

Stephenson Marketing Cooperative
W410 South Drive
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Stephenson MI 49887

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LOC 41 POWERS CONVENIENCE STORE STATEMENT OF OPERA
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	399,029.15	341,619.24	5,094,006.78	5,100,642.95
COST OF SALES	<u>335,177.96</u>	<u>273,846.96</u>	<u>4,332,451.81</u>	<u>4,381,304.92</u>
GROSS MARGIN	63,851.19	67,772.28	761,554.97	719,338.03
EMPLOYEE EXPENSES				
SALARIES AND WAGES	34,026.36	34,886.42	252,227.26	264,781.97
CONTRACTED SERVICES	830.00	1,159.00	9,009.73	9,543.20
PAYROLL TAXES	2,322.05	2,241.61	20,239.37	21,159.84
PENSION EXPENSE	141.22	141.22	1,475.86	1,898.06
UNIFORMS/EDUCATION	0.00	0.00	579.00	0.00
EMP INSURANCE	<u>824.55</u>	<u>2,254.40</u>	<u>17,447.05</u>	<u>25,320.20</u>
TOTAL EMPLOYEE EXPENSES	38,144.18	40,682.65	300,978.27	322,703.27
OPERATING EXPENSES				
VEHICLE EXPENSE	0.00	0.00	0.00	0.00
REPAIRS	5,082.53	2,927.68	66,535.00	24,029.60
UTILITIES	2,229.26	2,460.96	34,786.28	36,394.32
TELEPHONE	204.96	437.95	2,452.51	2,615.40
ADVERTISING	0.00	0.00	2,687.33	1,927.17
MILEAGE/MEETINGS/MEALS	53.60	117.20	3,201.04	2,975.65
CASH OVER/SHORT	1,725.66	-1,053.26	12,700.60	12,659.70
INTEREST	0.00	0.00	123.89	159.92
BANK/CREDIT CARD FEES	6,406.29	5,528.00	64,726.89	62,394.50
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	3,104.13	2,960.96	40,913.72	34,869.73
INSURANCE/WC INS PKG	1,231.39	1,167.76	15,001.37	13,917.03
SUB/DUES/LIC/DONATIONS	0.00	0.00	1,156.05	1,058.83
DEPRECIATION	965.00	580.00	11,580.00	11,580.00
RENT & LEASES	0.00	0.00	110.00	111.90
BAD DEBT	-1,775.72	-2,043.70	424.28	156.30
AUDIT/LEGAL/DIR. FEES	3,302.96	1,500.00	8,594.86	3,000.00
PROPERTY TAX	3,054.90	2,677.51	4,604.61	4,155.98
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/ANIM	<u>0.00</u>	<u>1,359.60</u>	<u>1,164.28</u>	<u>5,071.94</u>
TOTAL OPERATING EXPENSES	25,584.96	18,620.66	270,762.71	217,077.97
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	0.00
VENDOR REBATES	13,515.81	11,377.75	54,282.66	53,255.00
OTHER REVENUE	370.33	200.09	2,954.03	2,388.11
TOTAL OTHER REVENUE	13,886.14	11,577.84	57,236.69	55,643.11
NET OPERATING EXPENSES	49,843.00	47,725.47	514,504.29	484,138.13
ALLOCATION OF G/A	<u>13,298.41</u>	<u>-3,094.00</u>	<u>94,381.58</u>	<u>82,725.49</u>
LOCAL NET SAVINGS	709.78	23,140.81	152,669.10	152,474.41
PATRONAGE REFUNDS	0.00	0.00	172,815.82	113,563.16
NON-QUAL PATRONAGE	0.00	0.00	0.00	17,149.69
NET SAVINGS	709.78	23,140.81	325,484.92	283,187.26

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STATEMENT OF GROSS MARGINS POWER CONVENIENCE STOR
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
NO LEAD SALES												
Beginning Inventory	30,175.67	0.00	25,964.07	0.00	0.00	0.00	30,175.67	0.00	25,964.07	0.00	0.00	0.00
Purchases	134,501.80	0.00	103,309.70	0.00	0.00	0.00	1,854,403.33	0.00	1,859,851.56	0.00	0.00	0.00
Ending Inventory	34,258.60	0.00	23,184.96	0.00	0.00	0.00	64,434.27	0.00	49,149.03	0.00	0.00	0.00
