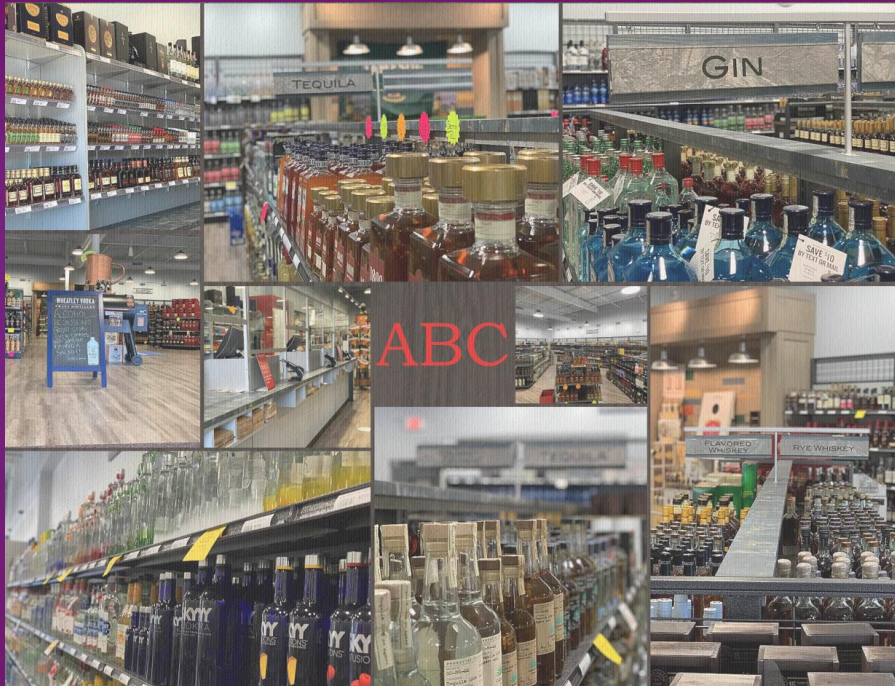


Durham County ABC Board Annual Report 2025



DURHAM | NORTH CAROLINA | USA

Live.Grow.Thrive.



DURHAM COUNTY ALCOHOLIC BEVERAGE CONTROL

3620 SHANNON ROAD, SUITE #200
DURHAM, NC 27707



DURHAM COUNTY ALCOHOLIC BEVERAGE CONTROL

**DURHAM COUNTY
ALCOHOLIC BEVERAGE CONTROL BOARD**
3620 Shannon Road Suite #200
Durham, NC 27707

FY 2025 – 2026 PROPOSED BUDGET

**DURHAM COUNTY ALCOHOLIC BEVERAGE CONTROL BOARD
MEMBERS**

Daniel Edwards (Chairman)
Gale Adland
Donald Lebkes
Frachele Scott
Ryan Urquhart

GENERAL MANAGER

Lou Sordel

PHONE: (919) 419.6217

BOARD CHAIR: DANIEL EDWARDS
BOARD MEMBERS: GALE ADLAND, DONALD LEBKES,
FRACHELE SCOTT, RYAN URQUHART

GENERAL MANAGER: LOU SORDEL

DURHAMABC.COM

DURHAM COUNTY ALCOHOLIC BEVERAGE CONTROL

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**Durham County
Alcoholic Beverage Control Board**

Lou Sordel
General Manager

April 15, 2025

Dear Durham County Residents:

I consider it a privilege to present to you the Durham County Alcoholic Beverage Control Budget for the fiscal year beginning July 1, 2025, and ending June 30, 2026 (FY 25-26). This budget has been prepared in accordance with North Carolina General Statute §18B-702. It is balanced and identifies all revenue and expenditure estimates for the upcoming fiscal year.

The following Budget is the comprehensive spending plan for the Durham County ABC Board for the Fiscal Year 2025-2026. In compliance with ABC system legislation in North Carolina, this budget document has been formally issued directly to citizens. The Board of Durham County ABC welcomes the opportunity to discuss this budget plan with you.

Budget preparation and implementation are critical to any organization. This process is not only for estimating revenues and expenses, but also for prioritizing the needs of Durham County ABC so that we can continue our multi-pronged mission to provide excellent customer service to the citizens of Durham, to contribute to the effective control of the sale of alcoholic beverages in our community pursuant to the public policy of our State, and to maximize the financial contribution that we make directly to the City and County of Durham and through funding grant programs that provide vital alcohol abuse education and prevention services.

Highlights of the FY 2025-2026 Budget

Revenue and Other Income

The budget projects revenue from liquor sales and other receipts to be \$63,490,419 for FY2026. These projections are based on expected sales which reflect both current trends and strategic planning.

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Facility Improvements/Purchases

To grow and to meet the new demands of a growing population and new consumer shopping habits successful organizations must change and adapt. The DCABC Board is constructing building number four (4), a new retail store, which will be paid for using working capital and our savings fund. We will continue to make various facility and technology improvements that will enhance the shopping experience for our customers, including the ability to order products online and integrate the special order process into our Point of Sale system. We understand how losing power at our ABC stores during unexpected outages affects our citizens. To prevent inconvenience to our customers and their experience, we will be adding a generator to our new store 4 on Page Rd. The budgeted investments for the new building are \$2,800,000. We are estimating that \$1,450,000 of those expenses to be in FY 2026.

Compensation and Benefits

Durham County ABC's most valuable assets are our employees. Included within this budget is 4% average increase. It consists of 2% cost of living increase and an additional merit increase. This increase will help our team with the inflation adjustment and to offer competitive pay with surrounding business. Salaries and wages are budgeted at \$4,700,000. The total budgeted compensation and benefits including salaries and wages amount is set at \$6,965,144.

Profit Distributions

Durham County ABC Board returns a large percentage of its profits to the citizens of Durham County. Distributions to Durham County are budgeted at \$3,350,518. Durham County ABC Board has budgeted \$2,182,966 for distribution to the general fund of Durham County and \$242,552 to the general fund of the City of Durham. Budgeted amounts are statutory requirements based on specific percentages of our profits plus an additional 40%.

Distributions are paid quarterly. At the end of each fiscal year the Durham County ABC Board determines the actual amount of contribution that can be made, often exceeding the statutory requirements. This year, with budgeted amounts exceeding the statutory requirements, adjustments could be made downward if business performance does not meet expectations. The final contribution decision is based on statutory requirements plus how much funding is available over the anticipated operating and strategic needs funding that will enable Durham ABC to continue to thrive over the long term. Distributions for Law Enforcement are budgeted at \$400,000.00.

