



# Department of Alcoholic Beverage Services 2025 Annual Report

JULY 1, 2024 - JUNE 30, 2025

[abs.utah.gov](https://abs.utah.gov)



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# A NOTE FROM ERICKA EVANS, EXECUTIVE DIRECTOR

The Department of Alcoholic Beverage Services (DABS) had a productive fiscal year serving customers at our 51 state liquor stores, supporting the business community with licensing and permitting, and continuing the department's focus on alcohol safety education.

The department is responsible for overseeing the sale and distribution of alcohol in the state of Utah. This work resulted in over \$551.35 million in sales in fiscal year 2025, of which \$204.5 million was directed to state and local communities. The DABS's financial contributions help to keep taxes low for all Utahns by supporting services such as road and transportation, public safety, and health.



Each liquor store generates sales tax revenue for the state and for local governments where they're located. As a result of the DABS's work, in fiscal year 2025, local municipalities received \$32.4 million in sales tax revenue and the state of Utah received \$172.1 million. Part of that revenue generated by the DABS funds the Parents Empowered campaign to reduce underage drinking and other public safety and prevention efforts.

In November 2024, the homeless roundup program launched in which store customers have the option to round-up their purchase to the nearest dollar to support homeless services. Store customers proved to be incredibly generous and that program raised \$1.55 million through the end of FY 2025. Another milestone in this fiscal year is the opening of a new replacement store in Salt Lake City's Foothill neighborhood. The long-awaited store is the state's second two-story location and continues serving this community well.

The DABS recognizes that as the state's population continues to grow, department infrastructure must respond to that demand. Evaluating the capacity of the warehouse distribution center and its ability to handle the state's inventory is an ongoing consideration. Fiscal year 2025 saw an increase of cases received and shipped through the warehouse distribution center and the department is looking for a path towards rightsizing this central hub of our operations.

Sincerely,

*Ericka Evans*

Utah Department of Alcoholic Beverage Services Director

# GREETINGS FROM THE COMMISSION CHAIR

Steve Handy served as chair of the ABS Commission during fiscal year 2025



I've had the privilege to serve as chair of the Alcoholic Beverage Services (ABS) Commission during fiscal year 2025. The seven-member commission is made up of individuals appointed by the governor and confirmed by the state legislature. We are a volunteer board, working diligently to interpret and carry-out alcohol laws and policies, to serve Utah and support a thriving economy.

The ABS Commission uniquely interacts with small, medium, and large business representatives in the hospitality industry. We learn their plans and aspirations for contributing to Utah and running successful operations. Commissioners appreciate the challenges for managing food and beverage businesses. We seek to be direct and honest with them about what is required to receive and maintain alcohol licensing so they may have a full picture of those expectations.

My fellow commissioners and I recognize the hospitality, food and beverage industry is a key contributor to our state's economy. We are proud of our role to help ensure safety and responsibility in this sector. In fiscal year 2025, the ABS commission awarded 53 bar licenses and 112 full-service restaurant licenses.

Each ABS commissioner brings with him or her unique experiences and backgrounds to the table, providing diverse representation as we serve the public. Together, we work hard to fulfill our duties to the state, including evaluating applications for alcohol licenses and permits, ensuring those that sell alcohol in Utah do so safely and legally, and providing oversight of the Department of Alcoholic Beverage Services.

Sincerely,

*Steve Handy*

Utah Alcoholic Beverage Services Commissioner



# Alcoholic Beverage Services Commissioners

## Fiscal Year 2025

The commission is comprised of seven part-time members appointed by the governor with the advice and consent of the state senate. As a commission they act as a governing board in reviewing activities of the DABS staff on the day to day operations of the department.



Tara Thue

Term ends  
7/1/2028



Juliette  
Tennert

Term ends  
7/1/2027



Jacquelyn  
Orton

Term ends  
7/1/2026



Thomas  
Jacobson

Term ended  
7/1/2025



Jennifer  
Tarazon

Vice Chair  
Term ends  
6/30/2029



Falyn  
Owens

Term ends  
6/30/2029

# LEGISLATIVE UPDATE

The following changes were made during the 2025 General Session of Utah Legislature:

## **Creates a new defined term: “Amphitheater”.**

- “Amphitheater” means an outdoor, multi-use performance venue that is primarily used to present live entertainment, including music, dance, comedy, and theater and has the capacity to hold over 10,000 patrons.
- “Amphitheater” does not include a space that is used to present sporting events or sporting competitions.
- Adds “amphitheater” to the definition of “banquet” and to the eligible venues for a banquet license



## **Allows the Department of Alcoholic Beverage Services to approve multiple locations within licensed premises for on-premise banquet licenses.**

- Locations do not have to be contiguous to one another or to the location included in the original application for the on-premise banquet license to be approved.

## **Clarifying the Alcoholic Beverage Services Commission’s authority.**

- The commission may deny an application for a retail license, an application for a conditional retail license, or an application for a sublicense if the commission determines that the applicant’s violation history warrants the denial. The commission shall treat applicants with similar violation histories consistently.

## **Straw testing is now permitted.**

- Authorizing retail licensee staff aged 21 or older to “straw test” liquor for quality and taste by dipping the straw into the liquor, removing the straw in a manner that a small amount of liquor remains and taste the small amount of liquor.

## **Age Verification Revision.**

- The 35-year-old age requirement is stricken. All customers, irrespective of their appearance, must have their age verified effective January 2026.

## **Creates a new exception to the proximity requirements and allows for certain local control.**

- Allows local governments to authorize an outlet or restaurant with an alcohol license to be near a public park under certain conditions.

# LEGISLATIVE UPDATE CONT.

The following changes were made during the 2025 General Session of Utah Legislature:

**Canned mixed cocktails may now be served in a glass rather than from a sealed unopened container.**

**Surety bond only for event permits.**

- Cash bonds for event permits are no longer permitted.

**Amends criteria of a sports facility (“recreational amenity”) to seat a minimum of 2,500 people.**

**Includes off-premises beer retailer in the definition of “applicable licensee”.**

- Defines the circumstances under which an off-premise beer retailer may sell beer at a loading area or designated parking stall.
- The parking stall shall be labeled and designated for pre-ordered items that has video surveillance of the stall.
- The licensee must ensure the beer was purchased before delivery to the stall, deliver the beer and verify the purchaser’s age and comply with training requirements.

**Patrons may transport beer between the licensed areas of a facility under certain conditions.**

- Allows patrons of facilities with multiple licenses to transport alcoholic beverages if the premises are contiguous and where consumption is permitted.

**Bar licensees no longer need a private roadway and legal right of access for equity ownership.**

- Removing the requirement that dispensing locations under an equity license be connected by a private roadway, and clarifying that an equity license applies to all locations owned by an equity licensee.

**Expands the definition of “interdicted person”:**

- “Interdicted person” includes a person who voluntarily obtains a driver license certificate under Section 53-3-236 or an identification card under 53-3-805 with an interdicted person identifier.
- A person convicted of a DUI may have their license revoked and then obtain an interdicted person ID card or license from DLD, which will hold distinct markings and security marks that prohibits the person from buying alcohol.

**Interdicted person training requirements.**

- The department shall develop a training program for an authorized person, as that term is defined to properly verify whether an individual is an interdicted person.

