



FISCAL YEAR 2012

LIQUOR ENTERPRISE FUND

REPORT OF OPERATIONS



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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

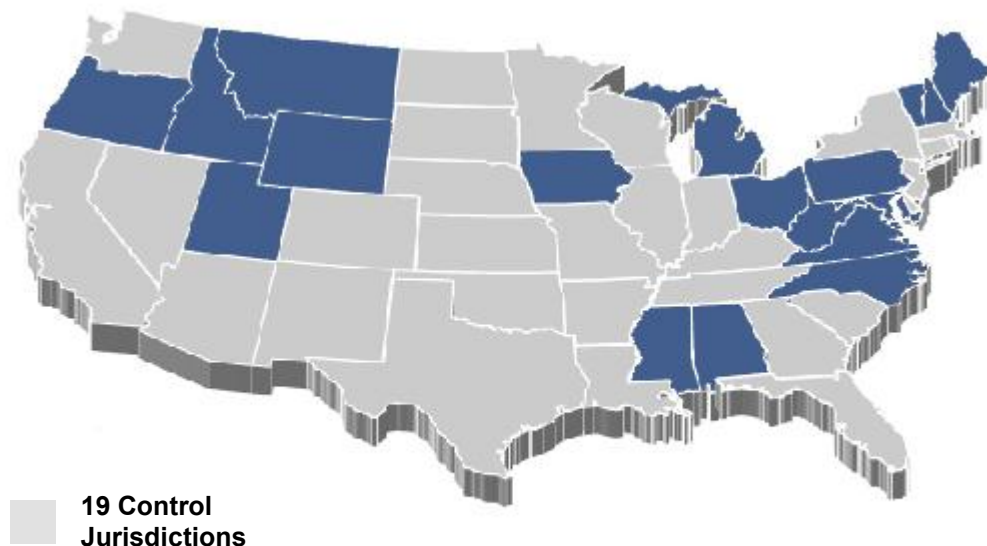
When Prohibition was repealed in 1933, the process of determining the method of regulation of alcohol beverages fell to the citizens of the United States who decided by jurisdiction how they could best balance individual freedom with the social risk and public costs of beverage alcohol consumption. The 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, 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 – 27 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 27 percent of the nation's population and account for roughly 24 percent of its sales of distilled spirits. Annual statistical data clearly shows that per capita consumption of distilled spirits is approximately 15.4 percent less in control states than in license 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 18 percent 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 96 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 1100 regular list products and more than 2000 warehouse supply and special order products.

Fiscal year 2012 generated a combined total of taxes collected and profits earned of \$32.7 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 5,240 licenses for fiscal year 2012 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 2012 were \$2.2 million which includes revenues collected for registrations, processing, seating fees and late payments on renewals. Liquor license violations were down from 442 in fiscal year 2011 to 310 in fiscal year 2012. Revenues generated in fiscal year 2012 for these fines were \$137 thousand.

Liquor Control Division General Information

Liquor Education

Liquor Education is responsible for educating and informing sellers, distributors, manufacturers, law enforcement and the general public, on topics addressing responsible sales and consumption of alcoholic beverages. This is accomplished through a variety of educational presentations and training materials.

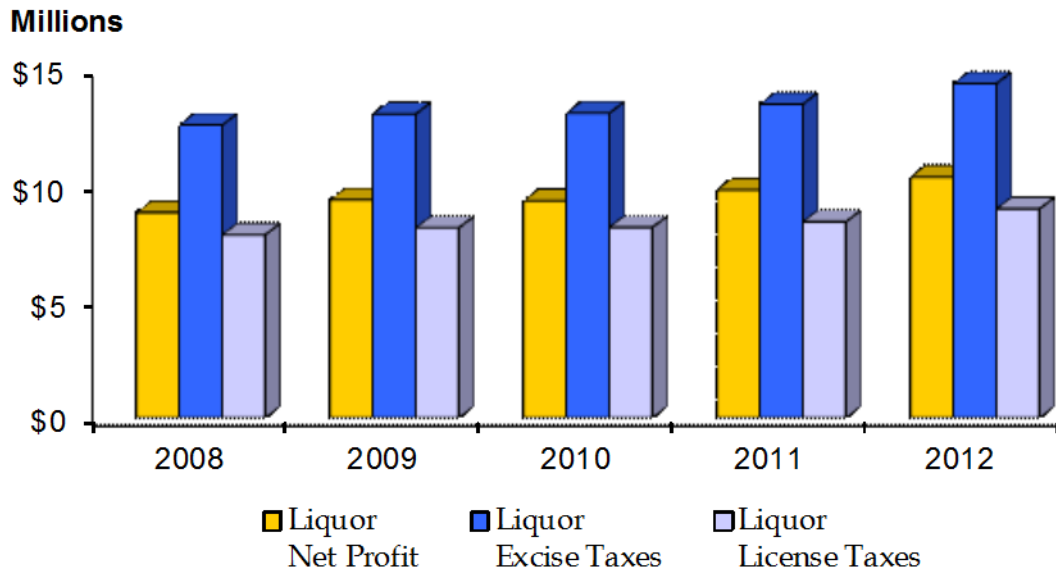
In fiscal year 2012 Liquor Education spent most efforts implementing the Responsible Alcohol Sales and Service Act passed by the legislature in the 2011 session. This act requires anyone who sells or serves alcoholic beverages, their immediate supervisor and the licensee, if they sell or serve, to receive responsible alcohol server training from a state approved program within 60 days of hire and every three years thereafter.

