

CITY OF APPLE VALLEY  
2010 BUDGET  
ACCOUNT DETAIL

DEPT: LIQUOR REVENUES

COMPANY 5000: LIQUOR FUND

| JDE<br>ACCT           | 2007<br>ACTUAL | 2008<br>COUNCIL<br>ADOPTED | 2008<br>ACTUAL | 2009<br>COUNCIL<br>ADOPTED | 2009<br>EST.<br>ACTUAL | 2010<br>DEPT<br>PROP | 2010<br>ADMIN<br>REC |
|-----------------------|----------------|----------------------------|----------------|----------------------------|------------------------|----------------------|----------------------|
| 4410 Liquor           | 1,657,028      | 1,549,000                  | 1,697,861      | 1,660,000                  | 1,735,000              | 1,751,000            | 1,751,000            |
| 4411 Beer             | 2,002,186      | 1,931,000                  | 2,013,182      | 2,010,000                  | 2,050,000              | 2,060,000            | 2,060,000            |
| 4412 Wine             | 1,180,790      | 1,174,000                  | 1,154,872      | 1,184,000                  | 1,175,000              | 1,184,500            | 1,184,500            |
| 4413 Taxable Misc     | 89,965         | 79,000                     | 84,590         | 90,000                     | 85,000                 | 95,500               | 95,500               |
| 4414 Non Taxable Misc | 53,932         | 48,000                     | 56,120         | 55,000                     | 55,000                 | 59,000               | 59,000               |
| 4415 Bottle Deposits  | 28,251         | 24,500                     | 39,427         | 28,000                     | 39,500                 | 40,000               | 40,000               |
| 4416 Bottle Refunds   | (26,709)       | (23,500)                   | (39,364)       | (27,000)                   | (39,500)               | (40,000)             | (40,000)             |
| Store No. 1           | 4,985,442      | 4,782,000                  | 5,006,688      | 5,000,000                  | 5,100,000              | 5,150,000            | 5,150,000            |
| 4410 Liquor           | 580,691        | 520,000                    | 598,189        | 475,000                    | 540,000                | 540,000              | 540,000              |
| 4411 Beer             | 833,075        | 792,000                    | 815,478        | 740,000                    | 737,000                | 737,000              | 737,000              |
| 4412 Wine             | 515,136        | 505,000                    | 520,600        | 436,000                    | 468,000                | 468,000              | 468,000              |
| 4413 Taxable Misc     | 33,906         | 31,000                     | 32,018         | 30,000                     | 30,000                 | 30,000               | 30,000               |
| 4414 Non Taxable Misc | 27,463         | 27,000                     | 27,031         | 18,900                     | 25,000                 | 25,000               | 25,000               |
| 4415 Bottle Deposits  | 1,301          | 1,000                      | 7,410          | 1,300                      | 7,500                  | 7,500                | 7,500                |
| 4416 Bottle Refunds   | (922)          | (1,000)                    | (7,880)        | (1,200)                    | (7,500)                | (7,500)              | (7,500)              |
