



## Kanza Cooperative Association

### Condensed Statement of Income

Year Ending December 31, 2018	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total
<b>SALES</b>					
Grain	\$ 25,859,496	35,971,127			\$ 61,830,623
Supply	15,198,403	38,573,706			53,772,109
Total Sales	41,057,899	74,544,833			115,602,732
<b>COST OF SALES</b>					
Grain	21,869,949	29,895,475			51,765,425
Supply	12,755,466	33,403,654			46,159,120
LESS: Total Cost of Sales	34,625,415	63,299,130			97,924,545
<b>GROSS MARGIN ON SALES</b>	<b>6,432,484</b>	<b>11,245,704</b>			<b>17,678,187</b>
Other Operating Income	2,307,157	3,374,590			5,681,747
Operating Expense	(7,454,107)	(9,134,258)			(16,588,364)
<b>SAVINGS FROM OPERATIONS</b>	<b>1,285,534</b>	<b>5,486,036</b>			<b>6,771,570</b>
Patronage Dividends	750,276	539,670			1,289,946
Investment Income	160,724	45,368			206,092
Dividends on Stock	171,447	171,444			342,891
<b>NET SAVINGS</b>	<b>\$ 2,367,981</b>	<b>\$ 6,242,518</b>			<b>\$ 8,610,499</b>