



# Fiscal Year 2011

## Liquor Enterprise Fund

### Report of Operations





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# **Liquor Control Division General Information**

## **Montana History of Liquor Control**

The State Board of Examiners established the Montana Liquor Control Board in 1933. Patterned after the alcohol beverage distribution system in Alberta, Canada, the Board was charged with the responsibility of purchasing, pricing, and vending liquor in the state. By the first quarter of 1935, 115 state-owned retail stores were in operation. In 1937, liquor-by-the-drink became legal. In the mid 1960's emphasis on customer services brought self-service stores to the state. In 1973, the state legislature abolished the Liquor Control Board and transferred its responsibilities to the Department of Revenue, Liquor Control Division. In 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 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 price. All liquor license holders purchase liquor through the agency liquor stores at a cost no greater than the states established price.

## **The Control Jurisdiction Advantage**

When Prohibition was repealed in 1933, the process of determining the method of regulation of alcohol beverages fell to the citizens of the United States who decided by jurisdiction how they could best balance individual freedom with the social risk and public costs of beverage alcohol consumption. The result is that all U.S. residents experience some type of governmental control over the sales and/or distribution of beverage alcohol.

Over 78 years later, those jurisdictions that chose to operate under the control system continue to do so today. 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.

## Liquor Control Division General Information

By participating in the marketplace, the control jurisdictions are able to serve their citizens with a broader and more flexible range of policy options to promote moderation in the consumption of alcohol beverages and reduce alcohol abuse. Another value of the control distribution system is that it operates solely on the revenue derived from beverage alcohol 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 and the Montana Department of Revenue, Liquor Control Division continues to evolve to optimize the benefits of the control jurisdiction, while improving wholesale and customer service to our consumers.



Alabama, Idaho, Iowa, Maine, Michigan, Mississippi, Montana, New Hampshire, North Carolina, Ohio, Oregon, Pennsylvania, Utah, Vermont, Virginia, Washington, West Virginia, Wyoming, MD-Montgomery County, and MD-Worcester County

# Liquor Control Division General Information

## Our Mission

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.

Our Liquor Licensing team works to protect the welfare and safety of the public by regulating liquor licensing laws in a uniform and fair manner.

Our Liquor Distribution team works to efficiently maintain a regulated channel of distribution with an emphasis on customer service by fulfilling the public demand of distilled spirits and fortified wine through agency liquor stores.

## Our Function

Montana along with seventeen other states and two counties in Maryland are known as “control jurisdictions.” These jurisdictions control the sale of distilled spirits and, in some cases, beer and wine through government agencies at the wholesale 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 – 28 percent of the U.S. population operates under the control distribution system – where policies that support moderate and responsible consumption replace economic incentives, and proceeds from the sale of beverage alcohol go directly to the residents rather than to private sellers. The control jurisdictions represent 28 percent of the nation's population and account for 24.5 percent of its sales of distilled spirits. Annual statistical data clearly shows that per capita consumption of distilled spirits is approximately 16 percent lower in control states than in open states.

# Liquor Control Division General Information

## Benefits to Montanans

- ♦ A major source of revenue:

Distilled spirit sales provide a source of revenue to citizens and taxpayers. These revenues help fund state-government operations and to support several government programs.

- ♦ Support of alcohol programs:

Revenues from distilled spirit taxes are distributed to the credit of the Department of Public Health and Human Services for the treatment, rehabilitation, and prevention of alcoholism and chemical dependency.

- ♦ Promote moderation:

Control systems promote moderation in consumption. Annual statistical data clearly shows that per capita consumption of distilled spirits is approximately 16% lower in control states than in open states.

- ♦ Improve overall safety through education, regulation and enforcement:

The control state system continues to provide a regulatory environment that is better able to deter the ever-present risks and costs to the individual and the community of alcohol consumption. At one level, the uniform enforcement of applicable laws is made far more effective in a control state, where there are ordinarily fewer sales outlets and more importantly, where the economic incentive to violate those laws is greatly reduced. At another level, the control system itself 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.



# **Liquor Control Division General Information**

## **Liquor Distribution Bureau**

Liquor Distribution manages state wholesale liquor operations, including warehouse shipping and receiving, accounts receivable and payable, inventory management, liquor order processing, agency contract management, and customer service. The state maintains agency franchise contracts and supplies liquor to 97 private agency liquor stores. These agency liquor stores are the exclusive retailers of liquor and fortified wine, they sell to the public for off-premise consumption, and to Montana's 1900+ all-beverage licensees. The state Liquor Warehouse held bailed and/or state owned inventories for approximately 870 regular list products and more than 1900 warehouse supply and special order products.

Fiscal year 2011 generated a combined total of taxes collected and profits earned of \$31.5 million. This is 1 million more from the previous year.

## **Liquor Licensing Bureau**

Licensing is charged with all licensing and regulatory responsibilities for all entities intending to produce, import, distribute or sell alcoholic beverages in Montana. Liquor licensing processes applications, renewals, transfers and registrations, as applicable, for retail, wholesale and manufacturing alcoholic beverage licenses and permits. Liquor licensing is responsible for compliance of existing licenses and permit holders and for providing information and explanation about licensing activity or related law, rule, policy and procedures.

The bureau issued a total of 5,070 licenses for fiscal year 2011 including license renewals for retail sale of distilled spirits, beer or wine, vendor permits, winery registrations, distributors, breweries, special beer and wine permits and connoisseurs licenses.

License fee revenues generated in fiscal year 2011 were \$2.3 million which includes revenues collected for registrations, processing, seating fees and late payments on renewals. Liquor license violations were up from 385 in fiscal year 2010 to 442 in fiscal year 2011. Revenues generated in fiscal year 2011 for these fines were \$144 thousand.

