,666.76	176,616.96	1,303,281.64	1,540,745.43
COST OF SALES	141,813.71	85,804.63	756,760.66	861,430.06
GROSS MARGIN	72,853.05	90,812.33	546,520.98	679,315.37
EMPLOYEE EXPENSES				
SALARIES AND WAGES	26,948.79	26,583.42	188,116.60	187,191.82
CONTRACTED SERVICES	1,990.00	2,720.00	29,205.00	28,725.00
PAYROLL TAXES	1,496.42	1,439.63	12,336.23	12,585.59
PENSION EXPENSE	472.72	507.29	5,031.47	3,191.66
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	3,142.46	2,918.63	36,201.93	32,705.05
TOTAL EMPLOYEE EXPENSES	34,050.39	34,168.97	270,891.23	264,399.12
OPERATING EXPENSES				
VEHICLE EXPENSE	6,474.72	7,220.42	59,969.27	71,162.58
REPAIRS	1,232.94	1,122.26	18,503.89	16,044.37
UTILITIES	1,046.67	518.30	6,333.60	5,945.41
TELEPHONE	929.41	994.49	11,144.99	10,673.83
ADVERTISING	0.00	0.00	0.00	142.80
MILEAGE/MEETINGS/MEALS	387.46	263.31	4,559.16	9,564.95
CASH OVER/SHORT	0.00	0.00	-0.01	0.00
INTEREST	0.00	0.00	454.69	52.53
BANK/CREDIT CARD FEES	1,084.02	1,161.30	11,246.74	10,699.97
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	1,968.48	9,179.68	1,081.24	32,613.51
INSURANCE/WC INS PKG	2,487.71	2,357.71	30,304.93	27,484.52
SUB/DUES/LIC/DONATIONS	142.10	237.21	1,627.10	3,384.71
DEPRECIATION	7,459.67	10,516.00	89,516.04	89,516.00
RENT & LEASES	924.97	845.06	10,653.55	10,324.07
BAD DEBT	2,279.22	-2,321.44	5,579.22	978.56
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	0.00
PROPERTY TAX	2,117.53	2,955.43	2,458.75	3,281.11
GAIN/LOSS FIXED ASSET	0.00	-8,499.67	-5,000.00	-46,583.00
MISC/SAFETY/CLEARING/A	0.00	0.00	2,288.21	-788.35
TOTAL OPERATING EXPENSES	28,534.90	26,550.06	250,721.37	244,497.57
OTHER REVENUE				
FINANCE CHARGES	0.00	-35.00	-143.92	-821.76
VENDOR REBATES	0.00	0.00	5,000.00	0.00
OTHER REVENUE	-403.78	-554.09	16,548.08	18,287.88
TOTAL OTHER REVENUE	-403.78	-589.09	21,404.16	17,466.12
NET OPERATING EXPENSES	62,989.07	61,308.12	500,208.44	491,430.57
ALLOCATION OF G/A	17,991.92	-4,185.97	127,692.41	111,922.33
LOCAL NET SAVINGS	-8,127.94	33,690.18	-81,379.87	75,962.47
PATRONAGE REFUNDS	0.00	0.00	38,956.02	5,348.79
NON-QUAL PATRONAGE	0.00	0.00	0.00	807.66
NET SAVINGS	-8,127.94	33,690.18	-42,423.85	82,118.92

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

Page 1
02/26/25
19:45:32
GLSR17

STATEMENT OF GROSS MARGINS PROPANE
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
L.P. GAS SALES												
Beginning Inventory	71,329.46	0.00	73,715.92	0.00	0.00	0.00	71,329.46	0.00	73,715.92	0.00	0.00	0.00
Purchases	138,740.13	0.00	80,277.54	0.00	0.00	0.00	756,827.71	0.00	848,193.95	0.00	0.00	0.00
Ending Inventory	68,255.88	0.00	68,188.83	0.00	0.00	0.00	139,585.34	0.00	141,904.75	0.00	0.00	0.00
Cost of Sales	141,813.71	0.00	85,804.63	0.00	0.00	0.00	756,760.66	0.00	861,430.06	0.00	0.00	0.00
Sales	213,570.26	0.00	176,203.96	0.00	0.00	0.00	1,280,455.27	0.00	1,526,834.43	0.00	0.00	0.00
L. P. Gross Margin	71,756.55	0.00	90,399.33	0.00	0.00	0.00	523,694.61	0.00	665,404.37	0.00	0.00	0.00
HARDWARE SALES												
Beginning Inventory	5,746.44	0.00	5,298.74	0.00	0.00	0.00	5,746.44	0.00	5,298.74	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	447.70	0.00	0.00	0.00	0.00	0.00
Ending Inventory	5,746.44	0.00	5,298.74	0.00	0.00	0.00	11,492.88	0.00	10,597.48	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
Hardware 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
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
L. P. Service 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
Contract Fee 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	77,075.90	0.00	79,014.66	0.00	0.00	0.00	77,075.90	0.00	79,014.66	0.00	0.00	0.00
Total Purchases	138,740.13	0.00	80,277.54	0.00	0.00	0.00	757,275.41	0.00	848,193.95	0.00	0.00	0.00
Total Ending Inventory	74,002.32	0.00	73,487.57	0.00	0.00	0.00	151,078.22	0.00	152,502.23	0.00	0.00	0.00
Total Cost of Sales	141,813.71	0.00	85,804.63	0.00	0.00	0.00	756,760.66	0.00	861,430.06	0.00	0.00	0.00
Total Sales	214,666.76	0.00	176,616.96	0.00	0.00	0.00	1,303,281.64	0.00	1,540,745.43	0.00	0.00	0.00
Total Gross Margin	72,853.05	33.93	90,812.33	51.41	0.00	51.41	546,520.98	41.93	679,315.37	44.09	0.00	0.00