

Stephenson Marketing Cooperative
W410 South Drive
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LOC 41 POWERS CONVENIENCE STORE STATEMENT OF OPERA
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	399,445.24	408,232.91	1,146,743.46	1,064,211.65
COST OF SALES	<u>323,323.04</u>	<u>369,993.41</u>	<u>980,447.26</u>	<u>937,960.20</u>
GROSS MARGIN	76,122.20	38,239.50	166,296.20	126,251.45
EMPLOYEE EXPENSES				
SALARIES AND WAGES	22,727.71	16,106.84	54,656.97	47,568.53
CONTRACTED SERVICES	250.00	287.50	975.00	2,274.23
PAYROLL TAXES	1,955.82	1,373.50	4,735.04	4,077.39
PENSION EXPENSE	120.00	111.22	346.83	333.66
UNIFORMS/EDUCATION	0.00	0.00	0.00	537.00
EMP INSURANCE	<u>847.27</u>	<u>2,254.40</u>	<u>2,837.27</u>	<u>7,399.56</u>
TOTAL EMPLOYEE EXPENSES	25,900.80	20,133.46	63,551.11	62,190.37
OPERATING EXPENSES				
VEHICLE EXPENSE	0.00	0.00	0.00	0.00
REPAIRS	-42,820.78	1,217.48	-36,057.72	17,730.23
UTILITIES	3,034.73	2,977.57	10,666.38	9,662.51
TELEPHONE	215.00	204.96	804.92	607.87
ADVERTISING	0.00	0.00	300.00	200.00
MILEAGE/MEETINGS/MEALS	110.02	334.45	1,004.02	642.14
CASH OVER/SHORT	379.32	747.32	694.01	2,580.00
INTEREST	0.00	0.00	0.00	0.00
BANK/CREDIT CARD FEES	4,885.07	4,132.50	15,226.93	12,264.60
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	3,001.06	2,501.44	11,813.61	8,219.15
INSURANCE/WC INS PKG	1,517.05	1,355.13	3,979.83	3,671.83
SUB/DUES/LIC/DONATIONS	1,100.90	186.00	1,150.90	286.00
DEPRECIATION	2,043.08	965.00	6,129.24	2,895.00
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	200.00	200.00	600.00	600.00
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/ANNM	<u>0.00</u>	<u>60.00</u>	<u>733.33</u>	<u>960.00</u>
TOTAL OPERATING EXPENSES	-26,334.55	14,881.85	17,045.45	60,319.33
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	0.00
VENDOR REBATES	268.57	0.00	2,005.22	1,237.56
OTHER REVENUE	255.85	106.42	849.23	398.03
TOTAL OTHER REVENUE	524.42	106.42	2,854.45	1,635.59
NET OPERATING EXPENSES	-958.17	34,908.89	77,742.11	120,874.11
ALLOCATION OF G/A	<u>10,309.31</u>	<u>6,874.52</u>	<u>25,393.05</u>	<u>22,502.33</u>
LOCAL NET SAVINGS	66,771.06	-3,543.91	63,161.04	-17,124.99
PATRONAGE REFUNDS	62,960.47	172,815.82	62,960.47	172,815.82
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	129,731.53	169,271.91	126,121.51	155,690.83

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STATEMENT OF GROSS MARGINS POWER CONVENIENCE STOR
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
NO LEAD SALES												
Beginning Inventory	32,944.22	0.00	27,762.41	0.00	0.00	0.00	32,944.22	0.00	27,762.41	0.00	0.00	0.00
Purchases	140,917.57	0.00	172,186.79	0.00	0.00	0.00	447,707.69	0.00	405,886.27	0.00	0.00	0.00
Ending Inventory	39,458.40	0.00	28,355.76	0.00	0.00	0.00	72,402.62	0.00	56,118.17	0.00	0.00	0.00
Cost of Sales	134,403.39	0.00	171,593.44	0.00	0.00	0.00	442,507.89	0.00	400,715.47	0.00	0.00	0.00
Sales	150,226.23	0.00	175,500.91	0.00	0.00	0.00	473,011.58	0.00	423,084.08	0.00	0.00	0.00