# **Liquor Control Division General Information**

## **Liquor Education**

The Liquor Control Division's mission in part is "to administer the applicable sections of the Alcoholic Beverage Code with an emphasis on excellence in customer service and a focus on public safety...". The Liquor Control Division's responsible alcohol sales and service program further addresses the issues associated with "...the responsible consumption of alcoholic beverages", most notably by confronting the issues of high risk (binge) drinking, underage drinking, secondary distribution (adults giving alcohol to underage youth), and over-serving.

During Fiscal Year 2011 Liquor Education continued its mission to expand the reach of the responsible alcohol sales and service program throughout Montana.

## **Warehouse Updates**

In 2011, the Liquor Control Division finalized an extensive renovation project. This project, which was funded through the state's Long Range Building program of the 2009 Montana Legislative Session, addressed several deficiencies that existed within the liquor warehouse.

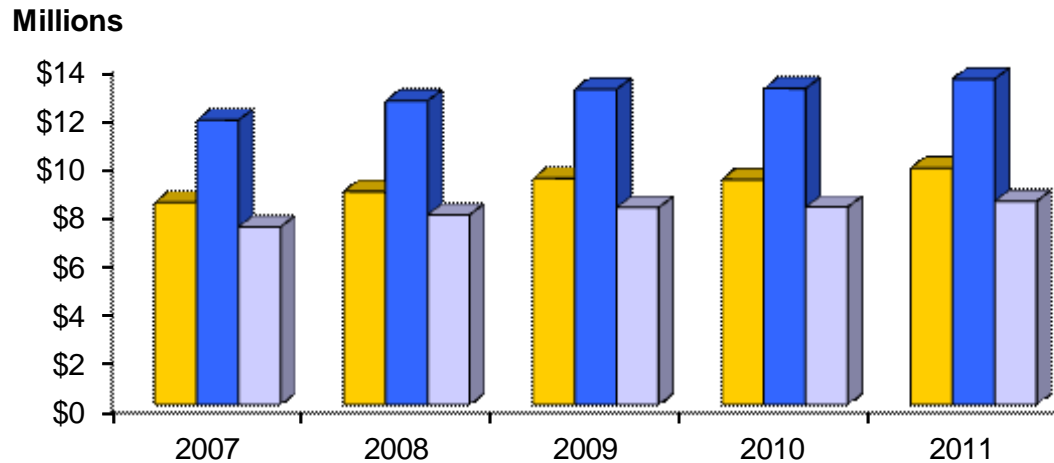
The Division was able to reduce energy consumption by updating several of the building's components. One portion of this included modernizing the shipping/receiving area to reduce air infiltration and diesel fumes from entering the building. The division also replaced the buildings outdated HVAC system and unit heaters with more energy-efficient models.

We extended the useful life of the building by incorporated additional shelving to utilize cubic space more efficiently as liquor sales continue to grow. The modernization of the shipping/receiving area also allowed the department to capture additional existing square footage within the building as incoming and outgoing trucks remain outside rather than pulling into the building.

Improving warehouse layout and increasing productivity was the third focal point of the project. The division concentrated on reducing the distance required to pick a liquor order as well as the amount of time it took to find a specific case. The majority of this was obtainable by incorporating additional racking. The additional racking condensed the product locations, along with clearly defined pick locators, allow the warehouse crew to operate more efficiently.

The division also incorporated several other components to this project that include enhancing internal controls, increasing life safety measures, and boosting worker comfort.

## Five Year History of Liquor Taxes and Profit



Fiscal Year	Liquor Net Profit	Liquor Excise Taxes	Liquor License Taxes	Total Revenue
2007	8,333,039	11,716,614	7,322,884	27,372,537
2008	8,775,806	12,512,800	7,820,500	29,109,106
2009	9,314,687	12,989,225	8,118,270	30,422,182
2010	9,271,707	13,020,876	8,138,240	30,430,823
2011	9,770,839	13,411,139	8,381,042	31,563,020

In 2011, \$25.3 million from liquor operations were distributed to the State **General Fund** and \$5.5 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.

### Statutory Distributions:

#### ♦ Taxes

Excise Tax (16% of Wholesale Price)

- Distributed to State General Fund

License Tax (10% of Wholesale Price)

- 65.5% Distributed to State Special Revenue Fund for the Department of Public Health and Human Services

- 34.5% Distributed to State General Fund

#### ♦ Liquor Profit

Distributed to State General Fund

## Schedule of Licenses Issued

For the fiscal year ending June 30, 2011

<b>Retail Outlets</b>	<b>All-Beverage</b>	<b>Beer</b>	<b>Wine</b>	<b>Beer/Wine</b>	<b>RBW*</b>	<b>Total</b>
On Premise	914	68		390	170	1,542
On Premise With Catering	523	1		48	61	633
Off Premise		95	11	777		883
Veteran's Organizations	49					49
Fraternal	63					63
Airport	7			1		8
Resort	24					24
Floaters	11					11
Enlisted Officer's Club	2					2
Public Golf Course				15		15
Non-Profit Arts				8		8
Carrier - Airline	6					6
Carrier - Railroad	1					1

