



ALCOHOLIC
BEVERAGE
CONTROL
DIVISION

LIQUOR ENTERPRISE FUND REPORT OF OPERATIONS FY 2021



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MONTANA HISTORY OF ALCOHOLIC BEVERAGE CONTROL

THE CONTROL JURISDICTION

When Prohibition was repealed in 1933, U.S. citizens became responsible for determining how to regulate alcohol beverages. They decided, by jurisdiction, how they could best balance individual freedom with the social risk and public costs of alcoholic beverage consumption.

The result was that all U.S. states now have some type of governmental control over the sales and distribution of alcoholic beverages.

Over 80 years later, those jurisdictions that chose to operate under the control system, continue to do so today, except for the state of Washington.

The control system has withstood the test of time because it is fundamentally sound. It is flexible enough to adapt and evolve to meet the changing demands of consumers.



1935

115 state-owned retail stores were in operation. In 1937, liquor-by-the-drink became legal.

1973

The state legislature abolished the Liquor Control Board and transferred its responsibilities to the Department of Revenue, Liquor Control Division.

2018

The division adopted a name change to align more with what we do. The Liquor Control Division is now the Alcoholic Beverage Control Division.

1965

Emphasis on customer services brought self-service stores to the state.

1995

The state legislature directed the department to convert all remaining state liquor stores to agent owned liquor stores. All agency liquor stores now own their own liquor inventories that they continue to purchase through the state warehouse but are permitted to set their own retail prices as long as it is at or above the minimum state established prices. All alcoholic beverage license holders purchase liquor through the agency liquor stores at a cost no greater than the state's established price.

CONTROL DISTRIBUTION SYSTEM

By participating in the marketplace, control jurisdictions are able to:

- serve their citizens with a broader and more flexible range of policy options
- promote moderation in the consumption of alcoholic beverages and reduce alcohol abuse
- operate solely on the revenue derived from the alcoholic beverage sales in its jurisdiction.

No property, state or other local taxes are used to support control distribution system operations.

Montana is proud to be a control distribution jurisdiction.

Montana's Alcoholic Beverage Control Division continues to evolve to optimize the benefits of being a control jurisdiction, while improving wholesale and customer service to our consumers.

OUR MISSION STATEMENT

"To provide effective and efficient administration of the Montana Alcoholic Beverage Code with an emphasis in customer service and public safety by applying uniform and fair regulations while ensuring an orderly system for the convenient distribution and responsible consumption of alcoholic beverages."

The Alcoholic Beverage Licensing and Compliance team works to protect the welfare and safety of the public by regulating alcoholic beverage licensing laws in a uniform and fair manner.

The Liquor Distribution team works to efficiently maintain a regulated channel of distribution, with an emphasis on customer service. The team strives to fulfill the public demand for distilled spirits and fortified wine through agency liquor stores.

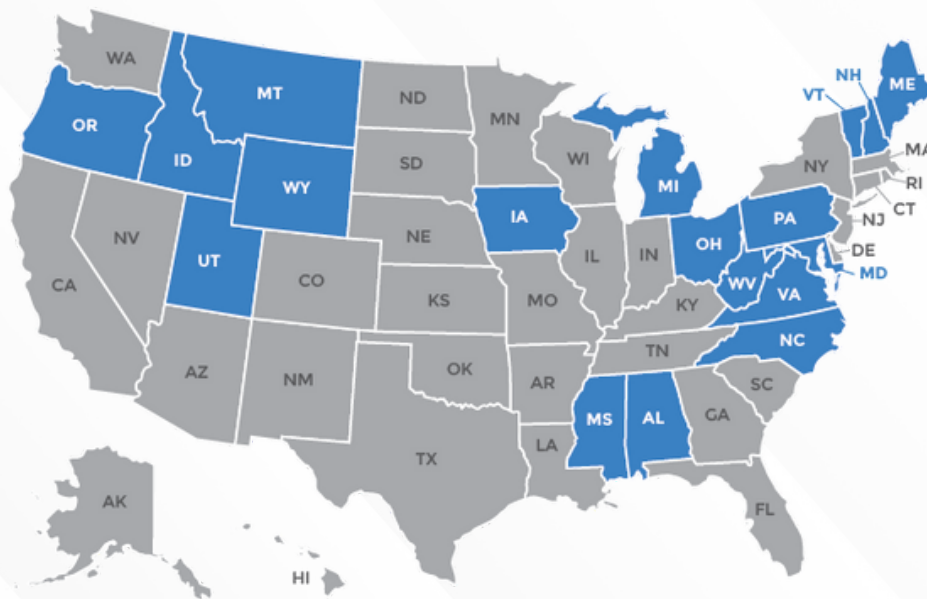
OUR FUNCTION

Montana, along with sixteen other states and some counties, is known as a “control jurisdiction.” These jurisdictions control the sale of distilled spirits and, in some cases, beer and wine through government agencies at the wholesale and/or retail level.

As a control state, Montana believes that moderation can best be achieved by neither promoting nor encouraging the consumption of alcohol but, instead by controlling it. The purpose of control is to make distilled spirits available to those adults who choose to drink responsibly, but not to promote the sale of distilled spirits.

Residents in Montana are in good company; 25 percent of the U.S. Population operates under the control distribution system, where policies that support moderate and responsible consumption replace economic incentives. This means that the proceeds from the sale of beverage alcohol go directly to the residents rather than to private sellers.

The control jurisdictions represent 25 percent of the nation’s population and account for roughly 22 percent of its sales of distilled spirits.



BENEFITS TO MONTANA

A Major Source of Revenue

Distilled spirits sales provide a source of revenue. These revenues help fund state government operations and to support several government programs. (See Liquor Net Profit on page 17.)

Support of Alcohol Programs

Revenues from distilled spirit taxes are distributed to the Department of Public Health and Human Services for the treatment, rehabilitation and prevention of alcoholism and chemical dependency. (See on page 18.)

Promote Moderation

Control systems promote moderation in consumption. Annual statistical data clearly shows that per capita consumption of distilled spirits is 14.3% lower in control states than in open states. (The Fiscal and Social Effects of State Alcohol Control Systems, May 2013, page 35.)

Improve Overall Safety

The control jurisdiction system continues to provide a regulatory environment that is better able to deter the risks and costs to the individual and the community due to the abuse of alcohol. The enforcement of applicable laws is made far more effective in a control jurisdiction; fewer ordinarily sales outlets exist and the economic incentive to violate those laws is greatly reduced. The control system serves both as a visible symbol of the public commitment to moderation and as a vehicle for the promotion of alcohol education and awareness programs to support that commitment.

OUTREACH AND EDUCATION UNIT

GOALS

1

Visit all newly approved licensees within 6 months of approval.

2

Compile a comprehensive body of information that can help business owners and their employees find greater success in compliance with the law, limit their liability, and maintain a good relationship with their community.

3

Offer outreach and education trainings.

4

Update RASS curriculum after every legislative session.

5

Provide Alcohol Education Summit at least every three years.

TWO - PART MISSION

- Provide the most up-to-date and comprehensive Responsible Alcohol Sales and Service (RASS) curriculum to the trainers who educate all sellers and servers of alcoholic beverages.
- Provide the citizens of Montana with information, education, and guidance relating to the Montana Alcoholic Beverage Code, Title 16.

OBJECTIVES

- Keep licensees up to date with laws and rules.
- Keep licensees in compliance.
- Help interested parties understand laws and rules.
- Give licensees contact information for questions.
- Keep RASS curriculum up-to-date with laws, rules, and industry standards.
- Be available for outreach and education trainings.

5 YEAR HISTORY OF TOP 10 VIOLATIONS

	2021	2020	2019	2018	2017
Sale to Underage	109	78	95	214	105
Failure to Provide Location Manager agreement within 30 days of hire	107	34	30	42	33
Nonuse (Unapproved and/or longer than 1 year time period)	61	27	19	5	8
Improper use of Catering Endorsement	40	9	11	17	5
No Server Training	38	31	39	83	55
Undisclosed Ownership	35	19	46	21	31
Failure to Provide Renewal Fees	31	19	9	24	11
Not filing application in a timely manner	22	12	18	16	4
Unapproved Alteration	19	19	23	19	14
Suitability/Operations (Signage, storage, advertising, etc.)	11	N/A	N/A	N/A	N/A

OUTREACH AND EDUCATION UNIT

The Alcoholic Beverage Control Education unit is responsible for educating and informing servers and sellers, license holders, distributors, manufacturers, law enforcement, and the general public on topics related to the responsible sales, service, and consumption of alcoholic beverages. This responsibility is accomplished through a variety of educational presentations and training materials.

“Outreach and Education’s Your Community Matters (YCM) curriculum has some impressive numbers over the last 3 years. Since the introduction of YCM, our percentage of failures have fallen each year. 17% in 2020 and 7% in 2021. It is a positive trend that we hope to continue.”