| Store No. 2           | 1,990,650      | 1,875,000                  | 1,992,846      | 1,700,000                  | 1,800,000              | 1,800,000            | 1,800,000            |
| 4410 Liquor           |                | 100,000                    | 120,034        | 957,000                    | 513,000                | 567,000              | 567,000              |
| 4411 Beer             |                | 149,000                    | 102,008        | 1,116,000                  | 665,000                | 735,000              | 735,000              |
| 4412 Wine             |                | 96,000                     | 161,533        | 757,000                    | 665,000                | 735,000              | 735,000              |
| 4413 Taxable Misc     |                | 6,000                      | 6,132          | 45,000                     | 32,000                 | 36,500               | 36,500               |
| 4414 Non Taxable Misc |                | 5,000                      | 2,163          | 25,000                     | 25,000                 | 26,500               | 26,500               |
| 4415 Bottle Deposits  |                | 800                        | 40             |                            | 500                    | 500                  | 500                  |
| 4416 Bottle Refunds   |                | (800)                      |                |                            | (500)                  | (500)                | (500)                |
| Store No. 3           | -              | 356,000                    | 391,910        | 2,900,000                  | 1,900,000              | 2,100,000            | 2,100,000            |
| Combined Sales        |                |                            |                |                            |                        |                      |                      |
| Liquor                | 2,237,719      | 2,169,000                  | 2,416,084      | 3,092,000                  | 2,788,000              | 2,858,000            | 2,858,000            |
| Beer                  | 2,835,261      | 2,872,000                  | 2,930,668      | 3,866,000                  | 3,452,000              | 3,532,000            | 3,532,000            |
| Wine                  | 1,695,926      | 1,775,000                  | 1,837,005      | 2,377,000                  | 2,308,000              | 2,387,500            | 2,387,500            |
| Taxable Misc          | 123,871        | 116,000                    | 122,740        | 165,000                    | 147,000                | 162,000              | 162,000              |
| Non Taxable Misc      | 81,395         | 80,000                     | 85,314         | 98,900                     | 105,000                | 110,500              | 110,500              |
| Bottle Deposits       | 29,552         | 26,300                     | 46,877         | 29,300                     | 47,500                 | 48,000               | 48,000               |
| Bottle Refunds        | (27,631)       | (25,300)                   | (47,244)       | (28,200)                   | (47,500)               | (48,000)             | (48,000)             |
| Combined Total        | 6,976,092      | 7,013,000                  | 7,391,444      | 9,600,000                  | 8,800,000              | 9,050,000            | 9,050,000            |

