



Department of Revenue

Alcohol & Tax Operations Division, Finance and Operations Update

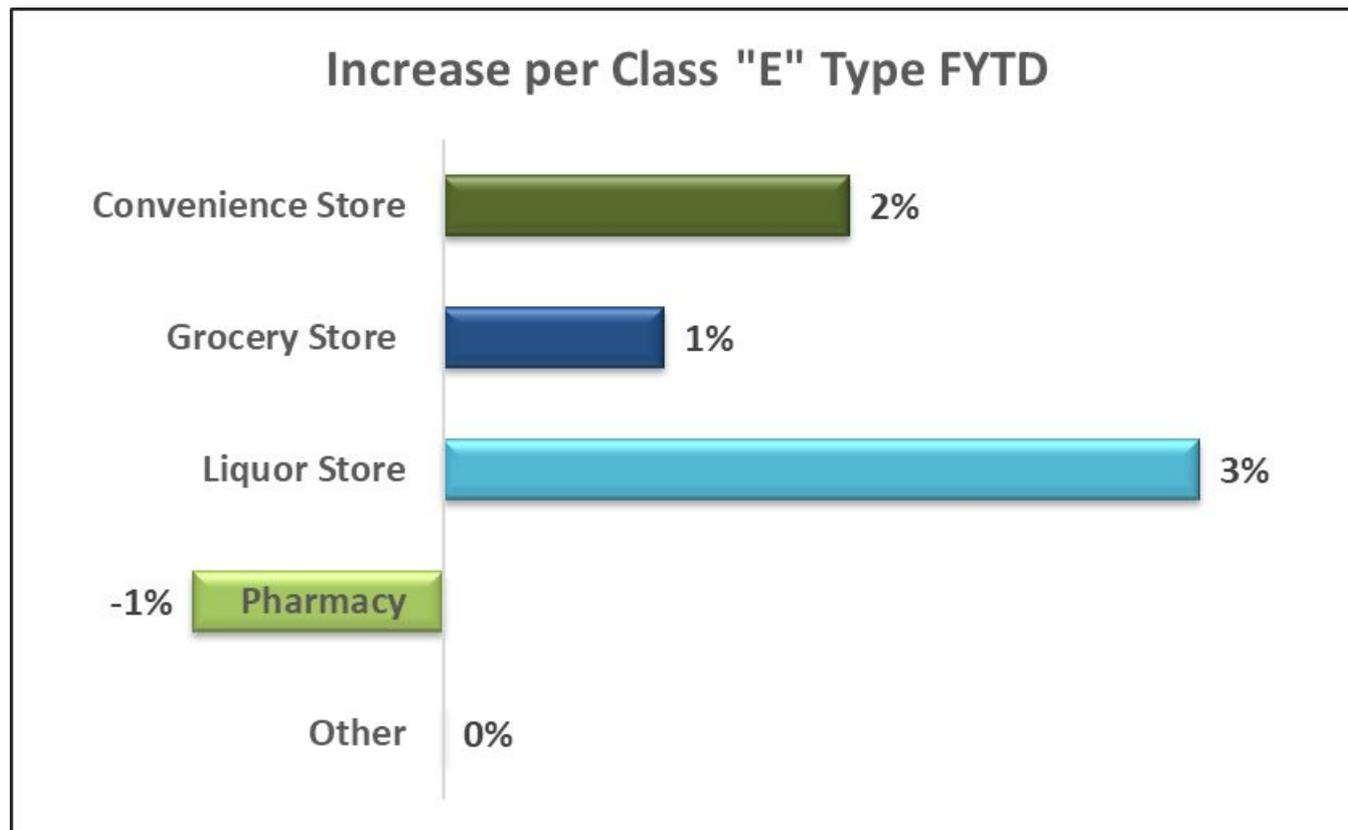
January 23, 2024

FY24 Finance Results through December

- **Liquor Sales, (-0.5%) decrease**
 - \$230.4 million total liquor sales revenue
 - \$1,033,449 million decrease compared to FY23
- **\$234.6 million total revenue collected (-0.3%) decrease**
 - Split Case fee; \$1.4 million, 21.4% increase
 - Bottle Deposit and Surcharge; \$2.8 million, 4.2% increase
- **Operational Metrics**
 - Decreases; Cases (-1.4%), Bottles (-2.1%), Picks (-5.8%)
 - Increases; Orders 7.5%, Deliveries 5.0%
 - 2,062 Total LE's increase of 23 since last report
- **Transfer Totals**
 - FY24 estimate, \$151.5 million
 - Behind by (-0.6%), \$74.9 million transferred (-4.3%) comp to FY23

Class "E" Retail Population, 2,062

- December Increases; 11 new licenses
- Convenience Store 8, Liquor Store 1, Grocery 1, Other 1

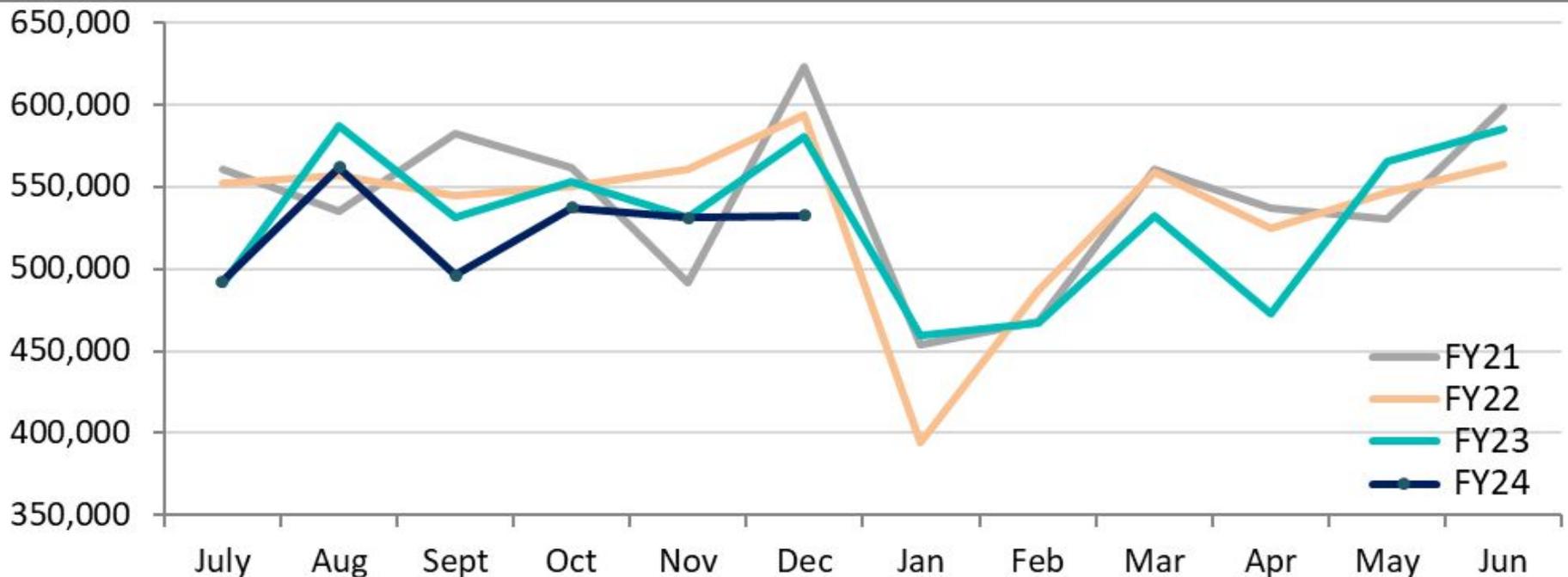


Gallons Analysis, through December

- **3,151,398 million gallons sold (-3.7%) decrease**
Average of 525,233 gallons/month, (20,351) less than FY23

- **Pricing and gallons**

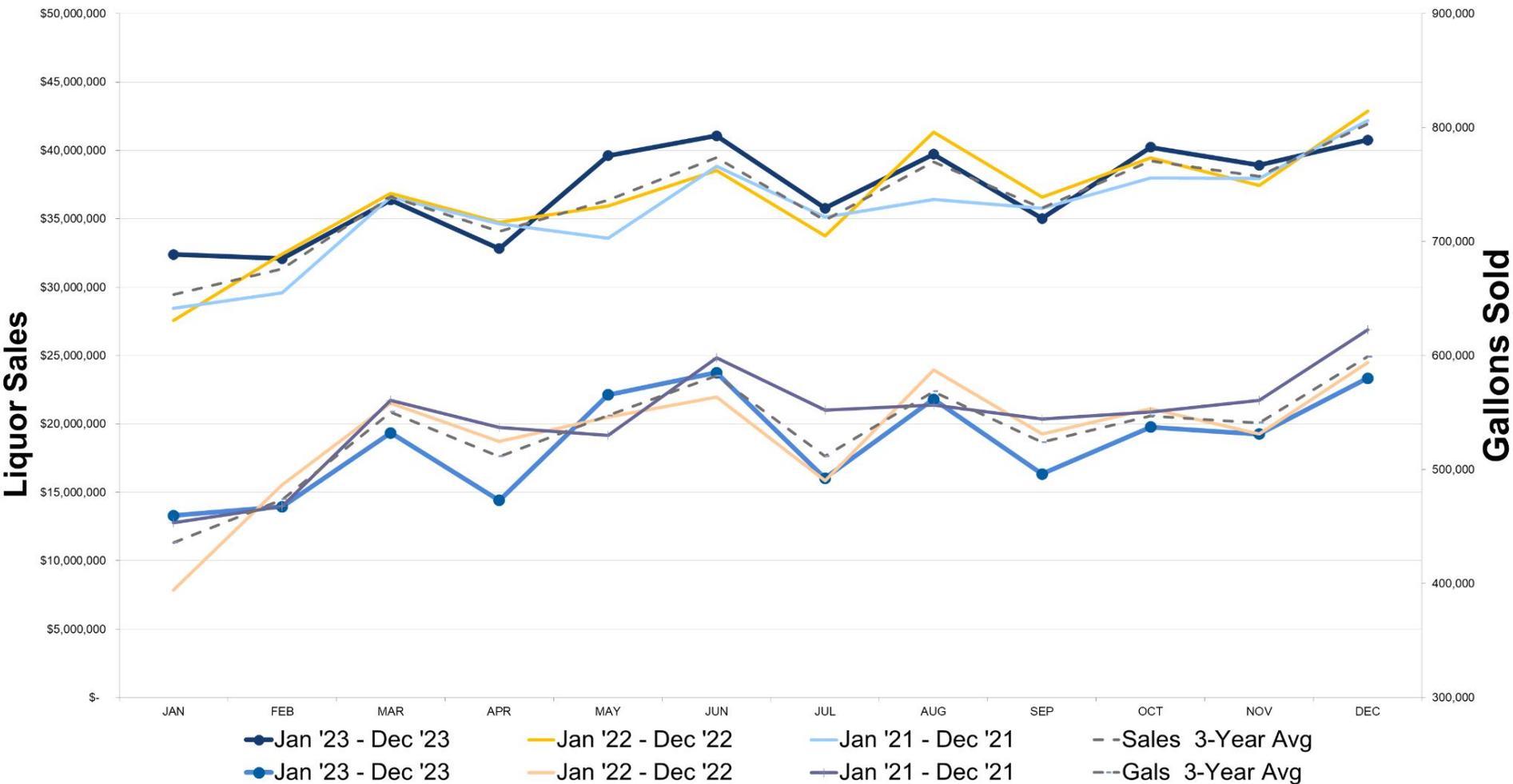
December Monthly Sales/Gallon- increase of 3.6% or \$2.65 more
Year to Date Sales/Gallon- increase of 4.5% or \$2.57 more