-Kent Haab (Education Specialist)



Compliance Checks 2021 vs. 2020

	2021	2020
NUMBER OF CHECKS	525	401
TOTAL NUMBER OF VIOLATIONS	109	64
NUMBER OF VIOLATIONS W/NO RASS	46	35
NUMBER OF VIOLATIONS W/RASS	58	29
TOTAL PASSED	419	338
TOTAL FAILED	106	63
% FAILED	21%	15.96%
ON-LINE TRAINERS	84%	83%
LETS CONTROL IT (PREVIOUS CURRICULUM)	9%	17%
YOUR COMMUNITY MATTERS (CURRENT CURRICULUM)	7%	0

LIQUOR DISTRIBUTION BUREAU

The Liquor Distribution Bureau manages state wholesale liquor operations, including:



warehouse shipping
and receiving



accounts receivable
and payable



inventory
management



liquor order
processing



agency contract
management



customer service



*“Double digit growth, 17.59 percent to be exact,
was something no one predicted.”*

-LaNor Stigen (Distribution Bureau Chief)

The state maintains agency franchise contracts and supplies liquor to 95 private agency liquor stores. These agency liquor stores are retailers of liquor and fortified wine; they sell to the public for off-premise consumption and to Montana’s 1550+ all-beverage licensees.

The State Liquor Warehouse holds bailed and/or state-owned inventories for approximately 1,300 regular list products and more than 3,000 special order products.

A YEAR IN REVIEW

LIQUOR DISTRIBUTION BUREAU

The Liquor Distribution Bureau has experienced several changes in FY 2021. The bureau's first 6 months (July through December) of sales topped any 6-month window previously documented. We were in unprecedented times and liquor seemed to be on everyone's shopping list. Local on-premise establishments were either closed for business or had in-house restrictions in place. It seemed like overnight everyone was asking; "Alexa, what do I use to make my favorite drink from home?" and then running to their favorite liquor store to purchase it.

These changes continued into the new year. The department implemented a new warehouse management system to utilize every square inch of space in the warehouse. This system change was quite timely, considering the number of cases we were moving through the warehouse.

We have had our bumps along the way and some late nights changing labels for around 10,000 storage locations. It was worth it! Our first week we were able to process orders and ship cases across the state with only minor issues that were resolved within 24 hours.

The Liquor Warehouse will continue to improve and grow with the funding that was approved by the legislature in the spring of 2021. We are also approved to expand our warehouse in its current location by building up and out.

COMPONENTS OF LIQUOR PRICING



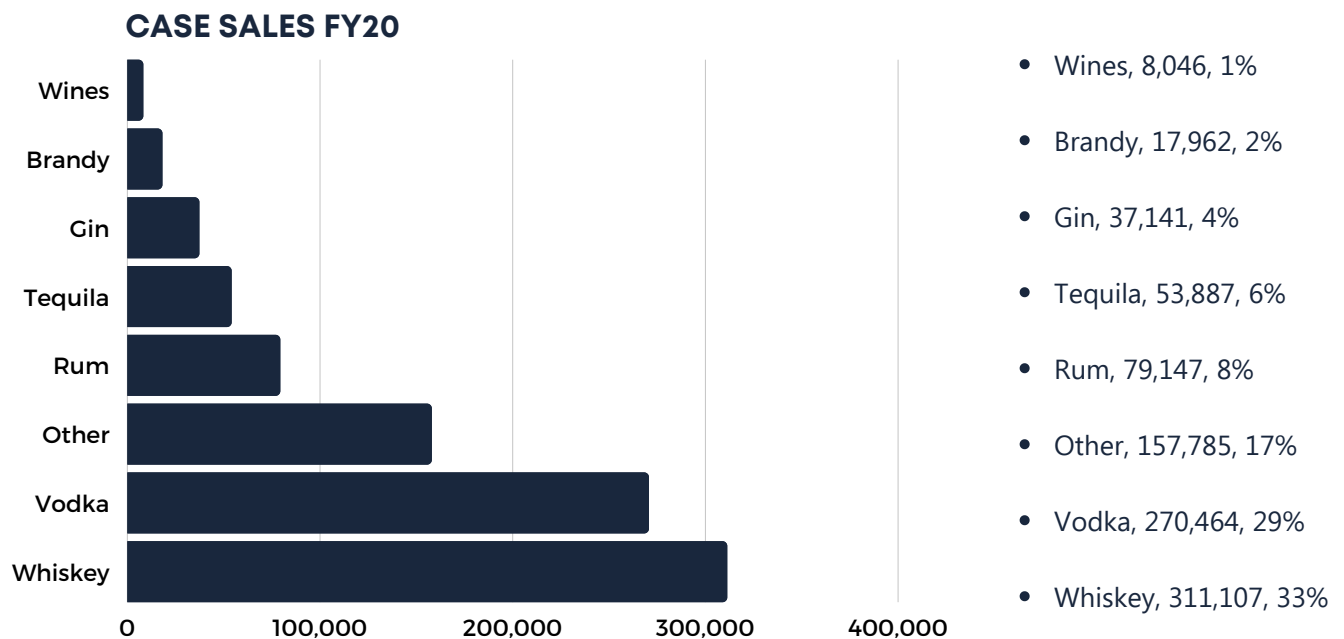
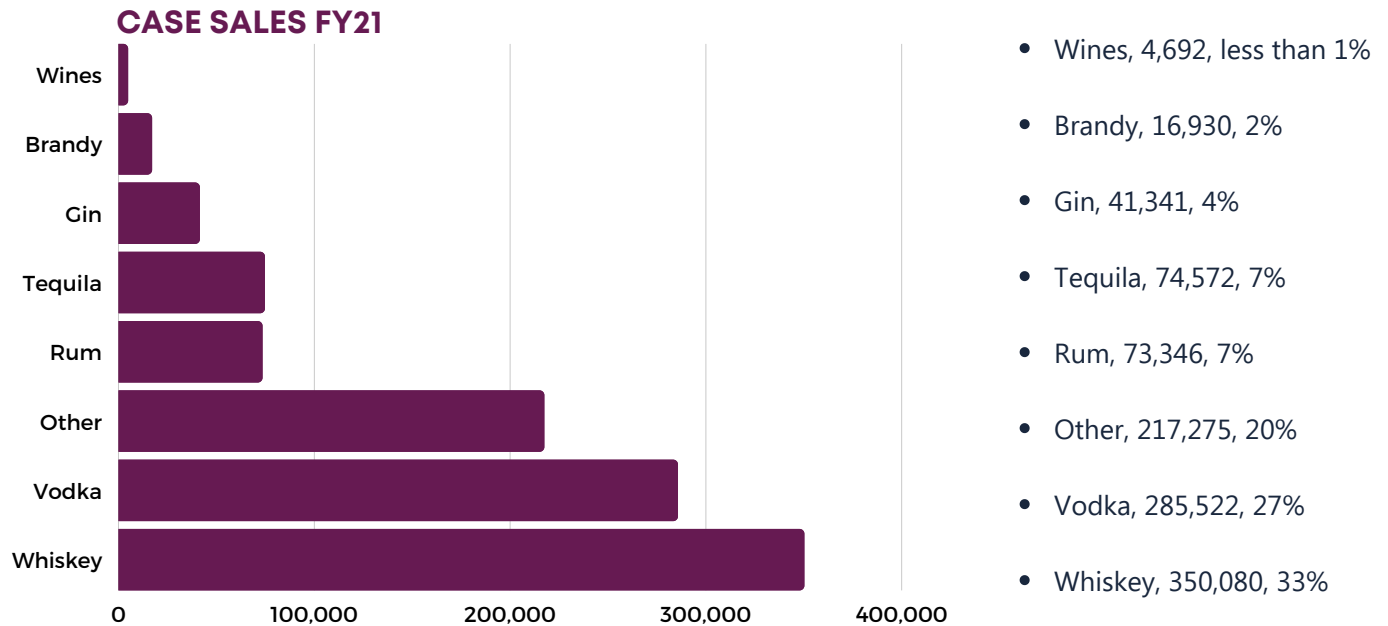
Example represents a liquor product with a posted price of \$20.00 in a 12 unit case.

License Tax at 10%	-\$1.59
Excise Tax at 16%	-\$2.54
Markup at 40.5%	-\$4.58
Cost to Deliver	-\$0.17
Cost of Product	-\$11.12

