Chatham County ALCOHOLIC BEVERAGE CONTROL BOARD

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Chatham County General Manager Highlights:

Over the last four fiscal year's June 2017 – June 2020.

- 1. Total sales increased \$1,930,699 or 35.5%. The State's increase during the same period was 21.9%
- 2. Chatham County ABC Gross Profit increased \$439,082 or 33.5%
- 3. Total Distributions:
 - a. Chatham County: \$484,979b. Alcohol Education: \$16,845c. Law Enforcement: \$23,584
- 4. Successfully moved Governor's Club location to a larger 2800 square foot location within Governor's Village Shopping Center. With the added space Chatham County ABC was able to increase the product selection to the citizens of the immediate and surrounding area within Chatham County.
- 5. Successfully executed the purchase or four properties in Moncure, NC. The purchases will allow Chatham County ABC to expand from a 1,250 square foot retail outlet to an expanding 5,450 square foot location. This will be the first location that will be owned by Chatham County ABC. Currently in the final phase of design and should be going out for bid in mid-May 2021 with construction starting late Q-3 2021.
- 6. Successfully opened Chatham County ABC's fourth location at 10435 US 64 HWY. The 5,000 square foot location has a 15 yr. lease. This location was strategically located within a growing area of Chatham County to again allow convenient access for the citizens of Chatham County and surrounding areas. This location is expected to generate retail sales in excess of \$4 million dollars.
- 7. Manages 1 full time Finance Officer, 12 Full Time Clerks, 11 Part Time Clerks. At Fiscal Year end June 2020 Operating revenue was \$5,439,665