

Liquor Store Manager Report:

Financial:

The following has been transferred to the general fund:

2014-\$0.00 2015-\$0.00 2016 \$0.00 2017- \$5,000 2018 - \$10,000 2019 - \$48,400
2020 - \$30,000 2021- \$30,000

	2014	2015	2016	2017	2018	2019	2020	2021
Sales and Cost of Goods Sold								
Sales	485,749	521,592	509,898	528,623	590,936	598,425	736,331	731,290
Cost of Goods	(389,980)	(393,167)	(393,365)	(394,104)	(443,491)	(447,799)	(532,594)	(507,852)
Gross Profit	95,769	128,425	116,533	134,519	147,445	150,626	203,737	223,438
Operating Expenses								
Personnel Services	77,858	68,694	62,837	48,791	51,215	53,807	54,343	68,350
Professional Services	1,800	1,800	1,800	1,800	1,800	5,044	4,175	6,106
Advertising	3,796	1,699	6,008	3,143	4,843	6,274	7,323	4,809
Insurance	2,938	3,631	3,927	3,670	4,180	4,167	6,330	7,764
Repairs and Maintenance	4,934	3,003	3,304	10,141	2,386	6,620	6,271	1,827
Supplies	2,838	2,134	1,921	1,288	2,753	2,777	16,083	6,035
Utilities	9,716	9,277	10,031	14,334	11,324	8,281	8,827	9,811
Miscellaneous	2,258	2,562	2,100	2,174	4,334	5,173	2,987	12,039
Depreciation	17,653	21,639	19,131	19,131	15,145	15,145	15,145	15,145
Total Operating Expenses	123,791	114,439	111,059	104,472	97,980	107,288	121,484	131,886
Operating Income (Loss)	(28,022)	13,986	5,474	30,047	49,465	43,338	82,253	91,552
								not audited

Employees:

Currently at 4 part-time employees and 2 full-time employees.

Liquor Store Manager Kyle Theisen started on November 1, 2021.

Building:

The new beer cooler was ordered on December 16th. It was delivered on March 18th. All craft beer / micro brews have been moved into this cooler. We expect to see an increase in sales for these beers.

We are currently reorganizing the walk-in beer cooler to a better layout and accurate pricing on all products.

The entire store has been repainted except for behind 2 shelves which will be removed in the future.

The wine racks have all been moved to a different layout and new signs were provided free of charge. This should make it much easier for customers to find what they need.

Pricing has increased on almost every product bought since Feb. 1st. One of the beer reps who has been in the industry for over 16 years said this is the largest price increase he has ever seen. I receive product in weekly with a different price (still now in April). I've been having to increase our prices and relabel the shelves to accurately reflect the new price.