**Total Retail Outlets**      **1,600**      **164**      **11**      **1,239**      **231**      **3,245**

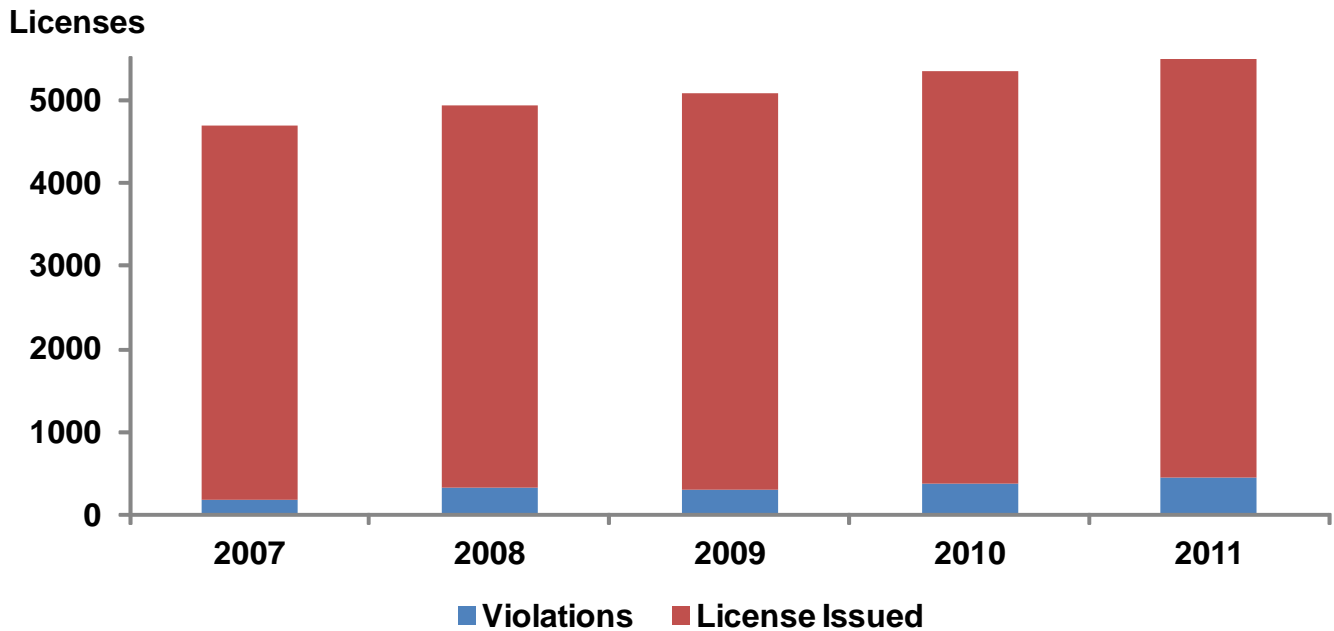
\*RBW = Restaurant Beer and Wine

<b>Wholesalers and Distributors</b>	<b>Beer</b>	<b>Wine</b>	<b>Beer/Wine</b>	<b>Total</b>
Wholesalers and Distributors	5	6	16	27
Sub-Warehouse		2	11	13
<b>Total Wholesaler and Distributors</b>	<b>5</b>	<b>8</b>	<b>27</b>	<b>40</b>

<b>Manufacturers</b>	<b>Beer</b>	<b>Wine</b>	<b>Distilled Spirits</b>	<b>Total</b>
Domestic Brewery	30			30
Domestic Winery		14		14
Foreign Brewery	75			75
Foreign Winery		923		923
Domestic Distiller License			8	8
	<b>105</b>	<b>937</b>	<b>8</b>	<b>1,050</b>

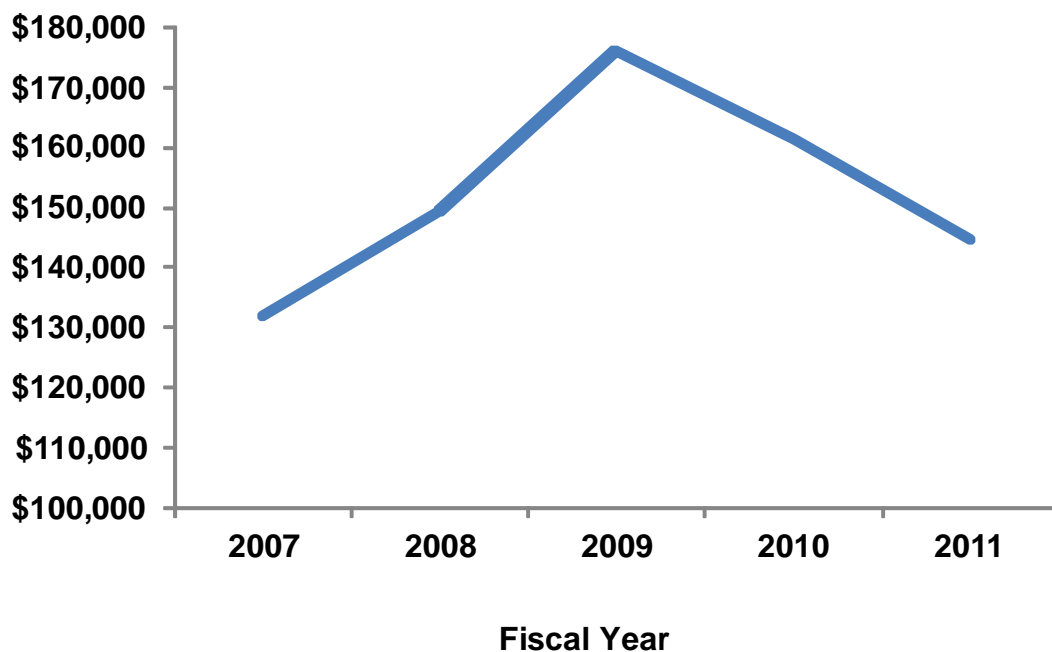
<b>Other</b>	<b>All-Bev</b>	<b>Wine</b>	<b>Beer/Wine</b>	<b>Total</b>
Special Permits	10		484	494
Connoisseur License		163	6	169
Vendor Representative	112			112
<b>Total Other</b>	<b>122</b>	<b>163</b>	<b>490</b>	<b>775</b>

## Five year History of Licenses and Violations Issued



The Number of violations in fiscal year 2011 was 442. This makes up for almost 9% of the total licenses issued.

