

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

Page 1
04/28/25
09:31:30
GLSR07

LOC 50 AURORA FEED MILL 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	78,928.96	79,190.90	285,209.96	240,767.43
COST OF SALES	<u>56,579.67</u>	<u>54,421.21</u>	<u>191,396.46</u>	<u>168,859.82</u>
GROSS MARGIN	22,349.29	24,769.69	93,813.50	71,907.61
EMPLOYEE EXPENSES				
SALARIES AND WAGES	15,086.17	12,175.81	41,481.05	35,870.10
CONTRACTED SERVICES	0.00	0.00	0.00	0.00
PAYROLL TAXES	1,246.48	962.81	3,548.05	2,915.19
PENSION EXPENSE	109.49	116.73	379.40	379.67
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	<u>2,319.70</u>	<u>2,825.15</u>	<u>7,550.02</u>	<u>9,009.13</u>
TOTAL EMPLOYEE EXPENSES	18,761.84	16,080.50	52,958.52	48,174.09
OPERATING EXPENSES				
VEHICLE EXPENSE	896.04	787.90	4,153.56	3,110.35
REPAIRS	1,759.47	472.06	8,456.67	1,956.54
UTILITIES	722.11	866.87	2,923.59	2,746.09
TELEPHONE	313.84	315.23	925.82	941.81
ADVERTISING	10.80	10.50	32.40	31.50
MILEAGE/MEETINGS/MEALS	50.05	121.61	140.44	217.42
CASH OVER/SHORT	11.05	105.83	-21.61	213.76
INTEREST	0.00	0.00	0.00	0.00
BANK/CREDIT CARD FEES	2,234.17	1,146.99	6,323.02	3,814.15
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	956.07	561.61	1,787.86	1,645.13
INSURANCE/WC INS PKG	1,486.35	1,375.08	3,963.53	3,651.94
SUB/DUES/LIC/DONATIONS	0.00	0.00	96.50	30.00
DEPRECIATION	1,460.92	1,372.33	4,382.76	4,116.99
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/A	<u>100.00</u>	<u>468.93</u>	<u>912.41</u>	<u>725.53</u>
TOTAL OPERATING EXPENSES	10,200.87	7,804.94	34,676.95	23,801.21
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	0.00	0.00
TOTAL OTHER REVENUE	0.00	0.00	0.00	0.00
NET OPERATING EXPENSES	28,962.71	23,885.44	87,635.47	71,975.30
ALLOCATION OF G/A	<u>6,670.71</u>	<u>4,448.18</u>	<u>16,430.80</u>	<u>14,560.28</u>
LOCAL NET SAVINGS	-13,284.13	-3,563.93	-10,252.77	-14,627.97
PATRONAGE REFUNDS	0.00	0.00	0.00	0.00
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	-13,284.13	-3,563.93	-10,252.77	-14,627.97

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Page 1
04/28/25
09:39:47
GLSR17

