

# **Notice of Amendment # 2**

## **Request for Proposal**

**RFP# 3120002542**

**3<sup>rd</sup> Party Warehouse Operator**



Mississippi Department of Revenue  
500 Clinton Center Drive  
Clinton, MS 39056

**Contact:** Erica Green-Greenwood, Procurement Officer II - [erica.green@dor.ms.gov](mailto:erica.green@dor.ms.gov)

***THIS IS AMENDMENT TWO (2) TO THE REQUEST FOR PROPOSAL.***

**Question # 1**

Are you open to any other commercial models than the fixed cost per case?

**Answer:**

Senate Bill 2844 states that, "The department shall pay the operator...at a set dollar amount per case of alcoholic beverages sold." Therefore, the Department is not open to other commercial models.

**Question # 2**

Will the MDOR provide headcount and productivity by area of the current facility?

**Answer:**

Please refer to Attachment A.

**Question # 3**

Our assumption is that the MDOR's expectation is that we interview the current workforce and offer employment to those that meet our hiring criteria.

**Answer:**

The 3<sup>rd</sup> Party Operator is expected to hire qualified candidates to satisfy the contract requirements.

**Question # 4**

Will additional data be provided that would assist in modeling the solution:

- Line level order history
- Item master
- Inbound data by PO/SKU
- Inventory snapshots
- Routing detail

**Answer:**

No other data will be provided.

**Question # 5**

What size trailers are being loaded?

**Answer:**

MDOR's contracted delivery service providers have a variety of trailer types that include box trucks, PUP and 48ft trailers.

**Question # 6**

4.1.2.2 states that the average cases per week outbound in FY2027 is 103,000 while section 4.1.2.1 states that the average cases per week received is 98,000. What is the reason for the difference of 5,000 cases per week?

**Answer:**

Average cases outbound will be different from average cases received because orders pull from inventory cases that could have been in the building for quite some time. Similarly, receiving is a different function that also receives cases at a different daily or weekly rate than outbound order volume.

**Question # 7**

What is the response timeframe for vendor questions?

**Answer:**

Although we try to respond back as soon as possible, the active deadline for answers to submitted questions is November 4, 2022.

**Question # 8**

Do the employees of the state become employees of the contractor on the date the contract is awarded?

**Answer:**

No. It is up to the contractor on whom they wish to hire.

**Question # 9**

If the contractor wishes to keep the current employees, will DOR provide salary and compensation information to properly budget?

**Answer:**

We will not be releasing salary and compensation information as a part of this process. The selected vendor will receive salary information after the award of the contract.

**Question # 10**

Are there warn obligations for the department?

**Answer:**

Governmental agencies are not required to issue WARN notices. The Department will be required to follow the MS State Personnel Board's policies for a Reduction in Force.

**Question # 11**

Is the awarded vendor responsible for all maintenance on the facility?

**Answer:**

Senate Bill 2844 (Regular Session 2022) Section 3(2) provides that the Department shall pay regular maintenance expenses. Regular maintenance is defined as monthly overhead expenses, including but not limited to, utilities, cleaning services and lawn care. It also specifies that "The operator shall be allotted a monthly spending limit for occasional improvements. The state may, at any time, review the operator's spending. The operator shall obtain prior state approval for any spending over the monthly limit set in the contract. The contract shall allow the operator to pay out of pocket, in which case the state will reimburse the operator on a monthly basis out of monies in the ABC Warehouse Improvements Fund..."

"Occasional improvements" is defined as "items of maintenance, repairs, upgrades or other improvements for the warehouse or its equipment that are not performed on a monthly basis."

**Question # 12**

Will vendors be able to obtain current financials as it relates to operating the warehouse?

**Answer:**

Please refer to Attachment B.

**Question # 13**

Is the current distribution done by a 3<sup>rd</sup> party trucking company?

**Answer:**

Yes. Our shipping contracts are handled by 2 different companies. One is for our Jackson Metro Contract (delivery to all permittees located in Hinds and Rankin Counties and in the southern portion of Madison County, excluding permitted locations located in the municipal limits of the cities of Canton and Flora) and the other is for our Statewide Contract (all permittees outside the Jackson Metro area).

**Question # 14**

Do the current shipping contracts with the DOR terminate once the 3<sup>rd</sup> Party Warehouse Operator contract is awarded or do they continue?

