

Montgomery County, Maryland - Disclosure For Fiscal Year 2022

\$46,645,000 MONTGOMERY COUNTY MARYLAND Revenue Bonds (Department of Liquor Control) Series 2013A	\$24,700,000 MONTGOMERY COUNTY MARYLAND Revenue Bonds (Department of Liquor Control) Series 2019A	\$46,100,000 MONTGOMERY COUNTY MARYLAND Refunding Revenue Bonds (Alcohol Beverage Services) Series 2021 A & B
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Wholesale Operations

Wholesale Facility

Based on State of Maryland House Bill 616, the Department of Liquor Control was renamed to Alcohol Beverage Services for Montgomery County, effective July 1, 2019. The Alcohol Beverage Services' (the Department) climate controlled wholesale facility (Existing Warehouse) is located on Edison Park Drive in Gaithersburg, MD. The product storage space is approximately 185,000 square feet, of which approximately 10,000 square feet is a keg facility.

The Department uses the warehouse to store approximately 7,000 SKU's of stock beer, wine and spirit products for resale to wholesale customers. Stock products are purchased in bulk and stored at the Existing Warehouse for wholesale customers to purchase, and for transfer to the 26 County retail stores. The Department also offers thousands of items as special order and will research any product a customer wants to ascertain price and availability. Special order items are obtained specifically for both wholesale and retail customers. The procurement process starts once the product is ordered. Each week, approximately 4,000 special order items are stored in the warehouse for no longer than 7 days. The Existing Warehouse also houses the Department's administrative activities.

Wholesale Customer Base

The Department's wholesale customer base comprises every licensed seller of alcoholic beverages in the County. There are over 1,000 license holders in the County, including restaurants, carry-out stores, hotels, conference centers, caterers, clubs and lodges. The Department's ten largest wholesale customers in calendar year 2022 were:

<u>Customer</u>	<u>CY 2022 Sales</u>	<u>Percent of Total Wholesale Sales</u>
Safeway.....	\$ 5,679,997	3.57%
Shoppers Food Warehouse	3,796,578	2.38
Long Branch Beer & Wine	2,910,955	1.83
Downtown Crown Wine & Beer	2,356,877	1.48
Giant Food Store 350.....	1,980,724	1.24
Georgetown Square Wine & Cheese	1,914,889	1.20
Belby Discount Beer & Wine.....	1,735,578	1.09
Rodman's Gourmet Beer & Wine	1,691,273	1.06
Rodman's Party Boutique.....	1,640,246	1.03
Georgia Market.....	1,636,779	1.03
Total.....	<u>\$25,343,896</u>	<u>15.91%</u>

Source: Alcohol Beverage Services

Wholesale Suppliers

The Department is not subject to County procurement laws or regulations for purchasing beverage alcohol. The Department procures its stock from wholesale distributors, breweries, wineries and distillers.

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The Department's ten largest wholesale suppliers in calendar year 2022 were:

<u>Supplier</u>	<u>CY 2022 Purchases</u>	<u>Percent of Total Wholesale Purchases</u>
Constellation Imports (Crown).....	\$ 19,412,94	8.93%
Diageo North America Inc.....	15,925,945	7.33
E & J Gallo Winery.	14,301,302	6.58
Anheuser Busch Inc.....	13,575,530	6.25
Miller Brewing Company.....	10,033,087	4.62
Heineken USA.....	7,555,844	3.48
Southern Glazers Wine and Spirits.....	7,531,734	3.47
Pernod Ricard USA LLC.....	6,158,579	2.83
Brown-Forman Beverages Worldwide	5,101,226	2.35
The Country Vintner, LLC (Winebow)	4,969,371	2.29
Total.....	<u>\$ 104,565,542</u>	<u>48.11%</u>

Source: Alcohol Beverage Services

Retail Operations

Retail Facilities

The Department operates 26 retail stores located throughout the County. These stores sell non-chilled beer, wine and liquor, plus ice, bottled water and certain mixers.

The stores vary in size, from approximately 2,000 square feet to over 7,400 square feet. The Department leases the stores. The inventory in each store varies according to sales patterns and available retail space. In fiscal year 2022, no single location operated twelve months accounted for more than 7.2 percent or less than 0.6 percent of total Department retail sales.

The Department regularly reviews the operating performance of each retail store.