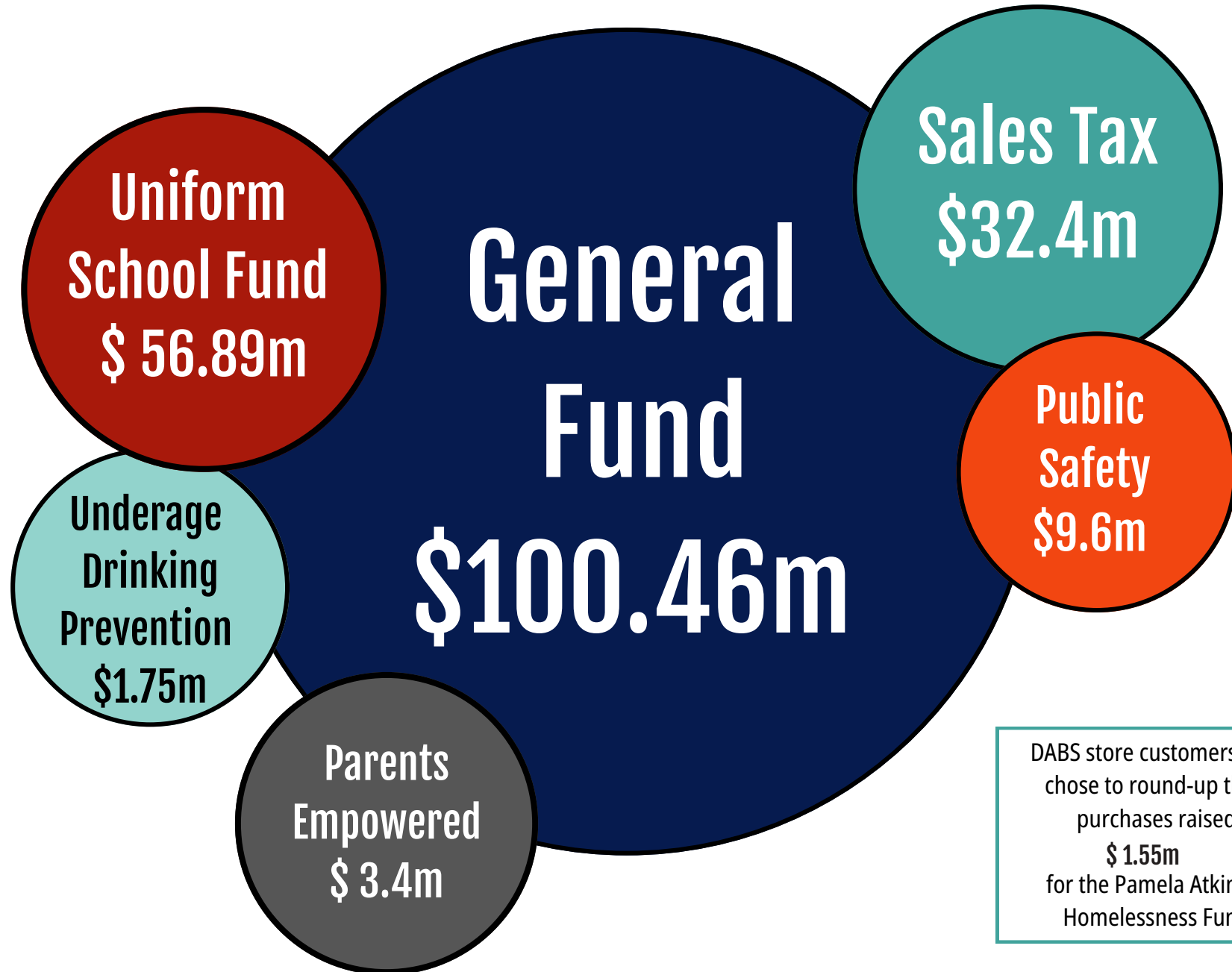
**Electronic Verification System.**

- Expands the scope of what electronic verification systems must verify effective January 2026.

# FINANCIAL HIGHLIGHTS

State liquor and wine stores generated \$551.35 million in sales FY 2025.

As a result, \$204.5 million was returned to the state general fund, funded state programs, and local communities in FY 2025.



# DABS DIVISION OF CONSUMER PURCHASING & MERCHANDISING

The DABS Division of Consumer Purchasing & Merchandising manages the inventory of over 4,700 items (spirits, wine, heavy beer, and flavored malt beverages) that are sold in DABS retail outlets, to both regular customers and to the thousands of businesses that are licensed to sell alcohol in Utah.

Products are defined as general status, limited status, and seasonal items:

- General status: most items sold in stores; approximately 2,875 products
- Limited status: high-end products sold at select stores; 1,830 products
- Seasonal items: one-time buys often for occasions or seasonality and rare, allocated products

The division also processes special order requests for items that are not normally carried in our retail outlets. In fiscal year 2025 there were over 12,000 special orders processed and received by DABS customers. This represents an **increase in special orders of \$1.01 million over last year** and an increase in each bottle sale of \$0.92 or 6 percent.

New items are continuously reviewed, with most listing activities taking place during bi-annual review periods in the spring and fall. During these periods, DABS analyzes 235 categories and price bands to identify slow-moving items. Removing slow-moving products from the inventory, creates an opportunity to add new items and refresh the selection available in retail stores.

The monthly allocated item release program continues to be successful, providing transparency for items that are high in demand but low in availability from suppliers. These products are sold on the third Saturday of each month at several locations across the state and product availability is posted online in advance of the specified date.

The division remains committed to improving efficiency and customer service by collaborating with both internal and external stakeholders to enhance our processes and procedures during the coming year.



2025 Special Orders	2025 Average price per bottle*
<b>\$ 10.66M</b>	<b>\$ 12.86</b>
2025 Special order average price per bottle	2024 Average price per bottle*
<b>\$ 16.88</b>	<b>\$ 12.78</b>
	<small>*based on all sales at retail stores</small>



# DABS PURCHASING & DISTRIBUTION CENTER OPERATIONS

## July 1, 2024 – June 30, 2025



**WAREHOUSE  
CASES  
RECEIVED**

**3,140,250**



**WAREHOUSE  
CASES  
SHIPPED**

**3,080,180**



**NEW ITEMS  
EVALUATED  
FOR  
DISTRIBUTION**

**2,962**



**NEW ITEMS  
ADDED IN  
FISCAL YEAR  
2025**

**345**

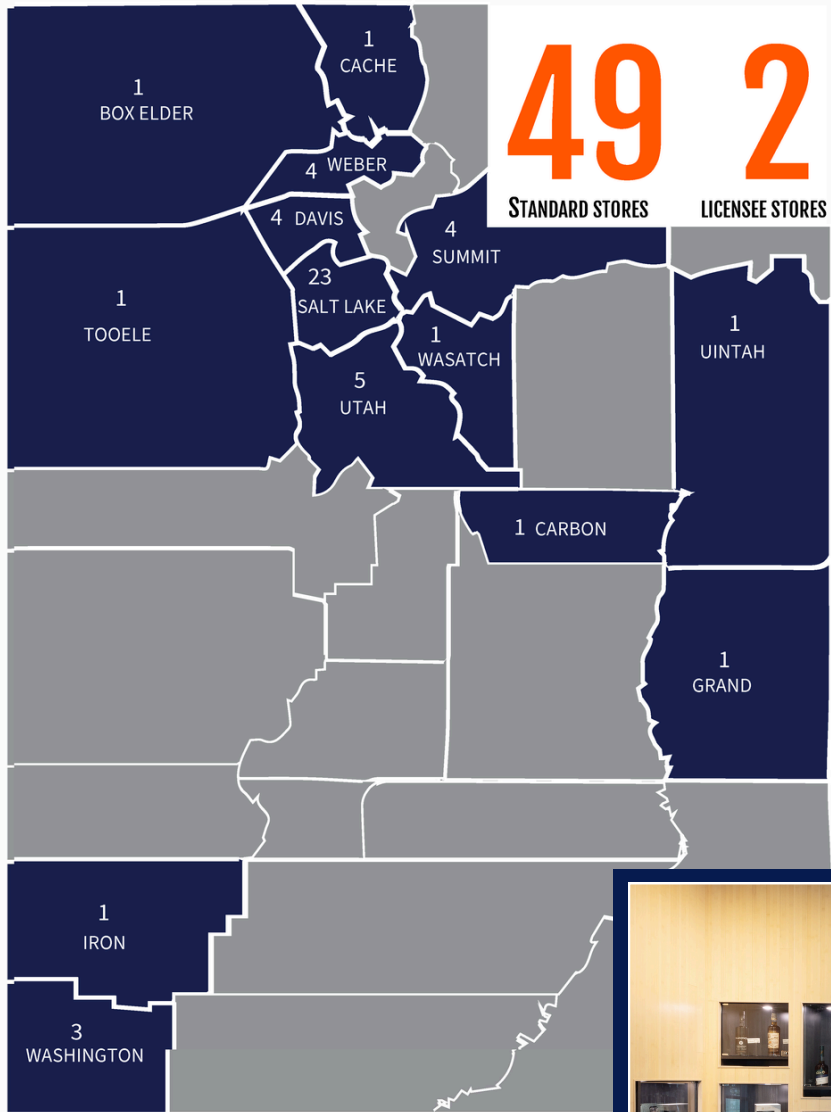


**DELISTED  
ITEMS IN  
FISCAL YEAR  
2025**

**859**

# DABS RETAIL STORES

As of June 30, 2025, DABS operated 51 retail stores.



