

TEXAS ★ BARTAB

TOP FOUR MSAs, SEP 2023 DATA

TOP FOUR TEXAS MSAs | SEPTEMBER 2023

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- I. Dallas – Fort Worth
- II. Houston – Sugar Land – The Woodlands
- III. San Antonio – New Braunfels
- IV. Austin – Round Rock – San Marcos

DFW MSA

TABC Sales Summary

Top 30 Locations – Current Month Sales

Top 15 Cities – TTM Volume

Top 15 Cities – TTM % Increase

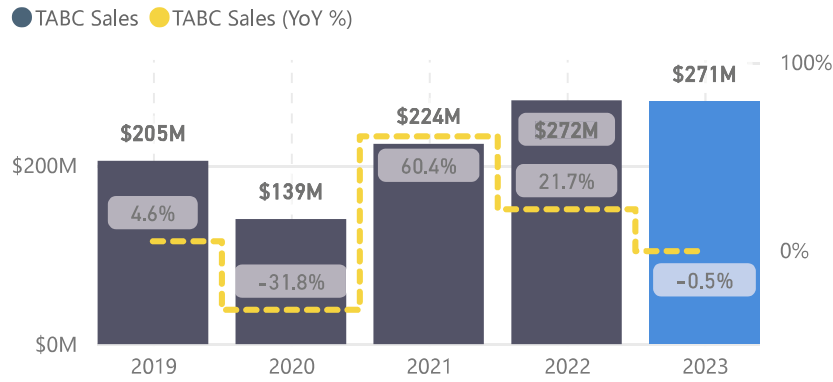
Comparison – Adjacent Cities

Comparison – Region + Top Cities

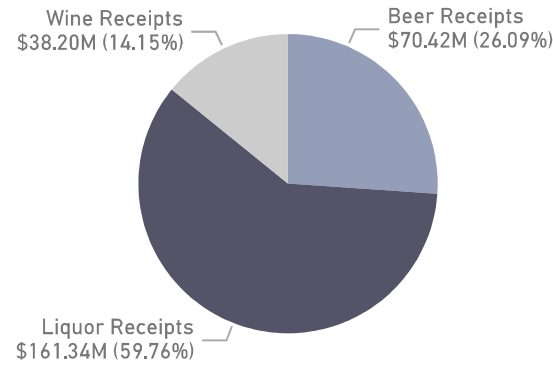
Comparison – State



YoY Sep 2023 Comparison



Sep 2023 Category %



Sep 2023 Receipts

\$161,339,678
Liquor Sales

\$38,203,144
Wine Sales

\$70,422,790
Beer Sales

\$270.7M Total Receipts

-0.5% Month YoY %

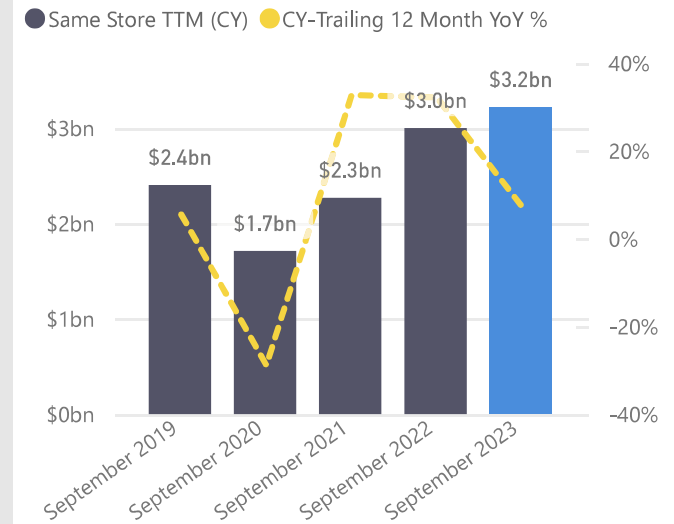
MSA

Dallas-Fort Worth

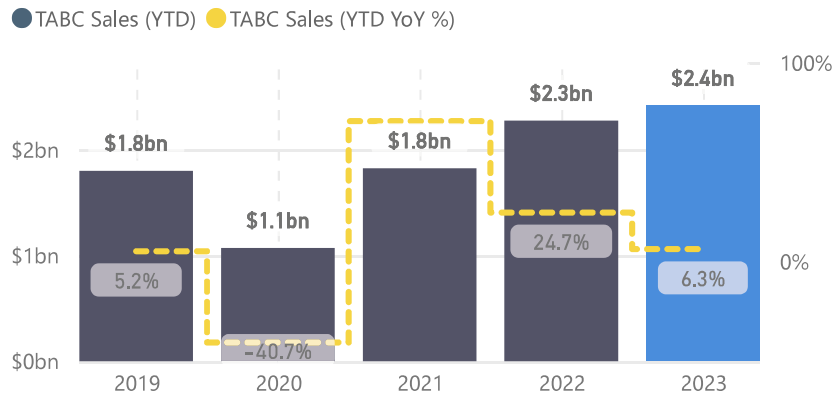
4,066 Locations Reporting > \$0

\$791,610 TTM Per Location

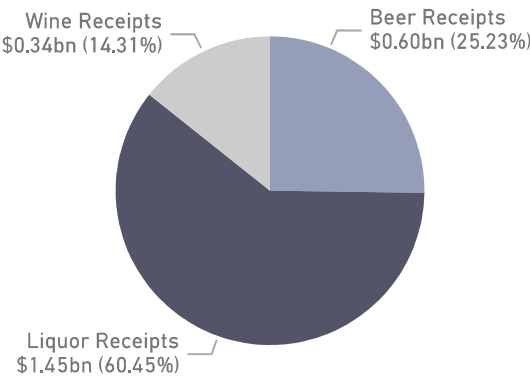
TTM YoY Comparison Sep 2023



YTD Sep 2023 Comparison



YTD Sep 2023 - Category %



YTD Sep 2023 Receipts

\$1,447,372,362
Liquor Sales

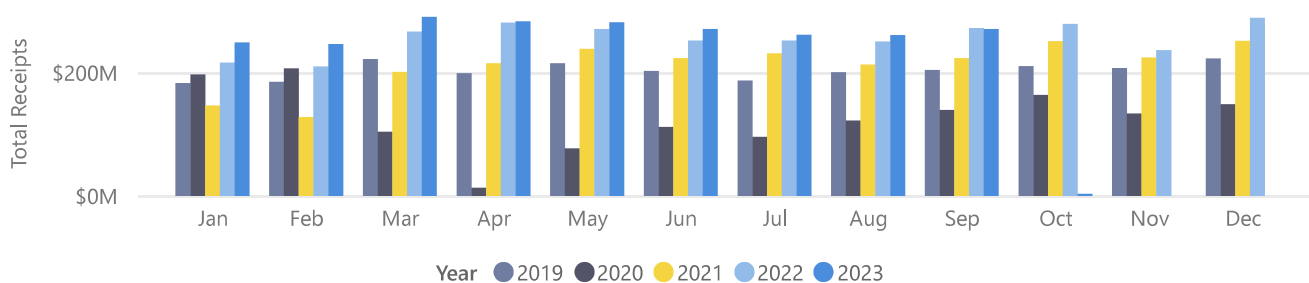
\$342,686,723
Wine Sales

\$604,180,699
Beer Sales

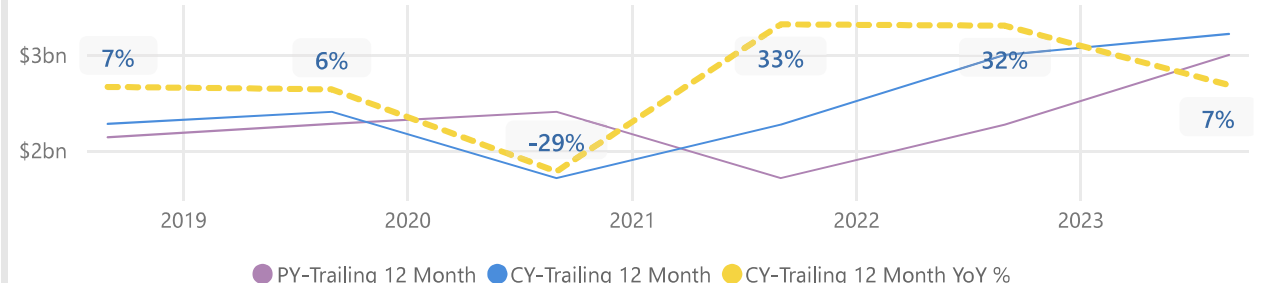
\$2.4bn Total Receipts

6.3% YTD YoY %

YTD MoM + YoY Comparison Sep 2023



TTM YoY % Comparison Sep 2023

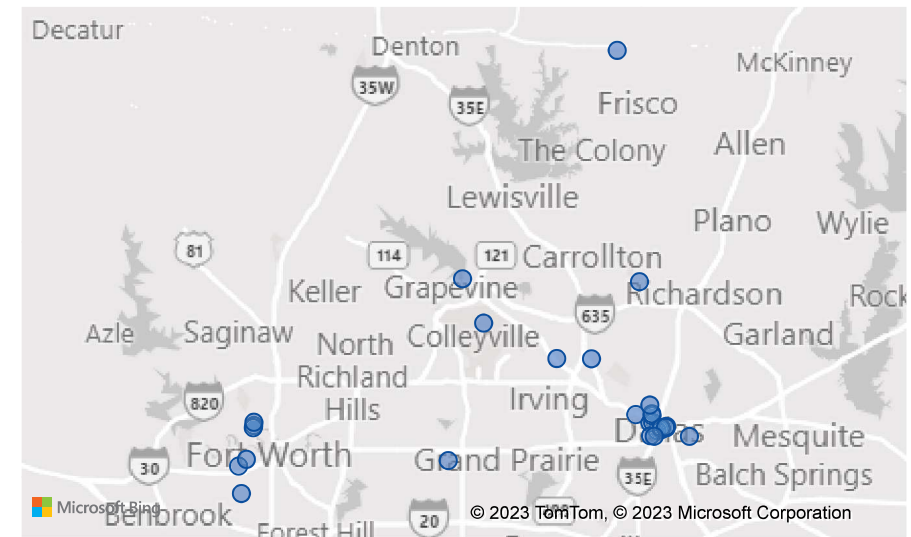


City	TABC Sales (Current Month)	TABC Sales YoY %	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales YoY % (TTM)
Dallas	\$13,640,055	20.2%	\$110,059,142	20.2%	\$140,616,871	19%
DOS EQUIS PAVILION (DALLAS - 75210 - 13)	\$1,109,517	-33.8%	\$11,256,320	36.2%	\$11,930,117	44%
OMNI DALLAS CONVENTION CENTER (DALLA...	\$1,086,599	1.4%	\$9,075,847	23.4%	\$11,357,800	21%
LEVY RESTAURANTS (DALLAS - 75219 - 7)	\$926,884	53.2%	\$10,055,586	9.3%	\$15,318,361	16%
SALC, INC. (DALLAS - 75207 - 16)	\$878,734	1.0%	\$7,966,573	-3.9%	\$10,305,484	6%
DFB CAPITAL LLC (DALLAS - 75201 - 2)	\$846,775	-1.5%	\$6,843,372	-3.0%	\$8,988,439	-6%
BABY DOLLS (DALLAS - 75220 - 1)	\$843,616		\$5,138,206		\$5,138,206	
BOTTLED BLONDE- THE BACK YARD (DALLAS ...	\$835,830	5.2%	\$5,238,238	-31.1%	\$7,509,029	-34%
GREEN LIGHT SOCIAL (DALLAS - 75204 - 1)	\$741,129	27.6%	\$5,690,670	6.9%	\$7,393,200	
HAPPIEST HOUR, LLC (DALLAS - 75201 - 1)	\$721,136	-7.9%	\$6,066,956	-11.3%	\$8,668,180	-8%
TRUE KITCHEN & KOCKTAILS/FLAIR COCKTAIL...	\$662,387	-9.4%	\$5,499,684	4.8%	\$7,287,927	5%
SHERATON HOTEL AND CONVENTION CENTE...	\$660,089	-13.5%	\$6,065,384	58.5%	\$7,267,485	47%
NICK & SAM'S STEAK & FISH HOUSE (DALLA...	\$637,861	-15.8%	\$5,513,648	-17.0%	\$7,977,944	-13%
KOMODO (DALLAS - 75226 - 1)	\$630,054		\$3,514,655		\$3,514,655	
MONARCH (DALLAS - 75202 - 2)	\$627,775		\$6,135,418		\$6,135,418	
ROUNDUP SALOON (DALLAS - 75219 - 4)	\$619,612	-3.0%	\$5,093,099	-6.9%	\$6,794,602	-7%
MARRIOTT QUORUM (DALLAS - 75254 - 20)	\$610,077	1,070.7%	\$1,224,670	73.6%	\$2,011,692	133%
COWBOY'S RED RIVER (DALLAS - 75220 - 1)	\$601,246	3.7%	\$5,526,409	2.1%	\$7,309,157	3%
THE SKELLIG (DALLAS - 75206 - 1)	\$600,734	3.8%	\$4,154,407	-3.5%	\$5,709,175	0%
Arlington	\$11,681,405	-6.1%	\$56,277,506	6.5%	\$77,538,549	10%
TEXAS RANGER BALLPARK (ARLINGTON - 760...	\$4,710,929	46.2%	\$24,337,356	37.4%	\$26,989,014	48%
AT&T STADIUM (ARLINGTON - 76011 - 1)	\$4,196,521	-38.2%	\$18,359,587	-19.6%	\$31,768,700	-8%
BACKYARD C/O TEXAS LIVE! (ARLINGTON - 7...	\$2,773,955	14.1%	\$13,580,563	10.5%	\$18,780,835	6%
Fort Worth	\$5,214,695	70.2%	\$32,304,351	11.8%	\$44,464,918	22%
DICKIES ARENA (FORT WORTH - 76107 - 1)	\$1,305,052	146.0%	\$8,818,465	18.5%	\$12,150,054	44%
BILLY BOB'S TEXAS (FORT WORTH - 76164 - 1)	\$860,954	9.8%	\$7,950,146	6.8%	\$10,275,239	3%
PREMIER HOSPITALITY, INC. (FORT WORTH - ...	\$849,359	479.3%	\$1,371,594	289.2%	\$2,654,353	200%
HOTEL DROVER (FORT WORTH - 76164 - 15)	\$759,729	22.7%	\$5,371,688	5.4%	\$7,668,489	12%
JOE T GARCIA'S MEXICAN DISHES (FORT WO...	\$722,418	20.2%	\$5,766,947	14.7%	\$7,500,709	11%
BOTTLED BLONDE (FORT WORTH - 76107 - 1)	\$717,183	87.5%	\$3,025,511	-14.5%	\$4,216,074	19%
Grapevine	\$2,173,014	0.2%	\$20,345,822	18.6%	\$27,373,266	21%
GAYLORD TEXAN (GRAPEVINE - 76051 - 1)	\$2,173,014	0.2%	\$20,345,822	18.6%	\$27,373,266	21%
Frisco	\$1,358,090		\$5,357,296		\$5,357,296	
OMNI PGA FRISCO RESORT (FRISCO - 75034 - ...	\$1,358,090		\$5,357,296		\$5,357,296	
Irving	\$717,111	-3.5%	\$4,907,666	10.2%	\$7,425,464	24%
Total	\$34,784,370	16.9%	\$229,251,783	17.6%	\$302,776,364	19%

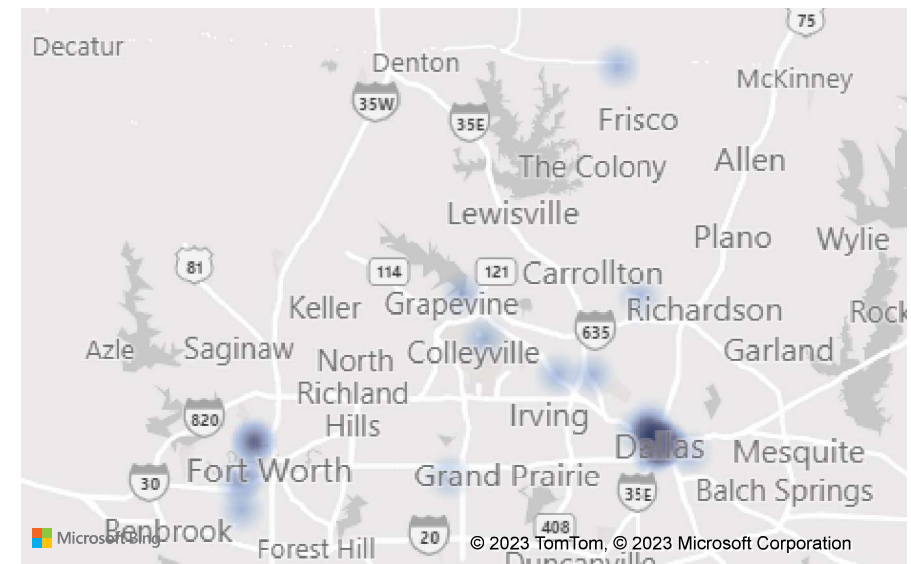
MSA

Dallas-Fort Worth

Location Map



Heat Map



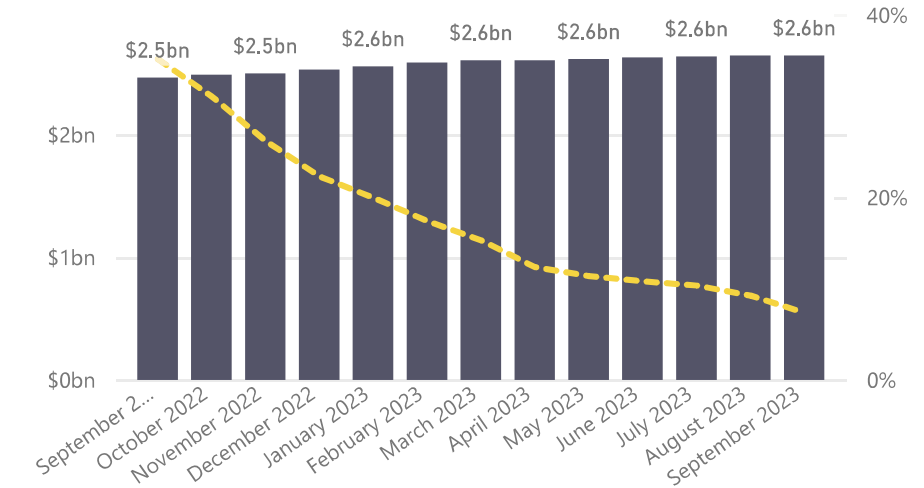
Region	TABC Sales (Current Month)	TABC Sales YoY% (Current Month)	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales - PY (TTM)	TABC Sales YoY% (TTM)
Dallas-Fort Worth	\$224,772,176	-0.3%	\$1,976,908,571	53.6%	\$2,642,168,869	\$2,461,277,572	7%
Dallas	\$100,491,715	0.6%	\$896,859,670	49.5%	\$1,199,022,345	\$1,123,470,028	7%
Fort Worth	\$35,787,542	7.0%	\$311,770,089	33.4%	\$416,536,553	\$378,139,713	10%
Arlington	\$20,361,483	-4.7%	\$134,590,665	42.5%	\$182,426,906	\$174,376,084	5%
Plano	\$13,574,002	-8.0%	\$130,469,385	85.1%	\$175,548,435	\$172,512,050	2%
Grapevine	\$10,765,391	-11.4%	\$101,438,666	151.8%	\$135,801,156	\$122,812,403	11%
Frisco	\$10,261,705	19.1%	\$86,110,936	11.1%	\$112,512,070	\$96,761,174	16%
Irving	\$7,446,979	-9.6%	\$67,865,282	40.1%	\$91,580,026	\$86,682,336	6%
Mckinney	\$4,360,915	11.0%	\$37,938,257	101.9%	\$49,562,158	\$44,898,104	10%
The Colony	\$4,062,607	-4.6%	\$39,470,612	25.1%	\$52,013,733	\$47,976,107	8%
Richardson	\$3,543,538	-3.7%	\$35,148,859	69.9%	\$46,637,818	\$43,272,065	8%
Denton	\$3,198,377	-16.9%	\$32,191,415	13.5%	\$43,280,050	\$42,643,787	1%
Grand Prairie	\$3,045,469	8.5%	\$25,192,637	9.8%	\$33,526,325	\$31,353,577	7%
Southlake	\$2,683,640	-8.0%	\$26,343,783	14.9%	\$35,626,763	\$32,750,928	9%
Lewisville	\$2,639,245	-9.9%	\$26,399,029	233.5%	\$34,624,120	\$32,650,599	6%
Allen	\$2,549,568	-1.7%	\$25,119,286	0.0%	\$33,470,411	\$30,978,617	8%
Total	\$224,772,176	-0.3%	\$1,976,908,571	53.6%	\$2,642,168,869	\$2,461,277,572	7%

MSA

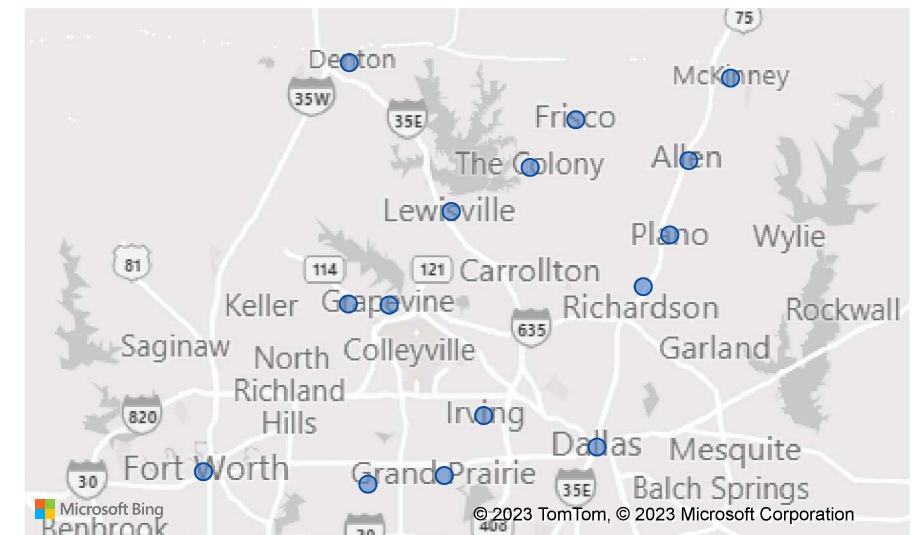
Dallas-Fort Worth

Top 15 - YoY Comparison

● Same Store TTM (CY) ● CY-Trailing 12 Month YoY %



Location Map



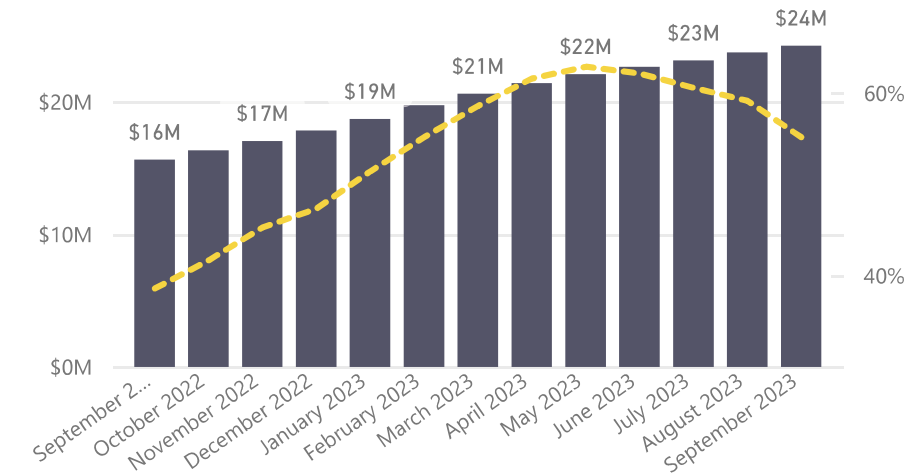
Region	TABC Sales (Current Month)	TABC Sales YoY% (Current Month)	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales - PY (TTM)	TABC Sales YoY% (TTM)
Dallas-Fort Worth	\$2,286,847	28.7%	\$18,839,024	142.1%	\$24,225,684	\$15,615,880	55%
Melissa	\$52,207	276.5%	\$425,811	19.6%	\$474,985	\$147,803	221%
Northlake	\$384,749	102.2%	\$3,260,499	39.3%	\$3,867,542	\$1,498,139	158%
Forest Hill	\$11,428	-6.0%	\$130,501	78.8%	\$167,055	\$80,242	108%
River Oaks	\$6,724	-9.4%	\$60,484	43.1%	\$75,831	\$42,259	79%
Princeton	\$47,223	94.5%	\$362,671	2,568.5%	\$453,531	\$258,560	75%
Aledo	\$172,265	292.5%	\$667,840	23.0%	\$847,176	\$497,283	70%
Corinth	\$157,092	69.7%	\$1,015,824	50.8%	\$1,334,295	\$861,500	55%
Joshua	\$59,422	-53.8%	\$959,222	-1.1%	\$1,280,453	\$898,942	42%
University Park	\$406,944	43.0%	\$2,868,488	18.2%	\$3,987,148	\$2,800,719	42%
Newark	\$4,040	116.0%	\$24,053		\$30,377	\$21,418	42%
Little Elm	\$578,944	-10.6%	\$5,594,424	67.7%	\$7,321,517	\$5,255,161	39%
Cooper	\$11,130	8.9%	\$162,673	13.4%	\$194,114	\$140,562	38%
Anna	\$278,984	32.1%	\$2,289,929	103.5%	\$2,870,622	\$2,098,320	37%
Sunnyvale	\$79,862	29.2%	\$598,472	89.1%	\$772,217	\$590,585	31%
Haslet	\$35,833	-23.5%	\$418,133	12.0%	\$548,821	\$424,387	29%
Total	\$2,286,847	28.7%	\$18,839,024	142.1%	\$24,225,684	\$15,615,880	55%

