

2023



Where all the
profits, profit
vergas

The Vergas Liquor Store

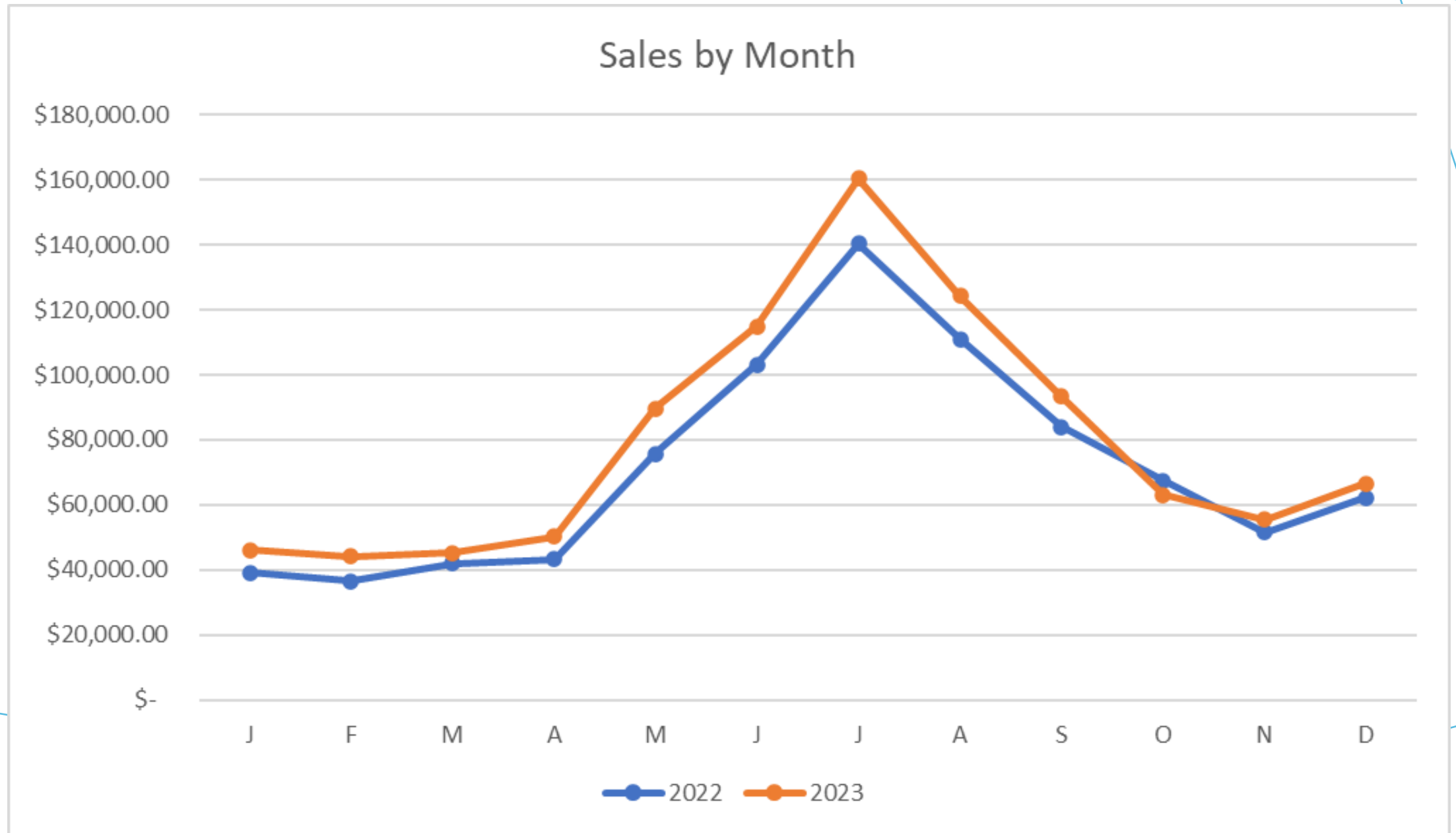
NEW POS SYSTEM INSTALLED MAY 8

- Most of the data presented here is from May 8 – Dec 31
- I no longer have access to data from previous POS
 - Excluding financials