CASE SALES BY CLASS

LIQUOR DISTRIBUTION BUREAU

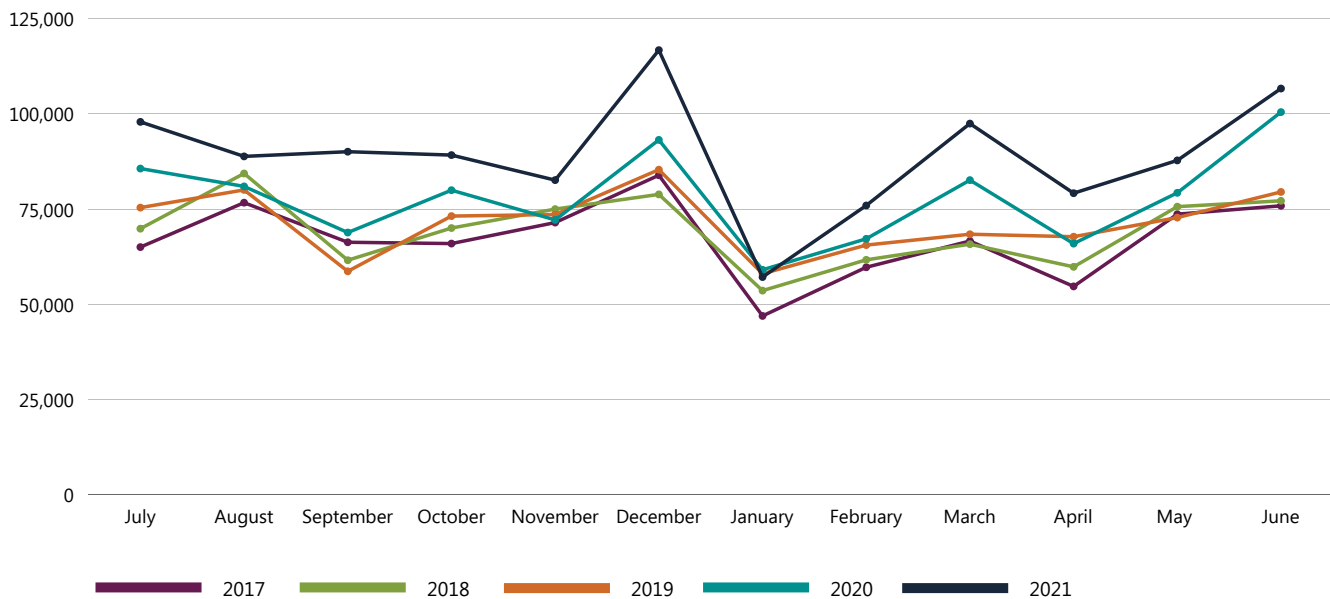
FY21 VS FY20



FIVE YEAR HISTORY OF CASES SHIPPED BY MONTH

LIQUOR DISTRIBUTION BUREAU

FIVE YEAR CASES SHIPPED



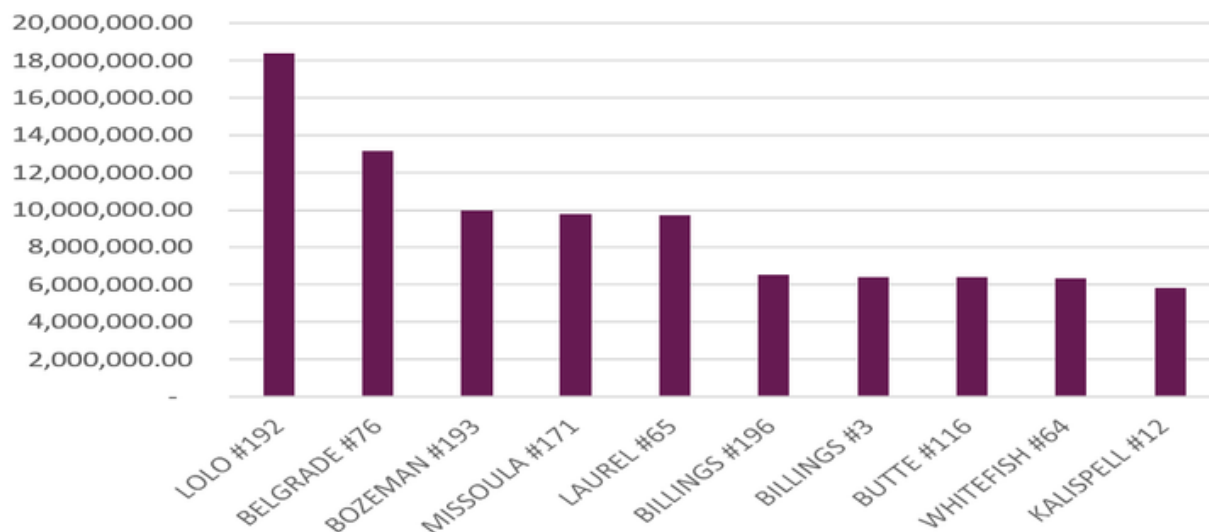
CASES SHIPPED BY FISCAL YEAR

MONTH	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
July	67,809	65,050	69,883	75,412	85,666	97,916
August	69,223	76,710	84,376	80,063	80,980	88,856
September	64,310	66,318	61,605	58,694	68,869	90,087
October	64,945	65,974	70,048	73,193	79,984	89,201
November	67,372	71,483	75,023	73,598	72,181	82,628
December	82,072	83,911	78,885	85,371	93,190	116,747
January	46,827	46,978	53,627	58,064	59,087	57,185
February	60,311	59,753	61,705	65,578	67,220	75,966
March	68,754	66,639	65,812	68,426	82,630	97,467
April	55,688	54,730	59,865	67,774	65,960	79,194
May	68,121	73,690	75,668	72,790	79,289	87,804
June	77,031	75,889	77,197	79,523	100,483	106,665
TOTAL	792,463	807,125	833,694	858,486	935,539	1,069,716

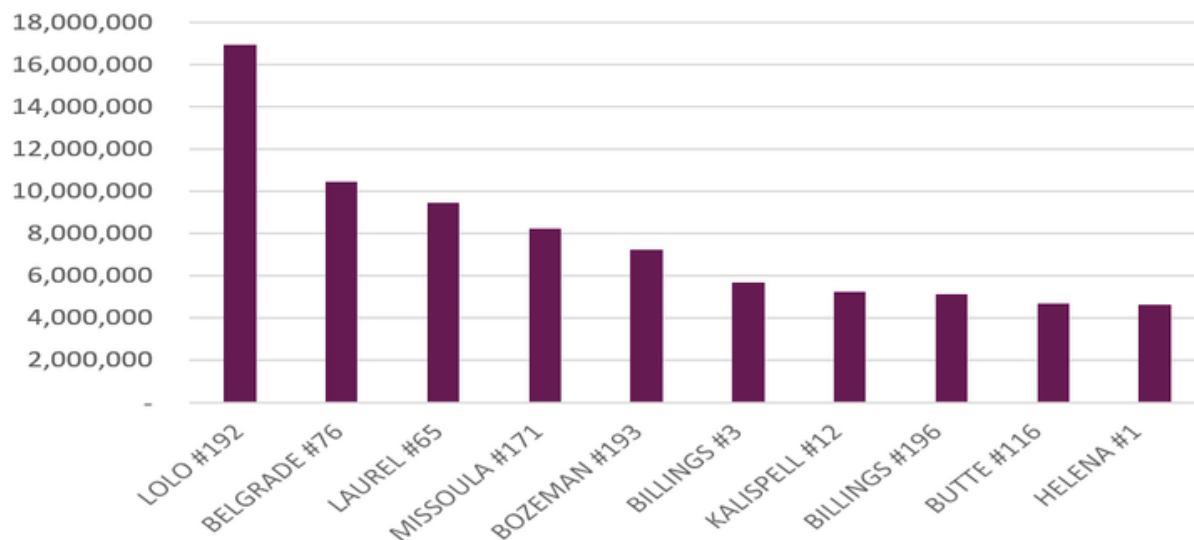
COMPARATIVE REPORT OF SALES TO TOP TEN AGENCY STORES

FY21 VS FY20

TOP TEN AGENCY STORES 2021 SALES



TOP TEN AGENCY STORES 2020 SALES



LICENSING BUREAU

The Licensing Bureau is charged with licensing and regulatory responsibilities for all entities intending to produce, import, distribute and/or sell alcoholic beverages in Montana.

The bureau processes applications, renewals, transfers, and registrations, as applicable, for retail, wholesale, and manufacturing alcoholic beverage licenses and permits. The bureau is responsible for compliance of licensees and permit holders and for providing information and explanation about licensing activity or related law, rule, policy and procedures.

\$4.6 Million

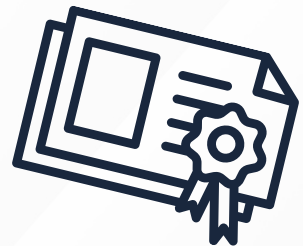
Total Approximate Revenue for FY21

1,289

License Applications Processed

6,003

**LICENSES ISSUED
DURING FISCAL
YEAR 2021.**



This number includes license renewals for:

- retail sale of distilled spirits, beer or wine
- vendor permits
- winery registrations
- distributors
- manufacturers

LICENSING BUREAU GOALS

- **License all eligible alcohol establishments effectively and efficiently.**
- **Provide outstanding customer service to applicants and licensees.**

A YEAR IN REVIEW

LICENSING BUREAU

The 2021 Legislative Session brought significant changes to Montana's alcoholic beverage laws. We have worked diligently to implement those changes in a timely manner.

In 2021, the licensing staff processed a total of 1,289 license applications. In addition to processing those applications, the staff worked diligently to respond to customer inquiries regarding alcoholic beverage laws and rules in a timely manner.