MSA

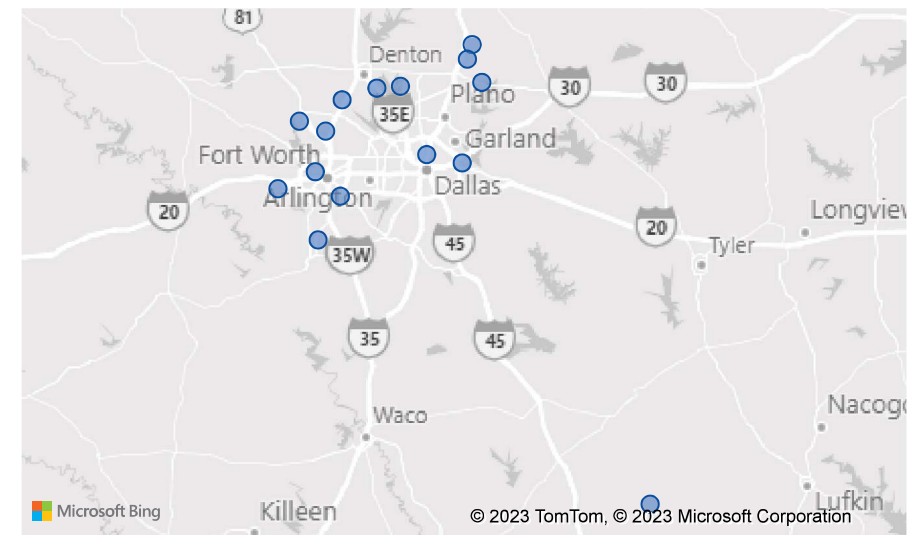
Dallas-Fort Worth

Top 15 - YoY Comparison

● Same Store TTM (CY) ● CY-Trailing 12 Month YoY %



Location Map



Subject MSA ▼
 Dallas-Fort Worth ▼

City - 1 ▼
 Dallas-Fort Worth (Region) + Dallas (City) ▼

City - 2 ▼
 Dallas-Fort Worth (Region) + Fort Wort... ▼

City - 3 ▼
 Dallas-Fort Worth (Region) + Arlington ... ▼

City - 4 ▼
 Dallas-Fort Worth (Region) + Plano (City) ▼

Dallas-Fort Worth

\$3,218,688,173
CY-Trailing 12 Month

7.3%
CY-Trailing 12 Month YoY %

\$2,999,000,147
PY-Trailing 12 Month

Dallas

\$1,199,022,345
CY-Trailing 12 Month

6.7%
CY-Trailing 12 Month YoY %

\$1,123,470,028
PY-Trailing 12 Month

Fort Worth

\$416,536,553
CY-Trailing 12 Month

10.15%
CY-Trailing 12 Month YoY %

\$378,139,713
PY-Trailing 12 Month

Arlington

\$182,426,906
CY-Trailing 12 Month

4.62%
CY-Trailing 12 Month YoY %

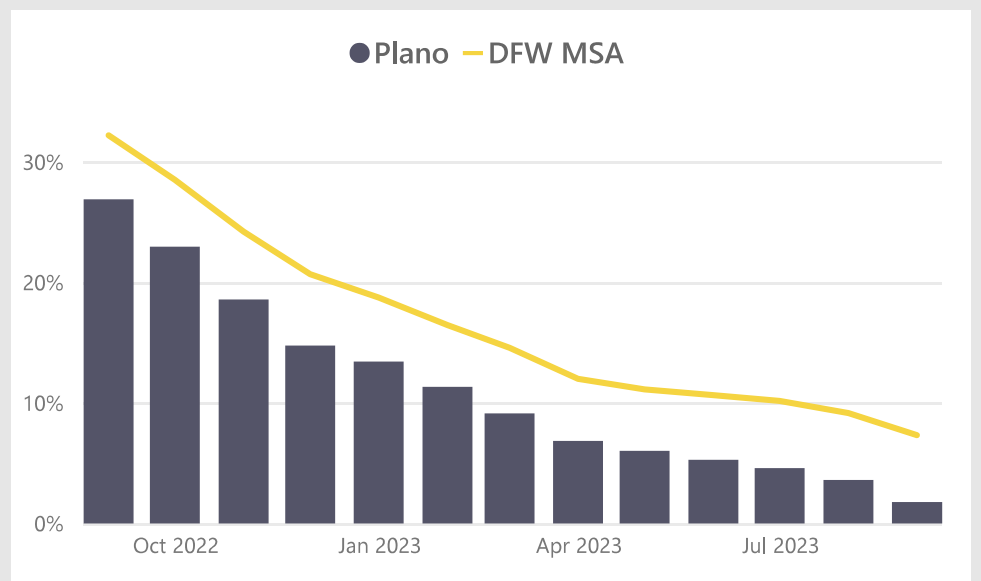
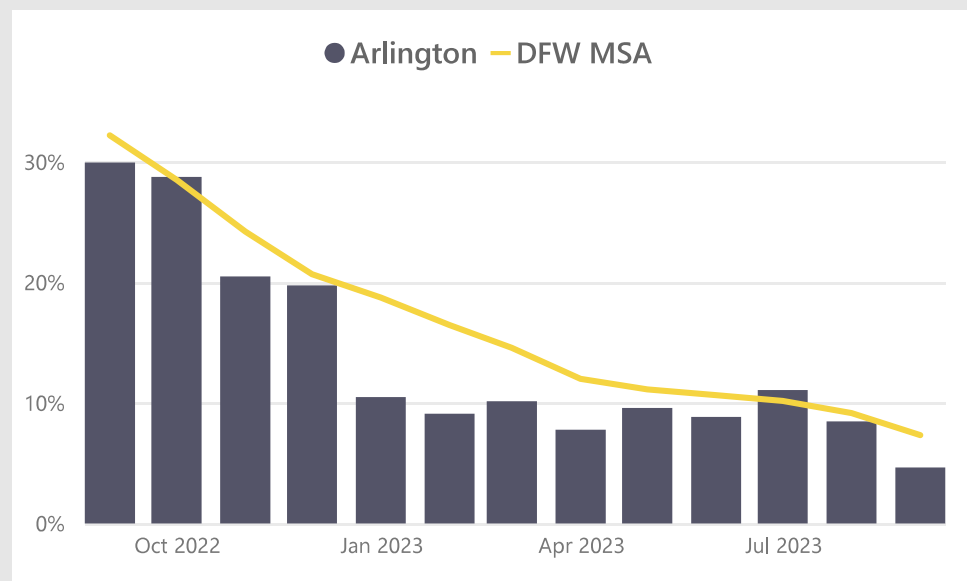
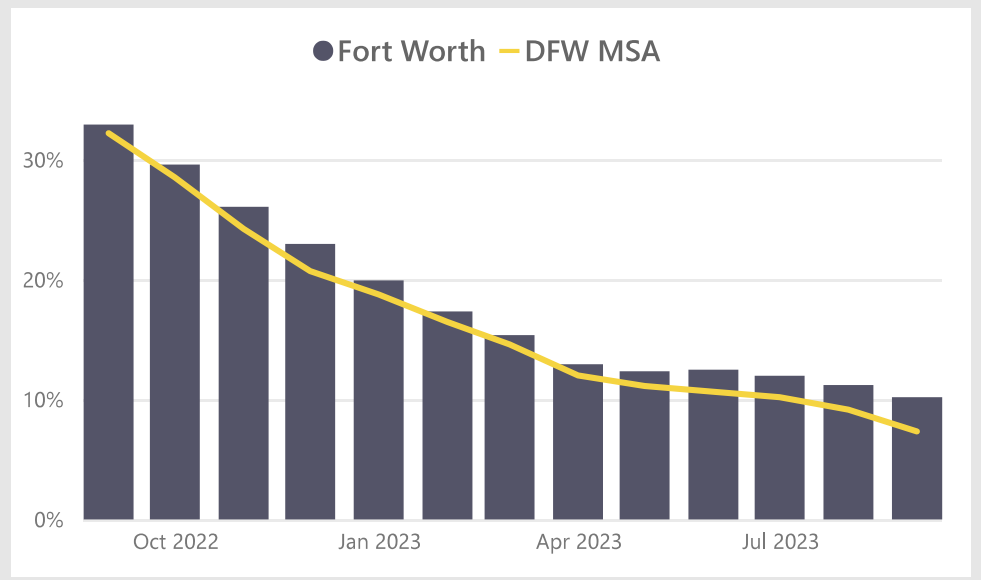
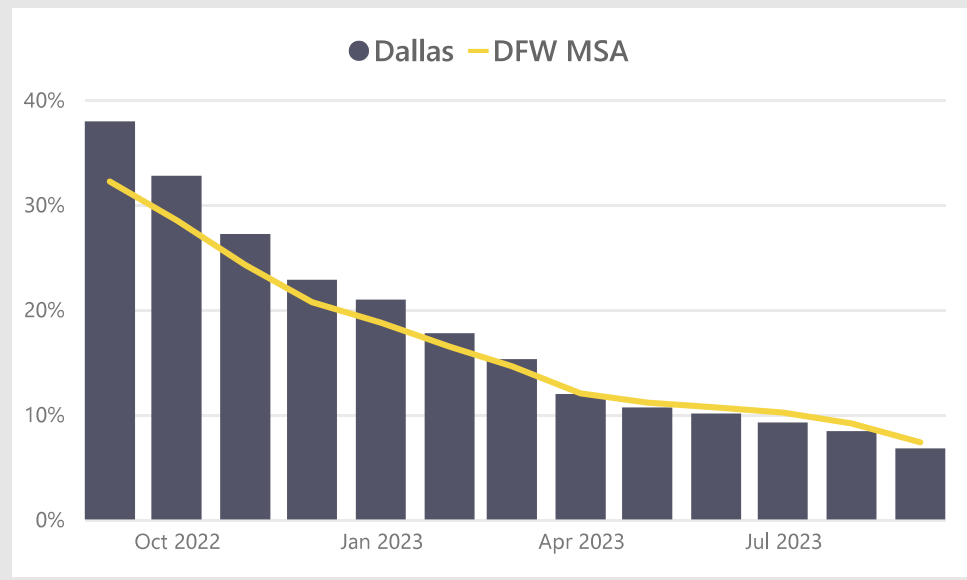
\$174,376,084
PY-Trailing 12 Month

Plano

\$175,548,435
CY-Trailing 12 Month

1.76%
CY-Trailing 12 Month YoY %

\$172,512,050
PY-Trailing 12 Month



Subject MSA: **Dallas-Fort Worth** |
 MSA - 1: **Houston-The Woodlands-Sugarland** |
 MSA - 2: **Austin-Round Rock-San Marcos** |
 MSA - 3: **San Antonio-New Braunfels** |
 MSA - 4: **El Paso**

Dallas-Fort Worth

\$3,218,688,173
CY-Trailing 12 Month

7.3%
CY-Trailing 12 Month YoY %

\$2,999,000,147
PY-Trailing 12 Month

Houston-The Woodlands-Sugarland

\$2,464,928,630
CY-Trailing 12 Month

7.3%
CY-Trailing 12 Month YoY %

\$2,296,680,265
PY-Trailing 12 Month

Austin-Round Rock-San Marcos

\$1,454,635,392
CY-Trailing 12 Month

7.27%
CY-Trailing 12 Month YoY %

\$1,356,054,766
PY-Trailing 12 Month

San Antonio-New Braunfels

\$977,312,693
CY-Trailing 12 Month

7.64%
CY-Trailing 12 Month YoY %

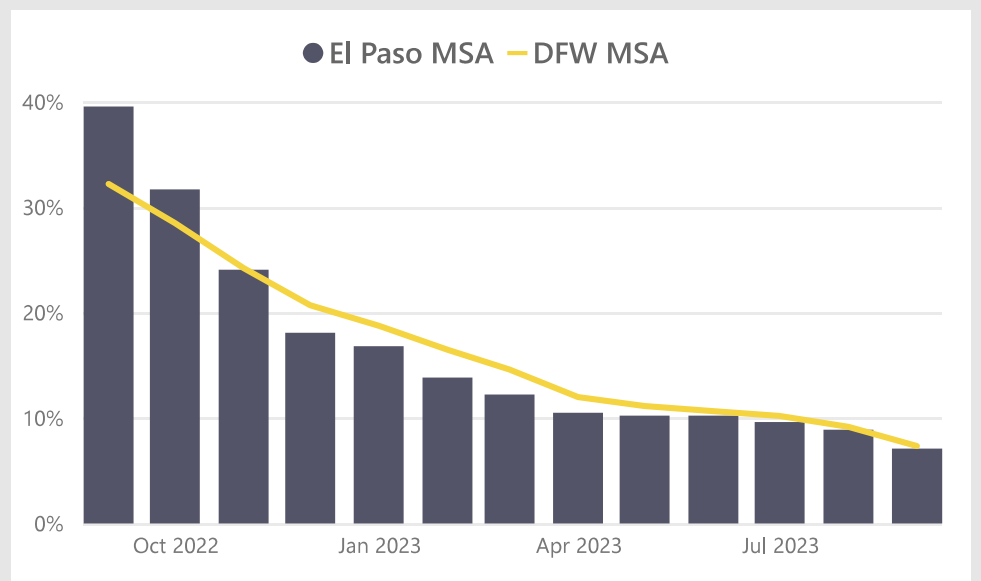
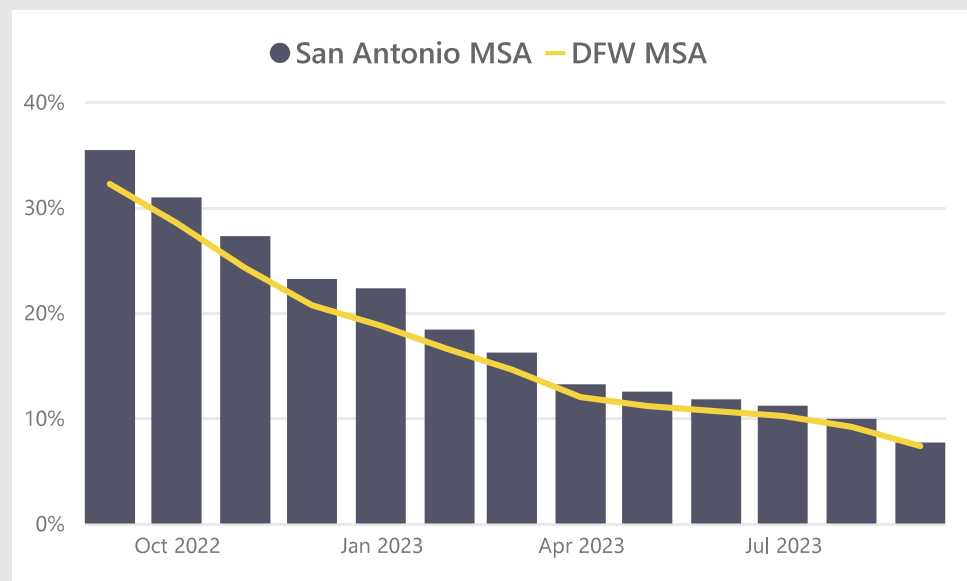
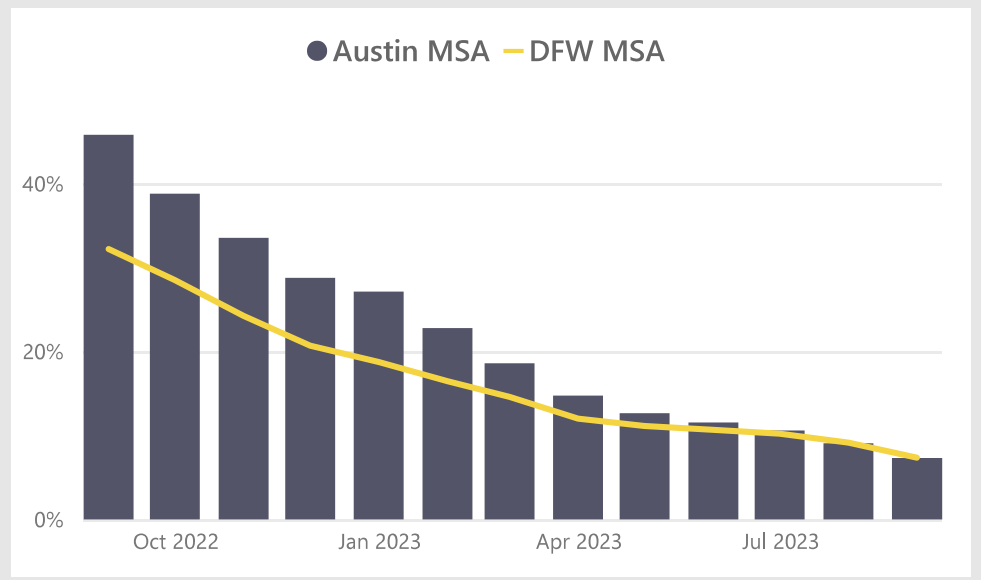
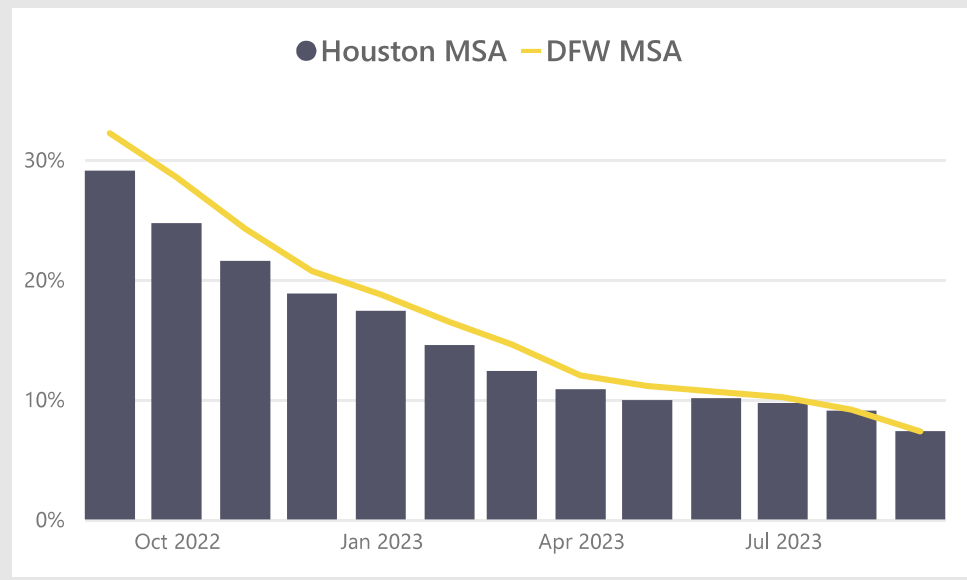
\$907,916,966
PY-Trailing 12 Month

