FISCAL YEAR 2018

LIQUOR

ENTERPRISE FUND

REPORT OF OPERATIONS

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Liquor Enterprise Fund Report of Operations

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Alcoholic Beverage Control Division General Information

Montana History of Alcoholic Beverage 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-1960s, 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 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. In 2018 the division took a name change to align more with what we do. The Liquor Control Division is now the Alcoholic Beverage Control Division.

The Control Jurisdiction Advantage

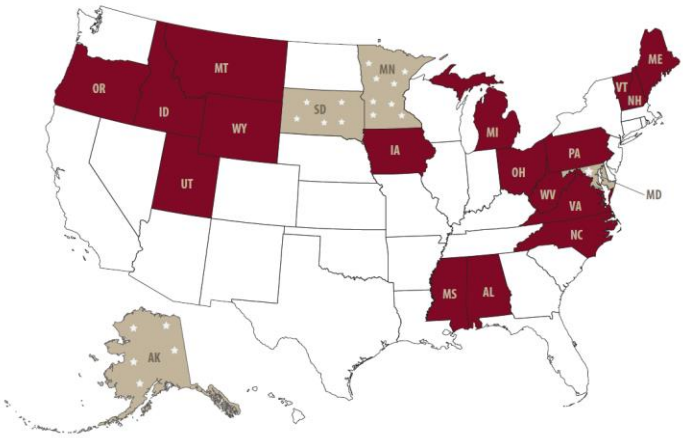
When Prohibition was repealed in 1933, the process of determining the method of regulation of alcohol beverages fell to the citizens of the United State who decided, by jurisdiction, how they could best balance individual freedom with the social risk and public costs of beverage alcohol consumption.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

Over 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.

Alcoholic Beverage 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 the moderation in the consumption of alcoholic beverages and reduce alcohol abuse. Another value of the control distribution system is that it operates solely on the revenue derived from the 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, Alcoholic Beverage 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. Jurisdictions in Alaska, Maryland, Minnesota and South Dakota have adopted forms of the “control” model.

The Control State System is not unique to the United States. Many other countries across the world have adopted alcohol beverage Control Systems similar to those utilized by the Control Jurisdictions. Among those countries are Azerbaijan, Bosnia and Herzegovina, Cambodia, Canada*, Cape Verde, Columbia, Costa Rica, Egypt, El Salvador, Ethiopia, French Polynesia, Finland, Gambia, Iceland, India*, Kyrgyzstan, Lao PDR, Lithuania, Luxembourg, Malawi, Maritius, Micronesia (Fed. St.), Mongolia, Montserrat, Norway, Romania, Seychelles, Slovakia, Sweden, Switzerland, Macedonia, Turkey and Turkmenistan.

*Many, but not all Canadian provinces and Indian states are control.

Alcoholic Beverage 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 Licensing and Compliance 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 sixteen other states and counties in Alaska, Maryland, Minnesota and South Dakota, 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 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 and 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.

Alcoholic Beverage Control Division General Information

Benefits to Montanans

- 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.

- Support of alcohol programs:

  Revenues from distilled sprit taxes are distributed to 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 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 through education, regulation and enforcement:

  The control jurisdiction 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 due to the abuse of alcohol. At one level, the uniform enforcement of applicable laws is made far more effective in a control jurisdiction; 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.

Alcoholic Beverage Control Division General Information

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 and customer service. 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.

Fiscal year 2018 generated a combined total income from taxes collected and profits earned of $41.4 million. This is approximately $5.4 million more than five years ago.

Licensing and Compliance Bureau

The Licensing and Compliance 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.

The bureau issued a total of 5,286 licenses for fiscal year 2018 including license renewals for retail sale of distilled spirits, beer or wine, vendor permits, winery registrations, distributors, manufacturers, and special beer and wine permits.

License fee revenues generate in fiscal year 2018 were approximately $2.6 million which includes revenues collected for registrations, processing, seating fees, late payments on renewals, and liquor license violations. Liquor license violations were up from 334 in fiscal year 2017 to 542 in fiscal year 2018.

Alcoholic Beverage Control Division General Information

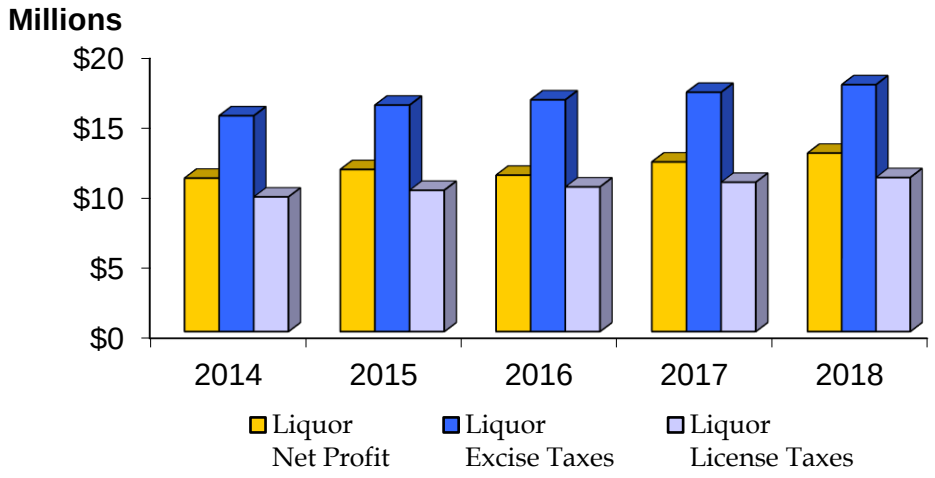
Alcoholic Beverage Education

The Alcoholic Beverage Education unit is responsible for educating and informing servers and sellers, license holders, 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.