Liquor Education reviewed and approved 12 outside server training programs for use in the state in addition to the state's program called Let's Control It. This allows licensees a wide availability and variety of classroom and on-line training programs to choose from.

Fiscal year 2012 proved to be a busy time of year for server training. With the passage of the Responsible Alcohol Sales and Service Act, training requests for the state's program skyrocketed. In FY 2012 approximately 18,865 people were trained through the states program. That's a 204 percent increase over the last fiscal year at 3,855 trained.

Liquor Education continues to provide presentations at community events, DUI Task Force meetings and specialized law enforcement trainings, as well as, train-the-trainer sessions for the Let's Control It program. Educational mailings and materials are continually developed to provide information and outline responsible practices.

Five Year History of Liquor Taxes and Profit



Fiscal Year	Liquor Net Profit	Liquor Excise Taxes	Liquor License Taxes	Total Revenue
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
2012	\$ 10,291,714	14,291,424	8,931,713	33,514,851

In 2012, \$26.9 million from liquor operations were distributed to the State **General Fund** and \$5.9 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

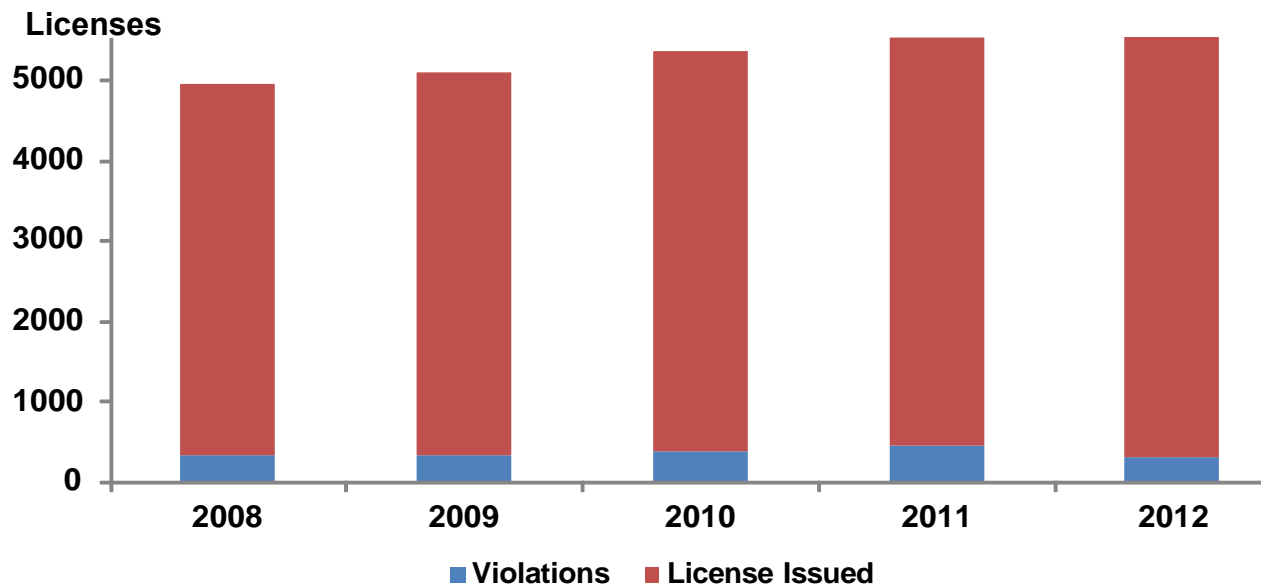
*Taxes vary based on production levels. The majority of suppliers are assessed tax at this rate.