El Paso

\$242,133,761
CY-Trailing 12 Month

7.08%
CY-Trailing 12 Month YoY %

\$226,127,899
PY-Trailing 12 Month



MSA

Dallas-Fort Worth

MSA Snapshot

7.3%

City YoY %

\$3,218,688,173

CY-Trailing 12 Month

\$2,999,000,147

PY-Trailing 12 Month

State Snapshot

7%

State YoY %

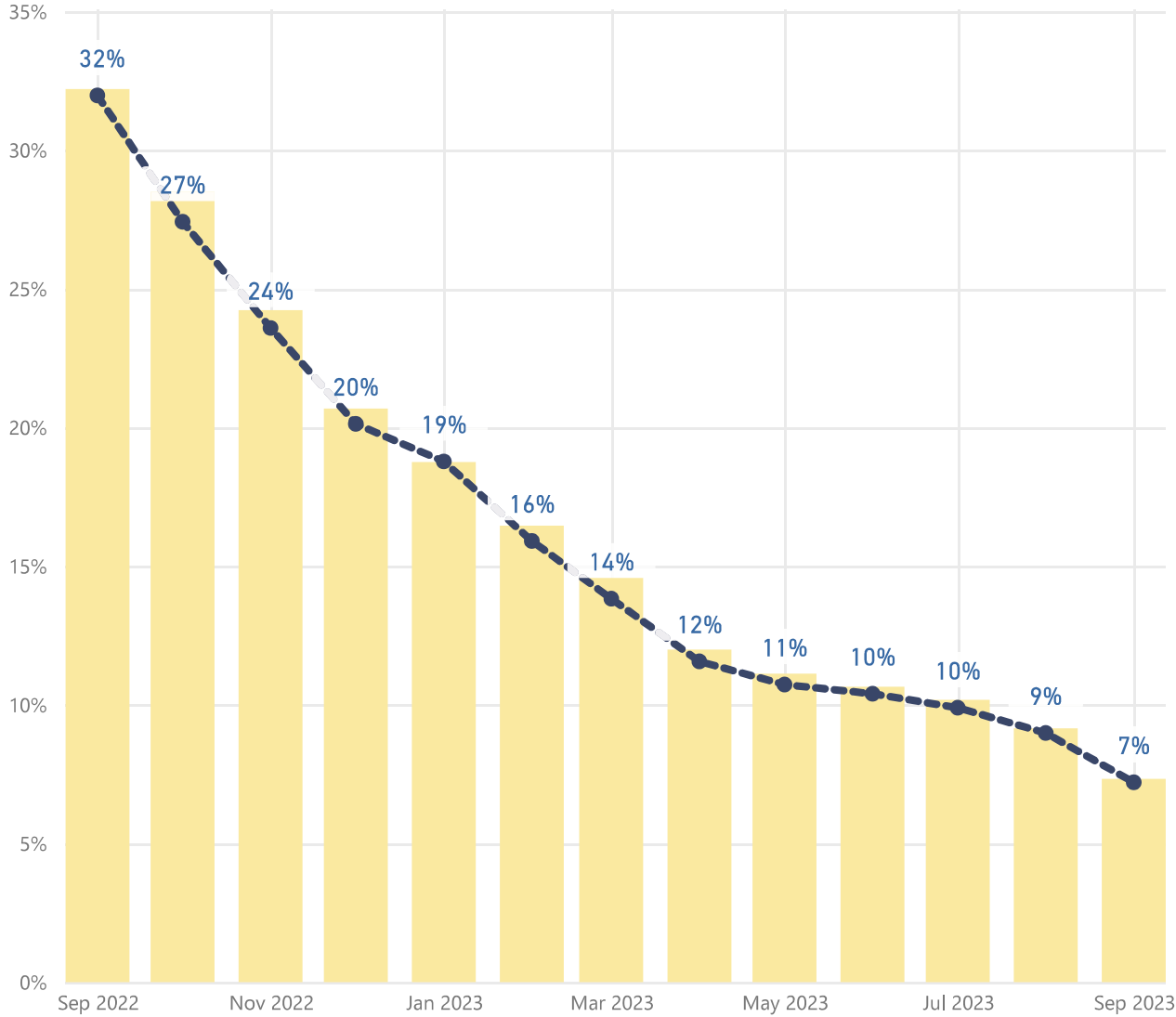
\$10,090,641,763

CY-Trailing 12 Month

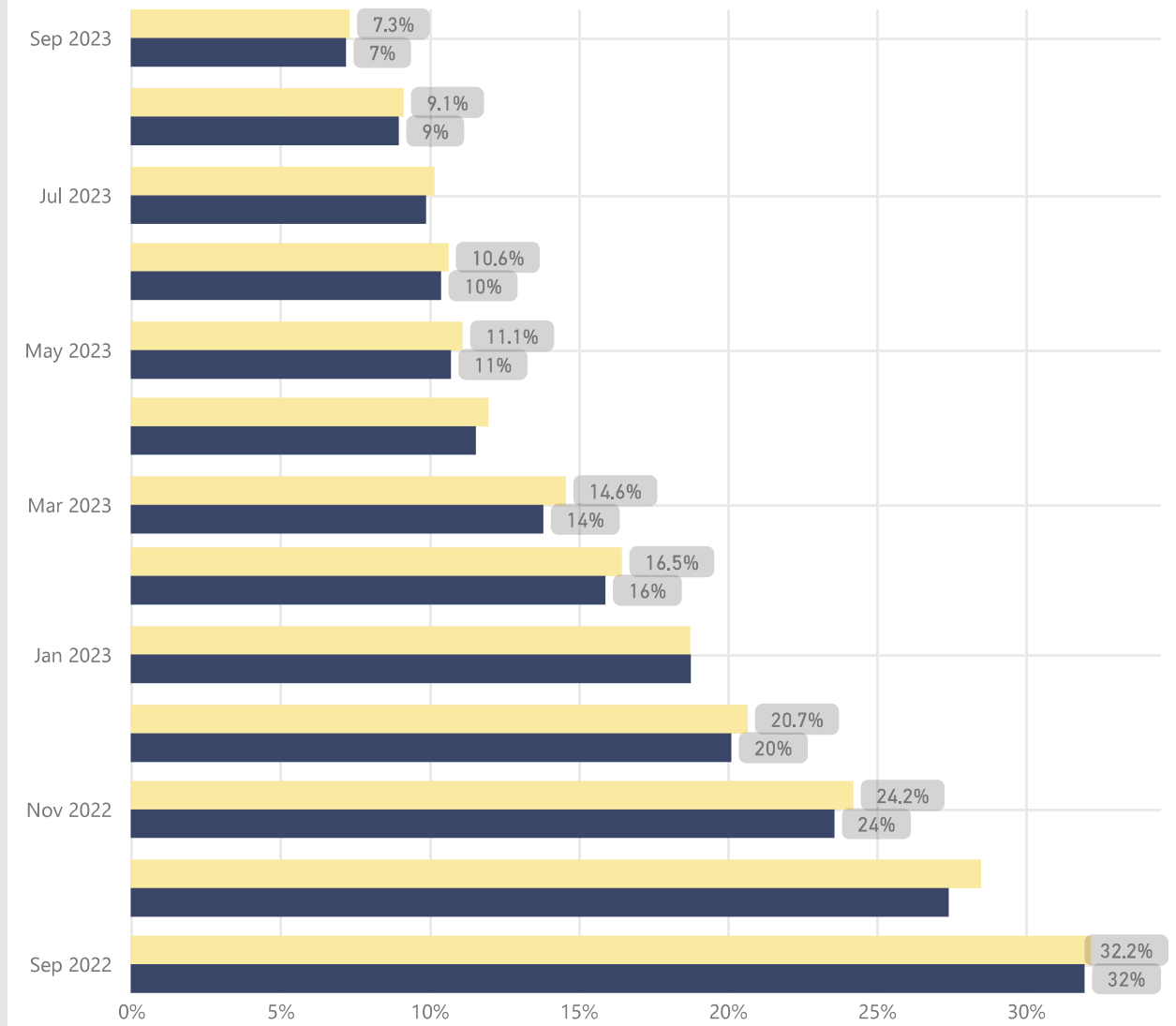
\$9,412,527,403

PY-Trailing 12 Month

DFW MSA ● State



DFW MSA ● State



HOUSTON MSA

TABC Sales Summary

Top 30 Locations – Current Month Sales

Top 15 Cities – TTM Volume

Top 15 Cities – TTM % Increase

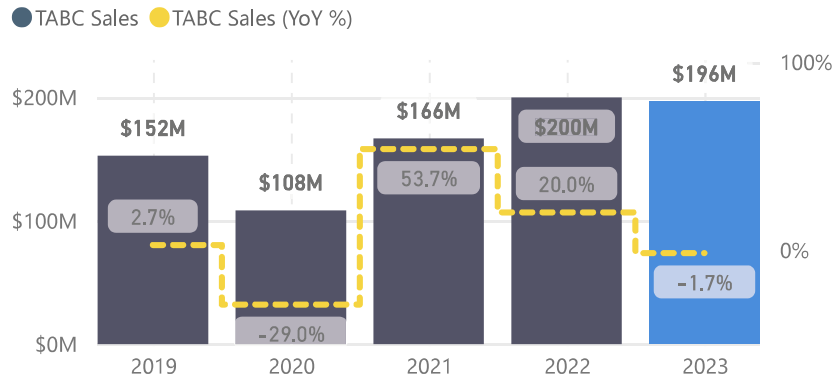
Comparison – Adjacent Cities

Comparison – Region + Top Cities

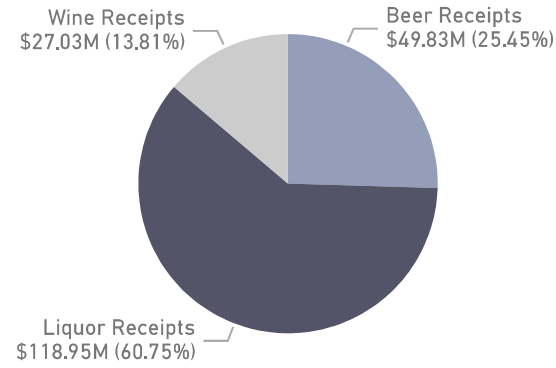
Comparison – State



YoY Sep 2023 Comparison



Sep 2023 Category %



Sep 2023 Receipts

\$118,947,030
Liquor Sales

\$27,032,508
Wine Sales

\$49,831,516
Beer Sales

\$196.4M **-1.7%**
Total Receipts Month YoY %

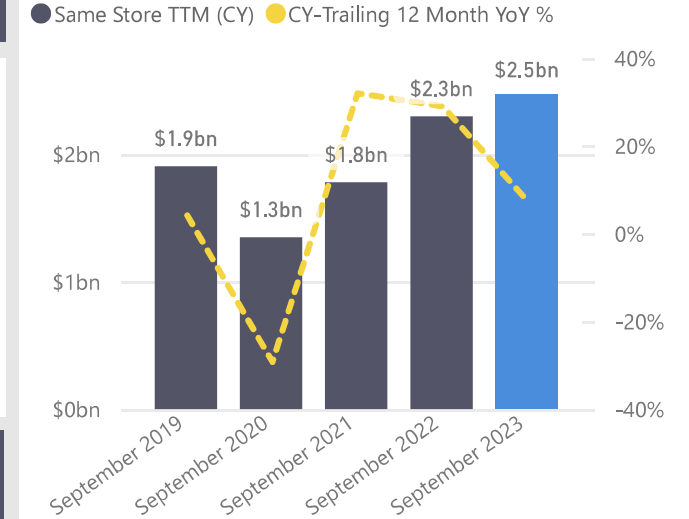
MSA

Houston-The Woodlands-Sugarland

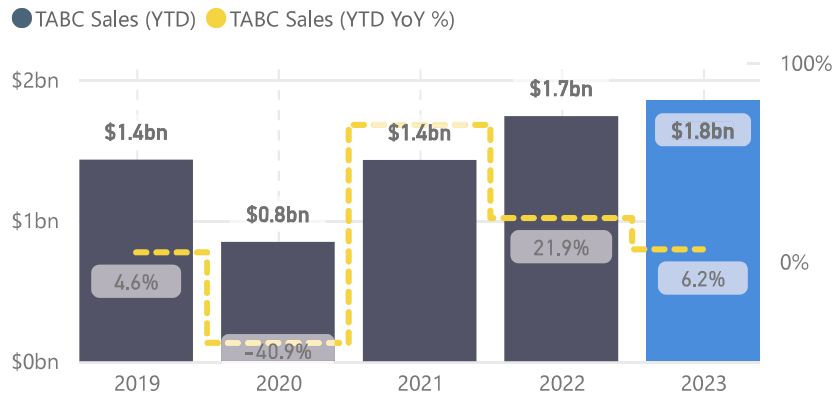
Houston-The Woodlands-Sugarland

3,185 **\$773,918**

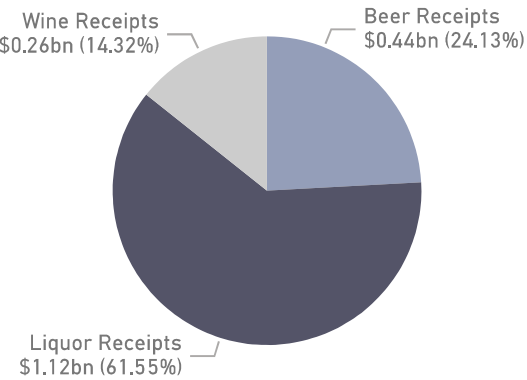
TTM YoY Comparison Sep 2023



YTD Sep 2023 Comparison



YTD Sep 2023 - Category %



YTD Sep 2023 Receipts

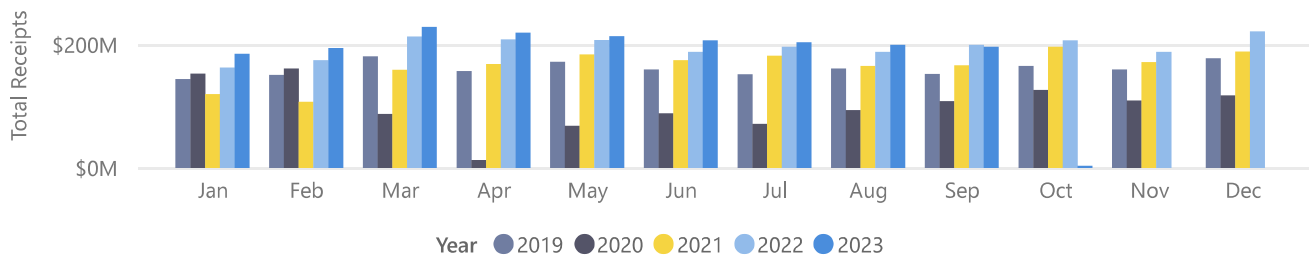
\$1,117,227,012
Liquor Sales

\$259,978,396
Wine Sales

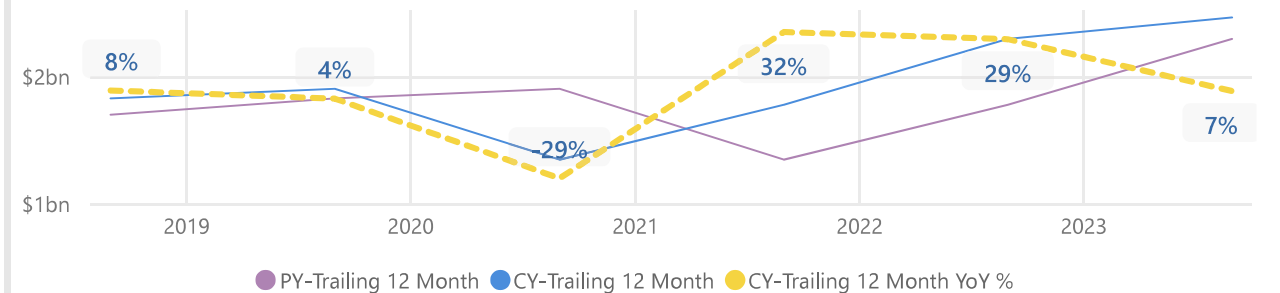
\$437,928,623
Beer Sales

\$1.8bn **6.2%**
Total Receipts YTD YoY %

YTD MoM + YoY Comparison Sep 2023



TTM YoY % Comparison Sep 2023

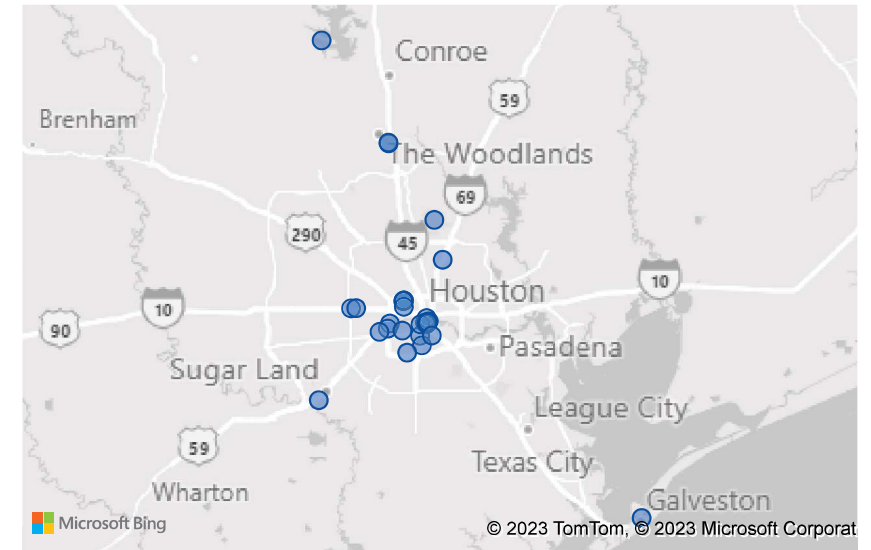


City	TABC Sales (Current Month)	TABC Sales YoY %	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales YoY % (TTM)
Houston	\$23,726,104	23.7%	\$147,469,987	19.1%	\$195,563,701	20%
ARAMARK SPORTS & ENTERTAINMENT SERVI...	\$5,894,819	9.9%	\$25,625,548	22.9%	\$33,211,341	23%
ARAMARK SPORTS & ENTERTAINMENT SER O...	\$2,221,697	71.7%	\$11,438,050	36.6%	\$14,382,039	37%
LEVY RESTAURANTS AT TOYOTA CENTER (HO...	\$1,884,039	13.8%	\$10,859,827	7.0%	\$14,873,632	7%
MARRIOTT MARQUIS HOUSTON (HOUSTON ...	\$1,548,126	68.4%	\$9,452,647	22.3%	\$12,048,632	21%
THE POST OAK/MASTRO'S/WILLIE G'S (HOUS...	\$1,495,244	2.5%	\$13,305,307	-3.7%	\$18,828,132	0%
THE ADDRESS (HOUSTON - 77021 - 1)	\$679,197	29.4%	\$6,280,297	51.3%	\$7,575,560	45%
KIRBY ICE HOUSE (HOUSTON - 77055 - 1)	\$674,734	-2.3%	\$5,464,843	-1.2%	\$7,719,439	3%
CONEJO MALO (HOUSTON - 77002 - 2)	\$658,588		\$2,661,754		\$2,661,754	
KIRBY ICE HOUSE (HOUSTON - 77098 - 1)	\$629,658	1.5%	\$4,614,121	-0.4%	\$6,577,338	4%
MCINTYRE'S (HOUSTON - 77008 - 1)	\$598,908	-12.7%	\$4,436,212	-27.1%	\$6,263,943	-24%
STEAK 48 (HOUSTON - 77027 - 1)	\$585,931	7.2%	\$5,052,986	-1.7%	\$7,195,547	1%
CLE GROUP SOCIAL, LLC (HOUSTON - 77008 - ...	\$523,445		\$962,076		\$962,076	
ESCAPADE 2001 HOUSTON (HOUSTON - 770...	\$515,700	-14.3%	\$4,473,800	9.9%	\$6,071,173	21%
LITTLE WOODROW'S (HOUSTON - 77006 - 1)	\$493,783	-12.3%	\$3,489,216	171.4%	\$5,019,318	
PROSPECT PARK (HOUSTON - 77057 - 1)	\$472,962	-22.7%	\$4,160,748	-20.4%	\$5,567,369	-14%
MOONSHINE DECK (HOUSTON - 77008 - 1)	\$471,821	-2.6%	\$3,813,526	2.4%	\$5,177,514	6%
IRON COWBOY LOUNGE & EATERY (HOUSTO...	\$470,638	418.0%	\$3,927,283	3,510.4%	\$4,838,294	
BEST REGARDS (HOUSTON - 77008 - 1)	\$458,584		\$514,785		\$514,785	
UNIVERSITY FOOD SERVICES (TDECU STADIU...	\$450,993	64.3%	\$1,064,098	276.8%	\$1,372,381	204%
POST SECURITY AREAS OF TERMINAL C NOR...	\$442,390	13.3%	\$4,113,444	13.9%	\$5,403,838	0%
HOUSE OF BLUES (HOUSTON - 77002 - 1)	\$439,612	29.7%	\$3,091,203	20.3%	\$4,482,332	30%
JOEY UPTOWN (HOUSTON - 77056 - 1)	\$432,730	7.4%	\$3,690,040	-0.9%	\$4,904,995	-1%
OJOS LOCOS SPORTS CANTINA (HOUSTON - ...	\$431,605	-0.2%	\$3,742,998	233.4%	\$5,016,487	
5015 BACKYARD PATIO & BAR (HOUSTON - 7...	\$421,474	-6.9%	\$3,977,746	-14.0%	\$5,252,614	-13%
OJOS LOCOS SPORTS CANTINA (HOUSTON - ...	\$416,216	18.5%	\$3,400,252	4.4%	\$4,497,373	6%
MOXIE'S GRILL & BAR (HOUSTON - 77056 - 1)	\$413,210	-1.6%	\$3,857,180	3.5%	\$5,145,795	4%
The Woodlands	\$1,113,837	141.1%	\$8,155,519	256.9%	\$11,947,733	307%
KIRBY ICE HOUSE WOODLANDS (THE WOOD...	\$689,947	361.7%	\$5,750,076	3,747.6%	\$8,518,467	
HOSPITALITY INTERNATIONAL INC (THE WO...	\$423,890	35.6%	\$2,405,443	12.6%	\$3,429,266	23%
Sugar Land	\$1,059,799	103.2%	\$3,404,952	24.8%	\$4,514,358	4%
SMART FINANCIAL CENTRE AT SUGAR LAND ...	\$1,059,799	103.2%	\$3,404,952	24.8%	\$4,514,358	4%
Montgomery	\$460,737	24.9%	\$3,670,074	10.1%	\$4,563,357	10%
MARGARITAVILLE LAKE RESORT, LAKE CONR...	\$460,737	24.9%	\$3,670,074	10.1%	\$4,563,357	10%
Total	\$26,360,477	28.4%	\$162,700,532	23.1%	\$216,589,149	24%

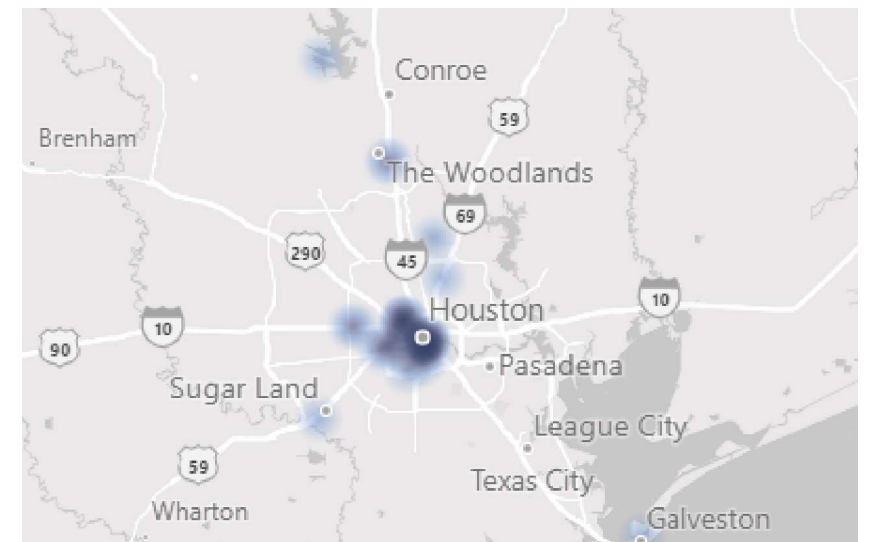
MSA

Houston-The Woodlands-Sugarland

Location Map



Heat Map



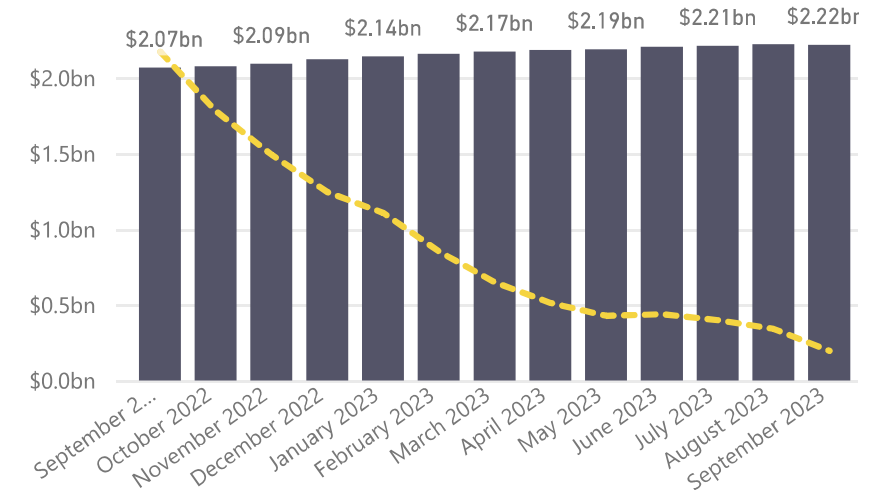
Region	TABC Sales (Current Month)	TABC Sales YoY% (Current Month)	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales - PY (TTM)	TABC Sales YoY% (TTM)
<input checked="" type="checkbox"/> Houston-The Woo...	\$177,441,432	-1.5%	\$1,660,147,957	265.1%	\$2,218,100,445	\$2,066,441,480	7%
Houston	\$126,922,036	-2.4%	\$1,179,238,004	357.0%	\$1,582,079,841	\$1,476,302,835	7%
Katy	\$6,834,329	-2.5%	\$66,526,128	294.9%	\$87,680,011	\$83,667,904	5%
Galveston	\$6,485,834	10.6%	\$61,857,575	76.0%	\$78,632,151	\$71,286,761	10%
The Woodlands	\$6,445,338	10.8%	\$60,285,313	53.6%	\$81,516,579	\$67,177,018	21%
Spring	\$5,779,664	-4.2%	\$56,603,809	30.0%	\$75,176,642	\$73,064,265	3%
Sugar Land	\$4,182,987	10.9%	\$33,654,946	208.3%	\$45,228,431	\$43,172,120	5%
Humble	\$3,292,386	-14.5%	\$34,013,241	58.9%	\$45,251,633	\$43,353,391	4%
Webster	\$3,071,694	1.1%	\$28,522,244	7.2%	\$38,034,523	\$36,671,965	4%
Tomball	\$2,411,547	-2.3%	\$22,379,615	214.9%	\$30,040,981	\$29,098,323	3%
Conroe	\$2,185,398	-0.3%	\$22,911,861	-0.9%	\$30,225,018	\$28,747,951	5%
Montgomery	\$2,138,812	4.2%	\$18,838,425	13.7%	\$24,326,816	\$22,728,664	7%
Pearland	\$2,113,224	-6.6%	\$21,694,490	69.0%	\$28,582,655	\$27,423,857	4%
Friendswood	\$2,061,956	-2.0%	\$19,993,462	152.9%	\$27,133,235	\$25,713,145	6%
Pasadena	\$1,760,693	-10.0%	\$16,656,844	37.6%	\$21,922,635	\$20,172,721	9%
Richmond	\$1,755,534	10.5%	\$16,972,000	193.6%	\$22,269,294	\$17,860,560	25%
Total	\$177,441,432	-1.5%	\$1,660,147,957	265.1%	\$2,218,100,445	\$2,066,441,480	7%

MSA

Houston-The Woodlands-Sugarland

Top 15 - YoY Comparison

● Same Store TTM (CY) ● CY-Trailing 12 Month YoY %



Location Map



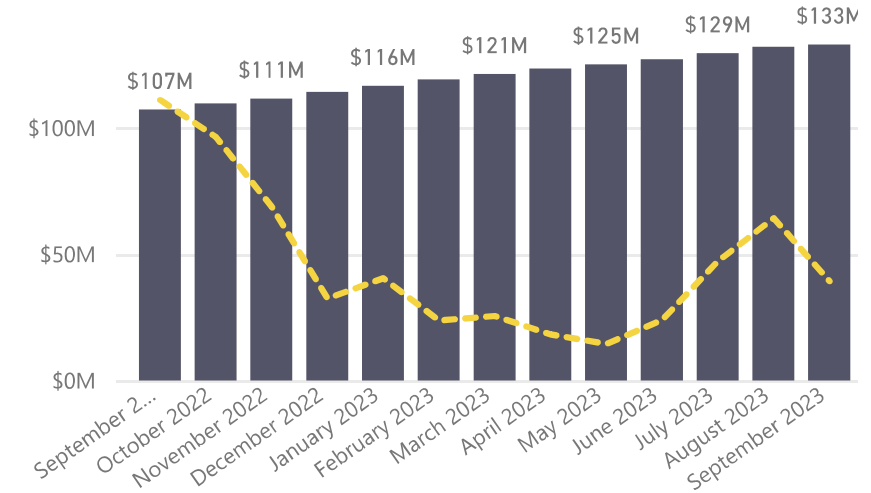
Region	TABC Sales (Current Month)	TABC Sales YoY% (Current Month)	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales - PY (TTM)	TABC Sales YoY% (TTM)
<input checked="" type="checkbox"/> Houston-The Woo...	\$10,460,257	9.3%	\$99,696,331	111.1%	\$132,896,203	\$107,087,121	24%
Brazoria	\$31,670	-23.2%	\$528,206	-13.8%	\$699,946	\$307,566	128%
Liberty	\$170,240	-2.3%	\$2,085,812	729.7%	\$2,575,347	\$1,548,706	66%
Jamaica Beach	\$47,739	-23.8%	\$494,068	29.4%	\$640,230	\$419,876	52%
Atascocita	\$71,264	-16.7%	\$901,073	287.6%	\$1,260,554	\$828,504	52%
Sealy	\$118,113	0.5%	\$1,098,904	80.6%	\$1,446,438	\$1,000,881	45%
Channelview	\$61,612	1.6%	\$946,139	-7.5%	\$1,117,231	\$779,341	43%
Nassau Bay	\$7,377	-24.9%	\$63,910	12.0%	\$109,696	\$78,647	39%
Hempstead	\$134,746	-6.6%	\$1,272,843	82.2%	\$1,631,863	\$1,207,263	35%
Bellaire	\$277,742	-0.2%	\$2,708,986	45.5%	\$3,552,238	\$2,769,332	28%
Deer Park	\$170,096	139.2%	\$1,263,089	15.4%	\$1,495,153	\$1,179,989	27%
Fulshear	\$404,745	-6.3%	\$4,077,487	208.6%	\$5,386,969	\$4,276,723	26%
Richmond	\$1,755,534	10.5%	\$16,972,000	193.6%	\$22,269,294	\$17,860,560	25%
West University ...	\$84,814	17.1%	\$753,222	0.1%	\$1,002,716	\$812,924	23%
The Woodlands	\$6,445,338	10.8%	\$60,285,313	53.6%	\$81,516,579	\$67,177,018	21%
Texas City	\$679,227	10.8%	\$6,245,279	22.5%	\$8,191,949	\$6,839,791	20%
Total	\$10,460,257	9.3%	\$99,696,331	111.1%	\$132,896,203	\$107,087,121	24%

