

## Liquor Store Manager Report

### Financials:

The following has been transferred to the general fund:

2020	2021	2022	2023	2024
\$30,000	\$30,000	\$25,000	\$15,000	\$0

### Employees:

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

- Kyle – Nov 2021
- Tammy – Aug 2015
- Jezmae – June 2020
- Paul – Oct 2020

### Misc:

- **Connie quit effective Oct 26. Her reason was low wages.**
- **YTD sales percentages:**
  - **Beer: 52.8%**
  - **Liquor: 30.5%**
  - **Wine: 8.8%**
  - **THC: 3.6%**
- **Nationwide alcohol trends are high on my radar, and what to do to prevent in the future if trends continue doing what they're doing.**
  - **Nationwide \$\$\$ trends:**
    - **Spirits: down 3%**
    - **Beer: down 3-4%**
    - **Wine: down 4%**
  - **Our trends:**
    - **Spirits: \$\$\$ up 3%. # of transactions up 12%**
    - **Beer: \$\$\$ down 1%. # of transactions down 4%**
    - **Wine: \$\$\$ down 2%. # of transactions down 3.8%**
- **July and August had some of our busiest weekends yet.**
  - **Brainstorming, along with Muni Building Committee, how to be more efficient during our busiest times.**
    - **Example – July 4<sup>th</sup> week we averaged over \$13,000/day but required 3-4 employees to be present.**
- **Wine Walk was the busiest yet. Approximately double the participants came through the Liquor Store.**
- **Recommend that the Liquor Store transfers \$25,000 into the general fund.**