AGENDA
IOWA ALCOHOLIC BEVERAGES COMMISSION MEETING

Iowa Alcoholic Beverages Division
Honey Hill Event Center, 1400 W. Clay St., Osceola, IA
September 26, 2018 – 1:00 PM – 4:00 PM
Dial in Number: 1.866.685.1580
Conference Code Number: 0009991572

Call to Order.....Chairperson Eubank

I. Introductions/Opening Remarks
   - Remarks from Representative Rob Taylor

II. Approval of Agenda – **ACTION ITEM**

III. Approval of June 13, 2018, July 12, 2018, and August 22, 2018 Minutes – **ACTION ITEM**

Administrator's Report.....Administrator Larson

IV. Financial Management Report – FY18 Close Out and Q1 FY19

V. Business Operations Report

VI. Product Management Report

VII. Licensing and Regulatory Report
   - Tied House

VIII. Administrator Report
   - RFP Update

IX. 2019 Legislation Report
   - Licensing Reform

X. Rules Report
   - Approval for ABD to initiate rule making activities on Chapter 4

Public Comment.....Chairperson Eubank

Old Business.....Chairperson Eubank

New Business.....Chairperson Eubank

Next Meeting Date.....Chairperson Eubank

- Telephonic meeting to Adopt the FY18 Annual Report – November (Date TBD)
- Next Formal Meetings at ABD – Week of Dec. 10th & Week of Jan. 21st

Adjournment.....Chairperson Eubank

NOTE: Committee and Board agendas may be amended any time up to 24 hours before the meetings. Agenda items may be considered out of order at the discretion of the chair. Meetings will not convene earlier than stated above. If you require accommodations to participate in this public meeting, call 515.281.7407 or TTY at (toll-free) 866.IowaABD to make your request. Please notify ABD at least 48 hours in advance.

ALCOHOLIC
BEVERAGES
DIVISION

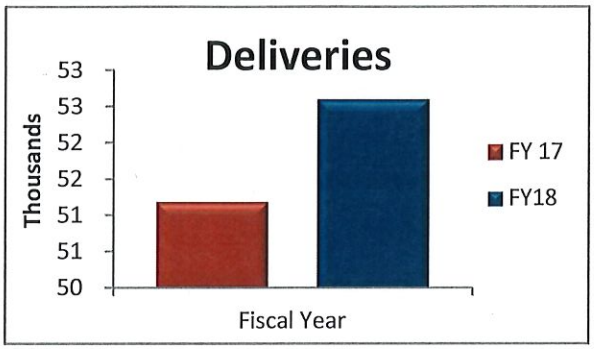
State of Iowa

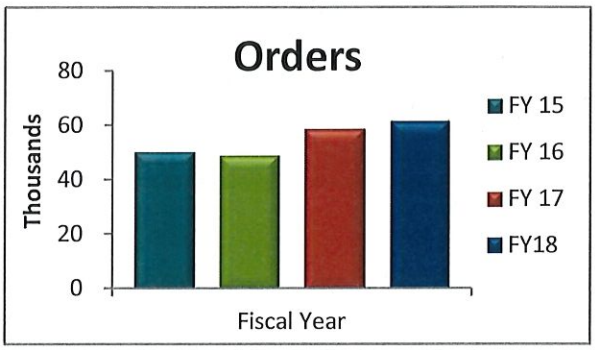
Financial Overview

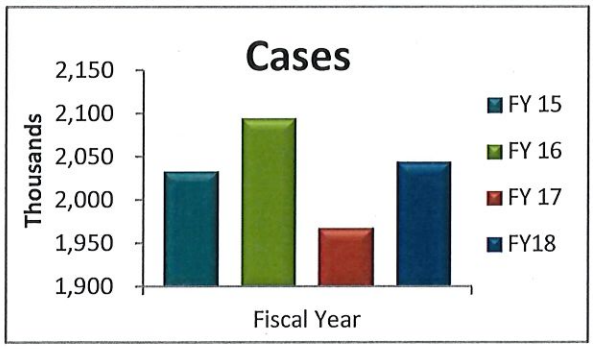
Fiscal Year 2018 Totals
July 1, 2017 - June 30, 2018

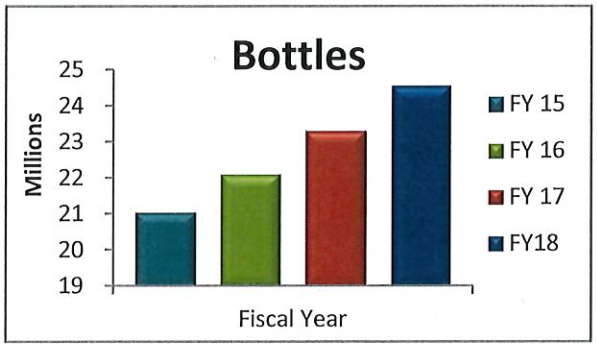
Iowa Alcoholic Beverages Division
Financial Anlaysis
FY 2018 Year End July 1, 2017 - June 30, 2018

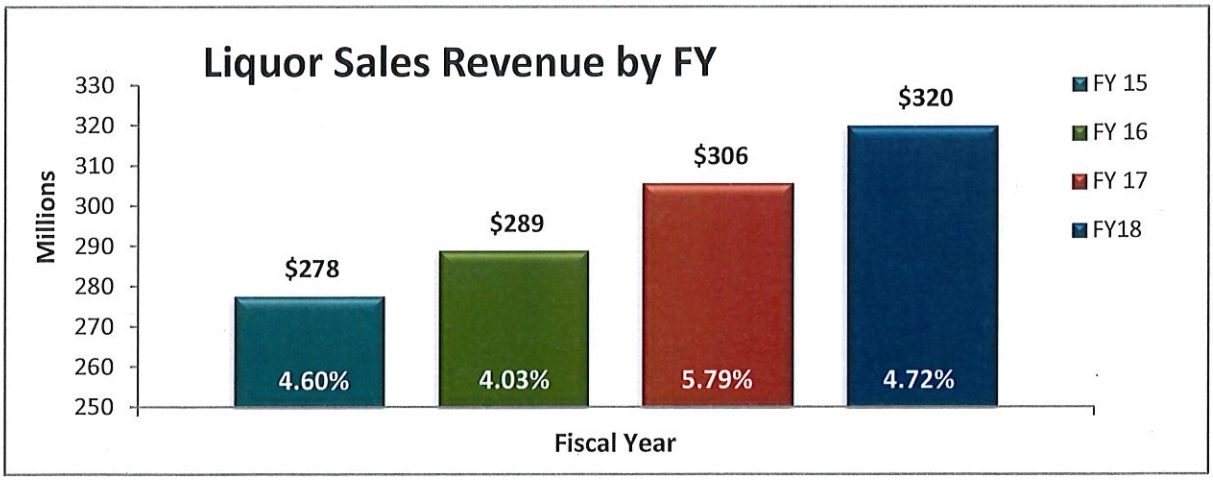
Category	FY 2018	FY 2017	% Change
Liquor Sales	320,049,812	305,619,127	4.72%
Split Case Fee	1,575,192	1,553,313	1.41%
Bottle Dep and Sur	3,048,268	2,834,706	7.53%
Total Revenue	324,673,272	310,007,146	4.73%
Deliveries	52,608	51,188	2.77%
Orders	61,601	58,415	5.45%
Cases	2,044,523	1,967,217	3.93%
Bottles	24,545,610	23,299,867	5.35%











ALCOHOLIC BEVERAGES DIVISION
State of Iowa

ABD Metrics FY18 Totals for the Fiscal Year

July 1, 2017 - June 30, 2018

Metric	FY2017	FY2018	Trend
Total Liquor Sales YTD	305,619,127	320,049,812	4.72%
12 Month Moving Average	23,509,164	24,619,216	4.72%
Split Case Fee	1,553,313	1,575,192	1.41%
Bottle Deposit Revenue	2,834,706	3,048,268	7.53%
Substance Abuse Reversion	21,502,071	22,513,750	4.71%
Liquor Profits Reversion	93,067,415	97,534,820	4.80%
Total General Fund Reversion	114,569,486	120,048,570	4.78%
Total Order Volume	58,415	61,601	5.45%
Total Case Volume	1,967,217	2,044,523	3.93%
Total Bottle Volume	23,299,867	24,545,610	5.35%
Total Delivery Volume	51,188	52,608	2.77%
Total Freight Cost per Case	$0.61	$0.62	1.24%
Driver Cost per Case	$0.73	$0.71	-2.27%
Total Warehouse Operation Cost Per Case	$0.28	$0.17	-40.33%
Warehouse Worker Cost per Case	$0.93	$0.91	-2.61%

Key Performance Indicators (KPIs) Benchmarks

Metric	ABD FY2017 Actual	ABD FY2018 Actual	Best in Class Benchmark	Median Industry Benchmark
Distribution Cost as a % of Sales	1.61%	1.57%	2.04%	5.00%
Distribution Cost as a % of Cost of Goods Sold	2.44%	2.38%	<1.6%	6.05%
Distribution Cost Per Case Shipped	$2.40	$2.55		
Distribution Cost Per Bottle Shipped	$0.21	$0.20		

Reversion Analysis
3 Year Totals FY 2016 - FY 2018

	Liquor Sales			Split Case Revenues			Total Revenue			
	FY16	FY17	FY18	FY16	FY17	FY18	FY16	FY17	FY18	FY 18 vs. FY 17 % Change
July	$ 17,354,626.80	$ 16,182,779.47	$ 20,683,446.87	$ 95,011.00	$ 85,098.50	$ 104,422.50	$ 17,449,637.80	$ 16,267,877.97	$ 20,787,869.37	27.78%
August	$ 22,356,614.25	$ 27,281,631.01	$ 25,737,769.80	$ 118,488.65	$ 147,015.18	$ 130,670.00	$ 22,475,102.90	$ 27,428,646.19	$ 25,868,439.80	-5.69%
September	$ 23,416,184.80	$ 23,307,167.10	$ 25,306,777.12	$ 126,235.50	$ 119,399.50	$ 120,085.00	$ 23,542,420.30	$ 23,426,566.60	$ 25,426,862.12	8.54%
October	$ 26,121,615.89	$ 27,172,377.07	$ 31,832,046.93	$ 113,501.00	$ 127,098.54	$ 142,404.50	$ 26,235,116.89	$ 27,299,475.61	$ 31,974,451.43	17.12%
November	$ 23,763,098.87	$ 27,186,630.66	$ 24,401,342.17	$ 113,678.50	$ 135,059.96	$ 121,120.00	$ 23,876,777.37	$ 27,321,690.62	$ 24,522,462.17	-10.25%
December	$ 29,787,248.48	$ 30,297,589.74	$ 30,720,456.69	$ 149,507.00	$ 145,982.00	$ 142,254.50	$ 29,936,755.48	$ 30,443,571.74	$ 30,862,711.19	1.38%
January	$ 19,833,010.93	$ 22,434,323.13	$ 25,828,473.91	$ 116,620.50	$ 135,460.00	$ 151,250.50	$ 19,949,631.43	$ 22,569,783.13	$ 25,979,724.41	15.11%
February	$ 23,719,843.36	$ 22,804,158.85	$ 22,403,643.21	$ 121,820.04	$ 107,044.50	$ 111,386.18	$ 23,841,663.40	$ 22,911,203.35	$ 22,515,029.39	-1.73%
March	$ 22,973,373.17	$ 24,588,550.59	$ 23,260,972.87	$ 123,716.00	$ 126,367.50	$ 115,962.00	$ 23,097,089.17	$ 24,714,918.09	$ 23,376,934.87	-5.41%
April	$ 21,406,364.63	$ 22,551,186.27	$ 27,087,806.47	$ 114,130.00	$ 116,776.00	$ 133,942.00	$ 21,520,494.63	$ 22,667,962.27	$ 27,221,748.47	20.09%
May	$ 24,735,346.31	$ 29,483,763.34	$ 28,885,361.58	$ 124,648.50	$ 150,219.50	$ 140,727.50	$ 24,859,994.81	$ 29,633,982.84	$ 29,026,089.08	-2.05%
June	$ 27,409,272.32	$ 25,636,821.18	$ 28,316,439.65	$ 142,132.50	$ 121,086.50	$ 130,611.50	$ 27,551,404.82	$ 25,757,907.68	$ 28,447,051.15	10.44%
July	$ 6,032,190.85	$ 6,692,148.36	$ 5,585,275.00	$ 34,450.00	$ 36,701.50	$ 30,356.00	$ 6,066,640.85	$ 6,728,849.86	$ 5,615,631.12	-16.54%
Total	**$ 288,908,790.66**	**$ 305,619,126.77**	**$ 320,049,812.27**	**$ 1,493,939.19**	**$ 1,553,309.18**	**$ 1,575,192.18**	**$ 290,402,729.85**	**$ 307,172,435.95**	**$ 321,625,004.57**	**4.71%**
	% of Budget									
	101.60%									

	Substance Abuse			General Fund Reversion			Total Reversion			
	FY16	FY17	FY18	FY16	FY17	FY18	FY16	FY17	FY18	FY 18 vs. FY 17 % Change
July	1,221,474.65	1,138,751.46	1,455,150.86	$ 6,000,000	$ 6,000,000	$ 7,300,000	$ 7,221,474.65	$ 7,138,751.46	$ 8,755,150.86	22.64%
August	1,573,257.20	1,920,005.23	1,810,790.79	$ 7,000,000	$ 7,000,000	$ 6,500,000	$ 8,573,257.20	$ 8,920,005.23	$ 8,310,790.79	-6.83%
September	1,647,969.42	1,639,859.66	1,779,880.35	$ 7,500,000	$ 7,500,000	$ 8,500,000	$ 9,147,969.42	$ 9,139,859.66	$ 10,279,880.35	12.47%
October	1,836,458.18	1,910,963.29	2,238,211.60	$ 8,700,000	$ 8,700,000	$ 9,000,000	$ 10,536,458.18	$ 10,610,963.29	$ 11,238,211.60	5.91%
November	1,671,374.42	1,912,518.34	1,716,572.35	$ 9,000,000	$ 9,000,000	$ 7,000,000	$ 10,671,374.42	$ 10,912,518.34	$ 8,716,572.35	-20.12%
December	2,095,572.88	2,131,050.02	2,160,389.78	$ 8,000,000	$ 9,000,000	$ 9,000,000	$ 10,095,572.88	$ 11,131,050.02	$ 11,160,389.78	0.26%
January	1,396,474.20	1,579,884.82	1,818,580.71	$ 6,000,000	$ 6,500,000	$ 7,500,000	$ 7,396,474.20	$ 8,079,884.82	$ 9,318,580.71	15.33%
February	1,668,916.44	1,603,784.23	1,576,052.06	$ 7,000,000	$ 7,000,000	$ 7,500,000	$ 8,668,916.44	$ 8,603,784.23	$ 9,076,052.06	5.49%
March	1,616,796.24	1,730,044.27	1,636,385.44	$ 8,000,000	$ 8,000,000	$ 8,000,000	$ 9,616,796.24	$ 9,730,044.27	$ 9,636,385.44	-0.96%
April	1,506,434.62	1,586,757.36	1,905,522.39	$ 7,500,000	$ 7,500,000	$ 8,500,000	$ 9,006,434.62	$ 9,086,757.36	$ 10,405,522.39	14.51%
May	1,740,199.64	2,074,378.80	2,031,826.24	$ 8,000,000	$ 9,500,000	$ 9,500,000	$ 9,740,199.64	$ 11,574,378.80	$ 11,531,826.24	-0.37%
June	1,928,598.34	1,803,053.54	1,991,293.58	$ 8,000,000	$ 7,300,000	$ 7,600,000	$ 9,928,598.34	$ 9,103,053.54	$ 9,591,293.58	5.36%
July	424,664.86	471,019.49	393,094.18	$ 760,077	$ 67,415	$ 1,634,820	$ 1,184,741.97	$ 538,434.49	$ 2,027,914.00	276.63%
Total	**$ 20,328,191.09**	**$ 21,502,070.51**	**$ 22,513,750.33**	**91,460,077**	**93,067,415**	**97,534,820**	**$ 111,788,268.20**	**$ 114,569,485.51**	**$ 120,048,570.15**	4.78%
Obligation							**103,000,000**	**114,000,000**	**116,100,000**	
Over/Under Reversion							**8,788,268**	**569,486**	**3,948,570**	
							108.53%	100.50%	103.40%	