51 Stores Statewide  
**\$ 523,108,991** Annual Store Sales

**Store Personnel (as of June 30, 2025)**  
299 Full Time  
370 Part Time  
**669 Total**

The DABS opened one new, replacement store in fiscal year 2025. The Foothill location in Salt Lake City is the department’s second two-story building and opened on March 31, 2025. The community has long anticipated the opening of this new location and it has been well received. It has a Proudly Utah section, featuring locally made products, a dedicated will-call for licensee orders, and refrigeration. The department also began construction on three new or replacement stores in Marriott-Slaterville, Roy, and Moab. The department continues to focus on improved infrastructure, e-commerce solutions, and providing and outstanding shopping experience to all customers.

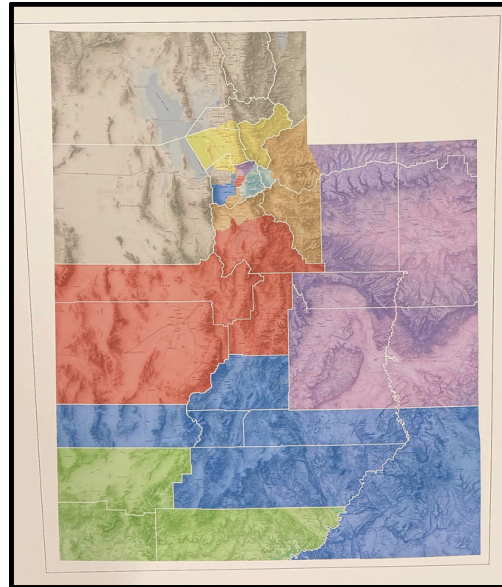


# LICENSING AND COMPLIANCE DIVISION

The Division of Licensing and Compliance is responsible for the licensing of those involved in the production and sale of alcohol in the state of Utah. The division strives to assist licensees and permittees to understand requirements and regulations and remain compliant with the Alcoholic Beverage Control Act.

## Applications Received and Processed

3,895	License/Permit Renewals
325	New Licenses/Permits
1,062	Event Permits
859	Label Approvals
1,502	Criminal Background Checks



## Managers Trained

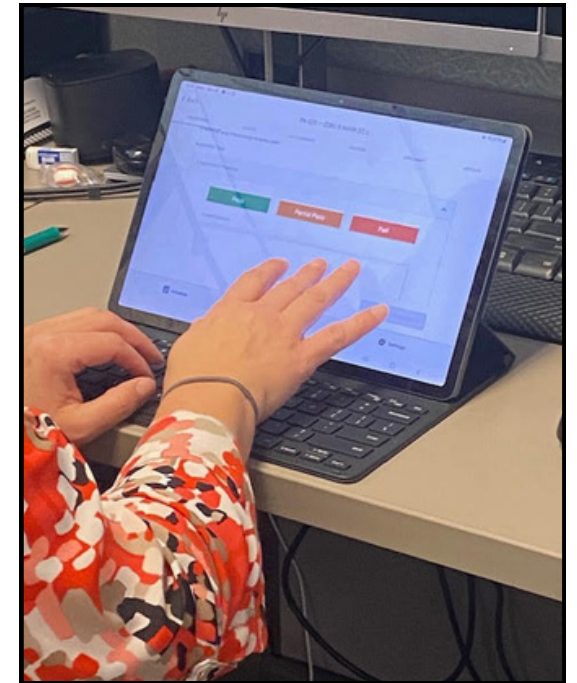
1,144	On-Premise
705	Off-Premise

## New Licenses Assigned

53	Full Bar
112	Full-Service Restaurant

## Licensee Audits Conducted

418	Bars and Taverns
1,219	Restaurants
150	Beer Recreational
1,295	Other Licenses



# ON-PREMISE RETAIL LICENSES

By county, businesses licensed to sell alcohol for on-site consumption, largely restaurants and bars.