## Five year History of Violation Fees



## Comparative Statement of Revenues and Expenses

For the fiscal years ending June 30, 2011 and June 30, 2010

	2011	2010
<b>Gross Liquor Sales</b>	<b>\$ 106,086,733</b>	<b>\$ 102,734,387</b>
Discounts Granted	2,000,102	1,960,957
Commissions Granted	10,088,977	9,667,091
Sales Volume Discount Granted	1,023,054	988,754
<b>Adjust Gross Liquor Sales</b>	<b>\$ 92,974,600</b>	<b>\$ 90,117,585</b>
Cost of Goods	59,761,421	57,881,004
<b>Gross Income from Liquor Sales</b>	<b>\$ 33,213,179</b>	<b>\$ 32,236,581</b>
Non Operating Income (License Fee Revenue and Other Income)	2,289,747	2,242,500
<b>Total Income</b>	<b>\$ 35,502,926</b>	<b>\$ 34,479,081</b>
<b>Total Operating Expenses</b>	<b>\$ 2,425,388</b>	<b>\$ 2,535,601</b>
<b>Operating Income</b>	<b>\$ 33,077,538</b>	<b>\$ 31,943,480</b>
Transfers Out:		
Liquor License Fees to:		
General Fund	363,108	322,734
Department of Justice	1,144,684	1,179,719
<b>Total Liquor License Fees</b>	<b>\$ 1,507,792</b>	<b>\$ 1,502,453</b>
Carrier Excise Tax to General Fund	6,726	10,233
Liquor Excise Tax to General Fund	13,411,139	13,020,876
Liquor License Tax to:		
General Fund	2,891,459	2,807,693
Special Fund	5,489,583	5,330,547
<b>Total License Tax</b>	<b>\$ 8,381,042</b>	<b>\$ 8,138,240</b>
<b>Total Transfers</b>	<b>\$ 23,306,699</b>	<b>\$ 22,671,802</b>
<b>Net Income From Operations</b>	<b>\$ 9,770,839</b>	<b>\$ 9,271,678</b>
Transfer to General Fund	9,000,000	9,000,000
<b>Change in Net Assets</b>	<b>\$ 770,839</b>	<b>\$ 271,678</b>

## Comparative Report of Alcohol Revenues

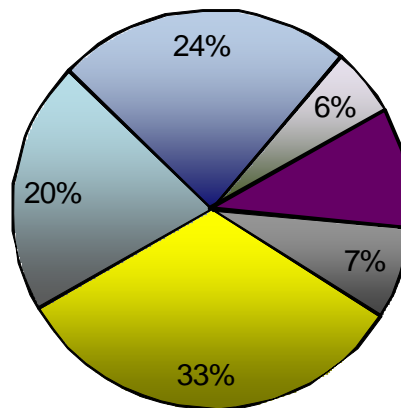
For the fiscal years ending June 30, 2011 and June 30, 2010

	2011	2010
Liquor Excise Tax	\$ 13,411,139	\$ 13,020,876
Liquor License Tax	8,381,042	8,138,240
Liquor Operations Net Profit	9,770,839	9,271,678
License Fee Revenue	2,289,747	2,242,500
*Beer Tax	3,964,264	4,055,805
*Wine and Cider Tax	3,002,803	2,859,927
<b>Total Revenue from Alcohol Sales</b>	<b>\$ 40,819,834</b>	<b>\$ 39,589,026</b>

\*Beer, cider and wine tax collected from distributors are deposited directly to the accounting entities for which they are collected and do not pass through the Liquor Enterprise Account.

### Percent of Total Alcohol Revenues for 2011

- Liquor Excise Tax
- Liquor License Tax
- Liquor Operations Net Profit
- License Fee Revenue
- \*Beer Tax
- \*Wine and Cider Tax



## Operating Expenses

For the fiscal year ending June 30, 2011

	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	\$ 715,344	\$ 500,839	\$ 1,216,183
Employee Benefits, Payroll Tax	259,916	179,180	439,096
Indirect Administrative Costs	108,561	108,561	217,122
Contracted Services	119,838	24,263	144,101
Supplies & Materials	63,763	11,425	75,188
Communications	29,965	16,221	46,186
Travel	3,719	3,251	6,970
Rent	1,247	-	1,247
Utilities	65,017	429	65,446
Repairs & Maintenance	87,011	5,075	92,086
Other Expenses	17,205	2,609	19,814
Depreciation	101,949	-	101,949
<b>Total Operating Expenses</b>	<b>\$ 1,573,535</b>	<b>\$ 851,853</b>	<b>\$ 2,425,388</b>