Present Sales and Reversion
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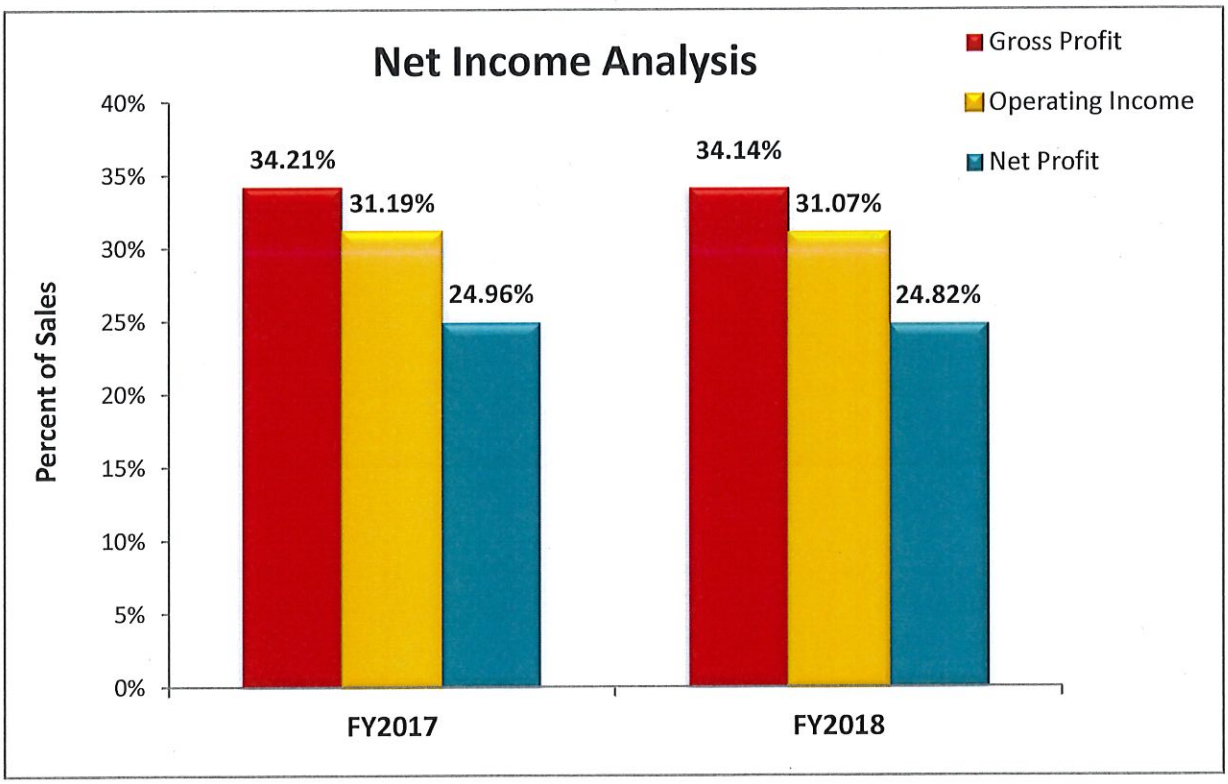
Net Income Analysis FY2018 Total

* Total amounts have been adjusted to exclude one time expenses

Category	FY2017	FY2018	% Change	Amount Change
Gross Profit	104,553,222	109,256,084	4.50%	$ 4,702,862.00
Operating Income	95,326,072	99,450,543	4.33%	$ 4,124,471.00
Net Profit	76,287,779	79,449,344	4.14%	$ 3,161,565.00
Net Sales	305,619,127	320,049,812	4.72%	$ 14,430,685.00

Percent Of Sales	FY2017	FY2018	% Change	Amount Change
Gross Profit	34.21%	34.14%	-0.21%	0.76
Operating Income	31.19%	31.07%	-0.38%	0.97
Net Profit	24.96%	24.82%	-0.55%	0.99



Iowa Alcoholic Beverages Division
FY18 Profit and Loss Totals- Accrual Basis- July 1, 2017 - June 30, 2018

	YTD FY 2017	YTD FY 2018	FY18 vs. FY17 % Chg.	FY18 vs. FY17 Amount Chg.
Liquor Sales Revenue	**305,619,127**	**320,049,812**	**4.72%**	**14,430,685**
Cost of Sales				
Bailment	203,464,785	213,295,646	4.83%	9,830,861
Less: Bailment Fees	(2,193,528)	(2,292,151)	4.50%	(98,623)
Less: Special Handling Fees	(187,505)	(202,462)	7.98%	(14,957)
Less: Defective Products	(17,848)	(7,306)	-59.07%	10,542
Total Cost of Sales	**201,065,905**	**210,793,728**	**4.84%**	**9,727,823**
Gross Profit	**104,553,222**	**109,256,084**	**4.50%**	**4,702,862**
Gross Profit %	**34.2%**	**34.1%**	**-0.21%**	**-0.07%**
Operating Expenses				
Freight Expenses	2,682,173	2,713,888	1.18%	31,715
Warehouse Expenses	2,340,695	2,200,035	-6.01%	(140,660)
Other Expenses Related To Distribution	37,514	830,346	2113.43%	792,832
Total Operating Expenses	**5,060,382**	**5,744,269**	**13.51%**	**683,887**
General and Administrative Expenses				
Warehouse Administration	316,490	630,490	99.21%	314,000
Product Administration	416,061	312,780	-24.82%	(103,281)
Accounting	493,539	613,814	24.37%	120,275
Information Technology	2,510,298	2,094,223	-16.57%	(416,075)
Buildings and Grounds	430,379	409,964	-4.74%	(20,415)
General and Administrative Expense Total	**4,166,768**	**4,061,272**	**-2.53%**	**(105,496)**
Income from Operations	**95,326,072**	**99,450,543**	**4.33%**	**4,124,471**
Other Revenues				
Split Case Fee	1,553,315	1,575,192	1.41%	21,877
Bottle Deposit/Surcharge	2,834,706	3,048,268	7.53%	213,562
Recycling	24,611	25,183	2.32%	572
Fuel and Lease Reimbursement	10,758	766	-92.88%	(9,992)
Lease Revenue	79,950	81,795	2.31%	1,845
Total Other Revenues	**4,503,340**	**4,731,204**	**5.06%**	**227,864**
Other Expenses				
Bottle Deposit Fee	629,882	636,123	0.99%	6,241
Recycle Surcharge Fee	1,408,415	1,577,580	12.01%	169,165
Liquor Refunds	1,267	4,949	290.61%	3,682
Substance Abuse Transfer	21,502,070	22,513,750	4.71%	1,011,680
Total Other Expense	**23,541,634**	**24,732,402**	**5.06%**	**1,190,768**
Net Profit	**76,287,779**	**79,449,344**	**4.14%**	**3,161,566**
Return on Sales	**25.0%**	**24.8%**	**-0.55%**	**-0.14%**

Iowa Alcoholic Beverages Division
FY18 Net Income Statement- Accrual Basis- July 1, 2017 - June 30, 2018

	YTD FY 2017	YTD FY 2018	YTD FY18 vs. FY17 % Chg.	YTD FY18 vs. FY17 Amount Chg.
Revenues				
Operating Revenues				
Liquor Sales	305,619,127	320,049,812	4.72%	14,430,686
Split Case Revenue	1,553,309	1,575,192	1.41%	21,883
Bottle Deposit/Surcharge	2,831,706	3,048,358	7.65%	216,652
Recycling Revenue	27,346	27,981	2.32%	635
Fuel and Lease Reimbursement	3,790	3,427	-9.58%	(363)
Total Operating Revenues	**310,035,278**	**324,704,770**	**4.73%**	**14,669,492**
Non-Operating Revenues				
Lease Revenue	82,709	87,065	5.27%	4,356
License Fees	15,664,469	16,613,682	6.06%	949,213
Wine Tax	8,078,044	8,166,553	1.10%	88,509
Fines/Penalties	40,541	37,274	-8.06%	(3,267)
Misc. Funding Sources	410,574	390,090	-4.99%	(20,483)
State Appropriations	1,201,153	996,391	(0.17)	(204,762)
Inter Department Transfers	1,904,688	1,435,684	-24.62%	(469,004)
Prior Year Liquor Control Fund Carry forward	5,841	2,413	-58.69%	(3,428)
Total Non-Operating Revenues	**27,388,018**	**27,729,153**	**1.25%**	**341,135**
Total Revenues	**337,423,297**	**352,433,923**	**4.45%**	**15,010,626**
Expenses				
Operating Expenses				
Purchase of Spirits	202,695,648	210,796,225	4.00%	8,100,577
Freight Expenses	2,628,852	2,713,888	3.23%	85,036
Warehouse Expenses	2,387,334	2,200,035	-7.85%	(187,299)
Other Expenses Related To Distribution	37,514	830,346	2113.45%	792,832
Warehouse Administration	585,439	630,490	7.70%	45,051
Product Administration	416,061	312,780	-24.82%	(103,281)
Accounting	322,764	613,814	90.17%	291,050
Information Technology	2,900,776	2,094,223	-27.80%	(806,553)
Buildings and Grounds	448,787	429,672	-4.26%	(19,114)
Bottle Deposit Fee	629,882	636,123	0.99%	6,241
Recycle Surcharge Fee	1,408,415	1,577,580	12.01%	169,165
Liquor Refunds	14,038	4,949	-64.75%	(9,090)
Substance Abuse Transfer	21,502,071	22,513,750	4.71%	1,011,680
Liquor Profits Transfer	93,067,415	97,534,820	4.80%	4,467,405
Total Operating Expenses	**329,044,998**	**342,888,696**	**4.21%**	**13,843,699**
Non-Operating Expenses				
Sunday Sales Transfer	927,238	911,293	-1.72%	(15,945)
Payments to City and Counties	3,715,755	3,536,759	-4.82%	(178,996)
Non-Operating Expenditures	3,828,721	3,643,143	-4.85%	(185,578)
Inter-Department Transfers	1,470,000	1,425,000	-3.06%	(45,000)
Non-Operating Expenses Total	**9,941,713**	**9,516,194**	**-4.28%**	**(425,519)**
Total Expenses	**338,986,711**	**352,404,891**	**3.96%**	**13,418,180**
Net Income	**(1,563,414)**	**29,032**	**-101.86%**	**1,592,447**

Iowa Alcoholic Beverages Division
FY18 Cash Flow Totals- Accrual Basis- July 1, 2017 - June 30, 2018

CASH IN	July	August	September	October	November	December	January	February	March	April	May	June	Hold Open	TOTAL
Liquor Sales	$ 20,683,446.87	$ 25,737,769.80	$ 25,306,777.12	$ 31,832,046.93	$ 24,401,342.17	$ 30,720,456.69	$ 25,828,473.91	$ 22,403,643.21	$ 23,260,972.87	$ 27,087,806.47	$ 28,885,361.58	$ 28,316,439.65	$ 5,585,275.12	$ 320,049,812.39
Wine Tax	$ -	$ 540,862.34	$ 694,180.84	$ 534,129.25	$ 994,264.20	$ 747,021.06	$ 895,796.38	$ 595,197.50	$ 569,735.14	$ 556,318.61	$ 679,855.92	$ 625,907.45	$ 733,284.65	$ 8,166,553.34
Liquor Permits	$ 1,563,575.55	$ 827,418.75	$ 1,438,125.02	$ 1,376,038.12	$ 903,562.09	$ 1,084,619.64	$ 1,051,780.01	$ 1,199,001.89	$ 1,568,552.40	$ 1,204,351.46	$ 1,344,160.95	$ 1,458,476.88	$ 164,724.01	$ 15,184,386.77
Beer Permits	$ 86,395.16	$ 72,820.76	$ 127,932.24	$ 125,823.29	$ 89,665.03	$ 75,653.37	$ 75,299.45	$ 141,068.59	$ 150,439.74	$ 100,954.69	$ 88,076.95	$ 95,079.40	$ 9,186.29	$ 1,238,394.96
Special Licenses	$ 550.00	$ 1,025.00	$ 1,525.00	$ 850.00	$ 925.00	$ 775.00	$ 1,000.00	$ 725.00	$ 800.00	$ 1,025.00	$ 75.00	$ 525.00	$ 100.00	$ 9,900.00
Vinter's Cert. of Compliance	$ 3,500.00	$ 8,800.00	$ 6,100.00	$ 5,200.00	$ 4,100.00	$ 3,000.00	$ 5,500.00	$ 6,900.00	$ 7,300.00	$ 6,600.00	$ 3,100.00	$ 7,100.00	$ 700.00	$ 67,900.00
Distiller's Cert. of Compliance	$ 600.00	$ 1,600.00	$ 1,000.00	$ 800.00	$ 1,150.00	$ 600.00	$ 850.00	$ 1,050.00	$ 1,050.00	$ 1,000.00	$ 500.00	$ 900.00	$ 250.00	$ 11,350.00
Brewer's Cert. of Compliance	$ 8,000.00	$ 10,000.00	$ 8,500.00	$ 6,000.00	$ 8,500.00	$ 7,000.00	$ 9,250.00	$ 4,000.00	$ 13,000.00	$ 7,500.00	$ 5,000.00	$ 13,500.00	$ 1,500.00	$ 101,750.00
Split Case Fee	$ 104,422.50	$ 130,670.00	$ 120,085.00	$ 142,404.50	$ 121,120.00	$ 142,254.50	$ 151,250.50	$ 111,386.18	$ 115,962.00	$ 133,942.00	$ 140,727.50	$ 130,611.50	$ 30,355.50	$ 1,575,191.68
Bottle Deposit Fee	$ 197,289.27	$ 253,956.60	$ 235,372.14	$ 289,602.00	$ 232,798.59	$ 276,099.39	$ 256,078.71	$ 214,226.19	$ 224,366.76	$ 263,441.79	$ 279,051.21	$ 266,955.12	$ 59,120.46	$ 3,048,358.23
Other - Fees,NSF	$ 468.00	$ 510.94	$ 545.00	$ 970.00	$ 625.00	$ 470.00	$ 655.00	$ 420.00	$ 1,010.00	$ 535.00	$ 440.25	$ 525.00	$ 1,181.05	$ 8,355.24
Other Misc. Income	$ 690.00	$ 4,047.51	$ 1,586.00	$ 854.99	$ 4,345.27	$ 38,398.00	$ 1,077.89	$ 2,371.25	$ 795.00	$ 2,681.59	$ 1,185.00	$ 8,300.04	$ 3,765.86	$ 70,098.40
Lottery Lease	$ -	$ -	$ -	$ 20,448.75	$ -	$ -	$ 20,448.75	$ -	$ -	$ 20,448.75	$ -	$ -	$ 20,448.75	$ 81,795.00
Other Sales/Service-Recycling	$ -	$ 1,378.00	$ 3,021.25	$ 2,573.29	$ 1,616.86	$ 1,228.32	$ 3,163.05	$ 2,165.25	$ 1,195.05	$ 1,202.40	$ 1,712.73	$ 2,704.05	$ 3,222.50	$ 25,182.75
TOTAL CASH IN	**$ 22,648,937.35**	**$ 27,590,859.70**	**$ 27,944,749.61**	**$ 34,337,741.12**	**$ 26,764,014.21**	**$ 33,097,575.97**	**$ 28,300,623.65**	**$ 24,682,155.06**	**$ 25,915,178.96**	**$ 29,387,807.76**	**$ 31,429,247.09**	**$ 30,927,024.09**	**$ 6,613,114.19**	**$ 349,639,028.76**
CASH OUT														
Cities-Liqour Sales Dist	$ -	$ 337,173.17	$ 278,803.70	$ 360,285.53	$ 277,606.67	$ 235,886.62	$ 275,651.29	$ 227,237.58	$ 290,930.48	$ 329,962.24	$ 295,015.53	$ 287,478.17	$ 340,728.03	$ 3,536,759.01
Counties-Liqour Sales Dist	$ -	$ 19,410.02	$ 15,519.42	$ 19,425.35	$ 10,242.20	$ 10,208.46	$ 13,180.00	$ 12,454.08	$ 28,473.33	$ 48,428.31	$ 24,961.06	$ 22,755.66	$ 13,801.60	$ 238,859.49
Transfer to Liq Gen Fund(0001)	$ -	$ -	$ -	$ -	$ -	$ 300,000.00	$ 300,000.00	$ -	$ 300,000.00	$ -	$ 300,000.00	$ 125,000.00	$ 100,000.00	$ 1,425,000.00
Sunday Sales	$ -	$ -	$ 911,292.57	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 911,292.57
Substance Abuse	$ -	$ 1,455,150.86	$ 1,810,790.79	$ 1,779,880.35	$ 2,238,211.60	$ 1,716,572.35	$ 2,160,389.78	$ 1,818,580.71	$ 1,576,052.06	$ 1,636,385.44	$ 1,905,522.39	$ 2,031,826.24	$ 2,384,387.76	$ 22,513,750.33
General Fund Transfer	$ -	$ 7,300,000.00	$ 6,500,000.00	$ 8,500,000.00	$ 9,000,000.00	$ 7,000,000.00	$ 9,000,000.00	$ 7,500,000.00	$ 7,500,000.00	$ 8,000,000.00	$ 8,500,000.00	$ 9,500,000.00	$ 9,234,819.82	$ 97,534,819.82
Personal Expenses	$ 139,696.80	$ 782,814.05	$ 255,284.56	$ 327,907.60	$ 347,994.78	$ 337,697.09	$ 551,896.70	$ 330,208.23	$ 266,438.83	$ 335,653.93	$ 346,757.07	$ 377,345.61	$ 233,149.68	$ 4,299,710.51
Liquor Purchases	$ 7,715,609.45	$ 16,796,085.77	$ 18,217,365.66	$ 17,083,444.71	$ 19,941,508.41	$ 18,971,572.60	$ 16,657,257.10	$ 16,387,928.76	$ 14,858,190.68	$ 16,246,111.71	$ 18,182,375.92	$ 19,721,937.62	$ 9,272,287.32	$ 210,796,224.70
Liquor Purchases-Buyouts	$ -	$ 418,177.35	$ 102,176.34	$ 6,528.00	$ 217,667.30	$ -	$ -	$ -	$ -	$ -	$ -	$ -		$ 744,548.99
Bottle Deposit/Surcharge	$ -	$ 168,148.60	$ 179,962.91	$ 209,966.39	$ 177,461.56	$ 200,768.49	$ 162,680.02	$ 193,193.85	$ 157,323.35	$ 168,788.78	$ 183,850.39	$ 230,377.05	$ 181,181.62	$ 2,213,703.01
Capitals	$ -	$ 500,000.00	$ -	$ (24,653.78)	$ -	$ -	$ -	$ 355,000.00	$ -	$ -	$ -	$ -	$ -	$ 830,346.22
Misc. Trust Fund Expenses	$ 83,544.26	$ 551,728.38	$ 318,853.77	$ 335,085.93	$ 387,685.76	$ 369,270.90	$ 237,032.26	$ 298,436.67	$ 591,869.63	$ 248,041.29	$ 279,524.32	$ 305,459.85	$ 498,895.66	$ 4,094,014.15
														$ -
TOTAL CASH OUT	**$ 7,938,850.51**	**$ 28,328,688.20**	**$ 28,590,049.72**	**$ 28,597,870.08**	**$ 32,598,378.28**	**$ 29,141,976.51**	**$ 29,358,087.15**	**$ 27,123,039.88**	**$ 25,569,278.36**	**$ 27,013,371.70**	**$ 30,018,006.68**	**$ 32,602,180.20**	**$ 22,259,251.49**	**$ 349,139,028.80**
TOTAL CHANGE IN CASH	**$ 14,710,086.84**	**$ (737,828.50)**	**$ (645,300.11)**	**$ 5,739,871.04**	**$ (5,834,364.07)**	**$ 3,955,599.46**	**$ (1,057,463.50)**	**$ (2,440,884.82)**	**$ 345,900.60**	**$ 2,374,436.06**	**$ 1,411,240.41**	**$ (1,675,156.11)**	**$ (15,646,137.30)**	**$ 499,999.96**
BEGINNING CASH BALANCE		**$ 14,710,086.84**	**$ 13,972,258.34**	**$ 13,326,958.23**	**$ 19,066,829.27**	**$ 13,232,465.20**	**$ 17,188,064.66**	**$ 16,130,601.16**	**$ 13,689,716.34**	**$ 14,035,616.94**	**$ 16,410,053.00**	**$ 17,821,293.41**	**$ 16,146,137.30**	**$ 185,730,080.69**
Increase/(Decrease) in Cash	$ 14,710,086.84	$ (737,828.50)	$ (645,300.11)	$ 5,739,871.04	$ (5,834,364.07)	$ 3,955,599.46	$ (1,057,463.50)	$ (2,440,884.82)	$ 345,900.60	$ 2,374,436.06	$ 1,411,240.41	$ (1,675,156.11)	$ (15,646,137.30)	$ 499,999.96
ENDING CASH BALANCE	**$ 14,710,086.84**	**$ 13,972,258.34**	**$ 13,326,958.23**	**$ 19,066,829.27**	**$ 13,232,465.20**	**$ 17,188,064.66**	**$ 16,130,601.16**	**$ 13,689,716.34**	**$ 14,035,616.94**	**$ 16,410,053.00**	**$ 17,821,293.41**	**$ 16,146,137.30**	**$ 500,000.00**	**$ 186,230,080.65**
1/3 CASH BALANCE	$ 14,710,086.84	$ 13,972,258.34	$ 13,326,958.23	$ 19,066,829.27	$ 13,232,465.20	$ 17,188,064.66	$ 16,130,601.16	$ 13,689,716.34	$ 14,035,616.94	$ 16,410,053.00	$ 17,821,293.41	$ 16,146,137.30	$ 500,000.00	
VARIANCE	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	0.00	

