

# Montgomery County, Maryland - Disclosure For Fiscal Year 2020

<b>\$34,360,000</b> <b>MONTGOMERY COUNTY</b> <b>MARYLAND</b> <b>Revenue Bonds</b> <b>(Department of Liquor Control)</b> <b>Series 2011A</b>	<b>\$46,645,000</b> <b>MONTGOMERY COUNTY</b> <b>MARYLAND</b> <b>Revenue Bonds</b> <b>(Department of Liquor Control)</b> <b>Series 2013A</b>	<b>\$24,700,000</b> <b>MONTGOMERY COUNTY</b> <b>MARYLAND</b> <b>Revenue Bonds</b> <b>(Department of Liquor Control)</b> <b>Series 2019A</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 2020 were:

<u>Customer</u>	<u>CY 2020 Sales</u>	<u>Percent of Total Wholesale Sales</u>
Safeway.....	\$ 5,851,267	3.96%
Shoppers Food Warehouse .....	3,812,871	2.58
Long Branch Beer & Wine .....	3,204,414	2.17
Downtown Crown Wine & Beer .....	2,261,659	1.53
Georgetown Square Wine and Cheese.....	2,058,951	1.39
Rodman's Party Boutique.....	1,856,316	1.26
Rodman's Gourmet Beer & Wine .....	1,795,411	1.22
Giant Food Store 350.....	1,601,275	1.08
Belby Discount Beer & Wine .....	1,588,733	1.08
Gaithersstowne Beer & Wine.....	1,535,513	1.04
<b>Total.....</b>	<b><u>\$25,566,409</u></b>	<b><u>17.30%</u></b>

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 2020 were:

<u>Supplier</u>	<u>CY 2020 Purchases</u>	<u>Percent of Total Wholesale Purchases</u>
Constellation Imports (Crown).....	\$ 16,744,836	8.02%
E & J Gallo Winery .....	13,803,579	6.61
Anheuser Busch Inc.....	12,583,976	6.03
Diageo North America Inc.....	11,191,893	5.36
Miller Brewing Company.....	10,367,669	4.97
Constellation Brands.....	8,342,230	4.00
Heineken USA.....	7,844,968	3.76
Southern Glazers Wine and Spirits.....	5,955,387	2.85
Pernod Ricard USA LLC.....	5,329,482	2.55
Jim Beam Brands Co.....	5,203,938	2.49
Total.....	<u>\$ 97,367,958</u>	<u>46.65%</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 2020, no single location operated twelve months accounted for more than 7.0 percent or less than 0.1 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 2020 was as follows:

<u>Retail Store</u>	<u>FY 2020 Sales</u>	<u>% of Total Retail Sales</u>
Aspen Hill.....	\$ 5,254,404	3.5%
Burtonsville .....	4,297,349	2.9
Cabin John.....	3,992,459	2.7
Clarksburg .....	4,741,652	3.2
Cloverly .....	3,937,485	2.6
Darnestown.....	7,695,089	5.1
Downtown Rockville.....	6,421,668	4.3
Fallsgrove .....	4,569,613	3.0
Flower Avenue .....	3,130,472	2.1
Goshen Crossing.....	6,319,297	4.2
Hampden Lane.....	7,181,795	4.8
Kensington.....	7,547,340	5.0
King Farm.....	3,362,943	2.2

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Kingsview.....	6,245,671	4.2
Leisure World.....	4,621,080	3.1
Montrose.....	10,553,959	7.0
Muddy Branch.....	8,183,691	5.5
Olney .....	5,894,220	3.9
Poolesville .....	121,206	0.1
Potomac .....	7,689,666	5.1
Seneca Meadows .....	7,506,606	5.0
Silver Spring.....	6,417,835	4.3
Walnut Hill .....	5,091,863	3.4
Westwood .....	9,344,407	6.2
Wheaton.....	4,889,751	3.3
White Oak.....	<u>4,818,607</u>	<u>3.2</u>
<b>Total:</b>	<b><u>\$149,830,128</u></b>	<b><u>100.0%</u></b>

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 2020:

#### Annual Operating Results

(dollars in thousands)

	<b>2020</b>
Sales, net	\$ 304,492
Other operating revenues	380
Total operating revenues	<u>304,872</u>
Non-operating revenues /(expenses)	(1,075)
Revenues	<u>303,797</u>
Less: Expenses	(267,717)
Net Income	<u><u>\$ 36,080</u></u>

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## Sales Allocation

The Department's retail and wholesale sales for fiscal year 2020 are as follows:

<u>Fiscal Year</u>	<u>Retail Sales</u>	<u>Warehouse Beer Sales</u>	<u>Warehouse Wine/Liquor Sales</u>
2020 .....	\$149,830,128	\$86,201,674	\$61,128,276

Source: Alcohol Beverage Services

## Cases Sold from Warehouse

The Department's sales by category for fiscal year 2020 were as follows:

<u>Fiscal Year</u>	<u>Case Beer</u>	<u>Keg Beer</u>	<u>Wine</u>	<u>Liquor</u>
2020 .....	53%	5%	37%	5%

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 2020 was as follows:

<u>Fiscal Year</u>	<u>Amount of Transfer</u>
2020 .....	\$ 35,183,025

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 2020 was as follows:

<u>Fiscal Year</u>	<u>Amount of Working Capital Reserve</u>
2020 .....	\$8,550,573

Source: Office of Management and Budget

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## Financial Results

The following chart shows the Department's financial results for fiscal year 2020:

	<b>2020</b>
<b>Operating Revenues</b>	
Sales, net	\$ 304,492,379
Other Revenues	379,721
Total Operating Revenues	304,872,100
% Change from prior year	3.09%
<b>Operating Expenses</b>	
Cost of goods sold	209,435,845
Personnel costs	37,648,990
Contractual services	4,145,999
Rentals	8,385,890
Depreciation	2,693,068
Maintenance	1,010,520
Other expenses	4,396,197
Total Operating Expenses	267,716,509
% Change from prior year	2.48%
Insurance recoveries	3,400
Investment income	133,707
Interest Expenses	(1,326,088)
Other revenue	113,583
Total Non-Operating Revenue (Expenses)	(1,075,398)
<b>Net Revenues</b>	36,080,193
Add Back: Depreciation	2,693,068
Add Back: Interest Expense	1,326,088
Minus: Insurance recoveries	(3,400)
Less: Retention of Working Capital	(8,550,573)
<b>Net Revenues Available for Debt Service</b>	31,545,376
Existing Debt Service	7,368,267
Debt Service Coverage	4.28x
Transfer to the General Fund	35,183,025
Ending Cash Position	8,550,573
Unrestricted Net Assets	20,085,062

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