North Carolina Alcoholic Beverage Control statutes require that Durham County ABC distribute specific percentages of its profits to the general funds of the County and the City of Durham and for alcohol education in the community. The Board considers these distributions that will be used locally for the public good to be an important part of its mission. Durham County ABC Board is budgeting distributions for non-profit organizations 188805(h) at \$525,000.

DURHAM COUNTY ALCOHOLIC BEVERAGE CONTROL

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Major Projection Variables and Assumptions

Operating Projections

The Board's primary source of revenue is the sale of spirituous liquor. Projected sales growth is an important assumption in our proposed budget. The growth in FY 2025 presented to be flat up to 1% growth over the previous year. With the trends for liquor sales nationwide declining, we are forecasting a minimal increase of 1% for FY 2026. We continue to deliver top customer service in Durham County and work tirelessly to ensure we have adequate in-stock of products that our customers wanted to drive sales in the retail and Mixed Beverage business. In FY 2026 we are forecasting retail sales at \$50,036,221 and mixed beverage sales at \$13,404,197 and with other income for a total sales budget of \$63,490,419.

Taxes related to the sale of spirituous liquor and fortified wine are budgeted at \$14,816,940. The Cost of Goods Sold is budgeted at \$32,440,435.

Other operating expenses are budgeted at \$4,514,520.

Profit Distributions

After the expenses required to meet the needs of the business are met, our estimated profit is \$4,753,379.

After all budgeted distributions, net income will be \$ 953,379. The Board determines how this net income can best be utilized to fulfill the strategic plans for Durham County ABC.

Staffing Levels

Durham County ABC anticipates utilizing 66 full-time active employees for FY2025. This includes 56 store and warehouse employees and 10 administrative employees. In addition, 70 part-time employees are utilized in the stores and warehouse based on the needs of the business. Contracted employees are utilized to provide ABC Police Services throughout Durham County and security in the stores.

The board and staff of Durham County ABC appreciate the opportunity to serve the Durham community.

For more information on the Durham County ABC Board, please visit www.durhamabc.com or call 919-419-6217.

Sincerely,

Lou Sordel
General Manager

DURHAM COUNTY ABC BOARD BUDGET RESOLUTION

PHONE: (919) 419-6217

BOARD CHAIR: DANIEL EDWARDS
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DURHAM COUNTY ALCOHOLIC BEVERAGE CONTROL

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FY 2025 - 2026

This proposed budget for FY 2025-2026 was submitted to the Durham County ABC Board on April 15, 2025 by the General Manager.

Section 1. Estimated Revenues. It is estimated that the revenues listed below will be available during the fiscal year beginning July 1, 2025 and ending June 30, 2026 to meet the operational and functional appropriations as set forth in Section 2.

<u>Estimated Revenues</u>	Totals
Sale	\$63,440,418.50
Other Income - Interest	\$ 50,000.00
Total	<u>\$63,490,418.50</u>

Section 2. Appropriations. The following expenses are hereby appropriated for fiscal year 2025 - 2026 and are funded by the revenues set forth in the foregoing Section 1.

Appropriations

Taxes Based on Revenue	\$14,816,939.57
Cost of Sales	\$32,440,435.31

Operating Expenses

Personnel Expenses	\$ 6,965,144.51
Other Operating Expenses	\$ 4,114,519.90
Total Operating Expenses	<u>\$11,079,664.41</u>

Capital Outlay

TW Alexander - New Store Construction \$2.8 mil in total (60%)	\$ 1,000,000.00
TW Fixtures and IT (Hardware)	\$ 450,000.00
Net Capital Outlay	<u>\$ 1,450,000.00</u>

Total Estimated Expense	<u>\$59,787,039.29</u>
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Distributions

Mandatory 3.5% and Bottle Tax (Plus 40% Added Above Minimum)

Distribution – City of Durham	\$ 242,551.78
Distribution – County of Durham	\$ 2,182,966.06
Law Enforcement	\$ 400,000.00
Alcohol Education & Rehab	\$ 525,000.00

Total Distributions	<u>\$ 3,350,517.84</u>
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Working Capital Required (Appropriated Fund Balance)	<u>\$ 352,861.37</u>
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Total Appropriations	<u>\$63,490,418.50</u>
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GENERAL MANAGER: LOU SORDEL

DURHAM ABC'S GRANT RECIPIENTS

BOYS & GIRLS CLUBS OF DURHAM AND ORANGE COUNTIES	\$15,000
DURHAM COUNTY JUSTICE SERVICES (CRIMINAL JUSTICE RESOURCE CENTER)	\$75,000
EL FUTURO	\$75,000
JUBILEE HOME	\$50,000
LINCOLN COMMUNITY HEALTH CENTER	\$65,000
THE DURHAM P.R.O.U.D PROGRAM	\$45,000
PURPOSE LEARNING LAB	\$80,000
STUDENT U	\$15,000
URBAN MINISTRIES OF DURHAM	\$80,000



DURHAM COUNTY ALCOHOLIC BEVERAGE CONTROL

ALL STORES

STORE 1

1928 Holloway St
Durham NC 27703
(919) 682-4943

STORE 3

2806 Hillsborough Rd
Durham, NC 27705
(919) 286-2525

STORE 4

2121 TW Alexander Dr
Morrisville, NC 27560
(919) 598-9761

STORE 5

115 Sherron Rd Durham,
NC 27703
(919) 374-8592



STORE 7

1517 Glenn School Rd
Suite #8
Durham, NC 27704
(919) 321-9754

STORE 8

5122 N Roxboro St
Suite 100
Durham, NC 27704
(919) 471-4854

STORE 10*

5608 NC HWY 55
Durham, NC 27713
(919) 544-1278
*Serves **Mixed Beverage**

STORE 12

1515 N Pointe Dr
Suite 101
Durham, NC 27705
(919) 477-0860

STORE 14

1112 NC-54
Durham, NC 27707
(919) 419-9811

STORE 11*

3620 Durham-Chapel Hill Blvd
Durham, NC 27707
(919) 493-6773
*Serves **Mixed Beverage**

Moving Store #14 Woodcroft Shopping Center



WE'RE MOVING!