**Answer:**

Senate Bill 2844 (Regular Session 2022) Section 3(1) provides that the shipping contracts in effect on July 1, 2022, shall remain in effect until the expiration of its term, which is listed in the agreements as June 30, 2024.

**Question # 15**

Are the costs relating to shipping for vendors currently fixed?

**Answer:**

Yes. The costs are those that are currently within the respective contracts. Current shipping costs are charged to the permittee as a part of the sale of product.

**Question # 16**

Do either of the 3<sup>rd</sup> Party shipping companies provide any services other than shipping, specifically, jockeying of trucks or is it just for shipping?

**Answer:**

Yes, the shipping companies are required to move trucks on the yard and provide a trailer spotter during the entire loading process. The shipping companies are also responsible for counting loads or accepting ABC's load count document.

**Question # 17**

Are there any minimum performance metrics that have been provided by the State as to warehouse workers?

**Answer:**

There are no dictated minimum performance metrics for warehouse workers, however, RFP Section 4.1.3.3, provides the performance metrics/kpis that will be used to measure the 3<sup>rd</sup> Party Operator. The awarded operator may use any applicable performance metrics stated in Section 4.1.3.3 to develop performance metrics for their warehouse workers.

**Question # 18**

When the new warehouse is built, who will be responsible for the upfitting, such as racking, conveyor and etc.?

**Answer:**

Senate Bill 2844 provides for the design and construction of a new warehouse facility. The construction costs shall be paid by the State and shall include all costs associated with land acquisition, design, construction, furnishing and equipping the new warehouse.

**Question # 19**

Who is responsible for maintenance to the existing warehouse?

**Answer:**

Senate Bill 2844 provides that the department shall pay regular maintenance expenses. Regular maintenance is defined as monthly overhead expenses, including but not limited to, utilities, cleaning services and lawn care. It also specifies that “The operator shall be allotted a monthly spending limit for occasional improvements. The state may, at any time, review the operator’s spending. The operator shall obtain prior state approval for any spending over the monthly limit set in the contract. The contract shall allow the operator to pay out of pocket, in which case the state will reimburse the operator on a monthly basis out of monies in the ABC Warehouse Improvements Fund...”

“Occasional improvements” is defined as items of maintenance, repairs, upgrades or other improvements for the warehouse or its equipment that are not performed on a monthly basis.

**Question # 20**

What is the timeline for moving into the new warehouse?

**Answer:**

We have been working with the Department of Finance Administration (DFA), who is overseeing the design and construction of the new warehouse. However, we do not have an estimated date for completion of a new warehouse at this time.

**Question # 21**

In the new warehouse facility, is the awarded vendor obligated to operate under a new WMS or can they continue using MARS?

**Answer:**

Vendor may continue to use MARS in the new warehouse; however, new interfaces would have to be built between MARS and the new warehouse handling equipment.

**Question # 22**

Are all of the material equipment leased-owned or end of life?

**Answer:**

Most of the lift equipment maintained in the warehouse is on a rental contract. All other lift equipment is owned by DOR/ABC. The conveyor systems were installed in 2003 and have had some enhancements. All conveyor systems, including the conveyor operating system, are considered end of life.

**Question # 23**

Once the new warehouse is constructed and ready for operation, who will be responsible for transitioning inventory to the new warehouse?

**Answer:**

The operator.

**Question # 24**

The term of the contract is 4 years or until the old warehouse closes, how does that relate to the new warehouse?

**Answer:**

The initial contract shall terminate on the earlier of 4 years from the date the contract begins or the last day of use of the existing warehouse. Based on the current plan, the current warehouse won't "close" until the new warehouse is ready for transition.

**Question # 25**

How many renewal options are there?

**Answer:**

There are two renewal options, for up to 4 years each. Renewal will be at DOR's sole discretion subject to approval by the Public Procurement Review Board (PPRB).

**Question # 26**

For the new warehouse, which entity will be required to provide automation, material handling and etc. the State or the 3<sup>rd</sup> Party Operator?

**Answer:**

The State will be responsible for providing all material handling equipment in the new warehouse.

**Question # 27**

Will the 3<sup>rd</sup> Party Operator have the ability to give input on the construction and layout of the new warehouse?

**Answer:**

Senate Bill No. 2844 (Regular Session 2022) Section 2 (3) provides that the contract for design and construction shall include consultation with the operator so that the warehouse may, so far as possible, suit the preferences of the operator. As stated above, design and construction of the new warehouse falls under the supervision of the Department of Finance Administration.