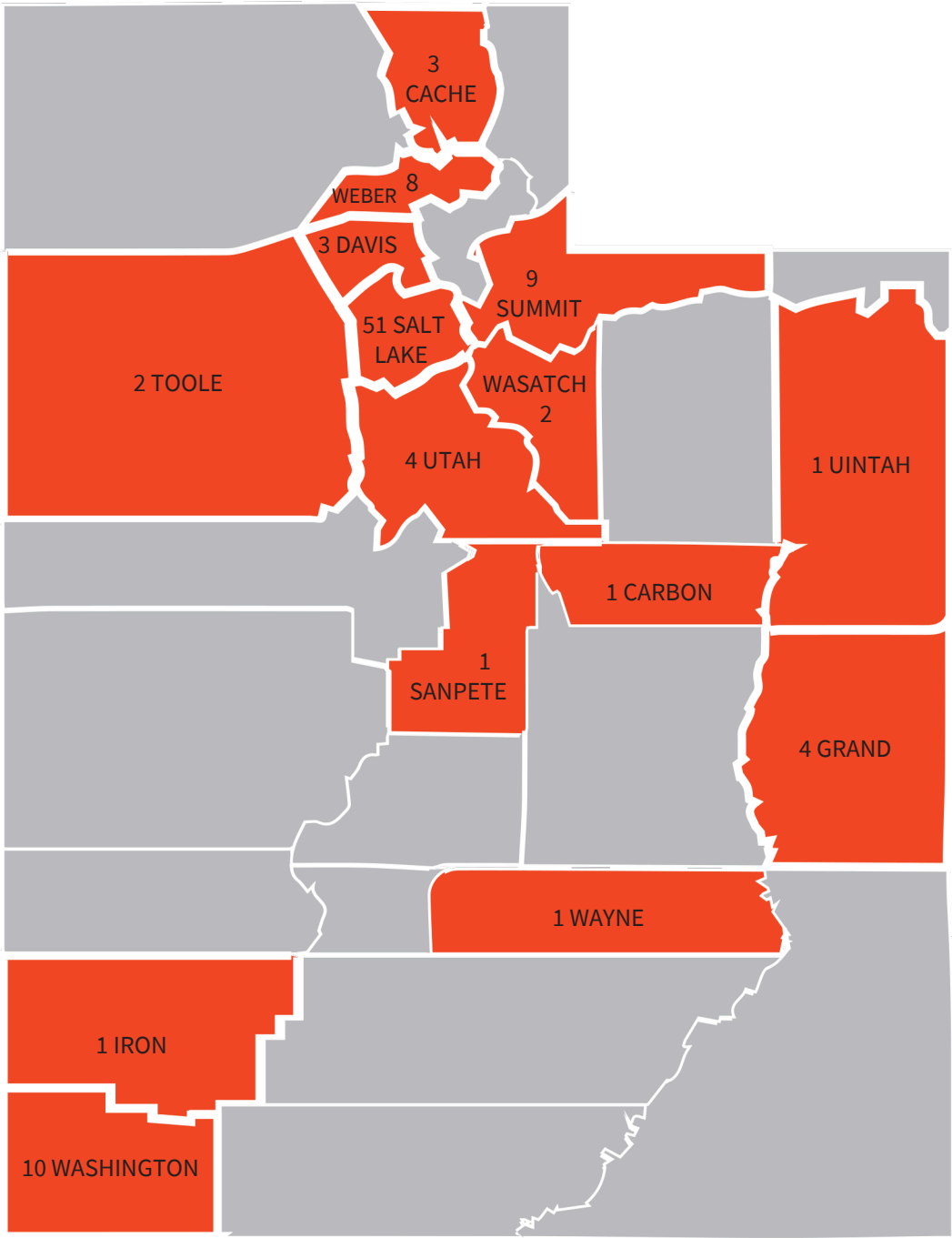
# 2,159

BEAVER	9
BOX ELDER	11
CACHE	38
CARBON	21
DAGGETT	5
DAVIS	100
DUCHESSNE	8
EMERY	4
GARFIELD	28
GRAND	55
IRON	43
JUAB	4
KANE	26
MILLARD	4
MORGAN	5

PIUTE	2
RICH	3
SALT LAKE	996
SAN JUAN	12
SANPETE	5
SEVIER	8
SUMMIT	198
TOOELE	26
UINTAH	14
UTAH	170
WASATCH	40
WASHINGTON	155
WAYNE	13
WEBER	156

As of June 30, 2025.

# MANUFACTURING LICENSES



101

CACHE	3
CARBON	1
DAVIS	3
GRAND	4
IRON	1
SALT LAKE	51
SANPETE	1
SUMMIT	9
TOOELE	2
UINTAH	1
UTAH	4
WASATCH	2
WASHINGTON	10
WAYNE	1
WEBER	8

By county, manufacturers licensed to produce alcohol products, largely wineries, distilleries, and breweries as of June 30, 2025.



## DABS HELP DESK

In fiscal year 2025, the Help Desk received over 6,500 inquiries and maintained a 39-second average wait time for phone calls and chat conversations. Overall satisfaction with the service provided is 88% from survey results. The data collected from customer interactions leads the department to identify areas for improvement and way to create greater efficiency within DABS.

The most frequently answered questions were regarding product availability, Utah alcohol laws and application, and where to find licensee-specific resources. The team works closely with all divisions to ensure accuracy and high-quality customer service to the individuals, business representatives, and employees.



Compliance  
related  
questions:  
2,267  
Product related  
questions:  
2,115



Licensee  
training:  
647  
Utah alcohol law  
related  
questions:  
592



Licensing &  
Permitting System  
training:  
311  
Licensee order  
login creation:  
227

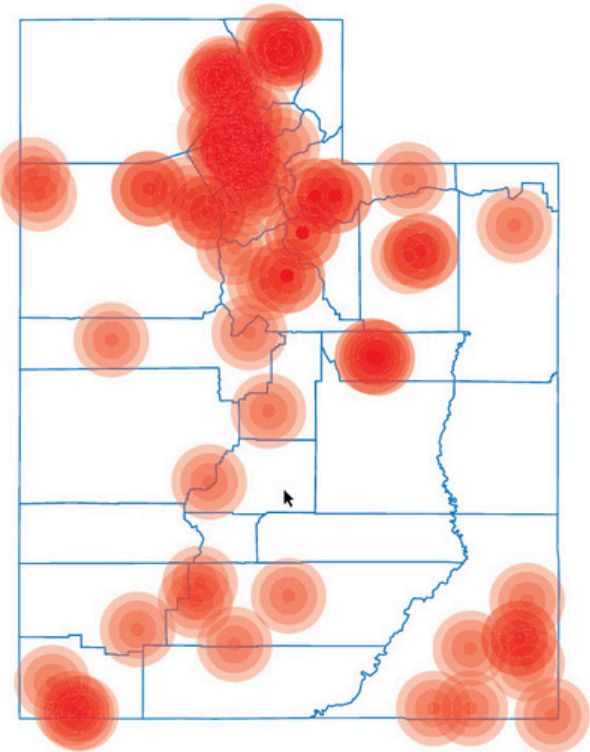
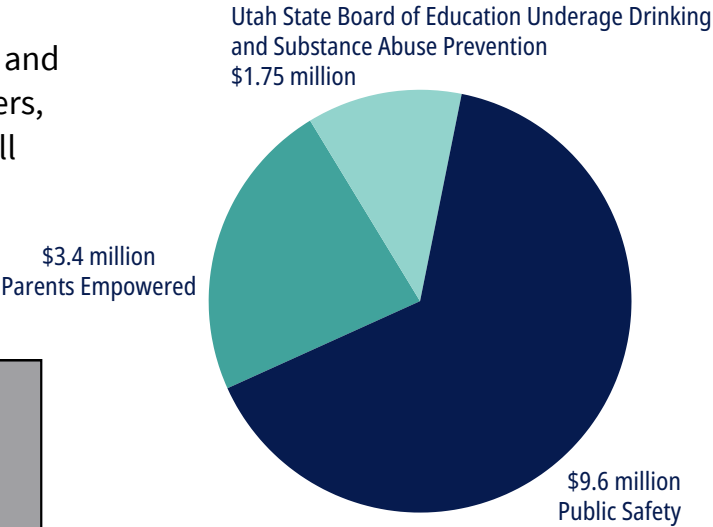
# DABS ALCOHOL EDUCATION DIVISION

A core piece of the DABS mission is to inform Utahns about the harms of alcohol abuse and misuse. The DABS Alcohol Education Division partners with health and education leaders, public safety officials, stakeholders, and others for the improved health and safety of all Utahns.

In fiscal year 2025, the DABS contributed \$15 million towards alcohol safety and education efforts.

Effective communication and outreach to educate on responsible consumption is a long-standing priority of the DABS’s alcohol education division.

The department and commission work together to recognize licensees that support underage drinking prevention and responsible consumption.