Alcoholic Beverage Education continues to review outside server training programs that could be used in the state, insuring they meet the state's statute and rule. Alcoholic Beverage Education also provides presentations at various community events, DUI Task Force meetings, specialized law enforcement training and train-the-trainer sessions for the Let's Control It program. Alcoholic Beverage Education periodically sends mailings and resource materials to alcoholic beverage license holders, trainers, and law enforcement providing useful information and outlining the responsible sales and service of alcohol.

The Alcoholic Beverage Education Unit has developed a broad network of community partners, brought in more than 240 active volunteer trainers and expanded and updated the state training program Let's Control It. The unit has worked with statewide partners to launch efforts such as the Montana Community Change Project, DUI task forces across the state, the Comprehensive Highway Safety Plan Alcohol Strategy Implementation team and the Interagency Coordinating Council on State Prevention Programs.

Five Year History of Liquor Taxes and Profit



Fiscal Year	Liquor Net Profit	Liquor Excise Taxes	Liquor License Taxes	Total Revenue
2014	10,984,017	15,430,324	9,642,234	36,056,575
2015	11,601,672	16,190,200	10,119,984	37,911,856
2016	11,197,553	16,571,301	10,359,702	38,128,556
2017	12,140,055	17,105,836	10,691,248	39,937,139
2018	12,766,433	17,646,138	11,027,618	41,440,189

In 2018, $34.2 million from liquor operations was distributed to the State General Fund and $7.2 million to the Special Revenue Fund. The Department of Public Health and Human Services used special revenue funds to treat, rehabilitate, and prevent alcohol and chemical dependency.

- 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. Most suppliers are assessed tax at this rate.

Schedule of Licenses Issued

For the fiscal year ending June 30, 2018

Retail Outlets	All-Beverage	Beer	Wine	Beer/Wine	RBW	Total
On Premise	796	50		372	176	1,394
On Premise With Catering	556	2		67	74	699
Off Premise		80	6	822		908
Sacramental Wine			3			3
Veteran's Organizations	47					47
Fraternal	58					58
Airport	7			1		8
Resort	23					23
Floaters	15					15
Enlisted Officer's Club	1					1
Public Golf Course				21		21
Non-Profit Arts				18		18
Carrier - Airline	6					6
Carrier - Railroad	1					1
Fairgrounds With Catering				1		1
Total Retail Outlets	1,510	132	9	1,302	250	3,203

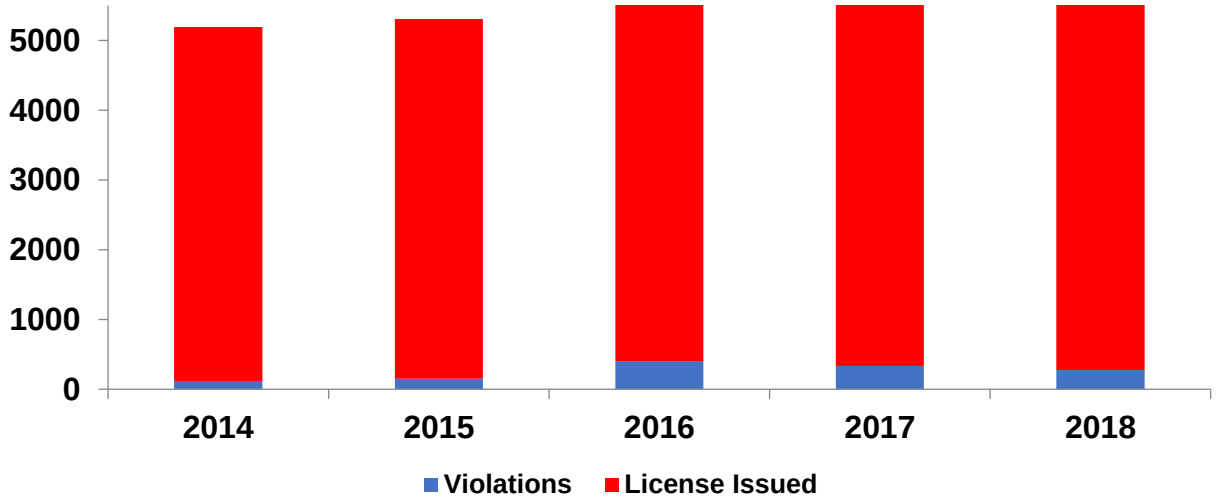
*RBW = Restaurant Beer and Wine

Wholesalers and Distributors	Beer	Wine	Beer/Wine	Total
Wholesalers and Distributors	2	7	17	26
Sub-Warehouse	2		10	12
Total Wholesaler and Distributors	4	7	27	38

Manufacturers	Beer	Wine	Distilled Spirits	Total
Domestic Brewery	88			88
Domestic Brewery Storage Depot	5			5
Domestic Winery		24		24
Domestic Distiller License			22	22
Foreign Brewery	109			109
Foreign Winery		1,187		1,187
Total Manufacturers	202	1,211	22	1,435

Other	All-Beverage	Beer	Wine	Beer/Wine	Total
Special Permits				556	556
Vendor Representative	155				155
Total Other	155	0	0	0	711

Five Year History of Licenses and Violations Issued



The number of violations in fiscal year 2018 was 542. Violations include late payments, late renewals and the associated penalties along with code violations.