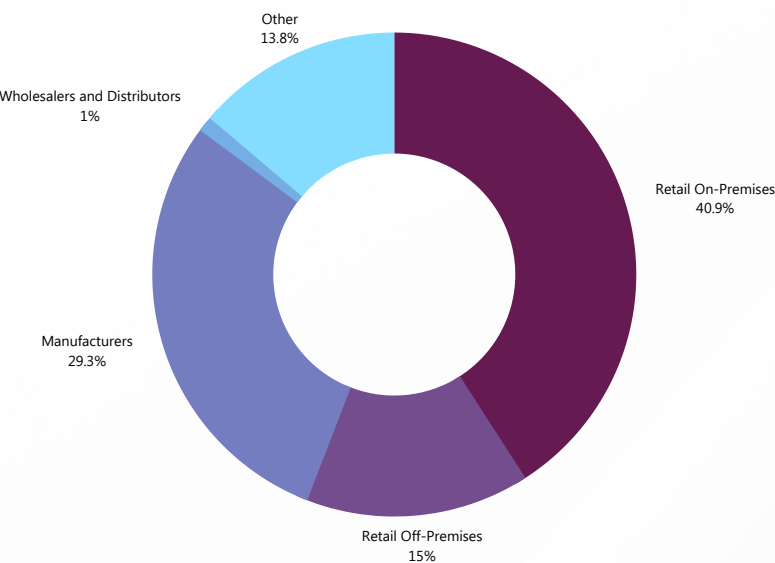
Resolution Officers received and processed 514 alleged violations of the alcoholic beverage code. They worked closely with the affected licensees to resolve those issues.

Fiscal Year 2021 was full of challenges. However, with a positive attitude and a lot of great teamwork and communication, we were able to rise up to meet those challenges and are looking forward to building on the success of this past year.

LICENSING BUREAU

“We had many changes that came our way and like the great Montana bison in a winter storm we faced those changes head on.”
- Moreen Swingley (Licensing Bureau Chief)

TOTAL LICENSES ISSUED FY21 VS FY20

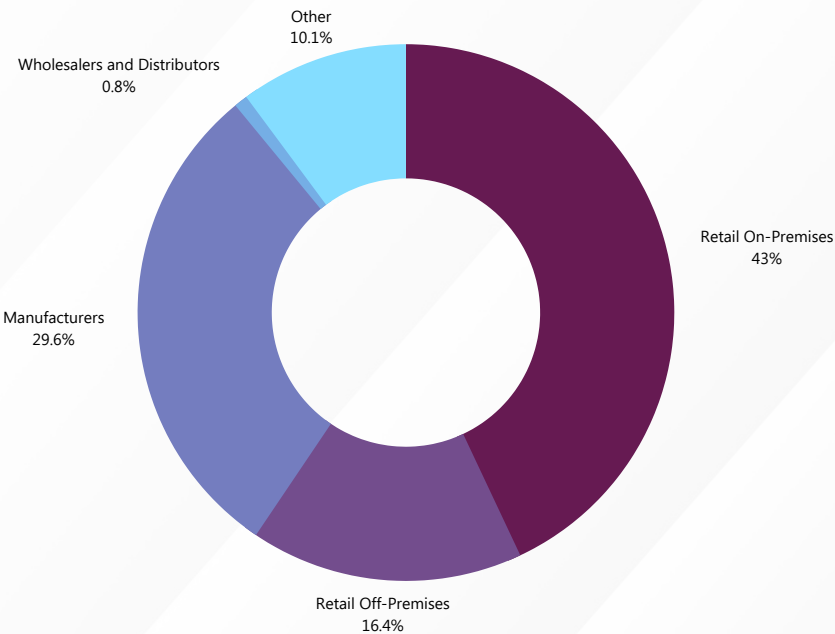


TOTAL LICENSES ISSUED FY21

- Retail On-Premises, 2,454
- Retail Off-Premises, 899
- Manufacturers, 1,760
- Wholesalers and Distributors, 61
- Other, 829

TOTAL LICENSES ISSUED FY20

- Retail On-Premises, 2,368
- Retail Off-Premises, 906
- Manufacturers, 1,630
- Wholesalers and Distributors, 45
- Other, 559



SCHEDULE OF LICENSES ISSUED

FY20 VS FY21

RETAIL OUTLETS

	All-Beverage		Beer		Wine		Beer/ Wine		RBW		Total	
	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021
Retail Outlets												
On Premises	1,576	1,646	44	44			420	444	164	168	2,365	2,452
On Premises With Catering	617	674	2	2			74	72	85	76	778	824
Off Premises			70	59	5	7	831	833			906	899
Sacramental Wine					3	2					3	2
Total Retail Outlets	1,576	1,646	116	105	8	9	1,325	1,349	249	244	3,274	3,353

WHOLESALERS AND DISTRIBUTORS

	Beer		Wine		Beer/Wine		Total	
	2020	2021	2020	2021	2020	2021	2020	2021
Wholesalers and Distributors								
Wholesalers and Distributors	1	2	9	7	19	34	29	43
Sub-Warehouse	2	2			14	16	16	18
Total Wholesaler and Distributors	3	4	9	7	33	50	45	61

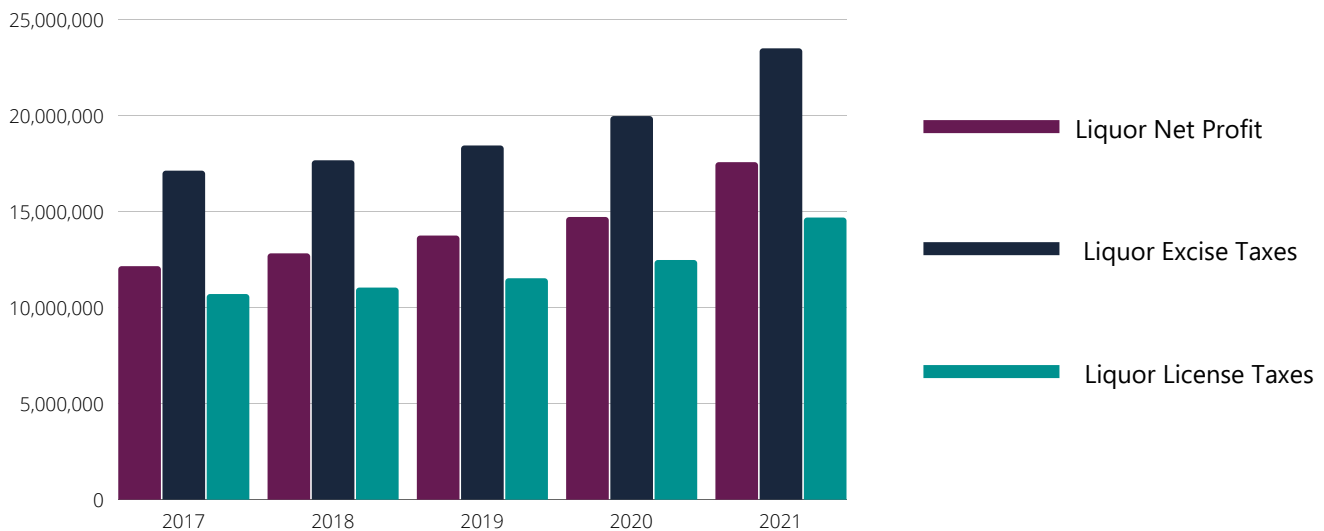
MANUFACTURERS

	Beer		Wine		Distilled Spirits		Total	
	2020	2021	2020	2021	2020	2021	2020	2021
Manufacturers								
Domestic Brewery	105	103					105	103
Domestic Brewery Storage Depot	5	9					5	9
Domestic Winery			29	28			29	28
Domestic Distillery License					30	27	30	27
Foreign Brewery	103	118					103	118
Foreign Winery			1,358	1,467			1,358	1,467
Total Manufacturers	213	230	1,387	1,503	30	27	1,630	1,760

FIVE YEAR HISTORY OF LIQUOR TAXES AND PROFIT

“Total revenue generated from the sale of liquor products well exceeded historical growth trends during fiscal year 2021 compared to previous years.”

- Steve Swanson (Operations Analyst)



Fiscal Year	Liquor Net Profit	Liquor Excise Taxes	Liquor License Taxes	Total Revenue
2017	12,140,055	17,105,836	10,691,248	39,937,139
2018	12,807,001	17,646,138	11,027,618	41,480,757
2019	13,733,050	18,416,642	11,512,859	43,662,551
2020	14,700,048	19,947,830	12,462,977	47,110,855
2021	17,553,251	23,473,422	14,673,456	55,700,129

LIQUOR TAXES AND PROFIT

In 2021, approximately \$46.1 million from liquor operations was distributed to the State General Fund and \$9.6 million to the Special Revenue Fund. The Department of Public Health and Human Services uses special revenue funds to treat, rehabilitate, and prevent alcohol and chemical dependency.

\$46.1 Million

Distributed to Montana State Fund

\$9.6 Million

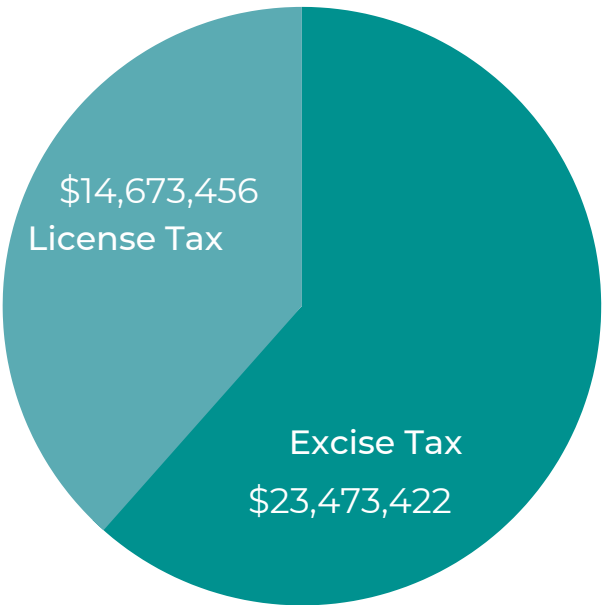
Distributed to Special Revenue Fund

"Much of the revenue generated from the sale of liquor is transferred to the state's general fund, but a portion is also used to help support chemical dependency programs."

