

SPIRITS OPERATING PROFITS - FY 2024

| | Current Fiscal Year Performance | | | | | Past Fiscal Years' Performance | | | |
|----------------|---------------------------------|---------------|----------------|----------|--|--------------------------------|---------------------|---------------------|---------------------|
| | Budget | Actual | Variance | Variance | | Actual | Actual | Actual | Actual |
| | <u>FY24</u> | <u>FY24</u> | <u>Dollars</u> | <u>%</u> | | <u>FY23</u> | <u>FY22</u> | <u>FY21</u> | <u>FY20</u> |
| July | \$ 6,450,257 | \$ 6,191,327 | \$ (258,931) | -4.01% | | \$ 6,067,999 | \$ 5,721,184 | \$ 6,048,387 | \$ 5,603,580 |
| August | \$ 6,158,820 | \$ 6,825,814 | \$ 666,994 | 10.83% | | \$ 6,693,952 | \$ 6,389,136 | \$ 6,060,451 | \$ 5,955,611 |
| September | \$ 5,271,330 | \$ 6,424,337 | \$ 1,153,007 | 21.87% | | \$ 6,567,615 | \$ 5,406,476 | \$ 4,690,123 | \$ 5,132,116 |
| October | \$ 5,220,225 | \$ 5,472,503 | \$ 252,278 | 4.83% | | \$ 5,354,796 | \$ 4,880,468 | \$ 4,960,470 | \$ 4,876,936 |
| November | \$ 4,881,603 | \$ - | | | | \$ 5,339,086 | \$ 4,736,689 | \$ 4,571,261 | \$ 4,555,840 |
| December | \$ 6,382,481 | \$ - | | | | \$ 5,907,314 | \$ 5,685,526 | \$ 5,478,292 | \$ 5,428,689 |
| January | \$ 4,504,406 | \$ - | | | | \$ 5,568,271 | \$ 5,022,547 | \$ 5,310,870 | \$ 4,873,381 |
| February | \$ 4,617,526 | \$ - | | | | \$ 4,510,531 | \$ 4,330,259 | \$ 3,975,319 | \$ 4,003,662 |
| March | \$ 5,158,409 | \$ - | | | | \$ 4,894,100 | \$ 4,927,032 | \$ 4,769,398 | \$ 4,545,890 |
| April | \$ 4,655,480 | \$ - | | | | \$ 4,558,763 | \$ 4,794,707 | \$ 5,101,498 | \$ 4,810,095 |
| May | \$ 5,141,407 | \$ - | | | | \$ 5,529,234 | \$ 5,176,444 | \$ 4,866,595 | \$ 5,030,006 |
| June | <u>\$ 5,719,759</u> | <u>\$ -</u> | | | | <u>\$ 6,185,931</u> | <u>\$ 5,990,848</u> | <u>\$ 5,950,215</u> | <u>\$ 5,805,615</u> |
| Current FY YTD | \$ 23,100,632 | \$ 24,913,981 | \$ 1,813,349 | 7.85% | | \$ 67,177,591 | \$ 63,061,316 | \$ 61,782,878 | \$ 60,621,420 |
| Budget | \$ 64,161,700 | | | | | | | | |
| | | FY23 | Variance | % | | | | | |
| | | YTD Profit | Dollars | Variance | | | | | |
| YOY Comparison | | \$ 24,684,362 | \$ 229,619 | 0.93% | | | | | |
| Projected | \$ 67,802,492 | | | | | | | | |

SPIRITS PROFIT TRANSFERS - FY 2024

| | Current Fiscal Year Performance | | | | | Past Fiscal Years' Performance | | | |
|----------------|---------------------------------|---------------|----------------|----------|--|--------------------------------|---------------|---------------|---------------|
| | Budget | Actual | Variance | Variance | | Actual | Actual | Actual | Actual |
| | <u>FY24</u> | <u>FY24</u> | <u>Dollars</u> | <u>%</u> | | <u>FY23</u> | <u>FY22</u> | <u>FY21</u> | <u>FY20</u> |
| July | \$ 5,989,002 | \$ 8,710,610 | \$ 2,721,608 | 45.44% | | \$ 5,606,743 | \$ 4,704,158 | \$ 4,183,060 | \$ 6,851,571 |
| August | \$ 6,850,764 | \$ 4,145,035 | \$ (2,705,729) | -39.50% | | \$ 7,385,895 | \$ 7,356,027 | \$ 7,102,434 | \$ 3,695,172 |
| September | \$ 4,934,404 | \$ 6,943,139 | \$ 2,008,736 | 40.71% | | \$ 6,230,689 | \$ 4,961,833 | \$ 4,795,086 | \$ 8,343,620 |
| October | \$ 8,347,905 | \$ 8,364,754 | \$ 16,849 | 0.20% | | \$ 8,482,477 | \$ 5,452,318 | \$ 4,833,933 | \$ 4,184,494 |
| November | \$ 3,511,959 | \$ - | | | | \$ 3,969,443 | \$ 6,417,132 | \$ 7,077,873 | \$ 4,160,381 |
| December | \$ 4,312,180 | \$ - | | | | \$ 3,837,013 | \$ 3,086,738 | \$ 1,893,254 | \$ 5,449,953 |
| January | \$ 6,975,731 | \$ - | | | | \$ 8,039,596 | \$ 7,169,313 | \$ 6,995,925 | \$ 4,671,610 |
| February | \$ 5,253,659 | \$ - | | | | \$ 5,146,656 | \$ 5,115,925 | \$ 3,374,817 | \$ 4,159,500 |
| March | \$ 3,972,219 | \$ - | | | | \$ 3,707,910 | \$ 3,635,081 | \$ 5,874,603 | \$ 6,417,175 |
| April | \$ 3,970,905 | \$ - | | | | \$ 4,087,320 | \$ 4,110,132 | \$ 3,679,997 | \$ 3,423,265 |
| May | \$ 5,838,860 | \$ - | | | | \$ 5,964,292 | \$ 5,873,898 | \$ 3,391,606 | \$ 4,287,620 |
| June | \$ 3,934,263 | \$ - | | | | \$ 4,222,768 | \$ 4,205,352 | \$ 7,516,843 | \$ 6,658,437 |
| Current FY YTD | \$ 26,122,074 | \$ 28,163,538 | \$ 2,041,464 | 7.82% | | \$ 66,680,803 | \$ 62,087,907 | \$ 60,719,430 | \$ 62,302,798 |
| Budget | \$ 63,891,851 | | | | | | | | |
| | | FY23 | Variance | % | | | | | |
| | | YTD Profit | Dollars | Variance | | | | | |
| YOY Comparison | | \$ 27,705,804 | \$ 457,734 | 1.65% | | | | | |
| Projected | \$ 67,782,453 | | | | | | | | |