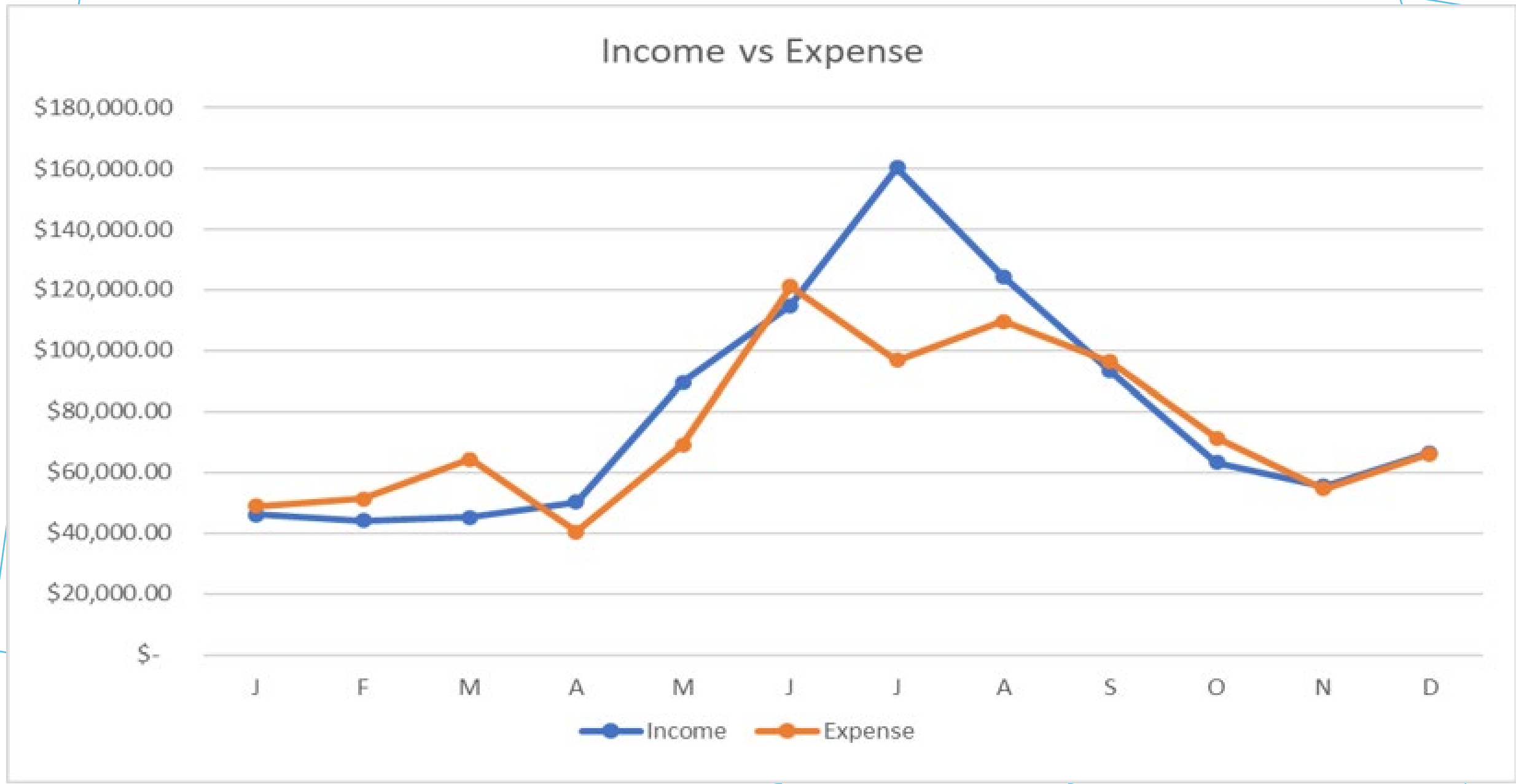
Financials

- Yearly sales - \$953,526 (Jan 1 – Dec 31)
 - Cash received (Since May 8) - \$212,752.84
 - Credit Card transactions (Since May 8) - \$531,616.06
 - Checks received (Since May 8) - \$9,034.23
- Profit ONLY after product was paid for (excluding wages, utilities, etc) (Since May 8) \$184,488.34 (26.97%)
- General Fund Transfer - \$15,000
- Discounts given to the community (Since Jan 1) - \$13,281.20
 - This equals 1.94% of yearly sales (Since May 8)
 - Seniors – \$1,589.97 (Since May 8)
 - Employee /Council/Committees- \$721.27 (Since May 8)
 - Veteran/1st Responder/Fire - \$7,101.23 (Since May 8)
 - The remainder is from sales, specials, BOGO, etc