ALCOHOLIC
BEVERAGES
DIVISION

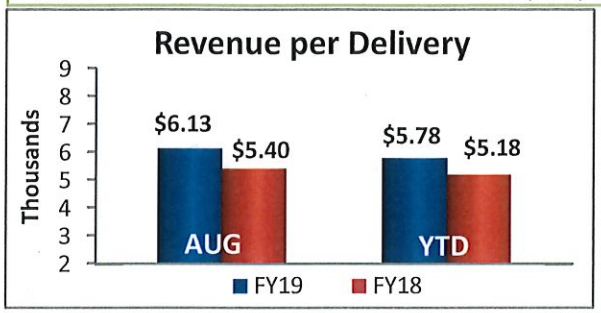
State of Iowa

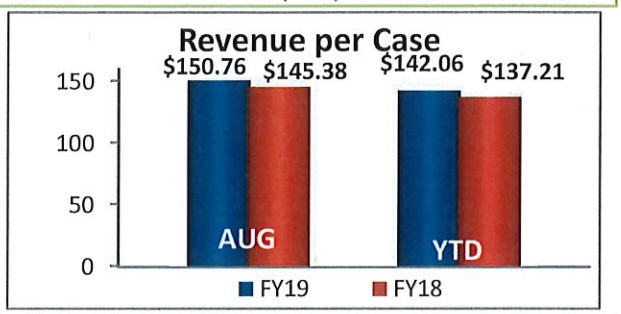
Financial Overview

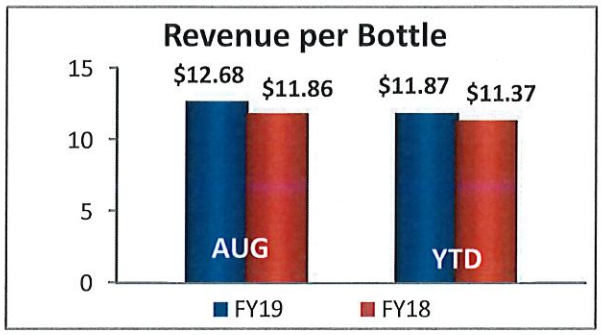
Fiscal Year 2019 YTD
July 1, 2018 – August 31, 2018

Iowa Alcoholic Beverages Division
Financial Analysis
FY19 August Sales Comparison Year Over Year Cash Basis

Category	FY 2019	FY 2018	% Change
Liquor Sales	29,079,661	25,737,770	12.98%
Split Case Fee	130,139	130,670	-0.41%
Bottle Dep and Sur	279,818	253,957	10.18%
Total Revenue	29,489,618	26,122,396	12.89%
Deliveries	4,811	4,836	-0.52%
Orders	5,151	5,269	-2.24%
Cases	195,609	179,689	8.86%
Bottles	2,325,484	2,203,273	5.55%



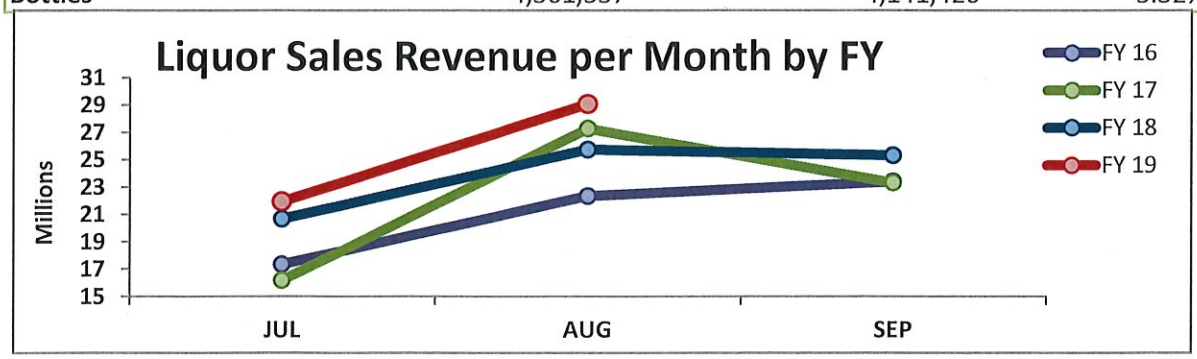




JUL- SEP Average Sale Days Comparison	
Month	YOY
JULY	+1
AUG	0
SEPT	-1
Total For FY 1st QTR	0

FY19 July - August Sales Comparison Year to Date

Category	FY 2019	FY 2018	% Change
Liquor Sales	51,021,611	46,421,217	9.91%
Split Case Fee	236,836	235,093	0.74%
Bottle Dep and Sur	496,892	451,246	10.12%
Total Revenue	51,755,339	47,107,556	9.87%
Deliveries	8,948	9,095	-1.62%
Orders	10,000	10,301	-2.92%
Cases	364,316	343,316	6.12%
Bottles	4,361,537	4,141,420	5.32%



ALCOHOLIC BEVERAGES DIVISION
State of Iowa

ABD Metrics July 1, 2018 - August 31, 2018

FY19 Current Financial Analysis

Metric	FY2018	FY2019	Trend	5 Year Average	4 Year Average
Total Liquor Sales YTD	46,421,216.67	51,021,611.21	9.91%	6.32%	9.38%
12 Month Moving Average	23,736,610.23	24,973,092.82	5.21%	4.74%	5.39%
Split Case Fee	130,670.00	130,138.50	-0.41%		
Bottle Deposit Revenue	253,957.00	279,818.00	10.18%		
Monthly Sale of Licenses	921,664.51	1,660,175.01	80.13%		
Sale of Licenses YTD	2,584,285.22	3,126,958.98	21.00%		
Substance Abuse Reversion	1,810,790.79	2,044,685.98	12.92%		
Liquor Profits Reversion	6,500,000.00	7,500,000.00	15.38%		
Total General Fund Reversion	8,310,790.79	9,544,685.98	14.85%		
Total General Fund Reversion YTD	17,065,941.65	19,088,091.28	11.85%		
Monthly Order Volume	5,269	5,151	-2.24%		
Monthly Case Volume	179,689	195,609	8.86%		
Monthly Bottle Volume	2,203,273	2,325,484	5.55%		
Monthly Delivery Volume	4,836	4,811	-0.52%		
Monthly Pick Volume	469,165	479,426	2.19%		

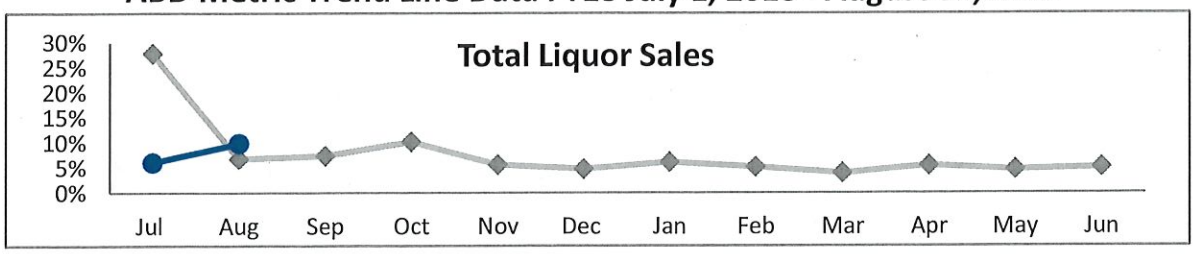
ABD Metrics August 1, 2018 - August 31, 2018

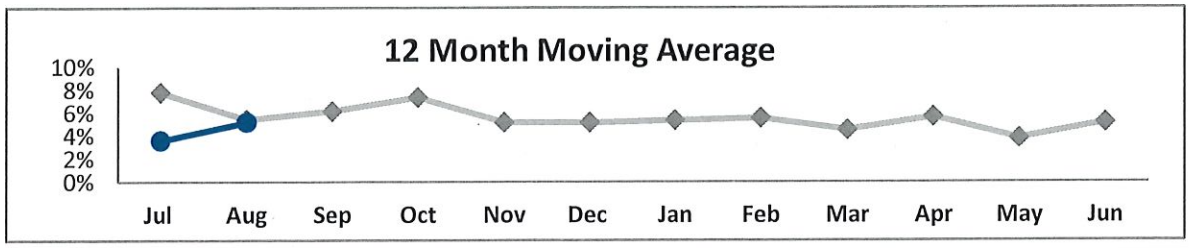
Metric	FY2018	FY2019	Pct Change	Amt Change
Freight Cost per Case	**$1.58**	**$1.02**	**-35.24%**	**-$0.56**
Total Freight Cost Per Case YTD	$1.15	$1.10	-3.74%	-$0.04
Warehouse Cost Per Case	**$1.56**	**$0.76**	**-51.05%**	**-$0.80**
Total WHSE Cost per Case YTD	$1.00	$0.81	-18.81%	-$0.19
Freight Cost per Bottle	**$0.13**	**$0.09**	**-33.21%**	**-$0.04**
Total Freight Cost Per Bottle YTD	$0.09	$0.09	-3.01%	$0.00
Warehouse Cost Per Bottle	**$0.13**	**$0.06**	**-49.51%**	**-$0.06**
Total WHSE Cost per Bottle YTD	$0.08	$0.07	-18.19%	-$0.02
Total Freight Cost per Delivery	**$58.80**	**$41.67**	**-29.14%**	**-$17.14**
Total Fleet Dist Cost Per Delivery YTD	$43.25	$44.91	3.83%	$1.66
Warehouse Cost Per Delivery	**$58.05**	**$31.09**	**-46.44%**	**-$26.95**
Total WHSE Cost per Delivery YTD	$37.61	$32.94	-12.43%	-$4.68
Freight Cost per Pick	**$0.61**	**$0.42**	**-31.01%**	**-$0.19**
Total Fleet Dist Cost Per Pick YTD	$0.44	$0.44	0.46%	$0.00
WHSE Operation Cost Per Pick	**$0.60**	**$0.31**	**-47.85%**	**-$0.29**
Total WHSE Cost per Pick YTD	$0.38	$0.33	-15.27%	-$0.06

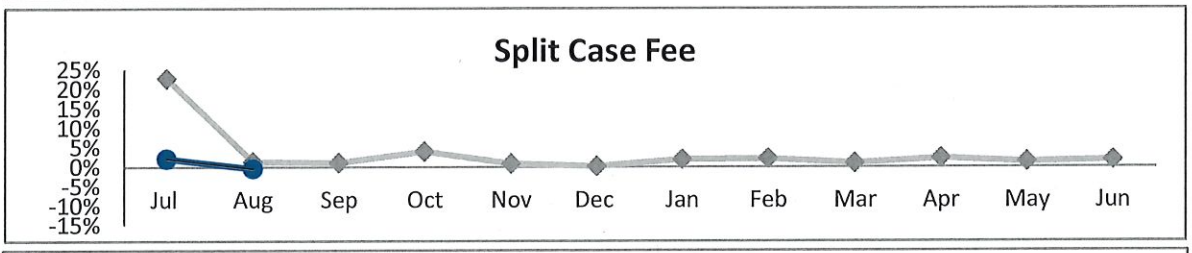
Key Performance Indicators (KPIs) Benchmarks

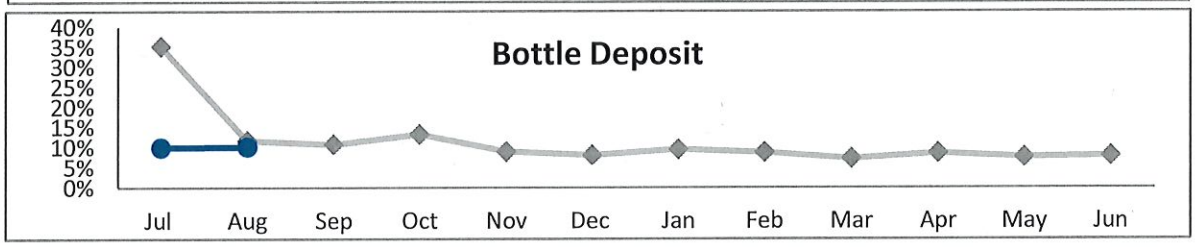
Metric	ABD FY2018 Actual	ABD FY2019 Actual	Best in Class Benchmark	Median Benchmark
Distribution Cost as a % of Sales	**1.58%**	**1.37%**	**2.04%**	**5.00%**
Distribution Cost as a % of Cost of Goods Sold	**4.38%**	**4.06%**	**<1.6%**	**6.05%**
Total Distribution Cost Per Unit Picked	**$0.83**	**$0.77**	**$0.30**	**$1.04**

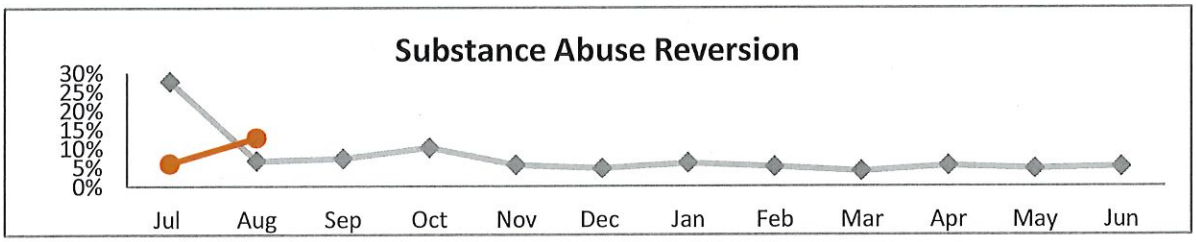
ABD Metric Trend Line Data FY18 July 1, 2018 - August 31, 2018

