

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

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LOC 60 STEPHENSON CONVENIENCE STORE STATEMENT OF
Comparing Period 12 December Fiscal 2024 To Prior 2023

	CURRENT PERIOD		YEAR TO DATE	
	<u>Current Year</u>	<u>Prior Year</u>	<u>Current Year</u>	<u>Prior Year</u>
SALES	312,345.20	294,424.71	4,657,550.30	4,607,302.76
COST OF SALES	<u>271,977.84</u>	<u>241,463.80</u>	<u>3,965,655.03</u>	<u>3,983,788.41</u>
GROSS MARGIN	40,367.36	52,960.91	691,895.27	623,514.35
EMPLOYEE EXPENSES				
SALARIES AND WAGES	35,299.26	31,528.89	281,999.57	246,317.01
CONTRACTED SERVICES	997.00	287.50	7,947.95	4,484.20
PAYROLL TAXES	2,695.03	2,450.77	22,893.69	20,364.10
PENSION EXPENSE	141.24	141.24	1,519.39	1,425.30
UNIFORMS/EDUCATION	0.00	0.00	1,083.63	0.00
EMP INSURANCE	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
TOTAL EMPLOYEE EXPENSES	39,132.53	34,408.40	315,444.23	272,590.61
OPERATING EXPENSES				
VEHICLE EXPENSE	413.89	0.00	1,269.19	269.01
REPAIRS	4,084.81	5,802.02	63,434.25	31,539.86
UTILITIES	3,316.80	2,685.89	30,547.17	34,682.75
TELEPHONE	245.13	462.13	2,656.81	5,387.15
ADVERTISING	0.00	0.00	2,897.32	1,967.15
MILEAGE/MEETINGS/MEALS	0.00	34.18	1,712.23	1,999.03
CASH OVER/SHORT	337.73	34.62	5,431.15	3,809.66
INTEREST	0.00	0.00	123.89	162.72
BANK/CREDIT CARD FEES	6,587.98	5,821.82	59,365.93	55,591.43
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	2,773.42	3,100.08	37,786.47	41,219.23
INSURANCE/WC INS PKG	1,380.88	1,311.39	16,824.39	15,634.20
SUB/DUES/LIC/DONATIONS	129.52	100.00	2,689.76	3,000.66
DEPRECIATION	3,176.25	5,115.00	38,115.00	38,115.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	-2,178.32	-1,758.62	21.68	441.38
AUDIT/LEGAL/DIR. FEES	3,075.00	1,500.00	8,069.96	3,000.00
PROPERTY TAX	6,374.22	5,564.17	9,158.10	8,221.08
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/ANNM	<u>8.17</u>	<u>362.53</u>	<u>1,815.50</u>	<u>8,687.31</u>
TOTAL OPERATING EXPENSES	29,725.48	30,135.21	281,918.80	253,727.62
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	0.00
VENDOR REBATES	12,290.89	11,532.82	49,935.62	53,408.51
OTHER REVENUE	366.23	207.41	3,158.16	2,260.30
TOTAL OTHER REVENUE	12,657.12	11,740.23	53,093.78	55,668.81
NET OPERATING EXPENSES	56,200.89	52,803.38	544,269.25	470,649.42
ALLOCATION OF G/A	<u>13,298.40</u>	<u>-3,093.98</u>	<u>94,381.67</u>	<u>82,725.41</u>
LOCAL NET SAVINGS	-29,131.93	3,251.51	53,244.35	70,139.52
PATRONAGE REFUNDS	0.00	0.00	173,032.84	92,915.31
NON-QUAL PATRONAGE	0.00	0.00	0.00	14,031.56
NET SAVINGS	-29,131.93	3,251.51	226,277.19	177,086.39

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STATEMENT OF GROSS MARGINS STEPHENSON CONV STORE
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
NO LEAD SALES												
Beginning Inventory	38,593.07	0.00	35,329.85	0.00	0.00	0.00	38,593.07	0.00	35,329.85	0.00	0.00	0.00
Purchases	104,686.66	0.00	104,864.77	0.00	0.00	0.00	1,595,507.94	0.00	1,706,391.72	0.00	0.00	0.00
