

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

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LOC 50 AURORA FEED MILL 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	99,869.43	78,621.42	1,576,811.40	1,609,205.59
COST OF SALES	104,020.21	58,234.10	1,149,134.79	1,201,593.66
GROSS MARGIN	-4,150.78	20,387.32	427,676.61	407,611.93
EMPLOYEE EXPENSES				
SALARIES AND WAGES	30,507.53	28,126.18	190,778.85	173,434.11
CONTRACTED SERVICES	0.00	0.00	0.00	0.00
PAYROLL TAXES	1,888.45	1,660.56	14,352.43	13,164.62
PENSION EXPENSE	142.55	217.10	1,518.57	1,627.33
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	2,274.26	2,712.43	27,926.87	30,312.98
TOTAL EMPLOYEE EXPENSES	34,812.79	32,716.27	234,576.72	218,539.04
OPERATING EXPENSES				
VEHICLE EXPENSE	1,077.19	3,088.00	11,601.22	20,616.67
REPAIRS	1,648.87	554.89	18,695.04	12,163.05
UTILITIES	758.19	807.32	7,289.10	7,746.13
TELEPHONE	310.49	311.91	3,702.66	3,843.77
ADVERTISING	10.50	10.50	3,194.15	3,237.85
MILEAGE/MEETINGS/MEALS	152.76	172.27	1,355.73	1,412.94
CASH OVER/SHORT	-71.19	43.11	177.82	273.07
INTEREST	0.00	0.00	3,096.24	64.37
BANK/CREDIT CARD FEES	3,054.01	2,210.83	22,493.35	22,438.83
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	1,160.35	1,142.32	10,540.07	9,411.87
INSURANCE/WC INS PKG	1,238.59	1,157.99	15,071.86	13,143.11
SUB/DUES/LIC/DONATIONS	407.50	150.00	744.63	469.63
DEPRECIATION	1,372.33	4,368.00	16,467.96	16,468.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	811.83	-1,917.55	3,011.83	282.45
AUDIT/LEGAL/DIR. FEES	3,075.00	1,500.00	4,650.00	1,500.00
PROPERTY TAX	2,808.97	2,305.72	2,808.97	2,305.72
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/A	-309.61	-300.00	2,673.66	1,752.91
TOTAL OPERATING EXPENSES	17,505.78	15,605.31	127,574.29	117,130.37
OTHER REVENUE				
FINANCE CHARGES	0.00	-130.00	-133.35	-130.00
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	-130.00	-133.35	-130.00
NET OPERATING EXPENSES	52,318.57	48,451.58	362,284.36	335,799.41
ALLOCATION OF G/A	8,604.84	-2,002.01	61,070.26	53,528.05
LOCAL NET SAVINGS	-65,074.19	-26,062.25	4,321.99	18,284.47
PATRONAGE REFUNDS	0.00	0.00	11,472.77	9,655.73
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	-65,074.19	-26,062.25	15,794.76	27,940.20

