



Kanza Cooperative Association

Condensed Statement of Income

Year Ending December 31, 2019	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total
SALES					
Grain	33,729,410	24,759,858	24,152,825		82,642,093
Supply	15,990,340	40,942,854	22,316,228		79,249,422
Total Sales	49,719,750	65,702,712	46,469,053		161,891,515
COST OF SALES					
Grain	30,499,640	22,313,513	21,759,421		74,572,574
Supply	13,492,293	35,536,795	18,779,000		67,808,088
LESS: Total Cost of Sales	43,991,933	57,850,308	40,538,421		142,380,662
GROSS MARGIN ON SALES	5,727,817	7,852,404	5,930,632		19,510,853
Other Operating Income	2,402,981	3,658,354	3,343,681		9,405,016
Operating Expense	(7,690,037)	(9,661,069)	(8,535,210)		(25,886,316)
SAVINGS FROM OPERATIONS	440,761	1,849,689	739,103		3,029,553
Patronage Dividends	1,897,512	423,978	3,206		2,324,696
Investment Income	45,814	30,823	(1,439)		75,198
Dividends on Stock	147,407	145,908	145,908		439,223
NET SAVINGS	\$ 2,531,494	\$ 2,450,398	\$ 886,778		\$ 5,868,670