FISCAL YEAR 2019

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

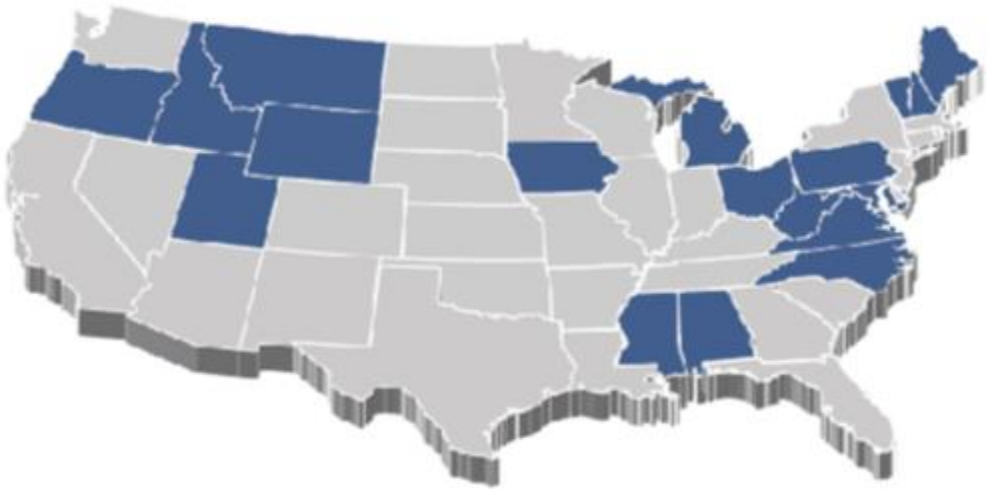
When Prohibition was repealed in 1933, the process of determining the method of regulation of alcohol beverages fell to the citizens of the United State who decided, by jurisdiction, how they could best balance individual freedom with the social risk and public costs of beverage alcohol consumption. 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, the Alcoholic Beverage Control Division continues to evolve to optimize the benefits of the control jurisdiction, while improving wholesale and customer service to our consumers.



19 Control Jurisdictions

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

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 Alcoholic Beverage 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 held bailed and/or state-owned inventories for approximately 1,300 regular list products and more than 3,000 special order products in FY19.

Fiscal year 2019 generated a combined total income from taxes collected and profits earned of $43.6 million. This is approximately $5.7 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 5,682 licenses for fiscal year 2019 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 2019 were approximately $3.3 million which includes revenues collected for registrations, processing, seating fees, late payments on renewals, and liquor license violations. Alcoholic beverage license violations were down from 542 in fiscal year 2018 to 449 in fiscal year 2019.

Alcoholic Beverage Control Division General Information

Alcoholic Beverage Control Education

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

2019 brought a lot of changes to the Education Unit. Kent Haab was hired in February as the new Education Specialist. Kent spent the last 25 years as an educator at both the high school and college level. His experience has propelled the Education Unit into an exciting new chapter as is detailed below.

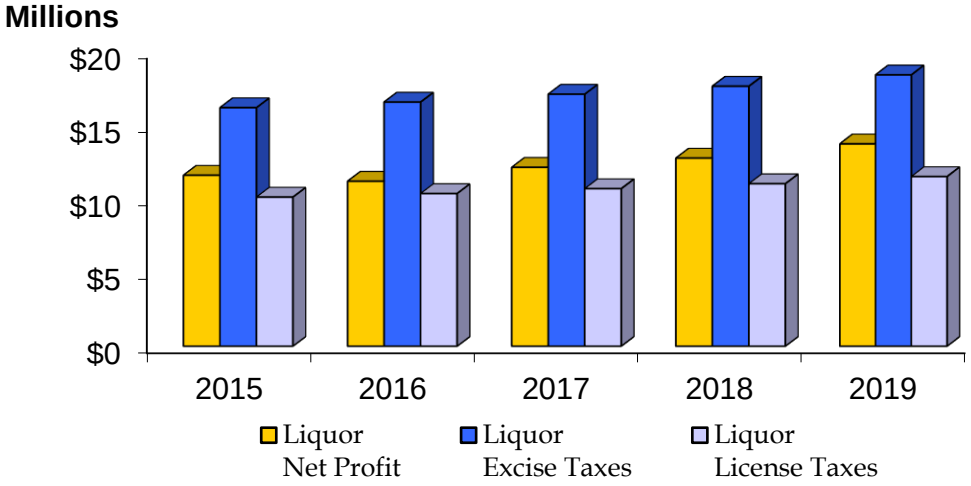
Since 2013 the training program, referred to as Let's Control It, had largely remained unchanged. While that fact speaks to the effectiveness of the program, it was certainly time to re-evaluate it to determine what parts should be updated.