- Steve Swanson (Operations Analyst)

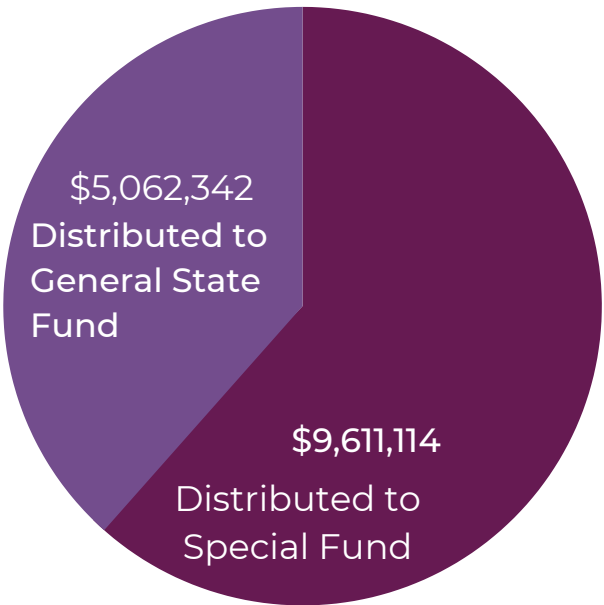
TAXES*

- License Tax (10% of Wholesale Price)
- Excise Tax (16% of Wholesale Price)



*Taxes vary based on production levels. Most suppliers are assessed tax at this rate.