Schedule of Licenses Issued

For the fiscal year ending June 30, 2012

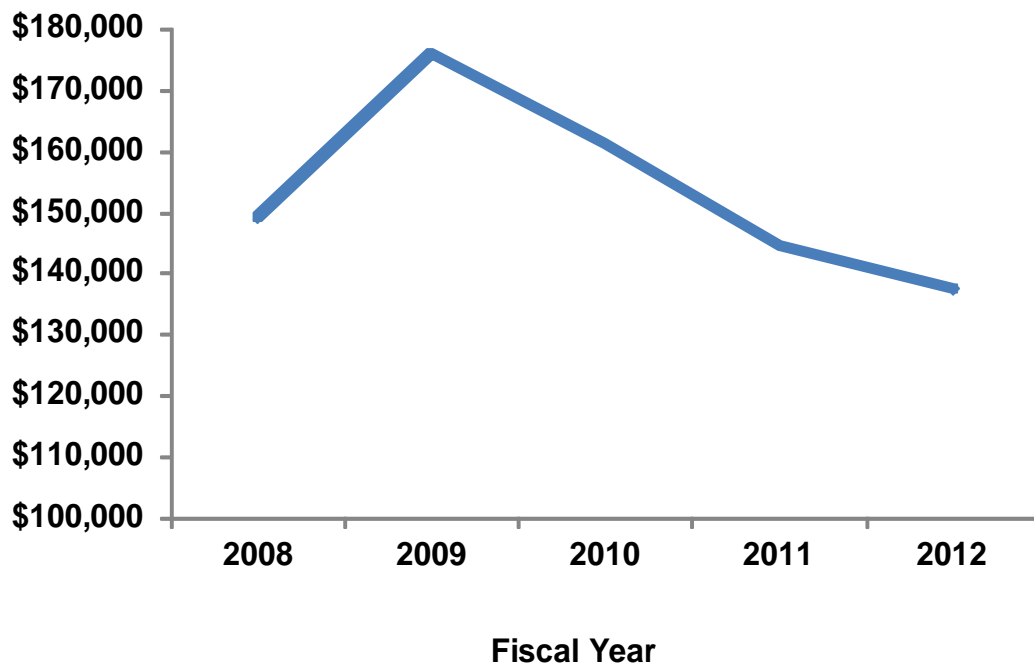
Retail Outlets	All-Beverage	Beer	Wine	Beer/Wine	RBW*	Total
On Premise	870	70		374	171	1,485
On Premise With Catering	563	1		55	67	686
Off Premise		90	9	782		881
Sacramental Wine			1			1
Veteran's Organizations	48					48
Fraternal	61					61
Airport	7			1		8
Resort	23					23
Floater	13					13
Enlisted Officer's Club	2					2
Public Golf Course				17		17
Non-Profit Arts				10		10
Carrier - Airline	6					6
Carrier - Railroad	1					1
Total Retail Outlets	1,594	161	10	1,239	238	3,242
*RBW = Restaurant Beer and Wine						
Wholesalers and Distributors	Beer	Wine	Beer/Wine		Total	
Wholesalers and Distributors	2	9	19		30	
Sub-Warehouse		1	10		11	
Total Wholesalers and Distributors	2	10	29		41	
Manufacturers	Beer	Wine	Distilled Spirits		Total	
Domestic Brewery	38				38	
Domestic Brewery Storage Depot	1				1	
Domestic Winery		15			15	
Foreign Brewery	152				152	
Foreign Winery		975			975	
Domestic Distiller License			11		11	
	191	990	11		1,192	
Other	All-Bev	Beer	Wine	Beer/Wine	Total	
Special Permits	8			447	455	
Connoisseur License		1	181	9	191	
Vendor Representative	119				119	
Total Other	127	1	181	456	765	

Five year History of Licenses and Violations Issued



The Number of violations in fiscal year 2012 was 310. This makes up for almost 6 percent of the total licenses issued. Violations include late payments and late renewals and the associated penalties and interest that go along with them and code violations.

Five year History of Violation Fees



Comparative Statement of Revenues and Expenses

For the fiscal years ending June 30, 2012 and June 30, 2011

	2012	2011
Gross Liquor Sales	\$ 113,383,054	\$ 106,086,733
Discounts Granted	2,122,867	2,000,102
Commissions Granted	10,797,350	10,088,977
Sales Volume Discount Granted	1,092,643	1,023,054
Adjust Gross Liquor Sales	\$ 99,370,194	\$ 92,974,601
Cost of Goods	63,923,790	59,761,421
Gross Income from Liquor Sales	\$ 35,446,405	\$ 33,213,180
Non Operating Income (License Fee Revenue and Other Income)	2,210,701	2,289,747
Total Income	\$ 37,657,106	\$ 35,502,927
Total Operating Expenses	\$ 2,753,595	\$ 2,425,388
Operating Income	\$ 34,903,511	\$ 33,077,539
Transfers Out:		
Liquor License Fees to:		
General Fund	59,079	363,108
Department of Justice	1,320,908	1,144,684
Total Liquor License Fees	\$ 1,379,987	\$ 1,507,792
Carrier Excise Tax to General Fund	8,673	6,726
Liquor Excise Tax to General Fund	14,291,424	13,411,139
Liquor License Tax to:		
General Fund	3,081,441	2,891,459
Special Fund	5,850,272	5,489,583
Total License Tax	\$ 8,931,713	\$ 8,381,042
Total Transfers	\$ 24,611,797	\$ 23,306,699
Net Income From Operations	\$ 10,291,714	\$ 9,770,839
Transfer to General Fund	9,500,000	9,000,000
Change in Net Assets	\$ 791,714	\$ 770,839