The first step in re-evaluating the program was to reach out to the existing trainers, licensees, and other stakeholders to obtain their feedback on what their needs were regarding an effective responsible alcohol sales and service (RASS) program. Once that data was obtained Kent worked closely with the Department of Revenue's Communications team and the Enterprise Planning and Analysis team to re-brand the RASS Program while updating the material to include feedback received from the stakeholders. We partnered with Licensees, local law enforcement agencies, and volunteers to create a dynamic new training curriculum. The new program launched in September and is called Your Community Matters.

All existing trainers are required to be trained with the new curriculum. As a result, Kent held mini summits throughout the state in 8 cities. We took the opportunity to solicit new trainers as well. Anyone desiring to become a state certified trainer must take Kent's 7 hour train the trainer course.

In addition to the hard work on updating the state certified curriculum, the Education Unit continues to review outside server training programs that could be used in the state, insuring they meet the required statute and rule. The Education unit continues to send 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. We continue to partner with other agencies such as the Department of Public Health and Human Services, Department of Transportation, and the Department of Justice to further develop effective strategies to ensure the consumption of alcoholic beverages is done in a lawful, responsible manner.

Five Year History of Liquor Taxes and Profit



Fiscal Year	Liquor Net Profit	Liquor Excise Taxes	Liquor License Taxes	Total Revenue
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	12,807,001	17,646,138	11,027,618	41,480,757
2019	13,733,050	18,416,642	11,512,859	43,662,551

In 2019, $36.1 million from liquor operations was distributed to the State General Fund and $7.5 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, 2019

Retail Outlets	All-Beverage	Beer	Wine	Beer/Wine	RBW	Total
On Premise	813	47		387	181	1,428
On Premise With Catering	628	2		77	80	787
Off Premise		75	6	823		904
Sacramental Wine			3			3
Veteran's Organizations	46					46
Fraternal	57					57
Airport	7			1		8
Resort	24					24
Floaters	17					17
Enlisted Officer's Club	1					1
Public Golf Course				21		21
Non-Profit Arts				21		21
Carrier - Airline	6					6
Carrier - Railroad	1					1
Fairgrounds With Catering				1		1
Total Retail Outlets	1,600	124	9	1,331	261	3,325

*RBW = Restaurant Beer and Wine

Wholesalers and Distributors	Beer	Wine	Beer/Wine	Total
Wholesalers and Distributors	2	8	19	29
Sub-Warehouse	3		12	15
Total Wholesaler and Distributors	5	8	31	44

Manufacturers	Beer	Wine	Distilled Spirits	Total
Domestic Brewery	103			103
Domestic Brewery Storage Depot	5			5
Domestic Winery		32		32
Domestic Distiller License			28	28
Foreign Brewery	99			99
Foreign Winery		1,296		1,296
Total Manufacturers	207	1,328	28	1,563

Other	All-Beverage	Beer	Wine	Beer/Wine	Total
Special Permits				556	556
Vendor Representative	194				194
Total Other	155	0	0	556	750

Five Year History of Licenses and Violations Issued

The number of violations in fiscal year 2019 was 449. This represents fewer than six percent of the total licenses issued. Violations include late payments, late renewals and the associated penalties along with code violations.

