

Town of Angier ABC Board  
Budget for the fiscal year 2020-2021

RE: BUDGET MESSAGE

To the Town of Angier ABC Board

Fiscal year ending June 30, 2019, sales were up by 21.49% resulting in an increase on inventory and taxes. Total current assets and current liabilities increased during the year as a result of inventory increase at year end to support higher sales and related sales taxes payable due to the increase of taxes from related sales. Distributions increased due to increase in profits to be distributed. As a positive result, the net profit this fiscal year increased by 30.51% from fiscal year 2018 while income from operations increased by 54.58% from fiscal year 2018. Working capital increased approximately \$154,529 or 65.53% over the prior year.

The annual budget for the fiscal year July 1, 2020 through June 30, 2021 has been prepared in accordance to North Carolina General Statute 18B-702, "Financial operations of local boards". The ABC Board determines through adoption of a balanced annual budget, the level of customer service provided by the ABC system the resources available for operations and capital projects.

Preparation of this budget includes projection of operating costs necessary to maintain excellent customer service for the fiscal year with expectations of sufficient revenue and position to provide distributions to our municipality.

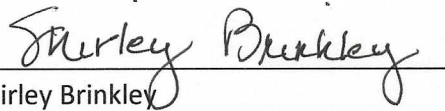
The budget consists of projected revenues from liquor sales of \$3,135,567, projected taxes of \$762,030, cost of sales estimated at \$1,853,555 and operating expense costs of \$430,528. Projected increase of revenues and cost of sales are increased due to new products introduced/ listed in the state to include the growth of N.C. distilleries and their products listed and the increase of private barrel picks provided by our ABC Board. Increased operating costs is a result of expected staff changes for payroll, payroll taxes and and benefits offered and credit card processing fees due to increase of sales.

The Board has debt of the current location of 305 N Raleigh Street, Angier, N.C. with a proposed principal balance of \$88,575 as of April 30, 2020 and is planned to be paid in full June 30, 2020.

Per the amortized schedule and/or increase of monthly payments, interest payments made through April 30, 2020 is \$736.00. Due to the significant increase in sales of our current fiscal year due to Covid-19 has allowed the Board to make this a reality. The Board re-financed the note on the store at a 1.92% interest rate during fiscal year 2015-2016.

The Board currently employs nine positions, five full-time and four part-time.

The Board currently supplies one Mixed Beverage establishments.

  
\_\_\_\_\_  
Shirley Brinkley  
General Manager

Attached: Budget Ordinance for Fiscal Year 2020-2021