MSA

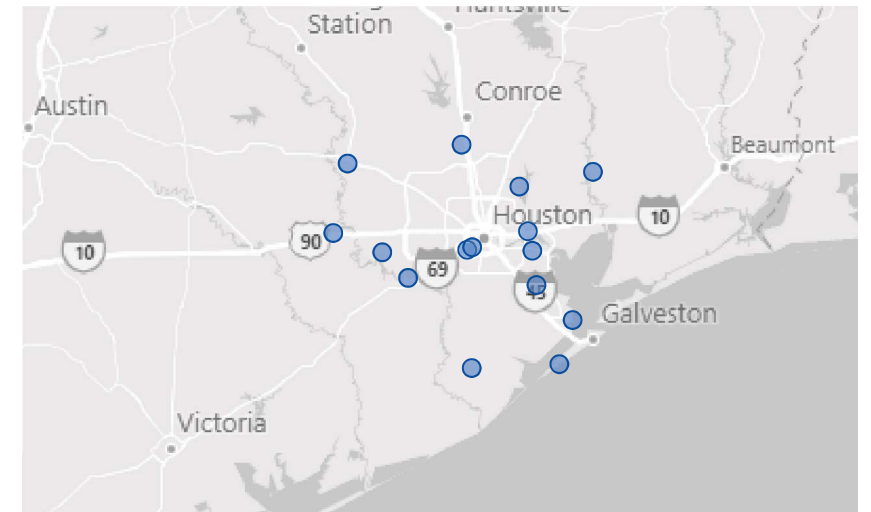
Houston-The Woodlands-Sugarland

Top 15 - YoY Comparison

● Same Store TTM (CY) ● CY-Trailing 12 Month YoY %



Location Map



Subject MSA: **Houston-The Woodlands-Sugarland** |
 City - 1: **Houston-The Woodlands-Sugarland (Re...** |
 City - 2: **Houston-The Woodlands-Sugarland (Re...** |
 City - 3: **Houston-The Woodlands-Sugarland (Re...** |
 City - 4: **Houston-The Woodlands-Sugarland (Re...**

Houston-The Woodlands-Sugarland

\$2,464,928,630
CY-Trailing 12 Month

7.3%
CY-Trailing 12 Month YoY %

\$2,296,680,265
PY-Trailing 12 Month

Houston

\$1,582,079,841
CY-Trailing 12 Month

7.2%
CY-Trailing 12 Month YoY %

\$1,476,302,835
PY-Trailing 12 Month

The Woodlands

\$81,516,579
CY-Trailing 12 Month

21.35%
CY-Trailing 12 Month YoY %

\$67,177,018
PY-Trailing 12 Month

Sugar Land

\$45,228,431
CY-Trailing 12 Month

4.76%
CY-Trailing 12 Month YoY %

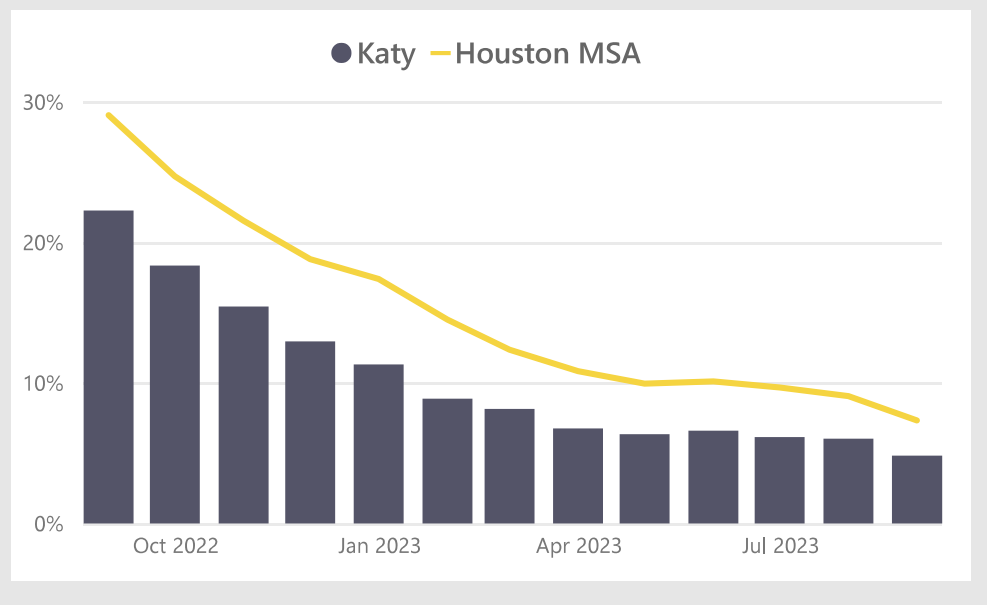
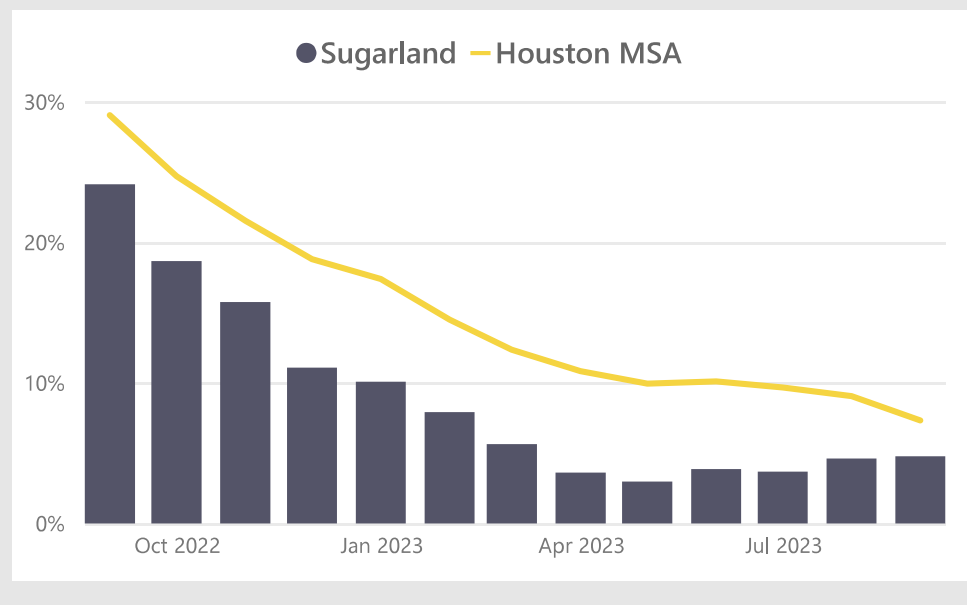
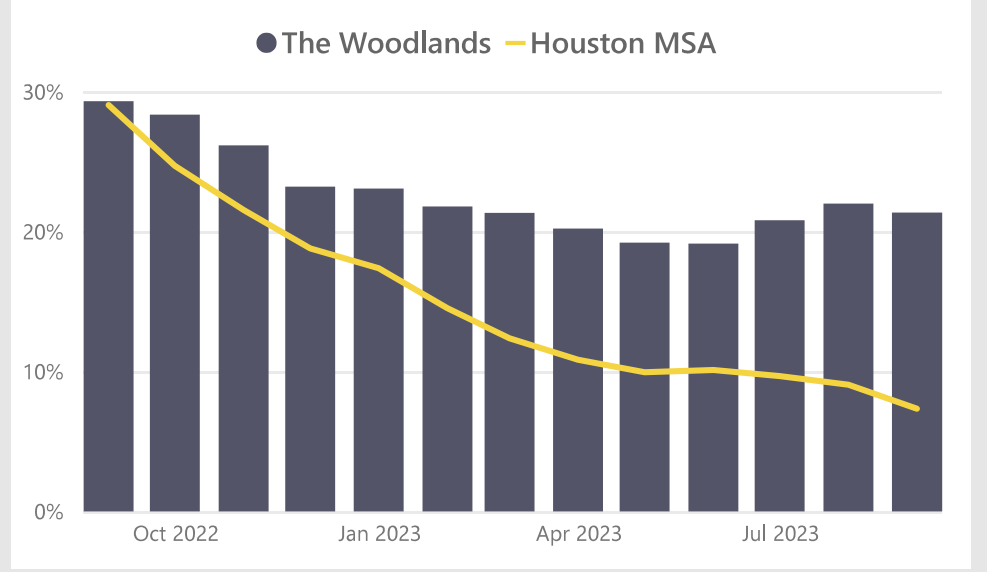
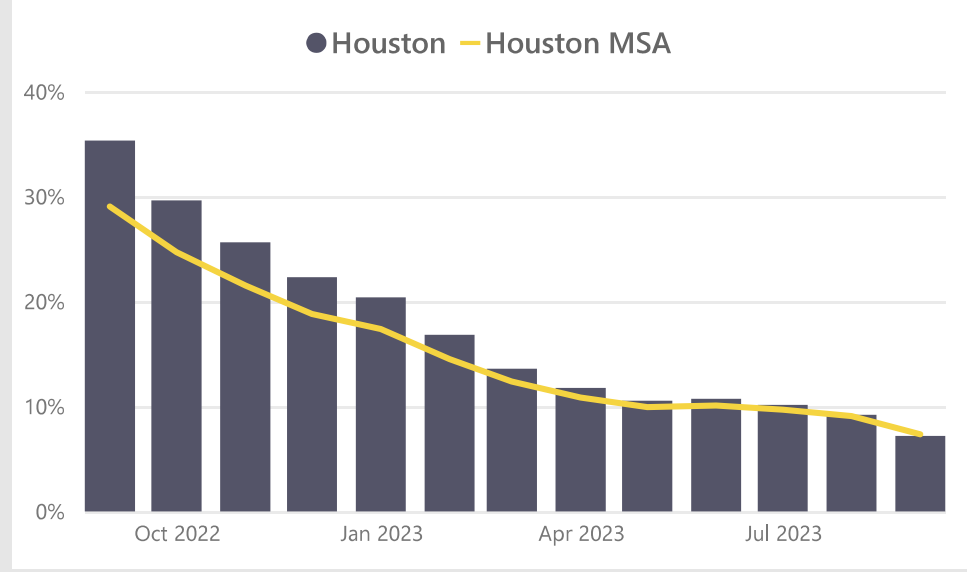
\$43,172,120
PY-Trailing 12 Month

Katy

\$87,680,011
CY-Trailing 12 Month

4.80%
CY-Trailing 12 Month YoY %

\$83,667,904
PY-Trailing 12 Month



Subject MSA: **Houston-The Woodlands-Sugarland** |
 MSA - 1: **Dallas-Fort Worth** |
 MSA - 2: **Austin-Round Rock-San Marcos** |
 MSA - 3: **San Antonio-New Braunfels** |
 MSA - 4: **El Paso**

Houston-The Woodlands-Sugarland

\$2,464,928,630 7.3%
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %
\$2,296,680,265
 PY-Trailing 12 Month

Dallas-Fort Worth

\$3,218,688,173 7.3%
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %
\$2,999,000,147
 PY-Trailing 12 Month

Austin-Round Rock-San Marcos

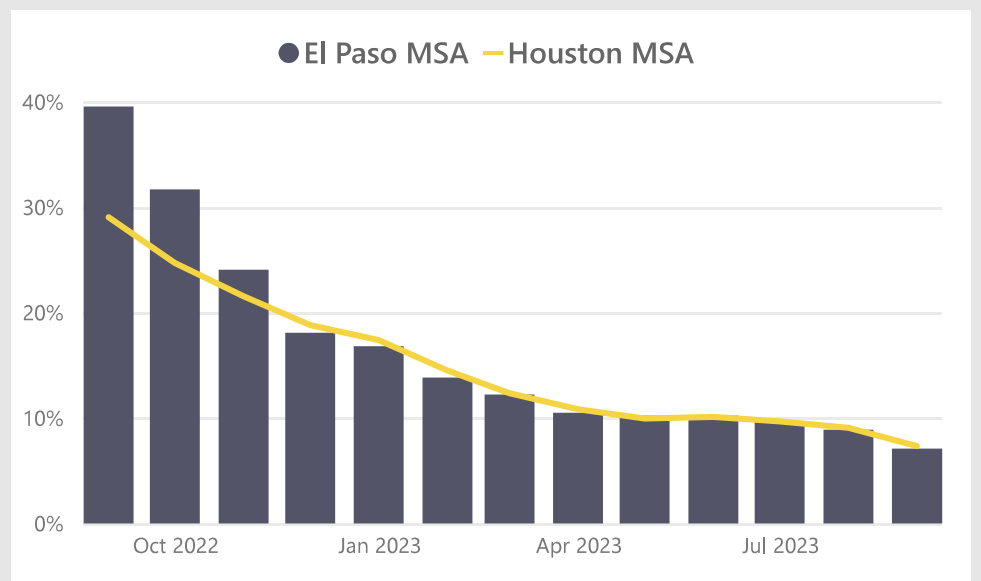
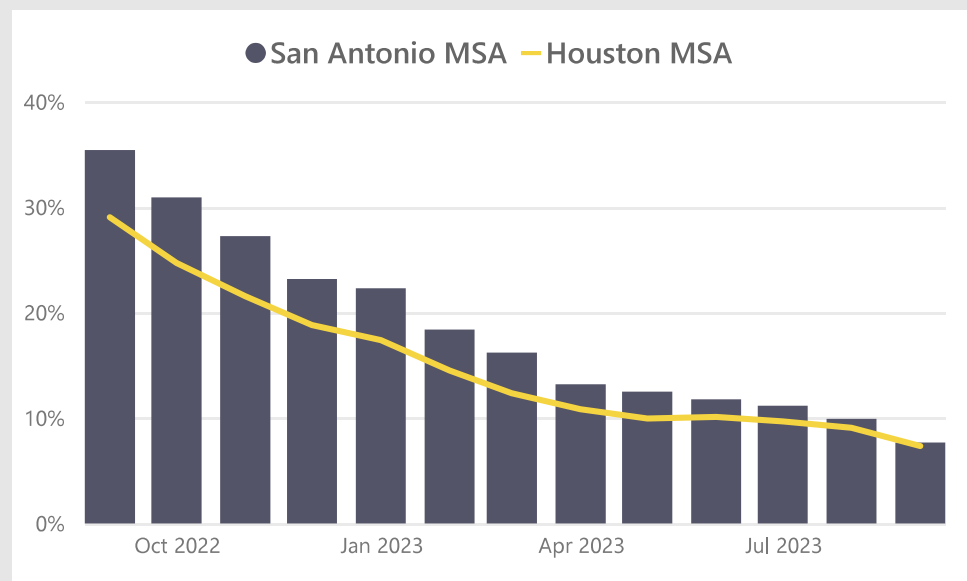
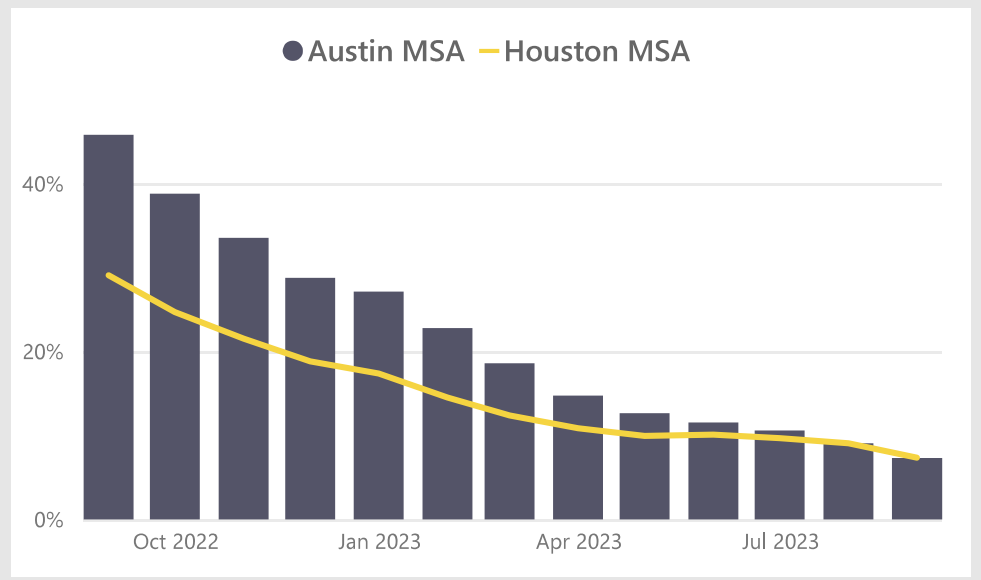
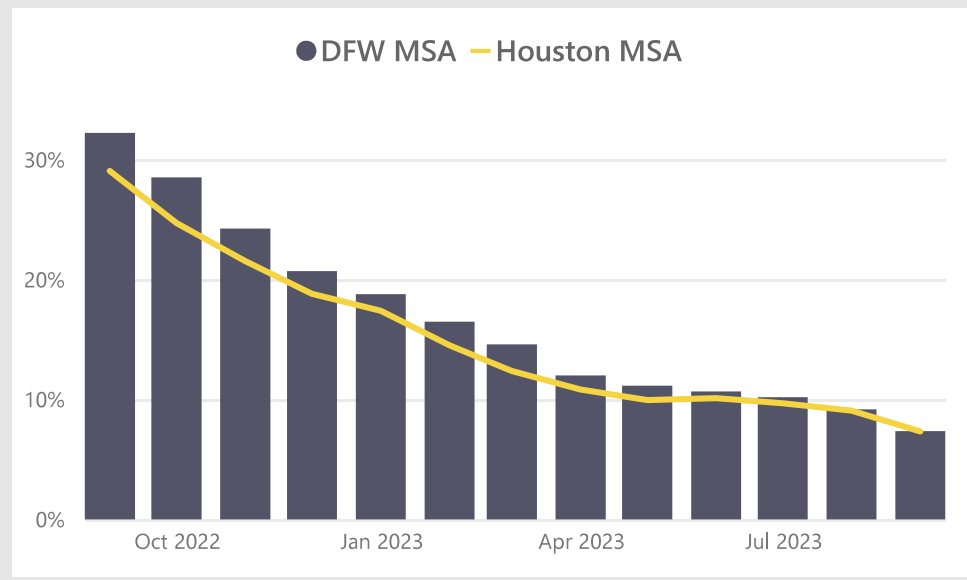
\$1,454,635,392 7.27%
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %
\$1,356,054,766
 PY-Trailing 12 Month

San Antonio-New Braunfels

\$977,312,693 7.64%
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %
\$907,916,966
 PY-Trailing 12 Month

El Paso

\$242,133,761 7.08%
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %
\$226,127,899
 PY-Trailing 12 Month