	Fiscal Year 2018		Fiscal Year 2017	
License Type	**Applications Processed**	**Average Application Processing Time (days)**	**Applications Processed**	**Average Application Processing Time (days)**
All-Beverage	174	43	152	38
Beer	61	42	141	48
RBW	30	33	45	31
Manufacturer	25	52	21	43
Distributor	10	30	2	41
Off-Premises	86	26	163	36
TOTAL	**386 Applications Processed**		**524 Applications Processed**	

(Issuance of new license, transfer of ownership, change of location, etc.)

Breweries in Montana

Breweries in Montana

Anaconda
Smelter City Brewing

Baker
Old Skool Brewery

Belgrade
Madison River Brewing Co
One Pride, Inc.

Belt
Harvest Moon Brewing Co

Big Sky
Beehive Basin Brewery
Lone Peak Brewing

Bigfork
Flathead Lake Brewing Co

Billings
Angry Hank's Microbrewery
Billings Brewing Company
Canyon Creek Brewing
Carter's Brewing
Thirsty Street Brewing Co
Uberbrew

Black Eagle
Black Eagle Brewery

Bonner
Kettlehouse Brewing Co

Bozeman
406 Brewing Company
Bozeman Brewing Co
Bridger Brewing Company
Dean's Zesty Booch
Julius Lehrkind Brewing
Map Brewing Company
Mountains Walking Brewing
Outlaw Brewing
White Dog Brewing Co

Butte
Butte Brewing Company
Muddy Creek Brewery
Quarry Brewing

Columbia Falls
Backslope Brewing

Culbertson
Badlands Brewery

Cut Bank
Cut Bank Creek Brewery

Darby
Bandit Brewing Company

Deer Lodge
Elk Ridge Brewing Co

Dillon
Beaverhead Brewing Co

Eureka
Homestead Ales

Glasgow
Busted Knuckle Brewery

Glendive
Cross Country Brewing

Great Falls
Jeremiah Johnson Brewing
Mighty Mo Brewing Co

Hamilton
Bitterroot Brewing
Highground Brewing

Harlowton
Gallys Brewing Company

Havre
Old Station Brewing Co
Triple Dog Brewing Co

Helena
Blackfoot River Brewing Co
Crooked Furrow Brewing
Lewis & Clark Brewing Co
Snow Hop Brewery
Ten Mile Creek Brewing

Kalispell
Bias Brewing
Kalispell Brewing
Sunrift Beer Company

Lakeside
Tamarack Brewing Company

Laurel
High Plains Brewing

Libby
Cabinet Mountain Brewing

Livingston
Katabatic Brewing Company
Neptune's Brewery

Lolo
Lolo Peak Brewing Company

Malta
Blue Ridge Brewing

Miles City
Tilt Works Brewing

Missoula
Bayern Brewing
Big Sky Brewing Company
Conflux Brewing Company
Draught Works
Gild Brewing
Great Burn Brewing
Imagine Nation Brewing Co
Kettlehouse Brewing Co
Missoula Brewing Company
Northside Brewery

Philipsburg
Philipsburg Brewing Co

Polson
Glacier Brewing Company

Red Lodge
Red Lodge Ales Brewing Co

Sheridan
Ruby Valley Brewing

Sidney
Meadowlark Brewing

Stevensville
Blacksmith Brewing C
Wildwood Brewing

White Sulphur Springs
2 Basset Brewery

Whitefish
Bonsai Brewing Project
The Great Northern Brewing

Wibaux
Beaver Creek Brewery

Wolf Point
Missouri Breaks Brewing

Distilleries & Wineries in Montana

Distilleries in Montana

Bigfork
Whistling Andy

Billings
Asylum Distillery
Trailhead Spirits

Bozeman
Bozeman Spirits Distillery
Dry Hills Distillery
Wildrye Distilling

Butte
Headframe Sprits

Coram
Glacier Distilling Company

Ennis
Willie's Distillery

Florence
Fireroot Distillery

Helena
Gulch Distillers

Kalispell
Vilya Spirits
Whitefish Handcrafted Spirits

Lolo
Lolo Creek Distillery

Missoula
Montgomery Distillery
Rattlesnake Creek Distillers
The Montana Distillery