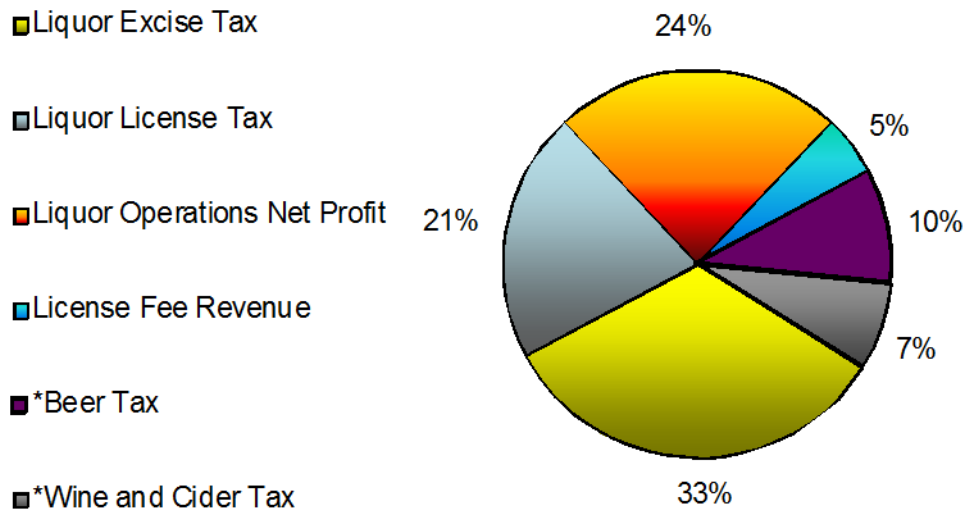
Comparative Report of Alcohol Revenues

For the fiscal years ending June 30, 2012 and June 30, 2011

	2012	2011
Liquor Excise Tax	\$ 14,291,424	\$ 13,411,139
Liquor License Tax	8,931,713	8,381,042
Liquor Operations Net Profit	10,291,714	9,770,839
License Fee Revenue	2,210,701	2,289,747
*Beer Tax	4,050,779	3,964,264
*Wine and Cider Tax	3,122,989	3,002,803
*Carrier Tax	8,673	6,729
Total Revenue from Alcohol Sales	\$ 42,899,320	\$ 40,819,834

*Beer, cider, wine and common carrier tax collected from distributors and manufacturer 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 2012



Operating Expenses

For the fiscal year ending June 30, 2012

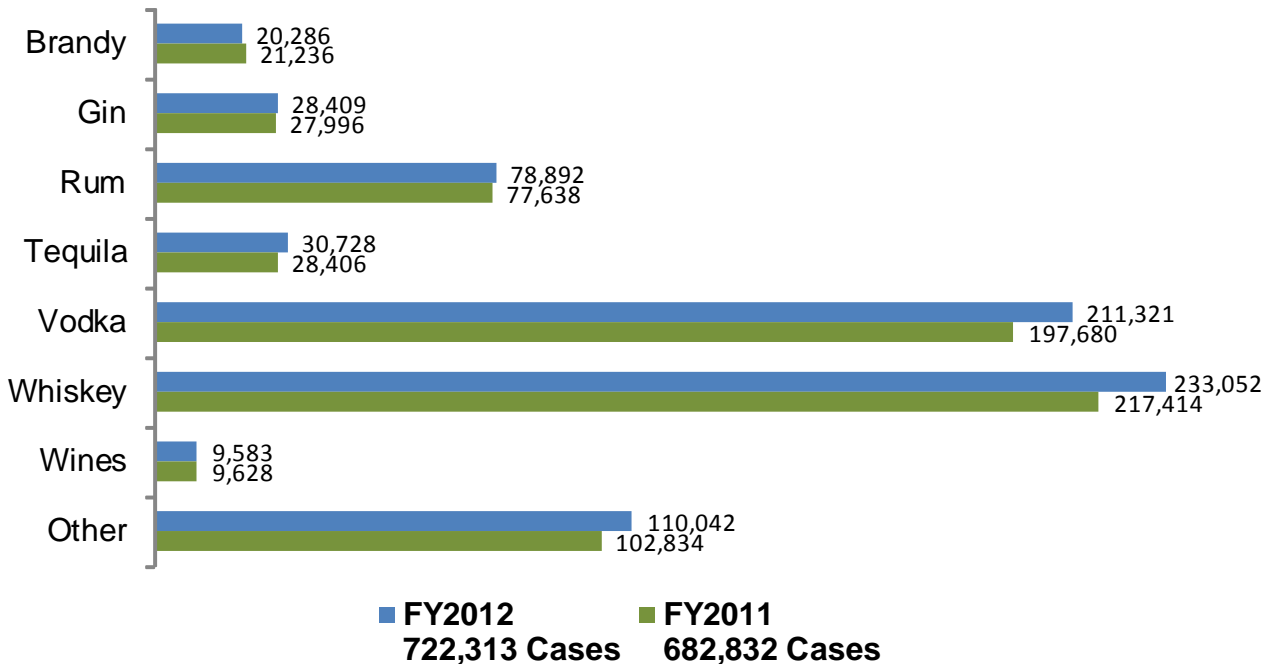
	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	\$ 727,733	\$ 494,436	\$1,222,169
Employee Benefits, Payroll Tax	261,571	181,389	442,960
Indirect Administrative Costs	146,961	146,960	293,921
Contracted Services	258,186	77,160	335,346
Supplies & Materials	77,958	6,652	84,610
Communications	31,930	22,493	54,423
Travel	964	6,757	7,721
Rent	197	-	197
Utilities	55,802	-	55,802
Repairs & Maintenance	70,569	1,431	72,000
Other Expenses	50,601	40,396	90,997
Depreciation	93,450	-	93,450
Total Operating Expenses	\$ 1,775,921	\$ 977,674	\$ 2,753,595