MSA

Houston-The Woodlands-Sugarland

MSA Snapshot

7.3%

City YoY %

\$2,464,928,630

CY-Trailing 12 Month

\$2,296,680,265

PY-Trailing 12 Month

State Snapshot

7%

State YoY %

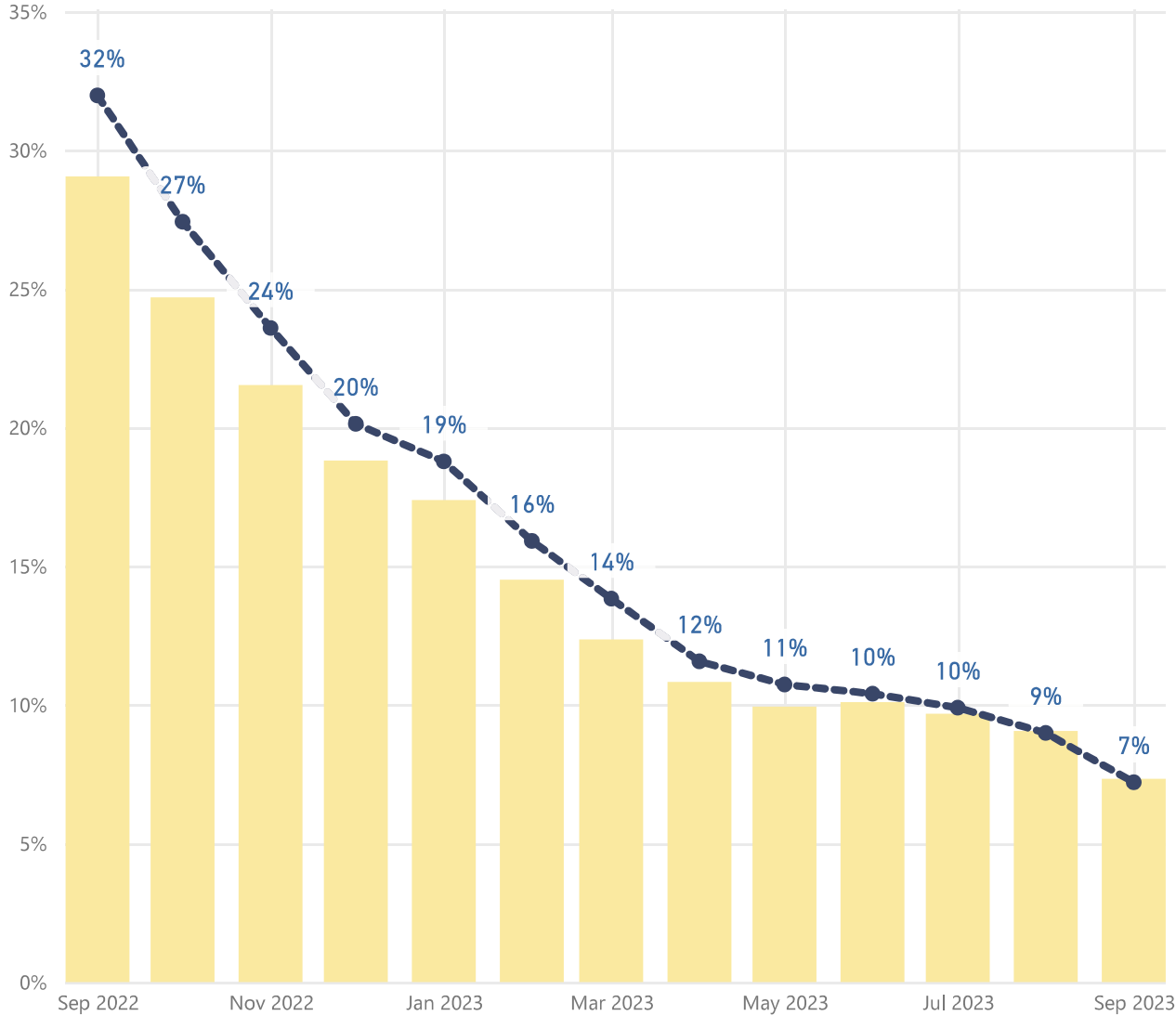
\$10,090,641,763

CY-Trailing 12 Month

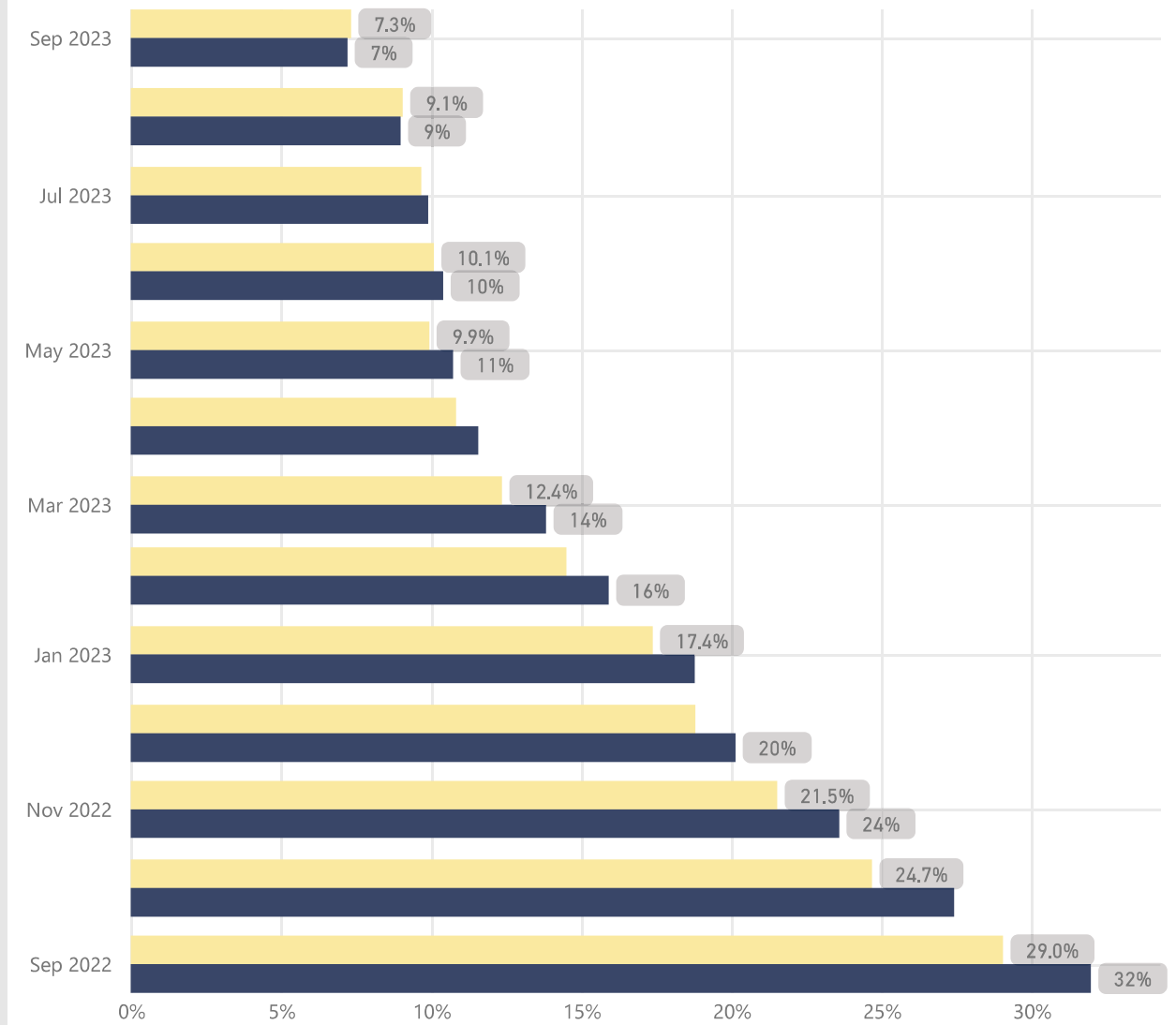
\$9,412,527,403

PY-Trailing 12 Month

● Houston MSA ● State



● Houston MSA ● State



SAN ANTONIO MSA

TABC Sales Summary

Top 30 Locations – Current Month Sales

Top 15 Cities – TTM Volume

Top 15 Cities – TTM % Increase

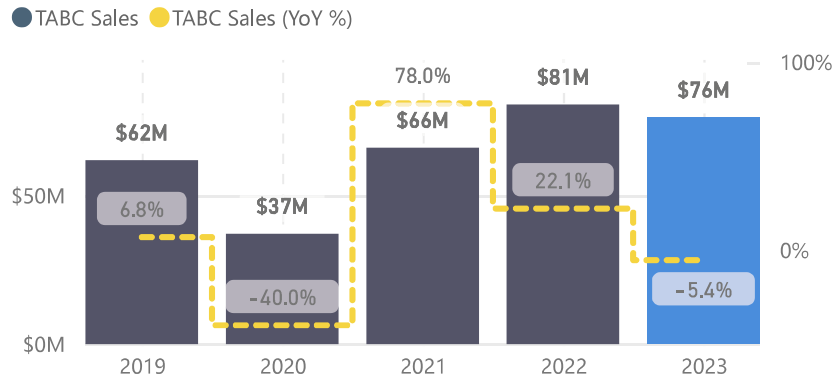
Comparison – Adjacent Cities

Comparison – Region + Top Cities

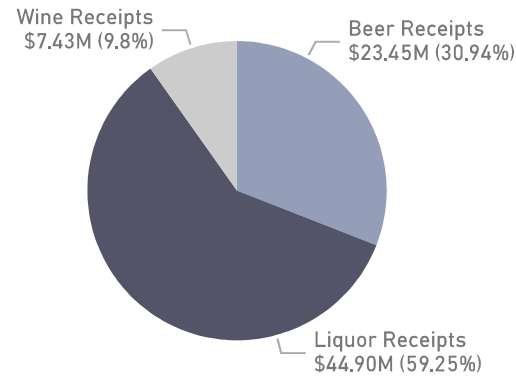
Comparison – State



YoY Sep 2023 Comparison



Sep 2023 Category %



Sep 2023 Receipts

\$44,896,243
Liquor Sales

\$7,426,448
Wine Sales

\$23,446,849
Beer Sales

\$76.2M Total Receipts

-5.4% Month YoY %

MSA

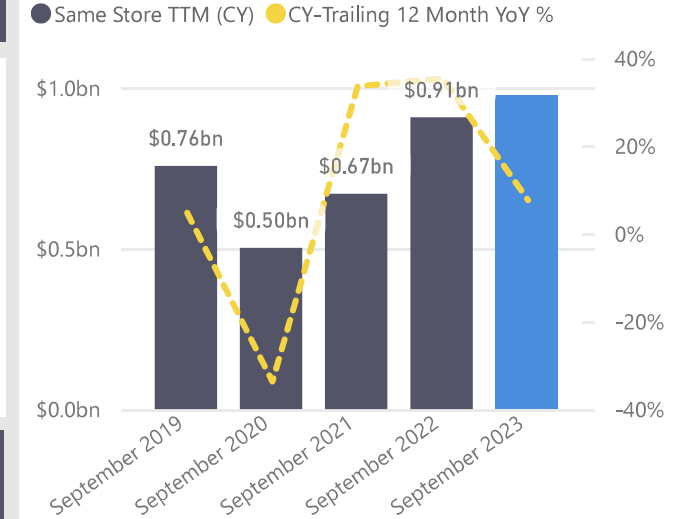
San Antonio-New Braunfels

San Antonio-New Braunfels

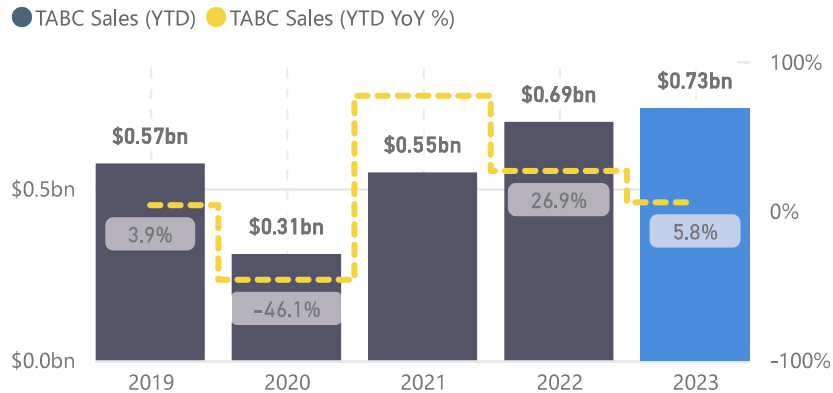
1,252 Locations Reporting > \$0

\$780,601 TTM Per Location

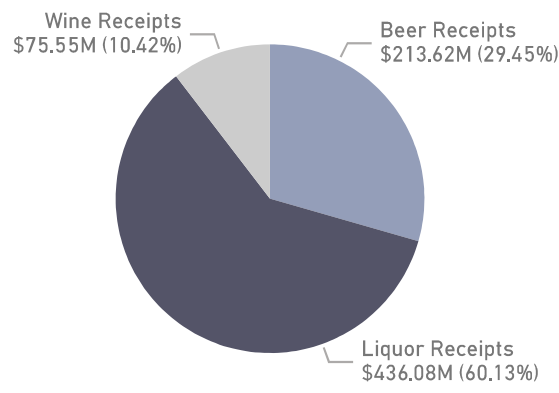
TTM YoY Comparison Sep 2023



YTD Sep 2023 Comparison



YTD Sep 2023 - Category %



YTD Sep 2023 Receipts

\$436,079,794
Liquor Sales

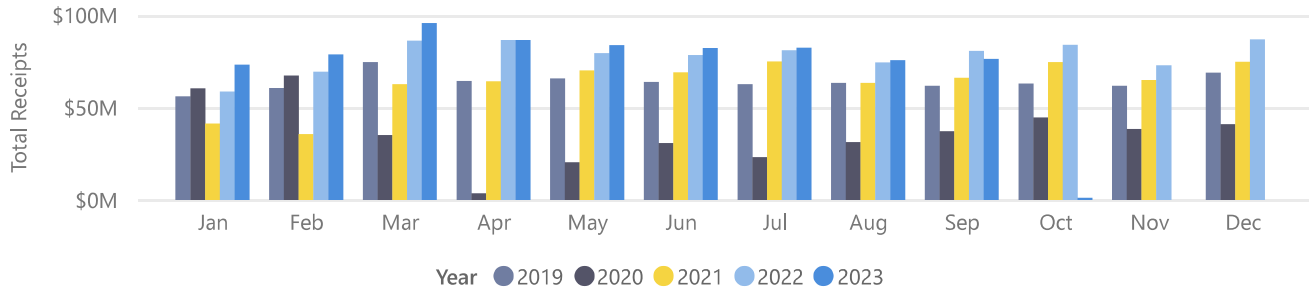
\$75,553,249
Wine Sales

\$213,623,663
Beer Sales

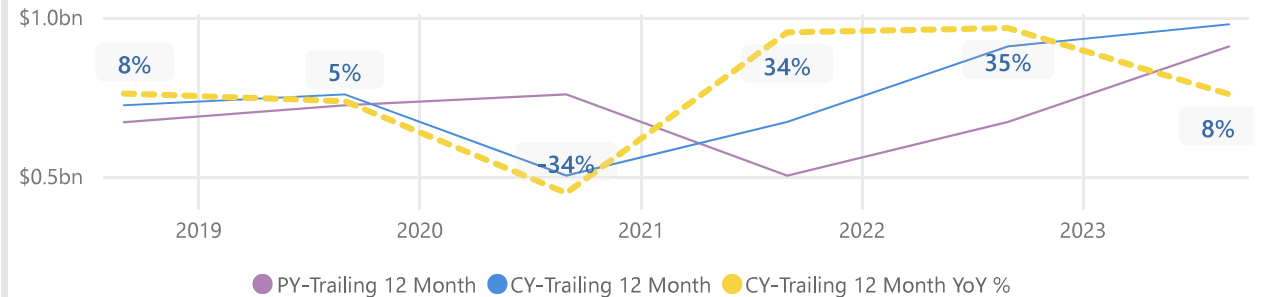
\$733.8M Total Receipts

5.8% YTD YoY %

YTD MoM + YoY Comparison Sep 2023



TTM YoY % Comparison Sep 2023

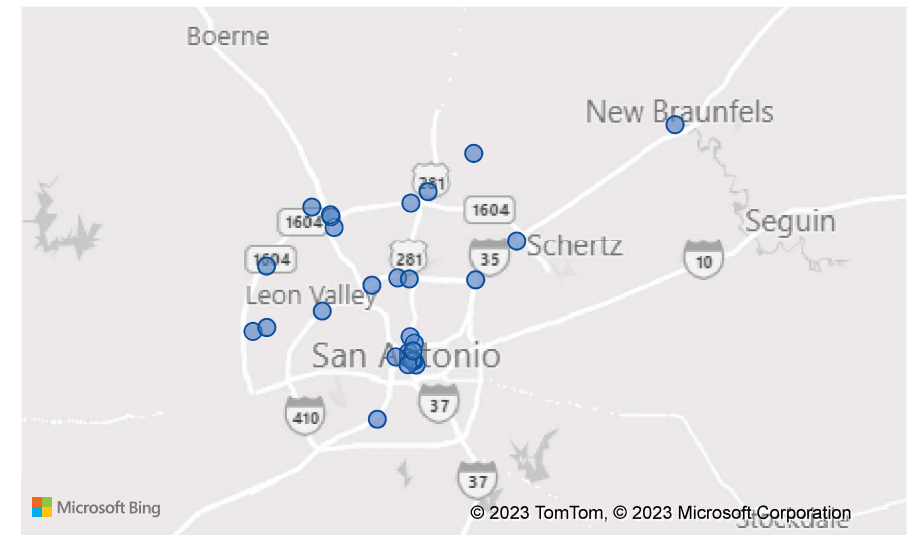


City	TABC Sales (Current Month)	TABC Sales YoY %	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales YoY % (TTM)
San Antonio	\$12,605,861	2.9%	\$97,302,507	5.0%	\$130,178,911	9%
ALAMODOME (SAN ANTONIO - 78203 - 1)	\$1,665,992	4.1%	\$5,180,276	67.6%	\$8,063,087	71%
HOSPITALITY INTERNATIONAL, INC. (SAN AN...)	\$1,604,531	-16.4%	\$15,629,346	4.1%	\$19,947,969	10%
LA CANTERA RESORT AND SPA (SAN ANTONI...)	\$1,068,576	10.8%	\$7,661,672	-7.9%	\$10,427,501	-1%
HOSPITALITY INTERNATIONAL INC (SAN ANT...)	\$540,441	11.8%	\$3,449,699	22.9%	\$4,701,684	40%
HOTEL EMMA (SAN ANTONIO - 78215 - 1)	\$461,687	-9.5%	\$4,682,784	-6.7%	\$6,791,979	-3%
HRHC, LLC (SAN ANTONIO - 78251 - 1)	\$449,191	25.8%	\$3,757,387	-5.0%	\$4,839,354	-7%
MCINTYRE'S CENTURY HEIGHTS (SAN ANTO...)	\$445,526		\$1,210,513		\$1,210,513	
SEAWORLD SAN ANTONIO (SAN ANTONIO - ...)	\$431,664	30.0%	\$3,324,101	-12.9%	\$4,199,126	-13%
GRAND RIVERWALK BEVERAGE LLC (SAN ANT...)	\$375,583	-5.8%	\$3,325,485	-1.4%	\$4,715,760	19%
HOWEL AT THE MOON (SAN ANTONIO - 782...)	\$339,765	-15.5%	\$3,054,297	-5.4%	\$4,120,875	-0%
KUNG FU SALOON (SAN ANTONIO - 78249 - 1)	\$331,087	72.5%	\$2,634,346	25.4%	\$3,316,281	58%
OJOS LOCOS SPORTS CANTINA (SAN ANTON...)	\$316,635	-4.8%	\$2,810,472	83.3%	\$3,693,622	
SUGARS (SAN ANTONIO - 78230 - 1)	\$307,921	-19.6%	\$2,715,000	-17.9%	\$3,792,062	-15%
THE ANGRY ELEPHANT/ROO PUB (SAN ANTO...)	\$301,771	3.3%	\$2,382,601	-5.4%	\$3,226,862	-6%
TOPGOLF USA SAN ANTONIO (SAN ANTONI...)	\$301,158	4.4%	\$2,809,850	-6.1%	\$3,791,889	-4%
HILTON PALACIO DEL RIO (SAN ANTONIO - 7...)	\$301,103	-7.3%	\$2,535,181	6.6%	\$3,529,501	16%
TWIN PEAKS (SAN ANTONIO - 78216 - 1)	\$294,586	-6.5%	\$2,619,938	-6.0%	\$3,514,947	-6%
BRASS MONKEY (SAN ANTONIO - 78212 - 2)	\$293,729	-0.9%	\$2,452,975	9.6%	\$3,158,406	3%
ROSARIO'S (SAN ANTONIO - 78205 - 4)	\$290,255		\$2,681,731		\$2,682,101	
MD BEVCO, INC. (SAN ANTONIO - 78205 - 1)	\$287,066	16.5%	\$2,392,053	8.8%	\$3,101,806	6%
LITTLE WOODROW'S (SAN ANTONIO - 78254...)	\$286,089	-23.7%	\$2,273,785	-31.4%	\$3,233,468	-2%
THOMPSON SAN ANTONIO BEVCO, LLC (SAN...)	\$283,901	-24.3%	\$2,917,735	-19.0%	\$4,057,460	-19%
BENTLEY'S BEER GARDEN (SAN ANTONIO - 7...)	\$278,591	-1.9%	\$3,158,330	56.9%	\$3,970,119	45%
COWBOYS (SAN ANTONIO - 78218 - 2)	\$276,264	-5.3%	\$2,277,551	-0.7%	\$3,066,660	-4%
CHICKEN N PICKLE (SAN ANTONIO - 78249 - 1)	\$271,947	-32.2%	\$2,574,177	-13.9%	\$3,756,932	-10%
LITTLE WOODROW'S (SAN ANTONIO - 78232...)	\$271,539	-22.9%	\$2,134,612	-20.2%	\$3,078,084	-17%
OJOS LOCOS SPORTS CANTINA (SAN ANTON...)	\$265,929	-3.7%	\$2,471,385	-15.5%	\$3,270,601	-17%
TWIN PEAKS (SAN ANTONIO - 78245 - 1)	\$263,334	2.9%	\$2,185,225	-0.6%	\$2,920,262	-1%
New Braunfels	\$315,413		\$3,276,105		\$4,029,952	
THE POUR HAUS (NEW BRAUNFELS - 78130 - ...)	\$315,413		\$3,276,105		\$4,029,952	
Live Oak	\$266,490		\$2,262,295		\$3,525,949	
TWIN PEAKS (LIVE OAK - 78233 - 1)	\$266,490		\$2,262,295		\$3,525,949	
Total	\$13,187,764	7.7%	\$102,840,907	10.9%	\$137,734,812	16%

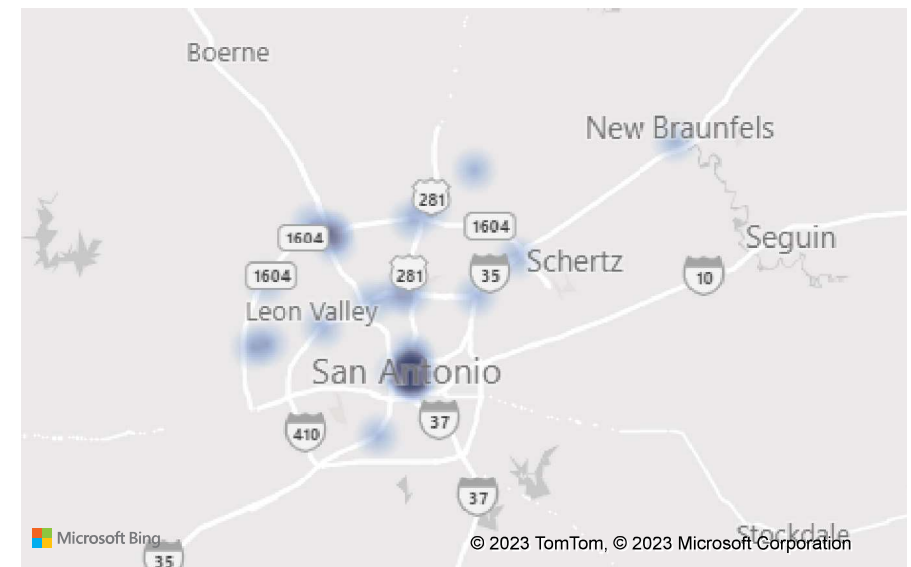
MSA

San Antonio-New Braunfels

Location Map



Heat Map



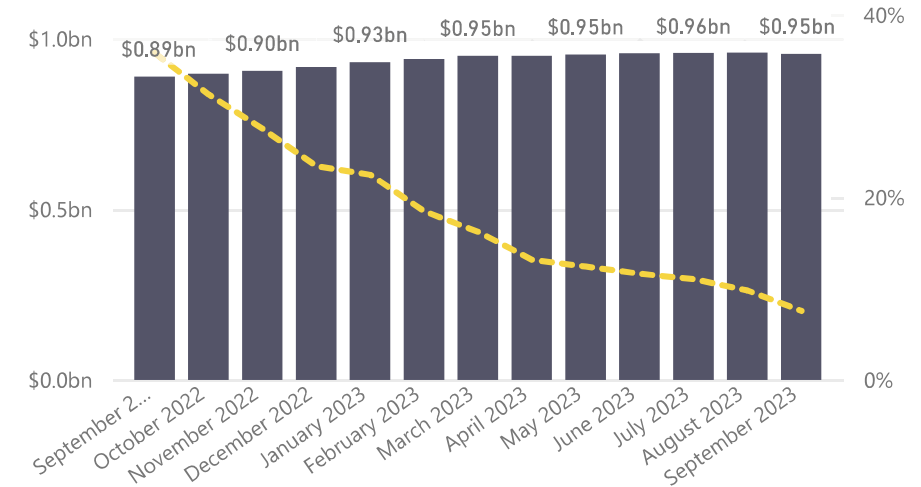
Region	TABC Sales (Current Month)	TABC Sales YoY% (Current Month)	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales - PY (TTM)	TABC Sales YoY% (TTM)
<input type="checkbox"/> San Antonio-New ...	\$74,447,824	-5.3%	\$716,719,987	54.3%	\$954,682,084	\$887,732,539	8%
San Antonio	\$63,346,662	-5.6%	\$609,990,370	39.6%	\$812,785,582	\$759,206,380	7%
New Braunfels	\$4,758,640	-7.6%	\$48,625,814	279.0%	\$63,926,137	\$58,723,496	9%
Boerne	\$1,008,380	23.8%	\$8,331,984	23.8%	\$11,037,995	\$9,725,234	13%
Helotes	\$867,040	-14.6%	\$6,539,858	27.6%	\$8,986,477	\$7,626,948	18%
Live Oak	\$656,261	53.0%	\$5,901,328	3.5%	\$8,362,560	\$4,712,452	77%
Selma	\$528,753	4.7%	\$4,956,181	22.7%	\$6,446,195	\$6,523,782	-1%
Seguin	\$521,537	-0.3%	\$4,984,841	10.7%	\$6,573,322	\$6,068,119	8%
Spring Branch	\$462,568	-24.8%	\$5,803,975	5.2%	\$7,601,266	\$6,630,348	15%
Schertz	\$459,983	-19.5%	\$4,636,020	17.4%	\$6,200,238	\$6,467,160	-4%
Universal City	\$423,209	3.9%	\$3,571,953	14.4%	\$4,716,330	\$4,666,491	1%
Bandera	\$354,989	45.9%	\$2,595,772	81.0%	\$3,351,698	\$2,011,492	67%
Cibolo	\$306,707	-0.7%	\$3,017,924	-4.1%	\$3,882,506	\$4,061,066	-4%
Alamo Heights	\$295,300	-11.9%	\$3,065,565	-11.4%	\$4,564,366	\$4,903,985	-7%
Canyon Lake	\$288,338	-26.1%	\$2,993,296	-7.7%	\$3,856,548	\$4,053,169	-5%
Shavano Park	\$169,457	-14.8%	\$1,705,106	2.1%	\$2,390,864	\$2,352,417	2%
Total	\$74,447,824	-5.3%	\$716,719,987	54.3%	\$954,682,084	\$887,732,539	8%

MSA

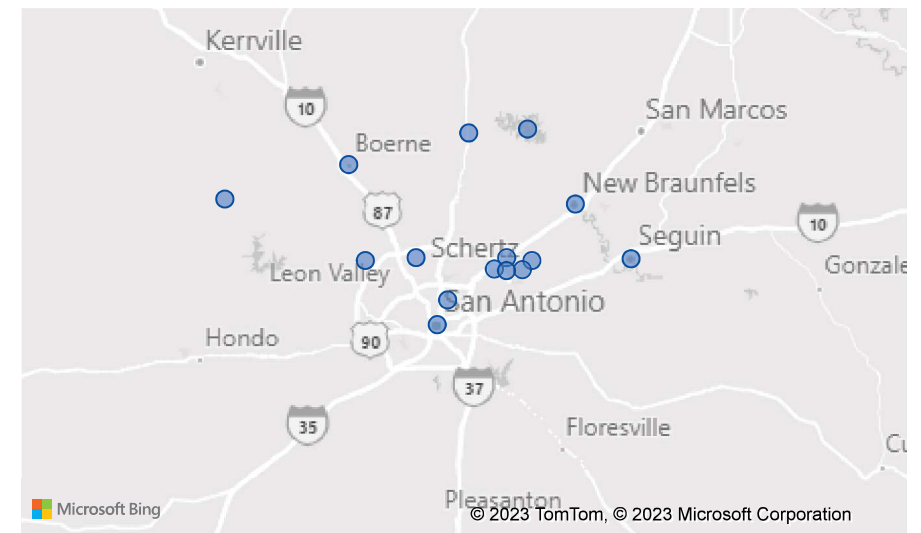
San Antonio-New Braunfels

Top 15 - YoY Comparison

● Same Store TTM (CY) ● CY-Trailing 12 Month YoY %



Location Map



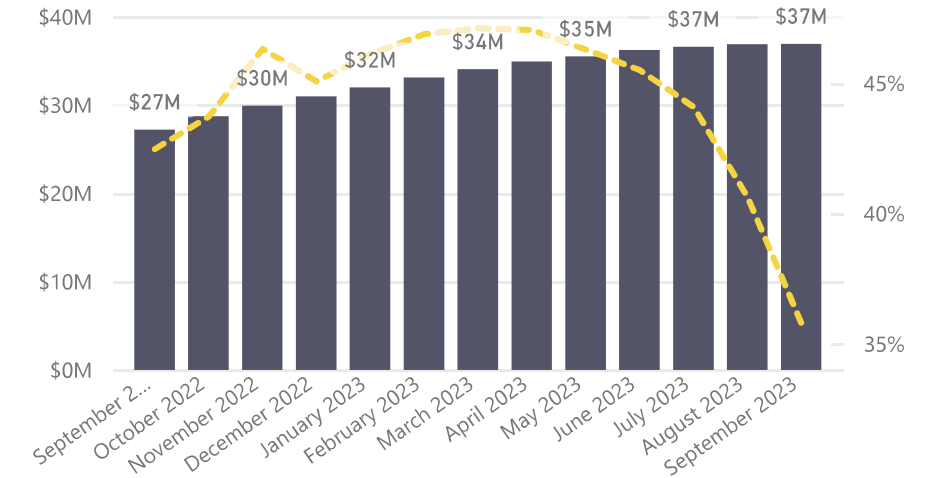
Region	TABC Sales (Current Month)	TABC Sales YoY% (Current Month)	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales - PY (TTM)	TABC Sales YoY% (TTM)
San Antonio-New ...	\$3,036,775	1.6%	\$27,277,170	36.2%	\$36,902,840	\$27,179,586	36%
Comfort	\$77,006	122.7%	\$584,038	24.8%	\$764,695	\$395,057	94%
Lytle	\$33,393	-23.8%	\$437,665	84.7%	\$565,690	\$311,228	82%
Devine	\$15,961	-65.4%	\$370,468	-5.5%	\$520,548	\$291,621	79%
Live Oak	\$656,261	53.0%	\$5,901,328	3.5%	\$8,362,560	\$4,712,452	77%
Medina	\$8,714	-25.6%	\$88,265	31.6%	\$115,660	\$67,087	72%
Bandera	\$354,989	45.9%	\$2,595,772	81.0%	\$3,351,698	\$2,011,492	67%
Castle Hills	\$162,622	3.1%	\$1,412,741	19.0%	\$1,876,081	\$1,301,097	44%
Floresville	\$63,078	-38.4%	\$826,125	196.4%	\$1,148,693	\$819,022	40%
Bulverde	\$136,463	7.1%	\$996,330	74.4%	\$1,363,339	\$1,103,352	24%
Balcones Heights	\$22,458	36.2%	\$192,904	23.7%	\$242,324	\$196,442	23%
China Grove	\$56,635	8.8%	\$491,335	17.2%	\$634,616	\$531,749	19%
Helotes	\$867,040	-14.6%	\$6,539,858	27.6%	\$8,986,477	\$7,626,948	18%
Hondo	\$53,003	72.6%	\$388,997	-35.8%	\$509,583	\$438,066	16%
Kirby	\$66,584	4.5%	\$647,369	11.0%	\$859,610	\$743,625	16%
Spring Branch	\$462,568	-24.8%	\$5,803,975	5.2%	\$7,601,266	\$6,630,348	15%
Total	\$3,036,775	1.6%	\$27,277,170	36.2%	\$36,902,840	\$27,179,586	36%