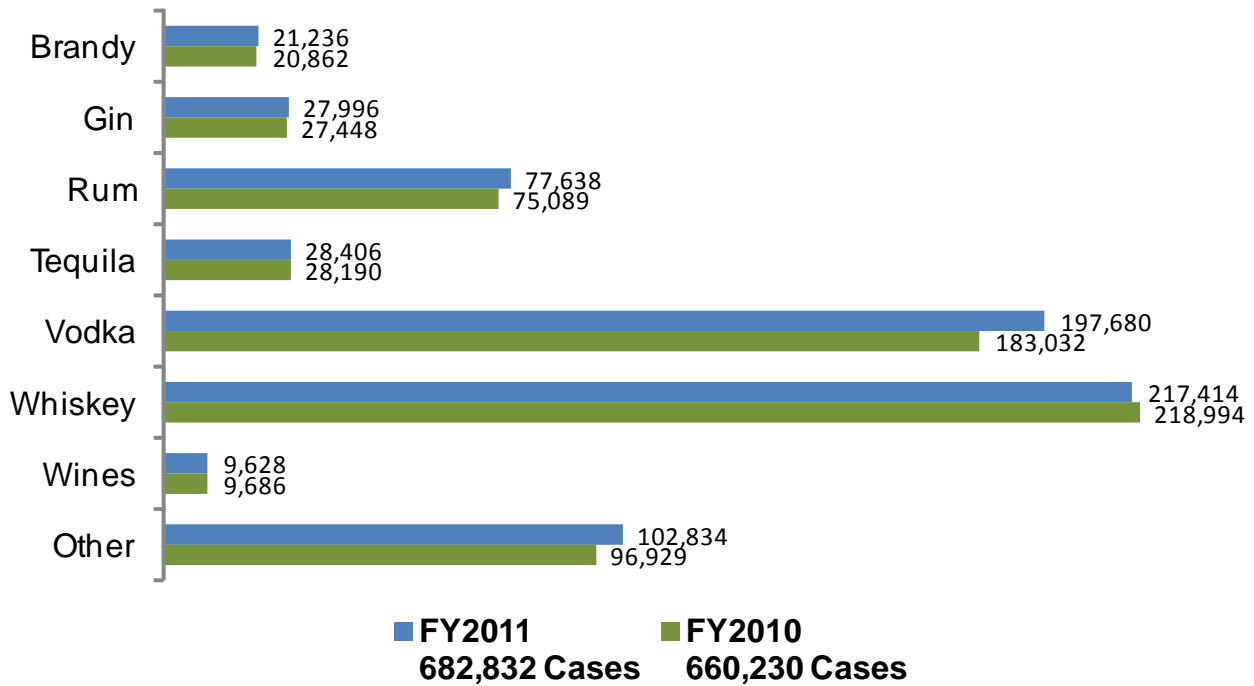


## Operating Expenses

For the fiscal year ending June 30, 2010

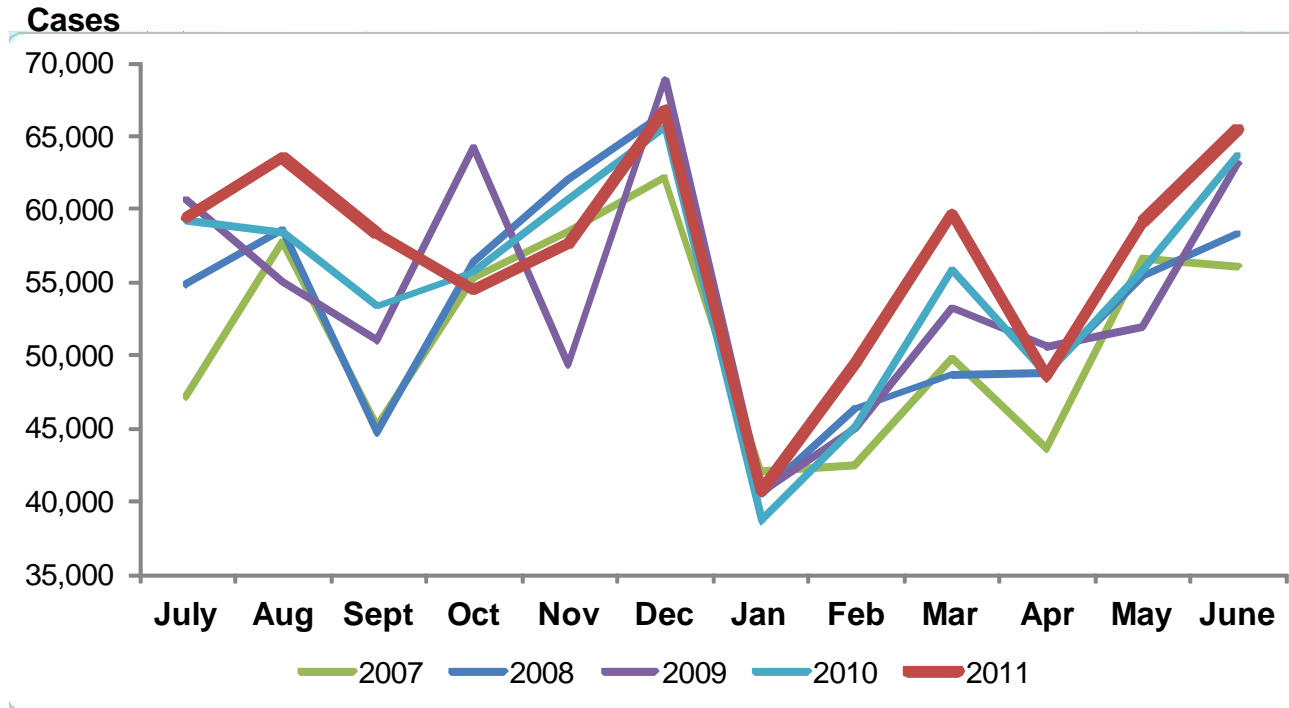
	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	699,479	470,032	1,169,511
Employee Benefits, Payroll Tax	246,721	160,077	406,798
Indirect Administrative Costs	107,782	107,782	215,564
Contracted Services	200,419	37,315	237,734
Supplies & Materials	106,463	35,969	142,432
Communications	45,598	15,066	60,664
Travel	15,693	5,664	21,357
Rent	551	-	551
Utilities	81,473	1,095	82,568
Repairs & Maintenance	57,737	6,364	64,101
Other Expenses	31,717	8,494	40,211
Depreciation	94,111	-	94,111
<b>Total Operating Expenses</b>	<b>\$ 1,687,744</b>	<b>\$ 847,858</b>	<b>\$ 2,535,602</b>

## Case Comparison by Class for Fiscal Years 2010 and 2011



Class	FY2010 Cases	Percent of Total	FY2011 Cases	Percent of Total	Percent Change
Brandy	20,862	3.16%	21,236	3.11%	1.79%
Gin	27,448	4.16%	27,996	4.10%	2.00%
Rum	75,089	11.37%	77,638	11.37%	3.39%
Tequila	28,190	4.27%	28,406	4.16%	0.77%
Vodka	183,032	27.72%	197,680	28.95%	8.00%
Whiskey	218,994	33.17%	217,414	31.84%	-0.72%
Wines	9,686	1.47%	9,628	1.41%	-0.60%
Other	96,929	14.68%	102,834	15.06%	6.09%
<b>Total</b>	<b>660,230</b>	<b>100.00%</b>	<b>682,832</b>	<b>100.00%</b>	<b>3.42%</b>

