2023

| Q1 | Cost | Retail Value | |
|------------|--------------|--------------|--|
| Liquor | \$148,303.00 | \$217,312.00 | |
| Beer | \$31,611.00 | \$42,604.00 | |
| Wine | \$35,487.00 | \$56,190.00 | |
| Everything | \$222,100.00 | \$324,199.00 | |

| Q2 | Cost | Retail Value |
|------------|--------------|--------------|
| Liquor | \$131,475.00 | \$195,240.00 |
| Beer | \$46,820.00 | \$63,103.00 |
| Wine | \$35,257.00 | \$51,372.00 |
| Everything | \$219,813.00 | \$318,728.00 |

| Q3 | Cost | Retail Value | |
|------------|--------------|--------------|--|
| Liquor | \$111,647.00 | \$164,735.00 | |
| Beer | \$32,840.00 | \$43,309.00 | |
| Wine | \$33,058.00 | \$50,905.00 | |
| Everything | \$181,440.00 | \$265,023.00 | |

| Q4 | Cost | Retail Value | |
|------------|--------------|--------------|--|
| Liquor | \$116,155.70 | \$171,114.70 | |
| Beer | \$31,292.72 | \$40,799.37 | |
| Wine | \$32,728.89 | \$51,344.38 | |
| Everything | \$183,787.18 | \$268,539.92 | |

2024

| Q1 | Cost | Retail Value |
|------------|--------------|--------------|
| Liquor | \$133,844.00 | \$195,213.00 |
| Beer | \$30,327.00 | \$39,864.00 |
| Wine | \$34,285.00 | \$54,420.00 |
| Everything | \$206.108.00 | \$302.857.00 |

| Q2 | Cost | Retail Value | |
|------------|--------------|--------------|--|
| Liquor | \$135,626.00 | \$197,143.00 | |
| Beer | \$48,089.00 | \$64,413.00 | |
| Wine | \$35,494.00 | \$55,893.00 | |
| Everything | \$227,608.00 | \$330,529.00 | |

Product Cost

| _ | | Q1 | Q2 | Q3 | Q4 |
|---|------|-----------|-----------|-----------|-----------|
| | 2018 | \$154,391 | \$168,148 | \$181,370 | \$171,230 |
| | 2019 | \$175,352 | \$203,013 | \$207,617 | \$212,844 |
| | 2020 | \$236,937 | \$249,378 | \$239,382 | \$235,576 |
| | 2021 | \$245,710 | \$253,106 | \$230,930 | \$221,536 |
| | 2022 | \$219,817 | \$220,182 | \$214,990 | \$203,765 |
| | 2023 | \$222,100 | \$219,813 | \$181,440 | \$183,787 |
| | 2024 | \$206,108 | \$227,608 | • | |

Product Retail

| | Q1 | Q2 | Q3 | Q4 |
|------|-----------|-----------|-----------|-----------|
| 2018 | \$227,657 | \$252,276 | \$267,408 | \$253,600 |
| 2019 | \$255,930 | \$294,667 | \$300,920 | \$314,531 |
| 2020 | \$548,755 | \$362,236 | \$351,689 | \$351,376 |
| 2021 | \$367,773 | \$373,261 | \$336,659 | \$327,818 |
| 2022 | \$322,928 | \$321,025 | \$310,109 | \$302,596 |
| 2023 | \$324,199 | \$318,728 | \$265,023 | \$268,540 |
| 2024 | \$302,857 | \$330,529 | | |