

# 10 YEARS OF COMMERCIAL (MXB) SALES

| Fiscal Year | Gross Sales  | Mixed Beverage Sales | Percentage Increase/decrease | MXB Percentage of Sales |
|-------------|--------------|----------------------|------------------------------|-------------------------|
| 2022        | \$50,361,318 | \$17,652,131         | 52.75%                       | 35.05%                  |
| 2021        | \$44,512,926 | \$11,555,751         | 0.2%                         | 26.0%                   |
| 2020        | \$39,952,790 | \$11,573,101         | -19.1%                       | 28.92%                  |
| 2019        | \$38,279,315 | \$14,307,867         | 9.95%                        | 37.38%                  |
| 2018        | \$35,276,302 | \$13,012,678         | 11.49%                       | 36.89%                  |
| 2017        | \$32,716,652 | \$11,671,407         | 10.86%                       | 35.67%                  |
| 2016        | \$30,368,799 | \$10,527,635         | 10.64%                       | 34.67%                  |
| 2015        | \$28,021,854 | \$9,514,998          | 10.46%                       | 33.96%                  |
| 2014        | \$25,699,513 | \$8,614,218          | 10.87%                       | 33.52%                  |
| 2013        | \$23,692,755 | \$7,769,539          | 9.94%                        | 32.79%                  |