Potomac
Steel Toe Distillery

Whitefish
Spotted Bear Spirits

Winston
Stonehouse Distillery

Wineries in Montana

Bigfork
Bowman Orchards

Billings
Merry Cellars
Last Chance Cider Mill
Yellowstone Cellars & Winery

Bozeman
Grande Cielo
Lockhorn Hard Ciders
Valo Cellars

Conner
Montana Ciderworks

Darby
Trapper Peak Winery

Dayton
Mission Mountain Winery

Florence
Betterroot

Hamilton
Back Road Cider
Blodgett Canyon Cellars

Kalispell
Glacier Sun Winery
Tailing Loop Winery

Miles City
Tongue River Vineyard

Missoula
Missoula Winery
Ten Spoon Vineyard
Western Cider Company

Polson
D. Berardinis Winery
Grinde Bay Winery

Victor
Hidden Legend Winery

Comparative Statement of Revenues and Expenses

For the fiscal years ending June 30, 2018 and June 30, 2017

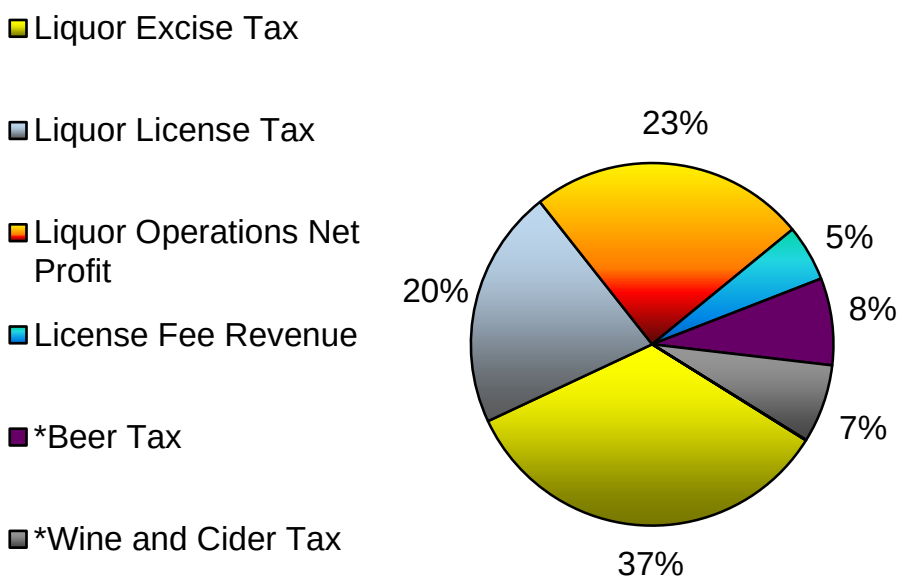
		2018		2017
Gross Liquor Sales	**$**	**143,965,891**	**$**	**139,295,910**
Less Discounts Granted		18,810,818		18,028,484
Adjusted Gross Liquor Sales	**$**	**125,155,073**	**$**	**121,267,426**
Cost of Goods Sold		81,705,772		79,028,894
Gross Income from Liquor Sales	**$**	**43,449,301**	**$**	**42,238,532**
Non-Operating Income (License Fee Revenue and Other Income)		2,591,119		2,552,275
Total Income	**$**	**46,040,420**	**$**	**44,790,807**
Total Operating Expenses	**$**	**3,008,493**	**$**	**3,213,699**
Operating Income	**$**	**43,031,927**	**$**	**41,577,108**
Transfers Out:				
Liquor License Fees to:				
General Fund		259,988		261,414
Department of Justice		1,310,846		1,359,544
Total Liquor License Fees	**$**	**1,570,834**	**$**	**1,620,958**
Carrier Excise Tax to General Fund		19,956		19,013
Liquor Excise Tax to General Fund		17,646,138		17,105,836
Liquor License Tax to:				
General Fund		3,804,528		3,688,481
Special Revenue Fund		7,223,090		7,002,767
Total License Tax	**$**	**11,027,618**	**$**	**10,691,248**
Tax and Fee Transfers	**$**	**30,224,926**	**$**	**29,437,055**
Net Income from Operations	**$**	**12,807,001**	**$**	**12,140,053**
Transfers to General Fund		12,200,000		11,750,000
Change in Net Assets	**$**	**607,001**	**$**	**390,053**

Comparative Report of Alcohol Revenues

For the fiscal years ending June 30, 2018 and June 30, 2017

		2018		2019
Liquor License Tax	$	17,646,138	$	17,105,836
Liquor License Tax		11,027,618		10,691,248
Liquor Operations Net Profit		12,766,434		12,140,055
License Fee Revenue		2,591,119		2,522,275
*Beer Tax		4,010,619		4,012,581
*Wine and Cider Tax		3,615,502		3,606,701
*Carrier Tax		19,956		19,035
Total Revenue from Alcohol Sales	**$**	**51,677,386**	**$**	**50,097,731**