## Parents Empowered

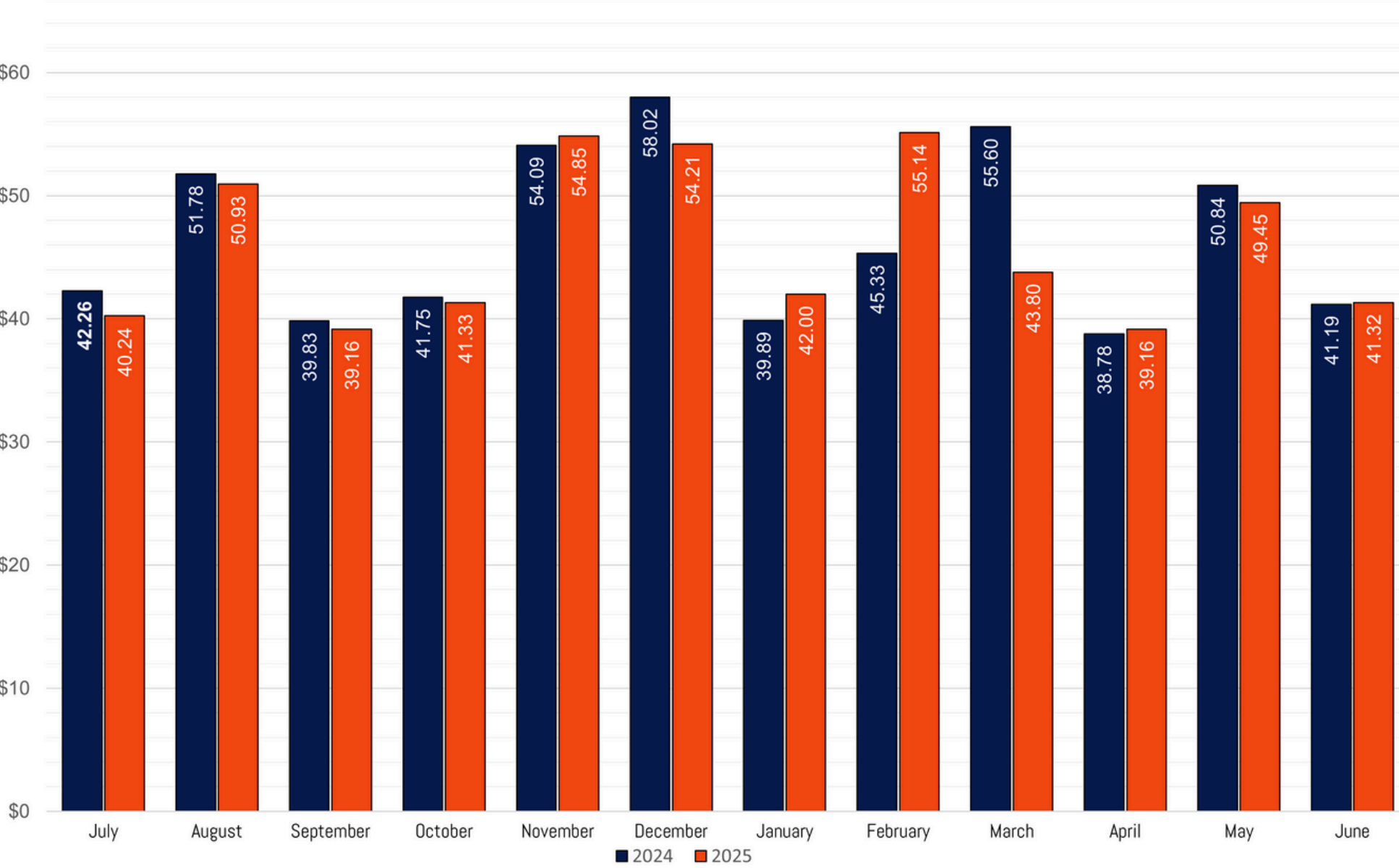
Parents Empowered is Utah’s underage drinking prevention media and community education campaign. The goal of Parents Empowered is to have every Utah child reach the age of 21 alcohol-free so they can have a healthier brain and a brighter future. DABS prominently supports this goal with funds and management of this program with the support of state and local partners throughout Utah.

Collaboration has helped the Parents Empowered campaign to accomplish notable things this year. Thanks to the Community Partnership Project Grant program, 19 communities installed prevention messaging promoting risk and protective factors to an estimated 2 million Utahns. To the left is a heat map showing the widespread reach of the Community Partnership Project program during the past four years. Over 100 projects have been completed, each in collaboration with community partners’ and key community leaders’ support.

In addition, the DABS supports educating Utahns regarding safety for all individuals who may or may not consume alcohol. Effective communication to encourage safe driving and responsible drinking has been a main focus for the department and the ABS commission.

# YEAR OVER YEAR SALES BY FISCAL MONTH

## 2024-2025



# ON-PREMISE VS. OFF-PREMISE SALES

## On-Premise:

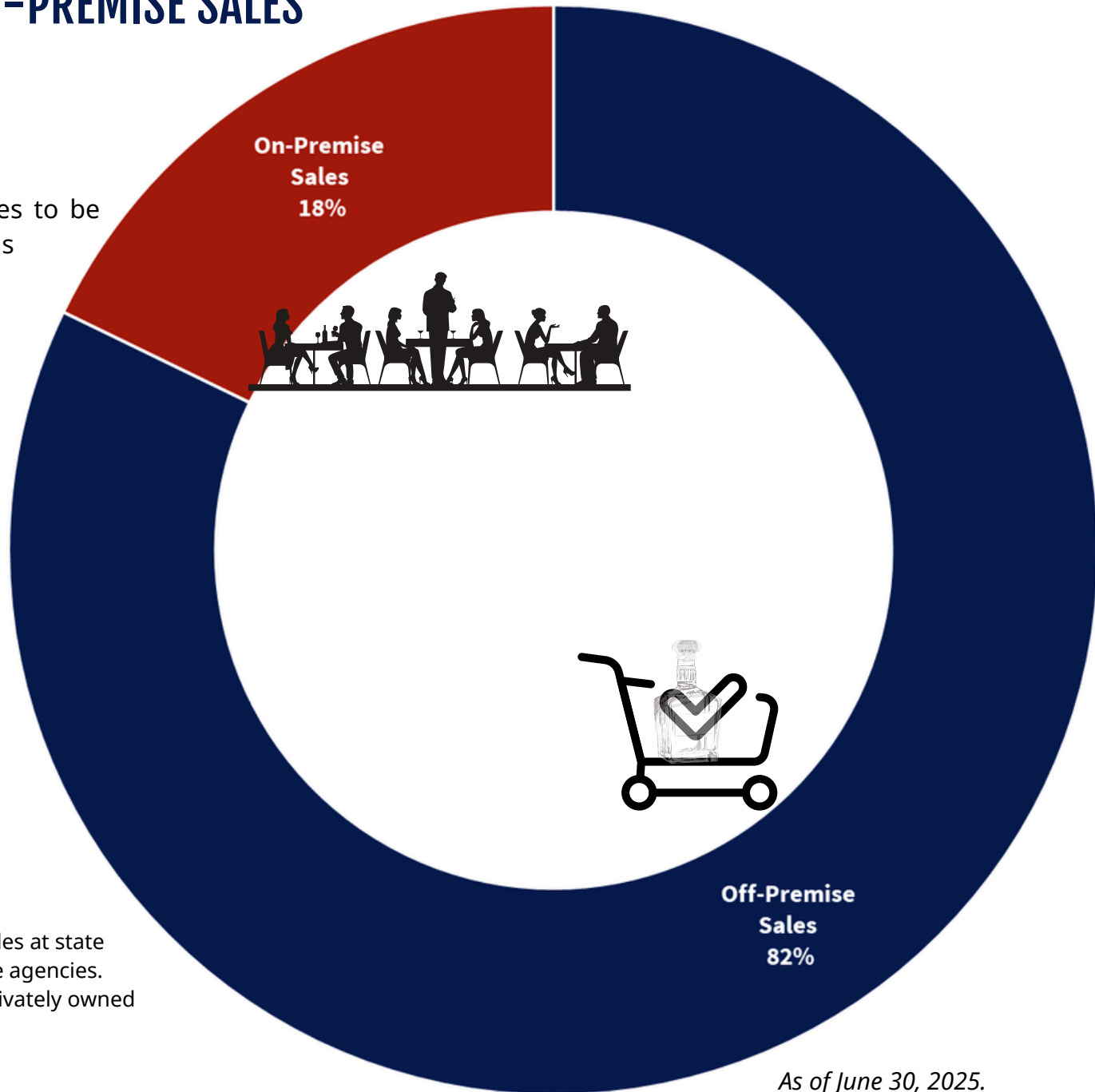
The sale of alcoholic beverages to be consumed on premises, such as in restaurants and bars.

## Off-Premise:

The sale of alcoholic beverages purchased at state liquor stores and package agencies.

## Note:

The graph represents off-premise sales at state liquor stores and contracted package agencies. The data does not include sales at privately owned grocery and convenience stores.