Retail Sales

The distribution of sales across the Department's 26 retail facilities that were in operation in fiscal year 2022 was as follows:

<u>Retail Store</u>	<u>FY 2022 Sales</u>	<u>% of Total Retail Sales</u>
Aspen Hill.....	\$ 6,359,799	4.2%
Burtonsville	4,145,578	2.7
Cabin John.....	3,646,464	2.4
Clarksburg	4,837,857	3.2
Cloverly	3,864,890	2.5
Darnestown.....	7,552,254	5.0
Downtown Rockville.....	6,499,431	4.3
Fallsgrove	4,551,695	3.0
Flower Avenue	2,755,619	1.8
Goshen Crossing.....	6,630,012	4.4
Hampden Lane.....	7,887,515	5.2
Kensington.....	7,799,903	5.1
King Farm.....	3,457,892	2.3

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Kingsview	6,468,206	4.2
Leisure World	4,654,578	3.1
Montrose	10,995,026	7.2
Muddy Branch	8,435,598	5.5
Olney	5,833,654	3.8
Poolesville	931,002	0.6
Potomac	8,130,319	5.3
Seneca Meadows	7,990,549	5.2
Silver Spring	5,478,408	3.6
Walnut Hill	5,162,639	3.4
Westwood	8,641,403	5.7
Wheaton	4,944,665	3.2
White Oak	<u>4,578,367</u>	<u>3.0</u>
Total:	<u>\$152,233,313</u>	<u>100.0%</u>

Source: Alcohol Beverage Services

Results of Operations

Annual Operating Results

The Department's annual operating results have consistently created significant net revenues for transfer to the County's general fund. The following chart shows the total operating expenses, total operating revenues and net revenues for fiscal year 2022:

Annual Operating Results

(dollars in thousands)

	2022
Sales, net	\$ 317,987
Other operating revenues	3,546
Total operating revenues	<u>321,533</u>
Non-operating revenues /(expenses)	(1,158)
Revenues	<u>320,375</u>
Less: Expenses	(272,999)
Net Income	<u><u>\$ 47,376</u></u>

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Sales Allocation

The Department's retail and wholesale sales for fiscal year 2022 are as follows:

<u>Fiscal Year</u>	<u>Retail Sales</u>	<u>Warehouse Beer Sales</u>	<u>Warehouse Wine/Liquor Sales</u>
2022	\$152,233,313	\$88,392,742	\$71,506,468

Source: Alcohol Beverage Services

Cases Sold from Warehouse

The Department's sales by category for fiscal year 2022 were as follows:

<u>Fiscal Year</u>	<u>Case Beer</u>	<u>Keg Beer</u>	<u>Wine</u>	<u>Liquor</u>
2022	51%	4%	36%	8%

Source: Alcohol Beverage Services

Transfers to the General Fund

By State law, the Department transfers its net revenues, after retention of a working capital reserve, to the County's general fund. The amount of the transfer is budgeted by the Department and the County and approved by the County Executive by March 15 for the fiscal year beginning on the ensuing July 1. Transfers are made on or before September 25, December 25, March 25 and June 25 in each fiscal year. The transfer amount for fiscal year 2022 was as follows:

<u>Fiscal Year</u>	<u>Amount of Transfer</u>
2022	\$ 35,501,037

Source: County Comprehensive Annual Financial Report

Working Capital Reserve

Pursuant to State law, the Department retains a working capital reserve in an amount determined by the Director of the Department and the Director of Finance of the County, subject to the approval of the County Executive. Beginning in fiscal year 2003, the amount of the working capital reserve has been set at the aggregate of (1) one month's operating expenses, (2) the amount of one payroll cycle (currently bi-weekly), (3) \$1.5 million for inventory purchase, and (4) major, near-future non-recurring expenses (such as start-up costs for new retail facilities).

The amount of the actual working capital reserve in fiscal year 2022 was as follows:

<u>Fiscal Year</u>	<u>Amount of Working Capital Reserve</u>
2022	\$11,270,749

Source: Office of Management and Budget

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Financial Results

The following chart shows the Department's financial results for Fiscal Year 2022:

	2022
Operating Revenues	
Sales, net	\$ 317,986,604
Other Revenues	3,546,125
Total Operating Revenues	<u>321,532,729</u>
% Change from prior year	5.71%
Operating Expenses	
Cost of goods sold	218,013,765
Personnel costs	32,810,348
Contractual services	4,906,589
Rentals	1,621,274
Depreciation	8,050,757
Maintenance	1,516,947
Other expenses	<u>6,079,241</u>
Total Operating Expenses	272,998,921
% Change from prior year	3.46%
Insurance recoveries	41,723
Issuance costs	(113,959)
Investment income	16,596
Interest Expenses	(1,404,120)
Other revenue	<u>301,730</u>
Total Non-Operating Revenue (Expenses)	<u>(1,158,030)</u>
Net Revenues	47,375,778
Add Back: Depreciation	8,050,757
Add Back: Interest Expense	1,404,120
Add Back: Issuance costs	113,959
Minus: Insurance recoveries	(41,723)
Less: Retention of Working Capital	<u>(11,270,749)</u>
Net Revenues Available for Debt Service	<u>45,632,142</u>
Existing Debt Service	8,235,358
Debt Service Coverage	5.54
Transfer to the General Fund	<u>35,501,037</u>
Ending Cash Position	<u>11,270,749</u>
Unrestricted Net Assets	<u>32,158,677</u>

Sources: Montgomery County Annual Comprehensive Financial Report for FY22
Alcohol Beverage Services, and Department of Finance