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



Operating Expenses

For Fiscal year ending June 30, 2018

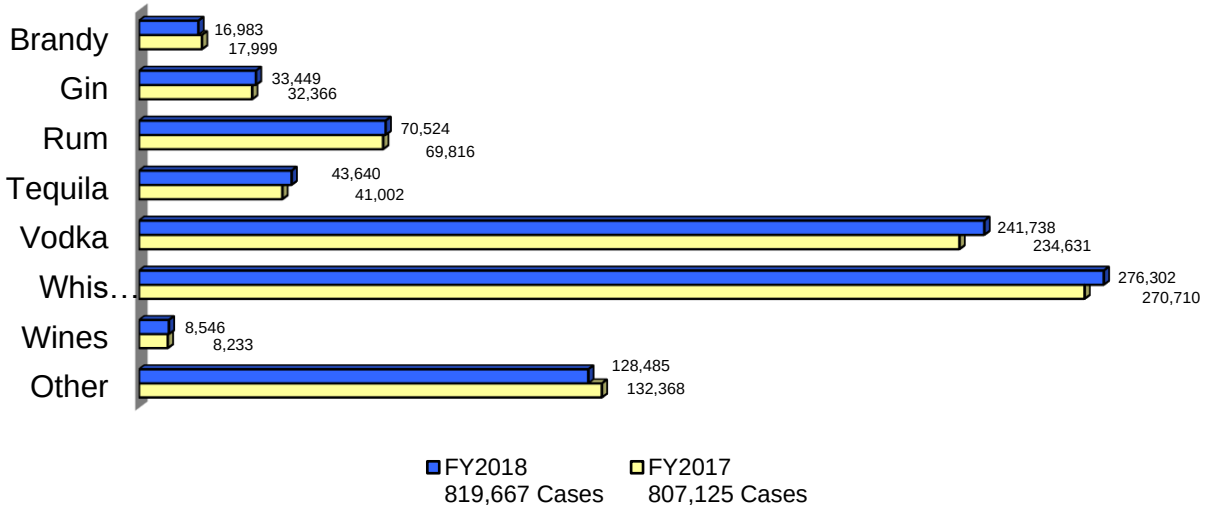
	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	$ 893,741	$ 662,111	$ 1,555,852
Employee Benefits, Payroll Tax	$ 283,503	$ 236,193	$ 519,696
Indirect Administrative Costs	$ 414,240	$ 0	$ 414,240
Contracted Services	$ 65,011	$ 49,198	$ 114,209
Supplies & Materials	$ 46,046	$ 16,483	$ 62,529
Communications	$ 26,852	$ 18,777	$ 45,629
Travel	$ 5,011	$ 7,554	$ 12,565
Rent	$ 37,659	$ 0	$ 35,776
Utilities	$ 24,622	$ 24,623	$ 49,245
Repairs & Maintenance	$ 19,380	$ 15,141	$ 34,521
Other Expenses	$ 11,788	$ 29,825	$ 48,276
Depreciation	$ 120,735	$ 0	$ 120,735
Total Operating Expenses	**$ 1,948,588**	**$ 1,059,905**	**$ 3,008,493**

Operating Expenses

For fiscal year ending June 30, 2017

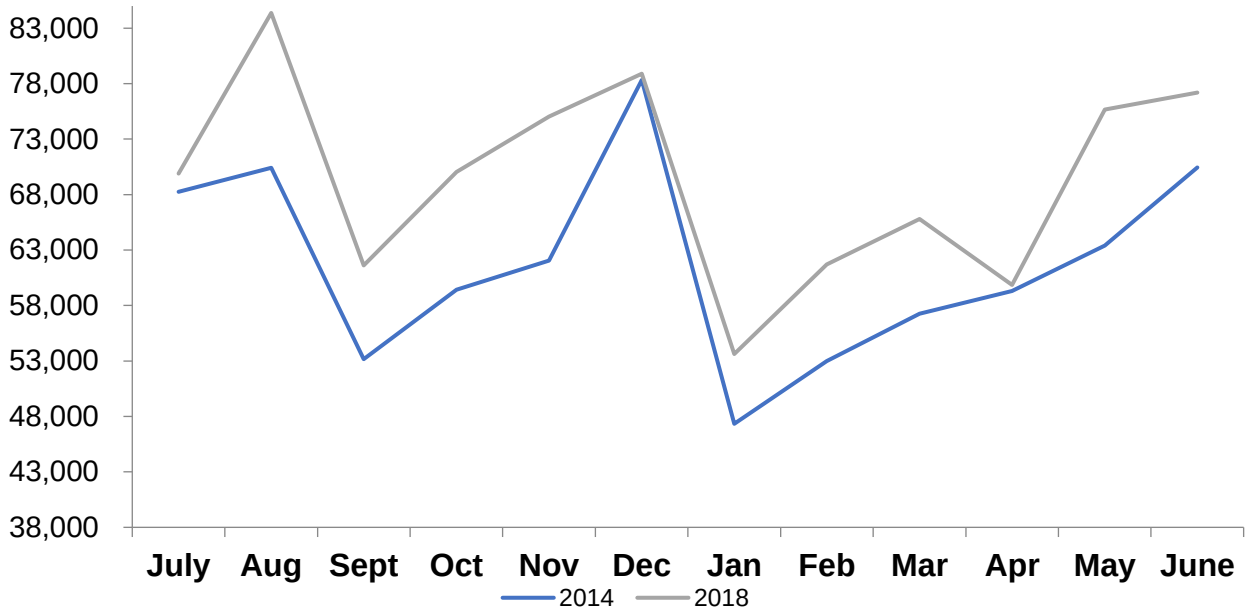
	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	$ 966,357	$ 611,099	$ 1,577,456
Employee Benefits, Payroll Tax	$ 405,744	$ 255,016	$ 660,760
Indirect Administrative Costs	$ 409,681	$ 0	$ 409,681
Contracted Services	$ 66,200	$ 26,123	$ 92,323
Supplies & Materials	$ 98,053	$ 11,243	$ 109,296
Communications	$ 39,163	$ 16,203	$ 55,366
Travel	$ 4,738	$ 5,170	$ 9,908
Rent	$ 3,732	$ 505	$ 4,237
Utilities	$ 54,844	$ 0	$ 54,844
Repairs & Maintenance	$ 55,144	$ 3,494	$ 58,638
Other Expenses	$ 38,214	$ 2,464	$ 40,678
Depreciation	$ 140,512	$ 0	$ 140,512
Total Operating Expenses	**$ 2,282,381**	**$ 931,317**	**$ 3,213,698**