Gallons and Sales Analysis

Liquor Sales by Rolling Twelve (top)

Gallons Sold by Rolling Twelve (bottom)



FY24 Finance January Early Results

- **Through the first 3 weeks ending 1/19/24**
 - Liquor Sales, (-4.2%) decrease, \$923,339 less collected
 - Bottles sold, (-5.3%) decrease, 83,880 less sold
 - Gallons (-5.9%) decrease, 18,704 less sold
- **Fiscal Year to date totals**
 - Liquor Sales, (-1.0%) decrease, \$2.6 million less collected
 - Bottles sold, (-2.1%) decrease, \$373,021 less sold
 - Gallons (-3.4%) decrease, 140,778 less sold
- **Trending patterns**
 - Dry January
 - Non-Alcoholic Options and Social Media
 - Current Iowa trend in line with National reports

Operations

- **Bi-Annual Delist and Overmax**

Letters sent out 1/12/24- have until 1/31/24 to appeal

76 Suppliers, 365 items, 1,492 cases, 185 bottles

- Overshipped Specials, 43
- Special Order On Hand, 7
- Traded out, 1
- Previous delisted, 2
- Temporary Items, 160
- Permanent Items, 152

16 Native Manufacturers or Distillers, 47 items, 433 cases, 133 bottles

- Overshipped Specials, 3
- Special Order On Hand, 7
- Previous delisted, 1
- Temporary Items, 7
- Permanent Items, 29

Projects and Updates

- **Boiler Replacement**

- 2 of 3 boilers complete, operational
 - New exhaust system- roof

- **HVAC and Building Automation**

- Technical work has begun on the project
 - Bi-weekly progress meetings

- **Phone Removal Project**

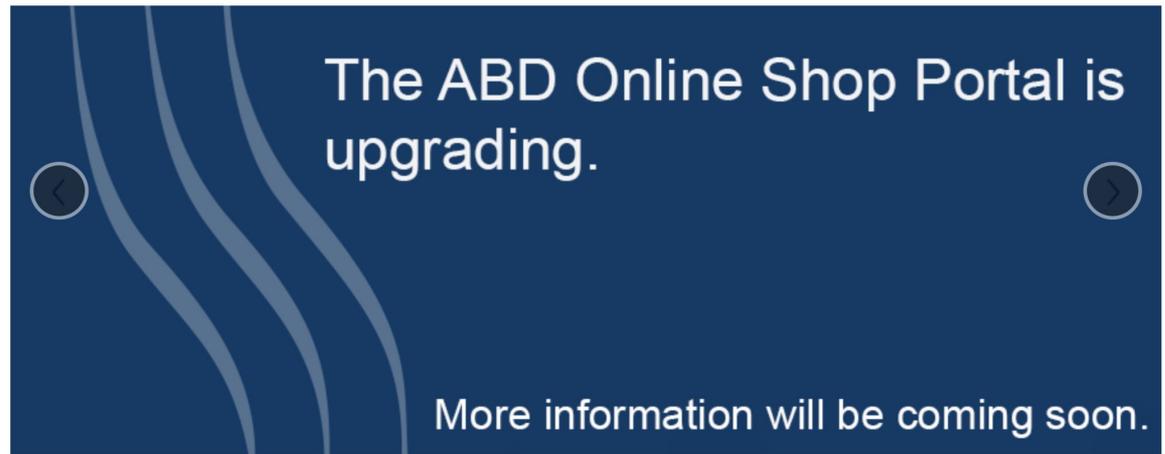
- Approved by IDR Steering Committee
 - Removing desk phones
 - Anticipated cost savings 20-30k

- **Warehouse updates**

- Procurement and installation of 1 additional wrapper
 - Will Call area clean up
 - Plastic Pallets for the Pallet Flow Rack
 - Racking updates for greater efficiency

Iowa ABD Shop & Vendor Portal Upgrades

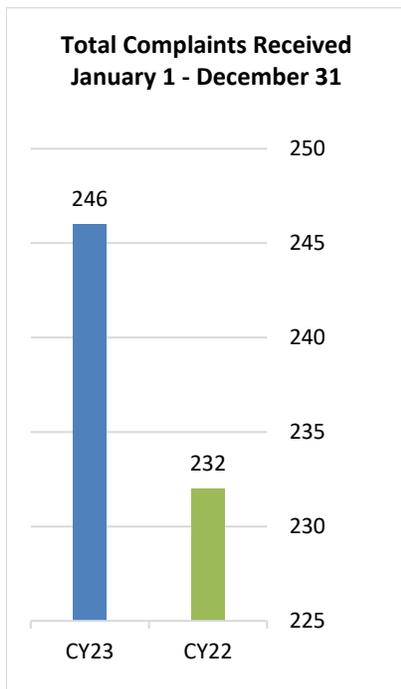
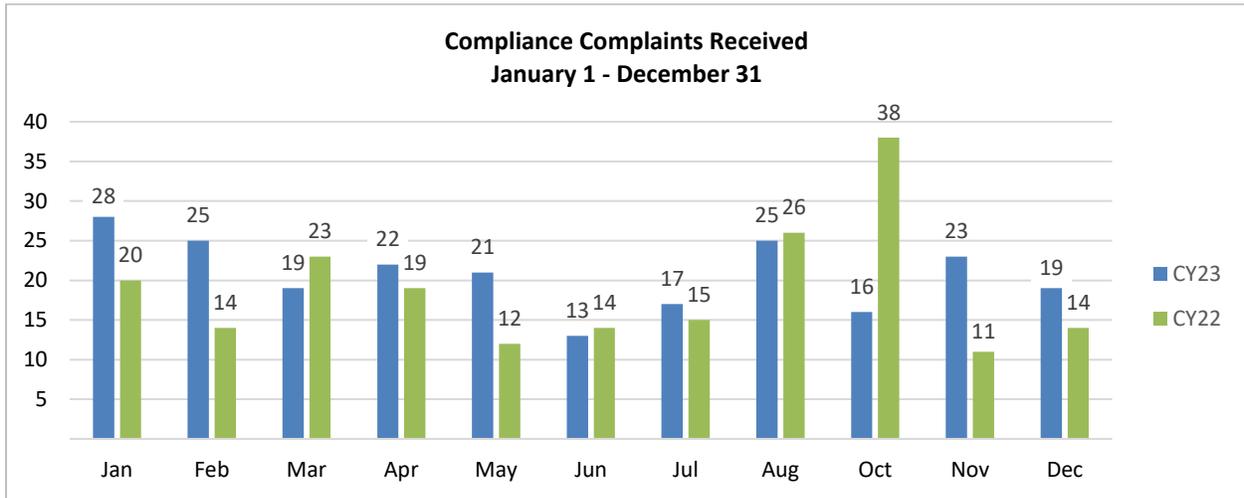
- **November 2023-** Initial email sent to vendors and customers on the shop portal upgrade with a Go-Live date in January 2024.
- **Go-Live Date-** Decision made to push the date to March 4, 2024. Email sent to vendors and customers on 1/17/2024.
- **Additional Testing-** Testing both systems and will use vendor and customer base to get external visibility and any additional updates into the final product.
- **Communication-** Sending out future emails with training videos and insights once we have the system fully tested.



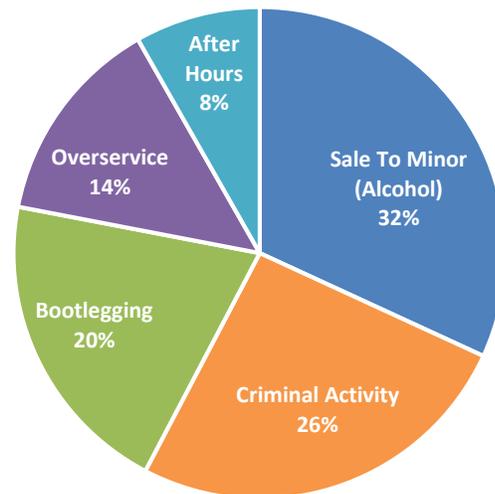
DATE: January 22, 2024
TO: Iowa Alcoholic Beverages Commission
FR: Regulatory Compliance Bureau
RE: ABD State of Regulatory Compliance - For the period January 1 through December 31

The January 2024 Regulatory Compliance Report reflects Calendar Year summarized data.

