

Durham County ABC Board 11/21/2023 Board Meeting
Summary of Income Statement Results for OCTOBER 2023

Durham County ABC sales of \$5,045,662 for October decrease \$47,801 or -0.94% compared to the prior year. By business line, Retail sales decrease \$140,341 or -3.47% and MXB sales increased \$92,540 or 8.85%. Budgeted total sales for October were \$5,348,134 so there was a negative budget variance of \$302,475 or -5.66%.

The October sales decrease for Durham County ABC Board of -0.98% was ranked 6th among the 9 comparative boards (Cumberland, Orange, Wake, Mecklenburg, New Hanover, Greensboro, Triad and Asheville.). The statewide increase was 0.64%.

Year-to-Date Sales Growth Trend – Four Months Ended October 31:

2023	7.33%	2020	8.59%
2022	13.62%	2019	5.47%
2021	15.75%	2018	3.52%

For informational purposes, the ANNUAL sales growth trend is shown below for the previous 5 years.

Year-Over-Year Sales Increase Trend – For 12 Months Ending June 30:

	<u>Dollars Sales Increase</u>	<u>Percent Sales Increase</u>
FY2023	\$6,045,743	10.78%
FY2022	\$6,862,663	13.94%
FY2021	\$5,036,536	11.40%
FY2020	\$3,880,751	9.63%
FY2019	\$2,971,076	7.96%

Total October accrued Profit Distributions (based on Sales) were \$219,962.50 versus \$223,377.63 the prior year.