

## 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    2022 - \$25,000

	2014	2015	2016	2017	2018	2019	2020	2021
<b>Sales and Cost of Goods Sold</b>								
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
<b>Operating Expenses</b>								
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
<b>Total Operating Expenses</b>	123,791	114,439	111,059	104,472	97,980	107,288	121,484	131,886
<b>Operating Income (Loss)</b>	(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.

### Building:

Launched the new website [www.vergasliquor.com](http://www.vergasliquor.com). Fully up and running. Android and Apple apps are in the works; they should be done within a month.

Walk-in cooler now cools entirely off outside air. AC compressor only cools it on days above 30 degrees.

Currently researching new POS systems. I am looking at options to get a 2<sup>nd</sup> register / till for busy summer months. Most promising prospect so far is out of Thief River Falls with 24/7 support. Current POS is based in Vermont with little to no support.

Trends show our busy summer months have larger increases in sales compared to previous years. Will be focusing on growing sales even more during those months.

- Monthly sales versus 2021
  - June + \$4,000
  - July + \$4,000
  - Aug +\$21,000
  - Sept + \$17,000
  - Oct + \$12,000
  - Nov + \$7,800
  - Dec + \$9,700
- Yearly sales increases versus previous years:
  - \$54,936 above 2021
  - \$45,379 above 2020
  - \$185,787 above 2019