MSA

San Antonio-New Braunfels

Top 15 - YoY Comparison

● Same Store TTM (CY) ● CY-Trailing 12 Month YoY %



Location Map



Subject MSA: **San Antonio-New Braunfels** |
 City - 1: **San Antonio-New Braunfels (Region) + ...** |
 City - 2: **San Antonio-New Braunfels (Region) + ...** |
 City - 3: **San Antonio-New Braunfels (Region) + ...** |
 City - 4: **San Antonio-New Braunfels (Region) + ...**

San Antonio-New Braunfels

\$977,312,693
CY-Trailing 12 Month

7.6%
CY-Trailing 12 Month YoY %

\$907,916,966
PY-Trailing 12 Month

San Antonio

\$812,785,582
CY-Trailing 12 Month

7.1%
CY-Trailing 12 Month YoY %

\$759,206,380
PY-Trailing 12 Month

New Braunfels

\$63,926,137
CY-Trailing 12 Month

8.86%
CY-Trailing 12 Month YoY %

\$58,723,496
PY-Trailing 12 Month

Schertz

\$6,200,238
CY-Trailing 12 Month

-4.13%
CY-Trailing 12 Month YoY %

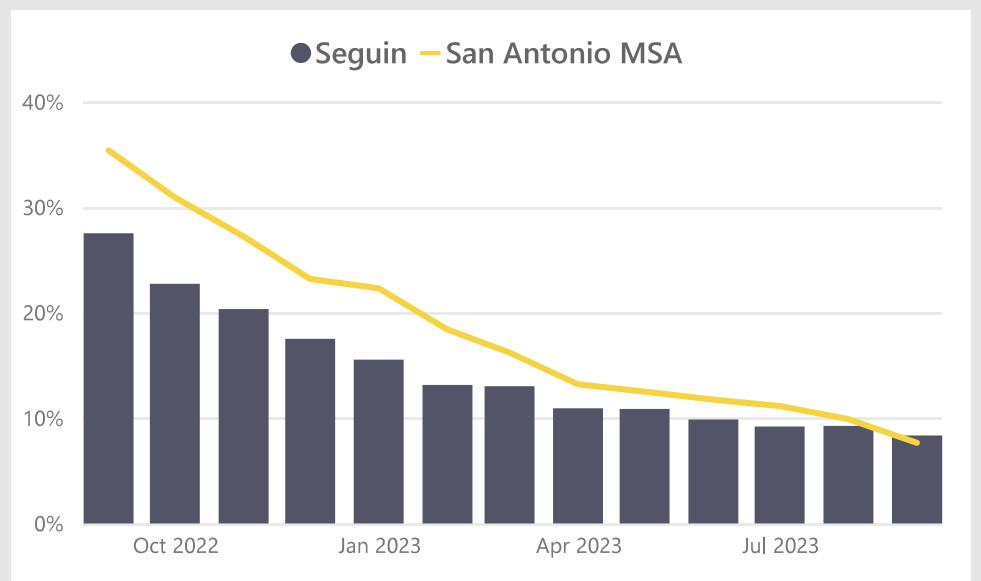
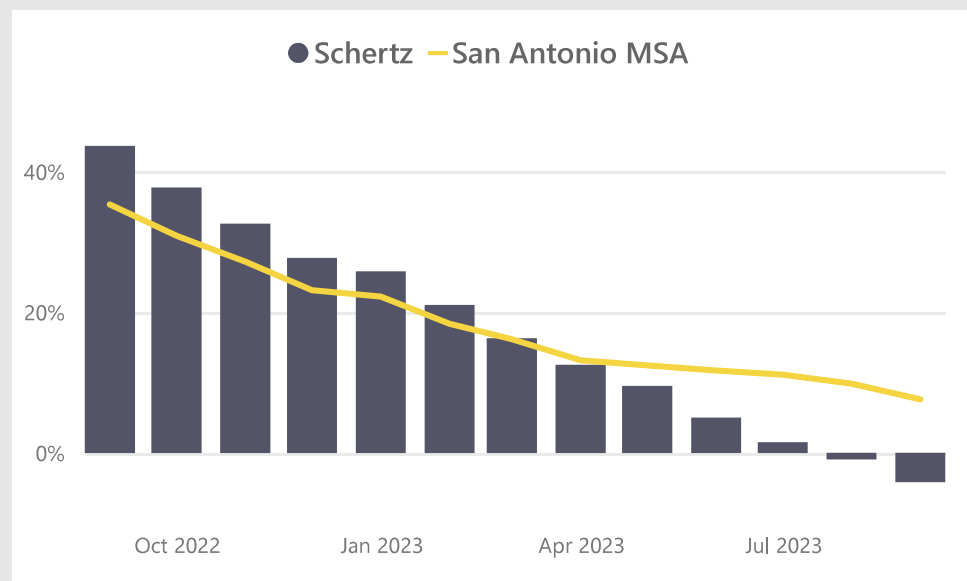
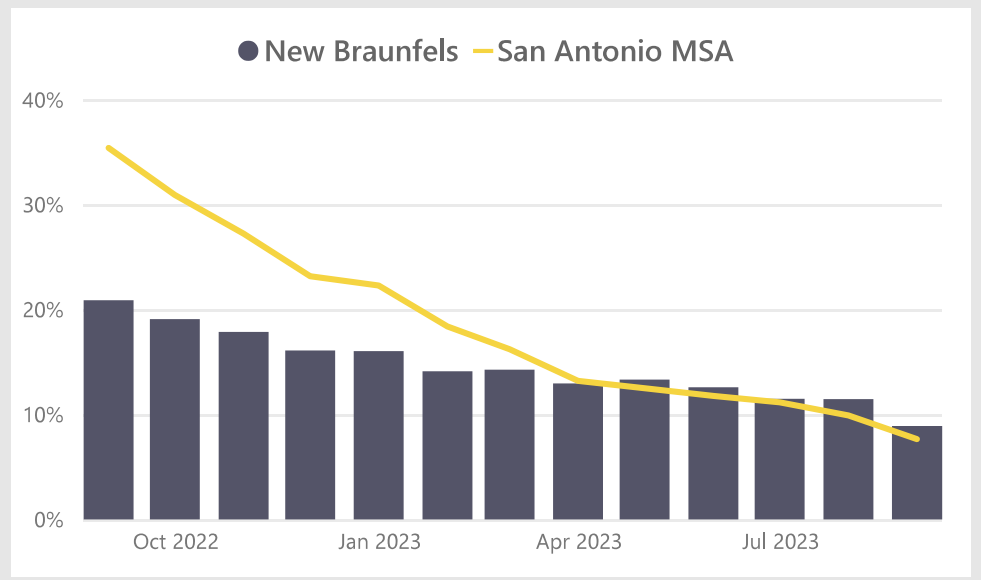
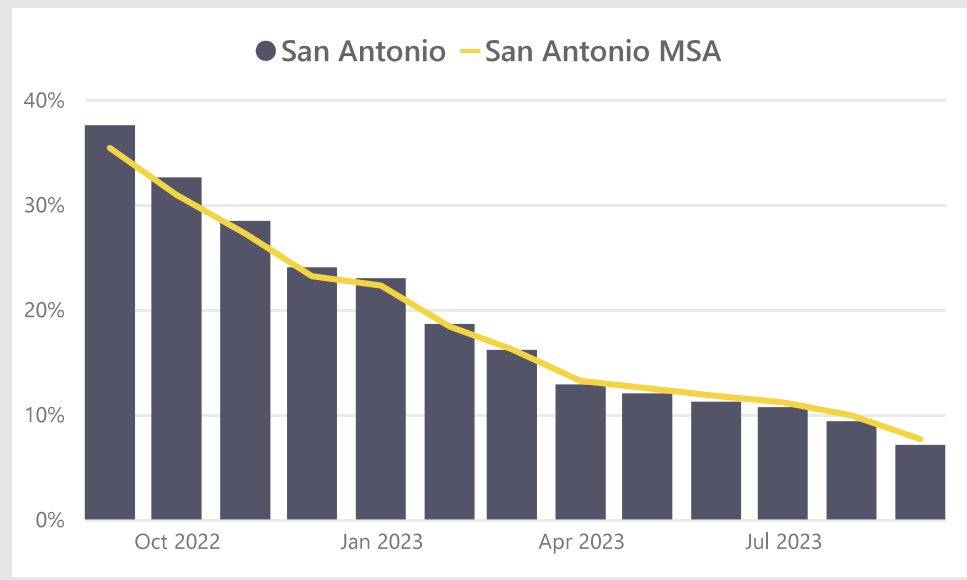
\$6,467,160
PY-Trailing 12 Month

Seguin

\$6,573,322
CY-Trailing 12 Month

8.33%
CY-Trailing 12 Month YoY %

\$6,068,119
PY-Trailing 12 Month



Subject MSA ▼
 San Antonio-New Braunfels ▼

MSA - 1 ▼
 Dallas-Fort Worth ▼

MSA - 2 ▼
 Austin-Round Rock-San Marcos ▼

MSA - 3 ▼
 Houston-The Woodlands-Sugarland ▼

MSA - 4 ▼
 El Paso ▼

San Antonio-New Braunfels

\$977,312,693 7.6%
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %

\$907,916,966
 PY-Trailing 12 Month

Dallas-Fort Worth

\$3,218,688,173 7.3%
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %

\$2,999,000,147
 PY-Trailing 12 Month

Austin-Round Rock-San Marcos

\$1,454,635,392 7.27%
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %

\$1,356,054,766
 PY-Trailing 12 Month

Houston-The Woodlands-Sugarland

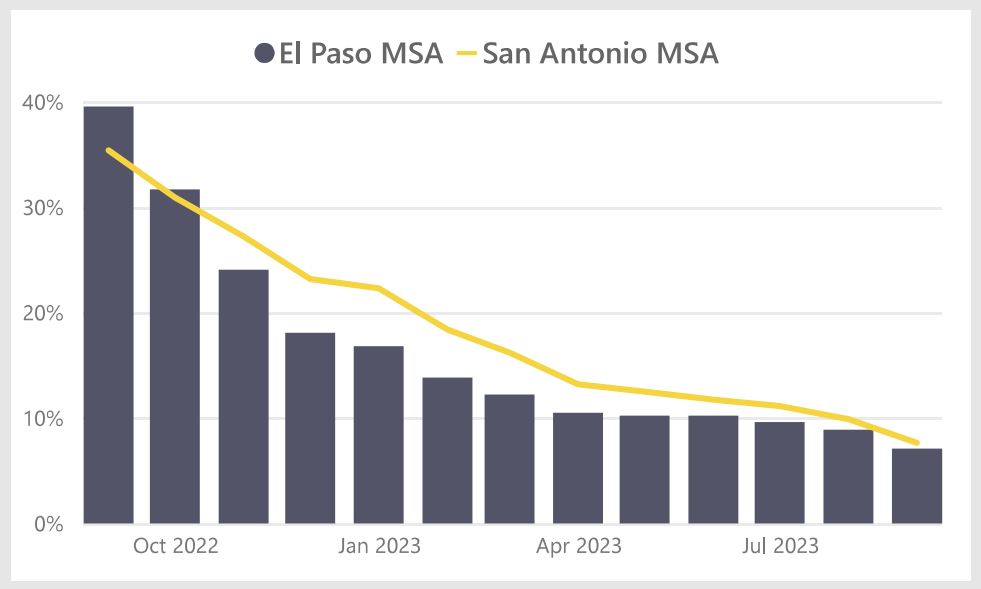
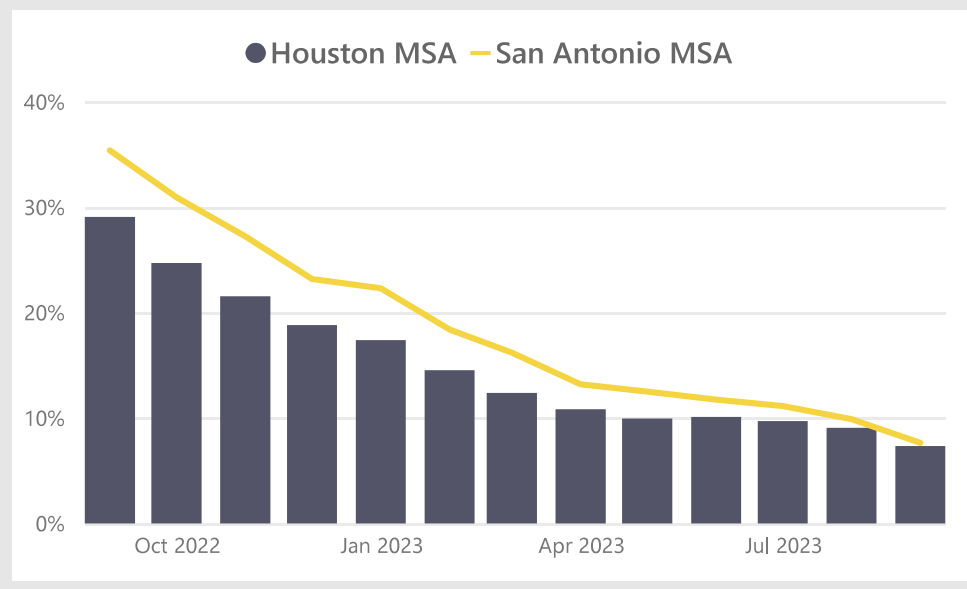
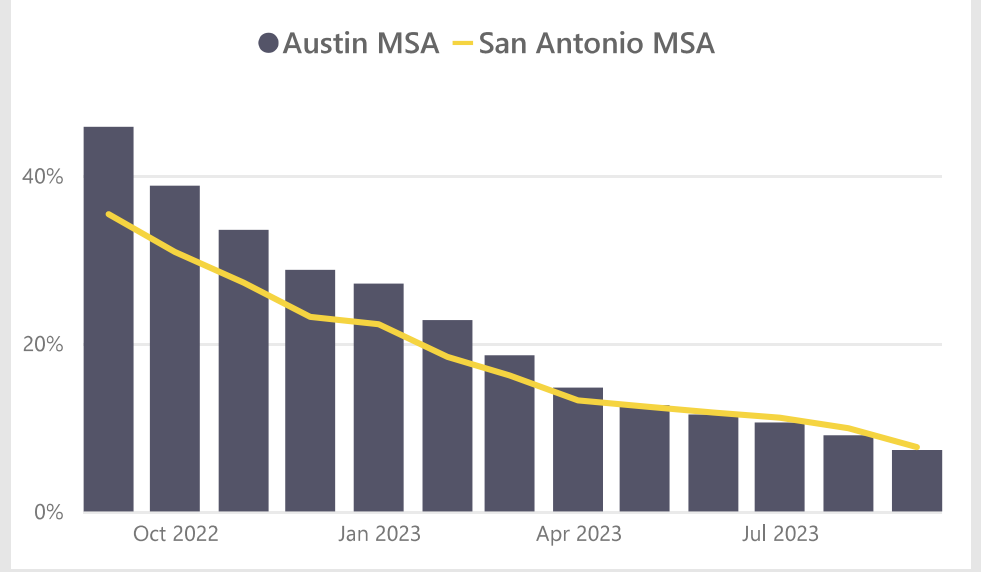
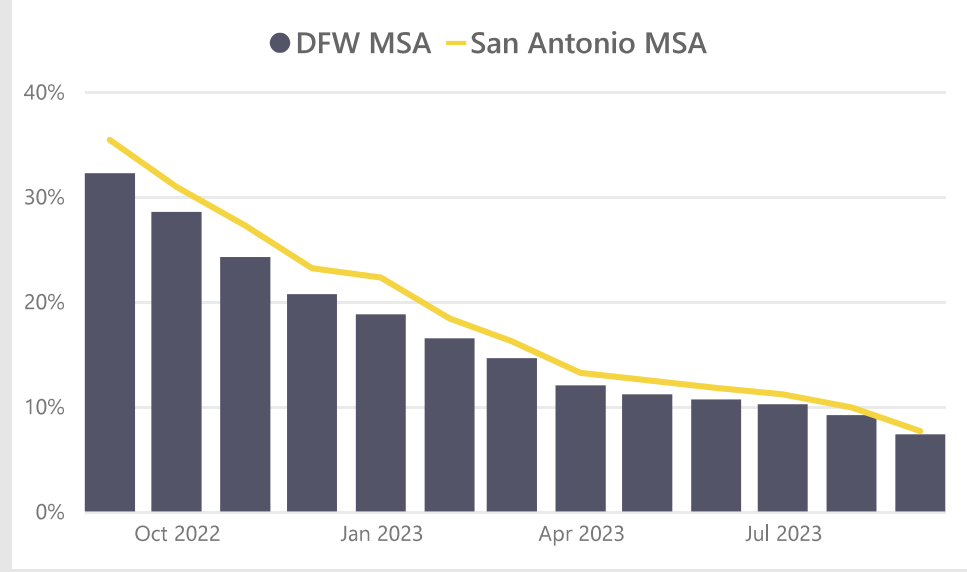
\$2,464,928,630 7.33%
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %

