

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

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GLSR07

LOC 70 GARAGE 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	28,039.24	20,226.32	236,365.08	246,028.75
COST OF SALES	13,825.86	-1,173.09	174,981.27	169,905.64
GROSS MARGIN	14,213.38	21,399.41	61,383.81	76,123.11
EMPLOYEE EXPENSES				
SALARIES AND WAGES	6,857.33	4,827.46	45,833.53	40,407.69
CONTRACTED SERVICES	0.00	0.00	0.00	2,135.00
PAYROLL TAXES	386.60	336.04	3,356.14	3,207.78
PENSION EXPENSE	40.89	0.00	273.16	42.43
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	621.01	750.41	8,775.84	3,433.05
TOTAL EMPLOYEE EXPENSES	7,905.83	5,913.91	58,238.67	49,225.95
OPERATING EXPENSES				
VEHICLE EXPENSE	0.00	0.00	0.00	0.00
REPAIRS	46.21	41.22	4,435.62	4,179.36
UTILITIES	0.00	250.74	800.92	1,123.37
TELEPHONE	0.00	0.00	0.00	0.00
ADVERTISING	0.00	0.00	585.30	0.00
MILEAGE/MEETINGS/MEALS	0.00	0.00	0.00	0.00
CASH OVER/SHORT	0.00	0.00	0.00	0.00
INTEREST	0.00	0.00	20.36	3.86
BANK/CREDIT CARD FEES	0.00	0.00	0.00	0.00
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	389.90	1,161.96	8,038.65	6,755.02
INSURANCE/WC INS PKG	192.49	179.63	2,341.92	2,132.49
SUB/DUES/LIC/DONATIONS	0.00	0.00	25.00	25.00
DEPRECIATION	869.22	-60.00	10,430.64	1,590.00
RENT & LEASES	0.00	0.00	124.38	112.72
BAD DEBT	0.00	0.00	0.00	0.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	0.00
PROPERTY TAX	162.93	145.21	217.60	197.39
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/A	-344.00	-264.00	4,711.69	-2,641.00
TOTAL OPERATING EXPENSES	1,316.75	1,454.76	31,732.08	13,478.21
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	1,000.00	0.00
TOTAL OTHER REVENUE	0.00	0.00	1,000.00	0.00
NET OPERATING EXPENSES	9,222.58	7,368.67	88,970.75	62,704.16
ALLOCATION OF G/A	1,564.50	-364.02	11,103.57	9,732.28
LOCAL NET SAVINGS	3,426.30	14,394.76	-38,690.51	3,686.67
PATRONAGE REFUNDS	0.00	0.00	565.59	1,372.84
NON-QUAL PATRONAGE	0.00	0.00	0.00	207.32
NET SAVINGS	3,426.30	14,394.76	-38,124.92	5,266.83

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STATEMENT OF GROSS MARGINS GARAGE