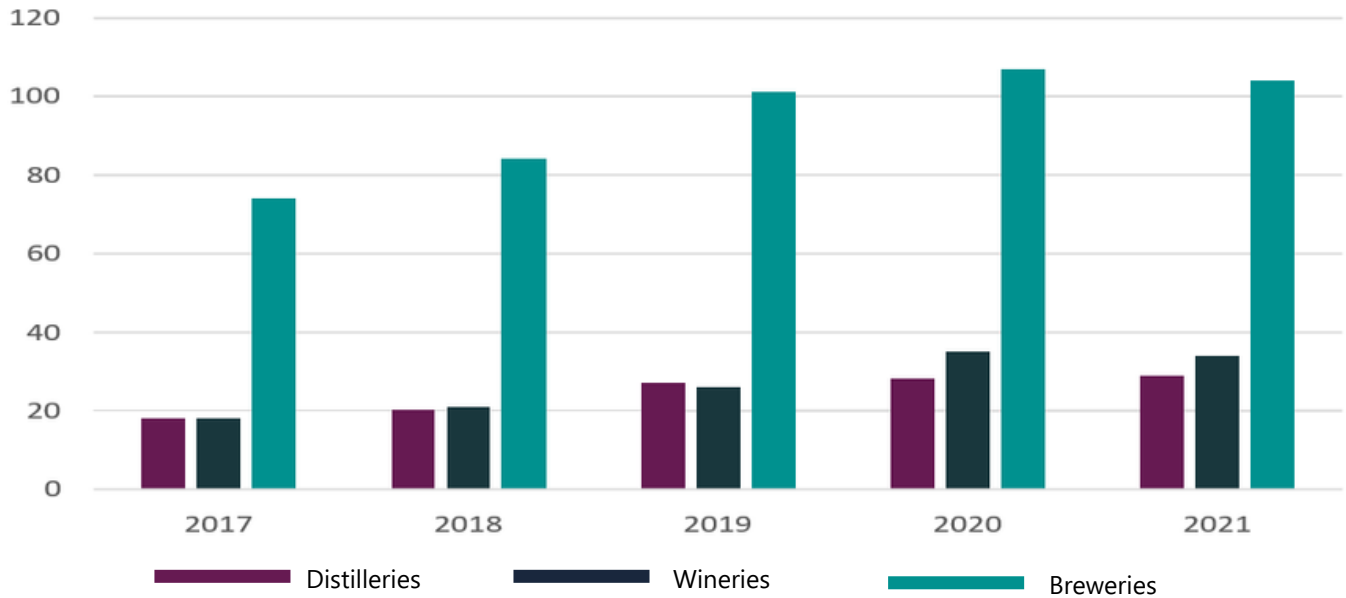
LICENSE TAX BREAKDOWN



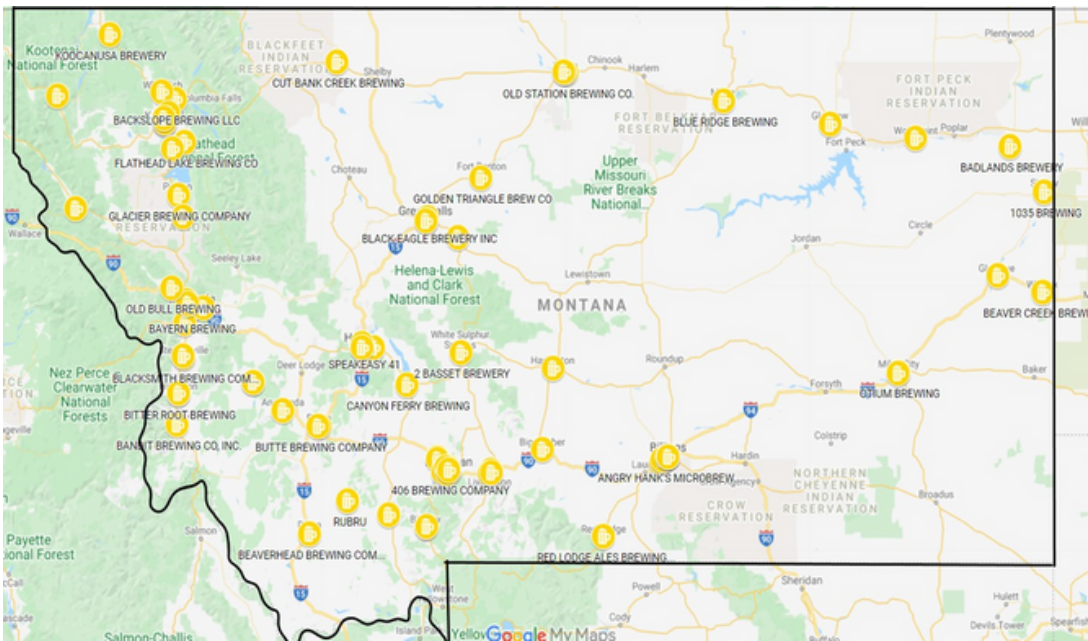
MANUFACTURES IN MONTANA

*As of January 2021

5 YEAR HISTORY OF MANUFACTURES



BREWERIES IN MONTANA



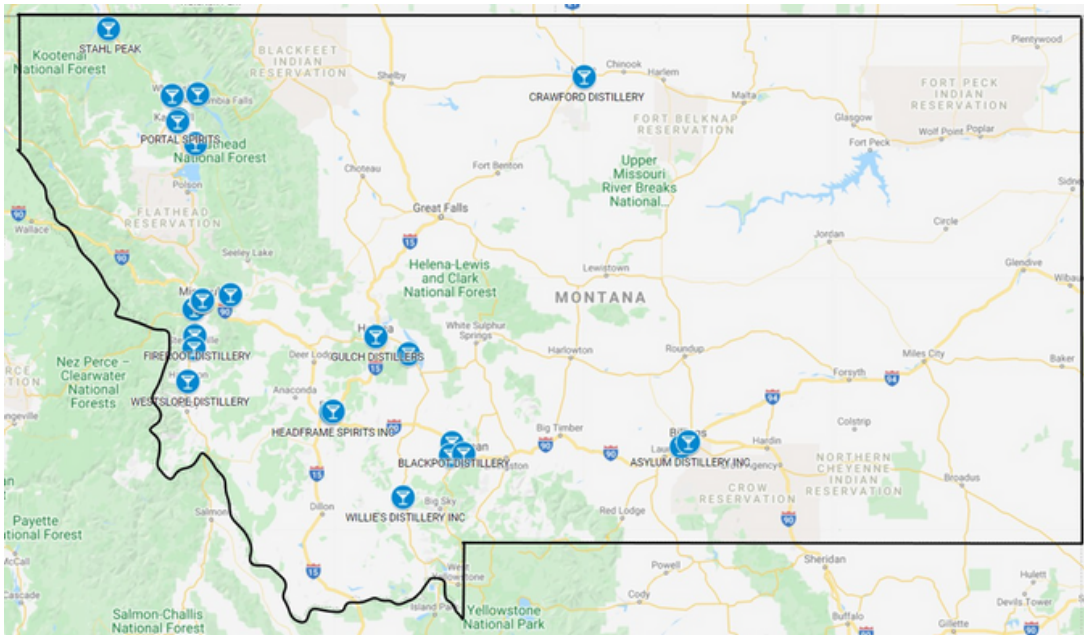
BREWERIES IN MONTANA

*As of January 2021

<u>ANACONDA</u>	<u>BOZEMAN</u>	<u>FORT BENTON</u>	<u>LEWISTOWN</u>	<u>RED LODGE</u>
SMELTER CITY BREWING	406 BREWING COMPANY	GOLDEN TRIANGLE BREW CO	BIG SPRING BREWING	RED LODGE ALES BREWING COMPANY
<u>BELGRADE</u>	BOZEMAN BREWING CO INC.	<u>FRENCHTOWN</u>	<u>LIBBY</u>	<u>RONAN</u>
BAR 3 BREWING	BRIDGER BREWING COMPANY	OLD BULL BREWING	CABINET MOUNTAIN BREWING COMPANY	RONAN COOPERATIVE BREWERY
MADISON RIVER BREWING COMPANY	DEAN'S ZESTY BEVERAGES	<u>GLASGOW</u>	<u>LIVINGSTON</u>	<u>SHERIDAN</u>
<u>BELT</u>	FREEFALL BREWERY	BUSTED KNUCKLE BREWERY LLC	GEYSER FARM	RUBRIU
HARVEST MOON BREWING	JULIUS LEHRKIND BREWING	<u>GLENDALE</u>	KATABATIC BREWING COMPANY	<u>SIDNEY</u>
<u>BIG SKY</u>	LBP BREWING	CROSS COUNTRY BREWING, LLC	NEPTUNE'S BREWERY	1035 BREWING
BEEHIVE BASIN BREWERY	MAP BREWING COMPANY	<u>GREAT FALLS</u>	<u>LOLO</u>	MEADOWLARK BREWING
LONE PEAK BREWING COMPANY	MOUNTAINS WALKING BREWERY	JEREMIAH JOHNSON BREWING COMPANY	LOLO PEAK BREWING COMPANY	<u>STEVENSVILLE</u>
<u>BIG TIMBER</u>	NEW VENTURES BREWING	MIGHTY MO BREWING	<u>MALTA</u>	BLACKSMITH BREWING COMPANY
CRAZY PEAK BREWING COMPANY LLC	POLAR BREWING	<u>HAMILTON</u>	BLUE RIDGE BREWING	WILDWOOD BREWING INC
<u>BIGFORK</u>	SHERIFF HENRY PLUMMERS OUTLAW BREWING	BITTER ROOT BREWING	<u>MILES CITY</u>	<u>THOMPSON FALLS</u>
FLATHEAD LAKE BREWING CO	THE BUNKHOUSE BREWERY, LLC	HIGHERGROUND BREWING CO	OTIUM BREWING	LIMBERLOST BREWING COMPANY, LLC
<u>BILLINGS</u>	<u>BUTTE</u>	<u>HARLOWTON</u>	TILT WORKS BREWING	<u>TOWNSEND</u>
ANGRY HANK'S MICROBREWERY	BUTTE BREWING COMPANY	GALLYS BREWING COMPANY	<u>MISSOULA</u>	CANYON FERRY BREWING
BAM BREWING	QUARRY BREWING	<u>HAVRE</u>	BAYERN BREWING	<u>WHITE SULPHUR SPRINGS</u>
BILLINGS BREWING CO.	<u>COLUMBIA FALLS</u>	TRIPLE DOG BREWING COMPANY	BIG SKY BREWING COMPANY	2 BASSET BREWERY
BILLINGS BREWING COMPANY, INC	BACKSLOPE BREWING LLC	VIZSLA BREWING	CONFLUX BREWING COMPANY	<u>WHITEFISH</u>
CANYON CREEK BREWING	<u>CULBERTSON</u>	<u>HELENA</u>	CRANKY SAM BREWING	BONSAI BREWING PROJECT
CARTERS BREWING	BADLANDS BREWERY	BLACKFOOT RIVER BREWING COMPANY	CYMATIC FERMENTATION PROJECT	<u>WIBAUX</u>
FREEFALL BREWERY	<u>CUT BANK</u>	COPPER FURROW BREWING	DRAUGHT WORKS	BEAVER CREEK BREWERY
MEADOWLARK BREWING	CUT BANK CREEK BREWING	LEWIS AND CLARK BREWING COMPANY	GILD BREWING	<u>WOLF POINT</u>
THIRSTY STREET BREWING CO	<u>DARBY</u>	SPEAKEASY 41	GREAT BURN BREWING	MISSOURI BREAKS BREWING
THIRSTY STREET BREWING COMPANY, INC	BANDIT BREWING CO, INC.	TEN MILE CREEK BREWING	IMAGINE NATION BREWING COMPANY, LLC	
UBERBREW	<u>DILLON</u>	<u>KALISPELL</u>	KETTLEHOUSE BREWING COMPANY	
<u>BLACK EAGLE</u>	BEAVERHEAD BREWING COMPANY	BIAS BREWING, LLC	MISSOULA BREWING COMPANY/HIGHLANDER BEER	
BLACK EAGLE BREWERY INC	<u>EAST HELENA</u>	KALISPELL BREWING	ODDPITCH BREWING	
<u>BONNER</u>	MISSOURI RIVER BREWING COMPANY	SACRED WATERS BREWING COMPANY	<u>PHILIPSBURG</u>	
KETTLEHOUSE BREWING COMPANY, L.L.C.	<u>ENNIS</u>	SUNRISE BEER COMPANY	PHILIPSBURG BREWING COMPANY	
	BURNT TREE BREWING	<u>LAKESIDE</u>	<u>POLSON</u>	
	<u>EUREKA</u>	TAMARACK BREWING COMPANY	GLACIER BREWING COMPANY	
	KOOCANUSA BREWERY			

