

City of Delano
Liquor Store Income Statement

Quarter Ended December 31, 2013

	2013		2012		2013		'13 vs '12	Actual vs. Budget
	Actual	% of Sales	Actual	% of Sales	Budget	% of Sales		
Liquor Store								
Sales								
Liquor	\$ 201,744	31.0	\$ 192,500	30.3	\$ 200,600	30.2	\$ 9,244	\$ 1,144
Beer	268,167	41.2	265,558	41.8	275,100	41.4	2,609	(6,933)
Wine	168,426	25.9	163,254	25.7	173,100	26.1	5,172	(4,674)
Other	11,863	1.8	13,640	2.1	14,900	2.2	(1,777)	(3,037)
Gross Sales	650,200	100.0	634,952	100.0	663,700	100.0	15,248	(13,500)
Cost of Goods Sold								
Liquor	145,436	22.4	138,644	21.8	146,500	22.1	6,792	(1,064)
Beer	207,725	31.9	209,461	33.0	214,600	32.3	(1,736)	(6,875)
Wine	109,894	16.9	107,358	16.9	117,800	17.7	2,536	(7,906)
Other	8,165	1.3	8,732	1.4	10,200	1.5	(567)	(2,035)
Cost of Goods Sold	471,220	72.5	464,195	73.1	489,100	73.7	7,025	(17,880)
Gross Profit	178,980	27.5	170,757	26.9	174,600	26.3	8,223	4,380
Operation Expenses								
Personal Services	56,101	8.6	56,011	8.8	52,849	8.0	90	3,252
Supplies	11,131	1.7	10,509	1.7	12,094	1.8	622	(963)
Other Services and Charges	44,028	6.8	48,327	7.6	46,877	7.1	(4,299)	(2,849)
Depreciation	2,100	0.3	4,148	0.7	2,100	0.3	(2,048)	-
Total Operating Expenses	113,360	17.4	118,995	18.7	113,920	17.2	(5,635)	(560)
Operating Income	65,620	10.1	51,762	8.2	60,680	9.1	13,858	4,940
Nonoperating Revenues/(Expenses)								
Intergovernmental Aid	328	0.1	328	0.1	327	0.0	-	1
Interest Earned	293	0.0	401	0.1	225	0.0	(108)	68
Miscellaneous	-	-	-	-	-	-	-	-
Total Nonoperating Revenues/(Expenses)	621	0.1	729	0.1	552	0.1	(108)	69
Net Income before Transfers	66,241	10.2	52,491	8.3	61,232	9.2	13,750	5,009
Transfers Out	46,250	7.1	-	-	46,250	7.0	46,250	-
Net Income	19,991	3.1	52,491	8.3	14,982	2.3	(32,500)	5,009

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Liquor Store Income Statement

	Year to Date							
	2013 Actual	% of Sales	2012 Actual	% of Sales	2013 Budget	% of Sales	'13 vs '12	Actual vs. Budget
Liquor Store								
Sales								
Liquor	\$ 699,817	29.5	\$ 700,992	29.7	\$ 720,200	29.7	\$ (1,175)	\$ (20,383)
Beer	1,101,499	46.4	1,085,393	46.0	1,110,600	45.8	16,106	(9,101)
Wine	519,835	21.9	512,334	21.7	530,600	21.9	7,501	(10,765)
Other	53,541	2.3	58,703	2.5	61,500	2.5	(5,162)	(7,959)
Gross Sales	2,374,692	100.0	2,357,422	100.0	2,422,900	100.0	17,270	(48,208)
Cost of Goods Sold								
Liquor	505,520	21.3	506,316	21.5	526,200	21.7	(796)	(20,680)
Beer	852,290	35.9	844,906	35.8	866,700	35.8	7,384	(14,410)
Wine	339,381	14.3	337,542	14.3	361,100	14.9	1,839	(21,719)
Other	35,231	1.5	38,963	1.7	42,300	1.7	(3,732)	(7,069)
Cost of Goods Sold	1,732,422	73.0	1,727,727	73.3	1,796,300	74.1	4,695	(63,878)
Gross Profit	642,270	27.0	629,695	26.7	626,600	25.9	12,575	15,670
Operation Expenses								
Personal Services	221,134	9.3	210,294	8.9	228,520	9.4	10,840	(7,386)
Supplies	41,288	1.7	41,093	1.7	48,375	2.0	195	(7,087)
Other Services and Charges	182,903	7.7	184,498	7.8	196,710	8.1	(1,595)	(13,807)
Depreciation	8,400	0.4	8,648	0.4	8,400	0.3	(248)	-
Total Operating Expenses	453,725	19.1	444,533	18.9	482,005	19.9	9,192	(28,280)
Operating Income	188,545	7.9	185,162	7.9	144,595	6.0	3,383	43,950
Nonoperating Revenues/(Expenses)								
Intergovernmental Aid	656	0.0	656	0.0	655	0.0	-	1
Interest Earned	1,346	0.1	1,322	0.1	900	0.0	24	446
Miscellaneous	-	-	-	-	-	-	-	-
Total Nonoperating Revenues/(Expenses)	2,002	0.1	1,978	0.1	1,555	0.1	24	447
Net Income before Transfers	190,547	8.0	187,140	7.9	146,150	6.0	3,407	44,397
Transfers Out	185,000	7.8	75,000	3.2	185,000	7.6	110,000	-
Net Income	5,547	0.2	112,140	4.8	(38,850)	(1.6)	(106,593)	44,397