Ending Inventory	39,448.22	0.00	44,429.91	0.00	0.00	0.00	78,041.29	0.00	79,759.76	0.00	0.00	0.00
Cost of Sales	103,831.51	0.00	95,764.71	0.00	0.00	0.00	1,600,489.63	0.00	1,710,598.09	0.00	0.00	0.00
Sales	116,394.37	0.00	107,493.78	0.00	0.00	0.00	1,748,464.16	0.00	1,850,990.25	0.00	0.00	0.00
No Lead Gross Margin	12,562.86	10.79	11,729.07	10.91	0.00	10.91	147,974.53	8.46	140,392.16	7.58	0.00	0.00
#2 DIESEL SALES												
Beginning Inventory	12,283.08	0.00	10,802.49	0.00	0.00	0.00	12,283.08	0.00	10,802.49	0.00	0.00	0.00
Purchases	19,240.20	0.00	15,436.40	0.00	0.00	0.00	177,120.93	0.00	156,511.92	0.00	0.00	0.00
Ending Inventory	19,435.26	0.00	16,618.96	0.00	0.00	0.00	31,718.34	0.00	27,421.45	0.00	0.00	0.00
Cost of Sales	12,088.02	0.00	9,619.93	0.00	0.00	0.00	174,304.63	0.00	152,903.72	0.00	0.00	0.00
Sales	16,469.73	0.00	9,390.43	0.00	0.00	0.00	199,588.57	0.00	165,191.04	0.00	0.00	0.00
Diesel Gross Margin	4,381.71	26.60	-229.50	-2.44	0.00	2.44	25,283.94	12.66	12,287.32	7.43	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	-86.46	0.00	-243.33	0.00	0.00	0.00	-86.46	0.00	-243.33	0.00	0.00	0.00
Purchases	0.00	0.00	22.46	0.00	0.00	0.00	652.96	0.00	830.43	0.00	0.00	0.00
Ending Inventory	25.50	0.00	-273.35	0.00	0.00	0.00	-60.96	0.00	-516.68	0.00	0.00	0.00
Cost of Sales	-111.96	0.00	52.48	0.00	0.00	0.00	354.11	0.00	1,163.72	0.00	0.00	0.00
Sales	396.81	0.00	149.94	0.00	0.00	0.00	4,548.35	0.00	3,505.08	0.00	0.00	0.00
L. P. Gross Margin	508.77	128.21	97.46	64.99	0.00	64.99	4,194.24	92.21	2,341.36	66.79	0.00	0.00
GROCERY SALES												
Beginning Inventory	87,966.56	0.00	72,212.91	0.00	0.00	0.00	87,966.56	0.00	72,212.91	0.00	0.00	0.00
Purchases	27,890.95	0.00	26,991.72	0.00	0.00	0.00	443,476.31	0.00	430,672.78	0.00	0.00	0.00
Ending Inventory	79,761.68	0.00	74,656.25	0.00	0.00	0.00	167,728.24	0.00	146,869.16	0.00	0.00	0.00
Cost of Sales	36,095.83	0.00	24,548.38	0.00	0.00	0.00	438,370.88	0.00	423,221.65	0.00	0.00	0.00
Sales	44,258.33	0.00	41,328.40	0.00	0.00	0.00	653,859.73	0.00	615,737.43	0.00	0.00	0.00
Gross Margin	8,162.50	18.44	16,780.02	40.60	0.00	40.60	215,488.85	32.95	192,515.78	31.26	0.00	0.00
DNR SALES												
Purchases	5,194.14	0.00	2,209.43	0.00	0.00	0.00	249,262.13	0.00	257,768.43	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	5,194.14	0.00	2,209.43	0.00	0.00	0.00	249,262.13	0.00	257,768.43	0.00	0.00	0.00
Sales	2,531.25	0.00	1,444.00	0.00	0.00	0.00	263,414.54	0.00	273,224.21	0.00	0.00	0.00
DNR Gross Margin	-2,662.89	-105.20	-765.43	-53.00	0.00	53.00	14,152.41	5.37	15,455.78	5.65	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
LOTTERY SALES												
Purchases	19,428.28	0.00	18,414.97	0.00	0.00	0.00	275,408.05	0.00	287,329.70	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	19,428.28	0.00	18,414.97	0.00	0.00	0.00	275,408.05	0.00	287,329.70	0.00	0.00	0.00
Sales	23,827.00	0.00	22,922.50	0.00	0.00	0.00	293,927.50	0.00	311,643.53	0.00	0.00	0.00
Lottery Gross Margin	4,398.72	18.46	4,507.53	19.66	0.00	19.66	18,519.45	6.30	24,313.83	7.80	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	11,671.96	0.00	11,552.92	0.00	0.00	0.00	11,671.96	0.00	11,552.92	0.00	0.00	0.00