## Five Year History of Cases Shipped by Month



### Fiscal Year

Month	2007	2008	2009	2010	2011
July	47,141	54,879	60,561	59,206	59,415
August	57,762	58,549	55,005	58,352	63,485
September	45,041	44,634	51,052	53,402	58,330
October	55,274	56,381	64,143	55,713	54,406
November	58,407	61,942	49,284	60,647	57,532
December	62,149	66,524	68,904	65,495	66,833
January	42,063	40,463	40,598	38,578	40,725
February	42,549	46,292	45,015	45,064	49,442
March	49,767	48,674	53,263	55,813	59,664
April	43,537	48,758	50,621	48,610	48,504
May	56,587	55,400	51,987	55,754	59,051
June	<u>56,123</u>	<u>58,312</u>	<u>63,038</u>	<u>63,596</u>	<u>65,445</u>
<b>Total</b>	<b>616,400</b>	<b>640,808</b>	<b>653,471</b>	<b>660,230</b>	<b>682,832</b>

## Comparative Report of Sales to Agency Stores

### For fiscal years ending June 30, 2011 and June 30, 2010

Location	2011 By Volume	2011 Sales	2010 By Volume	2010 Sales
Absarokee #167	49	\$ 503,594	27	\$ 1,139,334
Alberton #138	95	66,655	92	70,154
Anaconda #14	31	918,815	34	897,575
Augusta #81	91	71,182	91	79,066
Baker #42	21	1,467,556	23	1,301,416
Belgrade #76	2	6,184,163	2	5,737,219
Big Fork #179	29	1,052,793	28	1,058,812
Big Sky #190	37	763,882	39	675,869
Big Timber #17	65	331,329	64	318,069
Billings #3	3	5,612,686	4	5,319,726
Billings #4	15	2,447,392	8	3,198,547
Billings #196	6	3,830,139	6	3,684,862
Boulder #56	80	149,468	83	152,469
Bozeman #9	9	2,899,139	11	2,827,007
Bozeman #193	11	3,288,555	9	3,188,144
Bridger #91	48	506,609	49	507,024
Butte #2	22	1,461,647	20	1,464,855
Butte #116	17	2,281,634	15	2,281,815
Chester #35	90	80,427	90	79,810
Chinook #28	74	208,970	71	233,066
Choteau #34	84	121,809	86	112,957
Circle #47	93	69,694	93	62,015
Columbia Falls #73	24	1,379,252	25	1,273,774
Columbus #16	68	297,304	67	301,828
Conrad #33	67	302,231	65	305,903
Cut Bank #45	25	1,324,934	24	1,287,119

**Comparative Report of Sales to Agency Stores**  
**For fiscal years ending June 30, 2011 and June 30, 2010**

<b>Location</b>	<b>2011 By Volume</b>	<b>2011 Sales</b>	<b>2010 By Volume</b>	<b>2010 Sales</b>
Darby #85	<b>59</b>	\$ 392,608	<b>61</b>	\$ 383,374
Deer Lodge #11	<b>56</b>	474,543	<b>56</b>	460,247
Dillon #32	<b>34</b>	858,598	<b>33</b>	911,672
East Helena #83	<b>14</b>	2,521,805	<b>12</b>	2,663,435
Ennis #60	<b>47</b>	514,194	<b>45</b>	548,168
Eureka #69	<b>43</b>	558,220	<b>46</b>	539,840
Evergreen #67	<b>12</b>	2,870,563	<b>13</b>	2,590,053
Fairfield #130	<b>92</b>	70,214	<b>95</b>	59,799
Forsyth #23	<b>58</b>	462,602	<b>55</b>	466,926
Fort Benton #31	<b>77</b>	161,724	<b>80</b>	174,142
Gardiner #58	<b>64</b>	331,726	<b>63</b>	329,262
Glasgow #24	<b>55</b>	475,129	<b>59</b>	427,614
Glendive #21	<b>52</b>	487,163	<b>50</b>	489,352
Great Falls #139	<b>7</b>	3,692,229	<b>7</b>	3,649,619
Great Falls #140	<b>5</b>	4,089,947	<b>5</b>	3,787,797
Great Falls #141	<b>42</b>	595,054	<b>44</b>	562,248
Hamilton #18	<b>26</b>	1,232,296	<b>26</b>	1,178,634
Hardin #37	<b>45</b>	553,829	<b>42</b>	568,420
Harlowton #38	<b>81</b>	148,653	<b>81</b>	159,659
Havre #26	<b>20</b>	1,494,960	<b>19</b>	1,498,854
Helena #1	<b>8</b>	3,580,129	<b>10</b>	3,138,783
Helena #5	<b>33</b>	877,560	<b>32</b>	953,002
Hot Springs #61	<b>72</b>	215,970	<b>70</b>	241,705
Hungry Horse #62	<b>50</b>	501,688	<b>52</b>	475,539
Kalispell #12	<b>16</b>	2,366,805	<b>16</b>	2,206,232
Kalispell #195	<b>18</b>	2,002,509	<b>17</b>	1,856,164