Operating Expenses

For the fiscal year ending June 30, 2011

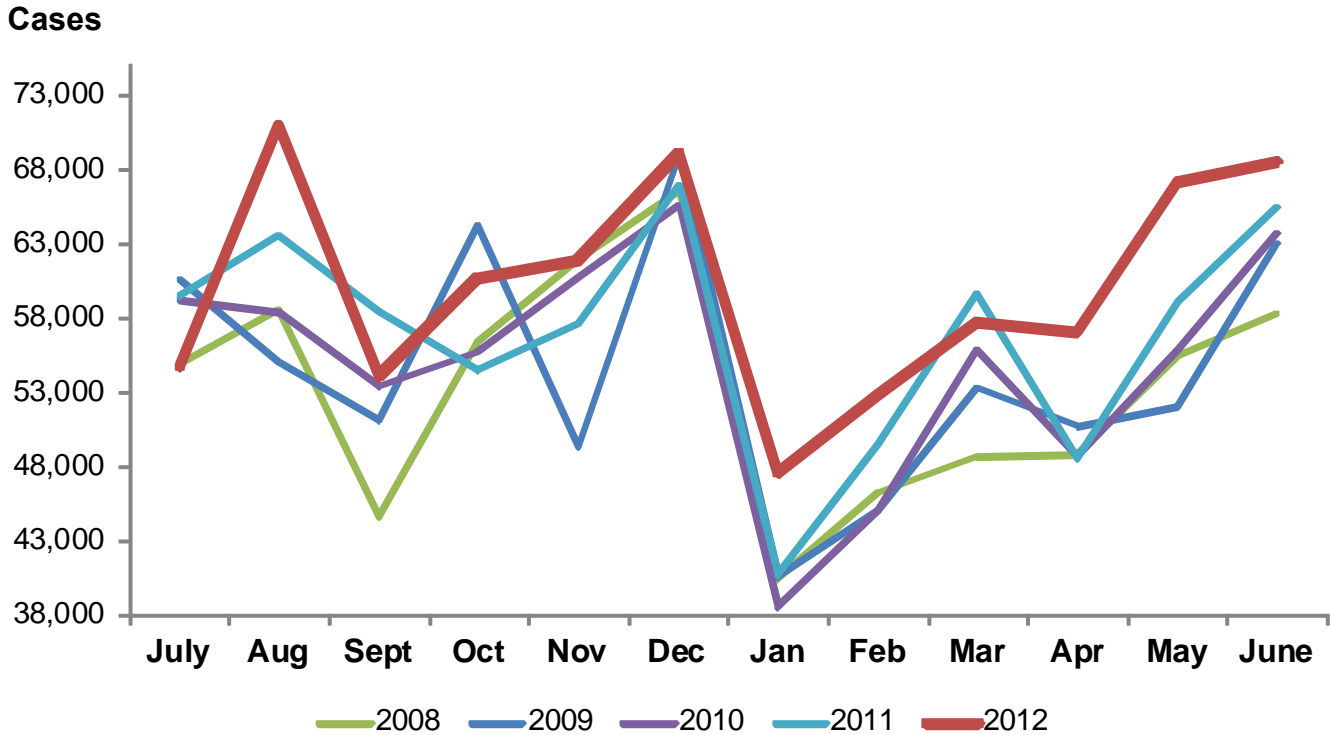
	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	\$ 715,344	\$ 500,839	\$ 1,216,183
Employee Benefits, Payroll Tax	259,916	179,180	439,096
Indirect Administrative Costs	108,561	108,561	217,122
Contracted Services	119,838	24,263	144,101
Supplies & Materials	63,763	11,425	75,188
Communications	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
Total Operating Expenses	\$ 1,573,535	\$ 851,853	\$ 2,425,388

Case Comparison by Class for Fiscal Years 2012 and 2011



Class	FY2012 Cases	Percent of Total	FY2011 Cases	Percent of Total	Percent Change
Brandy	20,286	2.81%	21,236	3.11%	-4.47%
Gin	28,409	3.93%	27,996	4.10%	1.48%
Rum	78,892	10.92%	77,638	11.37%	1.62%
Tequila	30,728	4.25%	28,406	4.16%	8.17%
Vodka	211,321	29.26%	197,680	28.95%	6.90%
Whiskey	233,052	32.26%	217,414	31.84%	7.19%
Wines	9,583	1.33%	9,628	1.41%	-0.47%
Other	110,042	15.23%	102,834	15.06%	7.01%
Total	722,313	100.00%	682,832	100.00%	5.78%