CITY OF APPLE VALLEY  
2010 BUDGET  
ACCOUNT DETAIL

DEPT: LIQUOR CASH FLOW

COMPANY 5000: LIQUOR FUND

|                                       | 2007<br>ACTUAL | 2008<br>BUDGET | 2008<br>ACTUAL | 2009<br>COUNCIL<br>ADOPTED | 2009<br>ESTIMATED | 2010<br>DEPT<br>REQUEST | 2010<br>ADMIN<br>RECOMMEND |
|---------------------------------------|----------------|----------------|----------------|----------------------------|-------------------|-------------------------|----------------------------|
| <b>INCOME STATEMENT - Store No. 1</b> |                |                |                |                            |                   |                         |                            |
| Gross Sales                           | 4,985,442      | 4,782,000      | 5,006,688      | 5,000,000                  | 5,100,000         | 5,150,000               | 5,150,000                  |
| Cost of Sales                         | 3,615,331      | 3,586,500      | 3,682,288      | 3,700,000                  | 3,803,815         | 3,840,395               | 3,840,395                  |
| Gross Profit                          | 1,370,111      | 1,195,500      | 1,324,400      | 1,300,000                  | 1,296,185         | 1,309,605               | 1,309,605                  |
| <b>OPERATING EXPENSES</b>             |                |                |                |                            |                   |                         |                            |
| Personnel Costs                       | 379,053        | 391,297        | 400,654        | 399,642                    | 399,642           | 392,194                 | 391,986                    |
| Insurance                             | 19,327         | 20,000         | 20,000         | 20,000                     | 20,000            | 22,500                  | 22,500                     |
| Lease Expenses                        | 150,712        | 159,550        | 154,989        | 159,000                    | 159,000           | 165,500                 | 165,500                    |
| Utilities                             | 21,091         | 25,450         | 22,000         | 24,450                     | 22,800            | 23,900                  | 23,900                     |
| Credit Card Charge Fees               | 67,698         | 75,000         | 66,223         | 78,000                     | 72,000            | 72,000                  | 72,000                     |
| Other                                 | 37,637         | 83,100         | 35,409         | 77,820                     | 44,785            | 80,770                  | 80,720                     |
| Capital Outlay                        |                | 65,000         | -              | 76,500                     | 7,000             | 45,000                  | 40,000                     |
| Depreciation                          | 17,638         | 22,000         | 16,625         | 22,000                     | 15,000            | 9,600                   | 9,600                      |
| Total                                 | 693,156        | 841,397        | 715,900        | 857,412                    | 740,227           | 811,464                 | 806,206                    |
| Less Capital Outlay                   |                | (65,000)       | -              | (76,500)                   | (7,000)           | (45,000)                | (40,000)                   |
| Operating Expenses                    | 693,156        | 776,397        | 715,900        | 780,912                    | 733,227           | 766,464                 | 766,206                    |
| Net Operating Income                  | 676,955        | 419,103        | 608,500        | 519,088                    | 562,958           | 543,141                 | 543,399                    |
| <b>INCOME STATEMENT - Store No. 2</b> |                |                |                |                            |                   |                         |                            |
| Gross Sales                           | 1,990,650      | 1,875,000      | 1,992,846      | 1,700,000                  | 1,800,000         | 1,800,000               | 1,800,000                  |
| Cost of Sales                         | 1,419,232      | 1,406,250      | 1,483,257      | 1,292,000                  | 1,359,626         | 1,360,126               | 1,360,126                  |
| Gross Profit                          | 571,418        | 468,750        | 509,589        | 408,000                    | 440,374           | 439,874                 | 439,874                    |
| <b>OPERATING EXPENSES</b>             |                |                |                |                            |                   |                         |                            |
| Personnel Costs                       | 227,331        | 256,491        | 238,144        | 245,950                    | 247,850           | 255,858                 | 255,693                    |
| Insurance                             | 14,180         | 15,000         | 15,000         | 15,000                     | 15,000            | 9,200                   | 9,200                      |
| Utilities                             | 11,107         | 15,300         | 11,438         | 14,200                     | 12,050            | 12,800                  | 12,800                     |
| Credit Card Charge Fees               | 28,468         | 32,000         | 33,405         | 28,000                     | 27,000            | 28,500                  | 28,500                     |
| Other                                 | 13,141         | 40,230         | 17,926         | 38,400                     | 16,216            | 47,475                  | 47,475                     |
| Capital Outlay                        | 9,073          | 31,500         | -              | 24,350                     | -                 | 52,500                  | 52,500                     |
| Depreciation                          | 19,666         | 20,000         | 19,970         | 20,000                     | 20,000            | 18,700                  | 18,700                     |
| Total                                 | 322,966        | 410,521        | 335,883        | 385,900                    | 338,116           | 425,033                 | 424,868                    |
| Less Capital Outlay                   | (9,073)        | (31,500)       | -              | (24,350)                   | -                 | (52,500)                | (52,500)                   |
| Operating Expenses                    | 313,893        | 379,021        | 335,883        | 361,550                    | 338,116           | 372,533                 | 372,368                    |
| Net Operating Income                  | 257,525        | 89,729         | 173,706        | 46,450                     | 102,258           | 67,341                  | 67,506                     |