Case Sale Comparison by Class for Fiscal Years 2017 and 2018



Class	FY2018 819,667 Cases	Percent to Total	FY2017 807,125 Cases	Percent to Total	Percent Change
Brandy	16,983	2.07%	17,999	2.23%	-5.64%
Gin	33,449	4.08%	32,366	4.01%	3.35%
Rum	70,524	8.60%	69,816	8.65%	1.01%
Tequila	43,640	5.32%	41,002	5.08%	6.43%
Vodka	241,738	29.49%	234,631	29.07%	3.03%
Whiskey	276,302	33.71%	270,710	33.54%	2.07%
Wines	8,546	1.04%	8,233	1.02%	3.80%
Other	128,485	15.68%	132,368	16.40%	-2.93%
Total	**819,667**	**100.00%**	**807,125**	**100.00%**	1.55%

Five Year History of Cases Shipped by Month



Cases Shipped by Fiscal Year

Month	2014	2015	2016	2017	2018
July	68,250	67,525	67,809	65,050	69,883
Aug	70,407	69,333	69,223	76,710	84,376
Sept	53,154	62,013	64,310	66,318	61,605
Oct	59,426	70,592	64,945	65,974	70,048
Nov	62,060	62,424	67,372	71,483	75,023
Dec	78,332	82,080	82,072	83,911	78,885
Jan	47,337	47,130	46,827	46,978	53,627
Feb	53,001	55,072	60,311	59,753	61,705
Mar	57,249	62,498	68,754	66,639	65,812
Apr	59,317	58,224	55,688	54,730	59,865
May	63,406	64,226	68,121	73,690	75,668
June	70,449	75,628	77,031	75,889	77,197
Total	**742,388**	**776,745**	**792,463**	**807,125**	**833,694**

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2018 and June 30, 2017

Location	2018 By Volume	2018 Sales	2017 By Volume	2017 Sales
Absarokee #167	**46**	$ 676,499	**40**	$ 756,154
Alberton #138	**87**	98,664	**88**	91,558
Anaconda #14	**37**	979,614	**38**	950,340
Augusta #81	**90**	83,599	**91**	74,405
Baker #42	**30**	1,304,459	**30**	1,362,724
Belgrade #76	**2**	9,638,509	**2**	9,439,685
Big Sky #190	**21**	2,089,363	**21**	1,795,409
Big Timber #17	**65**	409,892	**66**	403,550
Bigfork #179	**26**	1,513,128	**28**	1,470,269
Billings #196	**9**	4,339,720	**7**	4,695,799
Billings #3	**6**	4,588,439	**5**	5,150,022
Billings #4	**29**	1,469,168	**25**	1,605,327
Boulder #56	**85**	121,770	**84**	128,113
Bozeman #193	**5**	5,637,723	**8**	4,399,821
Bozeman #9	**13**	3,585,240	**13**	3,750,958
Bridger #91	**62**	433,984	**62**	422,626
Butte #116	**10**	4,196,202	**10**	3,966,815
Butte #2	**24**	1,594,255	**29**	1,422,589
Chester #35	**91**	81,075	**89**	85,842
Chinook #28	**75**	260,757	**77**	240,177
Choteau #34	**80**	220,480	**78**	223,823
Columbia Falls #73	**17**	2,628,888	**19**	2,268,427
Columbus #16	**57**	473,662	**60**	459,345
Conrad #33	**68**	335,843	**71**	293,960
Cut Bank #45	**25**	1,558,730	**26**	1,556,092
Darby #85	**59**	458,690	**55**	513,413

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2018 and June 30, 2017

Location	2018 By Volume	2018 Sales	2017 By Volume	2017 Sales
Deer Lodge #11	**53**	$ 527,960	**54**	$ 515,296
Dillon #32	**33**	1,071,214	**35**	1,062,466
East Helena #83	**15**	3,152,626	**15**	2,925,900
Ennis #60	**50**	623,978	**51**	628,686
Eureka #69	**45**	701,974	**46**	693,258
Evergreen #67	**16**	2,669,477	**16**	2,915,959
Fairfield #130	**93**	63,323	**93**	58,478
Forsyth #23	**67**	361,261	**67**	369,858
Fort Benton #31	**70**	318,434	**76**	240,978
Gardiner #58	**54**	494,163	**59**	467,930
Glasgow #24	**39**	807,039	**39**	792,451
Glendive #21	**31**	1,227,614	**32**	1,099,839
Great Falls #139	**7**	4,545,774	**6**	4,893,643
Great Falls #140	**19**	2,314,355	**17**	2,463,766
Great Falls #141	**55**	480,235	**53**	533,686
Hamilton #18	**22**	1,754,980	**23**	1,681,242
Hardin #37	**64**	425,394	**64**	414,208
Harlowton #38	**74**	270,985	**72**	263,528
Havre #26	**28**	1,498,809	**27**	1,483,668
Helena #1	**12**	3,804,648	**9**	4,063,015
Helena #5	**38**	929,843	**34**	1,062,971
Hot Springs #61	**73**	278,072	**80**	201,173
Hungry Horse #62	**51**	603,199	**49**	645,871
Kalispell #12	**8**	4,498,578	**11**	3,950,473
Kalispell #195	**18**	2,489,089	**18**	2,322,189
Laurel #65	**3**	7,831,188	**4**	7,699,041
Lewistown #15	**36**	986,838	**37**	969,660