Five Year History of Cases Shipped by Month



Fiscal Year

Month	2008	2009	2010	2011	2012
July	54,879	60,561	59,206	59,415	54,717
August	58,549	55,005	58,352	63,485	70,912
September	44,634	51,052	53,402	58,330	54,031
October	56,381	64,143	55,713	54,406	60,717
November	61,942	49,284	60,647	57,532	61,901
December	66,524	68,904	65,495	66,833	69,054
January	40,463	40,598	38,578	40,725	47,622
February	46,292	45,015	45,064	49,442	52,917
March	48,674	53,263	55,813	59,664	57,699
April	48,758	50,621	48,610	48,504	57,050
May	55,400	51,987	55,754	59,051	67,174
June	<u>58,312</u>	<u>63,038</u>	<u>63,596</u>	<u>65,445</u>	<u>68,519</u>
Total	640,808	653,471	660,230	682,832	722,313

Comparative Report of Sales to Agency Stores
For fiscal years ending June 30, 2012 and June 30, 2011

Location	2012 By Volume	2012 Sales	2011 By Volume	2011 Sales
Absarokee #167	41	\$ 652,161	49	\$ 503,594
Alberton #138	93	65,529	95	66,655
Anaconda #14	34	887,016	31	918,815
Augusta #81	90	80,878	91	71,182
Baker #42	25	1,469,286	21	1,467,556
Belgrade #76	2	6,661,719	2	6,184,163
Big Fork #179	29	1,186,503	29	1,052,793
Big Sky #190	35	876,104	37	763,882
Big Timber #17	69	308,918	65	331,329
Billings #3	4	5,494,543	3	5,612,686
Billings #4	16	2,229,474	15	2,447,392
Billings #196	6	4,368,835	6	3,830,139
Boulder #56	84	117,763	80	149,468
Bozeman #9	10	3,280,920	9	2,899,139
Bozeman #193	11	3,324,024	11	3,288,555
Bridger #91	47	556,718	48	506,609
Butte #2	23	1,510,518	22	1,461,647
Butte #116	15	2,257,925	17	2,281,634
Chester #35	88	84,348	90	80,427
Chinook #28	72	243,123	74	208,970
Choteau #34	81	140,833	84	121,809
Circle #47	89	80,880	93	69,694
Columbia Falls #73	24	1,489,851	24	1,379,252
Columbus #16	63	364,044	68	297,304
Conrad #33	68	324,434	67	302,231

Comparative Report of Sales to Agency Stores
For fiscal years ending June 30, 2012 and June 30, 2011

Location	2012 By Volume	2012 Sales	2011 By Volume	2011 Sales
Cut Bank #45	27	\$ 1,404,798	25	\$ 1,324,934
Darby #85	61	428,939	59	392,608
Deer Lodge #11	56	516,451	56	474,543
Dillon #32	31	958,325	34	858,598
East Helena #83	14	2,707,108	14	2,521,805
Ennis #60	53	535,152	47	514,194
Eureka #69	43	622,343	43	558,220
Evergreen #67	12	3,157,866	12	2,870,563
Fairfield #130	92	69,885	92	70,214
Forsyth #23	59	464,146	58	462,602
Fort Benton #31	75	183,699	77	161,724
Gardiner #58	62	365,439	64	331,726
Glasgow #24	46	563,000	55	475,129
Glendive #21	42	641,943	52	487,163
Great Falls #139	8	4,031,275	7	3,692,229
Great Falls #140	5	4,438,593	5	4,089,947
Great Falls #141	45	564,279	42	595,054
Hamilton #18	28	1,220,494	26	1,232,296
Hardin #37	51	543,914	45	553,829
Harlowton #38	78	168,005	81	148,653
Havre #26	21	1,542,455	20	1,494,960
Helena #1	9	3,692,788	8	3,580,129
Helena #5	32	948,022	33	877,560
Hot Springs #61	74	201,667	72	215,970
Hungry Horse #62	50	546,042	50	501,688
Kalispell #12	18	2,091,809	16	2,366,805

Comparative Report of Sales to Agency Stores
For fiscal years ending June 30, 2012 and June 30, 2011

