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

LOC 20 PROPANE 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	141,932.65	146,448.59	657,715.16	573,346.08
COST OF SALES	83,329.53	90,452.16	405,055.97	329,248.91
GROSS MARGIN	**58,603.12**	**55,996.43**	**252,659.19**	**244,097.17**
EMPLOYEE EXPENSES				
SALARIES AND WAGES	14,430.72	13,879.10	38,894.30	38,997.52
CONTRACTED SERVICES	2,685.00	2,550.00	7,515.00	7,000.00
PAYROLL TAXES	1,008.43	938.74	2,800.61	2,741.61
PENSION EXPENSE	401.85	381.95	1,201.39	1,162.45
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	3,210.62	2,918.63	10,518.24	9,710.43
TOTAL EMPLOYEE EXPENSES	**21,736.62**	**20,668.42**	**60,929.54**	**59,612.01**
OPERATING EXPENSES				
VEHICLE EXPENSE	2,726.94	4,206.18	11,702.21	13,330.50
REPAIRS	2,528.54	1,161.84	4,259.56	3,266.09
UTLITIES	540.96	462.83	1,969.41	1,958.59
TELEPHONE	949.65	993.13	2,962.89	2,782.54
ADVERTISING	0.00	0.00	0.00	0.00
MILEAGE/MEETINGS/MEALS	96.25	151.06	397.14	648.01
CASH OVER/SHORT	0.00	0.00	0.00	0.00
INTEREST	0.00	0.00	0.00	0.00
BANK/CREDIT CARD FEES	1,725.87	1,185.27	5,415.80	3,474.48
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	270.71	337.56	1,178.62	553.89
INSURANCE/WC INS PKG	3,061.37	2,738.74	8,036.79	7,414.40
SUB/DUES/LIC/DONATIONS	0.00	95.00	1,175.00	1,390.00
DEPRECIATION	7,411.67	7,459.67	22,235.01	22,379.01
RENT & LEASES	2,026.39	1,033.06	2,951.36	2,723.18
BAD DEBT	300.00	300.00	900.00	900.00
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	284.30
TOTAL OPERATING EXPENSES	**21,638.35**	**20,124.34**	**63,183.79**	**61,104.99**
OTHER REVENUE				
FINANCE CHARGES	0.00	-35.00	0.00	-108.92
VENDOR REBATES	0.00	0.00	0.00	0.00
OTHER REVENUE	0.00	4.00	1.00	12.00
TOTAL OTHER REVENUE	**0.00**	**-31.00**	**1.00**	**-96.92**
NET OPERATING EXPENSES	**43,374.97**	**40,823.76**	**124,112.33**	**120,813.92**
ALLOCATION OF G/A	13,947.88	9,300.78	34,355.29	30,444.24
LOCAL NET SAVINGS	**1,280.27**	**5,871.89**	**94,191.57**	**92,839.01**
PATRONAGE REFUNDS	20,742.72	38,956.02	20,742.72	38,956.02
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	**22,022.99**	**44,827.91**	**114,934.29**	**131,795.03**

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STATEMENT OF GROSS MARGINS PROPANE
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
L.P. GAS SALES												
Beginning Inventory	67,896.89	0.00	99,433.47	0.00	0.00	0.00	67,896.89	0.00	99,433.47	0.00	0.00	0.00
Purchases	80,742.34	0.00	66,368.53	0.00	0.00	0.00	402,109.79	0.00	336,409.92	0.00	0.00	0.00
Ending Inventory	65,309.70	0.00	75,349.84	0.00	0.00	0.00	133,206.59	0.00	174,783.31	0.00	0.00	0.00
Cost of Sales	83,329.53	0.00	90,452.16	0.00	0.00	0.00	405,055.97	0.00	329,248.91	0.00	0.00	0.00
Sales	140,657.65	0.00	145,848.09	0.00	0.00	0.00	654,275.16	0.00	570,796.08	0.00	0.00	0.00
L. P. Gross Margin	57,328.12	0.00	55,395.93	0.00	0.00	0.00	249,219.19	0.00	241,547.17	0.00	0.00	0.00
HARDWARE SALES												
Beginning Inventory	5,746.44	0.00	5,298.74	0.00	0.00	0.00	5,746.44	0.00	5,298.74	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	5,746.44	0.00	5,298.74	0.00	0.00	0.00	11,492.88	0.00	10,597.48	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
Hardware 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
LP SERVICE LABOR												
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
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	1,275.00	0.00	600.50	0.00	0.00	0.00	3,440.00	0.00	2,500.00	0.00	0.00	0.00
L. P. Service Gross Margin	1,275.00	100.00	600.50	100.00	0.00	100.00	3,440.00	100.00	2,500.00	100.00	0.00	0.00
CONTRACT FEE LP												
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
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	50.00	0.00	0.00	0.00
Contract Fee Gross Margin	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50.00	100.00	0.00	0.00
Total Beginning Inventory	***73,643.33***	***0.00***	***104,732.21***	***0.00***	***0.00***	***0.00***	***73,643.33***	***0.00***	***104,732.21***	***0.00***	***0.00***	***0.00***
Total Purchases	***80,742.34***	***0.00***	***66,368.53***	***0.00***	***0.00***	***0.00***	***402,109.79***	***0.00***	***336,409.92***	***0.00***	***0.00***	***0.00***
Total Ending Inventory	***71,056.14***	***0.00***	***80,648.58***	***0.00***	***0.00***	***0.00***	***144,699.47***	***0.00***	***185,380.79***	***0.00***	***0.00***	***0.00***
Total Cost of Sales	***83,329.53***	***0.00***	***90,452.16***	***0.00***	***0.00***	***0.00***	***405,055.97***	***0.00***	***329,248.91***	***0.00***	***0.00***	***0.00***
Total Sales	***141,932.65***	***0.00***	***146,448.59***	***0.00***	***0.00***	***0.00***	***657,715.16***	***0.00***	***573,346.08***	***0.00***	***0.00***	***0.00***
Total Gross Margin	***58,603.12***	***41.28***	***55,996.43***	***38.23***	***0.00***	***38.23***	***252,659.19***	***38.41***	***244,097.17***	***42.57***	***0.00***	***0.00***