No Lead Gross Margin	15,822.84	10.53	3,907.47	2.22	0.00	2.22	30,503.69	6.44	22,368.61	5.28	0.00	0.00
#2 DIESEL SALES												
Beginning Inventory	12,076.03	0.00	20,626.78	0.00	0.00	0.00	12,076.03	0.00	20,626.78	0.00	0.00	0.00
Purchases	11,545.82	0.00	15,828.55	0.00	0.00	0.00	41,556.35	0.00	44,166.40	0.00	0.00	0.00
Ending Inventory	8,400.94	0.00	18,775.35	0.00	0.00	0.00	20,476.97	0.00	39,402.13	0.00	0.00	0.00
Cost of Sales	15,220.91	0.00	17,679.98	0.00	0.00	0.00	42,597.68	0.00	44,917.36	0.00	0.00	0.00
Sales	17,344.19	0.00	17,859.89	0.00	0.00	0.00	49,667.40	0.00	48,975.45	0.00	0.00	0.00
Diesel Gross Margin	2,123.28	12.24	179.91	1.00	0.00	1.00	7,069.72	14.23	4,058.09	8.28	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	-385.19	0.00	576.50	0.00	0.00	0.00	-385.19	0.00	576.50	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	238.50	0.00	198.32	0.00	0.00	0.00
Ending Inventory	-728.07	0.00	496.74	0.00	0.00	0.00	-1,113.26	0.00	1,073.24	0.00	0.00	0.00
Cost of Sales	342.88	0.00	79.76	0.00	0.00	0.00	512.20	0.00	258.52	0.00	0.00	0.00
Sales	979.66	0.00	227.88	0.00	0.00	0.00	1,463.44	0.00	738.63	0.00	0.00	0.00
L. P. Gross Margin	636.78	65.00	148.12	64.99	0.00	64.99	951.24	65.00	480.11	65.00	0.00	0.00
GROCERY SALES												
Beginning Inventory	83,312.20	0.00	72,882.59	0.00	0.00	0.00	83,312.20	0.00	72,882.59	0.00	0.00	0.00
Purchases	29,789.08	0.00	31,711.33	0.00	0.00	0.00	93,590.19	0.00	90,320.29	0.00	0.00	0.00
Ending Inventory	77,229.54	0.00	69,861.66	0.00	0.00	0.00	160,541.74	0.00	142,744.25	0.00	0.00	0.00
Cost of Sales	35,871.74	0.00	34,732.26	0.00	0.00	0.00	102,376.23	0.00	99,672.68	0.00	0.00	0.00
Sales	51,645.39	0.00	50,352.04	0.00	0.00	0.00	146,651.80	0.00	143,124.07	0.00	0.00	0.00
Grocery Gross Margin	15,773.65	30.54	15,619.78	31.02	0.00	31.02	44,275.57	30.19	43,451.39	30.35	0.00	0.00
DNR SALES												
Purchases	3,167.21	0.00	988.80	0.00	0.00	0.00	6,828.09	0.00	2,705.00	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	3,167.21	0.00	988.80	0.00	0.00	0.00	6,828.09	0.00	2,705.00	0.00	0.00	0.00
Sales	4,161.36	0.00	3,176.25	0.00	0.00	0.00	7,653.89	0.00	4,887.75	0.00	0.00	0.00
DNR Gross Margin	994.15	23.89	2,187.45	68.86	0.00	68.86	825.80	10.78	2,182.75	44.65	0.00	0.00

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STATEMENT OF GROSS MARGINS POWER CONVENIENCE STOR
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
LOTTERY SALES												
Purchases	28,260.54	0.00	39,785.74	0.00	0.00	0.00	81,363.90	0.00	98,810.58	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	28,260.54	0.00	39,785.74	0.00	0.00	0.00	81,363.90	0.00	98,810.58	0.00	0.00	0.00
Sales	36,437.00	0.00	36,834.50	0.00	0.00	0.00	85,899.00	0.00	91,249.50	0.00	0.00	0.00
Lottery Gross Margin	8,176.46	22.43	-2,951.24	-8.01	0.00	8.01	4,535.10	5.27	-7,561.08	-8.28	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	14,184.16	0.00	14,801.38	0.00	0.00	0.00	14,184.16	0.00	14,801.38	0.00	0.00	0.00