Location	2012 By Volume	2012 Sales	2011 By Volume	2011 Sales
Kalispell #195	17	\$ 2,169,055	18	\$ 2,002,509
Laurel #65	7	4,194,733	10	3,014,174
Lewistown #15	33	898,151	35	820,178
Libby #6	44	608,943	39	634,345
Lima #82	95	52,706	96	42,566
Lincoln #112	71	244,259	71	237,728
Livingston #8	22	1,537,075	23	1,397,228
Lolo #192	36	867,128	32	910,839
Malta #22	49	551,957	44	555,383
Medicine Lake #90	38	786,845	40	628,119
Miles City #13	19	1,712,312	19	1,609,865
Missoula #170	3	5,567,582	4	5,413,285
Missoula #171	1	7,576,363	1	7,192,941
Nashua #95	94	65,443	89	89,330
Plains #108	65	345,276	63	339,347
Plentywood #53	54	523,766	61	379,708
Polson #54	26	1,412,388	27	1,134,488
Poplar #100	86	92,572	82	125,037
Red Lodge #27	37	855,857	36	808,453
Ronan #101	57	512,804	51	487,438
Roundup #44	70	292,634	70	257,873
Scobey #51	82	138,766	86	115,063
Seeley Lake #122	60	430,923	60	391,955
Shelby #29	52	540,172	57	463,650
Sheridan #105	73	243,109	73	213,742
Sidney #50	20	1,642,070	28	1,067,240

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2012 and June 30, 2011

Location	2012 By Volume	2012 Sales	2011 By Volume	2011 Sales
St. Ignatius #74	79	\$ 164,734	79	\$ 151,490
St. Regis #185	40	686,448	41	622,100
Stanford #43	83	134,657	85	116,112
Stevensville #115	55	517,355	53	486,408
Stockett #99		-	78	157,793
Superior #30	76	177,227	76	187,558
Thompson Falls #7	48	555,328	46	551,338
Townsend #49	64	347,010	66	316,426
Troy #70	66	329,454	62	360,810
Twin Bridges #77	85	115,589	87	110,050
Valier #78	87	88,239	94	67,353
Victor #172	30	990,026	30	980,016
West Yellowstone #59	58	474,605	54	477,178
White Sulphur #36	80	144,951	83	122,690
Whitefish #64	13	2,751,206	13	2,673,871
Whitehall #104	67	326,083	69	264,715
Wilsall #117	77	175,434	75	188,347
Winifred #160	91	77,782	88	106,860
Winnett #39	96	25,447	97	26,252
Wolf Point #52	39	773,805	38	636,818
Totals		\$ 113,383,054		\$ 106,086,733

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2012

County	City	Gross Sales	Percent of Total Sales
Beaverhead	Dillon #32	\$ 958,325	0.85%
	Lima #82	52,706	0.05%
		<u>\$ 1,011,031</u>	0.89%
Bighorn	Hardin #37	<u>\$ 543,914</u>	0.48%
Blaine	Chinook #28	<u>\$ 243,123</u>	0.21%
Broadwater	Townsend #49	<u>\$ 347,010</u>	0.31%
Carbon	Red Lodge #27	\$ 855,857	0.75%
	Bridger #91	556,718	0.49%
		<u>\$ 1,412,575</u>	1.25%
Cascade	Great Falls #139	\$ 4,031,275	3.56%
	Great Falls #140	4,438,593	3.91%
	Great Falls #141	564,279	0.50%
		<u>\$ 9,034,147</u>	7.97%
Chouteau	Fort Benton #31	<u>\$ 183,699</u>	0.16%
Custer	Miles City #13	<u>\$ 1,712,312</u>	1.51%
Daniels	Scobey #51	<u>\$ 138,766</u>	0.12%
Dawson	Glendive #21	<u>\$ 641,943</u>	0.57%

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2012

County	City	Gross Sales	Percent of Total Sales
Deer Lodge	Anaconda #14	<u>\$ 887,016</u>	0.78%
Fallon	Baker #42	<u>\$ 1,469,286</u>	1.30%
Fergus	Lewistown #15	\$ 898,151	0.79%
	Winifred #160	<u>77,782</u>	0.07%
		<u>\$ 975,933</u>	0.86%
Flathead	Kalispell #12	\$ 2,091,809	1.84%
	Hungry Horse #62	546,042	0.48%
	Whitefish #64	2,751,206	2.43%
	Evergreen #67	3,157,866	2.79%
	Columbia Falls #73	1,489,851	1.31%
	Big Fork #179	1,186,503	1.05%
	Kalispell #195	<u>2,169,055</u>	1.91%
		<u>\$ 13,392,332</u>	11.81%
Gallatin	Bozeman #9	\$ 3,280,920	2.89%
	W. Yellowstone #59	474,605	0.42%
	Belgrade #76	6,661,719	5.88%
	Big Sky #190	876,104	0.77%
	Bozeman #193	<u>3,324,024</u>	2.93%
		<u>\$ 14,617,372</u>	12.89%
Glacier	Cut Bank #45	<u>\$ 1,404,798</u>	1.24%
Hill	Havre #26	<u>\$ 1,542,455</u>	1.36%