**Comparative Report of Sales to Agency Stores**  
**For fiscal years ending June 30, 2011 and June 30, 2010**

<b>Location</b>	<b>2011 By Volume</b>	<b>2011 Sales</b>	<b>2010 By Volume</b>	<b>2010 Sales</b>
Laurel #65	<b>10</b>	\$ 3,014,174	<b>18</b>	\$ 1,724,428
Lewistown #15	<b>35</b>	820,178	<b>38</b>	773,193
Libby #6	<b>39</b>	634,345	<b>36</b>	838,729
Lima #82	<b>96</b>	42,566	<b>96</b>	42,988
Lincoln #112	<b>71</b>	237,728	<b>72</b>	224,673
Livingston #8	<b>23</b>	1,397,228	<b>22</b>	1,398,777
Lolo #192	<b>32</b>	910,839	<b>30</b>	1,004,137
Malta #22	<b>44</b>	555,383	<b>43</b>	567,387
Medicine Lake #90	<b>40</b>	628,119	<b>40</b>	632,718
Miles City #13	<b>19</b>	1,609,865	<b>21</b>	1,463,303
Missoula #170	<b>4</b>	5,413,285	<b>3</b>	5,399,915
Missoula #171	<b>1</b>	7,192,941	<b>1</b>	6,863,333
Nashua #95	<b>89</b>	89,330	<b>89</b>	80,370
Plains #108	<b>63</b>	339,347	<b>66</b>	305,776
Plentywood #53	<b>61</b>	379,708	<b>62</b>	339,450
Polson #54	<b>27</b>	1,134,488	<b>29</b>	1,040,872
Poplar #100	<b>82</b>	125,037	<b>77</b>	179,853
Red Lodge #27	<b>36</b>	808,453	<b>37</b>	798,805
Ronan #101	<b>51</b>	487,438	<b>54</b>	470,268
Roundup #44	<b>70</b>	257,873	<b>69</b>	261,734
Scobey #51	<b>86</b>	115,063	<b>87</b>	95,500
Seeley Lake #122	<b>60</b>	391,955	<b>58</b>	430,769
Shelby #29	<b>57</b>	463,650	<b>57</b>	442,663
Sheridan #105	<b>73</b>	213,742	<b>74</b>	217,869

**Comparative Report of Sales to Agency Stores**  
**For fiscal years ending June 30, 2011 and June 30, 2010**

<b>Location</b>	<b>2011 By Volume</b>	<b>2011 Sales</b>	<b>2010 By Volume</b>	<b>2010 Sales</b>
Sidney #50	28	\$ 1,067,240	35	\$ 879,567
St. Ignatius #74	79	151,490	82	156,925
St. Regis #185	41	622,100	41	605,710
Stanford #43	85	116,112	85	117,109
Stevensville #115	53	486,408	53	473,684
Stockett #99	78	157,793	75	217,599
Superior #30	76	187,558	78	179,442
Thompson Falls #7	46	551,338	47	530,661
Townsend #49	66	316,426	68	301,558
Troy #70	62	360,810	60	386,865
Twin Bridges #77	87	110,050	88	95,349
Valier #78	94	67,353	94	61,289
Victor #172	30	980,016	31	988,887
West Yellowstone #59	54	477,178	51	481,936
White Sulphur #36	83	122,690	84	119,197
Whitefish #64	13	2,673,871	14	2,525,396
Whitehall #104	69	264,715	73	222,285
Wilsall #117	75	188,347	79	178,637
Winifred #160	88	106,860	76	182,722
Winnett #39	97	26,252	97	28,974
Wolf Point #52	38	636,818	48	524,111
<b>Totals</b>		<b><u>\$ 106,086,733</u></b>		<b><u>\$ 102,734,387</u></b>

## Liquor Sales and Population by County

### For fiscal year ending June 30, 2011

County	Location	Sales to Stores	Percent of Statewide Sales
Beaverhead	Dillon #32	\$ 858,598	0.84%
	Lima #82	42,566	0.04%
		<u>\$ 901,164</u>	<b>0.88%</b>
Big Horn	Hardin #37	<u>\$ 553,829</u>	<b>0.54%</b>
Blaine	Chinook #28	<u>\$ 208,970</u>	<b>0.20%</b>
Broadwater	Townsend #49	<u>\$ 316,426</u>	<b>0.31%</b>
Carbon	Bridger #91	<u>\$ 506,609</u>	<b>0.49%</b>
Cascade	Great Falls #139	\$ 3,692,229	3.59%
	Great Falls #140	4,089,947	3.98%
	Great Falls #141	595,054	0.58%
	Stockett #99	157,793	0.15%
		<u>\$ 8,535,023</u>	<b>8.31%</b>
Choteau	Fort Benton #31	<u>\$ 161,724</u>	<b>0.16%</b>
Custer	Miles City #13	<u>\$ 1,609,865</u>	<b>1.57%</b>
Daniels	Scobey #51	<u>\$ 115,063</u>	<b>0.11%</b>
Dawson	Glendive #21	<u>\$ 487,163</u>	<b>0.47%</b>
Deer Lodge	Anaconda #14	<u>\$ 918,815</u>	<b>0.89%</b>
Fallon	Baker #42	<u>\$ 1,467,556</u>	<b>1.43%</b>



## Liquor Sales and Population by County

### For fiscal year ending June 30, 2011

County	Location	Sales to Stores	Percent of Statewide Sales
Fergus	Lewistown #15	\$ 820,178	0.80%
	Winifred #160	106,860	0.10%
		<u>\$ 927,038</u>	<b>0.90%</b>
Flathead	Big Fork #179	\$ 1,052,793	1.02%
	Columbia Falls #73	1,379,252	1.34%
	Evergreen #67	2,870,563	2.79%
	Hungry Horse #62	501,688	0.49%
	Kalispell #12	2,366,805	2.30%
	Kalispell #195	2,002,509	1.95%
	Whitefish #64	2,673,871	2.60%
		<u>\$ 12,847,481</u>	<b>12.51%</b>
Gallatin	Belgrade #76	\$ 6,184,163	6.02%
	Big Sky #190	763,882	0.74%
	Bozeman #9	2,899,139	2.82%
	Bozeman #193	3,288,555	3.20%
	West Yellowstone #59	477,178	0.46%
		<u>\$ 13,612,917</u>	<b>13.25%</b>
Glacier	Cut Bank #45	<u>\$ 1,324,934</u>	<b>1.29%</b>
Hill	Havre #26	<u>\$ 1,494,960</u>	<b>1.46%</b>
Jefferson	Boulder #56	\$ 149,468	0.15%
	Whitehall #104	264,715	0.26%
		<u>\$ 414,183</u>	<b>0.40%</b>
Judith Basin	Stanford #43	<u>\$ 116,112</u>	<b>0.11%</b>

