

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

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LOC 10 FEED & HARDWARE STATEMENT OF OPERATIONS
Comparing Period 3 March Fiscal 2025 To Prior 2024

	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	186,008.40	187,392.78	618,918.70	555,189.24
COST OF SALES	<u>154,314.32</u>	<u>156,258.18</u>	<u>459,115.00</u>	<u>426,990.26</u>
GROSS MARGIN	31,694.08	31,134.60	159,803.70	128,198.98
EMPLOYEE EXPENSES				
SALARIES AND WAGES	13,156.75	11,574.31	37,576.63	32,707.57
CONTRACTED SERVICES	1,056.00	1,346.40	3,024.00	4,875.40
PAYROLL TAXES	1,150.68	1,009.60	3,474.93	2,999.63
PENSION EXPENSE	246.16	255.67	784.62	911.40
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	<u>3,684.91</u>	<u>4,630.43</u>	<u>11,941.11</u>	<u>15,482.19</u>
TOTAL EMPLOYEE EXPENSES	19,294.50	18,816.41	56,801.29	56,976.19
OPERATING EXPENSES				
VEHICLE EXPENSE	1,932.55	-350.62	8,202.62	13,006.02
REPAIRS	9,414.25	1,431.10	9,087.22	1,839.19
UTILITIES	636.92	871.02	2,420.03	2,852.17
TELEPHONE	319.13	389.97	1,043.03	1,207.39
ADVERTISING	50.54	6.54	173.62	19.62
MILEAGE/MEETINGS/MEALS	0.00	0.00	0.00	0.00
CASH OVER/SHORT	-16.45	13.79	-282.65	-1.97
INTEREST	0.00	0.00	0.00	0.00
BANK/CREDIT CARD FEES	1,907.23	2,083.67	5,861.63	5,542.13
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	736.74	684.68	1,685.55	1,588.27
INSURANCE/WC INS PKG	3,328.04	2,988.17	8,751.60	8,072.73
SUB/DUES/LIC/DONATIONS	0.00	0.00	231.71	120.00
DEPRECIATION	2,780.33	2,674.50	8,340.99	8,023.50
RENT & LEASES	148.19	148.19	444.57	444.57
BAD DEBT	3,000.00	3,000.00	9,000.00	9,000.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	0.00
PROPERTY TAX	0.00	0.00	0.00	0.00
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/A	<u>427.72</u>	<u>108.06</u>	<u>739.92</u>	<u>548.78</u>
TOTAL OPERATING EXPENSES	24,665.19	14,049.07	55,699.84	52,262.40
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	0.00	0.00
TOTAL OTHER REVENUE	0.00	0.00	0.00	0.00
NET OPERATING EXPENSES	43,959.69	32,865.48	112,501.13	109,238.59
ALLOCATION OF G/A	<u>12,735.04</u>	<u>8,492.02</u>	<u>31,367.92</u>	<u>27,796.92</u>
LOCAL NET SAVINGS	-25,000.65	-10,222.90	15,934.65	-8,836.53
PATRONAGE REFUNDS	0.00	0.00	0.00	0.00
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	-25,000.65	-10,222.90	15,934.65	-8,836.53

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STATEMENT OF GROSS MARGINS FEED AND HARDWARE
Comparing Period 3 March Fiscal 2025 To Budget 2025 And Prior 2024