	Fiscal Year 2019		Fiscal Year 2018	
License Type	**Applications Processed**	**Average Application Processing Time (days)**	**Applications Processed**	**Average Application Processing Time (days)**
All-Beverage	177	39	174	43
Beer	51	58	61	42
RBW	31	40	30	33
Manufacturer	39	58	25	52
Distributor	9	32	10	30
Off-Premises	59	40	86	26
TOTAL	**366 Applications Processed**		**386 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, 2019 and June 30, 2018

		2019		2018
Gross Liquor Sales	**$**	**150,921,735**	**$**	**143,965,891**
Less Discounts Granted		19,816,597		18,810,818
Adjusted Gross Liquor Sales	**$**	**131,105,138**	**$**	**125,155,073**
Cost of Goods Sold		85,659,391		81,705,772
Gross Income from Liquor Sales	**$**	**45,445,747**	**$**	**43,449,301**
Non-Operating Income (License Fee Revenue and Other Income)		3,362,884		2,591,119
Total Income	**$**	**48,808,631**	**$**	**46,040,420**
Total Operating Expenses	**$**	**3,259,773**	**$**	**3,008,493**
Operating Income	**$**	**45,548,858**	**$**	**43,031,927**
Transfers Out:				
Liquor License Fees to:				
General Fund		430,085		259,988
Department of Justice		1,432,890		1,310,846
Total Liquor License Fees	**$**	**1,862,975**	**$**	**1,570,834**
Carrier Excise Tax to General Fund		25,445		19,956
Liquor Excise Tax to General Fund		18,416,642		17,646,138
Liquor License Tax to:				
General Fund		3,971,936		3,804,528
Special Revenue Fund		7,540,923		7,223,090
Total License Tax	**$**	**11,512,859**	**$**	**11,027,618**
Tax and Fee Transfers	**$**	**31,817,921**	**$**	**30,224,926**
Net Income from Operations	**$**	**13,730,938**	**$**	**12,807,001**
Transfers to General Fund		12,500,000		12,200,000
Change in Net Assets	**$**	**1,230,938**	**$**	**607,001**

Comparative Report of Alcohol Revenues

For the fiscal years ending June 30, 2019 and June 30, 2018

		2019		2018
Liquor Excise Tax	$	18,416,642	$	17,646,138
Liquor License Tax		11,512,859		11,027,618
Liquor Operations Net Profit		13,730,936		12,766,434
License Fee Revenue		3,362,884		2,591,119
*Beer Tax		4,061,710		4,010,619
*Wine and Cider Tax		3,662,607		3,615,502
*Carrier Tax		25,445		19,956
Total Revenue from Alcohol Sales	**$**	**54,773,083**	**$**	**51,677,386**

*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, 2019

	Liquor Distribution	Licensing and Compliance	Liquor Total
Salaries	$ 770,390	$ 709,895	$ 1,480,185
Employee Benefits, Payroll Tax	$ 333,876	$ 294,163	$ 628,039
Indirect Administrative Costs	$ 415,643	$ 0	$ 415,643
Contracted Services	$ 37,279	$ 351,181	$ 388,460
Supplies & Materials	$ 41,558	$ 12,626	$ 54,184
Communications	$ 28,374	$ 22,827	$ 51,201
Travel	$ 2,295	$ 4,262	$ 6,557
Rent	$ 32,544	$ 5,441	$ 37,995
Utilities	$ 0	$ 39,284	$ 39,284
Repairs & Maintenance	$ 10,252	$ 40,499	$ 50,751
Other Expenses	$ 2,663	$ 19,731	$ 22,394
Depreciation	$ 84,992	$ 0	$ 84,992
Total Operating Expenses	**$ 1,759,866**	**$ 1,499,909**	**$ 3,259,775**