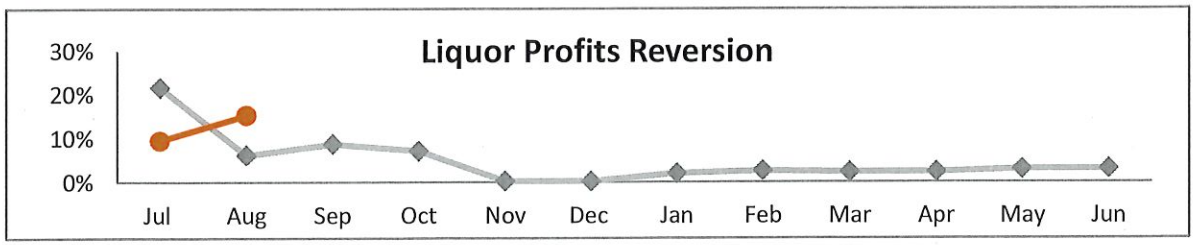


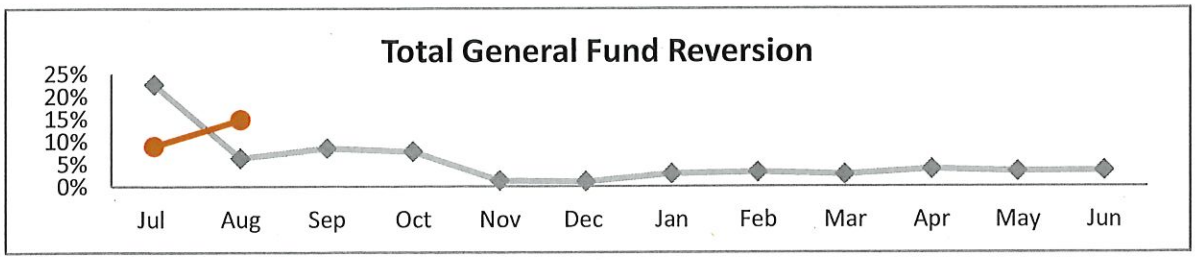




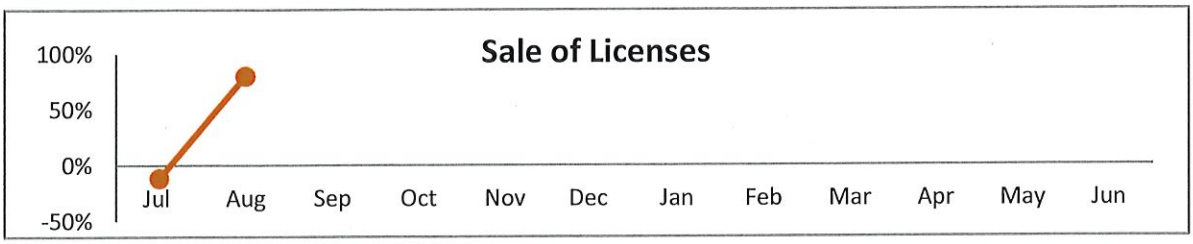


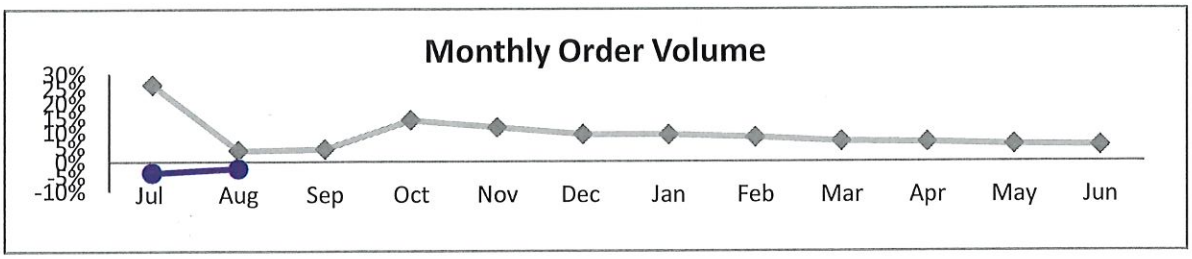


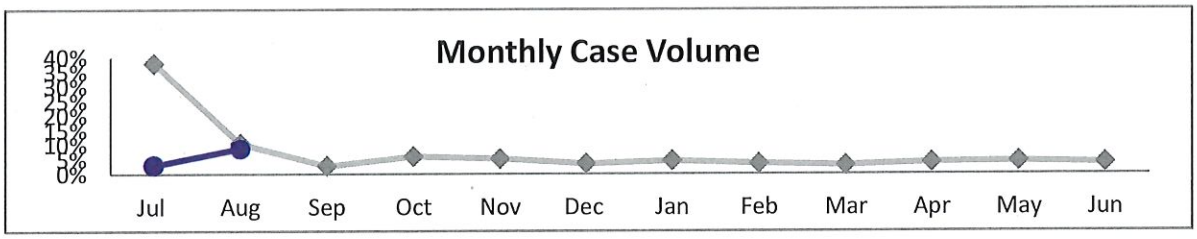


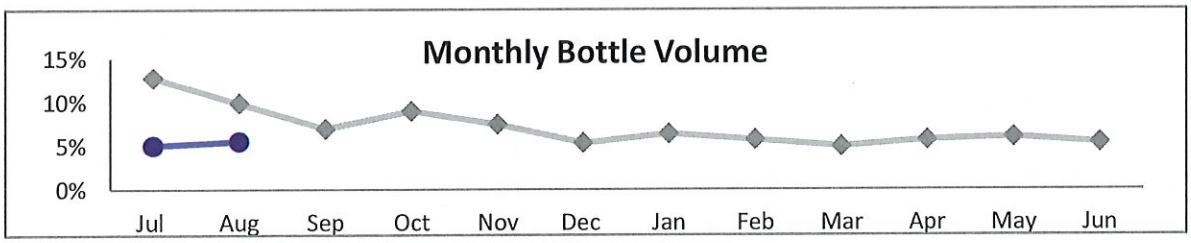


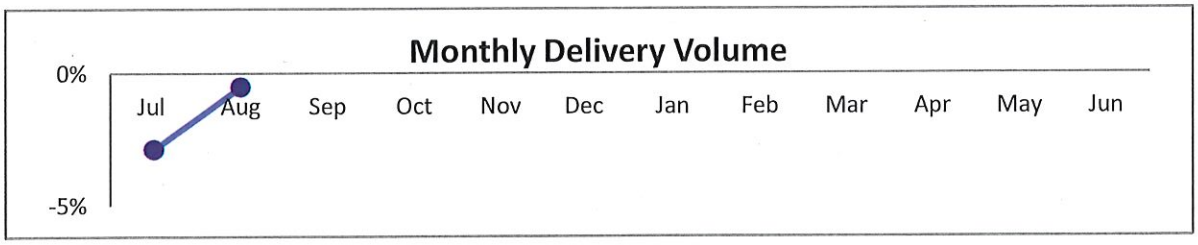
ABD Metric Trend Line Data FY18 Continued

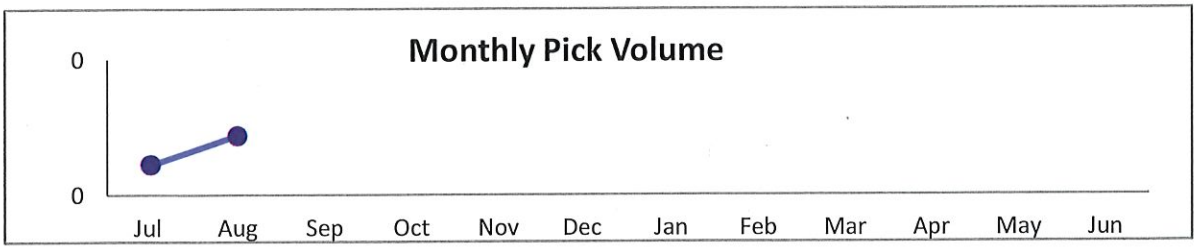




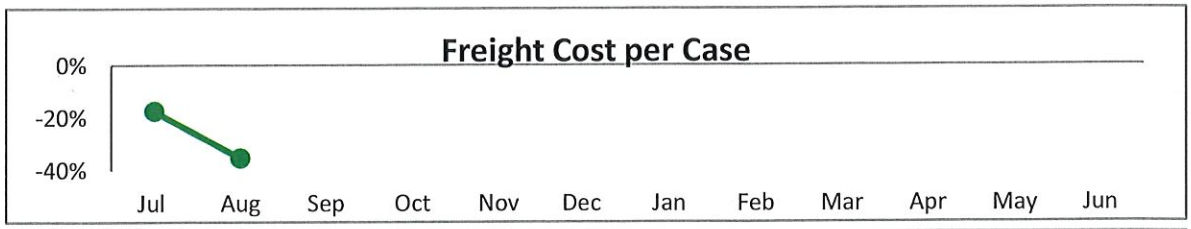


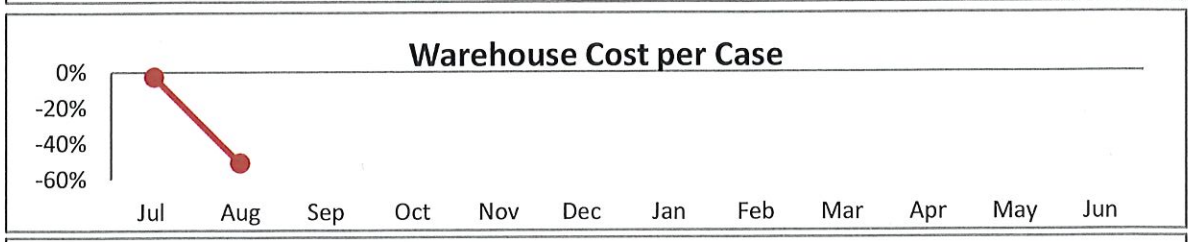


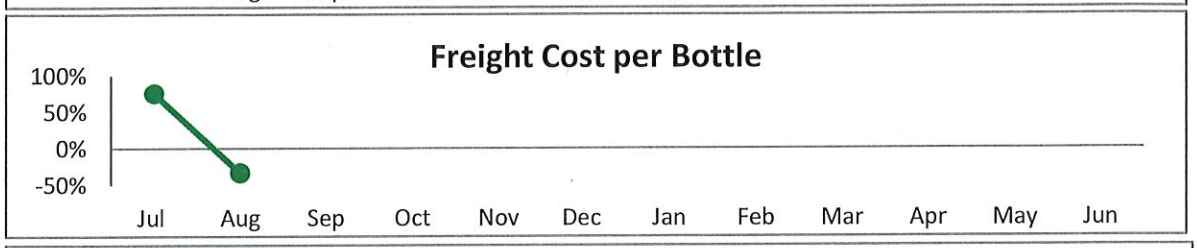


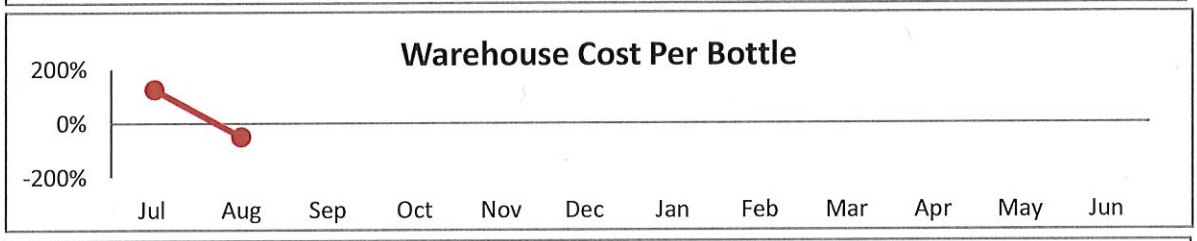


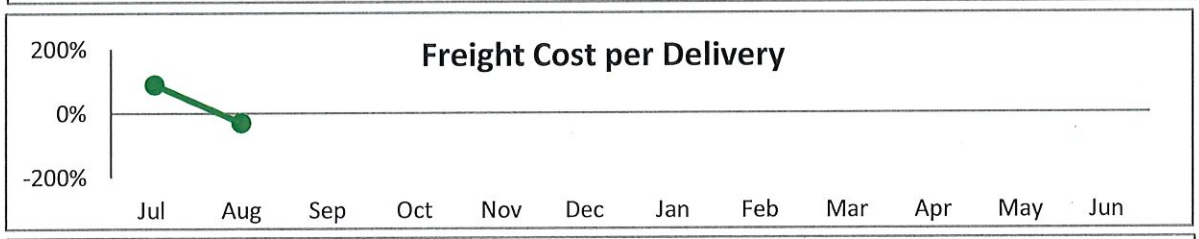
ABD Metric Trend Line Data FY18 Continued

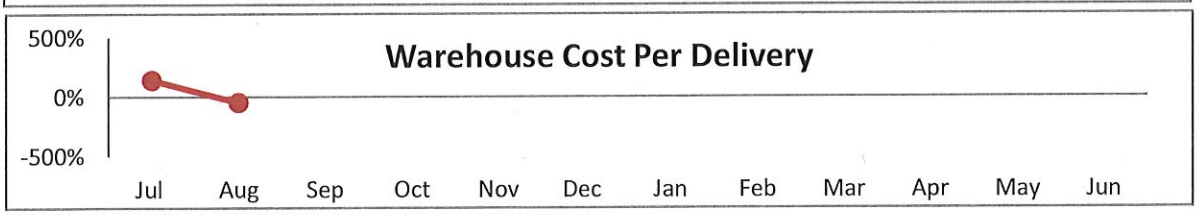


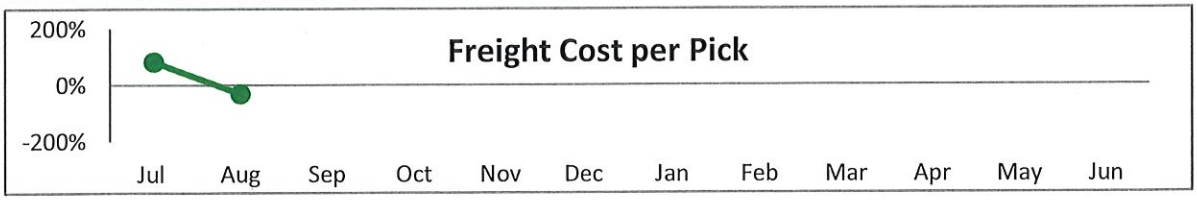


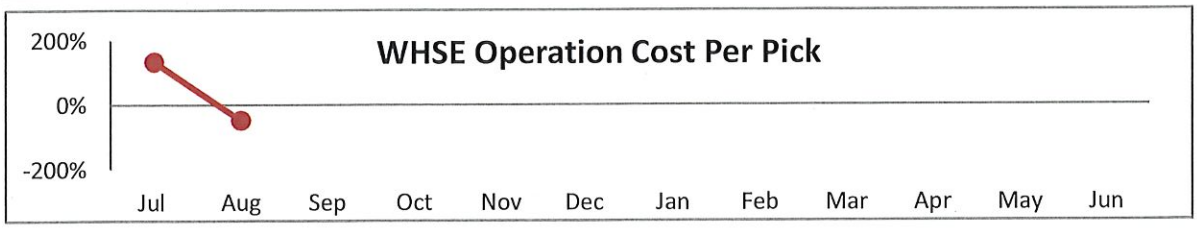










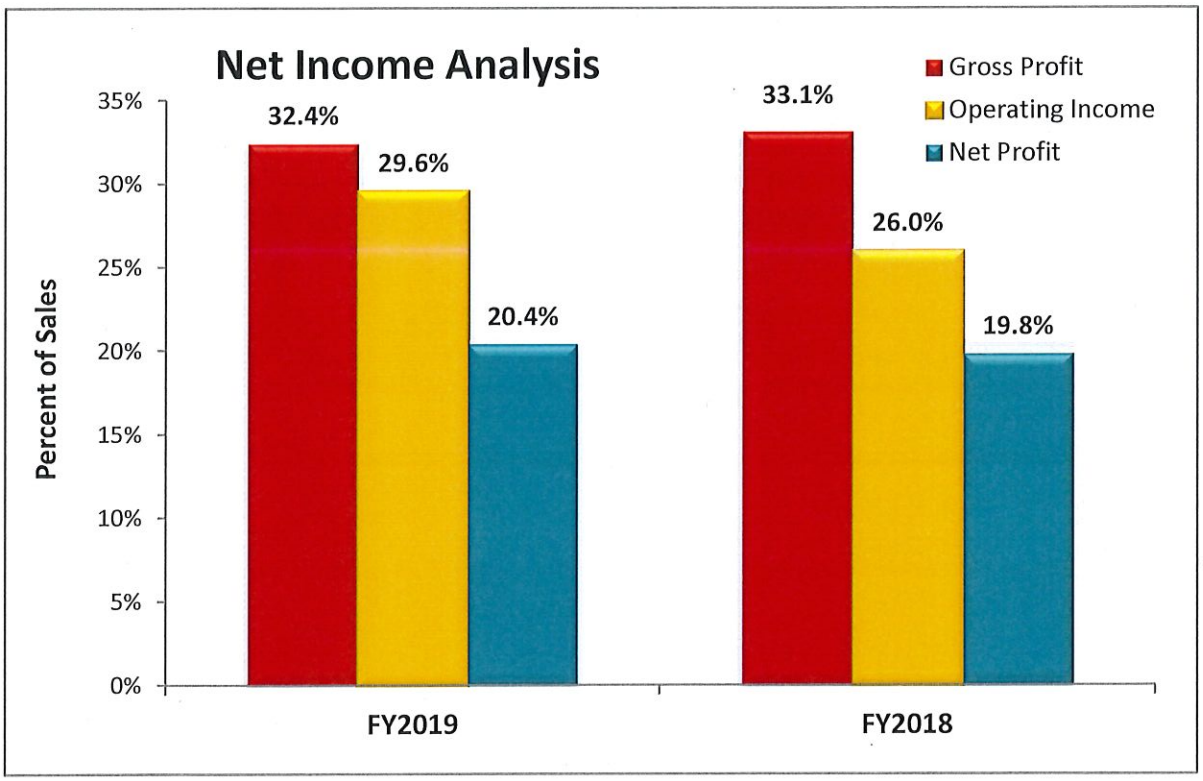


Net Income Analysis August 2019*

* Total amounts have been adjusted to exclude one time expenses

Category	FY2019	FY2018	% Change	Amount Change
Gross Profit	9,428,516	8,523,506	-9.60%	$ (905,010.00)
Operating Income	8,603,905	6,689,267	-22.25%	$ (1,914,638.00)
Net Profit	5,930,936	5,095,315	-14.09%	$ (835,621.00)
Net Sales	29,079,661	25,737,769	-11.49%	$ (3,341,892.00)