STATEMENT OF GROSS MARGINS AURORA FEED MILL
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	56,638.75	0.00	56,915.69	0.00	0.00	0.00	56,638.75	0.00	56,915.69	0.00	0.00	0.00
Purchases	32,165.12	0.00	31,853.10	0.00	0.00	0.00	124,914.90	0.00	116,511.39	0.00	0.00	0.00
Ending Inventory	52,468.27	0.00	50,991.34	0.00	0.00	0.00	109,107.02	0.00	107,907.03	0.00	0.00	0.00
Cost of Sales	36,335.60	0.00	37,777.45	0.00	0.00	0.00	125,315.49	0.00	113,423.88	0.00	0.00	0.00
Sales	47,928.33	0.00	49,915.64	0.00	0.00	0.00	175,334.09	0.00	151,811.88	0.00	0.00	0.00
Feed Gross Margin	11,592.73	24.18	12,138.19	24.31	0.00	24.31	50,018.60	28.52	38,388.00	25.28	0.00	0.00
GRAIN SALES												
Beginning Inventory	5,057.85	0.00	8,204.34	0.00	0.00	0.00	5,057.85	0.00	8,204.34	0.00	0.00	0.00
Purchases	12,876.22	0.00	8,384.15	0.00	0.00	0.00	47,400.31	0.00	34,871.77	0.00	0.00	0.00
Ending Inventory	4,353.75	0.00	6,925.30	0.00	0.00	0.00	9,411.60	0.00	15,129.64	0.00	0.00	0.00
Cost of Sales	13,580.32	0.00	9,663.19	0.00	0.00	0.00	48,821.85	0.00	37,175.65	0.00	0.00	0.00
Sales	20,069.58	0.00	16,798.00	0.00	0.00	0.00	78,234.12	0.00	60,443.81	0.00	0.00	0.00
Grain Gross Margin	6,489.26	32.33	7,134.81	42.47	0.00	42.47	29,412.27	37.59	23,268.16	38.49	0.00	0.00
HARDWARE SALES												
Beginning Inventory	74,001.49	0.00	75,686.17	0.00	0.00	0.00	74,001.49	0.00	75,686.17	0.00	0.00	0.00
Purchases	8,086.17	0.00	4,912.04	0.00	0.00	0.00	19,206.51	0.00	15,138.18	0.00	0.00	0.00
Ending Inventory	76,852.81	0.00	76,538.50	0.00	0.00	0.00	150,854.30	0.00	152,224.67	0.00	0.00	0.00
Cost of Sales	5,234.85	0.00	4,059.71	0.00	0.00	0.00	13,728.44	0.00	9,865.15	0.00	0.00	0.00
Sales	6,887.96	0.00	5,341.72	0.00	0.00	0.00	18,063.73	0.00	12,980.46	0.00	0.00	0.00
Hardware Gross Margin	1,653.11	23.99	1,282.01	23.99	0.00	23.99	4,335.29	23.99	3,115.31	23.99	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	671.09	0.00	835.15	0.00	0.00	0.00	671.09	0.00	835.15	0.00	0.00	0.00
Purchases	642.98	0.00	599.56	0.00	0.00	0.00	2,830.81	0.00	1,945.70	0.00	0.00	0.00
Ending Inventory	642.22	0.00	826.98	0.00	0.00	0.00	1,313.31	0.00	1,662.13	0.00	0.00	0.00
Cost of Sales	671.85	0.00	607.73	0.00	0.00	0.00	2,644.41	0.00	1,405.18	0.00	0.00	0.00
Sales	2,271.62	0.00	1,625.11	0.00	0.00	0.00	8,593.55	0.00	4,587.68	0.00	0.00	0.00
L. P. Gross Margin	1,599.77	70.42	1,017.38	62.60	0.00	62.60	5,949.14	69.22	3,182.50	69.37	0.00	0.00

Stephenson Marketing Cooperative
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Page 2
04/28/25
09:39:47
GLSR17