STARTING AUGUST 5, 2024 DCABC STORE #14 WILL BE RELOCATED TO

1112 NC-54 DURHAM, NC 27707



DURHAMABC.COM





DCABC NEW Store #14 Woodcroft Shopping Center

DCABC Store #7 Before



DCABC Store #7 After





DCABC Store#4

TW Alexander



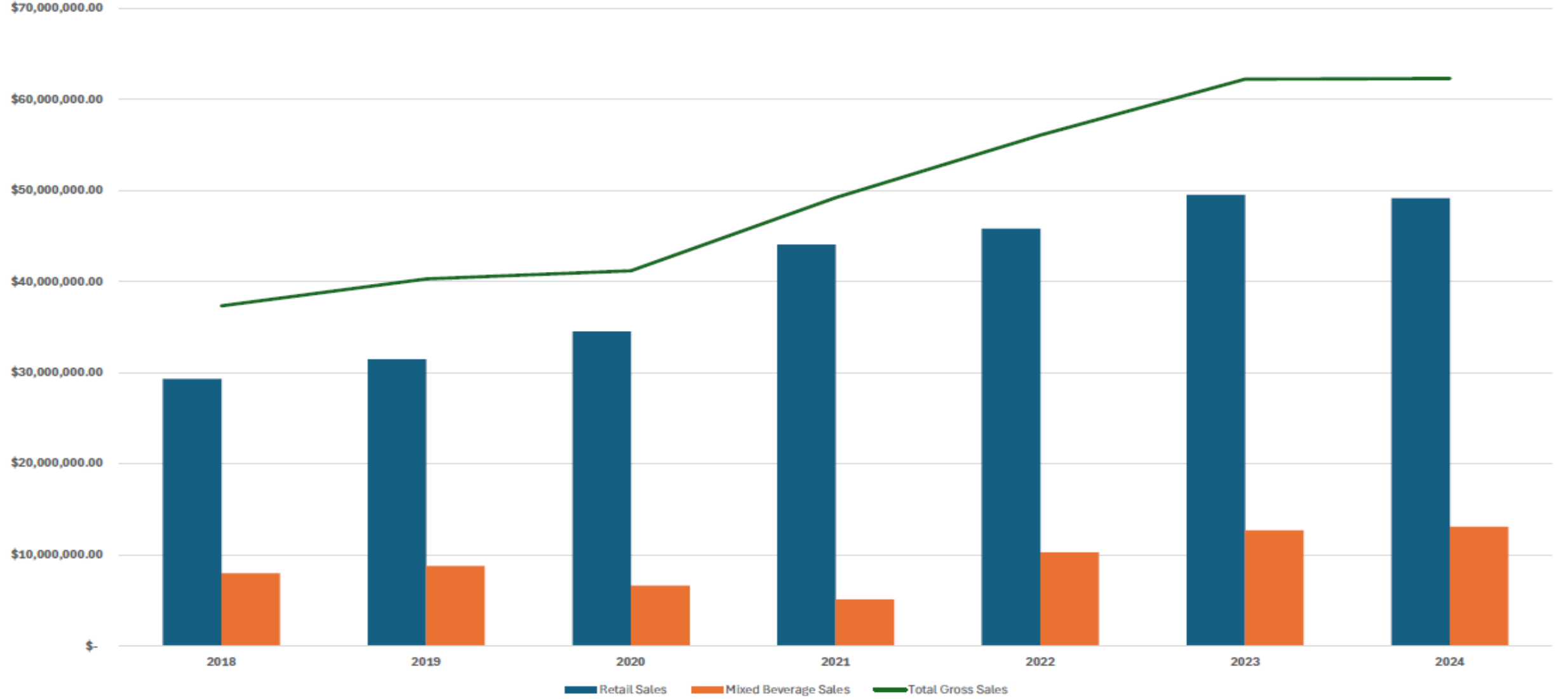


DCABC
New
Store #4
Page Rd



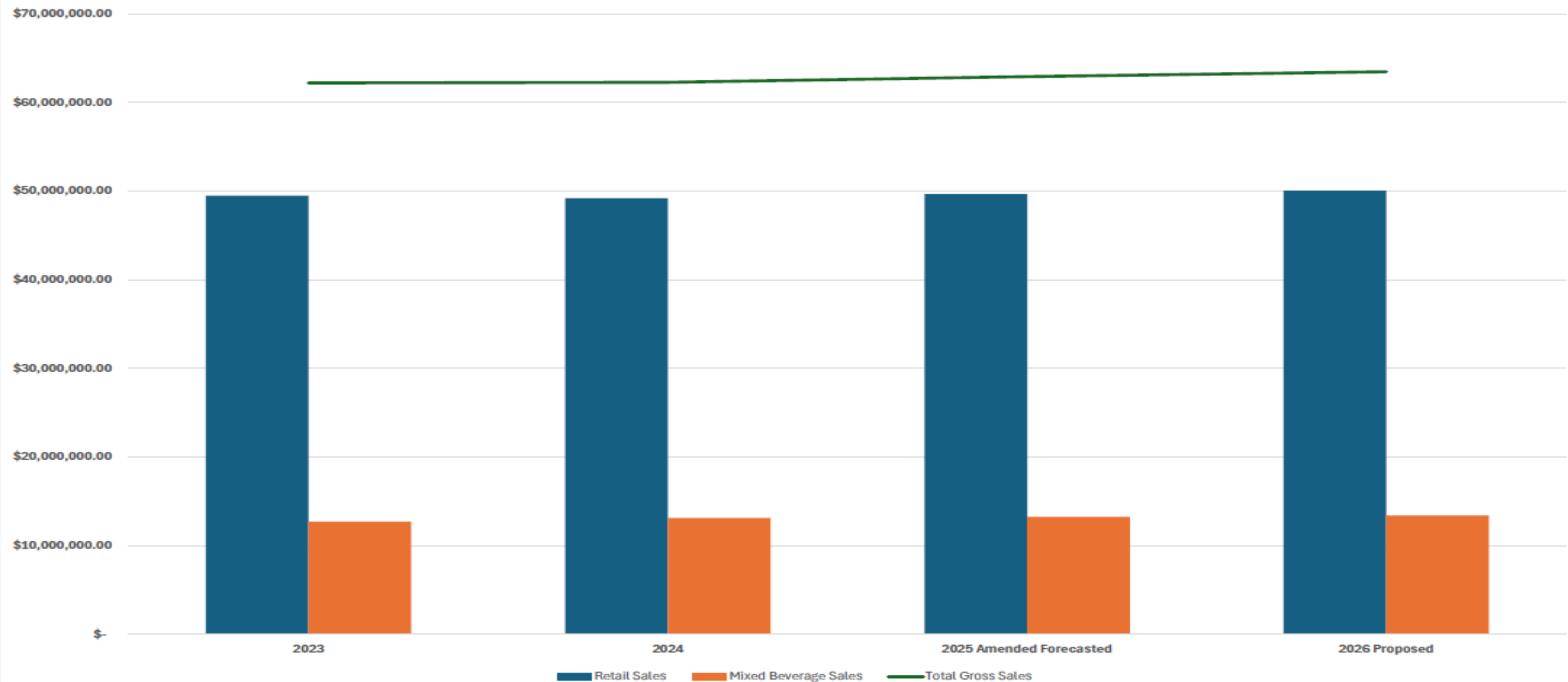
DCABC Future Warehouse Design 1014 S. Hoover Road