*As of June 30, 2025.*

# SALES BY TYPE

( In thousands)

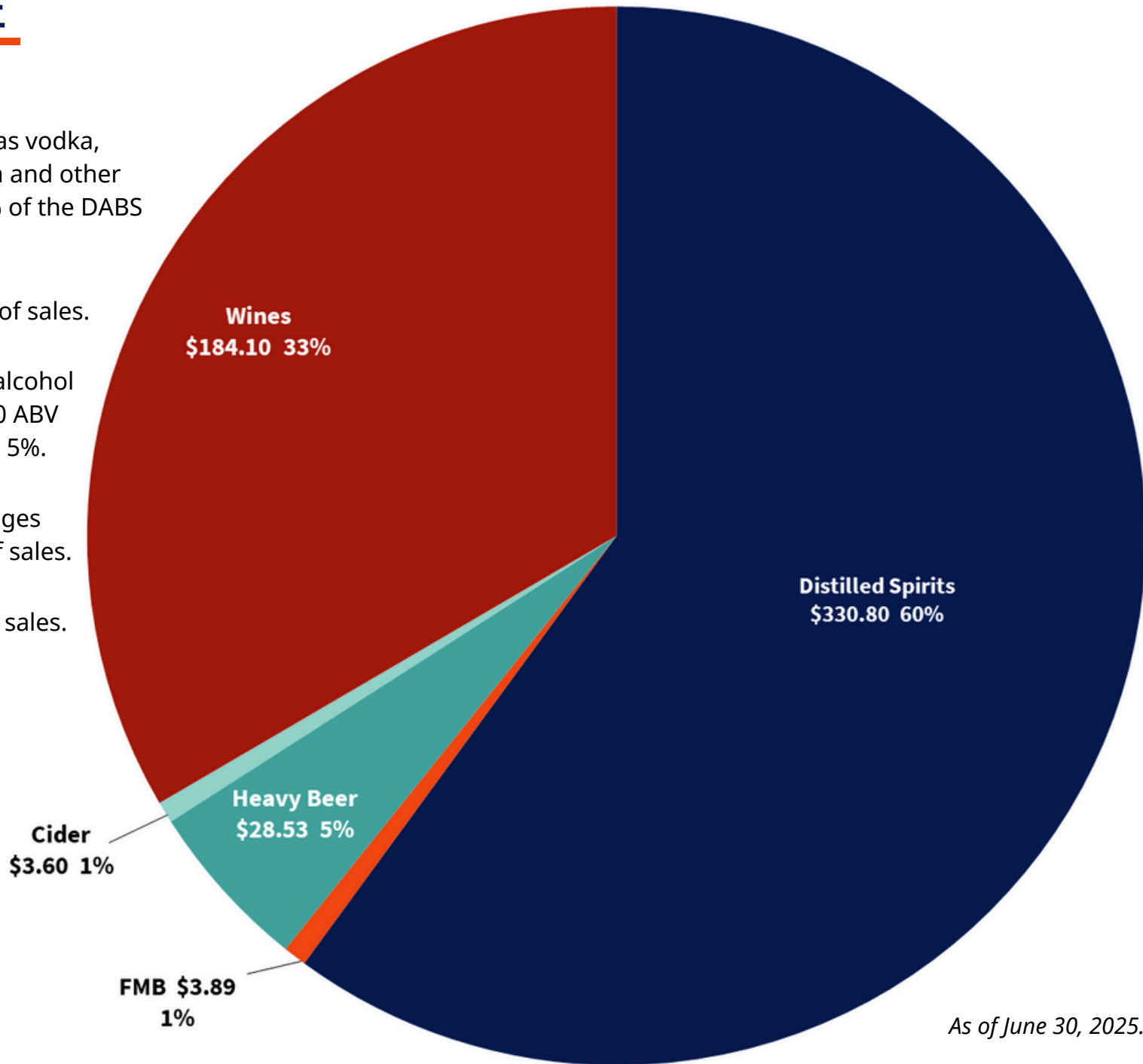
Distilled spirits such as vodka, whiskey, rum, tequila and other spirits made up 60% of the DABS total retail sales.

Wines made up 33% of sales.

Heavy beer, with an alcohol percentage above 5.0 ABV or 4.0 ABW, made up 5%.

Flavored malt beverages (FMB) made up 1% of sales.

Cider made up 1% of sales.



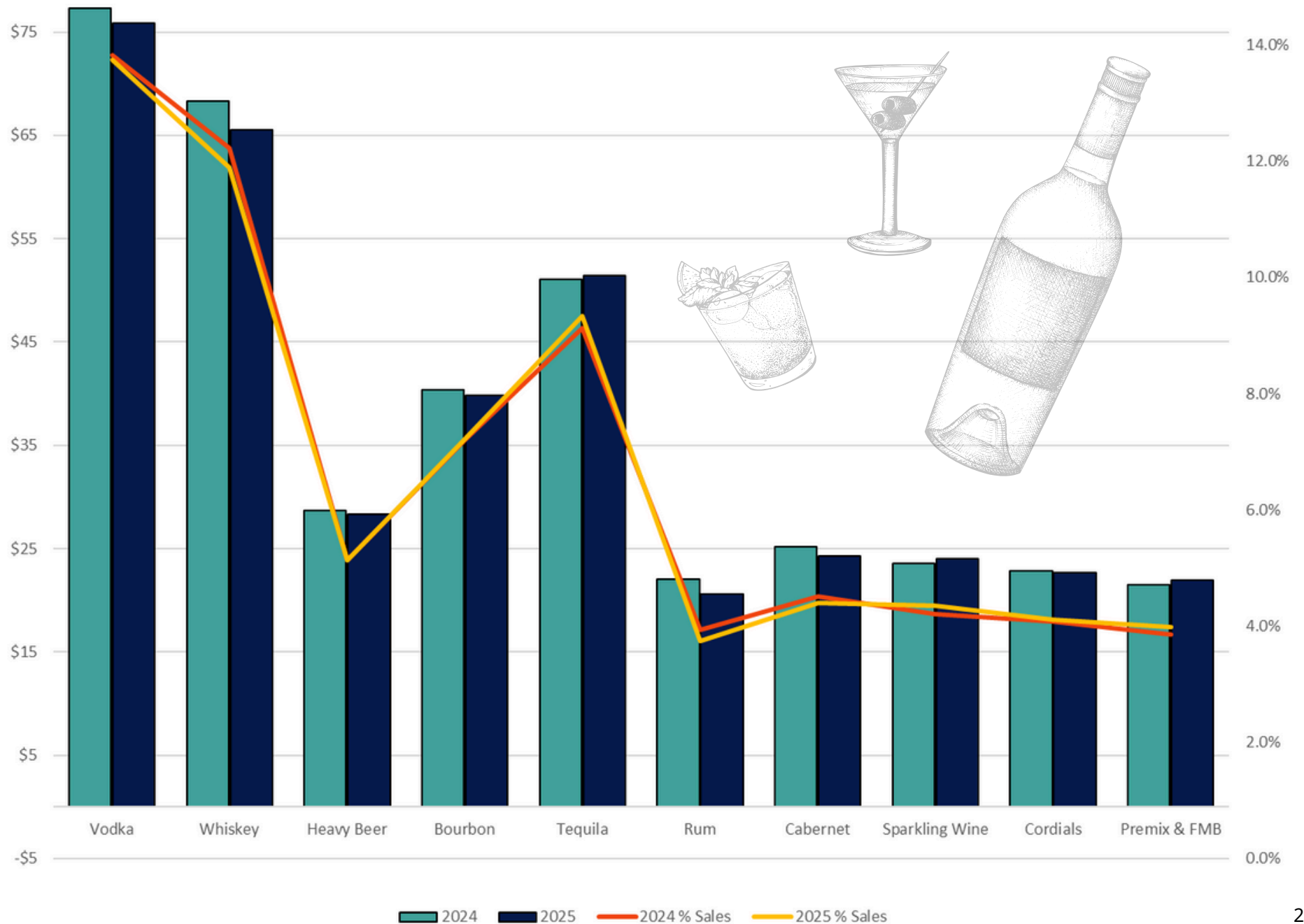
As of June 30, 2025.



