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

LOC 11 STEPHENSON AGRONOMY STATEMENT OF OPERATIONS
Comparing Period 3 March Fiscal 2025 To Prior 2024

	CURRENT PERIOD		YEAR TO DATE	
	Current Year	Prior Year	Current Year	Prior Year
SALES	449.60	9,873.59	793.35	10,381.19
COST OF SALES	320.23	8,466.96	4,368.58	10,565.09
GROSS MARGIN	**129.37**	**1,406.63**	**-3,575.23**	**-183.90**
EMPLOYEE EXPENSES				
SALARIES AND WAGES	1,846.15	1,846.15	5,538.45	5,538.45
CONTRACTED SERVICES	0.00	0.00	0.00	0.00
PAYROLL TAXES	0.00	0.00	0.00	0.00
PENSION EXPENSE	0.00	0.00	0.00	0.00
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	0.00	0.00	0.00	0.00
TOTAL EMPLOYEE EXPENSES	**1,846.15**	**1,846.15**	**5,538.45**	**5,538.45**
OPERATING EXPENSES				
VEHICLE EXPENSE	0.00	0.00	0.00	0.00
REPAIRS	208.05	121.64	499.58	320.22
UTLITIES	342.53	244.96	1,073.83	827.25
TELEPHONE	259.40	125.96	687.13	390.35
ADVERTISING	0.00	32.41	0.00	768.00
MILEAGE/MEETINGS/MEALS	0.00	80.05	345.74	80.05
CASH OVER/SHORT	0.00	0.00	0.00	0.00
INTEREST	0.00	0.00	0.00	0.00
BANK/CREDIT CARD FEES	0.00	0.00	0.00	0.00
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	0.00	29.73	0.00	29.73
INSURANCE/WC INS PKG	1,923.45	1,762.45	5,106.03	4,706.33
SUB/DUES/LIC/DONATIONS	0.00	0.00	0.00	0.00
DEPRECIATION	4,323.00	4,826.92	12,969.00	14,480.76
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	1,500.00	1,500.00	4,500.00	4,500.00
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	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	**8,556.43**	**8,724.12**	**25,181.31**	**26,102.69**
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	**10,402.58**	**10,570.27**	**30,719.76**	**31,641.14**
ALLOCATION OF G/A	4,851.42	3,235.10	11,949.67	10,589.38
LOCAL NET SAVINGS	**-15,124.63**	**-12,398.74**	**-46,244.66**	**-42,414.42**
PATRONAGE REFUNDS	19,714.33	34,376.56	19,714.33	34,376.56
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	**4,589.70**	**21,977.82**	**-26,530.33**	**-8,037.86**

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STATEMENT OF GROSS MARGINS STEPHENSON AGRONOMY
Comparing Period 3 March Fiscal 2025 To Budget 2025 And Prior 2024

	CURRENT PERIOD						YEAR TO DATE					
	Current Year	*% Sales*	*Prior Year*	*% Sales*	*Budget*	*% Sales*	*Current Year*	*% Sales*	*Prior Year*	*% Sales*	*Budget*	*% Sales*
FERTILIZER SALES												
Beginning Inventory	77,047.36	0.00	87,650.24	0.00	0.00	0.00	77,047.36	0.00	87,650.24	0.00	0.00	0.00
Purchases	0.00	0.00	35,471.69	0.00	0.00	0.00	1,618.35	0.00	37,018.53	0.00	0.00	0.00
Ending Inventory	77,036.68	0.00	115,271.05	0.00	0.00	0.00	154,084.04	0.00	202,921.29	0.00	0.00	0.00
Cost of Sales	10.68	0.00	7,850.88	0.00	0.00	0.00	1,629.03	0.00	9,705.49	0.00	0.00	0.00
Sales	14.00	0.00	8,787.50	0.00	0.00	0.00	134.00	0.00	8,818.50	0.00	0.00	0.00
Fertilizer Gross Margin	3.32	23.71	936.62	10.65	0.00	10.65	-1,495.03	-1,115.69	-886.99	-10.05	0.00	0.00
SEED SALES												
Beginning Inventory	37,718.79	0.00	63,605.47	0.00	0.00	0.00	37,718.79	0.00	63,605.47	0.00	0.00	0.00
Purchases	10,235.50	0.00	11,658.00	0.00	0.00	0.00	34,665.50	0.00	44,843.00	0.00	0.00	0.00
Ending Inventory	47,624.49	0.00	74,647.38	0.00	0.00	0.00	85,343.28	0.00	138,252.85	0.00	0.00	0.00
Cost of Sales	329.80	0.00	616.09	0.00	0.00	0.00	2,759.80	0.00	859.61	0.00	0.00	0.00
Sales	435.60	0.00	581.09	0.00	0.00	0.00	659.35	0.00	1,057.69	0.00	0.00	0.00
Seed Gross Margin	105.80	24.28	-35.00	-6.02	0.00	6.02	-2,100.45	-318.56	198.08	18.72	0.00	0.00
CHEMICAL SALES												
Beginning Inventory	39,314.08	0.00	37,442.83	0.00	0.00	0.00	39,314.08	0.00	37,442.83	0.00	0.00	0.00
Purchases	64,896.50	0.00	576.71	0.00	0.00	0.00	64,896.50	0.00	576.71	0.00	0.00	0.00
Ending Inventory	104,230.83	0.00	38,019.55	0.00	0.00	0.00	143,544.91	0.00	75,462.38	0.00	0.00	0.00
Cost of Sales	-20.25	0.00	-0.01	0.00	0.00	0.00	-20.25	0.00	-0.01	0.00	0.00	0.00
Sales	0.00	0.00	285.00	0.00	0.00	0.00	0.00	0.00	285.00	0.00	0.00	0.00
Chemical Gross Margin	20.25	0.00	285.01	100.00	0.00	100.00	20.25	0.00	285.01	100.00	0.00	0.00
SPRAYING SALES												
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
Spraying 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
SPREADER RENTAL												
Sales	0.00	0.00	110.00	0.00	0.00	0.00	0.00	0.00	110.00	0.00	0.00	0.00
Spreader Rental Gross Margin	0.00	0.00	110.00	100.00	0.00	100.00	0.00	0.00	110.00	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	0.00	0.00	110.00	0.00	0.00	0.00	0.00	0.00	110.00	0.00	0.00	0.00
Hauling Gross Margin	0.00	0.00	110.00	100.00	0.00	100.00	0.00	0.00	110.00	100.00	0.00	0.00

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	CURRENT PERIOD						YEAR TO DATE					
	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales
Total Beginning Inventory	154,080.23	0.00	188,698.54	0.00	0.00	0.00	154,080.23	0.00	188,698.54	0.00	0.00	0.00
Total Purchases	75,132.00	0.00	47,706.40	0.00	0.00	0.00	101,180.35	0.00	82,438.24	0.00	0.00	0.00
Total Ending Inventory	228,892.00	0.00	227,937.98	0.00	0.00	0.00	382,972.23	0.00	416,636.52	0.00	0.00	0.00
Total Cost of Sales	320.23	0.00	8,466.96	0.00	0.00	0.00	4,368.58	0.00	10,565.09	0.00	0.00	0.00
Total Sales	449.60	0.00	9,873.59	0.00	0.00	0.00	793.35	0.00	10,381.19	0.00	0.00	0.00
Total Gross Margin	129.37	28.77	1,406.63	14.24	0.00	14.24	-3,575.23	-450.64	-183.90	-1.77	0.00	0.00