

## **Louisiana Oil Marketers and Convenience Store Association**

- 3,300 C-Stores in LA; 1951
- 52,000 employees and \$2 billion in labor expenses
- 4 billion gallons of fuel
- \$5 billion in food and merchandise sales

Our members want the opportunity to participate in E-commerce business by offering home delivery of alcoholic beverages.

1. We would like to see home delivery regulated in a way that holds all businesses to the same standards.
2. Retailers would like the opportunity to deliver directly from their store to the customer by using their own employees.
3. Alternatively, many retailers may prefer to deliver through a permitted third-party delivery service. If the retailer contracts with a third-party service, the third-party delivery service should accept all liability for the alcohol once it leaves the store. The third-party drivers should be RV trained, have a minimal of liability insurance, be able to monitor routes of employees, and be responsible for sales tax collection and submittal of taxes.
4. Purchase of food should not be a requirement
5. Delivery distance should be a business decision

# 2016 State Report

## Convenience Stores of Louisiana



Louisiana

Governor John Bel Edwards

Each dot on the map represents one convenience store. See additional data on other side.

Source: NACS State of the Industry Report of 2016 Data; Nielsen TDLinX Store Count (December 31, 2017)

## Data for the Convenience Stores of Louisiana

	Average Per Store	State	State
Total Stores:	1	3,237	3,237
Total Employees:	16	51,792	51,792
Transactions Per Day:	1,429	4,625,673	4,625,673
Total Sales:	\$3,558,417	\$11,518,595,829	\$11,518,595,829
Merchandise:	\$1,060,675	\$3,433,404,975	\$3,433,404,975
Food:	\$447,721	\$1,449,272,877	\$1,449,272,877
Fuel:	\$2,050,021	\$6,635,917,977	\$6,635,917,977
Gallons of Fuel:	1,206,991	3,907,029,867	3,907,029,867
Credit Card Fees Paid:	\$61,475	\$198,994,575	\$198,994,575
Utility Expenses:	\$40,860	\$132,263,820	\$132,263,820
Labor Expenses:	\$337,956	\$1,093,963,572	\$1,093,963,572
Pre-Tax Profit:	\$66,004	\$213,654,948	\$213,654,948

See map on other side.

Source: NACS State of the Industry Report of 2016 Data; Nielsen TDLinx Store Count (December 31, 2017)