



Kanza Cooperative Association

Condensed Statement of Income

Year Ending December 31, 2018	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total
SALES					
Grain	25,859,496	35,971,127	19,210,806		81,041,429
Supply	15,198,403	38,573,706	20,508,871		74,280,980
Total Sales	41,057,899	74,544,833	39,719,677		155,322,410
COST OF SALES					
Grain	21,869,949	29,895,475	17,646,978		69,412,403
Supply	12,755,466	33,403,654	17,452,930		63,612,050
LESS: Total Cost of Sales	34,625,415	63,299,130	35,099,908		133,024,453
GROSS MARGIN ON SALES	6,432,484	11,245,704	4,619,769		22,297,957
Other Operating Income	2,307,157	3,374,590	2,871,691		8,553,438
Operating Expense	(7,454,107)	(9,134,258)	(8,359,461)		(24,947,825)
SAVINGS/(LOSS) FROM OPERATIONS	1,285,534	5,486,036	(868,001)		5,903,569
Patronage Dividends	750,276	539,670	178,119		1,468,065
Investment Income/(Loss)	160,724	45,368	(37,056)		169,036
Dividends on Stock	171,447	171,444	145,908		488,798
Gain on Sale of Stock	-	-	1,721,172		1,721,172
NET SAVINGS	\$ 2,367,981	\$ 6,242,518	\$ 1,140,141		\$ 9,750,640