**Question # 28**

Does pricing need to take into consideration transition into the new warehouse not just the old warehouse?

**Answer:**

The pricing provided under this RFP is for the initial contract. The selected operator may negotiate a new price under the renewal periods should there be any material changes or extraordinary circumstances that would affect the price. As stated in the RFP, "The vendor may submit a request for a price increase at the time of any future renewal. Such price increase shall be based on an increase in actual costs to the vendor, and vendor must submit documentation of such increase to the Department prior to any such increase in price."

**Question # 29**

If market conditions change dramatically over these four years, will vendors have the ability to renegotiate pricing?

**Answer:**

The vendor is bound by the fixed per case fee submitted in its proposal. This includes any annual increase submitted in the proposal and used by the Department to determine overall cost during the procurement process. Vendors are bound by the prices along with the annual increases provided in their submission. However, the selected operator is given the opportunity to request an increase in fees under the renewal periods should there be any material changes or extraordinary circumstances that would affect the price. See response to Question 28.

**Question # 30**

Is there a provision within the RFP allowing for a request for increase in price based on extraordinary circumstances?

**Answer:**

See Responses to Question 28 and 29.

**Question # 31**

If there is a change in scope of what is actually being performed, is there an opportunity to request to receive a price change? Does this extend to operating parameters as well?

**Answer:**

Yes, if it falls within the parameters of the “Change in Scope of Work” and “Price Adjustment” clauses that will be included in the agreement for these services. Please see Appendix C of the RFP for examples of these clauses.

**Question # 32**

Does routing of the trucks fall under the 3<sup>rd</sup> Party Warehouse Operator?

**Answer:**

The Department will provide for the routing of the trucks. ABC currently works with the contracted delivery service providers to set up and edit the routes that best helps them service accounts.

**Question # 33**

If bottle picking becomes prevalent would this transition into a new price?

**Answer:**

Yes, if it falls within the parameters of the “Change in Scope of Work” and “Price Adjustment” clauses that will be included in the agreement for these services. Please see Appendix C of the RFP for examples of these clauses.

**Question # 34**

What is the anticipated timeline for an operator to take over operations of the existing warehouse?

**Answer:**

Our anticipation is upon approval of the agreement by PPRB, however, there will be some lead up time where DOR will be working with the awarded vendor, prior to the vendor taking over the warehouse.

**Question # 35**

Are there any upcoming management or IT changes?

**Answer:**

The Associate Commissioner who is responsible for ABC will be retiring at the end of December 2022. We do not have any scheduled IT changes at this time.

**Question # 36**

What resources will be provided by the State for transition?

**Answer:**

The Department will work with the operator and provide resources reasonably necessary for a transition from DOR to the awarded operator. This will include all resources reasonably necessary for system integration.

**Question # 37**

Do the conditions of the current bailment agreements flow through to the 3<sup>rd</sup> Party Operator?

**Answer:**

They are not expressly listed within the existing bailment agreements. However, DOR will cooperate with the operator to assign all applicable rights and responsibilities.

**Question # 38**

The projected contract date is 2/7, based on the award date, is that when the operator would transition?

**Answer:**

The operator will transition on the projected contract date of 2/7.

**Question # 39**

The award notification date is 12/9/2022, and the projected contract date is 2/7/2023, which leaves 60 days between award and the start date.

**Answer:**

Clarification was made as to what is listed within the RFP regarding the date of award, which will be the date the evaluation committee selects the winning offeror and the contract start date is based on receiving PPRB approval on 2/1/2023.



**Question # 40**

Can the awarded vendor use the existing equipment within the warehouse until they receive their own equipment?

**Answer:**

The operator may assume all rental agreements the Department currently has for lift equipment subject to approval by the rental vendor(s). The Department will cooperate with the operator in this contractual transition. The operator may use all owned lift equipment and batteries. The operator will be responsible for repairs and maintenance on Department-owned equipment.

**Question # 41**

Are there any current maintenance agreements for any material handling equipment that will continue?

**Answer:**

There are no maintenance agreements in place for the lift equipment, however, we do have a software/maintenance agreement for the logical control system through 12/31/2024 as well as remote support agreement on the conveyor through 06/30/2025.

**Question # 42**

Are there any additional details DOR can provide on the required security requirements for the new warehouse?