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2018 and June 30, 2017

Location	2018 By Volume	2018 Sales	2017 By Volume	2017 Sales
Libby #6	**40**	$ 761,694	**42**	$ 737,176
Lima #82	**92**	66,543	**92**	69,451
Lincoln #112	**77**	250,575	**73**	251,645
Livingston #8	**20**	2,186,181	**20**	2,096,073
Lolo #192	**1**	14,989,852	**1**	12,036,733
Malta #22	**47**	660,407	**47**	654,521
Medicine Lake #90	**49**	635,556	**50**	631,912
Miles City #13	**27**	1,500,091	**22**	1,683,249
Missoula #170	**11**	4,036,486	**12**	3,759,255
Missoula #171	**4**	7,639,356	**3**	7,775,150
Nashua #95	**94**	40,533	**94**	42,179
Plains #108	**66**	402,256	**65**	404,428
Plentywood #53	**63**	426,025	**58**	468,492
Polson #54	**23**	1,708,945	**24**	1,672,454
Poplar #100	**82**	153,631	**87**	104,917
Red Lodge #27	**34**	1,061,983	**33**	1,093,737
Ronan #101	**48**	652,551	**48**	653,874
Roundup #44	**61**	443,767	**63**	418,875
Scobey #51	**83**	139,628	**83**	139,785
Seeley Lake #122	**58**	463,881	**57**	490,106
Shelby #29	**60**	456,370	**56**	494,260
Sheridan #105	**71**	294,125	**69**	313,957
Sidney #50	**32**	1,163,390	**31**	1,177,570
St. Ignatius #74	**79**	220,806	**79**	216,611
St. Regis #185	**44**	710,764	**45**	698,758
Stanford #43	**84**	124,215	**82**	143,107
Stevensville #115	**42**	716,141	**44**	699,891

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2018 and June 30, 2017

Location	2018 By Volume	2018 Sales	2017 By Volume	2017 Sales
Superior #30	**78**	$ 245,424	**75**	$ 243,065
Thompson Falls #7	**52**	580,602	**52**	582,208
Townsend #49	**56**	479,534	**61**	448,203
Troy #70	**69**	332,167	**68**	316,649
Twin Bridges #77	**86**	105,331	**85**	117,973
Valier #78	**89**	87,194	**86**	110,375
Victor #172	**35**	1,055,855	**36**	1,022,689
West Yellowstone #59	**43**	714,179	**43**	714,074
White Sulphur #36	**81**	185,889	**81**	179,713
Whitefish #64	**14**	3,364,972	**14**	3,265,459
Whitehall #104	**72**	293,242	**70**	305,755
Wilsall #117	**76**	258,701	**74**	244,352
Winifred #160	**88**	92,375	**90**	80,148
Winnett #39	**95**	37,989	**95**	36,649
Wolf Point #52	**41**	717,236	**41**	746,861
Totals		**$143,965,845**		**$139,293,809**

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2018

County	City	Gross Sales	Percent of Total Sales
Beaverhead	Dillon #32	**1,071,214.00**	0.74%
	Lima #82	**66,543.90**	0.05%
		$ 1,137,757.90	**0.79%**
Big Horn	Hardin #37	**$ 425,394.40**	**0.30%**
Blaine	Chinook #28	**$ 260,757.10**	**0.18%**
Broadwater	Townsend #49	**$ 479,534.90**	**0.33%**
Carbon	Bridger #91	**433,984.40**	0.30%
	Red Lodge #27	**1,061,983.05**	0.74%
		$ 1,495,967.45	**1.04%**
Cascade	Great Falls #139	**4,545,774.40**	3.16%
	Great Falls #140	**2,314,355.75**	1.61%
	Great Falls #141	**480,235.25**	0.33%
		$ 7,340,365.40	**5.10%**
Chouteau	Fort Benton #31	**$ 318,434.00**	**0.22%**
Custer	Miles City #13	**$ 1,500,091.70**	**1.04%**
Daniels	Scobey #51	**$ 139,628.95**	**0.10%**
Dawson	Glendive #21	**$ 1,227,614.20**	**0.85%**

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2018

County	City	Gross Sales	Percent of Total Sales
Deer Lodge	Anaconda #14	**$ 979,614.35**	**0.68%**
Fallon	Baker #42	**$ 1,304,459.75**	**0.91%**
Fergus	Lewistown #15	**986,838.90**	0.69%
	Winifred #160	**92,375.50**	0.06%
		$ 1,079,214.40	**0.75%**
Flathead	Bigfork #179	**1,513,128.35**	1.05%
	Columbia Falls #73	**2,628,888.95**	1.83%
	Evergreen #67	**2,669,477.95**	1.85%
	Hungry Horse #62	**603,199.00**	0.42%
	Kalispell #12	**4,498,578.20**	3.12%
	Kalispell #195	**2,489,089.05**	1.73%
	Whitefish #64	**3,364,972.25**	2.34%
		$ 17,767,333.75	**12.34%**
Gallatin	Belgrade #76	**9,638,509.70**	6.69%
	Big Sky #190	**2,089,363.80**	1.45%
	Bozeman #193	**5,637,723.70**	3.92%
	Bozeman #9	**3,585,240.80**	2.49%
	West Yellowstone #59	**714,179.15**	0.50%
		$ 21,665,017.15	**15.05%**
Glacier	Cut Bank #45	**$ 1,558,730.85**	**1.08%**
Hill	Havre #26	**$ 1,498,809.40**	**1.04%**