DISTILLERIES IN MONTANA

*As of January 2021



BELGRADE

BLACKPOT DISTILLERY

BIGFORK

WHISTLING ANDY INC

BILLINGS

ASYLUM DISTILLERY INC
TRAILHEAD SPIRITS
UNDAMMED SPIRITS

BOZEMAN

BOZEMAN SPIRITS
DISTILLERY
DRY HILLS DISTILLERY
WILD RYE DISTILLING

BUTTE

HEADFRAME SPIRITS INC

CORAM

GLACIER DISTILLING
COMPANY

ENNIS

WILLIE'S DISTILLERY INC

EUREKA

STAHL PEAK

FLORENCE

FIREROOT DISTILLERY

HAMILTON

WESTSLOPE DISTILLERY

HAVRE

CRAWFORD DISTILLERY

HELENA

GULCH DISTILLERS

KALISPELL

PORTAL SPIRITS
WHITEFISH HANDCRAFTED
SPIRITS

LOLO

LOLO CREEK DISTILLERY

MISSOULA

MONTANA WHISKEY
COMPANY
MONTGOMERY DISTILLERY
RATTLESNAKE CREEK
DISTILLERS

POTOMAC

STEEL TOE DISTILLERY

STEVENSVILLE

THE MONTANA DISTILLERY
- 1889

WHITEFISH

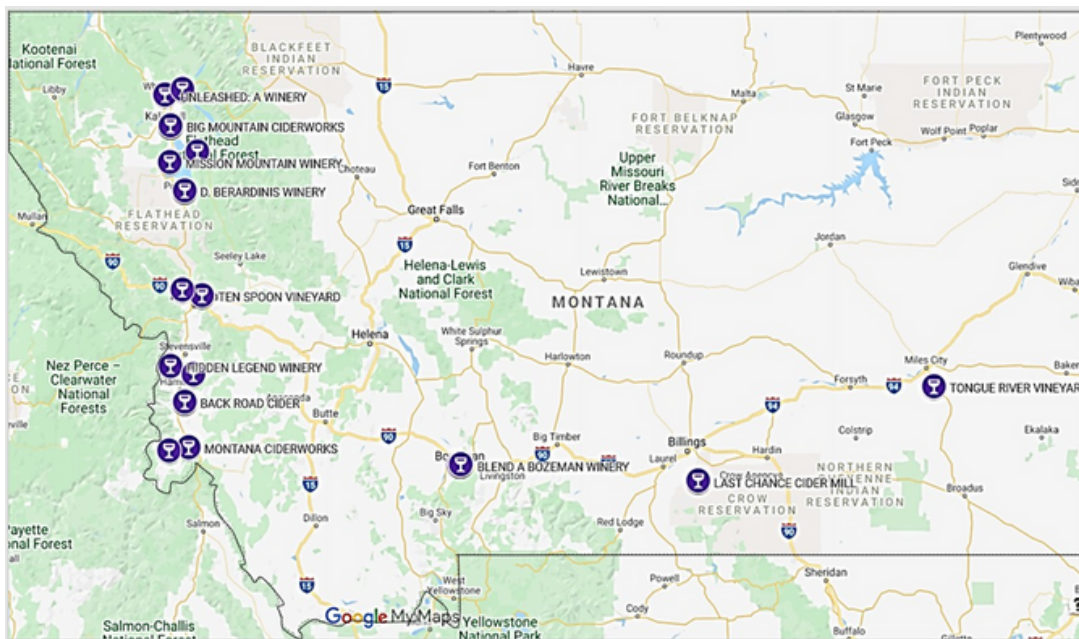
SPOTTED BEAR SPIRITS

WINSTON

STONEHOUSE DISTILLERY

WINERIES IN MONTANA

*As of January 2021



BIGFORK

BOWMAN ORCHARDS

BILLINGS

YELLOWSTONE CELLARS & WINERY

BOZEMAN

BLEND A BOZEMAN WINERY

LOCKHORN HARD CIDERS

MAVENS MARKET

VALHALLA MEADERY

WALLACE BEVERAGE WORKS

COLUMBIA FALLS

WHITE RAVEN WINERY

CONNER

MONTANA CIDERWORKS

CORVALLIS

WILLOW MOUNTAIN WINERY

DAYTON

MISSION MOUNTAIN WINERY

HAMILTON

BACK ROAD CIDER

BLODGETT CANYON CELLARS LLC

SHED HORN

KALISPELL

BIG MOUNTAIN CIDERWORKS

GLACIER SUN WINERY

MONTAVINO WINERY

TAILING LOOP WINERY

WATERS EDGE WINERY & BISTRO
KALISPELL

MILES CITY

TONGUE RIVER VINEYARD &
WINERY LLC

TEN SPOON VINEYARD

WESTERN CIDER COMPANY

POLSON

D. BERARDINIS WINERY

FLATHEAD LAKE WINERY INC

GRINDE BAY WINERY

VICTOR

HIDDEN LEGEND WINERY

WHITE SULPHUR SPRINGS

MONTANA MEADWORKS

WHITEFISH

UNLEASHED: A WINERY

COMPARATIVE STATEMENT OF REVENUES AND EXPENSES

FOR FY20 AND FY21

OPERATIONS

	2020	2021
Gross Liquor Sales	\$163,873,622.00	\$193,410,121.00
Less Discounts Granted	21,426,027	25,225,882
Adjusted Gross Liquor Sales	\$142,447,596.00	\$168,184,239.00
Cost of Goods Sold	93,328,740	110,102,676
Gross Income from Liquor Sales	\$49,118,856.00	\$58,081,562.00
Non-Operating Income		
(License Fee Revenue and Other Income)	6,574,816	4,593,785
Total Income	\$55,693,673.00	\$62,726,318.00
Total Operating Expenses	\$3,4592.00	\$3,457,347.00
Operating Income	\$52,2344.00	\$59,268,971.00
Transfers Out:		
Liquor License Fees to:		
General Fund	3,637,992	2,145,284
Department of Justice	1,465,840	1,414,624
Total Liquor License Fees	\$5,103,832.00	\$3,559,908.00
Carrier Excise Tax to General Fund	19,740	8,934
Liquor Excise Tax to General Fund	19,947,830	23,473,422
Liquor License Tax to:		
General Fund	4,299,727	4,988,975
Special Revenue Fund	8,163,250	9,684,481
Total License Tax	\$12,462,977.00	\$14,673,456.00

COMPARATIVE STATEMENT OF REVENUES AND EXPENSES

FOR FY20 AND FY21

OPERATING EXPENSES

	Liquor Distribution		Licensing and Compliance		Liquor Total	
	2020	2021	2020	2021	2020	2021
Salaries	\$849,908.00	\$1,139,471.00	\$827,048.00	\$934,379.00	\$1,676,956.00	\$2,073,850.00
Employee Benefits, Payroll Tax	\$391,276.00	\$388,534.00	\$314,606.00	\$346,849.00	\$705,882.00	\$735,383.00
Indirect Administrative Costs	\$428,041.00	\$425,017.00	\$-	\$-	\$428,041.00	\$425,017.00
Contracted Services	\$45,479.00	\$53,748.00	\$44,813.00	\$49,522.00	\$90,292.00	\$103,270.00
Supplies & Materials	\$106,418.00	\$107,722.00	\$19,272.00	\$15,599.00	\$125,690.00	\$123,321.00
Communications	\$17,319.00	\$22,656.00	\$20,760.00	\$22,507.00	\$38,079.00	\$45,163.00
Travel	\$-	\$-	\$3,932.00	\$46.00	\$3,932.00	\$46.00
Rent	\$18,149.00	\$22,921.00	\$17,998.00	\$17,998.00	\$36,146.00	\$40,919.00
Utilities	\$42,608.00	\$48,832.00	\$3,093.00	\$3,093.00	\$45,701.00	\$51,925.00
Repairs & Maintenance	\$13,002.00	\$117,164.00	\$38,527.00	\$114,422.00	\$51,529.00	\$231,586.00
Other Expenses	\$1,258.00	\$26,182.00	\$27,613.00	\$53,031.00	\$28,871.00	\$79,213.00

COMPARATIVE REPORT OF SALES TO AGENCY STORES

Location	2021 Rank by Volume	2021 Sales	2020 Rank by Volume	2020 sales
ABSAROKEE #167	41	\$977,033	46	\$717,667
ALBERTON #138	82	\$212,425	86	\$139,688
ANACONDA #14	31	\$1,642,320	36	\$1,124,506
AUGUSTA #81	88	\$119,700	90	\$84,944
BAKER #42	32	\$1,517,416	28	\$1,408,230
BELGRADE #76	2	\$13,161,310	2	\$10,456,791
BIG SKY #190	17	\$3,467,217	17	\$2,730,500
BIG TIMBER #17	65	\$527,767	67	\$439,926
BIGFORK #179	19	\$3,069,981	29	\$2,150,959
BILLINGS #196	6	\$6,536,458	10	\$5,132,246
BILLINGS #3	7	\$6,405,597	7	\$5,655,031
BILLINGS #4	30	\$1,656,910	30	\$1,441,128
BOULDER #56	85	\$171,750	84	\$156,060
BOZEMAN #193	3	\$9,979,932	5	\$7,198,777
BOZEMAN #9	24	\$2,568,114	14	\$3,480,683
BRIDGER #91	60	\$591,636	63	\$410,178
BUTTE #116	8	\$6,366,325	9	\$4,698,939
BUTTE #2	26	\$1,837,416	24	\$1,632,856
CHESTER #35	93	\$74,148	93	\$72,325
CHINOOK #28	81	\$261,871	78	\$281,896
CHOTEAU #34	80	\$273,666	81	\$232,488
COLUMBIA FALLS #73	15	\$3,707,067	18	\$3,046,010
COLUMBUS #16	59	\$619,895	54	\$554,409
CONRAD #33	68	\$463,039	70	\$403,708
CUT BANK #45	28	\$1,692,250	25	\$1,665,296
DARBY #85	61	\$584,138	65	\$439,019
DEER LODGE #11	54	\$723,376	55	\$571,845
DILLON #32	33	\$1,489,159	35	\$1,201,089
EAST HELENA #83	14	\$3,962,126	15	\$3,536,098
ENNIS #60	39	\$1,099,840	50	\$686,289
EUREKA #69	44	\$934,576	43	\$830,681

COMPARATIVE REPORT OF SALES TO AGENCY STORES

Location	2021 Rank by Volume	2021 Sales	2020 Rank by Volume	2020 sales
EVERGREEN #67	16	\$3,512,367	16	\$2,927,638
FAIRFIELD #130	90	\$103,617	92	\$95,485
FORSYTH #23	73	\$401,032	68	\$372,804
FORT BENTON #31	42	\$950,598	69	\$409,192
GARDINER #58	52	\$761,374	53	\$576,948
GLASGOW #24	38	\$1,105,775	40	\$936,676
GLENDDIVE #21	29	\$1,663,879	31	\$1,523,088
GREAT FALLS #139	13	\$4,826,095	8	\$4,560,408
GREAT FALLS #140	18	\$3,275,311	21	\$2,527,888
GREAT FALLS #141	55	\$665,069	57	\$601,988
HAMILTON #18	22	\$2,641,910	22	\$2,277,541
HARDIN #37	66	\$509,036	61	\$467,800
HARLOWTON #38	77	\$384,197	74	\$312,819
HAVRE #26	27	\$1,699,154	27	\$1,623,221
HELENA #1	11	\$5,469,367	11	\$4,648,139
HELENA #5	49	\$828,120	39	\$1,008,379
HOT SPRINGS #61	71	\$423,130	71	\$319,338
HUNGRY HORSE #62	43	\$948,457	49	\$715,450
KALISPELL #12	10	\$5,794,830	6	\$5,211,271
KALISPELL #195	20	\$3,067,727	19	\$2,542,516
LAUREL #65	5	\$9,715,507	3	\$9,432,875
LEWISTOWN #15	35	\$1,404,664	37	\$1,085,452
LIBBY #6	47	\$870,992	41	\$804,248
LIMA #82	91	\$95,862	91	\$85,892
LINCOLN #112	72	\$416,535	75	\$314,460
LIVINGSTON #8	21	\$3,043,753	20	\$2,601,082
LOLO #192	1	\$18,356,435	1	\$16,958,496
MALTA #22	45	\$929,835	42	\$784,013
MEDICINE LAKE #90	50	\$772,531	51	\$721,624
MILES CITY #13	25	\$2,045,070	26	\$1,667,389
MISSOULA #170	12	\$5,301,340	12	\$4,526,802