Percent Of Sales	FY2019	FY2018	% Change	Amount Change
Gross Profit	32.42%	33.12%	2.14%	0.76
Operating Income	29.59%	25.99%	-12.16%	0.97
Net Profit	20.40%	19.80%	-2.93%	0.99



Reversion Analysis
FY2018 / FY2017

	Liquor Sales				Split Case Revenues				Total Revenue				
	FY16	FY17	FY18	FY19	FY16	FY17	FY18	FY19	FY16	FY17	FY18	FY19	FY 19 vs. FY 18 % Change
July	$ 17,354,626.80	$ 16,182,779.47	$ 20,683,446.87	$ 21,941,950.21	$ 95,011.00	$ 85,098.50	$ 104,422.50	$ 106,697.00	$ 17,449,637.80	$ 16,267,877.97	$ 20,787,869.37	$ 22,048,647.21	6.06%
August	$ 22,356,614.25	$ 27,281,631.01	$ 25,737,769.80	$ 29,079,661.16	$ 118,488.65	$ 147,015.18	$ 130,670.00	$ 130,138.50	$ 22,475,102.90	$ 27,428,646.19	$ 25,868,439.80	$ 29,209,799.66	12.92%
September	$ 23,416,184.80	$ 23,307,167.10	$ 25,306,777.12		$ 126,235.50	$ 119,399.50	$ 120,085.00		$ 23,542,420.30	$ 23,426,566.60	$ 25,426,862.12	$ -	-100.00%
October	$ 26,121,615.89	$ 27,172,377.07	$ 31,832,046.93		$ 113,501.00	$ 127,098.54	$ 142,404.50		$ 26,235,116.89	$ 27,299,475.61	$ 31,974,451.43	$ -	-100.00%
November	$ 23,763,098.87	$ 27,186,630.66	$ 24,401,342.17		$ 113,678.50	$ 135,059.96	$ 121,120.00		$ 23,876,777.37	$ 27,321,690.62	$ 24,522,462.17	$ -	-100.00%
December	$ 29,787,248.48	$ 30,297,589.74	$ 30,720,456.69		$ 149,507.00	$ 145,982.00	$ 142,254.50		$ 29,936,755.48	$ 30,443,571.74	$ 30,862,711.19	$ -	-100.00%
January	$ 19,833,010.93	$ 22,434,323.13	$ 25,828,473.91		$ 116,620.50	$ 135,460.00	$ 151,250.50		$ 19,949,631.43	$ 22,569,783.13	$ 25,979,724.41	$ -	-100.00%
February	$ 23,719,843.36	$ 22,804,158.85	$ 22,403,643.21		$ 121,820.04	$ 107,044.50	$ 111,386.18		$ 23,841,663.40	$ 22,911,203.35	$ 22,515,029.39	$ -	-100.00%
March	$ 22,973,373.17	$ 24,588,550.59	$ 23,260,972.87		$ 123,716.00	$ 126,367.50	$ 115,962.00		$ 23,097,089.17	$ 24,714,918.09	$ 23,376,934.87	$ -	-100.00%
April	$ 21,406,364.63	$ 22,551,186.27	$ 27,087,806.47		$ 114,130.00	$ 116,776.00	$ 133,942.00		$ 21,520,494.63	$ 22,667,962.27	$ 27,221,748.47	$ -	-100.00%
May	$ 24,735,346.31	$ 29,483,763.34	$ 28,885,361.58		$ 124,648.50	$ 150,219.50	$ 140,727.50		$ 24,859,994.81	$ 29,633,982.84	$ 29,026,089.08	$ -	-100.00%
June	$ 27,409,272.32	$ 25,636,821.18	$ 28,316,439.65		$ 142,132.50	$ 121,086.50	$ 130,611.50		$ 27,551,404.82	$ 25,757,907.68	$ 28,447,051.15	$ -	-100.00%
July-Aug (H/O)	$ 6,032,190.85	$ 6,692,148.36	$ 5,585,275.12		$ 34,450.00	$ 36,701.50	$ 30,355.50		$ 6,066,640.85	$ 6,728,849.86	$ 5,615,630.62	$ -	-100.00%
Total	**$ 288,908,790.66**	**$ 305,619,126.77**	**$ 320,049,812.39**	**$ 51,021,611.37**	**$ 1,493,939.19**	**$ 1,553,309.18**	**$ 1,575,191.68**	**$ 236,835.50**	**$ 290,402,729.85**	**$ 307,172,435.95**	**$ 321,625,004.07**	**$ 51,258,446.87**	**-1081.02%**

Total Budget	% of Budget
$ 315,000,000.00	0.00%

	Substance Abuse				General Fund Reversion				Total Reversion				
	FY16	FY17	FY18	FY19	FY16	FY17	FY18	FY19	FY16	FY17	FY18	FY19	FY 19 vs. FY 18 % Change
July	$ 1,221,474.65	$ 1,138,751.46	$ 1,455,150.86	$ 1,543,405.30	$ 6,000,000	$ 6,000,000	$ 7,300,000	$ 8,000,000	$ 7,221,474.65	$ 7,138,751.46	$ 8,755,150.86	$ 9,543,405.30	9.00%
August	$ 1,573,257.20	$ 1,920,005.23	$ 1,810,790.79	$ 2,044,685.98	$ 7,000,000	$ 7,000,000	$ 6,500,000	$ 7,500,000	$ 8,573,257.20	$ 8,920,005.23	$ 8,310,790.79	$ 9,544,685.98	14.85%
September	$ 1,647,969.42	$ 1,639,859.66	$ 1,779,880.35	$ -	$ 7,500,000	$ 7,500,000	$ 8,500,000		$ 9,147,969.42	$ 9,139,859.66	$ 10,279,880.35	$ -	-100.00%
October	$ 1,836,458.18	$ 1,910,963.29	$ 2,238,211.60	$ -	$ 8,700,000	$ 8,700,000	$ 9,000,000		$ 10,536,458.18	$ 10,610,963.29	$ 11,238,211.60	$ -	-100.00%
November	$ 1,671,374.42	$ 1,912,518.34	$ 1,716,572.35	$ -	$ 9,000,000	$ 9,000,000	$ 7,000,000		$ 10,671,374.42	$ 10,912,518.34	$ 8,716,572.35	$ -	-100.00%
December	$ 2,095,572.88	$ 2,131,050.02	$ 2,160,389.78	$ -	$ 8,000,000	$ 9,000,000	$ 9,000,000		$ 10,095,572.88	$ 11,131,050.02	$ 11,160,389.78	$ -	-100.00%
January	$ 1,396,474.20	$ 1,579,884.82	$ 1,818,580.71	$ -	$ 6,000,000	$ 6,500,000	$ 7,500,000		$ 7,396,474.20	$ 8,079,884.82	$ 9,318,580.71	$ -	-100.00%
February	$ 1,668,916.44	$ 1,603,784.23	$ 1,576,052.06	$ -	$ 7,000,000	$ 7,000,000	$ 7,500,000		$ 8,668,916.44	$ 8,603,784.23	$ 9,076,052.06	$ -	-100.00%
March	$ 1,616,796.24	$ 1,730,044.27	$ 1,636,385.44	$ -	$ 8,000,000	$ 8,000,000	$ 8,000,000		$ 9,616,796.24	$ 9,730,044.27	$ 9,636,385.44	$ -	-100.00%
April	$ 1,506,434.62	$ 1,586,757.36	$ 1,905,522.39	$ -	$ 7,500,000	$ 7,500,000	$ 8,500,000		$ 9,006,434.62	$ 9,086,757.36	$ 10,405,522.39	$ -	-100.00%
May	$ 1,740,199.64	$ 2,074,378.80	$ 2,031,826.24	$ -	$ 8,000,000	$ 9,500,000	$ 9,500,000		$ 9,740,199.64	$ 11,574,378.80	$ 11,531,826.24	$ -	-100.00%
June	$ 1,928,598.34	$ 1,803,053.54	$ 1,991,293.58	$ -	$ 8,000,000	$ 7,300,000	$ 7,600,000		$ 9,928,598.34	$ 9,103,053.54	$ 9,591,293.58	$ -	-100.00%
July-Aug (H/O)	$ 424,664.86	$ 471,019.49	$ 393,094.14	$ -	$ 760,077	$ 67,415	$ -		$ 1,184,741.97	$ 538,434.49	$ 393,094.14	$ -	-100.00%
Total	**$ 20,328,191.09**	**$ 21,502,070.51**	**$ 22,513,750.29**	**$ 3,588,091.28**	**91,460,077**	**93,067,415**	**95,900,000**	**15,500,000**	**$ 111,788,268.20**	**$ 114,569,485.51**	**$ 118,413,750.29**	**$ 19,088,091.28**	-83.88%

Obligation	**103,000,000**	**114,000,000**	**116,100,000**	**116,000,000**
Over/Under Reversion	**8,788,268**	**569,486**	**2,313,750**	**(96,911,909)**
	108.53%	100.50%	101.99%	16.46%

Sales and Reversion Data Sheet
N:\ABD Shared Perm\Financial Mgmt\Reports\FY 2019\Commission\Reversion Analysis FY19 - 4 yr

Iowa Alcoholic Beverages
FY 19 Profit and Loss Statement -Accrual Basis- Through August 31, 2018

	August FY 2018	August FY 2019	FY19 vs. FY18 % Chg.	FY19 vs. FY18 Amount Chg.	YTD FY 2018	YTD FY 2019	FY19 vs. FY18 % Chg.	FY19 vs. FY18 Amount Chg.
Liquor Sales Revenue	25,737,769	29,079,661	12.98%	3,341,892	46,421,216	51,021,611	9.91%	4,600,395
Cost of Sales								
Bailment	17,418,563	19,902,580	14.26%	2,484,017	25,222,837	27,058,943	7.28%	1,836,106
Less: Bailment Fees	(192,220)	(217,106)	12.95%	(24,886)	(277,575)	(295,399)	6.42%	(17,824)
Less: Special Handling Fees	(11,105)	(34,205)	208.01%	(23,100)	(13,003)	(43,959)	238.06%	(30,956)
Less: Defective Products	(975)	(126)	-87.13%	850	(2,386)	(187)	-92.16%	2,199
Total Cost of Sales	17,214,263	19,651,145	14.16%	2,436,882	24,929,873	26,719,399	7.18%	1,789,526
Gross Profit	8,523,506	9,428,516	10.62%	905,010	21,491,343	24,302,212	13.08%	2,810,870
Gross Profit %	33.12%	32.42%	-2.09%	-0.69%	46.30%	47.63%	2.88%	1.33%
Operating Expenses								
Freight Expenses	284,375	200,469	-29.51%	(83,906)	393,370	401,828	2.15%	8,458
Warehouse Expenses	280,711	149,586	-46.71%	(131,125)	342,069	294,706	-13.85%	(47,363)
Other Expenses Related To Distribution	500,000	-	-100.00%	(500,000)	500,000	-	-100.00%	(500,000)
Total Operating Expenses	1,065,086	350,055	-67.13%	(715,031)	1,235,439	696,534	-43.62%	1,235,439
General and Administrative Expenses								
Warehouse Administration	277,057	289,611	4.53%	12,554	284,148	319,214	12.34%	35,066
Product Administration	47,073	12,027	-74.45%	(35,047)	55,939	22,890	-59.08%	(33,049)
Accounting	57,633	39,987	-30.62%	(17,646)	71,098	80,930	13.83%	9,832
Information Technology	329,530	94,614	-71.29%	(234,916)	333,287	98,623	-70.41%	(234,664)
Buildings and Grounds	57,860	38,317	-33.78%	(19,543)	62,372	48,415	-22.38%	(13,957)
General and Administrative Expense Total	769,153	474,556	-38.30%	(294,597)	806,844	570,072	-29.35%	(236,772)
					-			
Income from Operations	6,689,267	8,603,905	28.62%	1,914,638	19,449,060	23,035,606	18.44%	3,586,546
Other Revenues								
Split Case Fee	130,670	130,139	-0.41%	(532)	235,092	236,836	0.74%	1,744
Bottle Deposit/Surcharge	253,956	279,818	10.18%	25,862	451,245	496,892	10.12%	45,647
Recycling	1,378	23	-98.33%	(1,355)	1,378	49	-96.48%	(1,329)
Fuel and Lease Reimbursement	-	-	-100.00%	-	-	-	-100.00%	-
Lease Revenue	-	-	-100.00%	-	-	-		
Total Other Revenues	386,004	409,979	6.21%	23,975	687,715	733,776	6.70%	46,061
Other Expenses								
Bottle Deposit Fee	48,318	66,742	38.13%	18,424	48,318	66,742	38.13%	18,424
Recycle Surcharge Fee	119,830	165,519	38.13%	45,689	119,830	165,519	38.13%	45,689
Liquor Refunds	75	-	-100.00%	(75)	75	51	-32.54%	(24)
Substance Abuse Transfer	1,455,150	1,543,405	6.07%	88,255	1,455,150	1,543,405	6.07%	88,255
Sunday Sales Transfer IDPH	-	920,979	-100.00%	920,979	-	921,029	-100.00%	921,029
City and County Payments	356,583	386,305	8.34%	29,721	356,583	386,305		
Total Other Expense	1,979,956	3,082,949	55.71%	1,102,993	1,979,956	3,083,050	55.71%	1,073,373
Net Profit	5,095,315	5,930,936	16.40%	835,621	18,156,819	20,686,332	13.93%	2,711,578
Return on Sales	19.8%	20.4%	3.02%	0.60%	39.1%	40.5%	3.66%	58.94%

Iowa Alcoholic Beverages Division
FY19 Net Income Statement All Funds- Accrual Basis- Through August 31, 2018

	August FY 2019	August FY 2018	August FY19 vs. FY18 % Chg.	August FY19 vs. FY18 Amount Chg.	YTD FY 2019	YTD FY 2018	YTD FY19 vs. FY18 % Chg.	YTD FY19 vs. FY18 Amount Chg.
Revenues								
Operating Revenues								
Liquor Sales	29,079,661	25,737,769	12.98%	3,341,892	51,021,611	46,421,216	9.91%	4,600,395
Split Case Revenue	130,139	130,670	-0.41%	(531)	236,836	235,093	0.74%	1,744
Bottle Deposit/Surcharge	279,818	253,956	10.18%	25,862	496,892	451,245	10.12%	45,647
Fuel and Lease Reimbursement	-	-	-100.00%	-	-	-	-100.00%	-
Total Operating Revenues	**29,489,618**	**26,122,395**	**12.89%**	**3,367,223**	**51,755,339**	**47,107,554**	**9.87%**	**4,647,785**
Non-Operating Revenues								
Lease Revenue	-	-	-100.00%	-	-	-	-100.00%	-
License Fees	1,660,175	921,665	80.13%	738,511	3,126,959	2,584,285	21.00%	542,674
Wine Tax	581,454	540,862	7.51%	40,592	581,454	540,862	7.51%	40,592
Fines/Penalties	700	551	27.06%	149	1,065	1,019	4.52%	46
Misc. Funding Sources	401	5,951	-93.26%	(5,550)	607	6,641	-90.86%	(6,034)
Tobacco Revenue	-	33,661	-100.00%	(33,661)	-	33,661	-100.00%	(33,661)
Inter Department Transfers	-	-	-100.00%	-	-	508	-100.00%	(508)
Total Non-Operating Revenues	**2,242,730**	**1,502,689**	**49.25%**	**(740,041)**	**3,710,085**	**3,166,975**	**17.15%**	**543,110**
				-				
Total Revenues	**31,732,348**	**27,625,084**	**14.87%**	**(4,107,264)**	**55,465,424**	**50,274,529**	**10.33%**	**5,190,895**
Expenses								
Operating Expenses				-				
Purchase of Spirits	19,902,580	17,214,263	15.62%	2,688,317	20,103,940	24,929,873	-19.36%	(4,825,933)
Freight Expenses	200,469	284,375	-29.51%	(83,906)	345,589	393,371	-12.15%	(47,782)
Warehouse Expenses	149,586	280,711	-46.71%	(131,125)	149,586	342,069	-56.27%	(192,483)
Other Expenses Related To Distribution	-	500,000	-100.00%	(500,000)	29,602	500,000	-94.08%	(470,398)
Warehouse Administration	25,631	29,536	-13.22%	(3,905)	36,494	36,627	-0.36%	(133)
Product Administration	12,027	47,073	-74.45%	(35,046)	52,970	55,940	-5.31%	(2,970)
Accounting	39,987	57,633	-30.62%	(17,646)	43,996	71,098	-38.12%	(27,102)
Information Technology	94,614	329,530	-71.29%	(234,916)	104,712	333,287	-68.58%	(228,575)
Buildings and Grounds	38,317	57,860	-33.78%	(19,543)	38,317	62,372	-38.57%	(24,055)
Safety and Security	297,100	281,907	5.39%	15,194			-100.00%	
Bottle Deposit Fee	66,742	48,318	38.13%	18,424	66,742	48,318	38.13%	18,424
Recycle Surcharge Fee	165,519	119,830	38.13%	45,689	165,570	119,830	38.17%	45,740
Liquor and License Refunds	18,634	314	5834.83%	18,320	18,634	13,668	36.33%	4,965
Tobacco	33,254	55,049	-39.59%	(21,795)			-100.00%	
Substance Abuse Transfer	1,543,405	1,455,150	6.07%	88,255	1,543,405	1,455,150	6.07%	88,255
Liquor Profits Transfer	8,000,000	7,300,000	9.59%	700,000	15,551,777	7,300,000	113.04%	8,251,777
Total Operating Expenses	**30,587,865**	**28,061,548**	**9.00%**	**(2,526,317)**	**38,251,333**	**35,661,603**	**7.26%**	**2,589,731**
Non-Operating Expenses				-			-100.00%	-
Sunday Sales Transfer	920,979	-	-100.00%	920,979	920,979	-	-100.00%	920,979
Payments to City and Counties	386,305	356,583	8.34%	29,722	523,840	356,583	46.91%	167,257
Non-Operating Expenditures	151,577	230,026	-34.10%	(78,449)	151,577	293,108	-48.29%	(141,531)
Inter-Department Transfers	-	-	-100.00%	-	137,535	-	-100.00%	137,535
Non-Operating Expenses Total	**1,458,861**	**586,609**	**148.69%**	**(872,252)**	**1,733,931**	**649,691**	**166.89%**	**1,084,240**
				-				
Total Expenses	**32,046,726**	**28,648,157**	**11.86%**	**(3,398,569)**	**39,985,265**	**36,311,294**	**-9.19%**	**3,673,971**
				-				
Net Income	**(314,378)**	**(1,023,073)**	**-69.27%**	**(708,696)**	**15,480,159**	**13,963,235**	**-9.80%**	**1,516,924**

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STATE OF IOWA

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Mary Mosiman, CPA
Auditor of State

NEWS RELEASE

FOR RELEASE September 13, 2018

Contact: Andy Nielsen
515/281-5834

Auditor of State Mary Mosiman today released a report on the six divisions of the Iowa Department of Commerce for the year ended June 30, 2016.