\$2,296,680,265
 PY-Trailing 12 Month

El Paso

\$242,133,761 7.08%
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %

\$226,127,899
 PY-Trailing 12 Month



MSA

San Antonio-New Braunfels

MSA Snapshot

7.6%

City YoY %

\$977,312,693

CY-Trailing 12 Month

\$907,916,966

PY-Trailing 12 Month

State Snapshot

7%

State YoY %

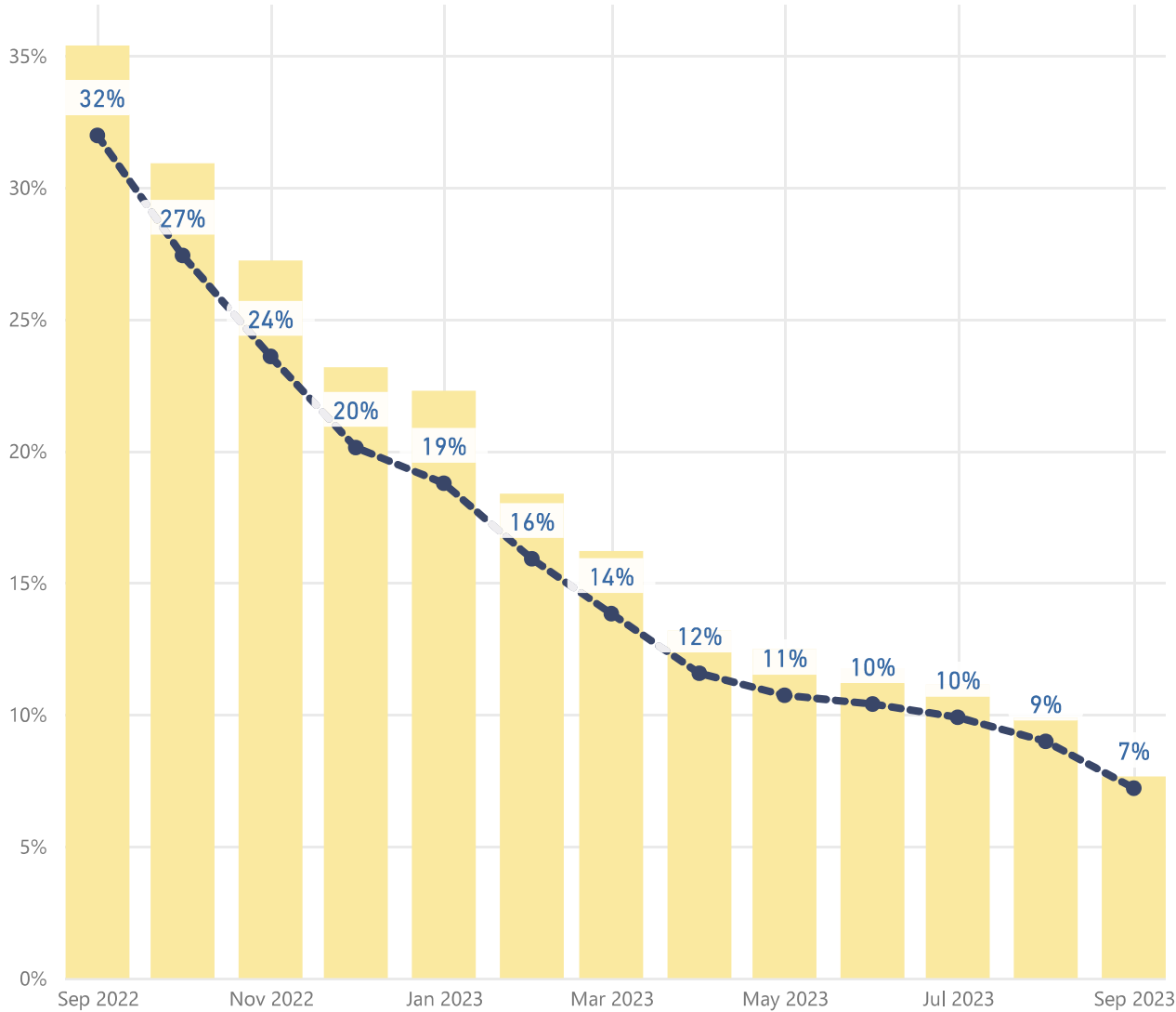
\$10,090,641,763

CY-Trailing 12 Month

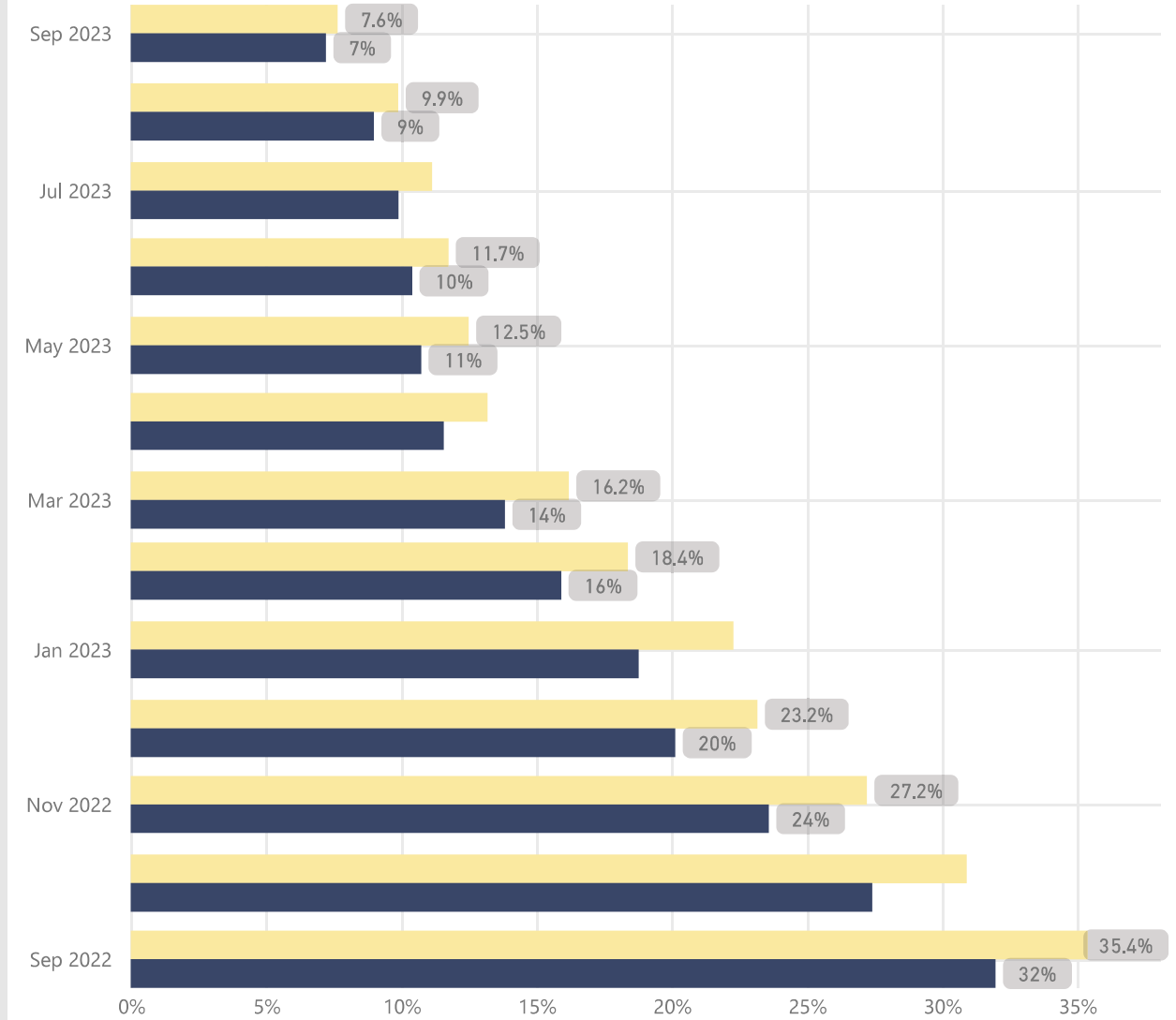
\$9,412,527,403

PY-Trailing 12 Month

● San Antonio MSA ● State



● San Antonio MSA ● State



AUSTIN MSA

TABC Sales Summary

Top 30 Locations – Current Month Sales

Top 15 Cities – TTM Volume

Top 15 Cities – TTM % Increase

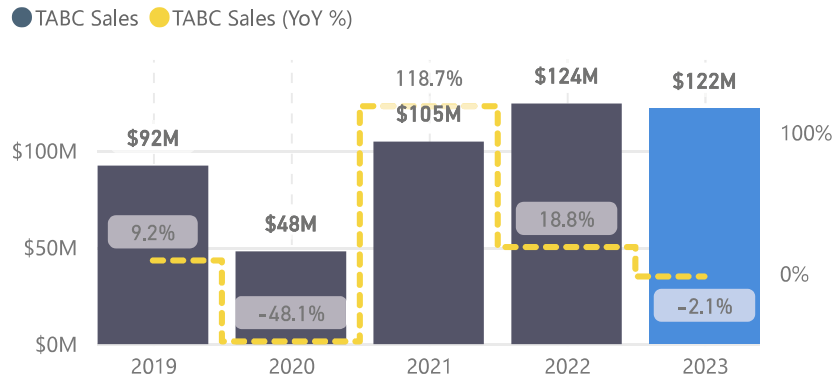
Comparison – Adjacent Cities

Comparison – Region + Top Cities

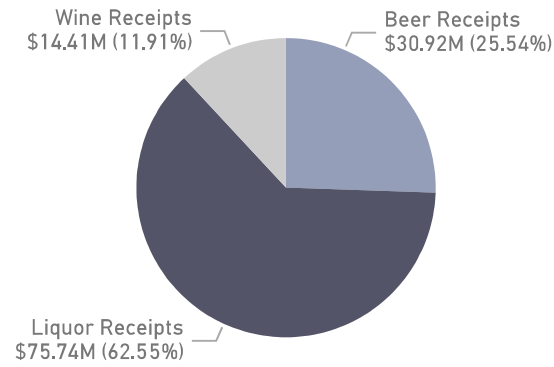
Comparison – State



YoY Sep 2023 Comparison



Sep 2023 Category %



Sep 2023 Receipts

\$75,735,730
Liquor Sales

\$14,414,838
Wine Sales

\$30,920,083
Beer Sales

\$121.6M Total Receipts

-2.1% Month YoY %

MSA

Austin-Round Rock-San Marcos

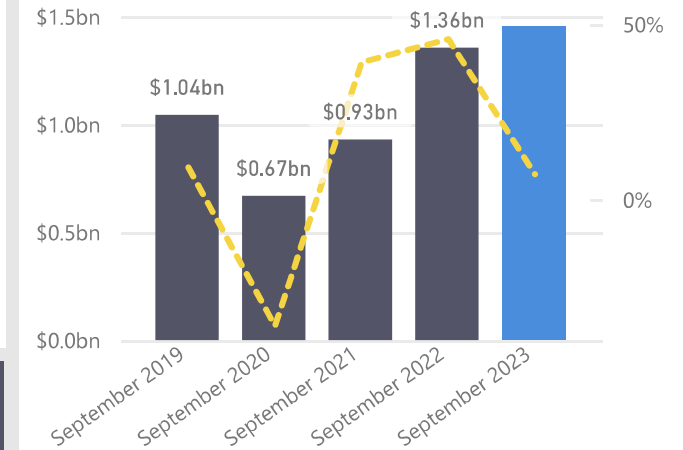
Austin-Round Rock-San Marcos

1,517 Locations Reporting > \$0

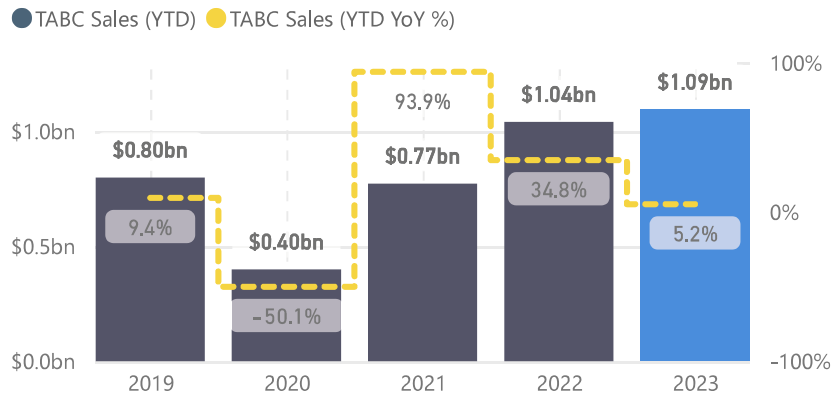
\$958,890 TTM Per Location

TTM YoY Comparison Sep 2023

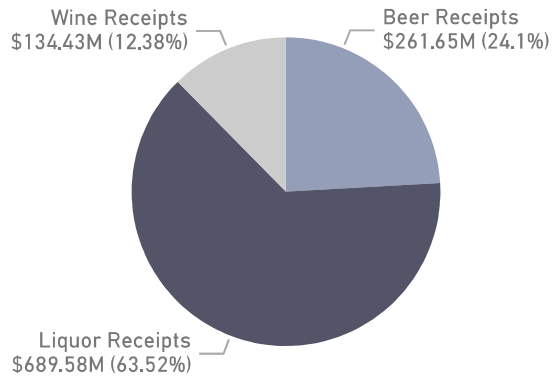
Same Store TTM (CY) (Dark Blue), CY-Trailing 12 Month YoY % (Yellow dashed line)



YTD Sep 2023 Comparison



YTD Sep 2023 - Category %



YTD Sep 2023 Receipts

\$689,579,134
Liquor Sales

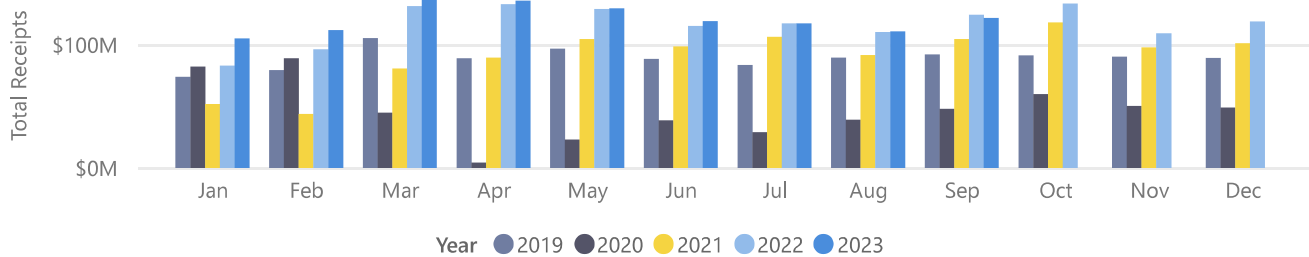
\$134,432,213
Wine Sales

\$261,653,270
Beer Sales

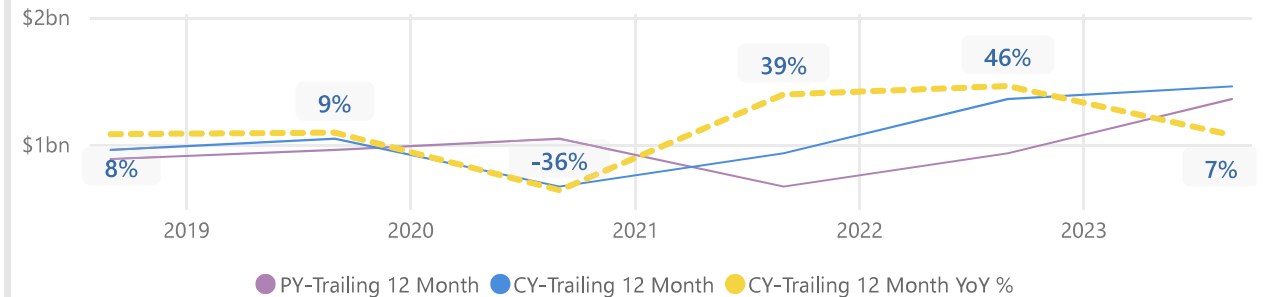
\$1.1bn Total Receipts

5.2% YTD YoY %

YTD MoM + YoY Comparison Sep 2023



TTM YoY % Comparison Sep 2023

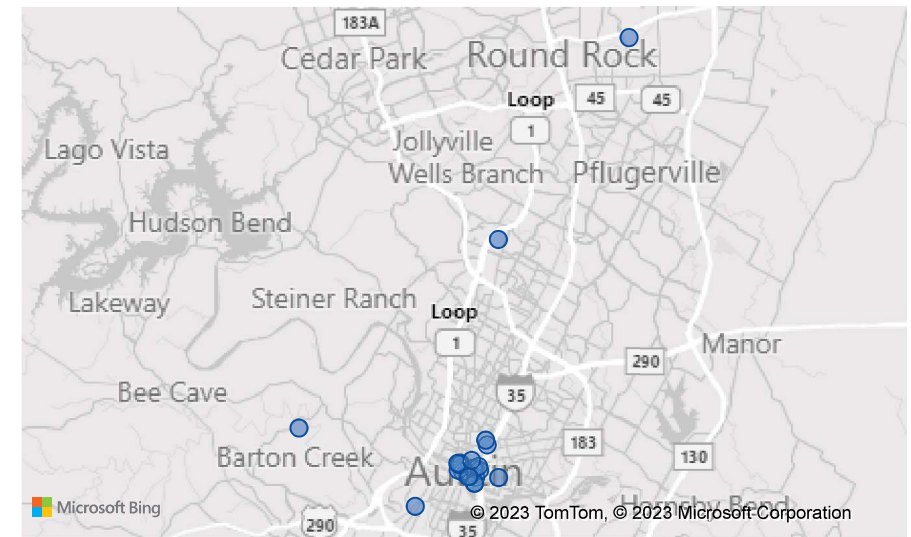


City	TABC Sales (Current Month)	TABC Sales YoY %	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales YoY % (TTM)
Austin	\$18,583,532	15.6%	\$130,773,093	16.4%	\$173,935,464	22%
MOODY CENTER AT UNIVERSITY OF TEXAS (A...	\$3,206,700	160.4%	\$13,143,140	65.7%	\$18,863,107	
WLS BEVERAGE CO (AUSTIN - 78701 - 37)	\$1,392,187	-2.2%	\$12,905,898	22.2%	\$17,294,070	29%
FAIRMONT AUSTIN HOTEL (AUSTIN - 78701 - ...)	\$884,328	-34.4%	\$7,920,148	-8.2%	\$10,305,328	-4%
PROPER HOTEL (AUSTIN - 78701 - 1)	\$848,664	17.2%	\$7,028,136	26.0%	\$9,203,908	27%
OMNI BARTON CREEK RESORT & SPA (AUSTI...	\$763,305	-14.1%	\$6,459,290	8.9%	\$8,821,855	7%
BUFORD'S (AUSTIN - 78701 - 1)	\$762,714	46.7%	\$4,496,132	45.0%	\$6,187,618	49%
MATT'S EL RANCHO, INC. (AUSTIN - 78704 - 3)	\$684,634	-1.0%	\$5,993,160	8.7%	\$7,899,598	12%
WLS BEVERAGE COMPANY (AUSTIN - 78701 - ...)	\$652,610	-14.6%	\$5,816,312	0.5%	\$7,657,975	7%
ROSE ROOM/ 77 DEGREES (AUSTIN - 78758 - ...)	\$575,616	-18.3%	\$4,863,737	-25.0%	\$6,619,268	-24%
THE UNIVERSITY OF TEXAS CLUB (AUSTIN - 7...	\$539,329	110.9%	\$834,000	49.1%	\$1,229,512	17%
UNBARLIEVABLE (AUSTIN - 78701 - 1)	\$514,228	-51.1%	\$5,320,594	-40.5%	\$7,079,958	-37%
THE ORIGINAL HOFFBRAU INC DBA THE HOF...	\$508,897	6.6%	\$2,995,172	8.7%	\$4,043,361	11%
OJOS LOCOS SPORTS CANTINA (AUSTIN - 78...	\$490,730	16.7%	\$4,220,274	11.3%	\$5,517,948	9%
ASYLUM CC, LLC (AUSTIN - 78701 - 1)	\$482,584		\$3,120,157		\$3,120,157	
3TEN THEATER & ACL LIVE AT MOODY THEAT...	\$472,992		\$4,341,508		\$4,341,508	
ABA AUSTIN (AUSTIN - 78704 - 1)	\$472,520	17.9%	\$4,296,013	20.0%	\$5,619,699	19%
MALA VIDA (AUSTIN - 78701 - 1)	\$461,664	-13.5%	\$3,606,727	29.6%	\$4,695,172	50%
SAN JACINTO BEVERAGE COMPANY LLC (AUS...	\$457,307	1.4%	\$3,754,569	-0.9%	\$5,558,287	11%
LITTLE WOODROW'S (AUSTIN - 78701 - 1)	\$441,048	0.0%	\$2,265,557	344.6%	\$3,271,850	
THE BEEZ KNEEZ/THE CAT'S PAJAMAS (AUSTI...	\$425,400	5.3%	\$3,359,322	19.0%	\$4,380,662	22%
GREEN LIGHT SOCIAL (AUSTIN - 78701 - 2)	\$421,413	-12.2%	\$3,182,229	-16.1%	\$4,438,765	-13%
CANTINA 512 (AUSTIN - 78701 - 1)	\$419,285	-9.6%	\$3,525,448	47.8%	\$4,475,907	
STUBB'S BAR-B-Q (AUSTIN - 78701 - 1)	\$406,833	54.8%	\$2,323,293	-15.5%	\$3,694,027	-1%
THE LINE (AUSTIN - 78701 - 1)	\$399,516	-9.9%	\$3,415,527	-11.4%	\$4,449,942	-11%
WHISKEY TANGO FOXTROT ICE HOUSE (AUST...	\$395,538	1.2%	\$2,443,297	5.1%	\$3,178,416	6%
BLIND PIG PUB / PIG PEN (AUSTIN - 78701 - 1)	\$384,909	-21.2%	\$2,609,324	-15.2%	\$3,547,121	-13%
WHISLER'S (AUSTIN - 78702 - 1)	\$376,354	-16.4%	\$3,669,839	-4.2%	\$4,849,017	-2%
MALA FAMA (AUSTIN - 78701 - 1)	\$374,635		\$739,972		\$739,972	
KEY BAR (AUSTIN - 78701 - 1)	\$367,592	-0.5%	\$2,124,318	64.8%	\$2,851,456	96%
Round Rock	\$1,127,682	64.8%	\$10,546,767	11.4%	\$13,450,800	12%
KALAHARI RESORT (ROUND ROCK - 78665 - 1)	\$1,127,682	64.8%	\$10,546,767	11.4%	\$13,450,800	12%
Total	\$19,711,214	17.6%	\$141,319,860	16.0%	\$187,386,264	21%

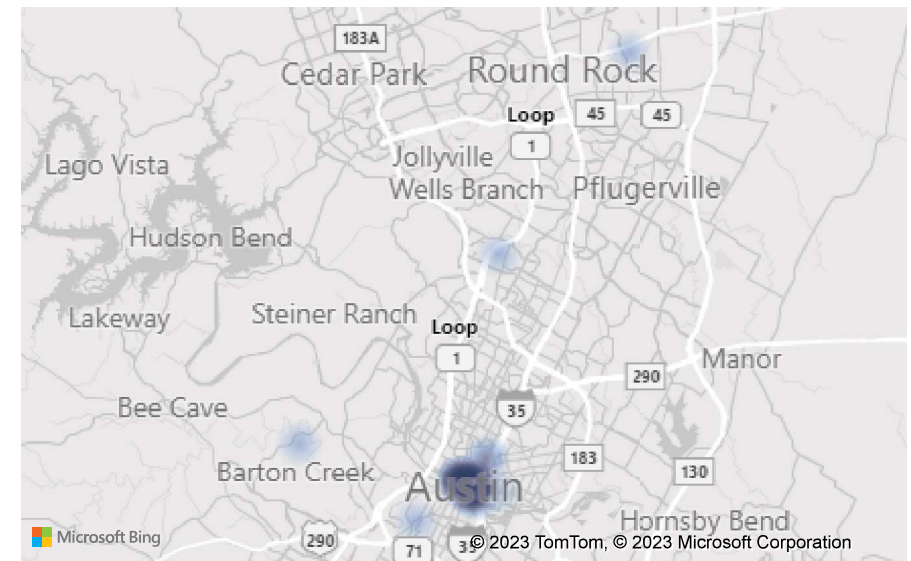
MSA

Austin-Round Rock-San Marcos

Location Map



Heat Map



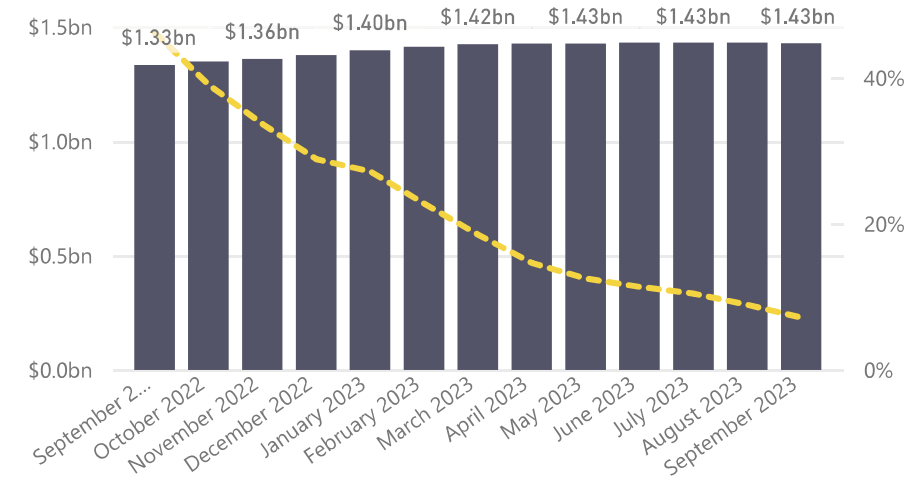
Region	TABC Sales (Current Month)	TABC Sales YoY% (Current Month)	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales - PY (TTM)	TABC Sales YoY% (TTM)
<input type="checkbox"/> Austin-Round Roc...	\$119,380,434	-2.1%	\$1,072,203,844	145.6%	\$1,427,073,678	\$1,332,001,793	7%
Austin	\$97,922,447	-3.3%	\$874,161,803	150.7%	\$1,167,000,383	\$1,093,332,858	7%
Round Rock	\$5,740,327	8.0%	\$53,438,458	49.4%	\$70,009,052	\$62,613,156	12%
San Marcos	\$3,339,550	-3.4%	\$31,199,932	35.0%	\$41,073,800	\$38,878,567	6%
Cedar Park	\$2,583,809	3.3%	\$23,826,396	16.2%	\$31,447,955	\$29,700,214	6%
Georgetown	\$2,025,652	11.7%	\$18,069,886	70.4%	\$24,064,631	\$22,508,008	7%
Pflugerville	\$1,414,406	-1.2%	\$13,685,386	12.2%	\$17,584,819	\$15,323,610	15%
Lakeway	\$1,023,919	-5.2%	\$9,489,761	240.0%	\$12,428,971	\$12,626,394	-2%
Buda	\$1,008,197	15.6%	\$9,072,963	53.5%	\$11,719,981	\$9,518,217	23%
Dripping Springs	\$843,441	-3.5%	\$7,237,110	71.7%	\$9,702,165	\$9,966,047	-3%
Kyle	\$760,207	19.9%	\$6,437,566	111.9%	\$8,285,022	\$7,343,235	13%
Bee Cave	\$696,925	-12.8%	\$6,955,362	28.9%	\$9,528,287	\$9,458,628	1%
Bastrop	\$641,416	0.9%	\$5,713,841	13.8%	\$7,579,764	\$6,976,624	9%
Leander	\$587,863	5.8%	\$4,904,468	5.5%	\$6,320,268	\$5,929,540	7%
Wimberley	\$472,772	-7.6%	\$5,036,217	75.6%	\$6,496,907	\$5,099,728	27%
Liberty Hill	\$319,503	31.6%	\$2,974,695	5,276.7%	\$3,831,673	\$2,726,967	41%
Total	\$119,380,434	-2.1%	\$1,072,203,844	145.6%	\$1,427,073,678	\$1,332,001,793	7%

MSA

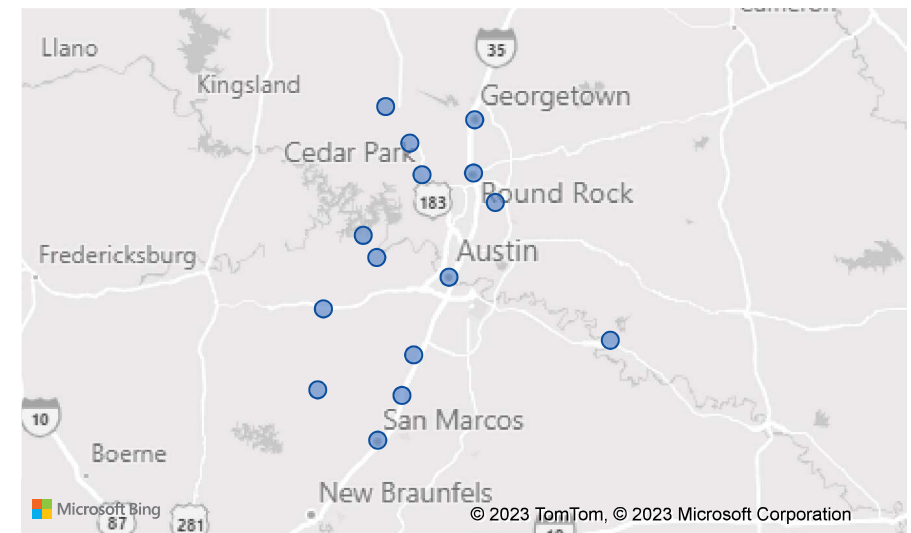
Austin-Round Rock-San Marcos

Top 15 - YoY Comparison

● Same Store TTM (CY) ● CY-Trailing 12 Month YoY %



Location Map



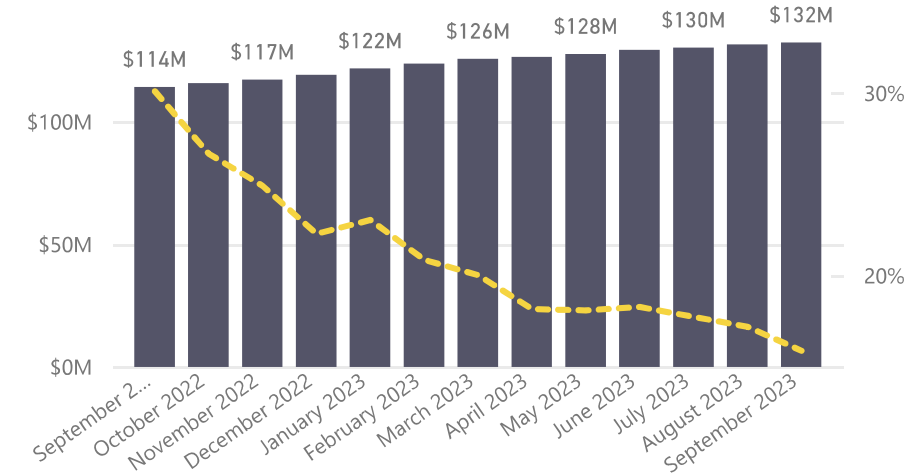
Region	TABC Sales (Current Month)	TABC Sales YoY% (Current Month)	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales - PY (TTM)	TABC Sales YoY% (TTM)
<input checked="" type="checkbox"/> Austin-Round Roc...	\$10,955,262	8.0%	\$101,620,480	211.5%	\$132,244,420	\$114,123,560	16%
Jonestown	\$147,243	-5.2%	\$1,436,249	56.3%	\$1,849,349	\$1,198,363	54%
Granger	\$28,355	171.2%	\$214,474		\$254,182	\$172,565	47%
Florence	\$80,137	10.2%	\$780,876	7.8%	\$954,800	\$654,037	46%
Liberty Hill	\$319,503	31.6%	\$2,974,695	5,276.7%	\$3,831,673	\$2,726,967	41%
Manor	\$172,174	-17.5%	\$1,812,214	10.4%	\$2,388,362	\$1,832,315	30%
Wimberley	\$472,772	-7.6%	\$5,036,217	75.6%	\$6,496,907	\$5,099,728	27%
Jarrell	\$144,693	35.7%	\$1,108,143	4.6%	\$1,410,181	\$1,132,791	24%
Buda	\$1,008,197	15.6%	\$9,072,963	53.5%	\$11,719,981	\$9,518,217	23%
Rollingwood	\$24,521	-11.7%	\$251,846	27.1%	\$343,605	\$281,803	22%
West Lake Hills	\$319,445	6.4%	\$2,818,985	9.3%	\$3,814,257	\$3,314,300	15%
Pflugerville	\$1,414,406	-1.2%	\$13,685,386	12.2%	\$17,584,819	\$15,323,610	15%
Elgin	\$128,917	20.0%	\$1,136,245	3.9%	\$1,485,307	\$1,302,205	14%
Taylor	\$194,365	31.8%	\$1,416,163	55.5%	\$1,816,923	\$1,610,268	13%
Kyle	\$760,207	19.9%	\$6,437,566	111.9%	\$8,285,022	\$7,343,235	13%
Round Rock	\$5,740,327	8.0%	\$53,438,458	49.4%	\$70,009,052	\$62,613,156	12%
Total	\$10,955,262	8.0%	\$101,620,480	211.5%	\$132,244,420	\$114,123,560	16%