COMPLIANCE COMPLAINTS

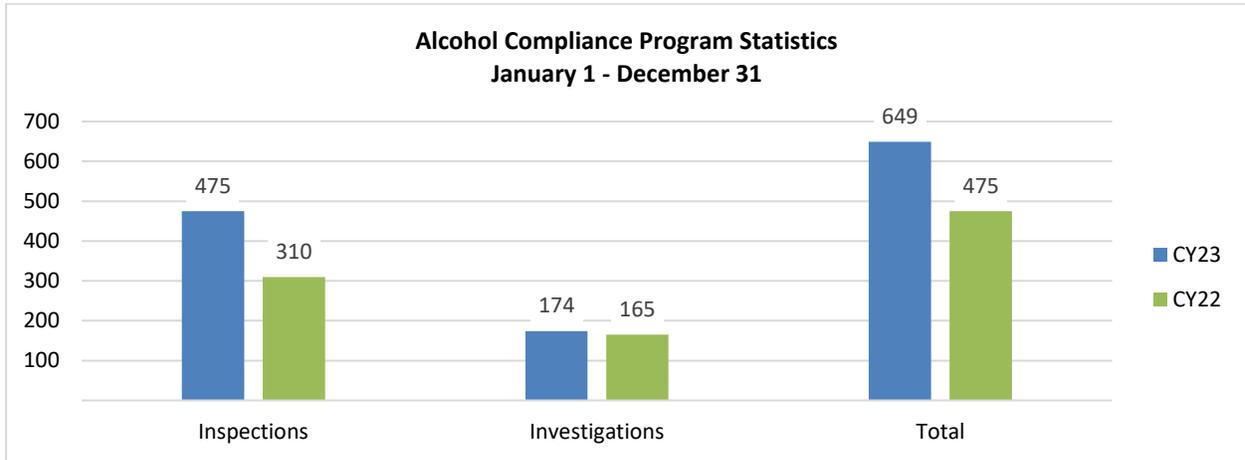


**Top 5 Complaint Categories Resulting in Investigations
January 1 - December 31, 2023**



ALCOHOL COMPLIANCE PROGRAM

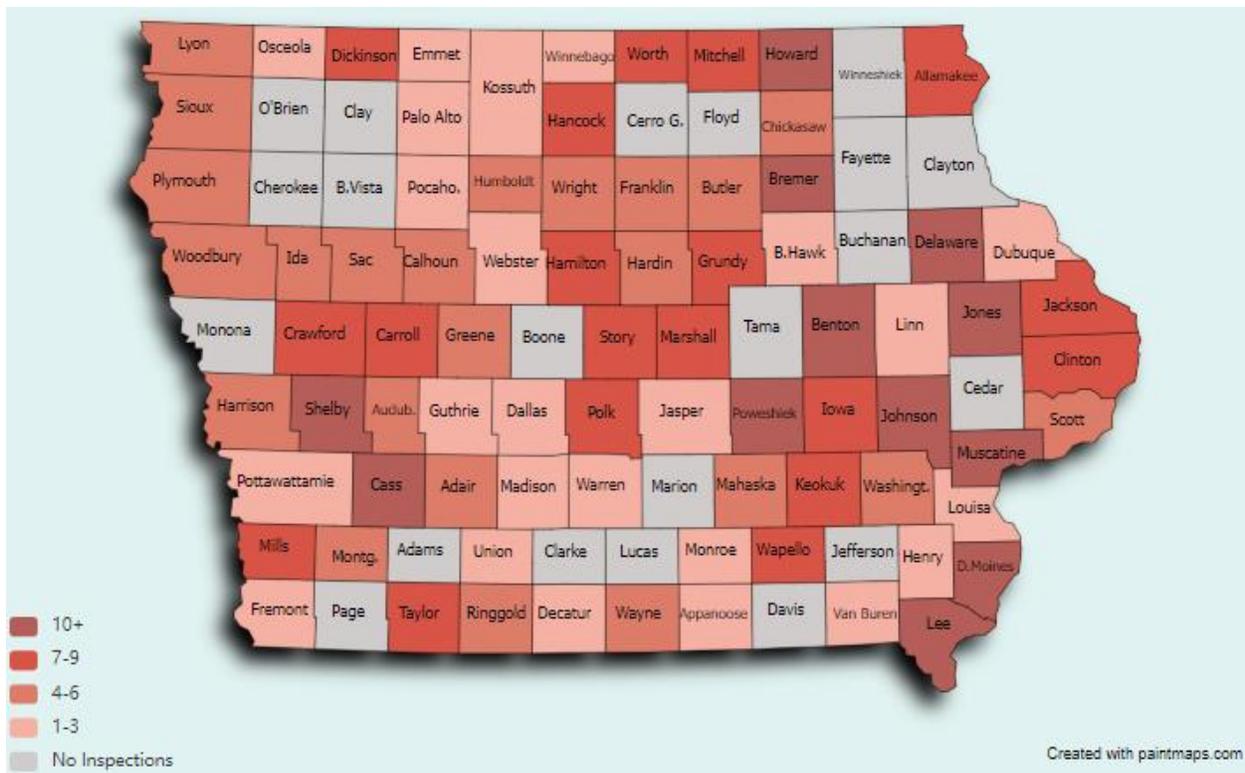
The Alcohol Compliance Program consists of inspections, investigations, and audits.

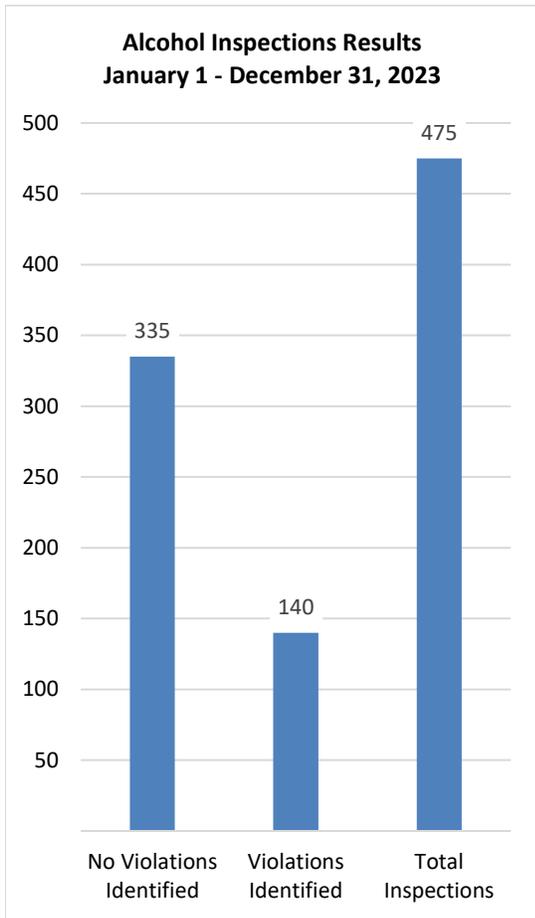


ALCOHOL INSPECTIONS

In calendar year 2023, compliance inspections were conducted in 78 of Iowa's 99 counties detailed in the map below.

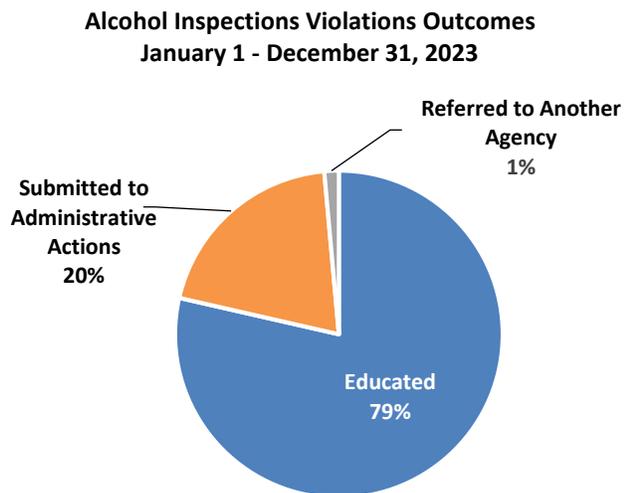
Iowa State Map of Inspections by County
January 1 – December 31, 2023





Top 5 Violations Identified by Inspection January 1 – December 31, 2023

• Criminal Activity
• Infusing
• Smokefree Air Act
• Illegal Gambling
• Failure to Display License



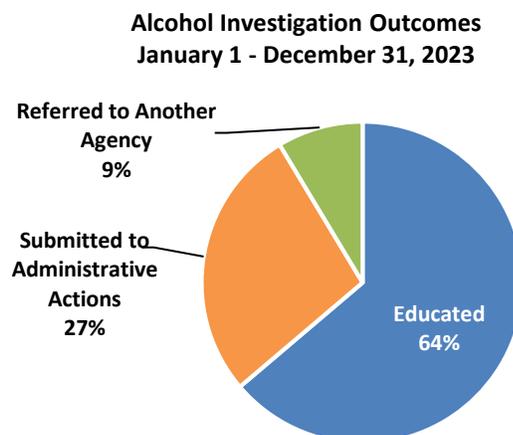
ALCOHOL INVESTIGATIONS

INVESTIGATIONS CONDUCTED

In calendar year 2023, 174 investigations were conducted. Investigation outcomes are detailed in the chart.

TAX COMPLIANCE PARTNERSHIP

Alcohol compliance investigations conducted by the Regulatory Compliance Bureau resulted in IDR sales tax liability assessments in calendar year 2023 totaling \$1,269,897. (Data provided by the IDR Compliance Division.)