Purchases	11,033.05	0.00	9,355.18	0.00	0.00	0.00	171,905.94	0.00	150,800.38	0.00	0.00	0.00
Ending Inventory	10,584.65	0.00	10,701.31	0.00	0.00	0.00	22,256.61	0.00	22,254.23	0.00	0.00	0.00
Cost of Sales	12,120.36	0.00	10,206.79	0.00	0.00	0.00	172,022.60	0.00	155,120.36	0.00	0.00	0.00
Sales	13,717.04	0.00	12,554.35	0.00	0.00	0.00	201,836.43	0.00	185,574.48	0.00	0.00	0.00
Beer & Wine Gross Margin	1,596.68	11.64	2,347.56	18.69	0.00	18.69	29,813.83	14.77	30,454.12	16.41	0.00	0.00
LIQUOR SALES												
Beginning Inventory	13,393.42	0.00	15,248.52	0.00	0.00	0.00	13,393.42	0.00	15,248.52	0.00	0.00	0.00
Purchases	6,647.95	0.00	4,527.65	0.00	0.00	0.00	77,337.53	0.00	67,087.56	0.00	0.00	0.00
Ending Inventory	12,251.93	0.00	13,909.16	0.00	0.00	0.00	25,645.35	0.00	29,157.68	0.00	0.00	0.00
Cost of Sales	7,789.44	0.00	5,867.01	0.00	0.00	0.00	78,994.76	0.00	71,629.86	0.00	0.00	0.00
Sales	7,802.76	0.00	7,738.49	0.00	0.00	0.00	101,306.88	0.00	88,375.29	0.00	0.00	0.00
Liquor Gross Margin	13.32	0.17	1,871.48	24.18	0.00	24.18	22,312.12	22.02	16,745.43	18.94	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	56,790.76	0.00	59,770.05	0.00	0.00	0.00	56,790.76	0.00	59,770.05	0.00	0.00	0.00
Purchases	51,501.07	0.00	45,449.67	0.00	0.00	0.00	659,264.43	0.00	622,448.04	0.00	0.00	0.00
Ending Inventory	56,487.81	0.00	53,173.11	0.00	0.00	0.00	113,278.57	0.00	112,943.16	0.00	0.00	0.00
Cost of Sales	51,804.02	0.00	52,046.61	0.00	0.00	0.00	655,949.73	0.00	627,711.49	0.00	0.00	0.00
Sales	54,258.79	0.00	58,709.35	0.00	0.00	0.00	708,779.02	0.00	696,978.01	0.00	0.00	0.00
Cigarette Gross Margin	2,454.77	4.52	6,662.74	11.34	0.00	11.34	52,829.29	7.45	69,266.52	9.93	0.00	0.00
DELI												
Beginning Inventory	15,631.85	0.00	11,116.77	0.00	0.00	0.00	15,631.85	0.00	11,116.77	0.00	0.00	0.00
Purchases	25,329.49	0.00	21,277.30	0.00	0.00	0.00	328,061.07	0.00	293,380.05	0.00	0.00	0.00
Ending Inventory	17,223.14	0.00	9,660.58	0.00	0.00	0.00	32,854.99	0.00	20,777.35	0.00	0.00	0.00
Cost of Sales	23,738.20	0.00	22,733.49	0.00	0.00	0.00	320,498.51	0.00	296,341.39	0.00	0.00	0.00
Sales	32,689.12	0.00	32,693.47	0.00	0.00	0.00	481,825.12	0.00	416,083.44	0.00	0.00	0.00
Deli Gross Margin	8,950.92	27.38	9,959.98	30.46	0.00	30.46	161,326.61	33.48	119,742.05	28.77	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	236,244.24	0.00	215,790.18	0.00	0.00	0.00	236,244.24	0.00	215,790.18	0.00	0.00	0.00
Total Purchases	270,951.79	0.00	248,549.55	0.00	0.00	0.00	3,977,997.29	0.00	3,973,221.01	0.00	0.00	0.00
Total Ending Inventory	235,218.19	0.00	222,875.93	0.00	0.00	0.00	471,462.43	0.00	438,666.11	0.00	0.00	0.00
Total Cost of Sales	271,977.84	0.00	241,463.80	0.00	0.00	0.00	3,965,655.03	0.00	3,983,788.41	0.00	0.00	0.00
Total Sales	312,345.20	0.00	294,424.71	0.00	0.00	0.00	4,657,550.30	0.00	4,607,302.76	0.00	0.00	0.00
Total Gross Margin	40,367.36	12.92	52,960.91	17.98	0.00	17.98	691,895.27	14.85	623,514.35	13.53	0.00	0.00