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STATEMENT OF GROSS MARGINS AURORA FEED MILL
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	47,533.30	0.00	50,867.44	0.00	0.00	0.00	47,533.30	0.00	50,867.44	0.00	0.00	0.00
Purchases	46,231.20	0.00	37,165.34	0.00	0.00	0.00	540,509.18	0.00	604,885.12	0.00	0.00	0.00
Ending Inventory	52,868.86	0.00	47,903.83	0.00	0.00	0.00	100,402.16	0.00	98,771.27	0.00	0.00	0.00
Cost of Sales	40,895.64	0.00	40,128.95	0.00	0.00	0.00	535,544.15	0.00	601,745.70	0.00	0.00	0.00
Sales	59,056.57	0.00	51,211.59	0.00	0.00	0.00	737,844.14	0.00	773,835.83	0.00	0.00	0.00
Feed Gross Margin	18,160.93	30.75	11,082.64	21.64	0.00	21.64	202,299.99	27.41	172,090.13	22.23	0.00	0.00
GRAIN SALES												
Beginning Inventory	5,903.10	0.00	10,162.10	0.00	0.00	0.00	5,903.10	0.00	10,162.10	0.00	0.00	0.00
Purchases	22,497.88	0.00	10,800.85	0.00	0.00	0.00	214,687.58	0.00	255,672.82	0.00	0.00	0.00
Ending Inventory	5,775.29	0.00	9,229.18	0.00	0.00	0.00	11,678.39	0.00	19,391.28	0.00	0.00	0.00
Cost of Sales	22,625.69	0.00	11,733.77	0.00	0.00	0.00	218,141.47	0.00	252,116.37	0.00	0.00	0.00
Sales	31,887.42	0.00	20,955.00	0.00	0.00	0.00	345,267.08	0.00	372,120.73	0.00	0.00	0.00
Grain Gross Margin	9,261.73	29.04	9,221.23	44.00	0.00	44.00	127,125.61	36.81	120,004.36	32.24	0.00	0.00
HARDWARE SALES												
Beginning Inventory	102,675.16	0.00	75,548.42	0.00	0.00	0.00	102,675.16	0.00	75,548.42	0.00	0.00	0.00
Purchases	8,523.37	0.00	1,756.23	0.00	0.00	0.00	99,182.49	0.00	74,220.20	0.00	0.00	0.00
Ending Inventory	71,374.74	0.00	71,265.47	0.00	0.00	0.00	174,049.90	0.00	146,813.89	0.00	0.00	0.00
Cost of Sales	39,823.79	0.00	6,039.18	0.00	0.00	0.00	99,073.22	0.00	72,180.97	0.00	0.00	0.00
Sales	5,643.65	0.00	3,918.72	0.00	0.00	0.00	96,652.82	0.00	88,609.92	0.00	0.00	0.00
Hardware Gross Margin	-34,180.14	-605.63	-2,120.46	-54.11	0.00	54.11	-2,420.40	-2.50	16,428.95	18.54	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	157.41	0.00	603.96	0.00	0.00	0.00	157.41	0.00	603.96	0.00	0.00	0.00
Purchases	956.14	0.00	0.00	0.00	0.00	0.00	6,387.24	0.00	6,530.88	0.00	0.00	0.00
Ending Inventory	455.82	0.00	286.46	0.00	0.00	0.00	613.23	0.00	890.42	0.00	0.00	0.00
Cost of Sales	657.73	0.00	317.50	0.00	0.00	0.00	6,217.88	0.00	6,657.76	0.00	0.00	0.00
Sales	2,365.79	0.00	1,611.11	0.00	0.00	0.00	22,908.40	0.00	22,575.76	0.00	0.00	0.00
L. P. Gross Margin	1,708.06	72.19	1,293.61	80.29	0.00	80.29	16,690.52	72.85	15,918.00	70.50	0.00	0.00