The Department coordinates and administers the various regulatory, service and licensing functions relating to the conduct of business or commerce in the state.

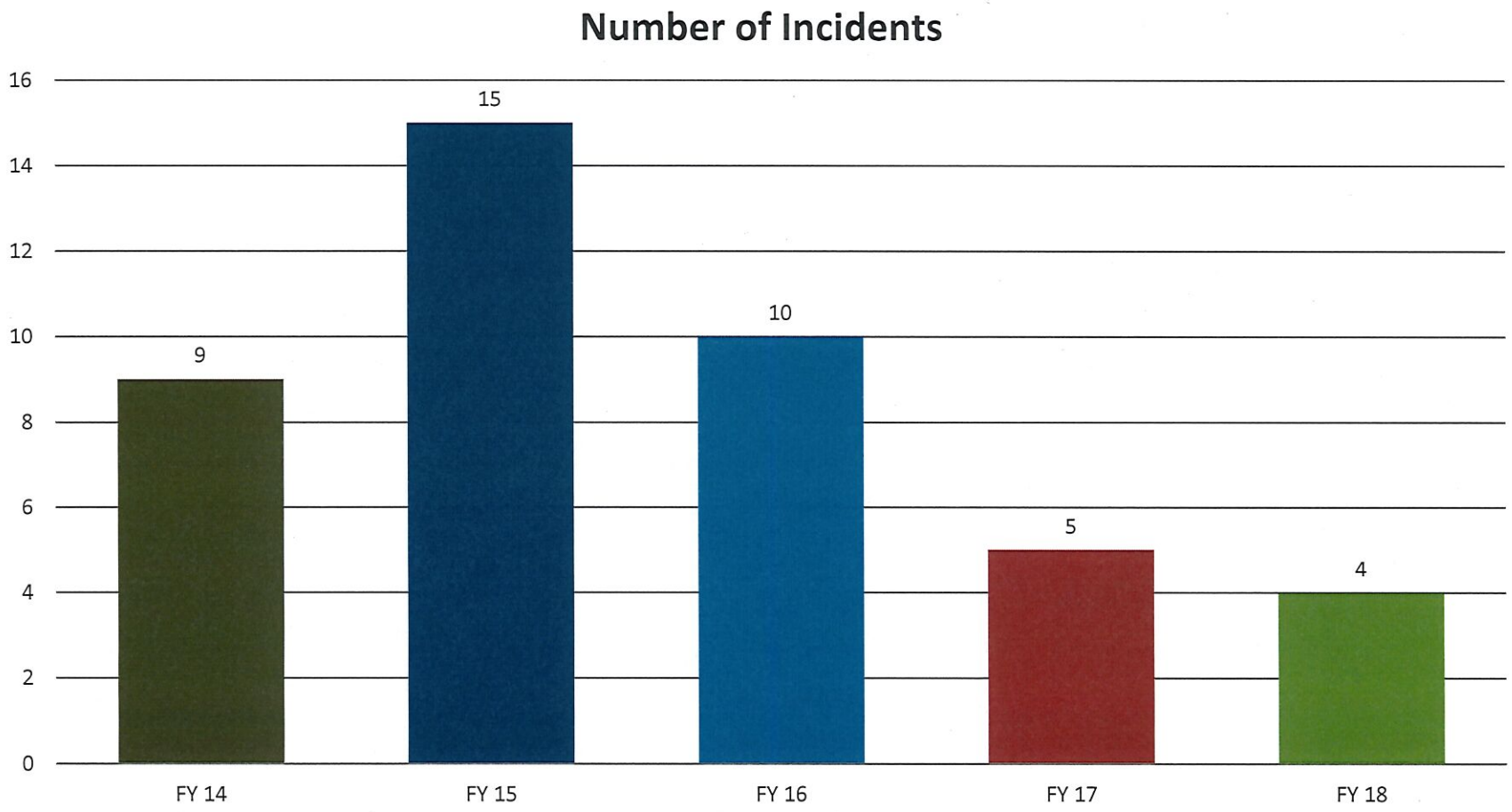
Mosiman recommended certain Divisions within the Department increase controls over receipts, payroll and financial reporting. The Divisions responded favorably to these recommendations.

A copy of the report is available for review in each of the six divisions of the Iowa Department of Commerce, in the Office of Auditor of State and on the Auditor of State's web site at https://auditor.iowa.gov/reports/audit-reports/.

# # #

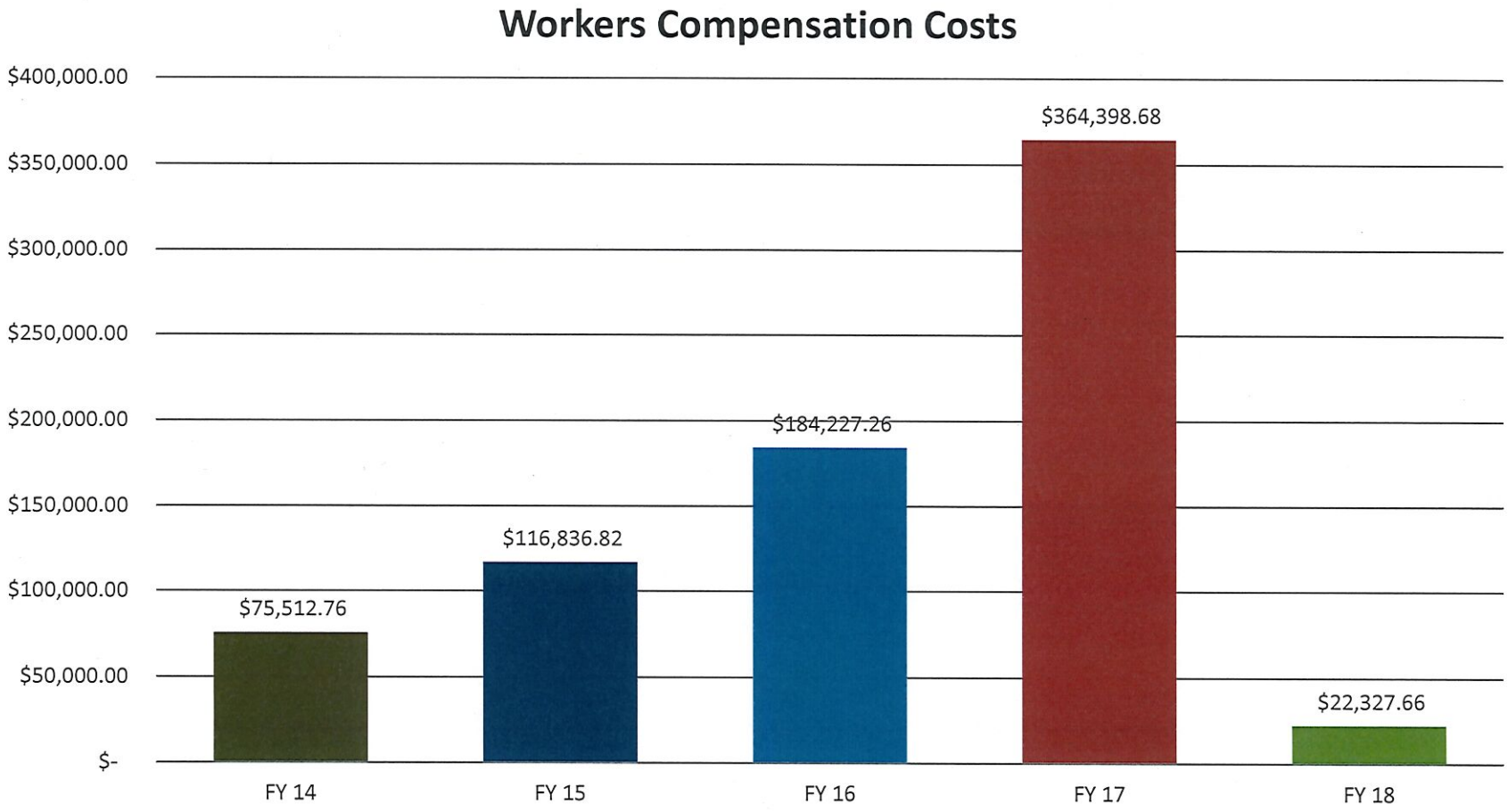
ALCOHOLIC BEVERAGES DIVISION
State of Iowa

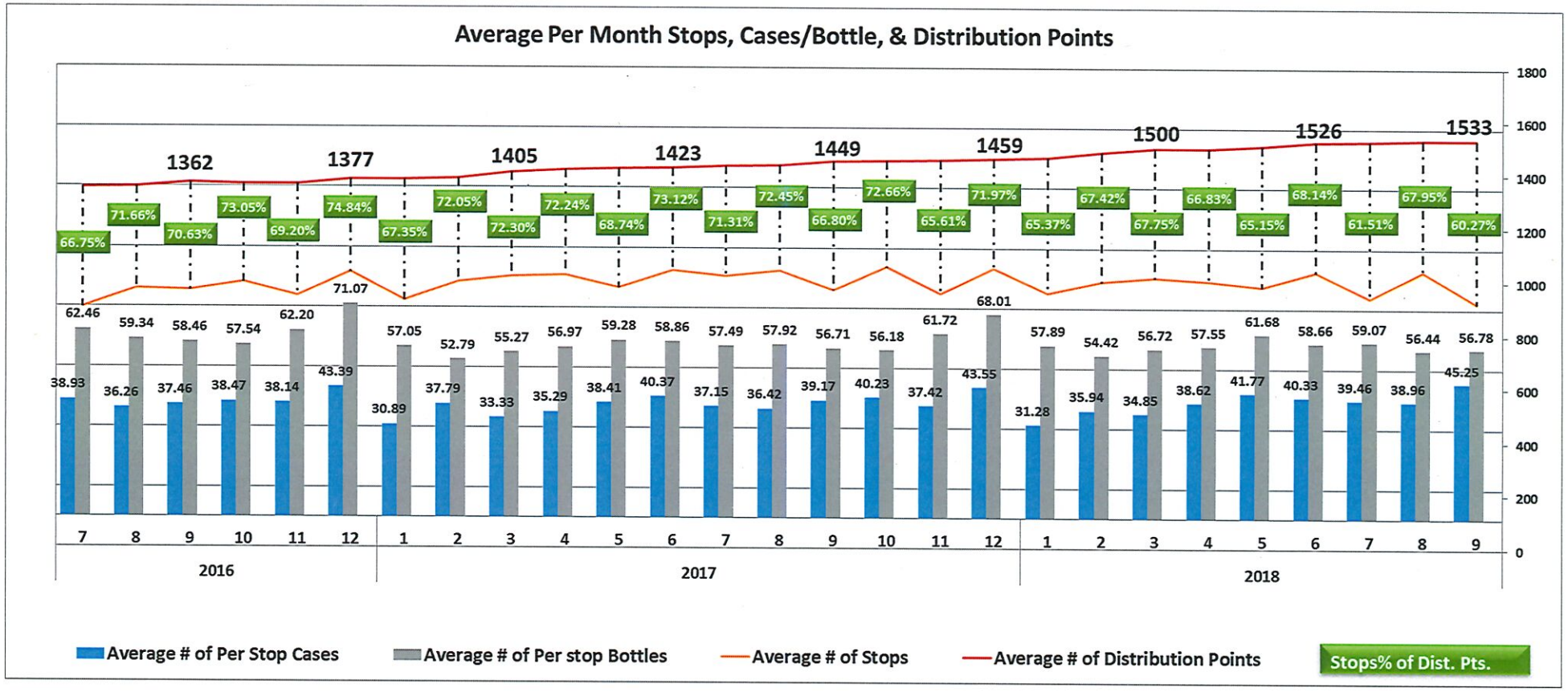
Workers Compensation
FY 14 – 18

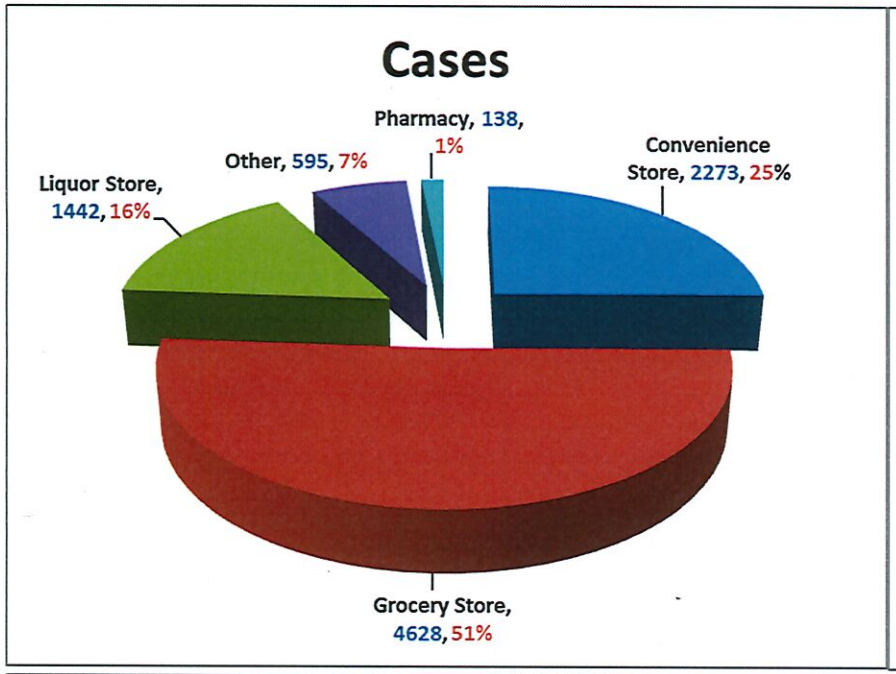


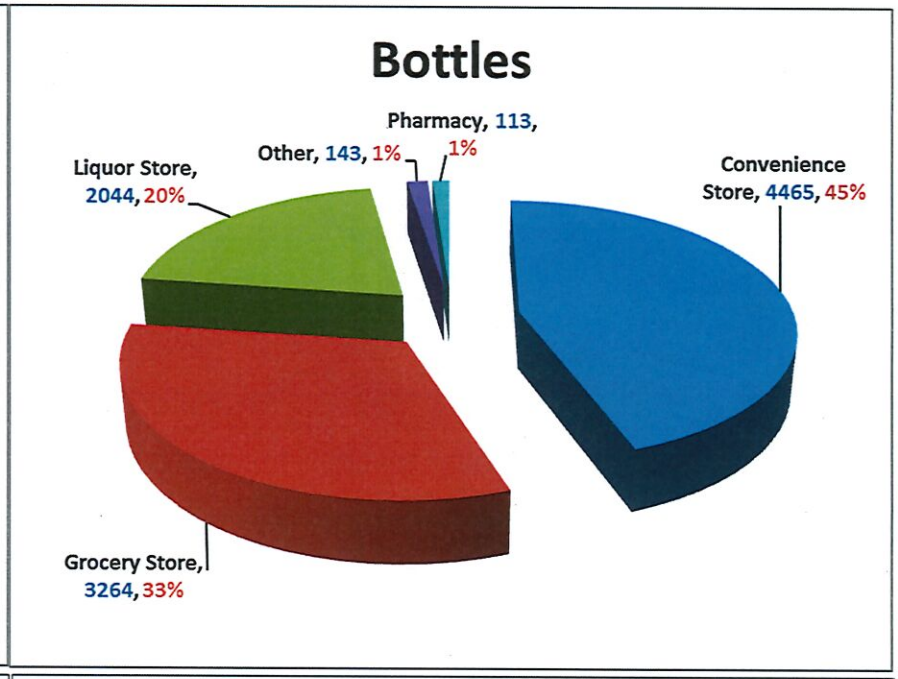
ALCOHOLIC BEVERAGES DIVISION
State of Iowa