2025 DCABC Gross Sales 7 Year Overlook



DCABC SALES	2018	2019	2020	2021	2022	2023	2024
Retail Sales	\$ 29,338,357.00	\$ 31,491,191.00	\$ 34,550,787.00	\$ 44,100,274.00	\$ 45,821,634.00	\$ 49,526,060.00	\$ 49,186,992.00
Mixed Beverage Sales	\$ 8,008,078.00	\$ 8,826,500.00	\$ 6,647,654.00	\$ 5,134,705.00	\$ 10,276,007.00	\$ 12,702,293.00	\$ 13,120,596.00
Total Gross Sales	\$ 37,346,435.00	\$ 40,317,691.00	\$ 41,198,441.00	\$ 49,234,979.00	\$ 56,097,641.00	\$ 62,228,353.00	\$ 62,307,588.00

DCABC POST COVID TRENDS

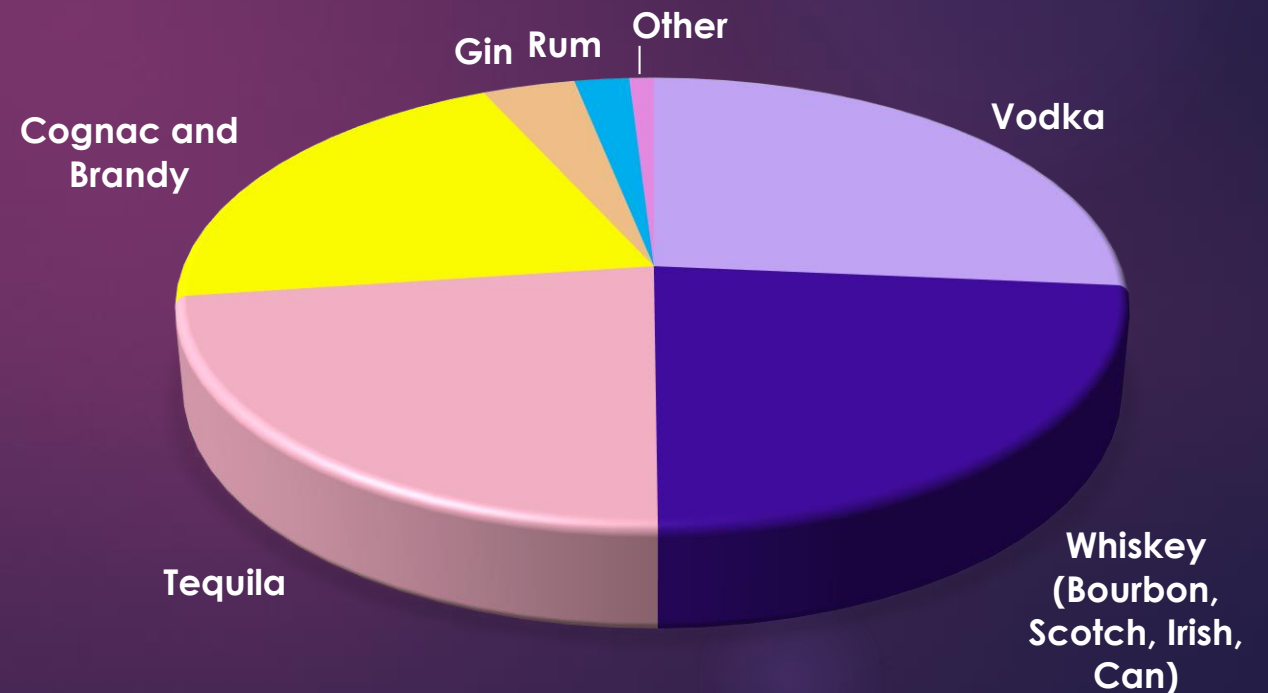


DCABC SALES	2023	2024	2025 Amended Forecasted	2026 Proposed
Retail Sales	\$ 49,526,060.00	\$ 49,186,992.00	\$ 49,675,813.00	\$ 50,086,222.00
Mixed Beverage Sale	\$ 12,702,293.00	\$ 13,120,596.00	\$ 13,271,483.00	\$ 13,404,197.00
Total Gross Sales	\$ 62,228,353.00	\$ 62,307,588.00	\$ 62,947,296.00	\$ 63,490,419.00