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2018

County	City	Gross Sales	Percent of Total Sales
Jefferson	Boulder #56	**121,770.65**	0.08%
	Whitehall #104	**293,242.75**	0.20%
		$ 415,013.40	**0.28%**
Judith Basin	Stanford #43	**$ 124,215.05**	**0.09%**
Lake	Polson #54	**1,708,945.95**	1.19%
	Ronan #101	**652,551.80**	0.45%
	St Ignatius #74	**220,806.15**	0.15%
		$ 2,582,303.90	**1.79%**
Lewis and Clark	Augusta #81	**83,599.20**	0.06%
	East Helena #83	**3,152,626.20**	2.19%
	Helena #1	**3,804,648.90**	2.64%
	Helena #5	**929,843.35**	0.65%
	Lincoln #112	**250,575.45**	0.17%
		$ 8,221,293.10	**5.71%**
Liberty	Chester #35	**$ 81,075.55**	**0.06%**
Lincoln	Eureka #69	**701,974.30**	0.49%
	Libby #6	**761,694.75**	0.53%
	Troy #70	**332,167.30**	0.23%
		$ 1,795,836.35	**1.25%**
Madison	Ennis #60	**623,978.95**	0.43%
	Sheridan #105	**294,125.45**	0.20%
	Twin Bridges #77	**105,331.70**	0.07%
		$ 1,023,436.10	**0.70%**

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2018

County	City	Gross Sales	Percent of Total Sales
Meagher	White Sulphur Springs #36	**$ 185,889.10**	**0.13%**
Mineral	Alberton #138	**98,664.90**	0.07%
	St Regis #185	**710,764.85**	0.49%
	Superior #30	**245,424.45**	0.17%
		$ 1,054,854.20	**0.73%**
Missoula	Lolo #192	**14,989,852.50**	10.41%
	Missoula #170	**4,036,486.90**	2.80%
	Missoula #171	**7,639,356.00**	5.31%
	Seeley Lake #122	**463,881.35**	0.32%
		$ 27,129,576.75	**18.84%**
Musselshell	Roundup #44	**$ 443,767.70**	**0.31%**
Park	Gardiner #58	**494,163.40**	0.34%
	Livingston #8	**2,186,181.55**	1.52%
	Wilsall #117	**258,701.85**	0.18%
		$ 2,939,046.80	**2.04%**
Petroleum	Winnett #39	**$ 37,989.80**	**0.03%**
Phillips	Malta #22	**$ 660,407.00**	**0.46%**
Pondera	Conrad #33	**335,843.45**	0.23%
	Valier #78	**87,194.35**	0.06%
		$ 423,037.80	**0.29%**

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2018

County	City	Gross Sales	Percent of Total Sales
Powell	Deer Lodge #11	**$ 527,960.05**	**0.37%**
Ravalli	Darby #85	**458,690.60**	0.32%
	Hamilton #18	**1,754,980.80**	1.22%
	Stevensville #115	**716,141.05**	0.50%
	Victor #172	**1,055,855.80**	0.73%
		$ 3,985,668.25	**2.77%**
Richland	Sidney #50	**$ 1,163,390.25**	**0.81%**
Roosevelt	Poplar #100	**153,631.20**	0.11%
	Wolf Point #52	**717,236.90**	0.50%
		$ 870,868.10	**0.61%**
Rosebud	Forsyth #23	**$ 361,261.35**	**0.25%**
Sanders	Hot Springs #61	**278,072.00**	0.19%
	Plains #108	**402,256.50**	0.28%
	Thompson Falls #7	**580,602.15**	0.40%
		$ 1,260,930.65	**0.87%**
Sheridan	Medicine Lake #90	**635,556.70**	0.44%
	Plentywood #53	**426,025.80**	0.30%
		$ 1,061,582.50	**0.74%**
Silver Bow	Butte #116	**4,196,202.50**	2.91%
	Butte #2	**1,594,255.35**	1.11%
		$ 5,790,457.85	**4.02%**

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2018

County	City	Gross Sales	Percent of Total Sales
Stillwater	Absarokee #167	**676,499.65**	0.47%
	Columbus #16	**473,662.70**	0.33%
		$ 1,150,162.35	**0.80%**
Sweetgrass	Big Timber #17	**$ 409,892.00**	**0.28%**
Teton	Choteau #34	**220,480.55**	0.15%
	Fairfield #130	**63,323.80**	0.04%
		$ 283,804.35	**0.19%**
Toole	Shelby #29	**$ 456,370.85**	**0.32%**
Valley	Glasgow #24	**807,039.05**	0.56%
	Nashua #95	**40,533.30**	0.03%
		$ 847,572.35	**0.59%**
Wheatland	Harlowton #38	**$ 270,985.25**	**0.19%**
Yellowstone	Billings #196	**4,339,720.40**	3.01%
	Billings #3	**4,588,439.15**	3.19%
	Billings #4	**1,469,168.20**	1.02%
	Laurel #65	**7,831,188.85**	5.44%
		$ 18,228,516.60	**12.66%**
Totals		**$143,965,891.00**	**100%**