

**New Hampshire Liquor Commission**  
**Store Income/Expense Summary**  
**STR 16-WOODSVILLE**

Unaudited

7716

**FY 2023**

*July 1, 2022 to June 30, 2023*

**FY 2024**

*July 1, 2023 to June 30, 2024*

	<u>AMOUNT</u>	<u>PERCENT</u>	<u>AMOUNT</u>	<u>PERCENT</u>
<b>SALES</b>				
Retail	2,396,788	97.05%	2,441,310.02	98.19%
On-Premise	104,587	4.23%	108,925.80	4.38%
Off-Premise	12,364	0.50%	20,593.01	0.83%
Accessories	8,781	0.36%	8,609.54	0.35%
<b>Gross Sales</b>	<u>2,522,520</u>	102.14%	<u>2,579,438</u>	103.74%
Less: Discounts & Fees	<u>(52,838)</u>		<u>(93,060)</u>	
<b>NET SALES</b>	<u><b>2,469,682</b></u>	<u><b>100.00%</b></u>	<u><b>2,486,378</b></u>	<u><b>100.00%</b></u>
Net Purchases	1,692,563	68.53%	1,806,580.08	72.66%
Merchandise	5,475	0.22%	5,480.99	0.22%
Freight to Stores, Storage/Handling	13,306	0.54%	10,869.10	0.44%
	<u>1,711,344</u>	69.29%	<u>1,822,930</u>	73.32%
<b>GROSS PROFIT FROM SALES</b>	<u><b>758,339</b></u>	<u><b>30.71%</b></u>	<u><b>663,448</b></u>	<u><b>26.68%</b></u>
<b>OTHER INCOME</b>				
Sweepstakes and Miscellaneous Income	8,388	0.34%	9,416	0.38%
<b>TOTAL REVENUES</b>	<u><b>766,727</b></u>	<u><b>31.05%</b></u>	<u><b>672,864</b></u>	<u><b>27.06%</b></u>
<b>OPERATING EXPENSES</b>				
Personnel Salaries and Benefits	201,419	8.16%	178,135	7.21%
Current Expenses	8,065	0.33%	5,063	0.21%
Utilities - Heat, Electric, Water & Telephone	8,858	0.36%	9,127	0.37%
Trash Removal, Janitorial, Snow Removal	3,510	0.14%	3,461	0.14%
Lease/Rent Expense	18,511	0.75%	40,249	1.63%
Contracts For Operational Services	32,973	1.34%	21,845	0.88%
Travel Expenses	1,043	0.04%	991	0.04%
Indirect Cost and Operating Pool Allocation	114,634	4.64%	128,156	5.19%
<b>Total Expenses</b>	<u>389,014</u>	15.75%	<u>387,026</u>	15.67%
<b>NET INCOME/(LOSS)</b>	<u><b>377,713</b></u>	<u><b>15.29%</b></u>	<u><b>285,838</b></u>	<u><b>11.50%</b></u>