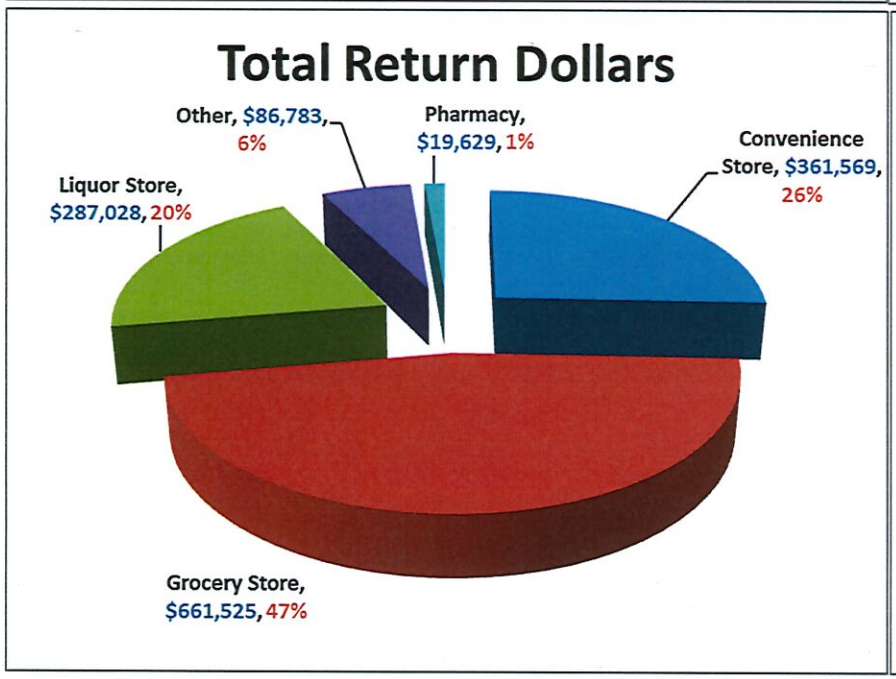
Workers Compensation FY 14 – 18

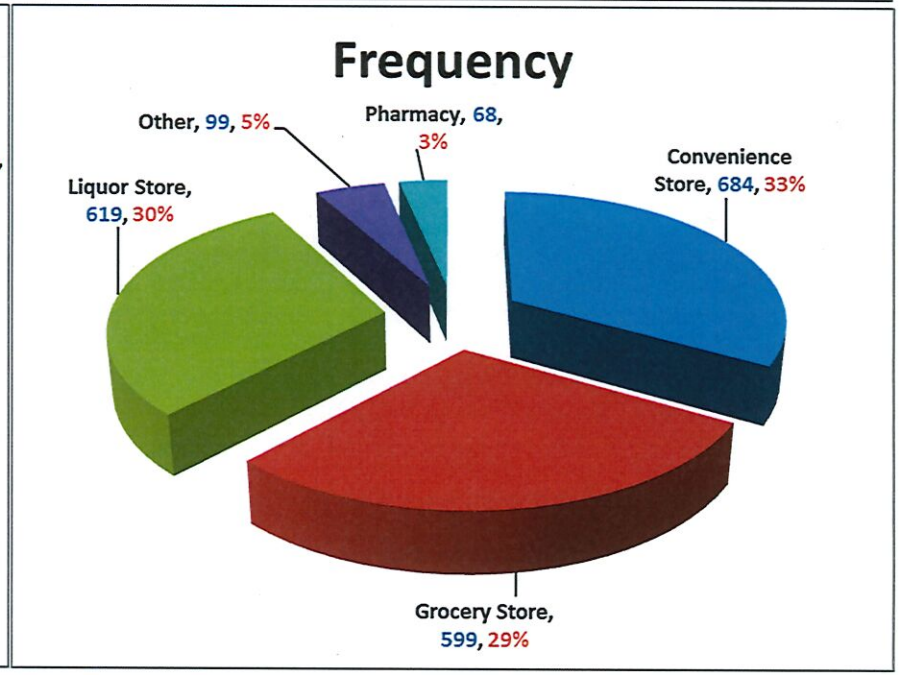



Average Per Month Stops, Cases/Bottle, & Distribution Points
1362
1377
1405
1423
1449
1459
1500
1526
1533
66.75%
71.66%
70.63%
73.05%
69.20%
74.84%
67.35%
72.05%
72.30%
72.24%
68.74%
73.12%
71.31%
72.45%
66.80%
72.66%
65.61%
71.97%
65.37%
67.42%
67.75%
66.83%
65.15%
68.14%
61.51%
67.95%
60.27%
62.46
59.34
58.46
57.54
62.20
71.07
57.05
52.79
55.27
56.97
59.28
58.86
57.49
57.92
56.71
56.18
61.72
68.01
57.89
54.42
56.72
57.55
61.68
58.66
59.07
56.44
56.78
38.93
36.26
37.46
38.47
38.14
43.39
30.89
37.79
33.33
35.29
38.41
40.37
37.15
36.42
39.17
40.23
37.42
43.55
31.28
35.94
34.85
38.62
41.77
40.33
39.46
38.96
45.25
1800
1600
1400
1200
1000
800
600
400
200
0
7 8 9 10 11 12 1 2 3 4 5 6 7 8 9 10 11 12 1 2 3 4 5 6 7 8 9
2016
2017
2018
Average # of Per Stop Cases
Average # of Per stop Bottles
Average # of Stops
Average # of Distribution Points
Stops% of Dist. Pts.









Cases	Bottles	Total Return Dollars	Frequency
9076	10029	$1,416,535.01	2069

ALCOHOLIC
BEVERAGES
DIVISION
State of Iowa

Category Management Update

Iowa Alcoholic Beverages
Commission Meeting

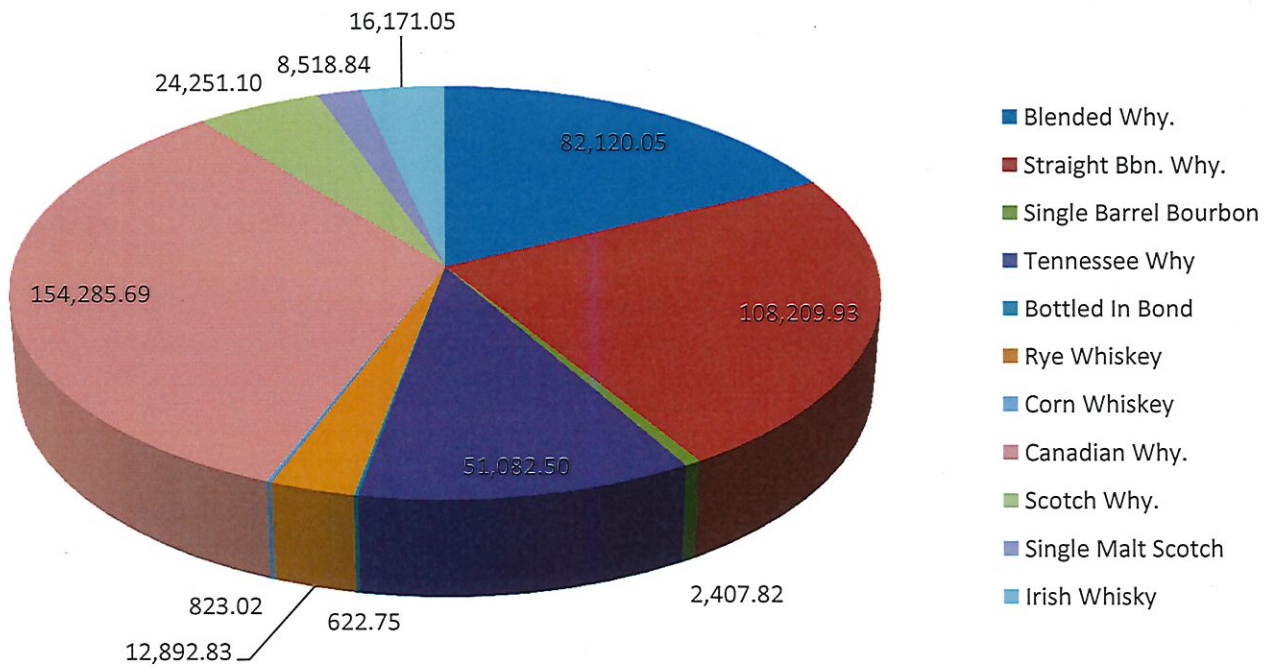
September 26, 2018

September 2018 Category Condition

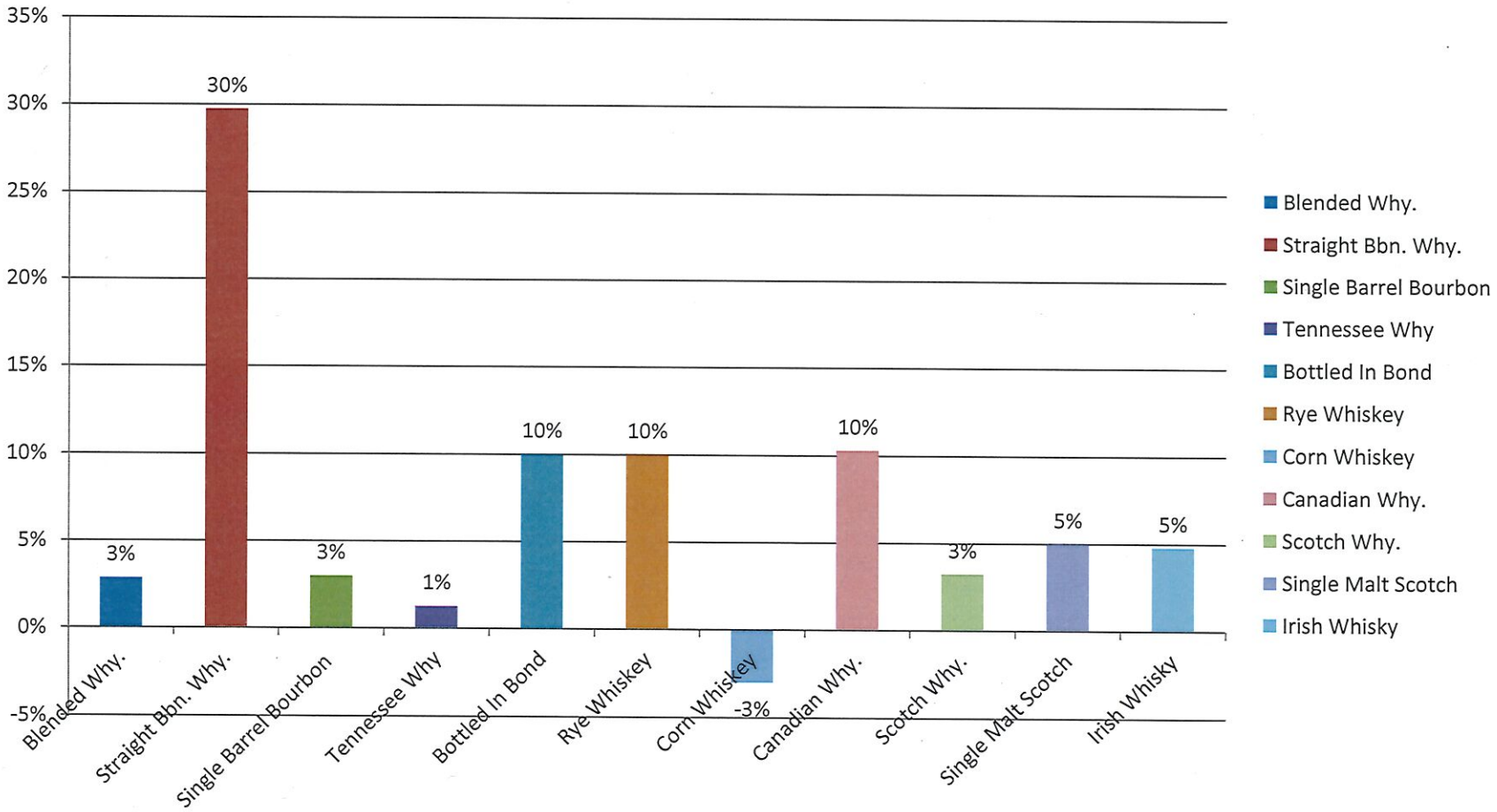
Whiskey

Name	Percent of Category	12 Mo. Case Sales	Revenue Sales	Trend
Blended Why.	8%	82,120.05	$ 8,057,921.80	3%
Straight Bbn. Why.	20%	108,209.93	$ 19,549,814.80	30%
Single Barrel Bourbon	0%	2,407.82	$ 421,319.95	3%
Tennessee Why	15%	51,082.50	$ 14,155,641.62	1%
Bottled In Bond	0%	622.75	$ 121,137.65	10%
Rye Whiskey	2%	12,892.83	$ 2,405,743.20	10%
Corn Whiskey	0%	823.02	$ 153,897.66	-3%
Canadian Why.	41%	154,285.69	$ 40,117,578.17	10%
Scotch Why.	5%	24,251.10	$ 5,013,620.54	3%
Single Malt Scotch	3%	8,518.84	$ 3,270,652.81	5%
Irish Whisky	4%	16,171.05	$ 4,346,332.72	5%
TOTALS		**461,385.58**	**97,613,660.92**	**7%**

