



NEW BRUNSWICK LIQUOR CORPORATION

ANNUAL PLAN

FISCAL 2021-2022



2021-2022 ANNUAL PLAN

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2021-2022 STRATEGIC PLAN

MISSION	To responsibly manage a successful business for the people of New Brunswick
VISION	To deliver the best value for your investment in us
STRATEGY	Financial High Performing Customer Centric Culture Corporate Responsibility



2021-2022 STRATEGIC GOALS

1. Revenue Growth & Cost Reduction
2. Focus Alignment & Accountability
3. Social Responsibility & Governance



NEW BRUNSWICK LIQUOR CORPORATION
BUDGETED STATEMENT OF OPERATIONS AND CAPITAL BUDGET
2021-2022

	<u>BUDGET 2021-2022</u>	<u>BUDGETED PERCENTAGE OF SALES</u>	<u>GROSS PROFIT %</u>
Sales - Products			
Spirits	\$ 108,046,355	23.1%	
Wine	104,523,873	22.3%	
Beer	206,610,198	44.1%	
Coolers & Ciders	49,023,427	10.5%	
Non Liquor	<u>504,754</u>	<u>0.1%</u>	
Total Sales - Products	<u>468,708,607</u>	<u>100.0%</u>	
Cost of Goods Sold			
Spirits	38,575,156	8.2%	64.3%
Wine	39,651,619	8.5%	62.1%
Beer	111,273,476	23.7%	46.1%
Coolers & Ciders	21,953,451	4.7%	55.2%
Non Liquor	<u>304,367</u>	<u>0.1%</u>	39.7%
Total Cost of Sales - Products	<u>211,758,069</u>	<u>45.2%</u>	
Gross Profit - Product Sales	<u>256,950,538</u>	<u>54.8%</u>	
Other Income	3,267,276	0.7%	
Less: Commissions & Discounts	<u>10,230,937</u>	<u>2.2%</u>	
Net Revenue from Operations	<u>249,986,877</u>	<u>53.3%</u>	
Operating Expenses (net of Shared Services)	<u>60,421,671</u>	<u>12.9%</u>	
EBITDA	\$ 189,565,206	40.4%	
Non-Operating Expenses			
Depreciation, Amortization & Lease Costs	9,885,475	2.1%	
Interest on Lease Obligation	1,677,920	0.4%	
Total Non-Operating Expenses	<u>11,563,395</u>	<u>2.5%</u>	
Net Income	\$ 178,001,811	38.0%	
Total Capital Budget Fiscal 2021-2022	\$ 4,714,044		