April 2020 top 50 items Analysis

Rank	Description	Sales (Qty.)	Sales (\$)	Bottle Price
1	HENNESSY VS COGNAC - .75L	2779	108,118.30	38.91
2	TITO'S HANDMADE VODKA 1.75L	1850	73,907.50	39.95
3	TITO'S HANDMADE VODKA - .75L	1802	39,531.40	21.94
4	PATRON SILVER TEQUILA - .75L	729	36,413.55	49.95
5	HENNESSY VS COGNAC - .375L	1759	34,212.55	19.45
6	JOSE CUERVO ESPECIAL TEQUILA -	1593	33,373.35	20.95
7	PATRON SILVER TEQUILA - .375L	1123	30,264.85	26.95
8	HENNESSY VS (ROUND BOTTLE) .37	1412	27,463.40	19.45
9	1800 SILVER	656	25,551.20	38.95
10	GREY GOOSE VODKA - .75L	839	25,090.55	29.91
11	JACK DANIEL'S BL WHISKEY-1.75L	496	24,775.20	49.95
12	SMIRNOFF 80 VODKA (PET) - 1.75	1171	23,361.45	19.95
13	JOSE CUERVO ESPECIAL TEQUILA .375	2329	23,173.55	9.95
14	CROWN ROYAL REGAL APPLE .75L	732	21,915.90	29.94
15	JACK DANIEL'S BL WHISKEY-.75L	794	21,761.55	27.41
16	JOSE CUERVO ESPECIAL TEQUILA 1.75	573	20,590.60	35.93
17	CROWN ROYAL REGAL APPLE .375L	1374	20,541.30	14.95
18	MAKER'S MARK BOURBON - 1.75L	358	20,388.10	56.95
19	HENNESSY VS COGNAC - 1.75L	226	20,311.20	89.87
20	JAMESON IRISH WHISKEY - .75L	653	18,900.60	28.94
21	CROWN ROYAL WHISKY WITH BAG-.7	623	18,658.85	29.95
22	BACARDI SUPERIOR PET 1.75	856	17,933.20	20.95
23	JIM BEAM 4 YR BOURBON - 1.75L	598	17,910.10	29.95
24	JOSE CUERVO CLASICO TEQUILA-.7	842	17,639.90	20.95
25	CROWN ROYAL CANADIAN WHISKY -	313	17,199.35	54.95
26	BULLEIT BOURBON - .75L	567	16,977.90	29.94
27	BUCHANANS DELUXE SCOTCH-.75L	424	16,938.80	39.95
28	GREY GOOSE VODKA - 1.75L	298	16,375.10	54.95
29	NEW AMSTERDAM VODKA 1.75L	807	16,099.65	19.95
30	TANQUERAY GIN - 1.75L	406	15,813.70	38.95
31	SKYY VODKA - 1.75L	704	15,452.80	21.95
32	ABSOLUT VODKA - 1.75L	435	15,185.75	34.91
33	CONNIPTION NAVY STRENGTH GIN .	373	14,886.35	39.91
34	MAKER'S MARK BOURBON - .75L	487	14,551.90	29.88
35	ABSOLUT VODKA - .75L	716	14,261.70	19.92
36	PINNACLE VODKA - 1.75L	789	14,162.55	17.95
37	JOSE CUERVO ESPECIAL SILVER 1.	390	14,020.50	35.95
38	PLATINUM 7X VODKA - 1.75L	778	13,965.10	17.95
39	CAMPARI LIQUEUR - .75L	385	13,840.75	35.95
40	JAMESON	210	13,009.50	61.95
41	EVAN WILLIAMS BLACK LABEL BOURBON 1.75	500	12,975.00	25.95
42	CONNIPTION AMERICAN DRY GIN .7	429	12,848.55	29.95
43	WOODFORD RESERVE BOURBON - .75	321	12,823.95	39.95
44	CROWN ROYAL CANADIAN WHISKY -	846	12,647.70	14.95
45	LUNAZUL BLANCO	615	12,258.00	19.93
46	P. MASSON GR. AMBER GRAPE BRAN	1097	12,012.15	10.95
47	DON JULIO BLANCO TEQUILA - .75	234	11,688.30	49.95
48	COURVOISIER VS COGNAC - .375L	773	11,556.35	14.95
49	KETEL ONE VODKA - 1.75L	251	11,282.45	44.95
50	BOMBAY SAPPHIRE GIN - 1.75L	248	11,147.60	44.95

<u>Top 50 Total Sales</u>		<u>1,085,769.60</u>
<u>All other items</u>		<u>2,435,462.40</u>
Tequila	9084	224,973.80
Whiskey (Bourbon, Scotch, Irish, Can)	9296	281,975.70
Cognac and Brandy	8046	213,673.95
Vodka	10440	278,676.00
Gin	1456	54,696.20
Rum	856	17,933.20
Other	385	13,840.75
<u>Total</u>	<u>39563</u>	<u>3,521,232.00</u>



Rank	Description	Sales (Qty.)	Sales (\$)	Bottle Price
1	TITO'S HANDMADE VODKA - .75L	5028	126,282.60	25.12
2	LUNAZUL BLANCO	3322	89,138.90	26.83
3	HENNESSY VS COGNAC - .75L	1861	75,711.95	40.68
4	TITO'S HANDMADE VODKA 1.75L	1732	73,138.65	42.23
5	DON JULIO REP	785	48,099.50	61.27
6	CASAMIGOS BLANCO TEQUILA .75L	785	42,250.75	53.82
7	JAMESON IRISH WHISKEY - .75L	1270	40,969.00	32.26
8	MAKER'S MARK BOURBON - .75L	1031	37,589.95	36.46
9	JACK DANIEL'S BL WHISKEY-.75L	1177	36,455.40	30.97
10	(MXB) PATRON SILVER W/O BOX .75L	636	36,061.20	56.70
11	GREY GOOSE VODKA - .75L	1138	33,592.10	29.52
12	ESPOLON BLANCO .75L	1003	33,388.35	33.29
13	CASAMIGOS REPOSADO TEQUILA .75	560	32,942.00	58.83
14	DON JULIO BLANCO TEQUILA - .75	575	32,743.75	56.95
15	TEREMANA REPOSADO TEQUILA .75L	902	32,387.40	35.91
16	LUNAZUL REPOSADO TEQUILA - .75	1124	30,484.05	27.12
17	WOODFORD RESERVE BOURBON - .75	695	29,464.00	42.39
18	PATRON SILVER TEQUILA - .75L	486	25,816.20	53.12
19	PATRON SILVER TEQUILA - .375L	898	25,099.10	27.95
20	JOSE CUERVO ESPECIAL TEQUILA -	1099	24,959.30	22.71
21	APEROL .75L	770	24,831.50	32.25
22	LUNAZUL BLANCO 1.75L	525	23,808.75	45.35
23	COINTREAU LIQUEUR - .75L	509	22,740.05	44.68
24	HENNESSY VS (ROUND BOTTLE) .37	988	21,686.60	21.95
25	CONNIPTION AMERICAN DRY GIN .7	672	21,540.15	32.05
26	LUNAZUL REPOSADO	502	21,397.21	42.62
27	LUNAZUL BLANCO .375	1519	21,190.05	13.95
28	SMIRNOFF 80 VODKA (PET) - 1.75	978	20,585.35	21.05
29	1800 SILVER TEQUILA - .75L	622	20,000.90	32.16
30	1800 SILVER	421	19,879.70	47.22
31	DON JULIO ANEJO TEQUILA - .75	315	19,701.75	62.55
32	HENNESSY VS COGNAC - .375L	897	19,689.15	21.95
33	JOSE CUERVO CLASICO TEQUILA-.7	833	18,910.60	22.70
34	JACK DANIEL'S BL WHISKEY-1.75L	349	18,863.55	54.05
35	ESPOLON REPOSADO TEQUILA .75L	513	18,476.85	36.02
36	KETEL ONE VODKA - .75L	719	18,373.80	25.55
37	TEREMANA BLANCO TEQUILA .75L	546	17,744.70	32.50
38	BULLEIT BOURBON - .75L	493	17,446.10	35.39
39	JOSE CUERVO ESPECIAL SILVER 1.	485	17,435.75	35.95
40	ANGEL'S ENVY KSBW PORT BARREL	336	17,233.20	51.29
41	1800 REPOSADO	348	16,568.10	47.61
42	CROWN ROYAL REGAL APPLE .75L	470	16,507.75	35.12
43	GREY GOOSE VODKA - 1.75L	326	16,336.20	50.11
44	CAMPARI LIQUEUR - .75L	393	16,296.60	41.47
45	TANQUERAY GIN - .75L	599	16,276.30	27.17
46	BUCHANANS DELUXE SCOTCH-.75L	363	16,044.60	44.20
47	TITO'S HANDMADE VODKA .375ML	1134	15,819.30	13.95
48	HENDRICK'S GIN - .75L	386	15,631.20	40.50
49	CROWN ROYAL CANADIAN WHISKY -	265	15,571.25	58.76
50	ABSOLUT VODKA - .75L	646	15,485.70	23.97