CITY OF APPLE VALLEY  
2010 BUDGET  
ACCOUNT DETAIL

DEPT: LIQUOR CASH FLOW

COMPANY 5000: LIQUOR FUND

|                                       | 2007<br>ACTUAL | 2008<br>BUDGET | 2008<br>ACTUAL | 2009<br>COUNCIL<br>ADOPTED | 2009<br>ESTIMATED | 2010<br>DEPT<br>REQUEST | 2010<br>ADMIN<br>RECOMMEND |
|---------------------------------------|----------------|----------------|----------------|----------------------------|-------------------|-------------------------|----------------------------|
| <b>INCOME STATEMENT - Store No. 3</b> |                |                |                |                            |                   |                         |                            |
| Gross Sales                           |                | 356,000        | 391,910        | 2,900,000                  | 1,900,000         | 2,100,000               | 2,100,000                  |
| Cost of Sales                         |                | 272,560        | 341,155        | 2,175,000                  | 1,407,802         | 1,622,784               | 1,622,784                  |
| Gross Profit                          |                | 83,440         | 50,755         | 725,000                    | 492,198           | 477,216                 | 477,216                    |
| <b>OPERATING EXPENSES</b>             |                |                |                |                            |                   |                         |                            |
| Personnel Costs                       |                | 117,308        | 95,905         | 273,684                    | 265,104           | 275,422                 | 275,156                    |
| Insurance                             |                | -              | -              | 17,500                     | 17,500            | 13,100                  | 13,100                     |
| Utilities                             |                | 4,250          | 1,453          | 13,000                     | 20,840            | 21,900                  | 21,900                     |
| Credit Card Charge Fees               |                | 5,000          | 1,467          | 45,000                     | 29,000            | 31,000                  | 31,000                     |
| Other                                 |                | 9,300          | 6,382          | 41,385                     | 40,373            | 35,260                  | 35,260                     |
| Capital Outlay                        |                | -              | -              | 4,000                      | -                 | -                       | -                          |
| Depreciation                          |                | -              | -              | 64,000                     | 107,000           | 111,000                 | 111,000                    |
| Total                                 |                | 135,858        | 105,207        | 458,569                    | 479,817           | 487,682                 | 487,416                    |
| Less Capital Outlay                   |                | -              | -              | (4,000)                    | -                 | -                       | -                          |
| Operating Expenses                    |                | 135,858        | 105,207        | 454,569                    | 479,817           | 487,682                 | 487,416                    |
| Net Operating Income                  |                | (52,418)       | (54,452)       | 270,431                    | 12,381            | (10,466)                | (10,200)                   |
| <b>LIQUOR MANAGEMENT EXPENSES</b>     |                |                |                |                            |                   |                         |                            |
| <b>OPERATING EXPENSES</b>             |                |                |                |                            |                   |                         |                            |
| Personnel Costs                       | 100,825        | 104,558        | 106,215        | 112,072                    | 112,072           | 135,948                 | 135,912                    |
| Insurance                             | 34,367         | 35,000         | 35,000         | 35,000                     | 35,000            | -                       | -                          |
| Logis Charges                         | 4,263          | 5,000          | 5,008          | 5,000                      | 5,000             | 5,000                   | 5,000                      |
| Other                                 | 64,550         | 101,100        | 79,480         | 56,900                     | 41,650            | 56,700                  | 51,700                     |
| Capital Outlay                        |                |                |                |                            |                   |                         |                            |
| Depreciation                          |                |                |                |                            |                   |                         |                            |
| Total                                 | 204,005        | 245,658        | 225,703        | 208,972                    | 193,722           | 197,648                 | 192,612                    |
| Less Capital Outlay                   | -              | -              | -              | -                          | -                 | -                       | -                          |
| Operating Expenses                    | 204,005        | 245,658        | 225,703        | 208,972                    | 193,722           | 197,648                 | 192,612                    |
| Transfer & Admin Chg to General Fund  | 400,000        | 400,000        | 400,000        | 440,000                    | 440,000           | 485,000                 | 485,000                    |
| Net Operating Income                  | (604,005)      | (645,658)      | (625,703)      | (648,972)                  | (633,722)         | (682,648)               | (677,612)                  |