MSA

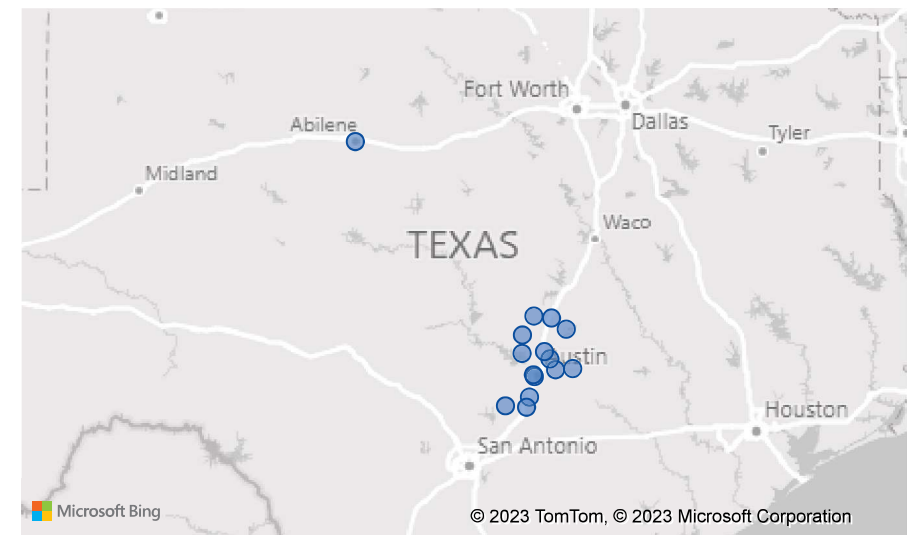
Austin-Round Rock-San Marcos

Top 15 - YoY Comparison

● Same Store TTM (CY) ● CY-Trailing 12 Month YoY %



Location Map



Subject MSA ▼
 Austin-Round Rock-San Marcos ▼

City - 1 ▼
 Austin-Round Rock-San Marcos (Region... ▼

City - 2 ▼
 Austin-Round Rock-San Marcos (Region... ▼

City - 3 ▼
 Austin-Round Rock-San Marcos (Region... ▼

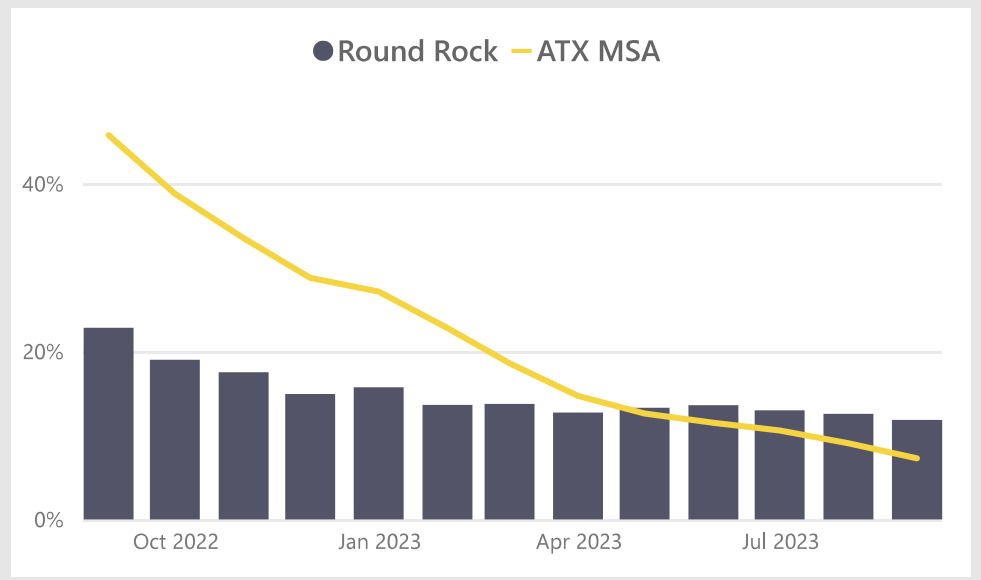
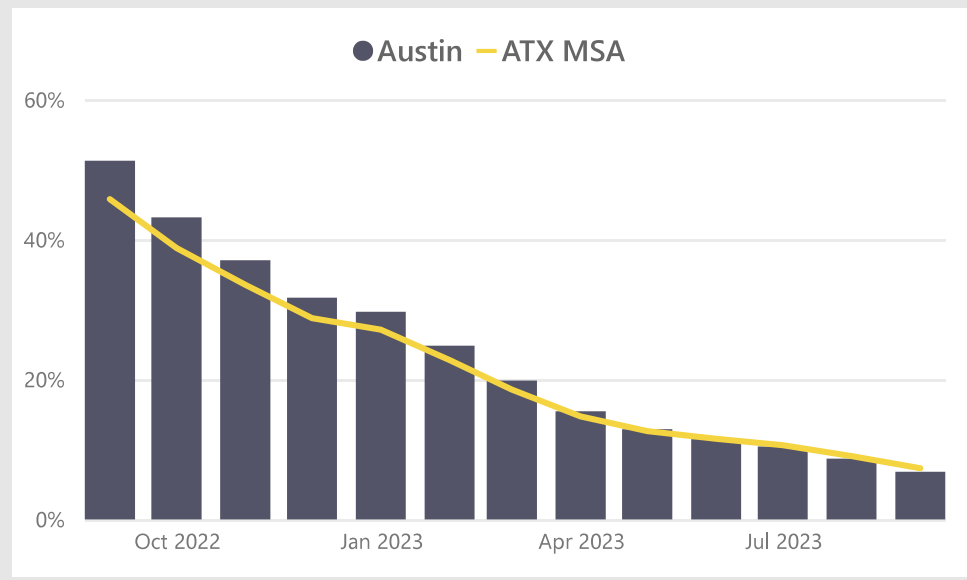
City - 4 ▼
 Austin-Round Rock-San Marcos (Region... ▼

Austin-Round Rock-San Marcos

\$1,454,635,392
CY-Trailing 12 Month

7.3%
CY-Trailing 12 Month YoY %

\$1,356,054,766
PY-Trailing 12 Month

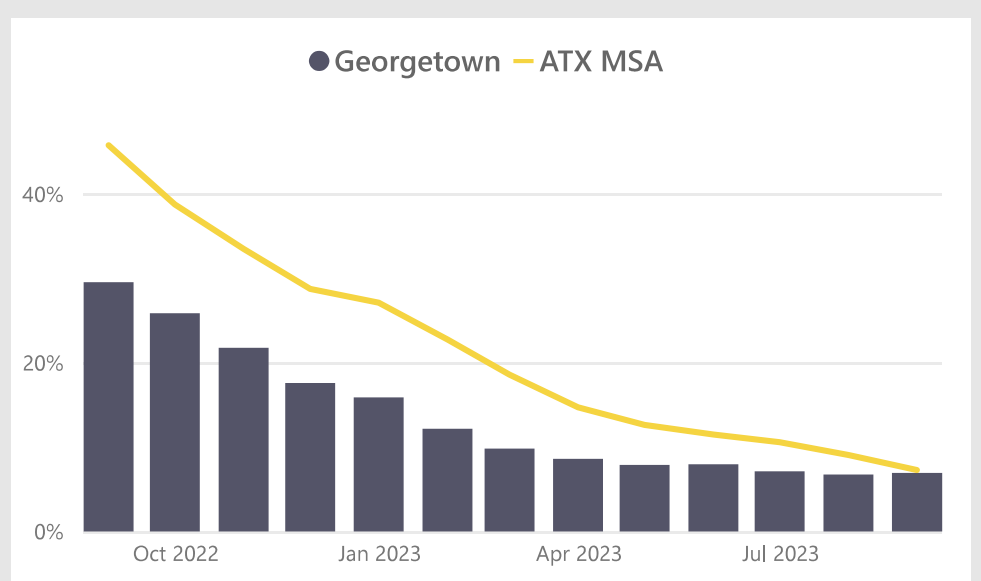
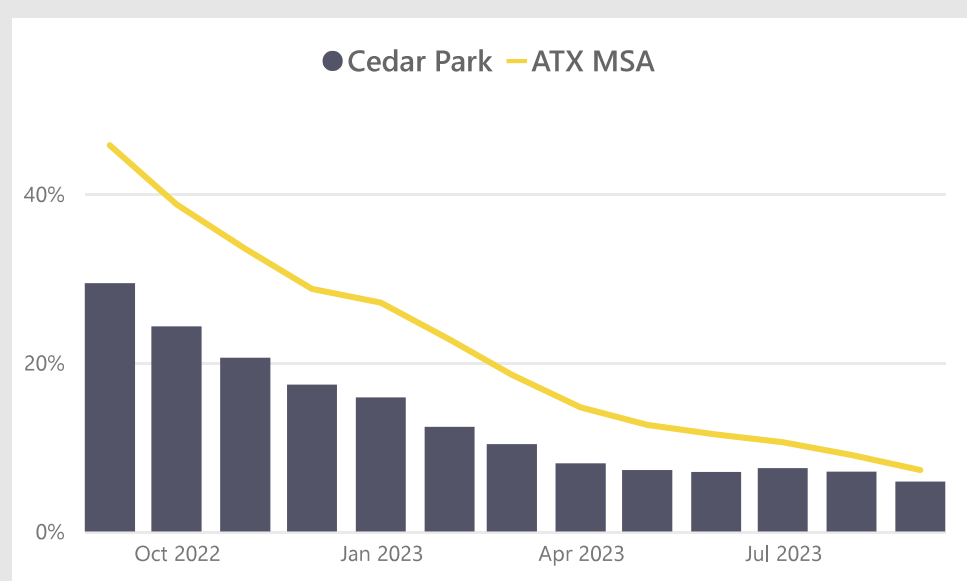


Austin

\$1,167,000,383
CY-Trailing 12 Month

6.7%
CY-Trailing 12 Month YoY %

\$1,093,332,858
PY-Trailing 12 Month



Round Rock

\$70,009,052
CY-Trailing 12 Month

11.81%
CY-Trailing 12 Month YoY %

\$62,613,156
PY-Trailing 12 Month

Cedar Park

\$31,447,955
CY-Trailing 12 Month

5.88%
CY-Trailing 12 Month YoY %

\$29,700,214
PY-Trailing 12 Month

Georgetown

\$24,064,631
CY-Trailing 12 Month

6.92%
CY-Trailing 12 Month YoY %

\$22,508,008
PY-Trailing 12 Month

Subject MSA: **Austin-Round Rock-San Marcos** |
 MSA - 1: **Houston-The Woodlands-Sugarland** |
 MSA - 2: **Dallas-Fort Worth** |
 MSA - 3: **San Antonio-New Braunfels** |
 MSA - 4: **El Paso**

Austin-Round Rock-San Marcos

\$1,454,635,392 7.3%
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %

\$1,356,054,766
 PY-Trailing 12 Month

Houston-The Woodlands-Sugarland

\$2,464,928,630 7.3%
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %

\$2,296,680,265
 PY-Trailing 12 Month

Dallas-Fort Worth

\$3,218,688,173 7.33%
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %

\$2,999,000,147
 PY-Trailing 12 Month

San Antonio-New Braunfels

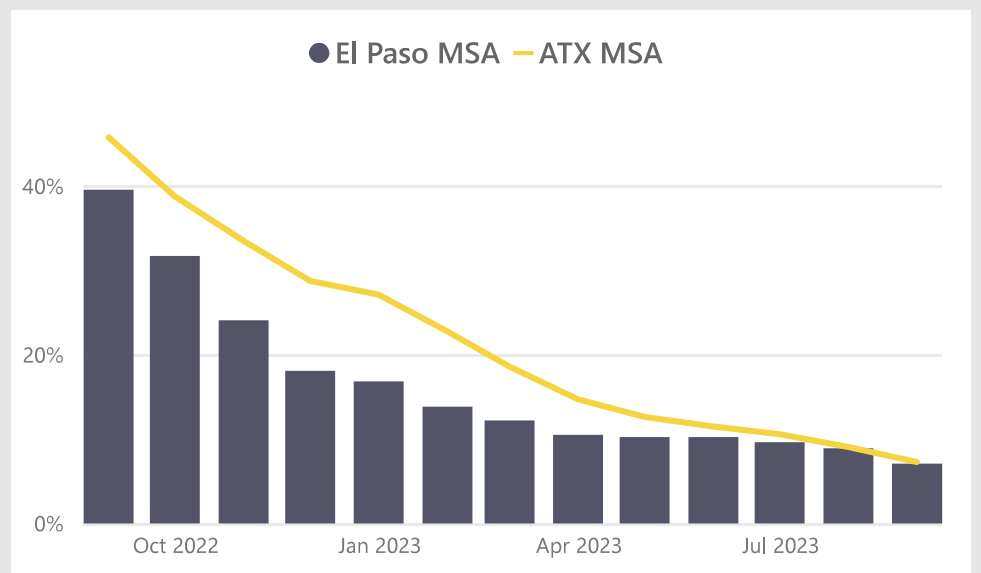
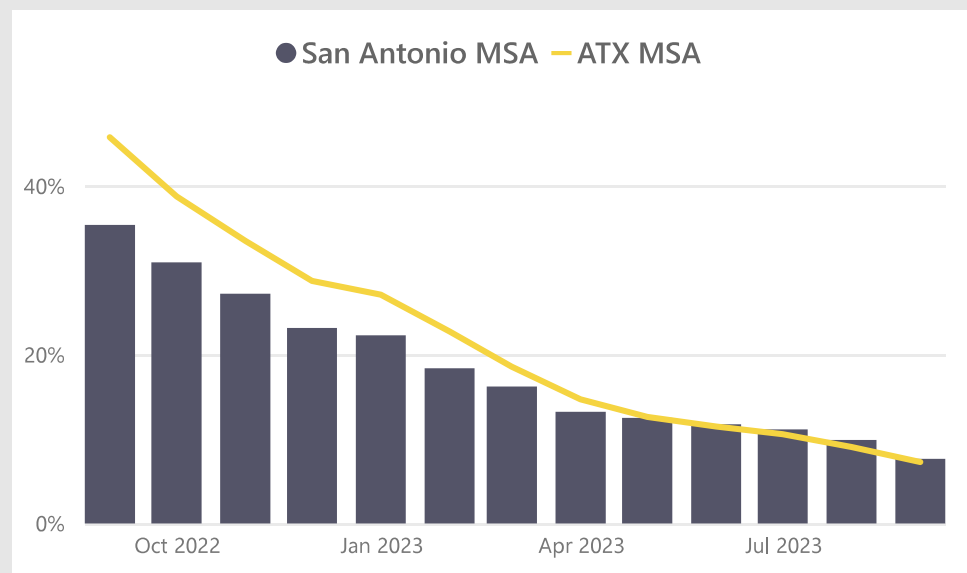
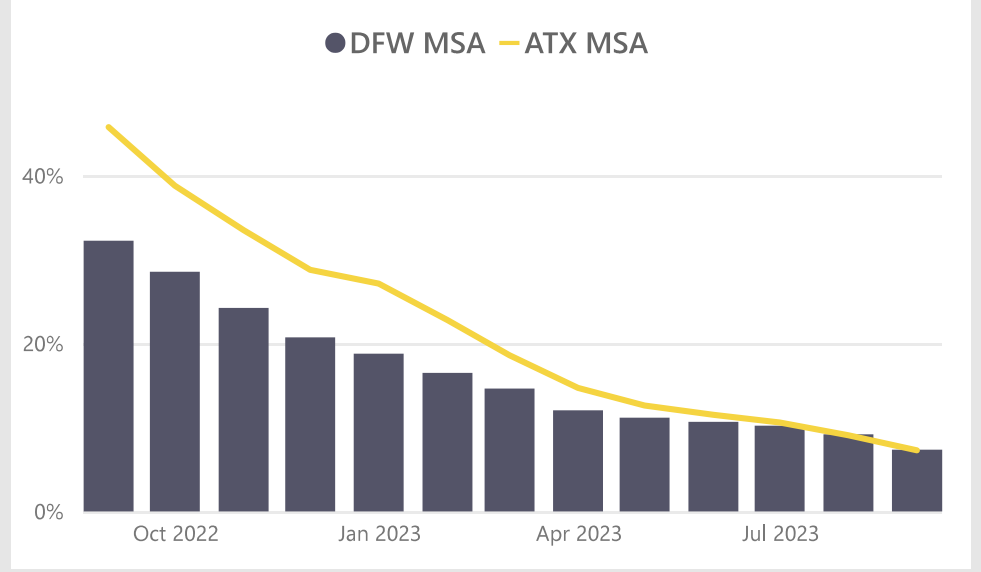
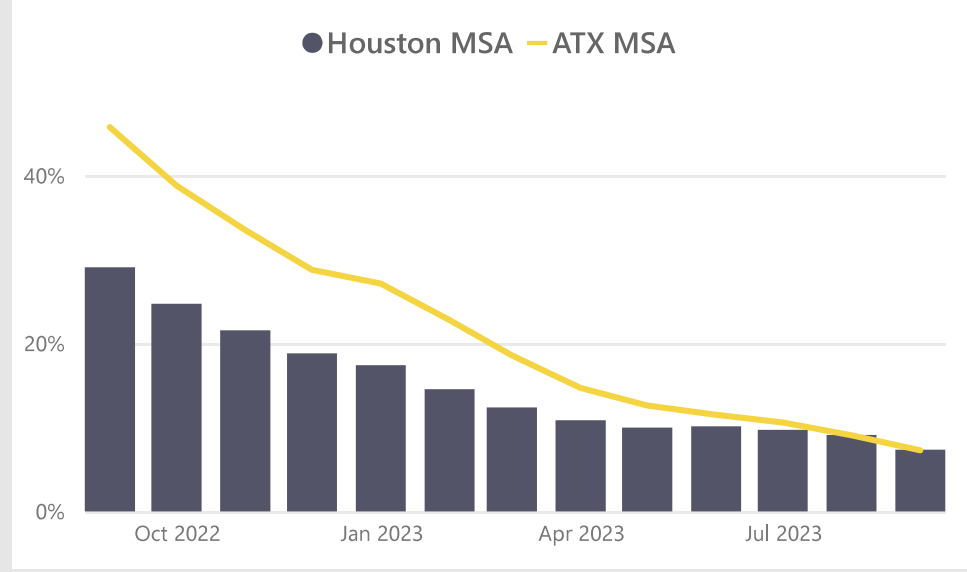
\$977,312,693 7.64%
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %

\$907,916,966
 PY-Trailing 12 Month

El Paso

\$242,133,761 7.08%
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %

\$226,127,899
 PY-Trailing 12 Month



MSA

Austin-Round Rock-San Marcos

MSA Snapshot

7.3%

City YoY %

\$1,454,635,392

CY-Trailing 12 Month

\$1,356,054,766

PY-Trailing 12 Month

State Snapshot

7%

State YoY %

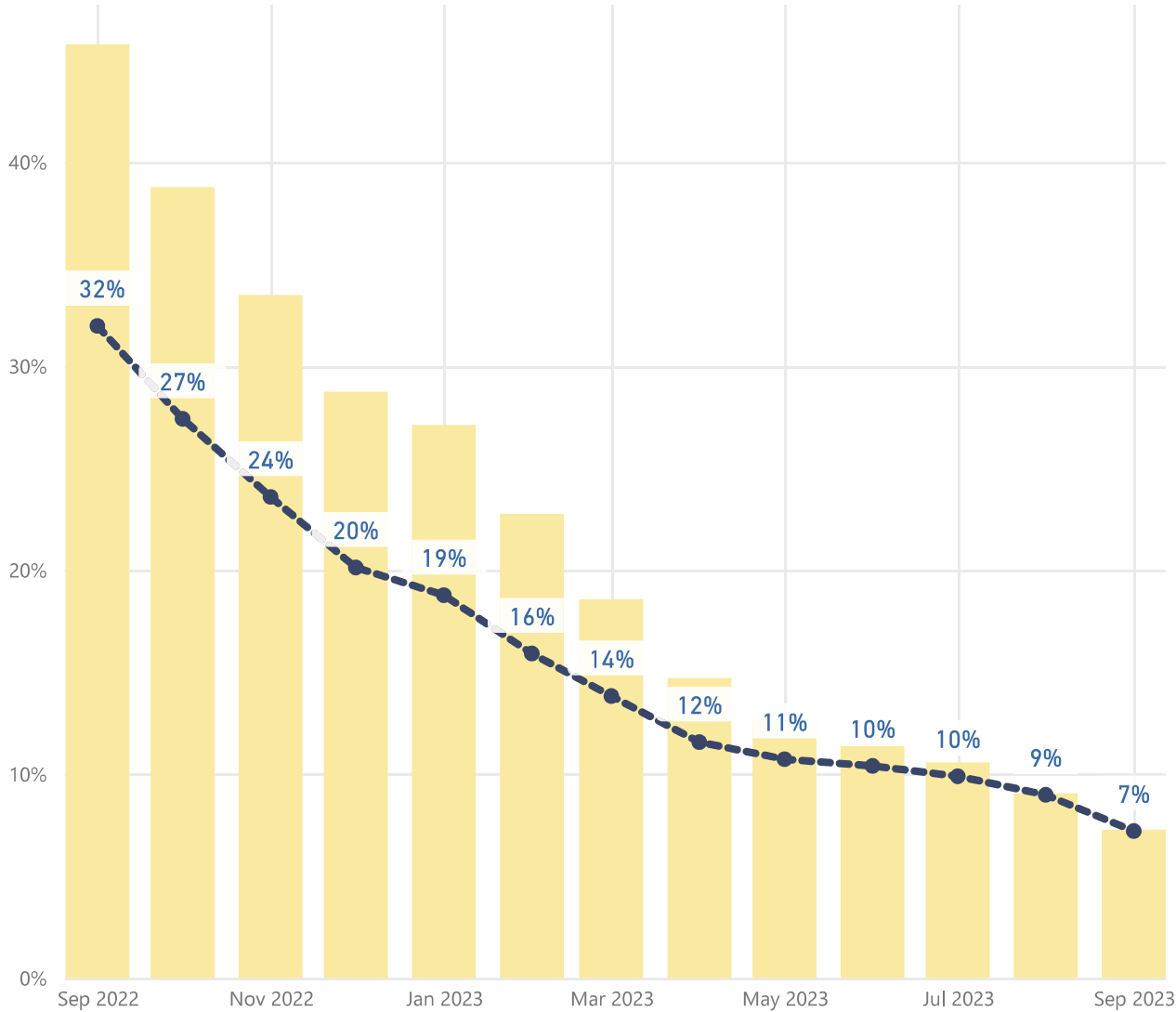
\$10,090,641,763

CY-Trailing 12 Month

\$9,412,527,403

PY-Trailing 12 Month

● ATX MSA ● State



● ATX MSA ● State