ALCOHOL TAX AUDITS

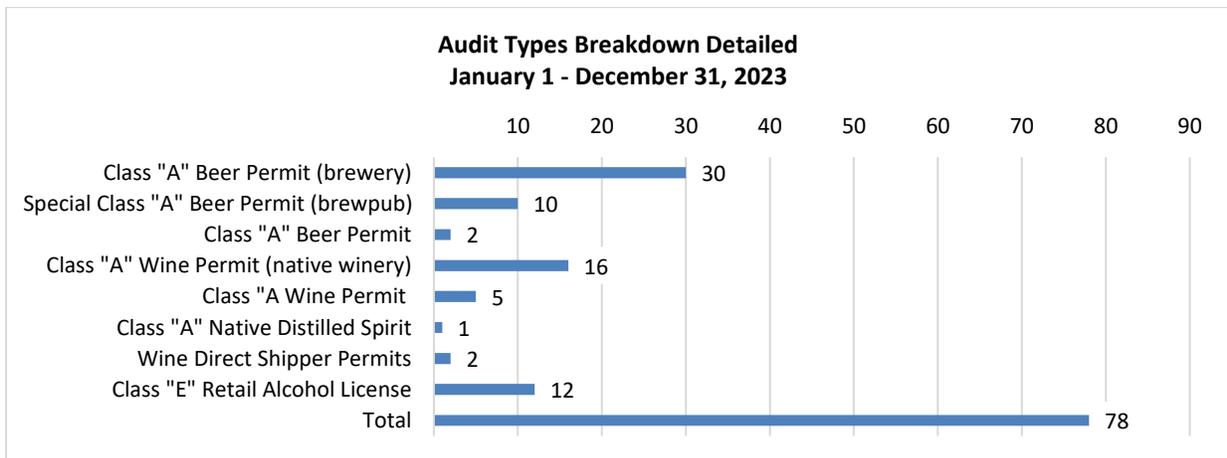
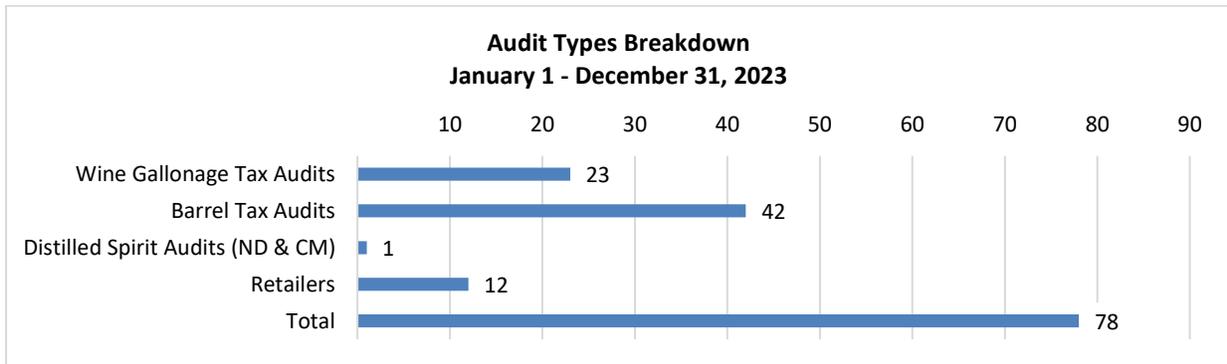
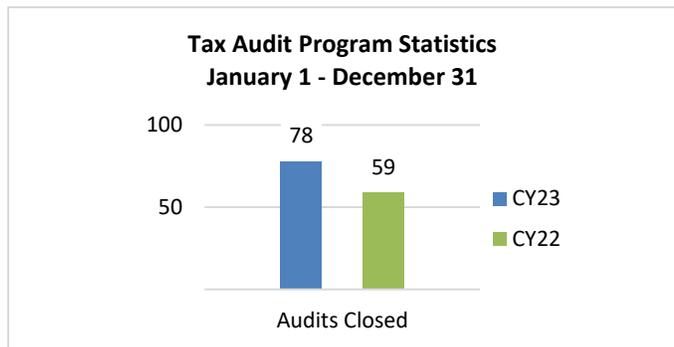
ALCOHOL TAX AUDIT PROGRAM

The Tax Audit Program is a three-level system:

- Level 1 – Three month’s records review
- Level 2 – One year’s records review
- Level 3 – More than 1 year’s records review

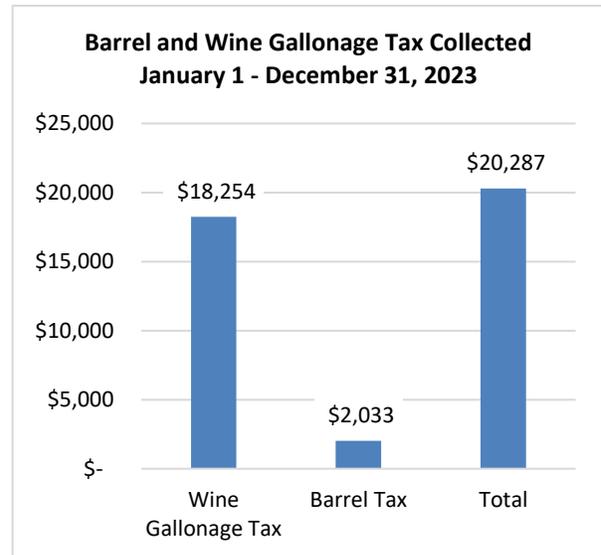
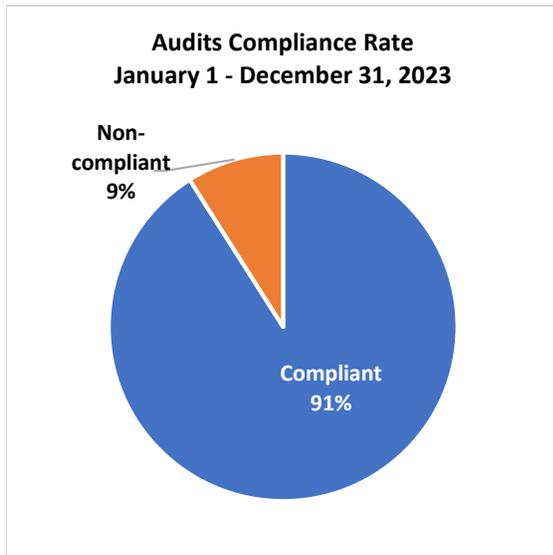
The purpose of the three-level system is to conduct audits more efficiently by focusing efforts on the more complex Level 2 and Level 3 audits.

The Level 1 audits allow the Division to reach more licensees and permittees in the state.



ALCOHOL TAX AUDITS COMPLIANCE

During calendar year 2023, 78 audits were closed resulting in a compliance rate of 91%. Of the 78 audits closed, seven audits were determined non-compliant. Non-compliant is defined as audits where additional barrel and wine gallonage tax liabilities are identified. In calendar year 2023, the audit unit identified \$20,287 in tax due. All audits conducted incorporated education in laws, rules, and the reporting of gallons.

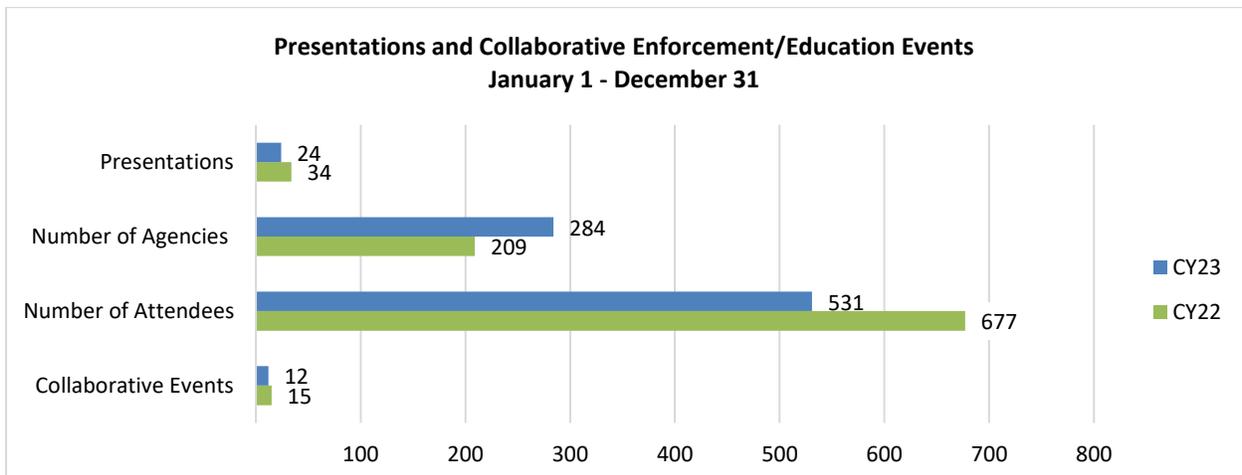


EDUCATION AND OUTREACH OF LAW ENFORCEMENT AND LOCAL OFFICIALS

Presentations and Collaborative Enforcement/Education

The Education and Outreach Program is designed to address the educational needs of non-licensee stakeholders to include law enforcement, prosecutors, city and county clerks, and other local authorities. This program is focused on providing educational content that is designed to strengthen collaboration with ABD.

Comprehensive, detailed presentations cover regulatory rules and laws, and best practices on a range of topics specific to local authorities. A comparison of program results for CY22 and CY23 is contained in the following chart.



EDUCATION AND OUTREACH OF RETAILERS

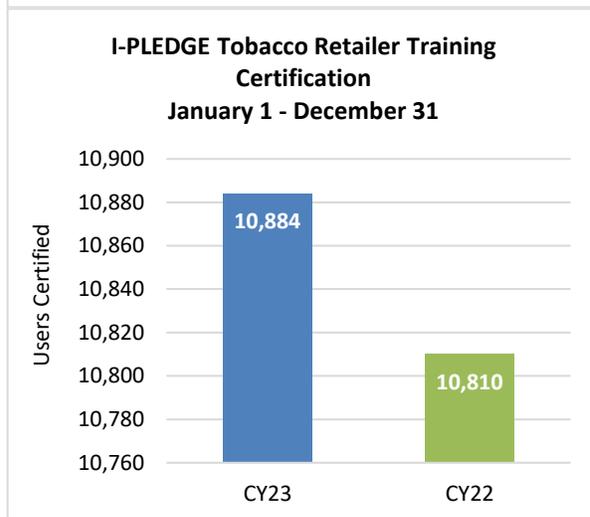
I-PACT Alcohol Retailer Training Certification

A comparison of I-PACT Alcohol Retailer Training Certification results for calendar year 2023 is contained in the chart. A decrease of 189 users were certified in calendar year 2023 as compared to calendar year 2022.