	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
HARDWARE SALES												
Beginning Inventory	9,339.16	0.00	11,447.16	0.00	0.00	0.00	9,339.16	0.00	11,447.16	0.00	0.00	0.00
Purchases	479.57	0.00	456.84	0.00	0.00	0.00	13,086.35	0.00	12,639.15	0.00	0.00	0.00
Ending Inventory	9,188.33	0.00	9,412.00	0.00	0.00	0.00	18,527.49	0.00	20,859.16	0.00	0.00	0.00
Cost of Sales	630.40	0.00	2,492.00	0.00	0.00	0.00	13,310.02	0.00	14,090.71	0.00	0.00	0.00
Sales	761.66	0.00	830.34	0.00	0.00	0.00	17,277.74	0.00	15,328.75	0.00	0.00	0.00
Hardware Gross Margin	131.26	17.23	-1,661.66	-200.11	0.00	200.11	3,967.72	22.96	1,238.04	8.07	0.00	0.00
TUBES												
Beginning Inventory	3,346.27	0.00	4,227.19	0.00	0.00	0.00	3,346.27	0.00	4,227.19	0.00	0.00	0.00
Purchases	333.60	0.00	288.45	0.00	0.00	0.00	7,712.29	0.00	9,734.32	0.00	0.00	0.00
Ending Inventory	3,392.04	0.00	7,938.35	0.00	0.00	0.00	6,738.31	0.00	12,165.54	0.00	0.00	0.00
Cost of Sales	287.83	0.00	-3,422.71	0.00	0.00	0.00	12,258.60	0.00	7,578.53	0.00	0.00	0.00
Sales	575.00	0.00	1,208.80	0.00	0.00	0.00	12,560.58	0.00	14,463.31	0.00	0.00	0.00
Tubes Gross Margin	287.17	49.94	4,631.51	383.14	0.00	383.14	301.98	2.40	6,884.78	47.60	0.00	0.00
TIRES												
Beginning Inventory	15,680.33	0.00	14,081.25	0.00	0.00	0.00	15,680.33	0.00	14,081.25	0.00	0.00	0.00
Purchases	16,287.12	0.00	10,404.35	0.00	0.00	0.00	100,091.87	0.00	116,239.86	0.00	0.00	0.00
Ending Inventory	22,664.51	0.00	22,773.00	0.00	0.00	0.00	38,344.84	0.00	36,854.25	0.00	0.00	0.00
Cost of Sales	9,302.94	0.00	1,712.60	0.00	0.00	0.00	100,200.36	0.00	115,050.42	0.00	0.00	0.00
Sales	19,588.82	0.00	11,668.80	0.00	0.00	0.00	121,661.47	0.00	132,240.97	0.00	0.00	0.00
Tires Gross Margin	10,285.88	52.50	9,956.20	85.32	0.00	85.32	21,461.11	17.64	17,190.55	12.99	0.00	0.00
BATTERIES												
Beginning Inventory	64.02	0.00	3,896.18	0.00	0.00	0.00	64.02	0.00	3,896.18	0.00	0.00	0.00
Purchases	2,109.63	0.00	187.98	0.00	0.00	0.00	10,531.94	0.00	6,352.23	0.00	0.00	0.00
Ending Inventory	588.96	0.00	3,909.91	0.00	0.00	0.00	652.98	0.00	7,806.09	0.00	0.00	0.00
Cost of Sales	1,584.69	0.00	174.25	0.00	0.00	0.00	13,852.89	0.00	4,891.83	0.00	0.00	0.00
Sales	1,568.21	0.00	205.00	0.00	0.00	0.00	11,859.32	0.00	5,755.10	0.00	0.00	0.00
Batteries Gross Margin	-16.48	-1.05	30.75	15.00	0.00	15.00	-1,993.57	-16.81	863.27	15.00	0.00	0.00
BATTERY CORE												
Beginning Inventory	22.00	0.00	365.00	0.00	0.00	0.00	22.00	0.00	365.00	0.00	0.00	0.00
Purchases	49.00	0.00	0.00	0.00	0.00	0.00	137.00	0.00	61.00	0.00	0.00	0.00
Ending Inventory	22.00	0.00	205.00	0.00	0.00	0.00	44.00	0.00	570.00	0.00	0.00	0.00
Cost of Sales	49.00	0.00	160.00	0.00	0.00	0.00	320.00	0.00	221.00	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

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STATEMENT OF GROSS MARGINS GARAGE
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
Battery Core Gross Margin	-49.00	0.00	-160.00	0.00	0.00	0.00	-320.00	0.00	-221.00	0.00	0.00	0.00
LUBE SALES												
Beginning Inventory	26,944.00	0.00	35,648.97	0.00	0.00	0.00	26,944.00	0.00	35,648.97	0.00	0.00	0.00
Purchases	0.00	0.00	-25.20	0.00	0.00	0.00	22,099.40	0.00	36,047.54	0.00	0.00	0.00
Ending Inventory	24,973.00	0.00	37,913.00	0.00	0.00	0.00	51,917.00	0.00	73,561.97	0.00	0.00	0.00
Cost of Sales	1,971.00	0.00	-2,289.23	0.00	0.00	0.00	35,039.40	0.00	28,073.15	0.00	0.00	0.00
Sales	3,078.55	0.00	2,873.38	0.00	0.00	0.00	38,165.40	0.00	37,447.46	0.00	0.00	0.00
Lube Gross Margin	1,107.55	35.97	5,162.61	179.67	0.00	179.67	3,126.00	8.19	9,374.31	25.03	0.00	0.00
BRAKES PARTS SALES												
Beginning 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
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	0.00	0.00	0.00	0.00	0.00	0.00
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
SHOP SERVICE												
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	2,467.00	0.00	3,440.00	0.00	0.00	0.00	34,840.57	0.00	40,793.16	0.00	0.00	0.00
Shop Service Gross Margin	2,467.00	100.00	3,440.00	100.00	0.00	100.00	34,840.57	100.00	40,793.16	100.00	0.00	0.00
Total Beginning Inventory	55,395.78	0.00	69,665.75	0.00	0.00	0.00	55,395.78	0.00	69,665.75	0.00	0.00	0.00
Total Purchases	19,258.92	0.00	11,312.42	0.00	0.00	0.00	153,658.85	0.00	181,074.10	0.00	0.00	0.00
Total Ending Inventory	60,828.84	0.00	82,151.26	0.00	0.00	0.00	116,224.62	0.00	151,817.01	0.00	0.00	0.00
Total Cost of Sales	13,825.86	0.00	-1,173.09	0.00	0.00	0.00	174,981.27	0.00	169,905.64	0.00	0.00	0.00
Total Sales	28,039.24	0.00	20,226.32	0.00	0.00	0.00	236,365.08	0.00	246,028.75	0.00	0.00	0.00
Total Gross Margin	14,213.38	50.69	21,399.41	105.79	0.00	105.79	61,383.81	25.96	76,123.11	30.94	0.00	0.00