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2012

County	City	Gross Sales	Percent of Total Sales
Jefferson	Boulder #56	\$ 117,763	0.10%
	Whitehall #104	326,083	0.29%
		<u>\$ 443,846</u>	0.39%
Judith Basin	Stanford #43	<u>\$ 134,657</u>	0.12%
Lake	Polson #54	\$ 1,412,388	1.25%
	St. Ignatius #74	164,734	0.15%
	Ronan #101	512,804	0.45%
		<u>\$ 2,089,926</u>	1.84%
Lewis & Clark	Helena #1	\$ 3,692,788	3.26%
	Helena #5	948,022	0.84%
	Augusta #81	80,878	0.07%
	East Helena #83	2,707,108	2.39%
	Lincoln #112	244,259	0.22%
		<u>\$ 7,673,055</u>	6.77%
Liberty	Chester #35	<u>\$ 84,348</u>	0.07%
Lincoln	Libby #6	\$ 608,943	0.54%
	Eureka #69	622,343	0.55%
	Troy #70	329,454	0.29%
		<u>\$ 1,560,740</u>	1.38%
Madison	Ennis #60	\$ 535,152	0.47%
	Twin Bridges #77	115,589	0.10%
	Sheridan #105	243,109	0.21%
		<u>\$ 893,850</u>	0.79%

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2012

County	City	Gross Sales	Percent of Total Sales
McCone	Circle #47	<u>\$ 80,880</u>	0.07%
Meagher	White Sulphur #36	<u>\$ 144,951</u>	0.13%
Mineral	Superior #30	\$ 177,227	0.16%
	Alberton #138	65,529	0.06%
	St. Regis #185	<u>686,448</u>	0.61%
		<u>\$ 929,204</u>	0.82%
Missoula	Seeley Lake #122	\$ 430,923	0.38%
	Missoula #170	5,567,582	4.91%
	Missoula #171	7,576,363	6.68%
	Lolo #192	<u>867,128</u>	0.76%
		<u>\$ 14,441,996</u>	12.74%
Musselshell	Roundup #44	<u>\$ 292,634</u>	0.26%
Park	Livingston #8	\$ 1,537,075	1.36%
	Gardiner #58	365,439	0.32%
	Wilsall #117	<u>175,434</u>	0.15%
		<u>\$ 2,077,948</u>	1.83%
Petroleum	Winnett #39	<u>\$ 25,447</u>	0.02%
Phillips	Malta #22	<u>\$ 551,957</u>	0.49%
Pondera	Conrad #33	\$ 324,434	0.29%
	Valier #78	<u>88,239</u>	0.08%
		<u>\$ 412,673</u>	0.36%

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2012

County	City	Gross Sales	Percent of Total Sales
Powell	Deer Lodge #11	<u>\$ 516,451</u>	0.46%
Ravalli	Hamilton #18	\$ 1,220,494	1.08%
	Darby #85	428,939	0.38%
	Stevensville #115	517,355	0.46%
	Victor #172	<u>990,026</u>	0.87%
		<u><u>\$ 3,156,814</u></u>	2.78%
Richland	Sidney #50	<u>\$ 1,642,070</u>	1.45%
Roosevelt	Wolf Point #52	\$ 773,805	0.68%
	Poplar #100	<u>92,572</u>	0.08%
		<u><u>\$ 866,377</u></u>	0.76%
Rosebud	Forsyth #23	<u>\$ 464,146</u>	0.41%
Sanders	Thompson Falls #7	\$ 555,328	0.49%
	Hot Springs #61	201,667	0.18%
	Plains #108	<u>345,276</u>	0.30%
		<u><u>\$ 1,102,271</u></u>	0.97%
Sheridan	Plentywood #53	\$ 523,766	0.46%
	Medicine Lake #90	<u>786,845</u>	0.69%
		<u><u>\$ 1,310,611</u></u>	1.16%
Silver Bow	Butte #2	\$ 1,510,518	1.33%
	Butte #116	<u>2,257,925</u>	1.99%
		<u><u>\$ 3,768,443</u></u>	3.32%

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2012

County	City	Gross Sales	Percent of Total Sales
Stillwater	Columbus #16	\$ 364,044	0.32%
	Absarokee #167	652,161	0.58%
		<u>\$ 1,016,205</u>	0.90%
Sweetgrass	Big Timber #17	<u>\$ 308,918</u>	0.27%
Teton	Choteau #34	\$ 140,833	0.12%
	Fairfield #130	69,885	0.06%
		<u>\$ 210,718</u>	0.19%
Toole	Shelby #29	<u>\$ 540,172</u>	0.48%
Valley	Glasgow #24	\$ 563,000	0.50%
	Nashua #95	65,443	0.06%
		<u>\$ 628,443</u>	0.55%
Wheatland	Harlowton #38	<u>\$ 168,005</u>	0.15%
Yellowstone	Billings #3	\$ 5,494,543	4.85%
	Billings #4	2,229,474	1.97%
	Laurel #65	4,194,733	3.70%
	Billings #196	4,368,835	3.85%
		<u>\$ 16,287,585</u>	14.37%
Totals		<u>\$ 113,383,054</u>	<u>100%</u>

*Counties that do not have a liquor store include Carter, Garfield, Golden Valley, Granite, Powder River, Prairie, Treasure and Wibaux.

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