

City of Delano
Liquor Store Income Statement

	Year to Date							
	2009 Actual	% of Sales	2008 Actual	% of Sales	2009 Budget	% of Sales	'09 vs '08	Actual vs. Budget
Liquor Store								
Sales								
Liquor	\$ 446,815	28.4	\$ 413,910	28.6	\$ 460,000	28.4	\$ 32,905	\$ (13,185)
Beer	787,267	50.0	723,804	50.1	804,000	49.6	63,463	(16,733)
Wine	290,492	18.4	261,596	18.1	308,000	19.0	28,896	(17,508)
Other	50,056	3.2	46,534	3.2	47,850	3.0	3,522	2,206
Gross Sales	1,574,630	100.0	1,445,844	100.0	1,619,850	100.0	128,786	(45,220)
Cost of Goods Sold								
Liquor	325,456	20.7	303,626	21.0	347,250	21.4	21,830	(21,794)
Beer	613,598	39.0	567,132	39.2	636,000	39.3	46,466	(22,402)
Wine	193,100	12.3	174,209	12.0	208,250	12.9	18,891	(15,150)
Other	35,647	2.3	32,825	2.3	36,540	2.3	2,822	(893)
Cost of Goods Sold	1,167,801	74.2	1,077,792	74.5	1,228,040	75.8	90,009	(60,239)
Gross Profit	406,829	25.8	368,052	25.5	391,810	24.2	38,777	15,019
Operation Expenses								
Personal Services	127,768	8.1	133,690	9.2	143,900	8.9	(5,922)	(16,132)
Supplies	28,381	1.8	27,362	1.9	26,685	1.6	1,019	1,696
Other Services and Charges	140,682	8.9	129,042	8.9	134,880	8.3	11,640	5,802
Depreciation	6,000	0.4	5,625	0.4	6,000	0.4	375	-
Total Operating Expenses	302,831	19.2	295,719	20.5	311,465	19.2	7,112	(8,634)
Operating Income	103,998	6.6	72,333	5.0	80,345	5.0	31,665	23,653
Nonoperating Revenues/(Expenses)								
Intergovernmental Aid	328	0.0	328	0.0	325	0.0	-	3
Interest Earned	6,882	0.4	15,514	1.1	15,120	0.9	(8,632)	(8,238)
Miscellaneous	32	0.0	-	-	-	-	32	32
Total Nonoperating Revenues/(Expenses)	7,242	0.5	15,842	1.1	15,445	1.0	(8,600)	(8,203)
Net Income before Transfers	111,240	7.1	88,175	6.1	95,790	5.9	23,065	15,450
Transfers Out	61,800	3.9	60,000	4.1	61,800	3.8	1,800	-
Net Income	49,440	3.1	28,175	1.9	33,990	2.1	21,265	15,450

City of Delano
Liquor Store Income Statement

Quarter Ended September 30, 2009

	2009	% of	2008	% of	2009	% of		Actual vs.
	Actual	Sales	Actual	Sales	Budget	Sales	'09 vs '08	Budget
Liquor Store								
Sales								
Liquor	\$ 156,516	27.3	\$ 145,771	28.2	\$ 160,000	28.7	\$ 10,745	\$ (3,484)
Beer	297,875	52.0	273,433	52.8	275,000	49.3	24,442	22,875
Wine	98,390	17.2	79,479	15.4	107,000	19.2	18,911	(8,610)
Other	19,554	3.4	18,909	3.7	16,300	2.9	645	3,254
Gross Sales	572,335	100.0	517,592	100.0	558,300	100.0	54,743	14,035
Cost of Goods Sold								
Liquor	114,020	19.9	114,073	22.0	116,000	20.8	(53)	(1,980)
Beer	231,462	40.4	226,427	43.7	212,500	38.1	5,035	18,962
Wine	65,463	11.4	57,746	11.2	69,750	12.5	7,717	(4,287)
Other	12,493	2.2	13,984	2.7	12,360	2.2	(1,491)	133
Cost of Goods Sold	423,438	74.0	412,230	79.6	410,610	73.5	11,208	12,828
Gross Profit	148,897	26.0	105,362	20.4	147,690	26.5	43,535	1,207
Operation Expenses								
Personal Services	45,838	8.0	43,778	8.5	45,500	8.1	2,060	338
Supplies	6,666	1.2	7,821	1.5	8,895	1.6	(1,155)	(2,229)
Other Services and Charges	47,266	8.3	44,293	8.6	42,645	7.6	2,973	4,621
Depreciation	2,000	0.3	1,875	0.4	2,000	0.4	125	-
Total Operating Expenses	101,770	17.8	97,767	18.9	99,040	17.7	4,003	2,730
Operating Income	47,127	8.2	7,595	1.5	48,650	8.7	39,532	(1,523)
Nonoperating Revenues/(Expenses)								
Intergovernmental Aid	328	0.1	328	0.1	325	0.1	-	3
Interest Earned	941	0.2	5,161	1.0	5,040	0.9	(4,220)	(4,099)
Miscellaneous	-	-	-	-	-	-	-	-
Total Nonoperating Revenues/(Expenses)	1,269	0.2	5,489	1.1	5,365	1.0	(4,220)	(4,096)
Net Income before Transfers	48,396	8.5	13,084	2.5	54,015	9.7	35,312	(5,619)
Transfers Out	20,600	3.6	20,000	3.9	20,600	3.7	600	-
Net Income	27,796	4.9	(6,916)	(1.3)	33,415	6.0	34,712	(5,619)