CITY OF APPLE VALLEY  
2010 BUDGET  
ACCOUNT DETAIL

P255

DEPT: LIQUOR CASH FLOW

COMPANY 5000: LIQUOR FUND

|                                     | 2007<br>ACTUAL | 2008<br>BUDGET | 2008<br>ACTUAL | 2009<br>COUNCIL<br>ADOPTED | 2009<br>ESTIMATED | 2010<br>DEPT<br>REQUEST | 2010<br>ADMIN<br>RECOMMEND |
|-------------------------------------|----------------|----------------|----------------|----------------------------|-------------------|-------------------------|----------------------------|
| <b>INCOME STATEMENT - Cash Flow</b> |                |                |                |                            |                   |                         |                            |
| Net Sales                           | 6,976,092      | 7,013,000      | 7,391,444      | 9,600,000                  | 8,800,000         | 9,050,000               | 9,050,000                  |
| Cost of Sales                       | 5,034,563      | 5,265,310      | 5,506,700      | 7,167,000                  | 6,571,243         | 6,823,305               | 6,823,305                  |
| Gross Profit                        | 1,941,529      | 1,747,690      | 1,884,744      | 2,433,000                  | 2,228,757         | 2,226,695               | 2,226,695                  |
| <b>OPERATING EXPENSES</b>           |                |                |                |                            |                   |                         |                            |
| Personnel Costs                     | 707,209        | 869,654        | 840,918        | 1,031,348                  | 1,024,668         | 1,059,422               | 1,058,747                  |
| Insurance                           | 67,874         | 70,000         | 70,000         | 87,500                     | 87,500            | 44,800                  | 44,800                     |
| Lease Expenses                      | 150,712        | 159,550        | 154,989        | 159,000                    | 159,000           | 165,500                 | 165,500                    |
| Logis Charges                       | 4,263          | 5,000          | 5,008          | 5,000                      | 5,000             | 5,000                   | 5,000                      |
| Utilities                           | 32,198         | 45,000         | 34,891         | 51,650                     | 55,690            | 58,600                  | 58,600                     |
| Charge Fees                         | 96,166         | 112,000        | 101,095        | 151,000                    | 128,000           | 131,500                 | 131,500                    |
| Other                               | 115,328        | 233,730        | 139,197        | 214,505                    | 143,024           | 220,205                 | 215,155                    |
| Capital Outlay                      | 9,073          | 96,500         | -              | 104,850                    | 7,000             | 97,500                  | 92,500                     |
| Debt Service - Interest             | -              | -              | -              | -                          | -                 | -                       | -                          |
| Depreciation                        | 37,304         | 42,000         | 36,595         | 106,000                    | 142,000           | 139,300                 | 139,300                    |
| Total                               | 1,220,127      | 1,633,434      | 1,382,693      | 1,910,853                  | 1,751,882         | 1,921,827               | 1,911,102                  |
| Less Capital Outlay                 | (9,073)        | (96,500)       | -              | (104,850)                  | (7,000)           | (97,500)                | (92,500)                   |
| Operating Expenses                  | 1,211,054      | 1,536,934      | 1,382,693      | 1,806,003                  | 1,744,882         | 1,824,327               | 1,818,602                  |
| Operating Income                    | 730,475        | 210,756        | 502,051        | 626,997                    | 483,875           | 402,368                 | 408,093                    |
| Other Income Adjustment             |                |                |                |                            |                   |                         |                            |
| Investment Interest                 | 120,923        | 30,000         | 68,076         | 20,000                     | 20,000            | 35,000                  | 35,000                     |
| Interest Expense                    | -              | -              | (138,585)      | -                          | (135,000)         | (133,000)               | (133,000)                  |
| Other Miscellaneous Revenue         | 197            | -              | (1,743)        | -                          | -                 | -                       | -                          |
| Rebates / grants                    | -              | -              | 62,143         | -                          | 25,600            | -                       | -                          |
| Transfer from other funds           | -              | -              | 51,318         | -                          | -                 | -                       | -                          |
| Transfer OUT                        | (400,000)      | (400,000)      | (493,407)      | (440,000)                  | (440,000)         | (485,000)               | (485,000)                  |
| Net Operating Income                | 451,595        | (159,244)      | 49,853         | 206,997                    | (45,525)          | (180,632)               | (174,907)                  |
| <b>Adjustments:</b>                 |                |                |                |                            |                   |                         |                            |
| Depreciation                        | 37,304         | 42,000         | 36,595         | 106,000                    | 142,000           | 139,300                 | 139,300                    |
| Debt Service Principal              | -              | -              | -              | -                          | (115,000)         | (130,000)               | (130,000)                  |
| Acquisition of Assets               | -              | -              | (3,765,448)    | -                          | (500,000)         | -                       | -                          |
| Bond Proceeds                       | -              | -              | 3,295,000      | -                          | -                 | -                       | -                          |
| (Inc)Dec Capital Outlay             | (9,073)        | (96,500)       | -              | (104,850)                  | (7,000)           | (97,500)                | (92,500)                   |
| Other Asset Adjustment              | (171,170)      | -              | (212,554)      | -                          | -                 | -                       | -                          |
| BEGINNING CASH                      | 2,074,214      | 2,382,870      | 2,382,870      | 1,786,316                  | 1,786,316         | 1,260,791               | 1,260,791                  |
| ENDING CASH                         | 2,382,870      | 2,169,126      | 1,786,316      | 1,994,463                  | 1,260,791         | 991,959                 | 1,002,684                  |