## Liquor Sales and Population by County

### For fiscal year ending June 30, 2011

County	Location	Sales to Stores	Percent of Statewide Sales
Lake	Polson #54	\$ 1,134,488	1.10%
	Ronan #101	487,438	0.47%
	St. Ignatius #74	151,490	0.15%
		<u>\$ 1,773,416</u>	<b>1.73%</b>
Lewis & Clark	Augusta #81	\$ 71,182	0.07%
	East Helena #83	2,521,805	2.45%
	Helena #1	3,580,129	3.48%
	Helena #5	877,560	0.85%
	Lincoln #112	237,728	0.23%
		<u>\$ 7,288,404</u>	<b>7.09%</b>
Liberty	Chester #35	<u>\$ 80,427</u>	<b>0.08%</b>
Lincoln	Eureka #69	\$ 558,220	0.54%
	Libby #6	634,345	0.62%
	Troy #70	360,810	0.35%
		<u>\$ 1,553,375</u>	<b>1.51%</b>
Madison	Ennis #60	\$ 514,194	0.50%
	Sheridan #105	213,742	0.21%
	Twin Bridges #77	110,050	0.11%
		<u>\$ 837,986</u>	<b>0.82%</b>
McCone	Circle #47	<u>\$ 69,694</u>	<b>0.07%</b>
Meagher	White Sulphur #36	<u>\$ 122,690</u>	<b>0.12%</b>

## Liquor Sales and Population by County

### For fiscal year ending June 30, 2011

County	Location	Sales to Stores	Percent of Statewide Sales
Mineral	Alberton #138	\$ 66,655	0.06%
	St. Regis #185	622,100	0.61%
	Superior #30	187,558	0.18%
		<u>\$ 876,313</u>	<b>0.85%</b>
Missoula	Lolo #192	\$ 910,839	0.89%
	Missoula #170	5,413,285	5.27%
	Missoula #171	7,192,941	7.00%
	Seeley Lake #122	391,955	0.38%
		<u>\$ 13,909,020</u>	<b>13.54%</b>
Musselshell	Roundup #44	<u>\$ 257,873</u>	<b>0.25%</b>
Park	Gardiner #58	\$ 331,726	0.32%
	Livingston #8	1,397,228	1.36%
	Wilsall #117	188,347	0.18%
		<u>\$ 1,917,301</u>	<b>1.87%</b>
Petroleum	Winnett #39	<u>\$ 26,252</u>	<b>0.03%</b>
Phillips	Malta #22	<u>\$ 555,383</u>	<b>0.54%</b>
Pondera	Conrad #33	\$ 302,231	0.29%
	Valier #78	67,353	0.07%
		<u>\$ 369,584</u>	<b>0.36%</b>
Powell	Deer Lodge #11	<u>\$ 474,543</u>	<b>0.46%</b>

## Liquor Sales and Population by County

### For fiscal year ending June 30, 2011

County	Location	Sales to Stores	Percent of Statewide Sales
Ravalli	Darby #85	\$ 392,608	0.38%
	Hamilton #18	1,232,296	1.20%
	Stevensville #115	486,408	0.47%
	Victor #172	980,016	0.95%
		<u>\$ 3,091,328</u>	<b>3.01%</b>
Richland	Sidney #50	<u>\$ 1,067,240</u>	<b>1.04%</b>
Roosevelt	Poplar #100	\$ 125,037	0.12%
	Wolf Point #52	636,818	0.62%
		<u>\$ 761,855</u>	<b>0.74%</b>
Rosebud	Forsyth #23	<u>\$ 462,602</u>	<b>0.45%</b>
Sanders	Hot Springs #61	\$ 215,970	0.21%
	Plains #108	339,347	0.33%
	Thompson Falls #7	551,338	0.54%
		<u>\$ 1,106,655</u>	<b>1.08%</b>
Sheridan	Medicine Lake #90	\$ 628,119	0.61%
	Plentywood #53	379,708	0.37%
		<u>\$ 1,007,827</u>	<b>0.98%</b>
Silver Bow	Butte #2	\$ 1,461,647	1.42%
	Butte #116	2,281,634	2.22%
		<u>\$ 3,743,281</u>	<b>3.64%</b>

## Liquor Sales and Population by County

### For fiscal year ending June 30, 2011

County	Location	Sales to Stores	Percent of Statewide Sales
Stillwater	Absarokee #167	\$ 503,594	0.47%
	Columbus #16	297,304	0.28%
		<u>\$ 800,898</u>	<b>0.75%</b>
Sweet Grass	Big Timber #17	<u>\$ 331,329</u>	<b>0.31%</b>
Teton	Choteau #34	\$ 121,809	0.11%
	Fairfield #130	70,214	0.07%
		<u>\$ 192,023</u>	<b>0.18%</b>
Toole	Shelby #29	<u>\$ 442,663</u>	<b>0.42%</b>
Valley	Glasgow #24	\$ 475,129	0.45%
	Nashua #95	80,370	0.08%
		<u>\$ 555,499</u>	<b>0.52%</b>
Wheatland	Harlowton #38	<u>\$ 159,659</u>	<b>0.15%</b>
Yellowstone	Billings #3	\$ 5,612,686	5.29%
	Billings #4	2,447,392	2.31%
	Billings #196	3,830,139	3.61%
	Laurel #65	3,014,174	2.84%
	Red Lodge #27	808,453	0.76%
		<u>\$ 15,712,844</u>	<b>14.81%</b>
		<u><b>\$ 106,086,733</b></u>	<b>100.00%</b>

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