April 2024 top 50 items Analysis

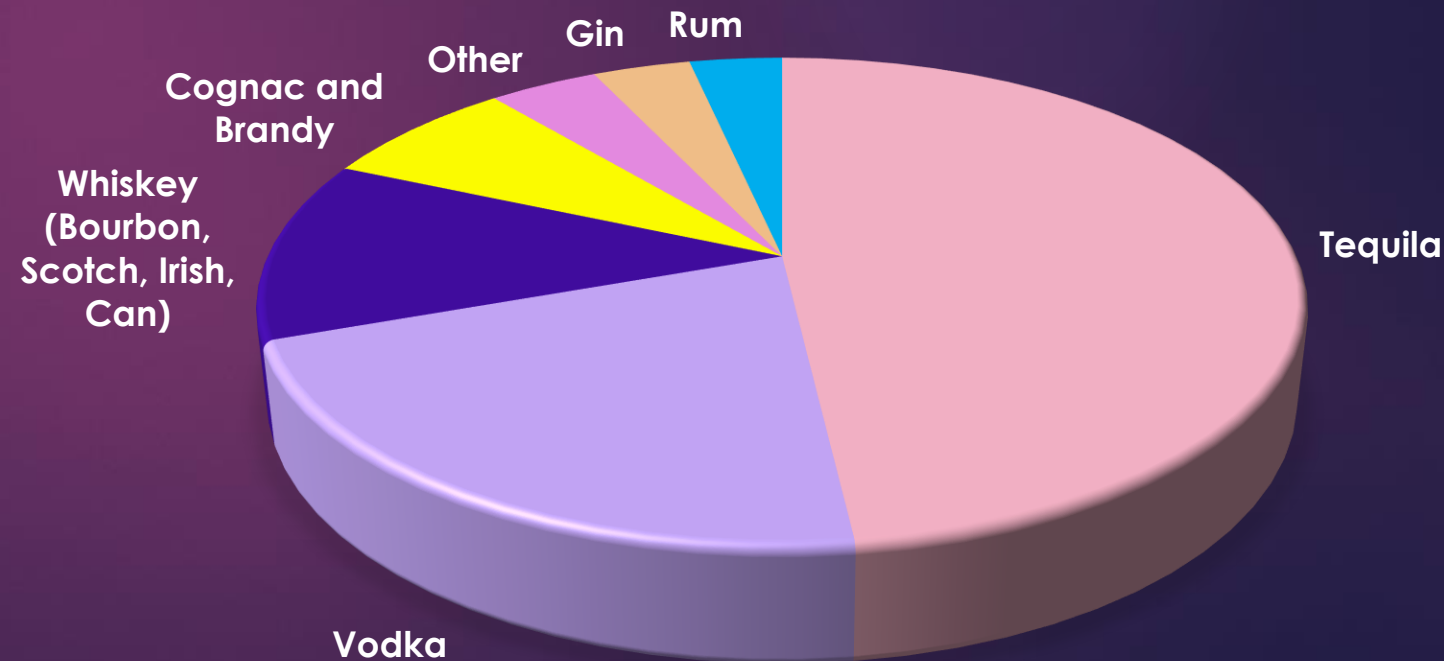
<u>Top 50 Total Sales</u>	<u>1,468,646.86</u>
<u>All other items</u>	<u>3,559,856.03</u>
Tequila	18804 668,484.86
Whiskey (Bourbon, Scotch, Irish, Can)	6449 246,144.80
Cognac and Brandy	3746 117,087.70
Vodka	11701 319,613.70
Gin	1657 53,447.65
Rum	0 0.00
Other	1672 63,868.15
<u>Total</u>	<u>44029 5,028,502.89</u>