Purchases	13,915.40	0.00	11,150.25	0.00	0.00	0.00	41,776.01	0.00	40,295.25	0.00	0.00	0.00
Ending Inventory	12,300.50	0.00	10,044.04	0.00	0.00	0.00	26,484.66	0.00	24,845.42	0.00	0.00	0.00
Cost of Sales	15,799.06	0.00	15,907.59	0.00	0.00	0.00	42,490.87	0.00	40,239.53	0.00	0.00	0.00
Sales	20,151.23	0.00	17,444.07	0.00	0.00	0.00	52,702.22	0.00	47,117.16	0.00	0.00	0.00
Beer & Wine Gross Margin	4,352.17	21.59	1,536.48	8.80	0.00	8.80	10,211.35	19.37	6,877.63	14.59	0.00	0.00
LIQUOR SALES												
Beginning Inventory	13,324.56	0.00	13,067.32	0.00	0.00	0.00	13,324.56	0.00	13,067.32	0.00	0.00	0.00
Purchases	10,217.89	0.00	7,483.32	0.00	0.00	0.00	23,797.91	0.00	23,447.79	0.00	0.00	0.00
Ending Inventory	14,954.65	0.00	10,856.98	0.00	0.00	0.00	28,279.21	0.00	23,924.30	0.00	0.00	0.00
Cost of Sales	8,587.80	0.00	9,693.66	0.00	0.00	0.00	25,428.73	0.00	25,411.49	0.00	0.00	0.00
Sales	12,896.14	0.00	11,124.16	0.00	0.00	0.00	33,186.42	0.00	30,061.31	0.00	0.00	0.00
Liquor Gross Margin	4,308.34	33.40	1,430.50	12.85	0.00	12.85	7,757.69	23.37	4,649.82	15.46	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	72,816.12	0.00	61,902.46	0.00	0.00	0.00	72,816.12	0.00	61,902.46	0.00	0.00	0.00
Purchases	54,949.72	0.00	55,532.17	0.00	0.00	0.00	160,265.96	0.00	155,133.59	0.00	0.00	0.00
Ending Inventory	70,723.81	0.00	63,762.30	0.00	0.00	0.00	143,539.93	0.00	125,664.76	0.00	0.00	0.00
Cost of Sales	57,042.03	0.00	53,672.33	0.00	0.00	0.00	169,159.20	0.00	159,453.70	0.00	0.00	0.00
Sales	71,000.22	0.00	63,588.91	0.00	0.00	0.00	198,406.09	0.00	183,795.02	0.00	0.00	0.00
Cigarette Gross Margin	13,958.19	19.65	9,916.58	15.59	0.00	15.59	29,246.89	14.74	24,341.32	13.24	0.00	0.00
DELI												
Beginning Inventory	13,778.11	0.00	11,379.29	0.00	0.00	0.00	13,778.11	0.00	11,379.29	0.00	0.00	0.00
Purchases	22,857.32	0.00	24,290.45	0.00	0.00	0.00	66,702.34	0.00	63,846.91	0.00	0.00	0.00
Ending Inventory	12,007.95	0.00	9,809.89	0.00	0.00	0.00	25,786.06	0.00	21,189.18	0.00	0.00	0.00
Cost of Sales	24,627.48	0.00	25,859.85	0.00	0.00	0.00	67,182.47	0.00	65,775.87	0.00	0.00	0.00
Sales	34,603.82	0.00	32,124.30	0.00	0.00	0.00	98,101.62	0.00	91,178.68	0.00	0.00	0.00
Deli Gross Margin	9,976.34	28.83	6,264.45	19.50	0.00	19.50	30,919.15	31.51	25,402.81	27.86	0.00	0.00

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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
Total Beginning Inventory	242,050.21	0.00	222,998.73	0.00	0.00	0.00	242,050.21	0.00	222,998.73	0.00	0.00	0.00
Total Purchases	315,620.55	0.00	358,957.40	0.00	0.00	0.00	963,826.94	0.00	924,810.40	0.00	0.00	0.00
Total Ending Inventory	234,347.72	0.00	211,962.72	0.00	0.00	0.00	476,397.93	0.00	434,961.45	0.00	0.00	0.00
Total Cost of Sales	323,323.04	0.00	369,993.41	0.00	0.00	0.00	980,447.26	0.00	937,960.20	0.00	0.00	0.00
Total Sales	399,445.24	0.00	408,232.91	0.00	0.00	0.00	1,146,743.46	0.00	1,064,211.65	0.00	0.00	0.00
Total Gross Margin	76,122.20	19.05	38,239.50	9.36	0.00	9.36	166,296.20	14.50	126,251.45	11.86	0.00	0.00