

Income statement

<u>Beverages</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>
sales	169122	158790	152801	16321
Cost of sales	105758	95891	97371	8387
margin	63364	62899	55430	7934
Margin %	37%	40%	36%	1%
<u>Candy</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>
sales	78156	71105	64592	13564
Cost of sales	42254	40197	36674	5580
margin	35902	30908	27918	7984
Margin %	46%	43%	43%	3%
<u>Dairy</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>
sales	24219	24391	25291	-1072
Cost of sales	9611	9277	8787	824
margin	14608	15114	16504	-1896
Margin %	60%	62%	65%	-5%
<u>Deli</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>
sales	157653	164811	180854	-23201
Cost of sales	33156	34799	36594	-3438
margin	124497	130012	144260	-19763
Margin %	79%	79%	80%	-1%
<u>Diesel</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>
sales	834870	1504066	1569709	-734839
Cost of sales	777869	1378059	1516538	-738669
margin	57001	126007	53171	3830
Margin %	7%	8%	3%	3%
<u>DNR</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>
sales	68767	69863	71307	-2540
Cost of sales	68767	69863	68209	558
other income	4214	4257	1128	
margin	4214	4257	4226	-12
Margin %	6%	6%	6%	0%
<u>Gasoline</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>
sales	1370694	1593884	1404680	-33986
Cost of sales	1297141	1545186	1318668	-21527
margin	73553	48698	86012	-12459
Margin %	5%	3%	6%	-1%
<u>General Merch.</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>
sales	159129	169195	188665	-29536
Cost of sales	102148	102912	118593	-16445
margin	56981	66283	70072	-13091

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Margin %	36%	39%	37%	-1%
<u>Grocery</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>
sales	87280	82007	78404	8876
Cost of sales	35243	32865	36813	-1570
margin	52037	49142	41591	10446
Margin %	60%	60%	53%	7%
<u>Health & beauty</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>
sales	10394	10230	11080	-686
Cost of sales	6394	6231	6036	358
margin	4000	3999	5044	-1044
Margin %	38%	39%	46%	-7%
<u>Beer,Wine, Liquor</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>
sales	101173	97093	99572	1601
Cost of sales	75827	73683	74131	1696
margin	25346	23410	25441	-95
Margin %	25%	24%	26%	0%
<u>Lottery</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>
sales	123268	118026	103517	19751
pay outs	66407	65391	53939	
Cost of sales	51202	46880	46873	4329
commissions	3877	2550	5785	
margin	9536	8305	8490	1046
Margin %	8%	7%	8%	0%
<u>News print</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>
sales	2651	2699	2738	-87
Cost of sales	2023	2053	1947	76
margin	628	646	791	-163
Margin %	24%	24%	29%	-5%
<u>Propane</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>
sales	7713	7694	6553	1160
Cost of sales	2602	3683	1810	792
margin	5111	4011	4743	368
Margin %	66%	52%	72%	-6%
<u>Snacks</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>
sales	82572	79887	82746	-174
Cost of sales	71064	62051	58562	12502
margin	11508	17836	24184	-12676
Margin %	14%	22%	29%	-15%
<u>Sue's Two</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>

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sales	175410	161527	148181	27229
Cost of sales	138430	130723	118866	19564
margin	36980	30804	29315	7665
Margin %	21%	19%	20%	1%

<u>tabacco</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>
sales	111655	116344	115731	-4076
Cost of sales	100759	102211	104758	-3999
margin	10896	14133	10973	-77
Margin %	10%	12%	9%	0%

<u>Other Income</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>
Vending Mahine	993	350	314	
Misc inc/expense	-1076	-1950	-3205	

<u>Total income</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2023 to 2021 diff.</u>
sales	3564643	4430012	4303530	-738887
Cost of sales	2977044	3792678	3696382	-719338
margin	586079	0 634864	0 605274	-19195
Margin %	16%	14%	14%	2%

+55,000 Vendor Rebates

Sales

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Expense

Operating expenses	2023	2022	2021	SMC
Amortization Expense		9070	9246	
Advertising	2416	3189	3849	1967
Auto	5681	2655	4181	
Bad debt	63	70	103	1750
Bank fees	3209	2207	563	
over short	799	293	25	1500
Depreciation		10034	35787	38115
Equipment rental	3819	3448	595	
Freight In	1043	1181	278	
Safety	108	284	93	
Insurance	15547	9170	11713	15600
commercial umbrella				
loan insurance				
Licenses and fees	1305	2692	1196	
merchant card fees	85202	107209	88491	55591
Repair Maintenace	26513	16149	33171	31500
Accounting fees	9145	3875	2480	3000
supplies	33490	33983	28317	41219
Property taxes	6957	6774	6656	8220
Meals & Travel	814	912	288	2000
Uniforms	702	545		1500
Utilities	47190	47261	50314	40000
Total operating expense	244003	261001	277346	253728
Employee expense				
Officers				
Station	102568	108293	104642	250000
Kitchen	75506	91812	67124	
payroll taxes	23918	25822	23829	21000
Employee Benefits	1094	1083	1066	1425
Total Employee expense	203086	227010	196661	272590
Total Expenses	447089	488011	474007	
Other Income				
Atm	2748	2937	3255	2200
Interest	11	3	1	
Rebates	11532	13921	7464	54000
Sales tax discount	628	852	719	
Misc	45947	1082		G & A
Total other income	60866	18795	11439	70000
Net income	199856	165648	142706	70100