April 2025 top 50 items Analysis

Rank	Description	Sales (Qty.)	Sales (\$)	Bottle Price
1	DON JULIO REP	1758	100,426.35	57.13
2	TITO'S HANDMADE VODKA - .75L	3412	91,013.65	26.67
3	HENNESSY VS COGNAC - .75L	1701	69,229.95	40.70
4	TITO'S HANDMADE VODKA 1.75L	1567	66,365.65	42.35
5	LUNAZUL BLANCO	2253	61,936.35	27.49
6	LUNAZUL REPOSADO TEQUILA - .75	1830	43,682.25	23.87
7	Tito's Handmade Vodka 1L	1640	41,743.00	25.45
8	JAMESON IRISH WHISKEY - .75L	1224	39,635.55	32.38
9	DON JULIO BLANCO TEQUILA - .75	708	36,737.10	51.89
10	CASAMIGOS BLANCO TEQUILA .75L	701	35,952.70	51.29
11	TEREMANA REPOSADO TEQUILA .75L	1150	35,185.00	30.60
12	MAKER'S MARK BOURBON - .75L	992	32,978.65	33.24
13	Don Julio Reposado .375	1090	32,645.50	29.95
14	LUNAZUL BLANCO 1.75L	768	32,280.85	42.03
15	GREY GOOSE VODKA - .75L	1072	31,586.15	29.46
16	Lunazul Blanco Tequila 1L	1186	30,185.70	25.45
17	APEROL .75L	888	28,564.35	32.17
18	JACK DANIEL'S BL WHISKEY-.75L	894	28,243.80	31.59
19	ESPOLON BLANCO .75L	809	27,418.80	33.89
20	(MXB) PATRON SILVER W/O BOX .75L	528	27,297.60	51.70
21	CASAMIGOS REPOSADO TEQUILA .75	480	24,838.50	51.75
22	WOODFORD RESERVE BOURBON - .75	571	24,288.95	42.54
23	JUAREZ SILVER TEQUILA-.75L	1435	23,923.25	16.67
24	TEREMANA BLANCO TEQUILA .75L	802	23,611.65	29.44
25	JOSE CUERVO CLASICO TEQUILA-.7	1092	21,300.90	19.51
26	PATRON SILVER TEQUILA - .75L	363	19,973.10	55.02
27	ESPOLON REPOSADO TEQUILA .75L	602	19,923.90	33.10
28	COINTREAU LIQUEUR - .75L	467	19,811.65	42.42
29	BULLEIT BOURBON - .75L	610	19,670.75	32.25
30	CAMPARI LIQUEUR - .75L	452	18,706.15	41.39
31	HENNESSY VS (ROUND BOTTLE) .37	834	18,306.30	21.95
32	KETEL ONE VODKA - 1.75L	446	17,940.20	40.22
33	1800 SILVER TEQUILA - .75L	620	17,749.00	28.63
34	JOSE CUERVO ESPECIAL TEQUILA -	750	17,208.75	22.95
35	(ALL)Buffalo Trace KY Straight Bourbon 1L	478	17,193.10	35.97
36	CONNIPTION AMERICAN DRY GIN .7	559	17,191.80	30.75
37	SMIRNOFF 80 VODKA (PET) - 1.75	809	16,974.80	20.98
38	HENNESSY VS COGNAC - .375L	749	16,440.55	21.95
39	KETEL ONE VODKA - .75L	627	16,111.65	25.70
40	LUNAZUL BLANCO .375	1152	16,070.40	13.95
41	TANQUERAY GIN - .75L	681	16,061.70	23.59
42	LUNAZUL REPOSADO	334	15,889.80	47.57
43	PATRON SILVER TEQUILA - .375L	561	15,679.95	27.95
44	1800 SILVER	330	15,537.25	47.08
45	JACK DANIEL'S BL WHISKEY-1.75L	286	15,499.70	54.19
46	HENDRICK'S GIN - .75L	378	15,320.10	40.53
47	BACARDI SUPERIOR PET 1.75	656	15,238.95	23.23
48	BACARDI SUPERIOR RUM - .75L	877	15,226.15	17.36
49	DON JULIO ANEJO TEQUILA - .75	230	15,163.50	65.93
50	(ALL)EAGLE RARE 10Y BOURBON	325	14,811.25	45.57

<u>Top 50 Total Sales</u>	<u>1,434,772.65</u>
<u>All other items</u>	<u>3,659,108.31</u>
Tequila	21532 710,618.15
Whiskey (Bourbon, Scotch, Irish, Can)	5380 192,321.75
Cognac and Brandy	3284 103,976.80
Vodka	9573 281,735.10
Gin	1618 48,573.60
Rum	1533 30,465.10
Other	1807 67,082.15
<u>Total</u>	<u>44727 5,093,880.96</u>