I-PLEDGE Tobacco Retailer Training Certification

A comparison of I-PLEDGE Tobacco Retailer Training Certification results for calendar year 2023 is contained in the chart. An increase of 74 users were certified in calendar year 2023 as compared to calendar year 2022.



IOWA ABD AGE-TO-PURCHASE APP

Iowa Mobile ID is available in the Apple Store and Google Play. The app allows residents to keep a digital version of their Iowa-issued driver's license or ID on their smartphone.

The app is free and optional for all Iowans to download. The Iowa Mobile ID is a companion to the physical card and does not replace it. Iowans should still carry their physical card.

Through the use of a QR code, Iowa's Mobile ID creates a contactless and more secure way to verify identity. In addition, it allows Iowans to be in greater control of their information as users approve requests for each transaction before any information is shared.

Iowa Mobile ID can be accepted as a valid form of ID at businesses throughout the state by using the Iowa ABD Age to Purchase App from the Alcoholic Beverages Division of the Iowa Department of Revenue.

Age-to-Purchase App Usage January 1 – December 31		
Validations	2023	2022
Physical ID	146,239	372,050
Mobile ID	*380	**0

*The feature of Iowa Mobile ID validation within the app launched to the public on October 31, 2023.

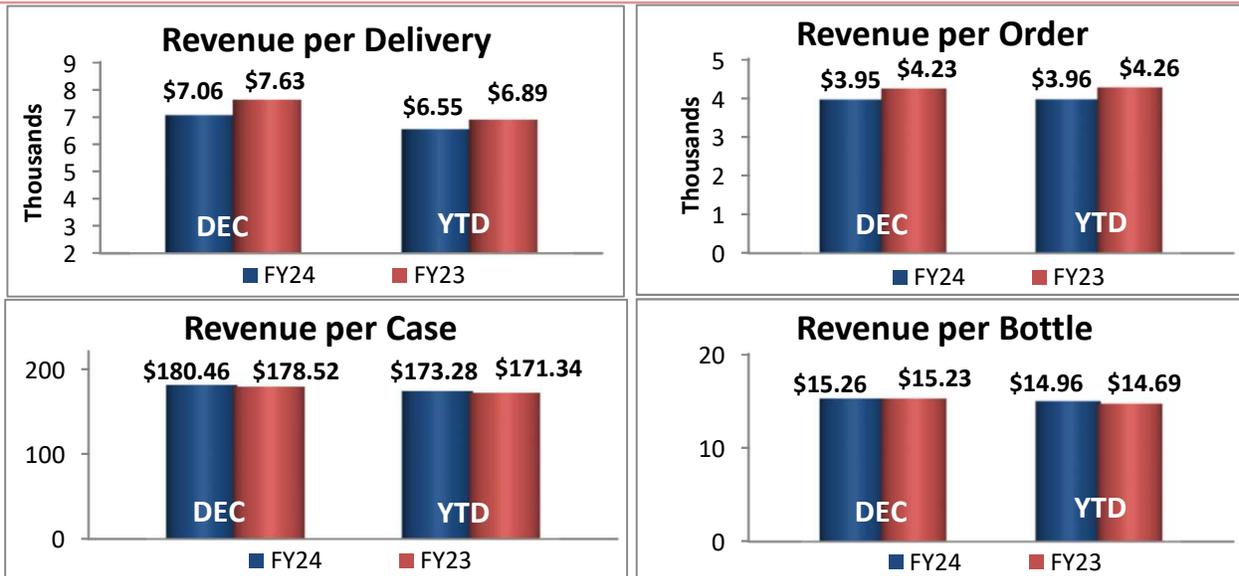
**No mobile validation available in calendar year 2022.

Iowa Alcoholic Beverages Division

December Sales Comparison Year Over Year ACCRUAL Basis

Category	FY 2024	FY 2023	% Change	Amt Change
Liquor Sales	\$40,752,921	\$42,863,859	-4.92%	(\$2,110,938)
Split Case Fee*	\$258,330	\$213,908	20.77%	\$44,422
Bottle Dep and Sur	\$457,782	\$460,797	-0.65%	(\$3,015)
Total Revenue	\$41,469,033	\$43,538,564	-4.75%	(\$2,069,531)
Deliveries	5,875	5,708	2.93%	167
Orders	10,501	10,283	2.12%	218
Cases	229,793	243,893	-5.78%	(14,100)
Bottles	2,718,340	2,858,001	-4.89%	(139,661)
Picks	489,179	530,564	-7.80%	(41,385)

*On July 1 FY24, the split case fee was raised from \$0.75 to \$1.00



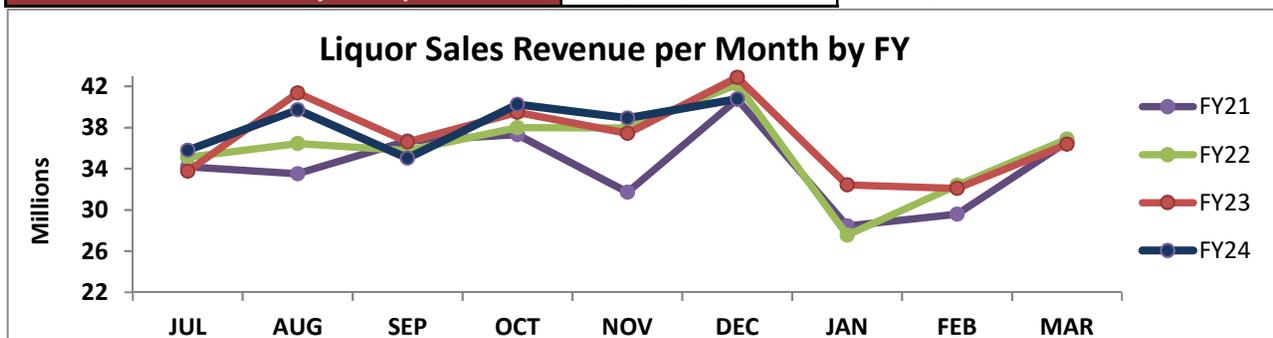
Fiscal Year Sales Comparison Year to Date ACCRUAL Basis

Category	FY 2024	FY 2023	% Change	Amt Change
Liquor Sales	\$230,427,650	\$231,461,099	-0.45%	(\$1,033,449)
Split Case Fee	\$1,405,209	\$1,157,351	21.42%	\$247,858
Bottle Dep and Sur	\$2,760,161	\$2,648,502	4.22%	\$111,659
Total Revenue	\$234,593,019	\$235,266,952	-0.29%	(\$673,933)
Deliveries	35,835	34,141	4.96%	1,694
Orders	59,307	55,194	7.45%	4,113
Cases	1,353,803	1,373,085	-1.40%	(19,282)
Bottles	15,677,486	16,017,808	-2.12%	(340,322)
Picks	2,747,967	2,916,332	-5.77%	(168,365)

Number of Sales Days Comparison

Year to Date -1

Dec -1



Iowa Alcoholic Beverages Division

December Sales Comparison Year Over Year - Cash Basis

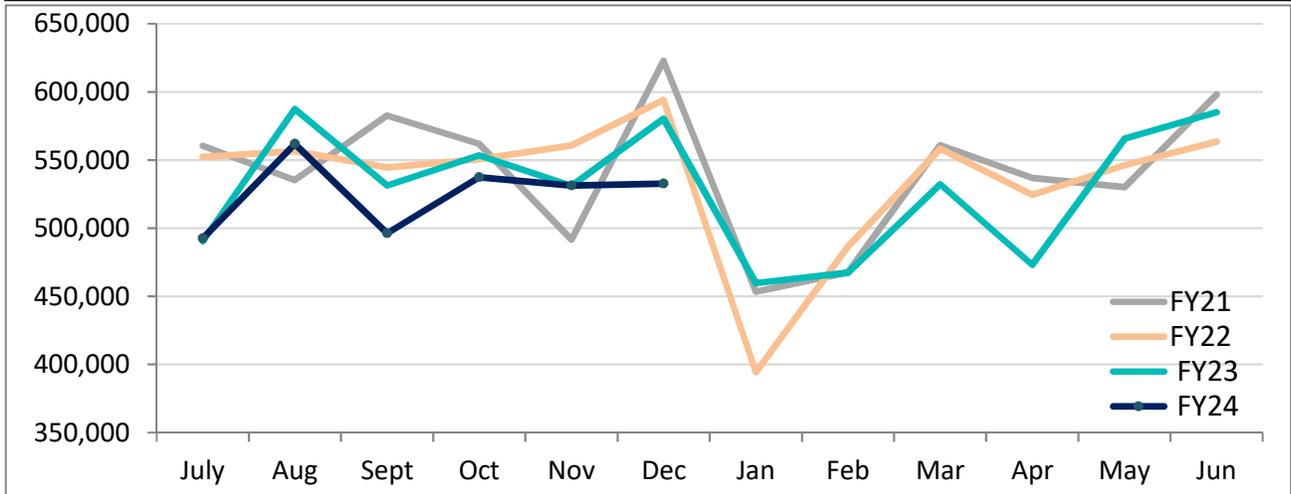
Category	FY 2024	FY 2023	% Change	Amt Change
Liquor Sales	\$35,644,444	\$40,811,357	-12.66%	(\$5,166,913)
Split Case Fee	\$217,512	\$196,861	10.49%	\$20,651
Bottle Dep and Sur	\$404,612	\$435,178	-7.02%	(\$30,566)
Total Revenue	\$36,266,568	\$41,443,396	-12.49%	(\$5,176,828)
Bailment Fee	\$255,760	\$270,674	-5.51%	-\$14,913

Fiscal Year Sales Comparison Year-to-Date - Cash Basis

Category	FY 2024	FY 2023	% Change	Amt Change
Liquor Sales	\$218,325,944	\$223,668,912	-2.39%	(\$5,342,968)
Split Case Fee	\$1,315,449	\$1,105,660	18.97%	\$209,789
Bottle Dep and Sur	\$2,613,168	\$2,551,161	2.43%	\$62,007
Total Revenue	\$222,254,560	\$227,325,734	-2.23%	(\$5,071,174)
Bailment Fee	\$1,494,710	\$1,511,732	-1.13%	-\$17,021
Number of Sales Days Comparison	Year to Date -1	Dec -1		