## TOP TEN STORES BY SALES

STORES	FY 2024	FY 2025	% CHANGE
SLC Licensee Store - 33	\$ 31,116,428	\$ 31,149,642	0.11%
Park City Snowcreek - 38	\$ 23,820,844	\$ 22,839,210	(4.12)%
Fort Union Blvd., SLC - 15	\$ 17,926,940	\$ 16,960,128	(5.37)%
Park City Licensee Store - 34	\$ 13,021,909	\$ 16,921,048	29.9%
Downtown, SLC - 1	\$ 12,116,152	\$ 16,569,007	36.8%
Sandy - 16	\$ 17,657,503	\$ 16,027,360	(9.23)%
Harris Ave., SLC - 41	\$ 17,082,589	\$ 15,756,182	(7.75)%
East Sandy - 52	\$ 14,404,868	\$ 15,695,618	8.96%
Holladay, SLC - 29	\$ 15,821,493	\$ 15,575,717	(1.55)%
Park City Ute Blvd. - 37	\$ 16,154,192	\$ 15,535,292	(3.83)%

# SALES BY TOP TEN CATEGORIES 2024-2025





## FISCAL YEAR 2025 TOP SELLING ITEMS



NAME	BOTTLES	SALES	CHANGE
TITO'S HANDMADE VODKA 1750ml	138,393	\$ 5,986,940	0
TITO'S HANDMADE VODKA 1000ml	196,774	\$ 5,224,118	0
TITO'S HANDMADE VODKA 750ml	161,194	\$ 3,625,145	0
BARTON VODKA 1750ml	264,705	\$ 2,909,108	+2
CASAMIGOS BLANCO TEQUILA 750ml	57,795	\$ 2,894,945	0
PATRON SILVER TEQUILA 750ml	51,883	\$ 2,727,841	- 2
CROWN ROYAL 1750ml	43,735	\$ 2,403,015	+1
JACK DANIEL'S BLACK LABEL 1750ml	45,217	\$ 2,345,442	+1
JAMESON IRISH WHISKEY 1000ml	57,838	\$ 2,185,305	+1
CROWN ROYAL BLACKBERRY 750ml	67,482	\$ 2,108,626	New

## TOP SELLING LOCALLY MADE CRAFT PRODUCTS



**Proudly Utah**

NAME	BOTTLES	SALES	CHANGE
HIGH WEST BOURBON 750ml	53,377	\$ 1,963,850	0
HIGH WEST DOUBLE RYE WHISKEY 750ml	42,605	\$ 1,569,001	0
FIVE WIVES VODKA 1750ml	42,129	\$ 1,146,519	+4
TEMPLIN FERDA DBL IPA 473ml	279,450	\$ 1,103,827	+1
SQUATTERS HOP RISING DBLE IPA CAN 355ml	483,051	\$ 1,1009,577	-1
DENTED BRICK CRAFT VODKA 1000ml	53,913	\$ 952,510	-3
HIGH WEST A MIDWINTER NIGHTS DRAM 750ml	5,875	\$ 868,902	+15
FIVE WIVES VODKA 750ml	44,453	\$ 659,306	-1
SUGAR HOUSE RASPBERRY LEMONADE VODKA 355ml	165,549	\$ 594,321	+6
HIGH WEST RENDEZVOUS RYE WHISK 750ml	6,816	\$ 584,929	-4

## TOP SELLING HEAVY BEER



NAME	BOTTLES	SALES	CHANGE
TEMPLIN FERDA DBL IPA 473ml	279,450	\$ 1,103,827	+2
SQUATTERS HOP RISING DBL IPA CAN 355ml	483,051	\$ 1,009,577	-1
NATTY DADDY CAN 355ml	857,842	\$ 935,048	-1
SQUATTERS HOP RISING TROPICAL IPA 355ml	267,137	\$ 558,316	0
MODELO NEGRA DARK ALE 355ml	247,632	\$ 507,646	0
EPIC CHASING GHOSTS HAZY DIPA 473ml	163,380	\$ 456,811	0
NEW BELGIUM VODOO JUICE FORCE 355ml	179,254	\$ 421,247	0
UINTA DETOUR DOUBLE IPA CAN 355ml	169,892	\$ 406,042	0
RED ROCK ROTATOR SERIES 473ml	100,263	\$ 395,851	0
RED ROCK ELEPHINO IPA 500ml	97,983	\$ 395,851	0



## TOP SELLING WINES



NAME	BOTTLES	SALES	CHANGE
LAMARCA PROSECCO 750ml	109,217	\$ 2,034,305	0
VEUVE CLICQUOT BRUT YELLOW LABEL	26,094	\$ 1,746,074	0
ZONIN PROSECCO 750ml	91,410	\$ 1,304,175	0
KIM CRAWFORD SAUVIGNON BLANC	85,041	\$ 1,282,337	+5
MEOMI PINOT NOIR 750ml	57,024	\$ 1,176,747	0
BOTA BOX PINOT GRIGIO 3000ml	45,802	\$ 1,044,711	+1
BLACK BOX CHARDONNAY 3000ml	42,990	\$ 994,157	-1
STELLA ROSA BLACK 750ml	59,224	\$ 886,820	-3
BLACK BOX CABERNET 3000ml	55,855	\$ 855,135	-1
SONOMA CUTRER CHARDONNAY RR	40,015	\$ 828,004	+2

# WINES BY REGION



COUNTRY	SALES	BOTTLES	% SALES
U.S.	\$123,998,409	8,665,999	68.26%
ITALY	\$21,598,093	1,302,111	11.68%
OTHER*	\$13,883,341	1,018,382	5.83%
FRANCE	\$8,213,262	322,689	3.93%
NEW ZEALAND	\$5,831,192	386,301	2.92%
SPAIN	\$3,762,649	234,412	1.88%
ARGENTINA	\$3,736,453	248,024	1.88%
AUSTRALIA	\$1,825,295	149,518	0.99%
PORTUGAL	\$1,362,396	89,720	0.79%
CHILE	\$1,216,143	77,118	0.55%
JAPAN	\$859,393	37,671	0.42%
GERMANY	\$483,283	33,072	0.26%
SOUTH AFRICA	\$428,304	28,514	0.19%
AUSTRIA	\$360,354	21,015	0.17%
GREECE	\$151,356	8,411	0.08%

\*Other is composed of fortified wines, like vermouth, and other miscellaneous varieties of wine that can be found in various regions.

# DABS STORE EMPLOYEE RECOGNITIONS



**1st Quarter - Jon Marrelli**

Runners up - Jay Mallas, Betty Terry



**2nd Quarter - Kolton Batchelor**

Runners up - Travis Forneluis, Jody Burningham



**3rd Quarter - Steven Marvell**

Runners up - Amanda Smith, Zach Owen



**4th Quarter - Jillian Campos**

Runners up - Lisa Triplett, John Flores



# DABS ADMINISTRATION EMPLOYEE RECOGNITIONS



**1st Quarter - Jason Skouybe**



**2nd Quarter - Charlotte Evans**



**3rd Quarter - Jessica Atencio**

## 4th Quarter - Tied for two recognitions



**Matt Hoggan**



**Jorge Corona-Levya**



# DABS WAREHOUSE DISTRIBUTION CENTER EMPLOYEE RECOGNITIONS



1st Quarter - Dan Priest



2nd Quarter - Mike Brown



3rd Quarter - Sergio Quinonez Jr.



4th Quarter - Eric Gaus

# FINANCIAL STATEMENTS

(Unaudited ) as of June 30, 2025.