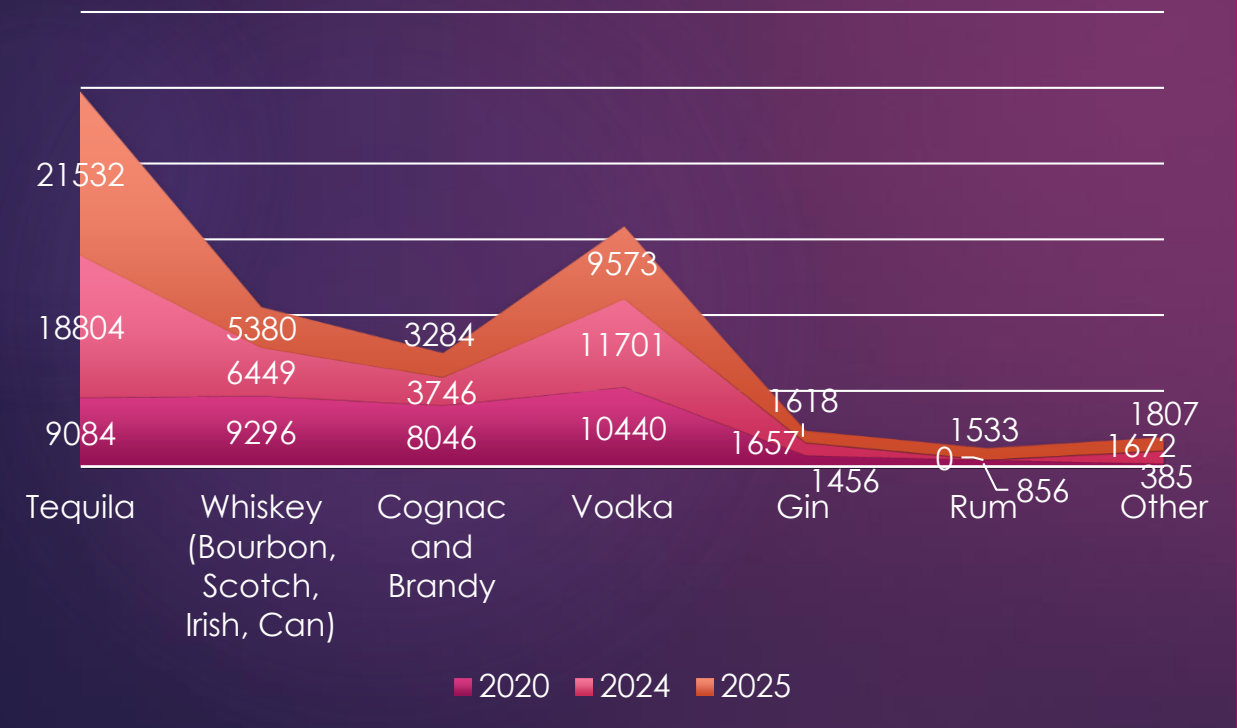


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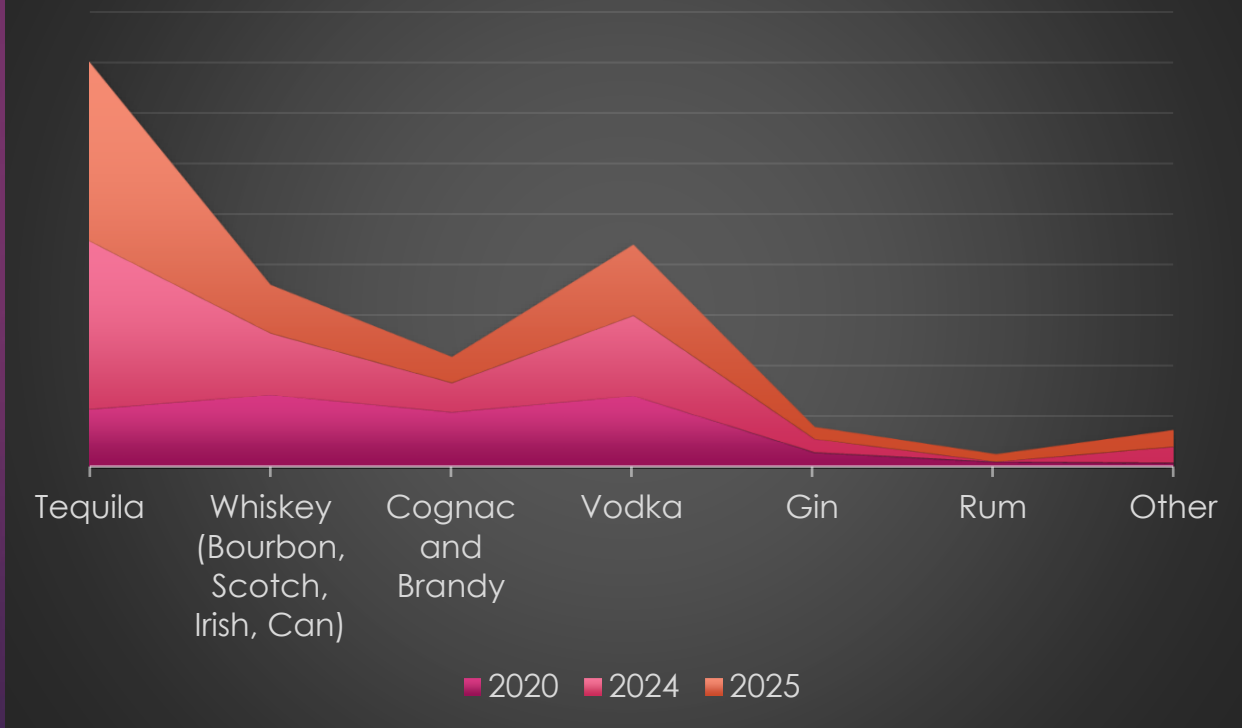
2020, 2024,
2025
Summary

	APRIL 2020		APRIL 2024		APRIL 2025	
<u>Top 50 Total Sales</u>		\$ 1,085,769.60		\$ 1,468,646.86		\$ 1,434,772.65
<u>All other items</u>	<u>2020</u>	\$ 2,435,462.40	<u>2024</u>	\$ 3,559,856.03	<u>2025</u>	\$ 3,659,108.31
Tequila	9084	\$ 224,973.80	18804	\$ 668,484.86	21532	\$ 710,618.15
Whiskey (Bourbon, Scotch, Irish, Can)	9296	\$ 281,975.70	6449	\$ 246,144.80	5380	\$ 192,321.75
Cognac and Brandy	8046	\$ 213,673.95	3746	\$ 117,087.70	3284	\$ 103,976.80
Vodka	10440	\$ 278,676.00	11701	\$ 319,613.70	9573	\$ 281,735.10
Gin	1456	\$ 54,696.20	1657	\$ 53,447.65	1618	\$ 48,573.60
Rum	856	\$ 17,933.20	0	\$ -	1533	\$ 30,465.10
Other	385	\$ 13,840.75	1672	\$ 63,868.15	1807	\$ 67,082.15
<u>Total</u>	<u>39563</u>	<u>\$ 3,521,232.00</u>	<u>44029</u>	<u>\$ 5,028,502.89</u>	<u>44727</u>	<u>\$ 5,093,880.96</u>

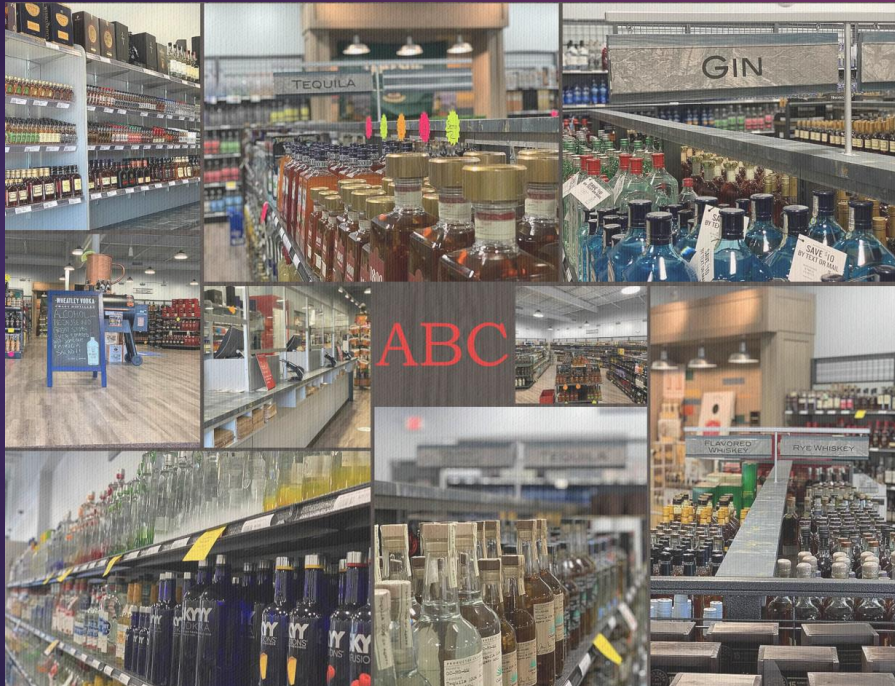
Quantity Overlook



Sales Overlook



THANK YOU!!!



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