**Answer:**

Per Section 4.1.3.2 of the RFP the operator shall adequately secure the facility to prevent pilferage, theft, break-in or damage and provide security 24-hours per day, seven days per week. The 3<sup>rd</sup> Party Operator should determine how they wish to meet these requirements.

**Question # 43**

Are there any existing security contracts that will extend for the 3<sup>rd</sup> Party Operator once they take over?

**Answer:**

The DOR has one security contract, which is set to expire on March 17, 2023. The awarded vendor will be responsible for providing security on the effective date of assuming the operator of the warehouse.

**Question # 44**

In relation to the per case pricing, where did the case volumes come from and what happens if the volumes are not correct?

**Answer:**

Per the RFP, the number of cases listed are based on an estimation and will be used to determine the total cost of the initial contract. The estimated figures are based on past performance and should not be construed as a guarantee.

**Question # 45**

If the operator chooses to continue with the current WMS, is the IT Support Staff as well as the hardware provided by the State or the 3<sup>rd</sup> Party Operator?

**Answer:**

The Department will continue to provide support for any hardware owned by the Department and our MARS Team will continue to provide support for our system.

**Question # 46**

If volume increases beyond what is currently anticipated and the current system cannot handle that volume, and this requires more manual picking, can this trigger a higher cost?

**Answer:**

No. See responses to Questions 28 and 29.

**Question # 47**

Will the State own the new facility and racking?

**Answer:**

Yes.

**Question # 48**

Will the State charge the operator rent for the use of the equipment?

**Answer:**

No.

**Question # 49**

If the State exercises the termination for convenience clause, will the 3<sup>rd</sup> Party Operator be compensated in any way?

**Answer:**

No. The operator will be paid for the service performed up until that point. For context, this clause is not particular to this service. PPRB requires that every service contract include this clause.

**Question # 50**

Where will we find answers to our questions?

**Answer:**

Answers will be submitted via email to all vendors to which the RFP was issued to. Vendors can also locate the answers on our agency website under the Procurement tab at [www.dor.ms.gov](http://www.dor.ms.gov).

**Question # 51**

The Pre-proposal Conference and Site Visit is listed as a mandatory in the RFP, but, we received an amendment to the proposal stating that the word mandatory was not used, however, failure to be here would not result in being prohibited from providing a proposal.

**Answer:**

Yes. A notice of amendment was issued based on a discussion DOR had. At the end of the day, we want as much competition as possible, so we decided to allow offerors to provide a proposal with the understanding that they are missing out on something big, by not attending the pre-

proposal conference and site visit. However, it is not an exclusionary event for providing a proposal.

**Question # 52**

Will DOR provide a draft copy of an agreement prior to a proposal being submitted?

**Answer:**

No. However, generally the agreement will track with the conditions and clauses listed in the RFP.

**Question # 53**

Will the State still be responsible for the determining the skus that will be used throughout the warehouse?

**Answer:**

Yes.

**Question # 54**

Will the State still be responsible for interacting with license holders in terms of taking orders, collecting payments and various types of responsibilities and if so, how will that be communicated on nightly basis to the 3<sup>rd</sup> Party Operator if any issues should arise?

**Answer:**

Yes, the state will provide a file nightly to the operator for orders to be shipped.

**Question # 55**

Will performance metrics go into effect on the date that the contract is awarded and operation begins, even if there is a backlog?

**Answer:**

Yes; however, the Department will make allowances to account for any backlog of orders existing as of the date the operator begins operations.

*Please sign and return with Attachment H.*

Company: \_\_\_\_\_ Signature: \_\_\_\_\_

Date: \_\_\_\_\_

# Attachment A

Geo code 2500 Warehouse Operations  
 Geo code 2520 Warehouse Operations  
 Geo code 2522 Receiving  
 Geo code 2523 Shipping