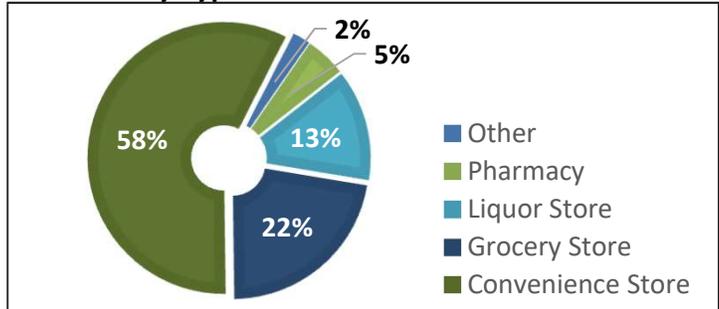
Gallons by Month per FY

Gallons	FY 2024	FY 2023	% Change	Amt Change
Month Total	532,570	580,173	-8.21%	(47,604)
YTD Total	3,151,398	3,273,502	-3.73%	(122,104)
YTD Average	525,233	545,584	-3.73%	(20,351)
Accrual Month Sales	40,756,513.94	42,863,858.65	-4.92%	-\$2,107,345
Accrual YTD Sales	189,674,722.10	188,597,239.90	0.57%	\$1,077,482
Month Sales/Gallon	\$76.53	\$73.88	3.58%	\$2.65
YTD Sales/Gallon	\$60.19	\$57.61	4.47%	\$2.57



Class E Licensees by Type

Licensee Type	Total LE's
Other	43
Pharmacy	99
Liquor Store	273
Grocery Store	457
Convenience Store	1,190
Total	2,062
Trend Mo/Mo	+11



**Iowa ABD Reversion Analysis
FY2024 / FY2023**

	<u>Liquor Sales</u>		<u>Split Case Revenues</u>			<u>Total Revenue</u>		<u>FY24 vs. FY23 % Change</u>
	<u>FY23</u>	<u>FY24</u>	<u>FY23</u>	<u>FY24</u>		<u>FY23</u>	<u>FY24</u>	
July	\$ 26,647,080.91	\$ 29,072,302.75	\$ 137,177.00	\$ 181,023.25		\$ 26,784,257.91	\$ 29,253,326.00	9.22%
August	\$ 41,876,055.55	\$ 37,732,282.06	\$ 211,402.00	\$ 225,163.00		\$ 42,087,457.55	\$ 37,957,445.06	-9.81%
September	\$ 36,403,968.82	\$ 35,127,123.91	\$ 176,857.50	\$ 210,007.25		\$ 36,580,826.32	\$ 35,337,131.16	-3.40%
October	\$ 41,357,112.79	\$ 43,545,939.32	\$ 191,845.50	\$ 257,226.00		\$ 41,548,958.29	\$ 43,803,165.32	5.43%
November	\$ 36,573,337.11	\$ 37,203,852.21	\$ 191,517.00	\$ 224,517.50		\$ 36,764,854.11	\$ 37,428,369.71	1.80%
December	\$ 40,811,357.06	\$ 35,644,443.75	\$ 196,861.25	\$ 217,512.00		\$ 41,008,218.31	\$ 35,861,955.75	-12.55%
January	\$ 35,871,242.53		\$ 203,561.25			\$ 36,074,803.78		
February	\$ 31,582,783.69		\$ 160,918.50			\$ 31,743,702.19		
March	\$ 34,034,067.98		\$ 169,239.75			\$ 34,203,307.73		
April	\$ 33,467,845.31		\$ 177,097.50			\$ 33,644,942.81		
May	\$ 41,449,645.18		\$ 213,656.25			\$ 41,663,301.43		
June	\$ 37,891,235.10		\$ 182,215.50			\$ 38,073,450.60		
July-Aug (H/O)	\$ 7,884,468.99		\$ 47,263.50			\$ 7,931,732.49		
Total	\$ 445,850,201.02	\$ 218,325,944.00	\$ 2,259,612.50	\$ 1,315,449.00		\$ 448,109,813.52	\$ 219,641,393.00	-2.28%

	<u>Substance Abuse Reversion</u>		<u>General Fund Reversion</u>		<u>IEDA Reversion</u>		<u>Total Reversion</u>		<u>FY24 vs. FY23 % Change</u>
	<u>FY23</u>	<u>FY24</u>	<u>FY23</u>	<u>FY24</u>	<u>FY23</u>	<u>FY24</u>	<u>FY23</u>	<u>FY24</u>	
July	\$ 1,874,898.05	\$ 2,047,732.82	\$ 11,500,000	\$ 9,000,000	\$ -	\$ -	\$ 13,374,898.05	\$ 11,047,732.82	-17.40%
August	\$ 2,946,122.03	\$ 2,657,021.15	\$ 9,500,000	\$ 6,000,000	\$ -	\$ -	\$ 12,446,122.03	\$ 8,657,021.15	-30.44%
September	\$ 2,560,657.84	\$ 2,473,599.18	\$ 10,000,000	\$ 14,000,000	\$ 500,000.00	\$ 500,000.00	\$ 13,060,657.84	\$ 16,473,599.18	26.13%
October	\$ 2,908,427.08	\$ 3,066,221.57	\$ 11,000,000	\$ 10,500,000	\$ -	\$ -	\$ 13,908,427.08	\$ 13,566,221.57	-2.46%
November	\$ 2,573,539.79	\$ 2,619,985.88	\$ 10,000,000	\$ 11,000,000	\$ -	\$ -	\$ 12,573,539.79	\$ 13,619,985.88	8.32%
December	\$ 2,870,575.28	\$ 2,510,336.90	\$ 9,500,000	\$ 9,000,000	\$ 500,000.00	\$ 500,000.00	\$ 12,870,575.28	\$ 11,510,336.90	-10.57%
January	\$ 2,525,236.26		\$ 9,500,000		\$ -		\$ 12,025,236.26		
February	\$ 2,222,059.15		\$ 8,500,000		\$ -		\$ 10,722,059.15		
March	\$ 2,394,231.54		\$ 9,750,000		\$ 500,000.00		\$ 12,644,231.54		
April	\$ 2,355,146.00		\$ 9,000,000		\$ -		\$ 11,355,146.00		
May	\$ 2,916,431.10		\$ 11,000,000		\$ -		\$ 13,916,431.10		
June	\$ 2,665,141.54		\$ 10,000,000		\$ 500,000.00		\$ 13,165,141.54		
July-Aug (H/O)	\$ 555,221.27		\$ -		\$ -		\$ 555,221.27		
Total	\$ 31,367,686.95	\$ 15,374,897.51	119,250,000	59,500,000	\$ 2,000,000.00	\$ 1,000,000.00	\$ 152,617,686.95	\$ 74,874,897.51	-4.29%