Operating Expenses

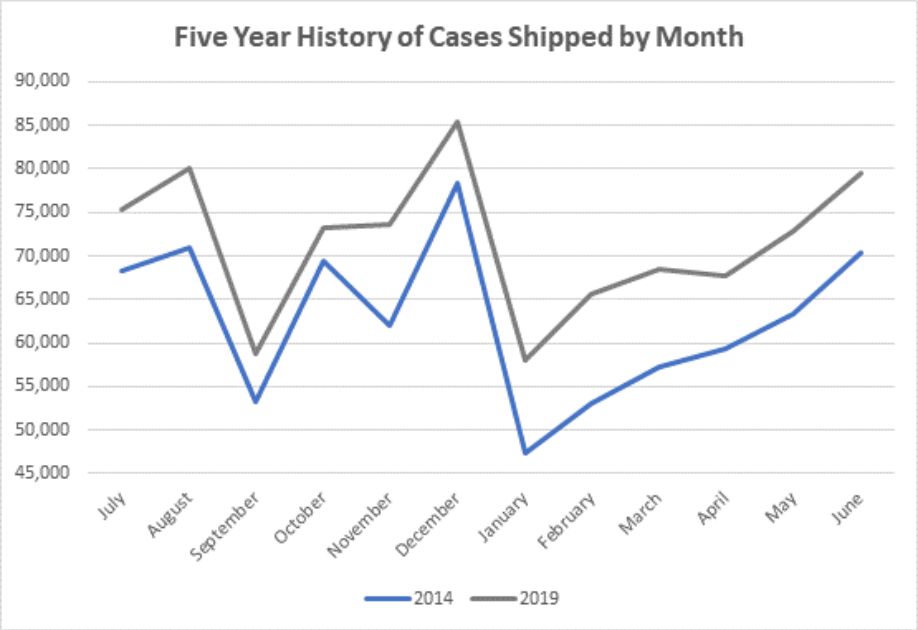
For Fiscal year ending June 30, 2018

	Liquor Distribution	Licensing and Compliance	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**

Case Sale Comparison by Class for Fiscal Years 2018 and 2019

Class	FY2019 819,667 Cases	Percent to Total	FY2018 807,125 Cases	Percent to Total	Percent Change
Brandy	17,178	2.00%	16,983	2.23%	1.15%
Gin	34,726	4.05%	33,449	4.01%	3.82%
Rum	70,774	8.24%	70,524	8.65%	0.35%
Tequila	48,436	5.64%	43,640	5.08%	10.99%
Vodka	253,382	29.52%	241,738	29.07%	4.82%
Whiskey	289,936	33.77%	276,302	33.54%	4.93%
Wines	8,817	1.03%	8,546	1.02%	3.17%
Other	135,237	15.75%	128,485	16.40%	5.26%
Total	**858,486**	**100.00%**	**819,667**	**100.00%**	4.74%

Five Year History of Cases Shipped by Month



Cases Shipped by Fiscal Year

Month	2015	2016	2017	2018	2019
July	67,525	67,809	65,050	69,883	75,412
Aug	69,333	69,223	76,710	84,376	80,063
Sept	62,013	64,310	66,318	61,605	58,694
Oct	70,592	64,945	65,974	70,048	73,193
Nov	62,424	67,372	71,483	75,023	73,598
Dec	82,080	82,072	83,911	78,885	85,371
Jan	47,130	46,827	46,978	53,627	58,064
Feb	55,072	60,311	59,753	61,705	65,578
Mar	62,498	68,754	66,639	65,812	68,426
Apr	58,224	55,688	54,730	59,865	67,774
May	64,226	68,121	73,690	75,668	72,790
June	75,628	77,031	75,889	77,197	79,523
Total	**776,745**	**792,463**	**807,125**	**833,694**	**858,486**

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2019 and June 30, 2018

Location	2019 By Volume	2019 Sales	2018 By Volume	2018 Sales
ABSAROKEE #167	46	688,561	46	676,500
ALBERTON #138	86	121,269	87	98,665
ANACONDA #14	36	1,025,054	37	979,614
AUGUSTA #81	90	77,441	90	83,599
BAKER #42	28	1,464,248	30	1,304,460
BELGRADE #76	2	9,778,976	2	9,638,510
BIG SKY #190	17	2,717,154	21	2,089,364
BIG TIMBER #17	67	382,511	65	409,892
BIGFORK #179	29	1,453,661	26	1,513,128
BILLINGS #196	10	4,392,767	9	4,339,720
BILLINGS #3	7	4,904,588	6	4,588,439
BILLINGS #4	30	1,424,482	29	1,469,168
BOULDER #56	84	139,647	85	121,771
BOZEMAN #193	5	6,573,736	5	5,637,724
BOZEMAN #9	14	3,561,262	13	3,585,241
BRIDGER #91	63	427,939	62	433,984
BUTTE #116	9	4,637,951	10	4,196,203
BUTTE #2	24	1,645,801	24	1,594,255
CHESTER #35	93	66,845	91	81,076
CHINOOK #28	78	249,004	75	260,757
CHOTEAU #34	81	219,306	80	220,481
COLUMBIA FALLS #73	18	2,707,078	17	2,628,889
COLUMBUS #16	54	524,650	57	473,663
CONRAD #33	70	339,312	68	335,843