STATEMENT OF GROSS MARGINS AURORA FEED MILL
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
LUBE SALES												
Beginning Inventory	96.50	0.00	330.66	0.00	0.00	0.00	96.50	0.00	330.66	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,151.09	0.00	0.00	0.00
Ending Inventory	96.50	0.00	330.66	0.00	0.00	0.00	193.00	0.00	661.32	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	942.93	0.00	0.00	0.00
Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,099.75	0.00	0.00	0.00
Lube Gross Margin	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	156.82	14.25	0.00	0.00
FERTILIZER SALES												
Beginning Inventory	5,210.54	0.00	2,719.54	0.00	0.00	0.00	5,210.54	0.00	2,719.54	0.00	0.00	0.00
Purchases	0.00	0.00	6,338.34	0.00	0.00	0.00	94.24	0.00	6,680.24	0.00	0.00	0.00
Ending Inventory	5,151.77	0.00	6,603.92	0.00	0.00	0.00	10,362.31	0.00	9,323.46	0.00	0.00	0.00
Cost of Sales	58.77	0.00	2,453.96	0.00	0.00	0.00	153.01	0.00	2,864.61	0.00	0.00	0.00
Sales	64.50	0.00	2,846.50	0.00	0.00	0.00	102.00	0.00	3,438.00	0.00	0.00	0.00
Fertilizer Gross Margin	5.73	8.88	392.54	13.79	0.00	13.79	-51.01	-50.00	573.39	16.67	0.00	0.00
SEED SALES												
Beginning Inventory	27,270.10	0.00	19,575.29	0.00	0.00	0.00	27,270.10	0.00	19,575.29	0.00	0.00	0.00
Purchases	0.00	0.00	74,586.85	0.00	0.00	0.00	0.00	0.00	74,820.85	0.00	0.00	0.00
Ending Inventory	26,571.82	0.00	94,352.46	0.00	0.00	0.00	53,841.92	0.00	113,927.75	0.00	0.00	0.00
Cost of Sales	698.28	0.00	-190.32	0.00	0.00	0.00	698.28	0.00	3,132.93	0.00	0.00	0.00
Sales	997.97	0.00	1,554.93	0.00	0.00	0.00	1,105.47	0.00	2,660.35	0.00	0.00	0.00
Seed Gross Margin	299.69	30.02	1,745.25	112.23	0.00	112.23	407.19	36.83	-472.58	-17.76	0.00	0.00
CHEMICAL SALES												
Beginning Inventory	9,171.05	0.00	10,104.34	0.00	0.00	0.00	9,171.05	0.00	10,104.34	0.00	0.00	0.00
Purchases	0.00	0.00	3,109.59	0.00	0.00	0.00	0.00	0.00	3,109.59	0.00	0.00	0.00
Ending Inventory	9,171.05	0.00	13,164.44	0.00	0.00	0.00	18,342.10	0.00	23,268.78	0.00	0.00	0.00
Cost of Sales	0.00	0.00	49.49	0.00	0.00	0.00	34.98	0.00	49.49	0.00	0.00	0.00
Sales	0.00	0.00	82.50	0.00	0.00	0.00	45.00	0.00	82.50	0.00	0.00	0.00
Chemical Gross Margin	0.00	0.00	33.01	40.01	0.00	40.01	10.02	22.26	33.01	40.01	0.00	0.00
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	269.00	0.00	326.50	0.00	0.00	0.00	857.00	0.00	903.00	0.00	0.00	0.00
Mill Service Gross Margin	269.00	100.00	326.50	100.00	0.00	100.00	857.00	100.00	903.00	100.00	0.00	0.00

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Page 3
04/28/25
09:39:47
GLSR17

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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
SPREADER RENTAL												
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
Spreader Rental 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
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	440.00	0.00	700.00	0.00	0.00	0.00	2,875.00	0.00	2,760.00	0.00	0.00	0.00
Hauling Gross Margin	440.00	100.00	700.00	100.00	0.00	100.00	2,875.00	100.00	2,760.00	100.00	0.00	0.00
Total Beginning Inventory	178,117.37	0.00	174,371.18	0.00	0.00	0.00	178,117.37	0.00	174,371.18	0.00	0.00	0.00
Total Purchases	53,770.49	0.00	129,783.63	0.00	0.00	0.00	194,446.77	0.00	254,228.81	0.00	0.00	0.00
Total Ending Inventory	175,308.19	0.00	249,733.60	0.00	0.00	0.00	353,425.56	0.00	424,104.78	0.00	0.00	0.00
Total Cost of Sales	56,579.67	0.00	54,421.21	0.00	0.00	0.00	191,396.46	0.00	168,859.82	0.00	0.00	0.00
Total Sales	78,928.96	0.00	79,190.90	0.00	0.00	0.00	285,209.96	0.00	240,767.43	0.00	0.00	0.00
Total Gross Margin	22,349.29	28.31	24,769.69	31.27	0.00	31.27	93,813.50	32.89	71,907.61	29.86	0.00	0.00