Cost of Sales	130,418.87	0.00	106,088.81	0.00	0.00	0.00	1,843,329.69	0.00	1,877,849.95	0.00	0.00	0.00
Sales	146,672.47	0.00	112,542.68	0.00	0.00	0.00	1,981,991.63	0.00	2,023,907.18	0.00	0.00	0.00
No Lead Gross Margin	16,253.60	11.08	6,453.87	5.73	0.00	5.73	138,661.94	6.99	146,057.23	7.21	0.00	0.00
#2 DIESEL SALES												
Beginning Inventory	15,406.87	0.00	18,477.94	0.00	0.00	0.00	15,406.87	0.00	18,477.94	0.00	0.00	0.00
Purchases	10,590.07	0.00	14,980.43	0.00	0.00	0.00	198,891.13	0.00	229,083.43	0.00	0.00	0.00
Ending Inventory	9,442.27	0.00	19,526.31	0.00	0.00	0.00	24,849.14	0.00	38,004.25	0.00	0.00	0.00
Cost of Sales	16,554.67	0.00	13,932.06	0.00	0.00	0.00	208,975.17	0.00	236,504.65	0.00	0.00	0.00
Sales	18,638.92	0.00	15,072.80	0.00	0.00	0.00	230,705.07	0.00	245,947.91	0.00	0.00	0.00
Diesel Gross Margin	2,084.25	11.18	1,140.74	7.56	0.00	7.56	21,729.90	9.41	9,443.26	3.83	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	-208.08	0.00	608.74	0.00	0.00	0.00	-208.08	0.00	608.74	0.00	0.00	0.00
Purchases	0.00	0.00	53.85	0.00	0.00	0.00	795.97	0.00	1,802.57	0.00	0.00	0.00
Ending Inventory	-454.37	0.00	556.94	0.00	0.00	0.00	-662.45	0.00	1,165.68	0.00	0.00	0.00
Cost of Sales	246.29	0.00	105.65	0.00	0.00	0.00	1,807.28	0.00	1,323.09	0.00	0.00	0.00
Sales	703.68	0.00	301.86	0.00	0.00	0.00	4,733.74	0.00	3,780.26	0.00	0.00	0.00
L. P. Gross Margin	457.39	64.99	196.21	65.00	0.00	65.00	2,926.46	61.82	2,457.17	65.00	0.00	0.00
GROCERY SALES												
Beginning Inventory	93,604.65	0.00	79,856.58	0.00	0.00	0.00	93,604.65	0.00	79,856.58	0.00	0.00	0.00
Purchases	37,659.23	0.00	29,232.85	0.00	0.00	0.00	507,105.11	0.00	507,941.97	0.00	0.00	0.00
Ending Inventory	86,015.58	0.00	79,214.05	0.00	0.00	0.00	179,620.23	0.00	159,070.63	0.00	0.00	0.00
Cost of Sales	45,248.30	0.00	29,875.38	0.00	0.00	0.00	500,255.10	0.00	497,802.02	0.00	0.00	0.00
Sales	51,002.13	0.00	47,056.55	0.00	0.00	0.00	726,086.67	0.00	734,468.39	0.00	0.00	0.00
Grocery Gross Margin	5,753.83	11.28	17,181.17	36.51	0.00	36.51	225,831.57	31.10	236,666.37	32.22	0.00	0.00
DNR SALES												
Purchases	3,334.88	0.00	1,168.01	0.00	0.00	0.00	98,300.58	0.00	100,743.46	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	3,334.88	0.00	1,168.01	0.00	0.00	0.00	98,300.58	0.00	100,743.46	0.00	0.00	0.00
Sales	1,508.25	0.00	912.00	0.00	0.00	0.00	103,286.18	0.00	105,168.17	0.00	0.00	0.00
DNR Gross Margin	-1,826.63	-121.10	-256.01	-28.07	0.00	28.07	4,985.60	4.82	4,424.71	4.20	0.00	0.00

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STATEMENT OF GROSS MARGINS POWER CONVENIENCE STOR
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
LOTTERY SALES												
Purchases	32,106.20	0.00	27,157.48	0.00	0.00	0.00	345,946.46	0.00	368,964.28	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	32,106.20	0.00	27,157.48	0.00	0.00	0.00	345,946.46	0.00	368,964.28	0.00	0.00	0.00
Sales	42,808.00	0.00	38,862.00	0.00	0.00	0.00	372,771.00	0.00	408,235.00	0.00	0.00	0.00
Lottery Gross Margin	10,701.80	24.99	11,704.52	30.11	0.00	30.11	26,824.54	7.19	39,270.72	9.61	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	13,337.00	0.00	10,848.18	0.00	0.00	0.00	13,337.00	0.00	10,848.18	0.00	0.00	0.00