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2019 and June 30, 2018

Location	2019 By Volume	2019 Sales	2018 By Volume	2018 Sales
DARBY #85	**65**	415,401	**59**	458,691
DEER LODGE #11	**55**	518,805	**53**	527,960
DILLON #32	**35**	1,079,395	**33**	1,071,214
EAST HELENA #83	**15**	3,217,115	**15**	3,152,626
ENNIS #60	**50**	626,514	**50**	623,979
EUREKA #69	**43**	743,818	**45**	701,974
EVERGREEN #67	**16**	2,801,953	**16**	2,669,478
FAIRFIELD #130	**92**	67,645	**93**	63,324
FORSYTH #23	**68**	345,425	**67**	361,261
FORT BENTON #31	**69**	341,151	**70**	318,434
GARDINER #58	**53**	535,760	**54**	494,163
GLASGOW #24	**40**	867,896	**39**	807,039
GLENDIVE #21	**31**	1,289,921	**31**	1,227,614
GREAT FALLS #139	**8**	4,713,454	**7**	4,545,774
GREAT FALLS #140	**21**	2,346,583	**19**	2,314,356
GREAT FALLS #141	**57**	504,882	**55**	480,235
HAMILTON #18	**22**	1,996,070	**22**	1,754,981
HARDIN #37	**61**	458,127	**64**	425,394
HARLOWTON #38	**74**	285,429	**74**	270,985
HAVRE #26	**27**	1,465,511	**28**	1,498,809
HELENA #1	**11**	4,162,601	**12**	3,804,649
HELENA #5	**39**	873,966	**38**	929,843
HOT SPRINGS #61	**71**	319,419	**73**	278,072
HUNGRY HORSE #62	**49**	653,777	**51**	603,199

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2019 and June 30, 2018

Location	2019 By Volume	2019 Sales	2018 By Volume	2018 Sales
KALISPELL #12	**6**	5,090,953	**8**	4,498,578
KALISPELL #195	**19**	2,575,835	**18**	2,489,089
LAUREL #65	**3**	8,773,720	**3**	7,831,189
LEWISTOWN #15	**37**	932,928	**36**	986,839
LIBBY #6	**41**	761,665	**40**	761,695
LIMA #82	**91**	71,877	**92**	66,544
LINCOLN #112	**75**	271,747	**77**	250,575
LIVINGSTON #8	**20**	2,538,332	**20**	2,186,182
LOLO #192	**1**	14,462,298	**1**	14,989,853
MALTA #22	**42**	749,675	**47**	660,407
MEDICINE LAKE #90	**51**	616,276	**49**	635,557
MILES CITY #13	**26**	1,577,624	**27**	1,500,092
MISSOULA #170	**12**	4,148,973	**11**	4,036,487
MISSOULA #171	**4**	7,620,740	**4**	7,639,356
NASHUA #95	**95**	42,727	**94**	40,533
PLAINS #108	**60**	479,291	**66**	402,257
PLENTYWOOD #53	**64**	422,119	**63**	426,026
POLSON #54	**23**	1,866,881	**23**	1,708,946
POPLAR #100	**82**	191,489	**82**	153,631
RED LODGE #27	**34**	1,090,628	**34**	1,061,983
RONAN #101	**48**	657,817	**48**	652,552
ROUNDUP #44	**59**	490,323	**61**	443,768
SCOBEY #51	**85**	138,437	**83**	139,629
SEELEY LAKE #122	**58**	503,253	**58**	463,881