	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	150,975.05	0.00	134,342.97	0.00	0.00	0.00	150,975.05	0.00	134,342.97	0.00	0.00	0.00
Purchases	156,881.58	0.00	160,434.12	0.00	0.00	0.00	385,076.86	0.00	357,042.51	0.00	0.00	0.00
Ending Inventory	168,888.50	0.00	157,717.04	0.00	0.00	0.00	319,863.55	0.00	292,060.01	0.00	0.00	0.00
Cost of Sales	138,968.13	0.00	137,060.05	0.00	0.00	0.00	354,309.99	0.00	349,265.93	0.00	0.00	0.00
Sales	139,273.75	0.00	137,945.77	0.00	0.00	0.00	448,561.12	0.00	398,363.23	0.00	0.00	0.00
Feed Gross Margin	305.62	0.21	885.72	0.64	0.00	0.64	94,251.13	21.01	49,097.30	12.32	0.00	0.00
GRAIN SALES												
Beginning Inventory	55,259.15	0.00	223,348.88	0.00	0.00	0.00	55,259.15	0.00	223,348.88	0.00	0.00	0.00
Purchases	-7,421.61	0.00	15,972.90	0.00	0.00	0.00	38,359.80	0.00	50,732.64	0.00	0.00	0.00
Ending Inventory	48,387.86	0.00	231,144.22	0.00	0.00	0.00	103,647.01	0.00	454,493.10	0.00	0.00	0.00
Cost of Sales	-550.32	0.00	8,177.56	0.00	0.00	0.00	66,435.13	0.00	42,011.08	0.00	0.00	0.00
Sales	22,124.40	0.00	27,491.58	0.00	0.00	0.00	105,769.98	0.00	83,355.42	0.00	0.00	0.00
Grain Gross Margin	22,674.72	102.48	19,314.02	70.25	0.00	70.25	39,334.85	37.18	41,344.34	49.60	0.00	0.00
HARDWARE SALES												
Beginning Inventory	197,378.43	0.00	167,504.80	0.00	0.00	0.00	197,378.43	0.00	167,504.80	0.00	0.00	0.00
Purchases	8,826.73	0.00	10,797.07	0.00	0.00	0.00	38,718.25	0.00	26,757.48	0.00	0.00	0.00
Ending Inventory	191,356.92	0.00	168,271.46	0.00	0.00	0.00	388,735.35	0.00	335,776.26	0.00	0.00	0.00
Cost of Sales	14,848.24	0.00	10,030.41	0.00	0.00	0.00	35,163.60	0.00	32,371.93	0.00	0.00	0.00
Sales	17,468.52	0.00	11,800.48	0.00	0.00	0.00	41,368.95	0.00	38,084.62	0.00	0.00	0.00
Hardware Gross Margin	2,620.28	15.00	1,770.07	14.99	0.00	14.99	6,205.35	15.00	5,712.69	14.99	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	378.84	0.00	357.92	0.00	0.00	0.00	378.84	0.00	357.92	0.00	0.00	0.00
Purchases	990.54	0.00	1,045.73	0.00	0.00	0.00	3,147.54	0.00	3,420.61	0.00	0.00	0.00
Ending Inventory	321.11	0.00	413.49	0.00	0.00	0.00	699.95	0.00	771.41	0.00	0.00	0.00
Cost of Sales	1,048.27	0.00	990.16	0.00	0.00	0.00	3,206.28	0.00	3,341.32	0.00	0.00	0.00
Sales	2,116.25	0.00	3,308.82	0.00	0.00	0.00	9,085.98	0.00	9,878.17	0.00	0.00	0.00
L. P. Gross Margin	1,067.98	50.46	2,318.66	70.07	0.00	70.07	5,879.70	64.71	6,536.85	66.17	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	7.00	0.00	14.00	0.00	0.00	0.00	7.00	0.00	35.00	0.00	0.00	0.00
Shop Service Gross Margin	7.00	100.00	14.00	100.00	0.00	100.00	7.00	100.00	35.00	100.00	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
MILL 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	1,078.48	0.00	1,822.13	0.00	0.00	0.00	4,252.27	0.00	5,104.00	0.00	0.00	0.00
Mill Service Gross Margin	1,078.48	100.00	1,822.13	100.00	0.00	100.00	4,252.27	100.00	5,104.00	100.00	0.00	0.00
STORAGE SALES												
Sales	1,750.00	0.00	2,560.00	0.00	0.00	0.00	3,765.00	0.00	7,808.00	0.00	0.00	0.00
Storage Gross Margin	1,750.00	100.00	2,560.00	100.00	0.00	100.00	3,765.00	100.00	7,808.00	100.00	0.00	0.00
DRYING 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	0.00	0.00	0.00	0.00	0.00	0.00	-1,611.60	0.00	5,711.60	0.00	0.00	0.00
Drying Gross Margin	0.00	0.00	0.00	0.00	0.00	0.00	-1,611.60	-100.00	5,711.60	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	2,190.00	0.00	2,450.00	0.00	0.00	0.00	7,720.00	0.00	6,849.20	0.00	0.00	0.00
Hauling Gross Margin	2,190.00	100.00	2,450.00	100.00	0.00	100.00	7,720.00	100.00	6,849.20	100.00	0.00	0.00
Total Beginning Inventory	403,991.47	0.00	525,554.57	0.00	0.00	0.00	403,991.47	0.00	525,554.57	0.00	0.00	0.00
Total Purchases	159,277.24	0.00	188,249.82	0.00	0.00	0.00	465,302.45	0.00	437,953.24	0.00	0.00	0.00
Total Ending Inventory	408,954.39	0.00	557,546.21	0.00	0.00	0.00	812,945.86	0.00	1,083,100.78	0.00	0.00	0.00
Total Cost of Sales	154,314.32	0.00	156,258.18	0.00	0.00	0.00	459,115.00	0.00	426,990.26	0.00	0.00	0.00
Total Sales	186,008.40	0.00	187,392.78	0.00	0.00	0.00	618,918.70	0.00	555,189.24	0.00	0.00	0.00
Total Gross Margin	31,694.08	17.03	31,134.60	16.61	0.00	16.61	159,803.70	25.81	128,198.98	23.09	0.00	0.00