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STATEMENT OF GROSS MARGINS AURORA FEED MILL
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
LUBE SALES												
Beginning Inventory	96.50	0.00	137.20	0.00	0.00	0.00	96.50	0.00	137.20	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	1,295.09	0.00	1,431.35	0.00	0.00	0.00
Ending Inventory	96.50	0.00	122.50	0.00	0.00	0.00	193.00	0.00	259.70	0.00	0.00	0.00
Cost of Sales	0.00	0.00	14.70	0.00	0.00	0.00	1,321.09	0.00	1,570.75	0.00	0.00	0.00
Sales	0.00	0.00	42.50	0.00	0.00	0.00	1,787.75	0.00	1,904.84	0.00	0.00	0.00
Lube Gross Margin	0.00	0.00	27.80	65.41	0.00	65.41	466.66	26.10	334.09	17.53	0.00	0.00
FERTILIZER SALES												
Beginning Inventory	5,227.90	0.00	2,788.29	0.00	0.00	0.00	5,227.90	0.00	2,788.29	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	158,958.03	0.00	136,946.08	0.00	0.00	0.00
Ending Inventory	5,210.54	0.00	2,788.29	0.00	0.00	0.00	10,438.44	0.00	5,576.58	0.00	0.00	0.00
Cost of Sales	17.36	0.00	0.00	0.00	0.00	0.00	156,535.78	0.00	138,571.35	0.00	0.00	0.00
Sales	22.50	0.00	0.00	0.00	0.00	0.00	186,852.56	0.00	161,916.71	0.00	0.00	0.00
Fertilizer Gross Margin	5.14	22.84	0.00	0.00	0.00	0.00	30,316.78	16.22	23,345.36	14.41	0.00	0.00
SEED SALES												
Beginning Inventory	27,270.10	0.00	22,664.54	0.00	0.00	0.00	27,270.10	0.00	22,664.54	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	132,826.12	0.00	111,497.01	0.00	0.00	0.00
Ending Inventory	27,270.10	0.00	22,664.54	0.00	0.00	0.00	54,540.20	0.00	45,329.08	0.00	0.00	0.00
Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00	128,220.56	0.00	118,240.14	0.00	0.00	0.00
Sales	45.00	0.00	63.00	0.00	0.00	0.00	163,685.90	0.00	158,987.80	0.00	0.00	0.00
Seed Gross Margin	45.00	100.00	63.00	100.00	0.00	100.00	35,465.34	21.66	40,747.66	25.62	0.00	0.00
CHEMICAL SALES												
Beginning Inventory	9,206.03	0.00	10,104.34	0.00	0.00	0.00	9,206.03	0.00	10,104.34	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	3,182.33	0.00	10,015.72	0.00	0.00	0.00
Ending Inventory	9,206.03	0.00	10,104.34	0.00	0.00	0.00	18,412.06	0.00	20,208.68	0.00	0.00	0.00
Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00	4,080.64	0.00	10,415.62	0.00	0.00	0.00
Sales	0.00	0.00	0.00	0.00	0.00	0.00	5,725.25	0.00	12,603.50	0.00	0.00	0.00
Chemical Gross Margin	0.00	0.00	0.00	0.00	0.00	0.00	1,644.61	28.72	2,187.88	17.35	0.00	0.00
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	308.50	0.00	319.50	0.00	0.00	0.00	3,815.50	0.00	4,605.50	0.00	0.00	0.00
Mill Service Gross Margin	308.50	100.00	319.50	100.00	0.00	100.00	3,815.50	100.00	4,510.50	97.93	0.00	0.00

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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
SPREADER RENTAL												
Sales	0.00	0.00	0.00	0.00	0.00	0.00	1,640.00	0.00	1,340.00	0.00	0.00	0.00
Spreader Rental Gross Margin	0.00	0.00	0.00	0.00	0.00	0.00	1,640.00	100.00	1,340.00	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	540.00	0.00	500.00	0.00	0.00	0.00	10,632.00	0.00	10,705.00	0.00	0.00	0.00
Hauling Gross Margin	540.00	100.00	500.00	100.00	0.00	100.00	10,632.00	100.00	10,705.00	100.00	0.00	0.00
Total Beginning Inventory	198,069.50	0.00	172,876.29	0.00	0.00	0.00	198,069.50	0.00	172,876.29	0.00	0.00	0.00
Total Purchases	78,208.59	0.00	49,722.42	0.00	0.00	0.00	1,157,028.06	0.00	1,201,294.18	0.00	0.00	0.00
Total Ending Inventory	172,257.88	0.00	164,364.61	0.00	0.00	0.00	370,327.38	0.00	337,240.90	0.00	0.00	0.00
Total Cost of Sales	104,020.21	0.00	58,234.10	0.00	0.00	0.00	1,149,134.79	0.00	1,201,593.66	0.00	0.00	0.00
Total Sales	99,869.43	0.00	78,621.42	0.00	0.00	0.00	1,576,811.40	0.00	1,609,205.59	0.00	0.00	0.00
Total Gross Margin	-4,150.78	-4.15	20,387.32	25.93	0.00	25.93	427,676.61	27.12	407,611.93	25.33	0.00	0.00