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2019 and June 30, 2018

Location	2019 By Volume	2019 Sales	2018 By Volume	2018 Sales
SHELBY #29	**62**	440,508	**60**	456,371
SHERIDAN #105	**73**	307,962	**71**	294,125
SIDNEY #50	**32**	1,186,261	**32**	1,163,390
ST IGNATIUS #74	**80**	233,034	**79**	220,806
ST REGIS #185	**44**	732,227	**44**	710,765
STANFORD #43	**83**	151,711	**84**	124,215
STEVENSVILLE #115	**38**	920,477	**42**	716,141
SUPERIOR #30	**77**	261,629	**78**	245,424
THOMPSON FALLS #7	**52**	608,984	**52**	580,602
TOWNSEND #49	**56**	505,223	**56**	479,535
TROY #70	**66**	387,556	**69**	332,167
TWIN BRIDGES #77	**87**	109,774	**86**	105,332
VALIER #78	**88**	88,856	**89**	87,194
VICTOR #172	**33**	1,163,826	**35**	1,055,856
WEST YELLOWSTONE #59	**47**	678,345	**43**	714,179
WHITE SULPHUR SPR. #36	**76**	264,119	**81**	185,889
WHITEFISH #64	**13**	3,672,373	**14**	3,364,972
WHITEHALL #104	**72**	315,726	**72**	293,243
WILSALL #117	**79**	246,853	**76**	258,702
WINIFRED #160	**89**	87,960	**88**	92,376
WINNETT #39	**94**	44,934	**95**	37,990
WOLF POINT #52	**45**	699,671	**41**	717,237

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2019

County	City	Gross Sales	Percent of Total Sales
Beaverhead	Dillon #32	**1,079,395.30**	0.72%
	Lima #82	**71,877.45**	0.05%
		$ 1,151,272.75	**0.77%**
Big Horn	Hardin #37	**$ 458,126.85**	**0.30%**
Blaine	Chinook #28	**$ 249,003.70**	**0.16%**
Broadwater	Townsend #49	**$ 505,223.05**	**0.33%**
Carbon	Bridger #91	**427,938.80**	0.28%
	Red Lodge #27	**1,090,628.35**	0.72%
		$ 1,518,567.15	**1.00%**
Cascade	Great Falls #139	**4,713,453.75**	3.12%
	Great Falls #140	**2,346,583.00**	1.55%
	Great Falls #141	**504,882.35**	0.33%
		$ 7,564,919.10	**5.00%**
Chouteau	Fort Benton #31	**$ 341,151.35**	**0.23%**
Custer	Miles City #13	**$ 1,577,623.90**	**1.05%**
Daniels	Scobey #51	**$ 138,436.80**	**0.09%**
Dawson	Glendive #21	**$ 1,289,921.25**	**0.85%**

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2019

County	City	Gross Sales	Percent of Total Sales
Deer Lodge	Anaconda #14	**$ 1,025,053.50**	**0.68%**
Fallon	Baker #42	**$ 1,464,247.90**	**0.97%**
Fergus	Lewistown #15	**932,927.70**	0.62%
	Winifred #160	**87,960.30**	0.06%
		$ 1,020,888.00	**0.68%**
Flathead	Bigfork #179	**1,453,660.85**	0.96%
	Columbia Falls #73	**2,707,078.00**	1.79%
	Evergreen #67	**2,801,952.95**	1.86%
	Hungry Horse #62	**653,777.25**	0.43%
	Kalispell #12	**5,090,953.10**	3.37%
	Kalispell #195	**2,575,835.35**	1.71%
	Whitefish #64	**3,672,372.80**	2.43%
		$ 18,955,630.30	**12.55%**
Gallatin	Belgrade #76	**9,778,975.65**	6.48%
	Big Sky #190	**2,717,154.05**	1.80%
	Bozeman #193	**6,573,736.45**	4.36%
	Bozeman #9	**3,561,262.15**	2.36%
	West Yellowstone #59	**678,344.60**	0.45%
		$ 23,309,472.90	**15.45%**
Glacier	Cut Bank #45	**$ 1,584,255.35**	**1.05%**
Hill	Havre #26	**$ 1,465,510.50**	**0.97%**

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2019

County	City	Gross Sales	Percent of Total Sales
Jefferson	Boulder #56	**139,647.30**	0.09%
	Whitehall #104	**315,726.35**	0.21%
		$ 455,373.65	**0.30%**
Judith Basin	Stanford #43	**$ 151,711.20**	**0.10%**
Lake	Polson #54	**1,866,880.85**	1.24%
	Ronan #101	**657,816.70**	0.44%
	St Ignatius #74	**233,034.40**	0.15%
		$ 2,757,731.95	**1.83%**
Lewis and Clark	Augusta #81	**77,441.05**	0.05%
	East Helena #83	**3,217,115.10**	2.13%
	Helena #1	**4,162,601.20**	2.76%
	Helena #5	**873,966.00**	0.58%
	Lincoln #112	**271,747.40**	0.18%
		$ 8,602,870.75	**5.70%**
Liberty	Chester #35	**$ 66,845.35**	**0.04%**
Lincoln	Eureka #69	**743,818.25**	0.49%
	Libby #6	**761,665.20**	0.50%
	Troy #70	**387,555.50**	0.26%
		$ 1,893,038.95	**1.25%**
Madison	Ennis #60	**626,513.65**	0.42%
	Sheridan #105	**307,962.05**	0.20%
	Twin Bridges #77	**109,773.90**	0.07%
		$ 1,044,249.60	**0.69%**