Obligation

151,500,000 151,500,000

Over/Under Reversion

1,117,687 (76,625,102)
100.74% 49.42%

On Track

50.00%

-0.58%

**Iowa ABD FY24
Profit and Loss Statement
July 1, 2023 through December 31, 2023**

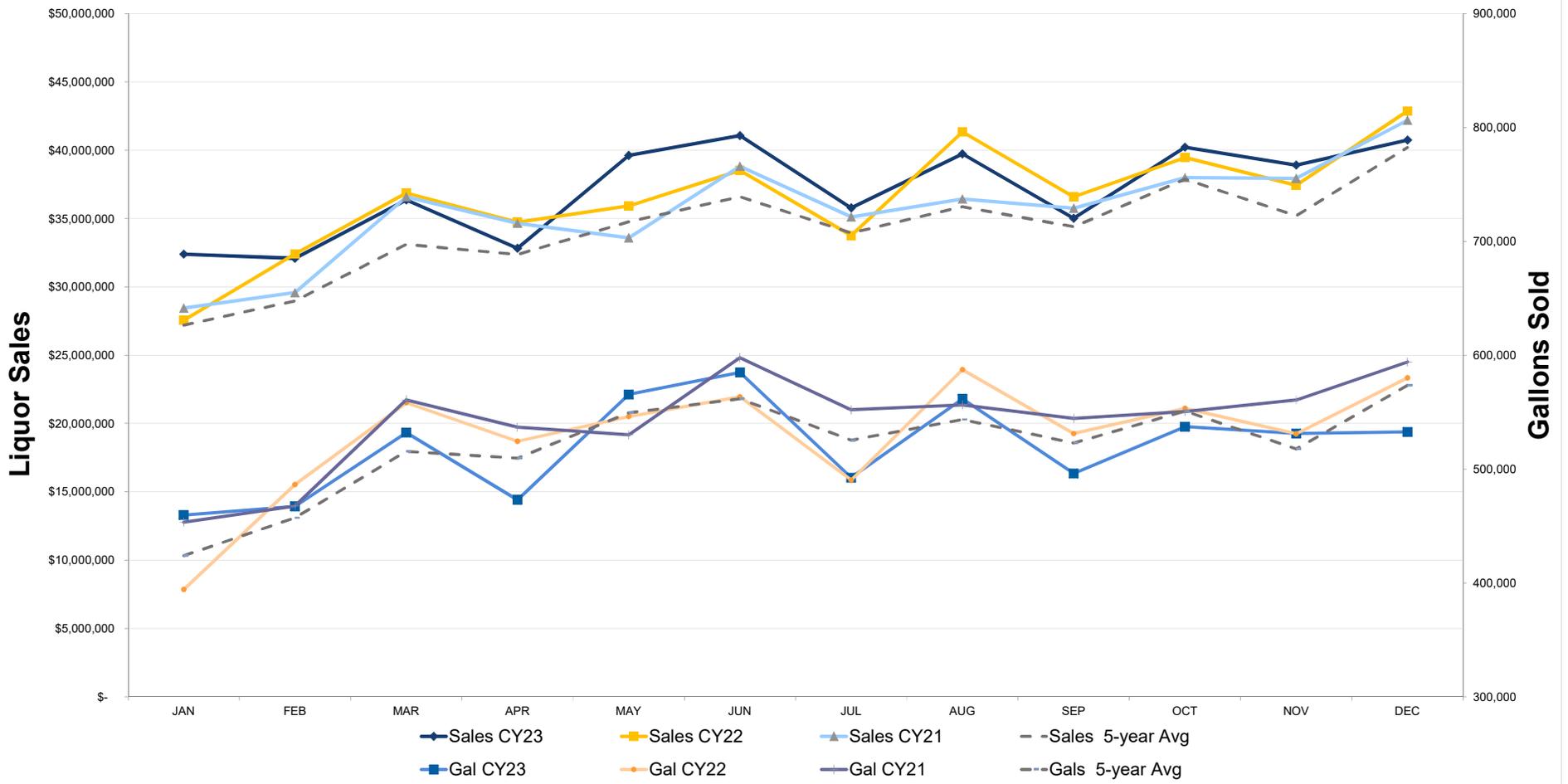
	December FY 2024	December FY 2023	Amount Chg.	% Chg.	YTD FY 2024	YTD FY 2023	Amount Chg.
Liquor Sales Revenue	35,644,444	40,811,357	5,166,913	-12.66%	218,325,944	223,668,912	(5,342,968)
Cost of Sales							
Bailment	27,123,726	27,468,344	(344,618)	-1.25%	141,130,047	141,028,040	102,007
Less: Bailment Fees	(259,850)	(262,257)	2,407	-0.92%	(1,376,266)	(1,384,061)	7,795
Less: Special Handling Fees	(2,386)	(1,554)	(832)	53.53%	(7,792)	(5,568)	(2,224)
Less: Defective Products	(1,835)	(6,463)	4,629	-71.61%	(34,373)	(16,212)	(18,161)
Total Cost of Sales	26,859,655	27,198,069	(338,414)	-1.24%	139,711,616	139,622,199	89,417
Gross Profit	8,784,789	13,613,288	(4,828,500)	-35.47%	78,614,328	84,046,713	(5,432,385)
Gross Profit %	24.65%	33.36%	-8.71%	-26.11%	36.01%	37.58%	-1.57%
Operating Expenses							
ABD Operations Expenses	23,556	171,678	(148,122)	-86.28%	379,952	351,793	28,159
ABD License CC Fees and Bank Charges	6,264	5,325	938	17.62%	37,637	33,764	3,873
Ruan Fleet Expenses	461,046	665,893	(204,847)	-30.76%	2,427,095	2,352,717	74,377
Ruan Warehouse Expenses	309,437	669,482	(360,045)	-53.78%	1,654,583	1,742,877	(88,294)
Other Expenses Related To Distribution	-	2,067	(2,067)	-100.00%	1,387,466	2,648,660	(1,261,194)
Total Operating Expenses	800,304	1,514,446	(714,142)	-47.16%	5,886,734	7,129,812	(1,243,078)
General and Administrative Expenses							
Warehouse Administration	35,393	20,271	15,122	74.60%	232,382	336,152	(103,769)
Product Administration	22,340	24,637	(2,297)	-9.32%	171,857	194,566	(22,710)
Outreach and Education	24,556	22,791	1,764	7.74%	186,501	168,175	18,326
Admin Actions	23,604	33,068	(9,465)	-28.62%	273,081	226,339	46,742
License Administration	32,903	31,673	1,230	3.88%	243,138	235,327	7,811
Accounting	61,984	67,825	(5,841)	-8.61%	429,853	523,124	(93,271)
Information Technology	276,731	2,506,290	(2,229,559)	-88.96%	2,081,825	4,401,744	(2,319,919)
Buildings and Grounds	17,581	36,927	(19,346)	-52.39%	190,875	231,772	(40,897)
General and Administrative Expense Total	495,093	2,743,484	(2,248,391)	-81.95%	3,809,512	6,317,199	(2,507,687)
Income from Operations	7,489,392	9,355,359	(1,865,967)	-19.95%	68,918,082	70,599,702	(1,681,620)
Other Revenues							
Split Case Fee	217,512	196,861	20,651	10.49%	1,315,449	1,105,660	209,789
Bottle Deposit/Surcharge	404,612	435,178	(30,566)	-7.02%	2,613,168	2,551,161	62,007
Recycling	5,615	6,769	(1,155)	-17.06%	23,143	18,933	4,210
Lease Reimbursement	-	-	-	-100.00%	508	817	(309)
Other Revenue & Reimbursements	17,056	19,830	(2,774)	-13.99%	60,797	85,994	(25,196)
Wine Tax and License Fees	1,712,719	1,873,438	(160,718)	-8.58%	9,628,837	11,921,816	(2,292,978)
Total Other Revenues	2,357,514	2,532,076	(174,562)	-6.89%	13,641,902	15,684,381	(2,042,478)
Other Expenses							
Bottle Deposit Fee	63,950	90,383	(26,433)	-29.25%	321,908	338,623	(16,715)
Recycle Surcharge Fee	220,719	253,434	(32,715)	-12.91%	1,111,022	947,656	163,366
License & Liquor Refunds and Misc	9,763	28,729	(18,966)	-66.02%	54,483	146,308	(91,825)
Substance Abuse Transfer	2,619,986	2,573,540	46,446	1.80%	12,864,561	12,863,645	916
Iowa Economic Development	-	-	-	-100.00%	500,000	500,000	-
Sunday Sales Transfer	-	-	-	-100.00%	1,000,000	1,000,000	-
City and County Payments	268,626	319,704	(51,078)	-15.98%	1,421,712	1,605,879	(184,166)
Total Other Expense	3,183,044	3,265,790	(82,746)	-2.53%	17,273,686	17,402,111	(128,425)
Net Profit	6,663,862	8,621,645	(1,957,783)	-22.71%	65,286,299	68,881,972	(3,595,674)
Return on Sales	18.70%	21.13%	-2.43%	-11.50%	29.90%	30.80%	67.30%

Iowa ABD
Net Income Statement
FY 2024

	December FY 2024	December FY 2023	Amount Chg.	% Chg.	YTD FY 2024	YTD FY 2023	Amount Chg.	% Chg.
Revenues								
Operating Revenues								
Liquor Sales	35,644,444	40,811,357	(5,166,913)	-12.66%	218,325,944	223,668,912	(5,342,968)	-2.39%
Split Case Revenue	217,512	196,861	20,651	10.49%	1,315,449	1,105,660	209,789	18.97%
Bottle Deposit/Surcharge	404,612	435,178	(30,566)	-7.02%	2,613,168	2,551,161	62,007	2.43%
Fuel Reimbursement	-	-	-	-100.00%	-	-	-	-100.00%
Total Operating Revenues	36,266,568	41,443,396	(5,176,828)	-12.49%	222,254,561	227,325,734	(5,071,173)	-2.23%
Non-Operating Revenues								
Lease Revenue	-	-	-	-100.00%	508	817	(309)	-37.84%
License Fees	1,048,136	1,158,443	(110,307)	-9.52%	6,534,996	8,621,443	(2,086,446)	-24.20%
Wine Tax	664,583	714,994	(50,411)	-7.05%	3,093,841	3,300,373	(206,532)	-6.26%
Fines/Penalties & NSF fees	160	60	100	166.67%	660	180	480	266.67%
Recycling	5,633	6,787	(1,154)	-17.00%	23,236	19,160	4,076	21.27%
Misc. Funding Sources	19,718	26,494	(6,776)	-25.58%	63,028	145,142	(82,113)	-56.57%
Tobacco Revenue	17,516	23,660	(6,145)	-25.97%	207,970	368,066	(160,097)	-43.50%
Intra-Department Transfers	-	-	-	-100.00%	-	24	(24)	-100.00%
Total Non-Operating Revenues	1,755,746	1,930,439	(174,693)	-9.05%	9,924,239	12,455,204	(2,530,965)	-20.32%
Total Revenues	38,022,314	43,373,835	(5,351,521)	-12.34%	232,178,800	239,780,938	(7,602,138)	-3.17%
Expenses								
Operating Expenses								
Purchase of Spirits	26,865,707	27,200,123	(334,416)	-1.23%	139,729,711	139,622,339	107,373	0.08%
Operations Expenses	23,556	171,678	(148,122)	-86.28%	379,952	351,793	28,159	8.00%
ABD License CC Fees and Bank Charges	6,264	5,325	938	17.62%	37,637	33,764	3,873	11.47%
Ruan Fleet Expenses	461,046	665,893	(204,847)	-30.76%	2,308,199	2,352,717	(44,518)	-1.89%
Ruan Warehouse Expenses	309,437	669,482	(360,045)	-53.78%	1,773,479	1,742,877	30,601	1.76%
Other Expenses Related To Distribution	-	2,067	(2,067)	-100.00%	1,387,466	2,648,660	(1,261,194)	-47.62%
Warehouse Administration	31,060	20,044	11,015	54.96%	211,346	193,318	18,029	9.33%
Product Administration	22,340	24,637	(2,297)	-9.32%	171,857	194,566	(22,710)	-11.67%
Licensing Administration	32,903	30,997	1,906	6.15%	243,138	231,038	12,100	5.24%
Outreach and Education	24,556	26,942	(2,387)	-8.86%	186,501	178,034	8,468	4.76%
Administrative Actions	23,604	45,670	(22,067)	-48.32%	299,872	256,244	43,628	17.03%
Accounting	61,984	67,825	(5,841)	-8.61%	429,853	523,074	(93,221)	-17.82%
Information Technology	276,731	2,506,290	(2,229,559)	-88.96%	2,081,825	4,401,744	(2,319,919)	-52.70%
Buildings and Grounds	17,685	38,862	(21,177)	-54.49%	199,068	242,856	(43,789)	-18.03%
Safety and Security	5,062	453	4,608	1016.46%	24,048	159,229	(135,181)	-84.90%
Bottle Deposit Fee	63,950	90,383	(26,433)	-29.25%	321,908	338,623	(16,715)	-4.94%
Recycle Surcharge Fee	220,719	253,434	(32,715)	-12.91%	1,111,022	947,656	163,366	17.24%
Liquor and License Refunds	9,763	28,729	(18,966)	-66.02%	54,483	146,308	(91,825)	-62.76%
Tobacco	65,420	54,528	10,892	19.97%	291,482	356,663	(65,181)	-18.28%
Economic Development Transfer	-	-	-	-100.00%	500,000	500,000	-	0.00%
Substance Abuse Transfer	2,619,986	2,573,540	46,446	1.80%	12,864,561	12,863,645	916	0.01%
Liquor Profits Transfer	11,000,000	10,000,000	1,000,000	10.00%	50,500,000	52,000,000	(1,500,000)	-2.88%
Total Operating Expenses	42,141,774	44,476,905	(2,335,131)	-5.25%	215,107,408	220,285,148	(5,177,740)	-2.35%
Non-Operating Expenses								
Sunday Sales Transfer	-	-	-	-	1,000,000	1,000,000	-	0.00%
Payments to City and Counties	268,626	319,704	(51,078)	-15.98%	1,421,712	1,605,879	(184,166)	-11.47%
Non-Operating Expenditures	100,841	141,102	(40,261)	-28.53%	793,700	973,859	(180,160)	-18.50%
Intra-Department Transfers	-	-	-	-100.00%	-	-	-	-100.00%
Non-Operating Expenses Total	369,467	460,805	(91,339)	-19.82%	3,215,412	3,579,738	(364,326)	-10.18%
Total Expenses	42,511,240	44,937,710	(2,426,470)	-5.40%	218,322,820	223,864,886	(5,542,066)	-2.48%
Net Income	(4,488,927)	(1,563,875)	(2,925,052)	187.04%	13,855,980	15,916,052	(2,060,072)	-12.94%