SALES COMPARISON 2022 VS 2023



INCOME VS EXPENSES

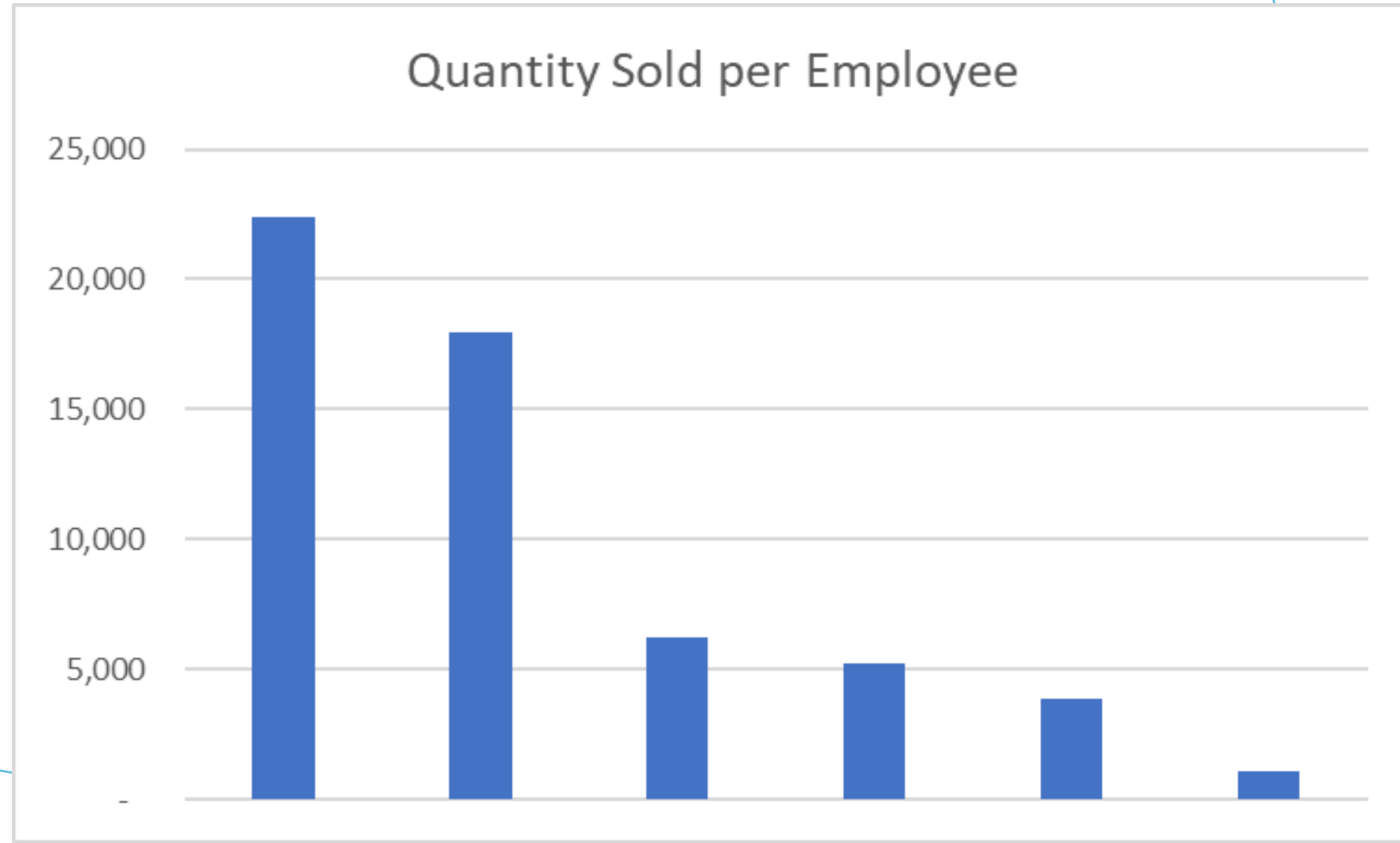


EMPLOYEES

- Names excluded to not make a competition of this data
- All data and graphs are from May 8