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2019

County	City	Gross Sales	Percent of Total Sales
Meagher	White Sulphur Springs #36	**$ 264,119.25**	**0.18%**
Mineral	Alberton #138	**121,269.05**	0.08%
	St Regis #185	**732,226.55**	0.49%
	Superior #30	**261,628.65**	0.17%
		$ 1,115,124.25	**0.74%**
Missoula	Lolo #192	**14,462,298.30**	9.58%
	Missoula #170	**4,148,972.60**	2.75%
	Missoula #171	**7,620,740.45**	5.05%
	Seeley Lake #122	**503,252.80**	0.33%
		$ 26,735,264.15	**17.71%**
Musselshell	Roundup #44	**$ 490,323.45**	**0.32%**
Park	Gardiner #58	**535,760.10**	0.35%
	Livingston #8	**2,538,332.40**	1.68%
	Wilsall #117	**246,853.05**	0.16%
		$ 3,320,945.55	**2.19%**
Petroleum	Winnett #39	**$ 44,933.50**	**0.03%**
Phillips	Malta #22	**$ 749,675.15**	**0.50%**
Pondera	Conrad #33	**339,312.25**	0.22%
	Valier #78	**88,856.25**	0.06%
		$ 428,168.50	**0.28%**

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2019

County	City	Gross Sales	Percent of Total Sales
Powell	Deer Lodge #11	**$ 518,805.00**	**0.34%**
Ravalli	Darby #85	**415,400.85**	0.28%
	Hamilton #18	**1,996,070.25**	1.32%
	Stevensville #115	**920,477.15**	0.61%
	Victor #172	**1,163,825.65**	0.77%
		$ 4,495,773.90	**2.98%**
Richland	Sidney #50	**$ 1,186,260.60**	**0.79%**
Roosevelt	Poplar #100	**191,488.60**	0.13%
	Wolf Point #52	**699,670.80**	0.46%
		$ 891,159.40	**0.59%**
Rosebud	Forsyth #23	**$ 345,425.35**	**0.23%**
Sanders	Hot Springs #61	**319,418.90**	0.21%
	Plains #108	**479,291.15**	0.32%
	Thompson Falls #7	**608,983.95**	0.40%
		$ 1,407,694.00	**0.93%**
Sheridan	Medicine Lake #90	**616,275.95**	0.41%
	Plentywood #53	**422,119.45**	0.28%
		$ 1,038,395.40	**0.69%**
Silver Bow	Butte #116	**4,637,951.20**	3.07%
	Butte #2	**1,645,800.95**	1.09%
		$ 6,283,752.15	**4.16%**

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2019

County	City	Gross Sales	Percent of Total Sales
Stillwater	Absarokee #167	**688,561.45**	0.46%
	Columbus #16	**524,650.45**	0.35%
		$ 1,213,211.90	**0.81%**
Sweetgrass	Big Timber #17	**$ 382,511.25**	**0.25%**
Teton	Choteau #34	**219,305.80**	0.15%
	Fairfield #130	**67,644.55**	0.04%
		$ 286,950.35	**0.19%**
Toole	Shelby #29	**$ 440,508.20**	**0.29%**
Valley	Glasgow #24	**867,895.75**	0.58%
	Nashua #95	**42,726.85**	0.03%
		$ 910,622.60	**0.61%**
Wheatland	Harlowton #38	**$ 285,428.75**	**0.19%**
Yellowstone	Billings #196	**4,392,767.35**	2.91%
	Billings #3	**4,904,587.60**	3.25%
	Billings #4	**1,424,481.80**	0.94%
	Laurel #65	**8,773,719.70**	5.81%
		$ 19,495,556.45	**12.91%**
Totals		**$150,921,734.90**	**100%**