Purchases	19,358.21	0.00	12,545.72	0.00	0.00	0.00	218,220.01	0.00	211,927.43	0.00	0.00	0.00
Ending Inventory	13,015.36	0.00	9,988.32	0.00	0.00	0.00	26,352.36	0.00	20,836.50	0.00	0.00	0.00
Cost of Sales	19,679.85	0.00	13,405.58	0.00	0.00	0.00	215,192.97	0.00	215,617.75	0.00	0.00	0.00
Sales	21,370.19	0.00	19,246.73	0.00	0.00	0.00	263,239.81	0.00	261,912.96	0.00	0.00	0.00
Beer & Wine Gross Margin	1,690.34	7.90	5,841.15	30.34	0.00	30.34	48,046.84	18.25	46,295.21	17.67	0.00	0.00
LIQUOR SALES												
Beginning Inventory	9,967.92	0.00	15,076.00	0.00	0.00	0.00	9,967.92	0.00	15,076.00	0.00	0.00	0.00
Purchases	14,919.99	0.00	6,441.17	0.00	0.00	0.00	112,111.38	0.00	98,646.00	0.00	0.00	0.00
Ending Inventory	16,585.47	0.00	12,820.68	0.00	0.00	0.00	26,553.39	0.00	27,896.68	0.00	0.00	0.00
Cost of Sales	8,302.44	0.00	8,696.49	0.00	0.00	0.00	108,346.59	0.00	102,174.35	0.00	0.00	0.00
Sales	12,552.49	0.00	11,415.97	0.00	0.00	0.00	132,603.24	0.00	121,748.85	0.00	0.00	0.00
Liquor Gross Margin	4,250.05	33.85	2,719.48	23.82	0.00	23.82	24,256.65	18.29	19,574.50	16.07	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	69,806.94	0.00	71,487.04	0.00	0.00	0.00	69,806.94	0.00	71,487.04	0.00	0.00	0.00
Purchases	63,940.57	0.00	48,586.18	0.00	0.00	0.00	716,412.09	0.00	684,850.54	0.00	0.00	0.00
Ending Inventory	79,617.05	0.00	68,082.41	0.00	0.00	0.00	149,423.99	0.00	139,569.45	0.00	0.00	0.00
Cost of Sales	54,130.46	0.00	51,990.81	0.00	0.00	0.00	704,877.45	0.00	658,858.66	0.00	0.00	0.00
Sales	68,957.79	0.00	64,386.61	0.00	0.00	0.00	822,823.01	0.00	767,652.08	0.00	0.00	0.00
Cigarette Gross Margin	14,827.33	21.50	12,395.80	19.25	0.00	19.25	117,945.56	14.33	108,793.42	14.17	0.00	0.00
DELI												
Beginning Inventory	15,838.72	0.00	12,565.59	0.00	0.00	0.00	15,838.72	0.00	12,565.59	0.00	0.00	0.00
Purchases	21,805.36	0.00	20,599.95	0.00	0.00	0.00	306,169.75	0.00	317,654.68	0.00	0.00	0.00
Ending Inventory	12,488.08	0.00	11,738.85	0.00	0.00	0.00	28,326.80	0.00	24,304.44	0.00	0.00	0.00
Cost of Sales	25,156.00	0.00	21,426.69	0.00	0.00	0.00	305,420.52	0.00	321,466.71	0.00	0.00	0.00
Sales	34,815.23	0.00	31,822.04	0.00	0.00	0.00	455,766.43	0.00	427,822.15	0.00	0.00	0.00
Deli Gross Margin	9,659.23	27.74	10,395.35	32.66	0.00	32.66	150,345.91	32.98	106,355.44	24.85	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
Total Beginning Inventory	247,929.69	0.00	234,884.14	0.00	0.00	0.00	247,929.69	0.00	234,884.14	0.00	0.00	0.00
Total Purchases	338,216.31	0.00	264,075.34	0.00	0.00	0.00	4,358,355.81	0.00	4,381,465.92	0.00	0.00	0.00
Total Ending Inventory	250,968.04	0.00	225,112.52	0.00	0.00	0.00	498,897.73	0.00	459,996.66	0.00	0.00	0.00
Total Cost of Sales	335,177.96	0.00	273,846.96	0.00	0.00	0.00	4,332,451.81	0.00	4,381,304.92	0.00	0.00	0.00
Total Sales	399,029.15	0.00	341,619.24	0.00	0.00	0.00	5,094,006.78	0.00	5,100,642.95	0.00	0.00	0.00
Total Gross Margin	63,851.19	16.00	67,772.28	19.83	0.00	19.83	761,554.97	14.95	719,338.03	14.10	0.00	0.00