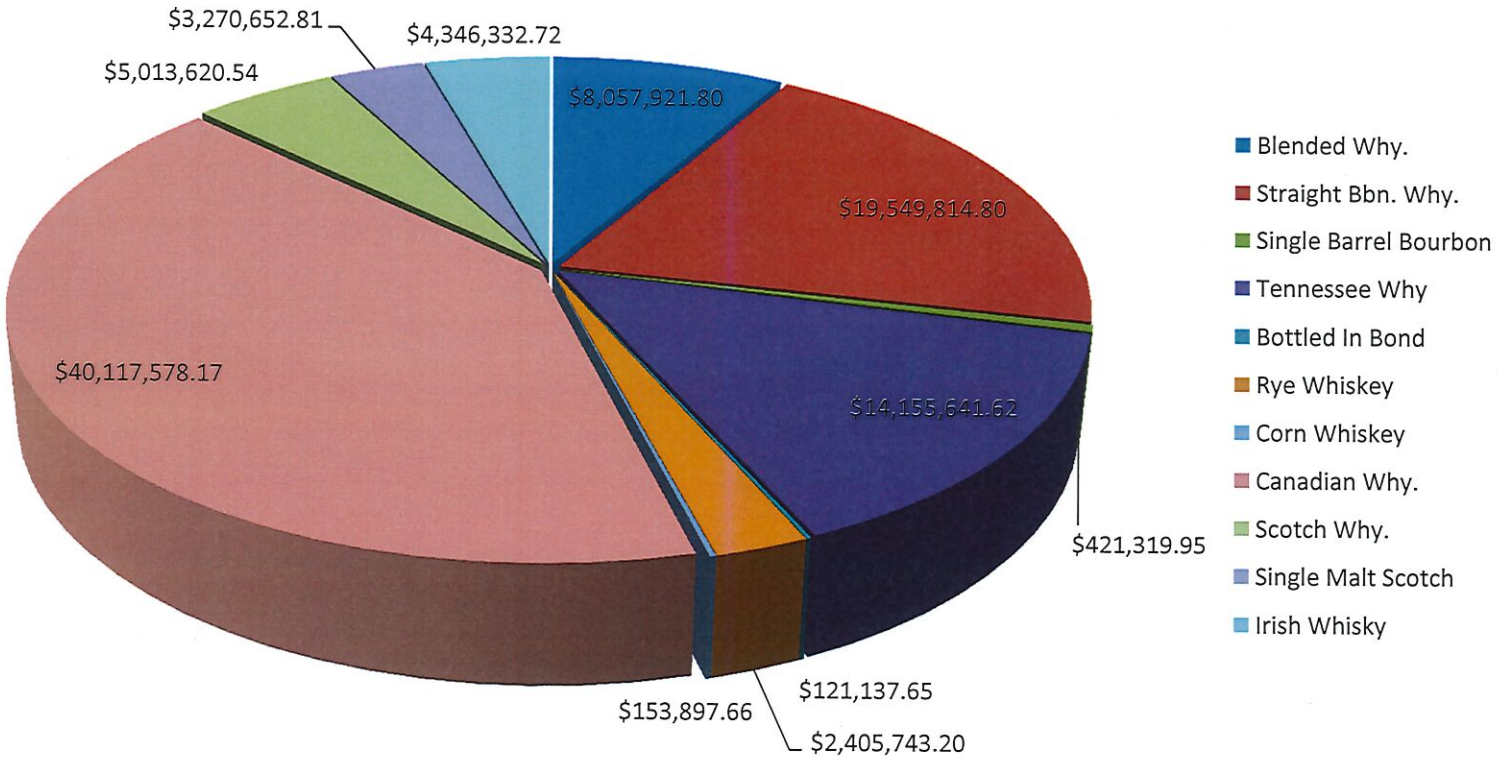
12 Month Case Sales



Trending

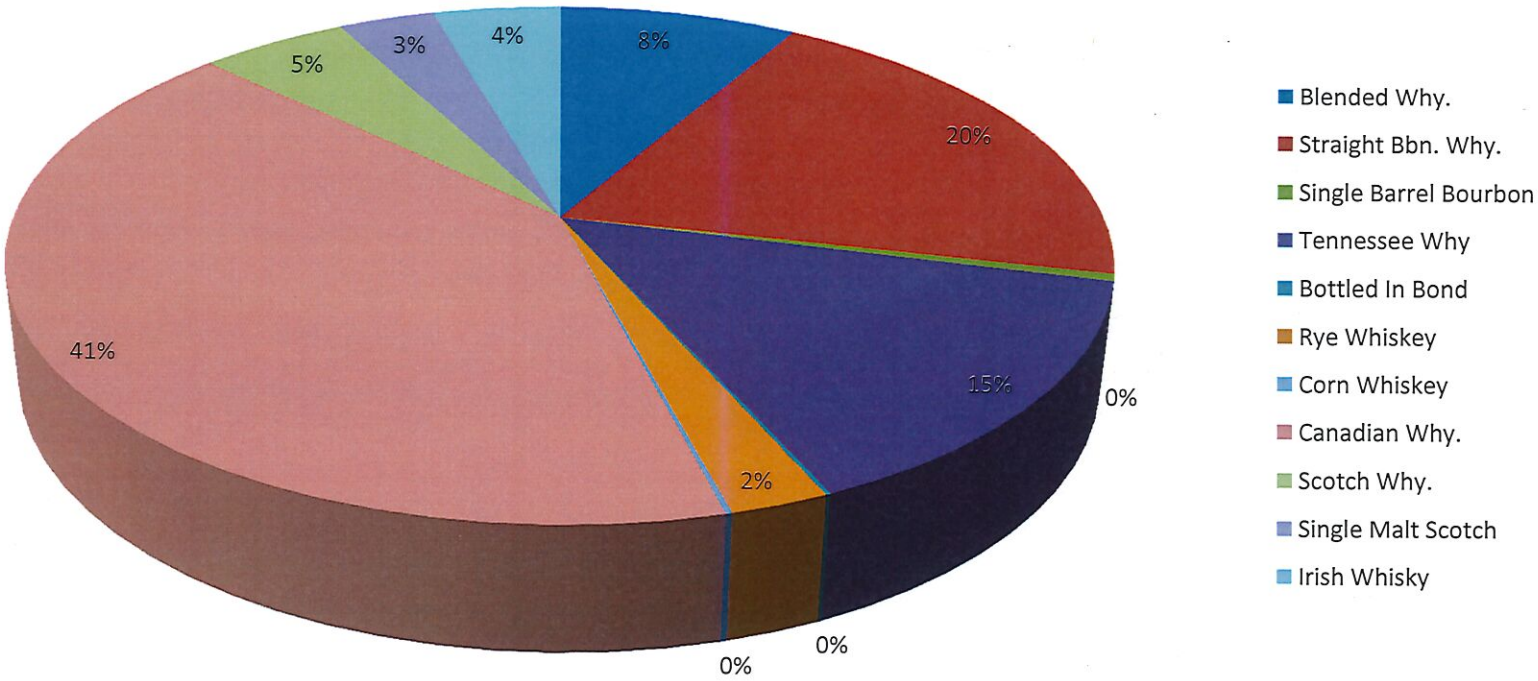

35%
30%
25%
20%
15%
10%
5%
0%
-5%
30%
3%
3%
1%
10%
10%
-3%
10%
3%
5%
5%
Blended Why.
Straight Bbn. Why.
Single Barrel Bourbon
Tennessee Why
Bottled In Bond
Rye Whiskey
Corn Whiskey
Canadian Why.
Scotch Why.
Single Malt Scotch
Irish Whisky

Revenue Generated

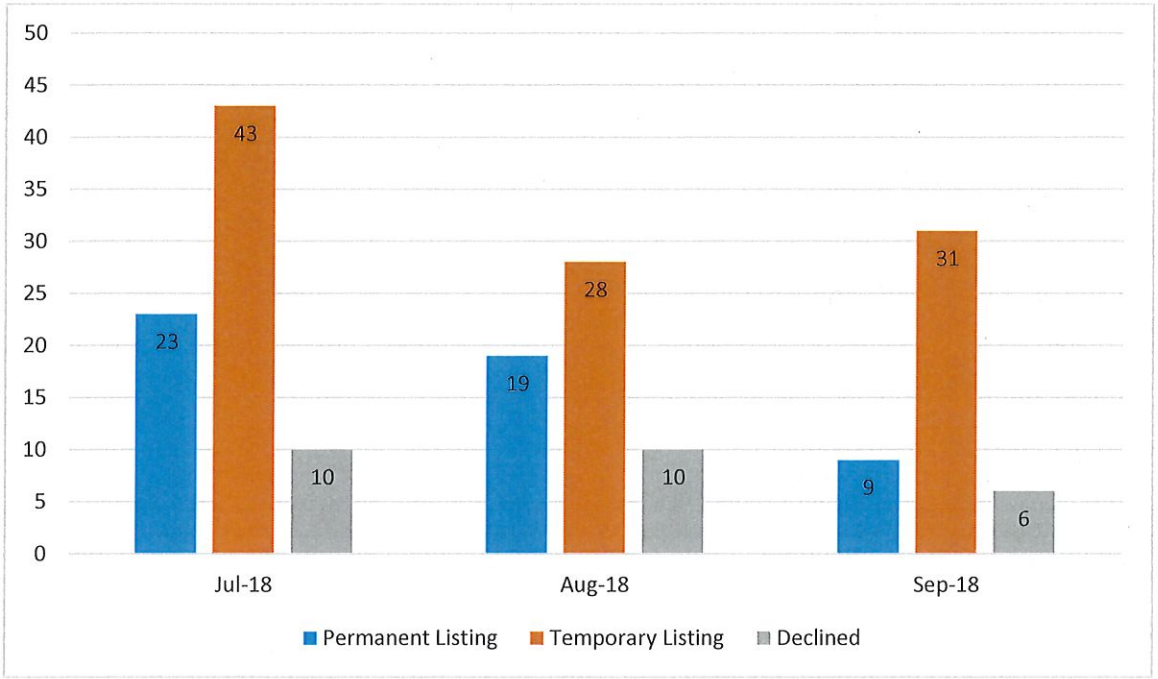


Category Share

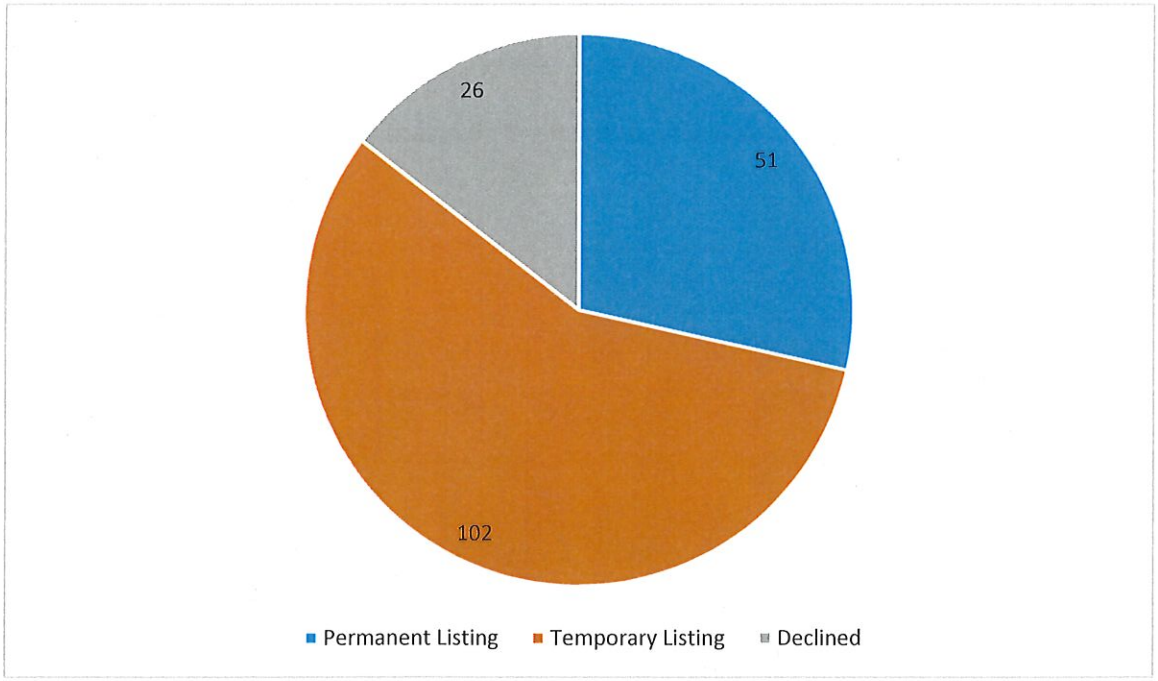
Category Share



									2018		2017				Rolling 12mo
Listing Type	Code	Product name	Size	Pack	Supplier	Broker	Effective date	ABD BTL Sell Price	Cs Sales	# of Orders	Cs Sales	# of Orders	Store Sales	Category	% of Category by Size
Permanent	15582	Finagrens Irish Whiskey	0.750	12	Phillips	JBW	05/01/2018	$15.11	435	123	0	0	Benz Distributing, Bootleggin Barzinis, Cyclone Liquors, Hy-Vee, Stammer Liquor Corp	Irish Whiskies	3.54%
Permanent	37663	Row Vodka	0.750	12	Phillips	JBW	05/01/2018	$9.45	632	119	0	0	Bootleggin Barzinis, Forbes Liquor Locker, Hartig Drug Store, Hy-Vee, Lil Chubs Corner Shop	American Vodkas	0.53%
Permanent	37665	Row Vodka	1.750	6	Phillips	JBW	05/01/2018	$19.58	666	113	0	0	Cyclone Liquors, Hy-Vee	American Vodkas	0.30%
Permanent	37664	Row Vodka Mini	0.500	12	Phillips	JBW	06/01/2018	$6.36	33	26	0	0	Fareway, Hy-Vee, New Star Mart, Riverside Liquor	American Vodkas	0.31%
Special Order	936600	Kirkland Signature American Vodka	1.750	6	Levecke		12/01/2016	$13.40	5085	19	4053	13	Costco, HyVee Waukee	American Vodkas	3.37%
Special Order	944650	Kirkland Signature Original Spiced Rum	1.750	6	Levecke		03/01/2017	$16.04	576	12	788	8	Bootleggin Barzinis, Costco	Spiced Rum	1.54%
Special Order	962094	Kirkland Premium Golden Margarita RTD	1.750	6	Levecke		12/01/2016	$9.00	2700	15	1575	8	Costco	Cocktails/Ready-To-Drink	4.67%
Special Order	962095	Kirkland Signature Spiced Rum Egg Nog	1.750	6	Levecke		09/01/2017	$11.21	0	0	180	2	Costco	Cream Liqueurs	8.06%
Special Order	919216	Kirkland Signature Tennessee Bourbon 7YR	1.000	12	Mach Flynt		07/01/2017	$36.11	0	0	216	2	Costco	Straight Bourbon Whiskies	1.48%
Special Order	930746	Kirkland Signature London Dry Gin	1.750	6	Mach Flynt		07/01/2017	$21.48	336	2	384	2	Costco	American Dry Gins	4.62%
Special Order	987514	Kirkland Signature French Vodka	1.750	6	MISA Imports		08/01/2016	$21.72	624	5	2304	11	Bootleggin Barzinis, Costco	Imported Vodka	2.97%
Special Order	989288	Kirkland Signature 12YR Blended Scotch Whisky	1.750	6	MISA Imports		11/01/2016	$44.04	42	1	88	2	Costco	Scotch Whiskies	1.20%
Special Order	989287	Kirkland Signature Cognac XO	0.750	6	MISA Imports		11/01/2016	$56.52	0	0	40	5	Costco	Imported Brandies	0.22%
Special Order	989289	Kirkland Signature Tequila Silver	1.750	6	MISA Imports		11/01/2016	$22.35	0	0	616	5	Costco	100% Agave Tequila	21.23%
Special Order	989290	Kirkland Signature Tequila Anejo	1.000	12	MISA Imports		11/01/2016	$23.31	120	2	100	2	Costco	100% Agave Tequila	5.72%
Special Order	989291	Kirkland Signature Irish Cream	1.750	6	MISA Imports		11/01/2016	$16.49	284	3	1824	12	Costco	Cream Liqueurs	42.72%
Special Order	989292	Kirkland Signature Blended Scotch 3YR	1.750	6	MISA Imports		11/01/2016	$19.76	572	4	1056	9	Costco	Scotch Whiskies	8.66%
Special Order	994950	Kirkland Signature Irish Whiskey	1.750	6	MISA Imports		02/01/2018	$32.45	220	4	0	0	Bootleggin Barzinis, Costco	Irish Whiskies	8.76%
Special Order	995535	Kirkland Signature 20YR Speyside Scotch	0.750	12	MISA Imports		05/01/2018	$67.71	0	0	0	0		Scotch Whiskies	0.00%
Special Order	908806	Kirkland Signature Canadian Whiskey	1.750	6	Sazerac	JBW	01/01/2018	$19.88	288	4	0	0	Costco	Canadian Whiskies	1.26%
Special Order	900138	Members Mark Scotch Club Pack	1.750	6	Prestige	JBW	02/01/2017	$16.95	478	32	336	12	Sams Club	Scotch Whiskies	5.78%
Special Order	900013	Members Mark Silver Rum Tray Pack	1.750	6	Sazerac	JBW	08/01/2016	$15.30	364	8	208	3	Sams Club	White Rum	2.10%
Special Order	936859	Members Mark Vodka	1.750	6	Sazerac	JBW	07/01/2014	$13.59	6180	93	4410	45	Sams Club	American Vodkas	3.78%
Special Order	946574	Members Mark Spiced Rum	1.750	6	Sazerac	JBW	07/01/2014	$13.59	1776	37	1632	19	Sams Club	Spiced Rum	3.05%
Special Order	962477	Members Mark Egg Nog	1.750	6	Sazerac	JBW	08/01/2017	$8.63	0	0	273	6	Sams Club, Wines and Spirits	Cream Liqueurs	11.73%
Special Order	988063	Members Mark Silver Tequila	1.750	6	Sazerac	JBW	05/01/2015	$20.94	672	14	448	5	Sams Club	100% Agave Tequila	49.24%



New Products Presented Since July 2018 by Month



New Products Presented Since July 2018 Total

LSA
LEGISLATIVE SERVICES AGENCY
Serving the Iowa Legislature

88th Iowa General Assembly
2019 IOWA LEGISLATIVE SESSION TIMETABLE*

Note: This Session Timetable is subject to change

***See SCR 5, SR 3, SR 6, and HR 5 (2017)**

JANUARY 14	First day of session (Iowa Code Sec. 2.1)
FEBRUARY 15 (Friday of the 5th week)	Final day for individual Senator and Representative requests for bill and joint resolution drafts to the Legislative Services Agency (Senate Rule 27 and House Rule 29)
MARCH 8 (Friday of the 8th week)**	Final date for Senate bills and joint resolutions to be reported out of Senate Committees and House bills and joint resolutions out of House committees (Joint Rule 20)
MARCH 18 - 22 (10th week)	Senate considers only Senate bills, joint resolutions, and unfinished business House considers only House bills, joint resolutions, and unfinished business (Joint Rule 20)
MARCH 25 - APRIL 5 (11th and 12th weeks)	Debate not limited by rule
APRIL 5 (Friday of the 12th week)**	Final date for Senate bills and joint resolutions to be reported out of House committees and House bills and joint resolutions out of Senate committees (Joint Rule 20)
APRIL 8 - 12 (13th week)	Senate considers only House bills, joint resolutions, and unfinished business House considers only Senate bills, joint resolutions, and unfinished business (Joint Rule 20)
APRIL 15 (Beginning of the 14th week)	Only the following bills and resolutions are eligible for consideration: (Joint Rule 20) ▪ Bills passed by both Houses ▪ Appropriations Bills ▪ Ways and Means Bills ▪ Government Oversight Bills ▪ Legalizing Acts ▪ Administrative Rules Review Committee Bills ▪ Committee Bills related to delayed or suspended Administrative Rules [Iowa Code Sec. 17A.8(9)] ▪ Bills co-sponsored by Majority and Minority Leaders of one House ▪ Conference Committee Reports ▪ Companion Bills sponsored by Senate and House Majority Leaders ▪ Concurrent or Simple Resolutions ▪ Joint Resolutions nullifying Administrative Rules ▪ Bills on the Veto Calendar (Joint Rule 23) ▪ Unfinished Business
APRIL 15 (Beginning of the 14th week)	Amendments need not be filed on the day preceding floor debate (House Rule 31.8)
MAY 3	110th calendar day of the session [Per diem expenses end - Iowa Code Sec. 2.10(1)]

**The March 8 and April 5 committee deadlines do not apply to Appropriations Bills, Ways and Means Bills, Government Oversight Bills, Legalizing Acts, Administrative Rules Review Committee Bills, Committee Bills related to delayed or suspended Administrative Rules [Iowa Code Sec. 17A.8(9)], Bills co-sponsored by Majority and Minority Leaders of one House, Conference Committee Reports, Companion Bills sponsored by the Majority Leaders of both Houses after consultation with the respective Minority Leaders, Concurrent or Simple Resolutions, and Joint Resolutions nullifying Administrative Rules.

Legislative Information Office: 08/29/2018