## Income Statement (In Thousands)

Income Statement (In Thousands)	FY2024	FY2025
Operating Revenue	\$ 583,836	\$ 551,346
Cost of Liquor Sold	\$ (317,370)	(291,057)
Other Income (e.g. Fees)	\$ 4,454	8,237
<b>Total Operating Revenue</b>	<b>\$ 270,920</b>	<b>\$ 268,526</b>

<b>Operating Expenses</b>		
Salaries, Wages & Benefits	\$ 38,944	\$ 41,432
Credit Card Fees	\$ 8,358	\$ 8,403
Maintenance & Repairs/Operating Supplies	\$ 4,777	\$ 4,959
Data Processing	\$ 7,591	\$ 7,168
Delivery to Stores	\$ 5,306	\$ 5,767
Package Agency Contracts	\$ 3,348	\$ 3,474
Parents Empowered	\$ 3,302	\$ 3,630
Professional and Technical Services	\$ 3,010	\$ 3,456
Rentals & Leases	\$ 1,079	\$ 1,155
Postage, Printing Supplies	\$ 516	\$ 274
Liquor Bags	\$ 505	\$ 680
Telephone	\$ 264	\$ 247
Insurance Bonds	\$ 354	\$ 417
Travel Expenses	\$ 60	\$ 34
Misc Other Expense	\$ 769	\$ 814
<b>Total Operating Expenses</b>	<b>\$ 78,183</b>	<b>\$ 81,910</b>
<b>Net Operating Income</b>	<b>\$ 192,737</b>	<b>\$ 186,616</b>

Non-Operating Revenue / (Expenses)	FY2024	FY2025
Federal Revenue from Bonds	\$ 208	\$ 212
Amortization & Depreciation	\$ (1,611)	\$ (17,469)
Interest on Bonds & Notes	\$ (1,129)	\$ (602)
Transfer to Underage Drinking Prevention Program	\$ (1,750)	\$ (1,750)
Transfer to School Lunch, Uniform School Fund and Public Safety	\$ (67,699)	\$ (66,542)
<b>Total Non Operating Revenue / (Expenses)</b>	<b>\$ (71,981)</b>	<b>\$ (86,151)</b>
<b>Net Liquor Profit</b>	<b>\$ 113,347</b>	<b>\$ 100,465</b>



# FINANCIAL STATEMENTS CONT.

(Unaudited ) as of June 30, 2025.

## Balance Sheet (In Thousands)

Balance Sheet (In Thousands)	As of June 30, 2024	As of June 30, 2025
<b>Assets</b>		
Cash and Cash Equivalents	\$ 39,931	\$ 20,878
Accounts Receivable	\$ 3,997	\$ 2,553
Due from Debt Service and DFCM	\$ 42,768	\$ 52,956
Inventories	\$ 43,564	\$ 46,164
Prepaid Expenses	\$ 242	\$ -
Net Pension and OPEB	\$ 156	\$ -
<b>Total Current Assets</b>	<b>\$ 130,658</b>	<b>\$ 122,551</b>
PA Start-up Capital	\$ -	
Buildings	\$ 117,909	\$ 117,909
Leased Buildings	\$ 16,809	\$ 16,809
Land	\$ 33,789	\$ 34,721
Equipment and Software	\$ 9,921	\$ 7,589
In Process	\$ 12,912	\$ -
Less Accumulated Depreciation	\$ (61,942)	\$ (62,294)
<b>Total Non Current Assets</b>	<b>\$ 129,398</b>	<b>\$ 114,734</b>
<b>Total Assets</b>	<b>\$ 260,056</b>	<b>\$ 237,285</b>
Deferred Outflows Related to Bond Debt, Pensions and OPEB	\$ 1,057	\$ 768
<b>Total Assets and Deferred Flows</b>	<b>\$ 261,113</b>	<b>\$ 238,053</b>

	As of June 30, 2024	As of June 30, 2025
<b>Liabilities and Equity</b>		
Accounts Payable	\$ 11,446	\$ 10,297
Due to Other Funds	\$ 9,281	\$ 709
Revenue Bonds Payable	\$ 7,995	\$ 7,829
Lease/SIBTA Liability	\$ 790	\$ 790
Deposits in Lieu	\$ 1,190	\$ 1,190
Unearned Revenue	\$ 1,518	\$ 1,518
<b>Total Current Liabilities</b>	<b>\$ 32,220</b>	<b>\$ 22,333</b>
Net Pensions and OPEB	\$ 137	\$ 139
Revenue Bonds	\$ 100,565	\$ 100,565
Long Term Lease Ability	\$ 14,245	\$ 14,245
<b>Total Non-Current Liabilities</b>	<b>\$ 114,947</b>	<b>\$ 114,949</b>
<b>Total Liabilities</b>	<b>\$ 147,167</b>	<b>\$ 137,282</b>
Deferred Outflows of Resources Related to Pensions and OPEB	\$ 220	\$ 221
	\$ -	
Net Investment in Capital	\$ 5,113	\$ 4,292
<b>Total Liabilities, Deferred Outflows and Fund Balances</b>	<b>\$ 5,333</b>	<b>\$ 4,521</b>

# FIVE YEAR FINANCIAL SUMMARY

(In Thousands)

## SUMMARY FINANCIAL INFORMATION

	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	CAGR*
Revenue from Liquor Sales	\$ 517,390	\$ 557,452	\$ 579,050	\$ 578,856	\$ 551,346	1.28%
Gross Profit	\$ 235,239	\$ 254,504	\$ 272,259	\$ 254,897	\$ 260,289	2.04%
Other Income	\$ 5,278	\$ 6,578	\$ 6,899	\$ 9,381	\$ 6,569	4.47%
Total Revenue	\$ 240,517	\$ 260,082	\$ 279,158	\$ 264,279	\$ 266,858	2.10%
Less Salaries and Wages	\$ 2,387	\$ 2,970	\$ 3,106	\$ 3,302	\$ 3,421	7.46%
Less Other Program Transfers	\$ 1,750	\$ 1,750	\$ 1,750	\$ 1,750	\$ 1,750	0.00%
Less other Expenses (Revenues)	\$ 56,415	\$ 62,423	\$ 74,764	\$ 78,183	\$ 81,910	7.74%
Net Profit	\$ 4,527	\$ 4,769	\$ 5,067	\$ 9,812	\$ 9,600	16.22%
Wages % of Gross Sales	\$ 51,747	\$ 54,498	\$ 57,914	\$ 67,706	\$ 56,897	1.92%
Total Cases Sold (In Thousands)	\$ -	\$ -	\$ -	\$ -	\$ -	0.00%

Net Profit for Transfer to General Fund

Sales Tax

Growth in General Fund Transfer %

\$ 123,691	\$ 134,672	\$ 136,557	\$ 113,347	\$ 100,465	-4.07%
\$ 30,614	\$ 31,232	\$ 32,016	\$ 32,105	\$ 32,403	1.14%
1.60%	8.67%	1.60%	-17.00%	-11.37%	-248.02%

## DABS OPERATIONS SUMMARY

Revenue from Liquor Sales	\$ 517,390	\$ 557,452	\$ 579,050	\$ 578,856	\$ 551,346	1.28%
Gross Profits	\$ 235,239	\$ 254,504	\$ 272,259	\$ 254,897	\$ 260,289	2.04%
Other Income	\$ 5,278	\$ 6,578	\$ 6,899	\$ 9,381	\$ 6,569	4.47%
Total Revenue	\$ 240,517	\$ 260,821	\$ 279,158	\$ 264,278	\$ 266,858	2.10%
Less Salaries and Wages	\$ 22,945	\$ 24,025	\$ 31,149	\$ 38,944	\$ 41,432	12.55%
Less Other Program Transfers	\$ 58,024	\$ 61,017	\$ 64,731	\$ 79,268	\$ 68,247	3.30%
Less other Expenses (Revenues)	\$ 35,857	\$ 41,188	\$ 46,721	\$ 32,719	\$ 49,636	6.72%
Net Profit	\$ 123,691	\$ 134,672	\$ 136,557	\$ 113,347	\$ 100,465	-4.07%
Wages % of Gross Sales	4.43%	4.34%	5.38%	6.73%	7.51%	11.15%
Total Cases Sold (In Thousands)	3,609	3,826	3,613	3,571	3,497	-0.63%