Organizational Unit (Label)	Payroll Area (Label)	Job Title	Position Code	PIN WIN Indicator	PIN WIN Number	Position Geo-Location Code
01814064	SoMS Monthly	Program Specialist Supervisor	20005711	P	4064	2500
01810009	SoMS Monthly	Warehouse Associate Supervisor	20004952	P	0009	2500
01810047	SoMS Monthly	Warehouse Associate Supervisor	20004982	P	0047	2520
01810068	SoMS Monthly	Warehouse Associate Supervisor	20005003	P	0068	2520
01814016	SoMS Monthly	Warehouse Associate Team Lead	20005677	P	4016	2520
01814052	SoMS Monthly	Warehouse Associate I	20005586	P	1566	2522
01814060	SoMS Monthly	Warehouse Associate I	20005460	P	1014	2522
01814052	SoMS Monthly	Warehouse Associate I	20005729	P	4092	2522
01814052	SoMS Monthly	Warehouse Associate I	20005746	P	4122	2522
01814060	SoMS Monthly	Warehouse Associate I	20005764	P	4147	2522
01814052	SoMS Monthly	Warehouse Associate I	20005554	P	1408	2522
01814052	SoMS Monthly	Warehouse Associate I	20005769	P	4157	2522
01814052	SoMS Monthly	Warehouse Associate I	20005754	P	4132	2522
01814052	SoMS Monthly	Warehouse Associate I	20005111	P	0214	2522
01811161	SoMS Monthly	Warehouse Associate I	20005760	P	4142	2522
01814060	SoMS Monthly	Warehouse Associate I	20005761	P	4143	2522
01814060	SoMS Monthly	Warehouse Associate I	21041206	P	0702	2522
01811161	SoMS Monthly	Warehouse Associate I	20005574	P	1494	2522
01814060	SoMS Monthly	Warehouse Associate I	20005690	P	4035	2522
01814060	SoMS Monthly	Warehouse Associate I	20005502	P	1204	2522
01814052	SoMS Monthly	Warehouse Associate I	20005757	P	4136	2522
01814060	SoMS Monthly	Warehouse Associate I	20005763	P	4146	2522
01814052	SoMS Monthly	Warehouse Associate I	20005505	P	1208	2522
01814052	SoMS Monthly	Warehouse Associate I	20005709	P	4062	2522
01814060	SoMS Monthly	Warehouse Associate I	21041208	P	0704	2522
01814052	SoMS Monthly	Warehouse Associate I	20005691	P	4036	2522
01811161	SoMS Monthly	Warehouse Associate I	21035261	P	0613	2522
01814052	SoMS Monthly	Warehouse Associate I	20005694	P	4041	2522
01814052	SoMS Monthly	Warehouse Associate I	21035260	P	0612	2522
01814085	SoMS Monthly	Warehouse Associate I	20005725	P	4085	2522
01814060	SoMS Monthly	Warehouse Associate I	20005158	P	0265	2522
01814004	SoMS Monthly	Warehouse Associate II	20005744	P	4119	2522
01814052	SoMS Monthly	Warehouse Associate II	20005767	P	4153	2522
01814052	SoMS Monthly	Warehouse Associate II	20005692	P	4037	2522
01814052	SoMS Monthly	Warehouse Associate II	20005747	P	4123	2522
01814052	SoMS Monthly	Warehouse Associate II	20005740	P	4115	2522
01814060	SoMS Monthly	Warehouse Associate III	20005748	P	4124	2522
01814060	SoMS Monthly	Warehouse Associate III	20005772	P	4169	2522
01814052	SoMS Monthly	Warehouse Associate III	20005770	P	4167	2522
01814060	SoMS Monthly	Warehouse Associate III	20005705	P	4057	2522
01814060	SoMS Monthly	Warehouse Associate III	20005742	P	4117	2522
01814060	SoMS Monthly	Warehouse Associate III	20005501	P	1203	2522
01814060	SoMS Monthly	Warehouse Associate III	20005283	P	0415	2522
01814060	SoMS Monthly	Warehouse Associate Team Lead	20005707	P	4060	2522
01811161	SoMS Monthly	Warehouse Associate Team Lead	20005493	P	1161	2522
01814052	SoMS Monthly	Warehouse Associate Team Lead	20005701	P	4052	2522
01814053	SoMS Monthly	Warehouse Associate I	20005071	P	0155	2523
01814053	SoMS Monthly	Warehouse Associate I	20005743	P	4118	2523
01814053	SoMS Monthly	Warehouse Associate I	20005751	P	4128	2523
01814053	SoMS Monthly	Warehouse Associate I	20005053	P	0130	2523
01814055	SoMS Monthly	Warehouse Associate I	20005282	P	0413	2523