COMPARATIVE REPORT OF SALES TO AGENCY STORES

Location	2021 Rank by Volume	2021 Sales	2020 Rank by Volume	2020 sales
MISSOULA #171	4	\$9,757,215	4	\$8,237,042
NASHUA #95	94	\$39,683	95	\$41,478
PLAINS #108	58	\$627,910	60	\$485,062
PLENTYWOOD #53	69	\$458,484	64	\$441,356
POLSON #54	23	\$2,608,250	23	\$2,124,105
POPLAR #100	83	\$175,796	82	\$137,647
RED LODGE #27	34	\$1,486,723	34	\$1,216,197
RONAN #101	53	\$752,775	48	\$683,491
ROUNDUP #44	57	\$643,766	59	\$526,283
SCOBAY #51	86	\$146,926	85	\$156,970
SEELEY LAKE #122	62	\$577,339	58	\$524,106
SHELBY #29	70	\$448,475	62	\$390,551
SHERIDAN #105	74	\$396,080	73	\$340,098
SIDNEY #50	40	\$1,058,384	32	\$1,193,589
ST IGNATIUS #74	79	\$278,678	80	\$250,673
ST REGIS #185	64	\$535,184	44	\$571,133
STANFORD #43	84	\$172,039	83	\$167,230
STEVENSVILLE #115	37	\$1,149,285	38	\$1,047,640
SUPERIOR #30	63	\$557,627	77	\$355,805
THOMPSON FALLS #7	51	\$765,589	52	\$624,746
TOWNSEND #49	56	\$660,482	56	\$499,780
TROY #70	67	\$479,788	66	\$439,797
TWIN BRIDGES #77	87	\$144,664	87	\$130,450
VALIER #78	89	\$117,395	88	\$97,864
VICTOR #172	36	\$1,403,791	33	\$1,199,263
WEST YELLOWSTONE #59	48	\$870,235	47	\$606,322
WHITE SULPHUR SPRINGS #36	76	\$384,889	76	\$284,363
WHITEFISH #64	9	\$6,329,255	13	\$4,374,041
WHITEHALL #104	75	\$395,656	72	\$330,871
WILLSALL #117	78	\$300,895	79	\$241,780
WINIFRED #160	92	\$84,359	89	\$93,110
WINNETT #39	95	\$38,810	94	\$45,016
WOLF POINT #52	46	\$885,670	45	\$794,582

LIQUOR SALES TO AGENCY STORES BY COUNTY

*For the Fiscal Year Ending June 30, 2021

County	City	Gross Sales
BEAVERHEAD	DILLON #32	\$1,489,159
	LIMA #82	<u>\$95,862</u>
		\$1,585,021
BIG HORN	HARDIN #37	<u>\$509,036</u>
		\$509,036
BLAINE	CHINOOK #28	<u>\$261,871</u>
		\$261,871
BROADWATER	TOWNSEND #49	<u>\$660,482</u>
		\$660,482
CARBON	BRIDGER #91	<u>\$591,636</u>
		\$591,636
CASCADE	GREAT FALLS #139	\$4,826,095
	GREAT FALLS #140	\$3,275,311
	GREAT FALLS #141	<u>\$665,069</u>
		\$8,766,476
CHOUTEAU	FORT BENTON #31	<u>\$950,598</u>
		\$950,598
CUSTER	MILES CITY #13	<u>\$2,045,070</u>
		\$2,045,070
DANIELS	SCOBIE #51	<u>\$146,926</u>
		\$146,926
DAWSON	GLENDALE #21	<u>\$1,663,879</u>
		\$1,663,879

LIQUOR SALES TO AGENCY STORES BY COUNTY

*For the Fiscal Year Ending June 30, 2021

County	City	Gross Sales
DEER LODGE	ANACONDA #14	<u>\$1,642,320</u> \$1,642,320
FALLON	BAKER #42	<u>\$1,517,416</u> \$1,517,416
FERGUS	LEWISTOWN #15 WINIFRED #160	\$1,404,664 <u>\$84,359</u> \$1,489,024
FLATHEAD	BIGFORK #179 COLUMBIA FALLS #73 EVERGREEN #67 HUNGRY HORSE #62 KALISPELL #12 KALISPELL #195 WHITEFISH #64	\$3,069,981 \$3,707,067 \$3,512,367 \$948,457 \$5,794,830 \$3,067,727 <u>\$6,329,255</u> \$26,429,683
GALLATIN	BELGRADE #76 BIG SKY #190 BOZEMAN #193 BOZEMAN #9 WEST YELLOWSTONE #59	\$13,161,310 \$3,467,217 \$9,979,932 \$2,568,114 <u>\$870,235</u> \$30,046,808
GLACIER	CUT BANK #45	<u>\$1,692,250</u> \$1,692,250
HILL	HAVRE #26	<u>\$1,699,154</u> \$1,699,154

LIQUOR SALES TO AGENCY STORES BY COUNTY

*For the Fiscal Year Ending June 30, 2021

County	City	Gross Sales
JEFFERSON	BOULDER #56	\$171,750
	WHITEHALL #104	<u>\$395,656</u>
		\$567,407
JUDITH BASIN	STANFORD #43	<u>\$172,039</u>
		\$172,039
LAKE	POLSON #54	\$2,608,250
	RONAN #101	\$752,775
	ST IGNATIUS #74	<u>\$278,678</u>
		\$3,639,703
LEWIS AND CLARK	AUGUSTA #81	\$119,700
	EAST HELENA #83	\$3,962,126
	HELENA #1	\$5,469,367
	HELENA #5	\$828,120
	LINCOLN #112	<u>\$416,535</u>
		\$10,795,849
LIBERTY	CHESTER #35	<u>\$74,148</u>
		\$74,148
LINCOLN	EUREKA #69	\$934,576
	LIBBY #6	\$870,992
	TROY #70	<u>\$479,788</u>
		\$2,285,356
MADISON	ENNIS #60	\$1,099,840
	SHERIDAN #105	\$396,080
	TWIN BRIDGES #77	<u>\$144,664</u>
		\$1,640,583

LIQUOR SALES TO AGENCY STORES BY COUNTY

*For the Fiscal Year Ending June 30, 2021

County	City	Gross Sales
MEAGHER	WHITE SULPHUR SPRINGS #36	<u>\$384,889</u> \$384,889
MINERAL	ALBERTON #138	\$212,425
	ST REGIS #185	\$535,184
	SUPERIOR #30	<u>\$557,627</u> \$1,305,235
MISSOULA	LOLO #192	\$18,356,435
	MISSOULA #170	\$5,301,340
	MISSOULA #171	\$9,757,215
	SEELEY LAKE #122	<u>\$577,339</u> \$33,992,330
MUSSELSHELL	ROUNDUP #44	\$643,766 \$643,766
PARK	GARDINER #58	\$761,374
	LIVINGSTON #8	\$3,043,753
	WILLSALL #117	<u>\$300,895</u> \$4,106,022
PETROLEUM	WINNETT #39	<u>\$38,810</u> \$38,810
PHILLIPS	MALTA #22	<u>\$929,835</u> \$929,835
PONDERA	CONRAD #33	\$463,039
	VALIER #78	<u>\$117,395</u> \$580,435

LIQUOR SALES TO AGENCY STORES BY COUNTY

*For the Fiscal Year Ending June 30, 2021

County	City	Gross Sales
POWELL	DEER LODGE #11	<u>\$723,376</u> \$723,376
RAVALLI	DARBY #85	\$584,138
	HAMILTON #18	\$2,641,910
	STEVENSVILLE #115	\$1,149,285
	VICTOR #172	<u>\$1,403,791</u> \$5,779,124
RICHLAND	SIDNEY #50	<u>\$1,058,384</u> \$1,058,384
ROOSEVELT	POPLAR #100	\$175,796
	WOLF POINT #52	<u>\$885,670</u> \$1,061,466
ROSEBUD	FORSYTH #23	<u>\$401,032</u> \$401,032
SANDERS	HOT SPRINGS #61	\$423,130
	PLAINS #108	\$627,910
	THOMPSON FALLS #7	<u>\$765,589</u> \$1,816,629
SHERIDAN	MEDICINE LAKE #90	\$772,531
	PLENTYWOOD #53	<u>\$458,484</u> \$1,231,015
SILVER BOW	BUTTE #116	\$6,366,325
	BUTTE #2	<u>\$1,837,416</u> \$8,203,741

LIQUOR SALES TO AGENCY STORES BY COUNTY

*For the Fiscal Year Ending June 30, 2021

County	City	Gross Sales
STILLWATER	ABSAROOKEE #167	\$977,033
	COLUMBUS #16	<u>\$619,895</u>
		\$1,596,927
SWEET GRASS	BIG TIMBER #17	<u>\$527,767</u>
		\$527,767
TETON	CHOTEAU #34	\$273,666
	FAIRFIELD #130	<u>\$103,617</u>
		\$377,283
TOOLE	SHELBY #29	<u>\$448,475</u>
		\$448,475
VALLEY	GLASGOW #24	\$1,105,775
	NASHUA #95	<u>\$39,683</u>
		\$1,145,458
WHEATLAND	HARLOWTON #38	<u>\$384,197</u>
		\$384,197
YELLOWSTONE	BILLINGS #196	\$6,536,458
	BILLINGS #3	\$6,405,597
	BILLINGS #4	\$1,656,910
	LAUREL #65	\$9,715,507
	RED LODGE #27	<u>\$1,486,723</u>
		\$25,801,194
Total		\$193,410,121



ALCOHOLIC
BEVERAGE
CONTROL
DIVISION
MONTANA

Montana Department of Revenue
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