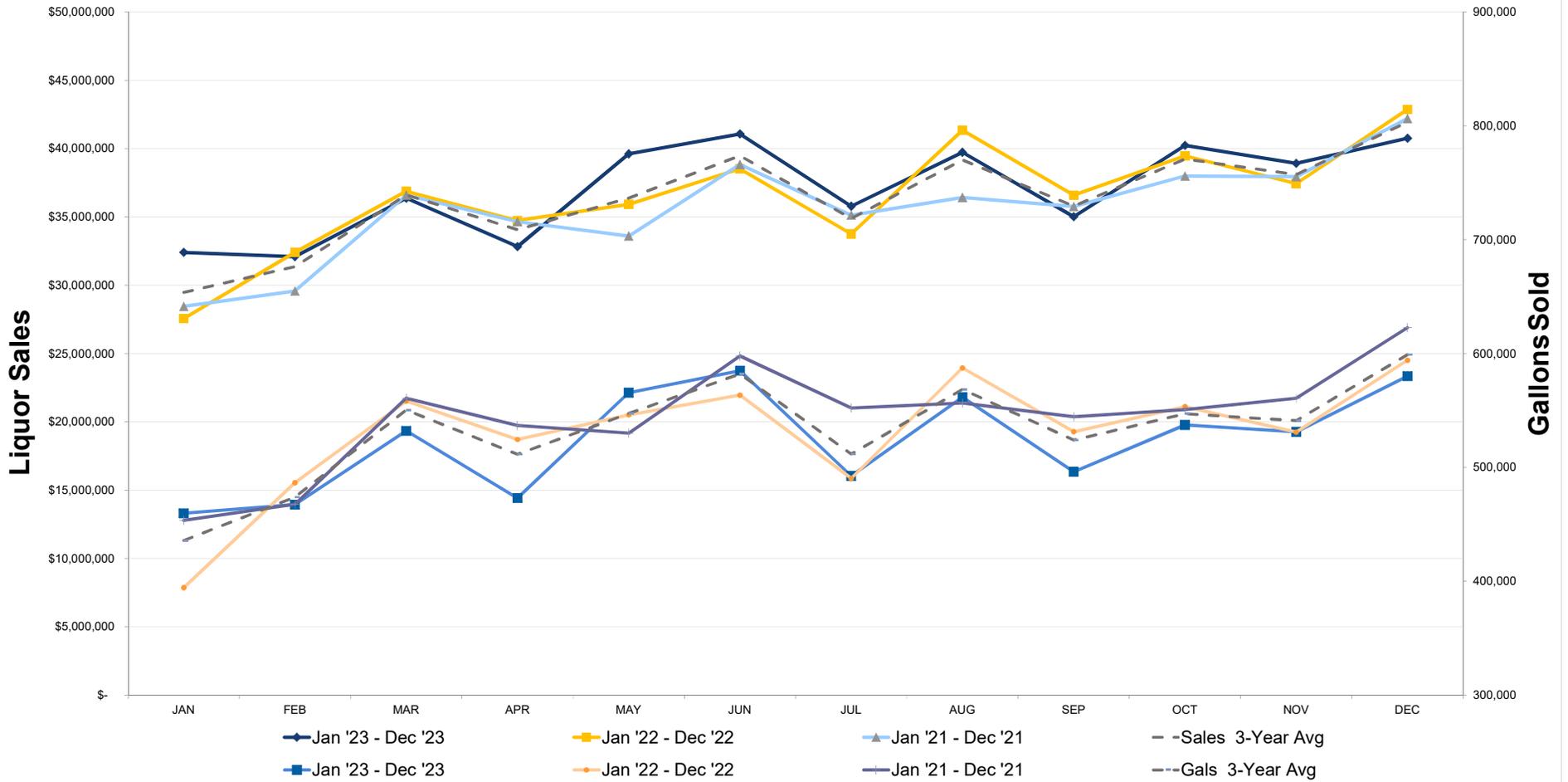
Liquor Sales by Calendar Yr (top)

Gallons Sold by Calendar Yr (bottom)



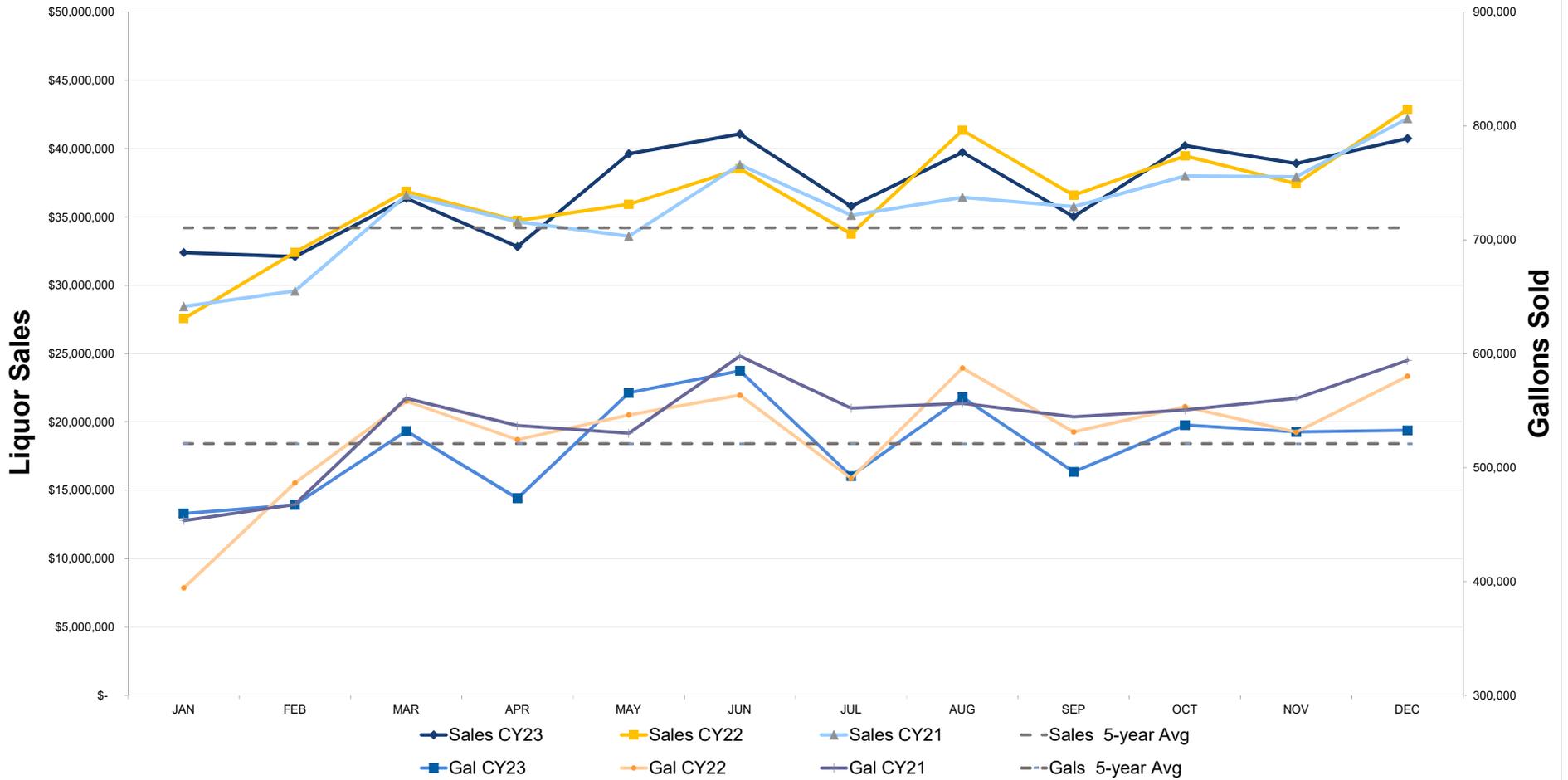
Liquor Sales by Rolling Twelve (top)

Gallons Sold by Rolling Twelve (bottom)



Liquor Sales by Calendar Yr (top)

Gallons Sold by Calendar Yr (bottom)



Liquor Sales by Rolling Twelve (top)

Gallons Sold by Rolling Twelve (bottom)