01814004	SoMS Monthly	Warehouse Associate I	21035259	P	0611	2523
01814004	SoMS Monthly	Warehouse Associate I	20005054	P	0131	2523
01814004	SoMS Monthly	Warehouse Associate I	20005755	P	4134	2523
01814055	SoMS Monthly	Warehouse Associate I	20005750	P	4127	2523
01814004	SoMS Monthly	Warehouse Associate I	20005689	P	4033	2523
01814004	SoMS Monthly	Warehouse Associate I	20005255	P	0380	2523
01814004	SoMS Monthly	Warehouse Associate I	20005062	P	0144	2523
01814053	SoMS Monthly	Warehouse Associate I	20005162	P	0270	2523
01814053	SoMS Monthly	Warehouse Associate I	20005708	P	4061	2523
01814055	SoMS Monthly	Warehouse Associate I	20005612	P	2105	2523
01814053	SoMS Monthly	Warehouse Associate I	20005610	P	2097	2523
01814053	SoMS Monthly	Warehouse Associate I	20005704	P	4056	2523
01814004	SoMS Monthly	Warehouse Associate I	20005773	P	4170	2523
01814004	SoMS Monthly	Warehouse Associate I	20005065	P	0149	2523
01814055	SoMS Monthly	Warehouse Associate I	20005175	P	0285	2523
01814055	SoMS Monthly	Warehouse Associate I	20005741	P	4116	2523
01814053	SoMS Monthly	Warehouse Associate I	20005752	P	4129	2523
01814004	SoMS Monthly	Warehouse Associate I	20005110	P	0213	2523
01814004	SoMS Monthly	Warehouse Associate I	20005762	P	4145	2523
01814004	SoMS Monthly	Warehouse Associate I	20005779	P	4176	2523
01814004	SoMS Monthly	Warehouse Associate I	20005758	P	4139	2523
01814004	SoMS Monthly	Warehouse Associate I	20005771	P	4168	2523
01814053	SoMS Monthly	Warehouse Associate I	20005117	P	0220	2523
01814004	SoMS Monthly	Warehouse Associate I	20005234	P	0356	2523
01814053	SoMS Monthly	Warehouse Associate I	20005737	P	4111	2523
01814052	SoMS Monthly	Warehouse Associate I	21035258	P	0610	2523
01814052	SoMS Monthly	Warehouse Associate I	20005739	P	4114	2523
01814055	SoMS Monthly	Warehouse Associate I	20005064	P	0146	2523
01814053	SoMS Monthly	Warehouse Associate I	20005735	P	4105	2523
01814053	SoMS Monthly	Warehouse Associate I	20005675	P	4014	2523
01814055	SoMS Monthly	Warehouse Associate I	21041200	P	0696	2523
01814004	SoMS Monthly	Warehouse Associate I	20005102	P	0200	2523
01814053	SoMS Monthly	Warehouse Associate II	20005745	P	4121	2523
01814053	SoMS Monthly	Warehouse Associate II	20005575	P	1504	2523
01814004	SoMS Monthly	Warehouse Associate III	20005759	P	4140	2523
01814004	SoMS Monthly	Warehouse Associate III	20005775	P	4172	2523
01814053	SoMS Monthly	Warehouse Associate III	20005753	P	4130	2523
01814053	SoMS Monthly	Warehouse Associate III	20005768	P	4156	2523
01814055	SoMS Monthly	Warehouse Associate III	20005115	P	0218	2523
01814053	SoMS Monthly	Warehouse Associate III	20005477	P	1120	2523
01814004	SoMS Monthly	Warehouse Associate III	20005756	P	4135	2523
01814053	SoMS Monthly	Warehouse Associate III	20005780	P	4177	2523
01814055	SoMS Monthly	Warehouse Associate III	20005776	P	4173	2523
01814053	SoMS Monthly	Warehouse Associate III	20005749	P	4126	2523
01814004	SoMS Monthly	Warehouse Associate Team Lead	20005669	P	4004	2523
01814055	SoMS Monthly	Warehouse Associate Team Lead	20005703	P	4055	2523
01814053	SoMS Monthly	Warehouse Associate Team Lead	20005702	P	4053	2523

## Attachment B

### Alcoholic Beverage Control Operating Expenses

	FY21 Actual	FY22 Actual
<b>ABC Warehouse Only (excluding Administration)</b>		
Salaries	\$ 4,107,735	\$ 4,503,398
Travel	-	-
Contractual Services	1,465,168	1,509,304
Commodities	516,603	619,276
Equipment and Vehicles	35,645	325,386
Other than equipment (Buildings)	-	-
Total	\$ 6,125,151	\$ 6,957,364