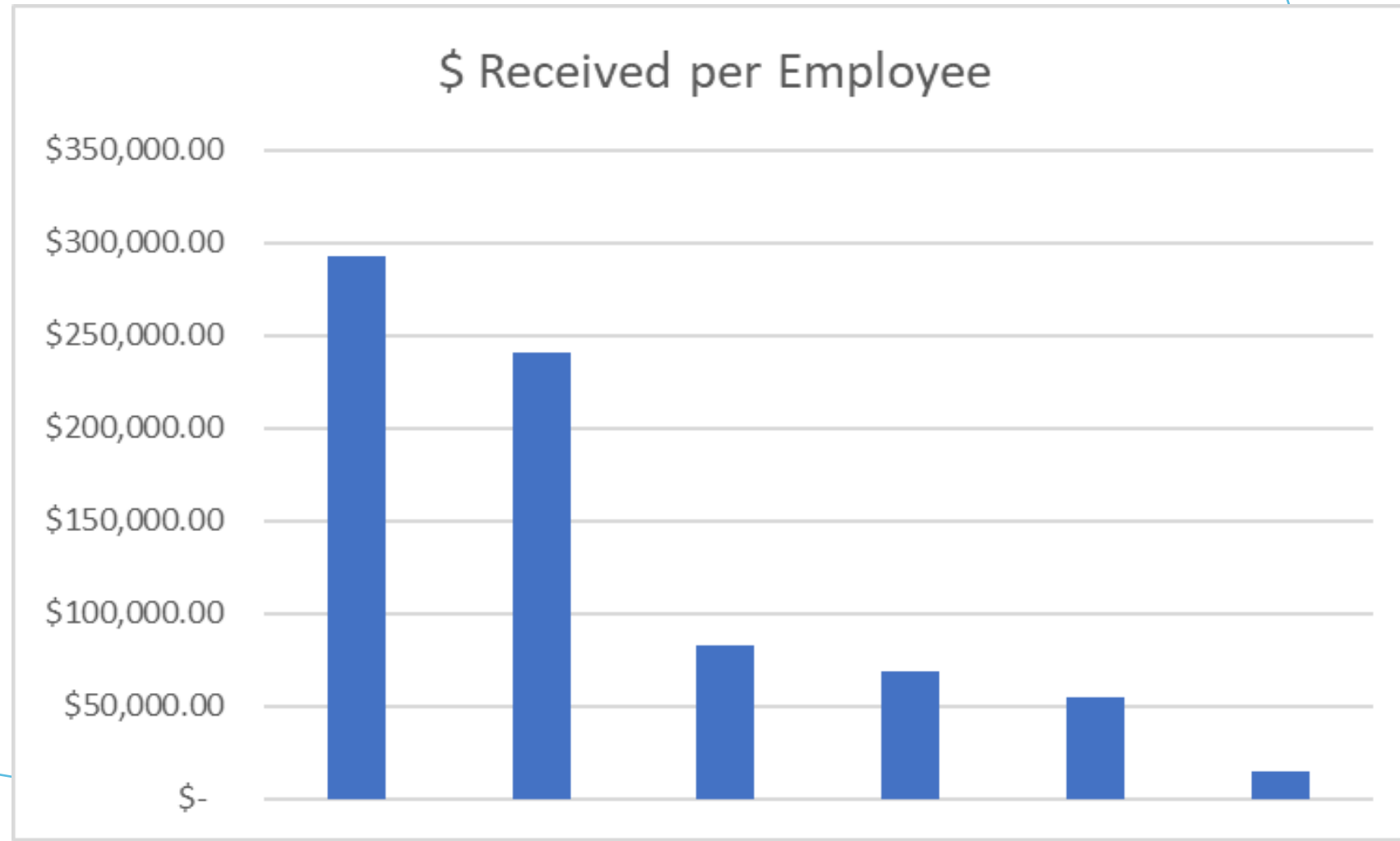
QUANTITY SOLD PER EMPLOYEE

- Employee A – 22,391
- Employee B – 17,969
- Employee C – 6,248
- Employee D – 5,232
- Employee E – 3,900
- Employee F – 1,101



DOLLARS RECEIVED PER EMPLOYEE

- Employee A – \$292,560
- Employee B – \$240,690
- Employee C – \$82,230
- Employee D – \$69,101
- Employee E – \$54,466
- Employee F – \$14,954



Products

- Average transaction - \$28.04
- Number of transactions (Since May 8) - 24,400
- Number of products sold (Since May 8) - 56,841
- Number of products in the store, EOD Dec 31 – 25,718
- Value of products in the store, EOD Dec 31- \$268,500
- Top 5 products sold (Since May 8)
 - Kinky Green 50ml – 3,588
 - Fireball 50ml – 1,968
 - Coors Light 24 pack – 1,235
 - 20lb bag of ice – 933
 - Busch Light 30 pack - 917

PRODUCT SALES BY CATEGORY

- Beer
 - Quantity sold – 22,372
 - \$357,522
 - 52.24% of sales
- Liquor
 - Quantity sold – 22,567
 - \$225,486
 - 32.95%
- Wine
 - Quantity sold – 5,430
 - \$69,906
 - 10.2%