



FISCAL YEAR 2013

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

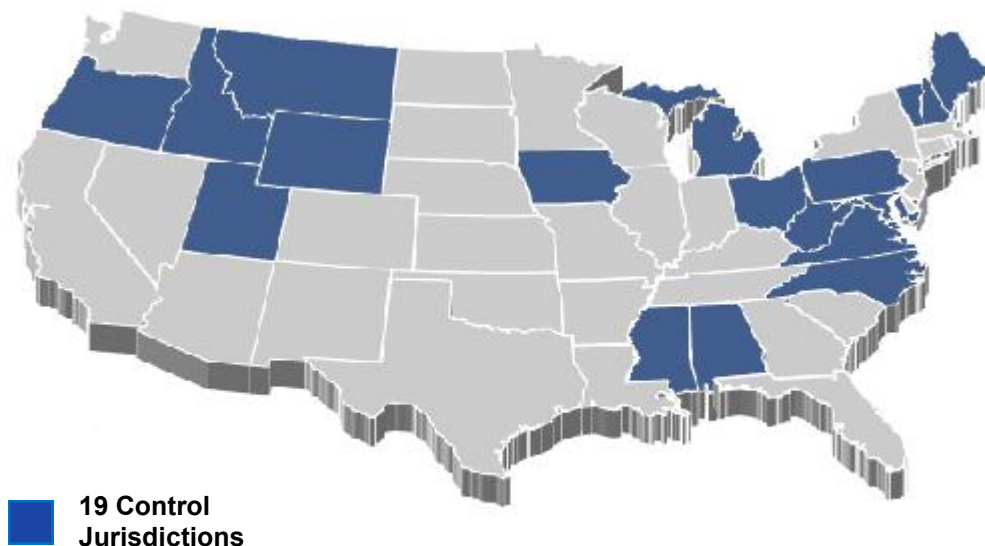
When Prohibition was repealed in 1933, the process of determining the method of regulation of alcohol beverages fell to the citizens of the United States who decided by jurisdiction how they could best balance individual freedom with the social risk and public costs of beverage alcohol consumption. The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

Over 80 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 sixteen 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 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 2400 special order products.

Fiscal year 2013 generated a combined total of taxes collected and profits earned of just over \$34.8 million. This is \$2 million more from the previous year.

Liquor Licensing Bureau

Licensing is charged with 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 5,225 licenses for fiscal year 2013 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 2013 were \$2.2 million which includes revenues collected for registrations, processing, seating fees and late payments on renewals, and liquor license violations. Liquor license violations were down from 310 in fiscal year 2012 to 226 in fiscal year 2013. Revenues generated in fiscal year 2013 for these fines were \$100 thousand.

Liquor Control Division General Information

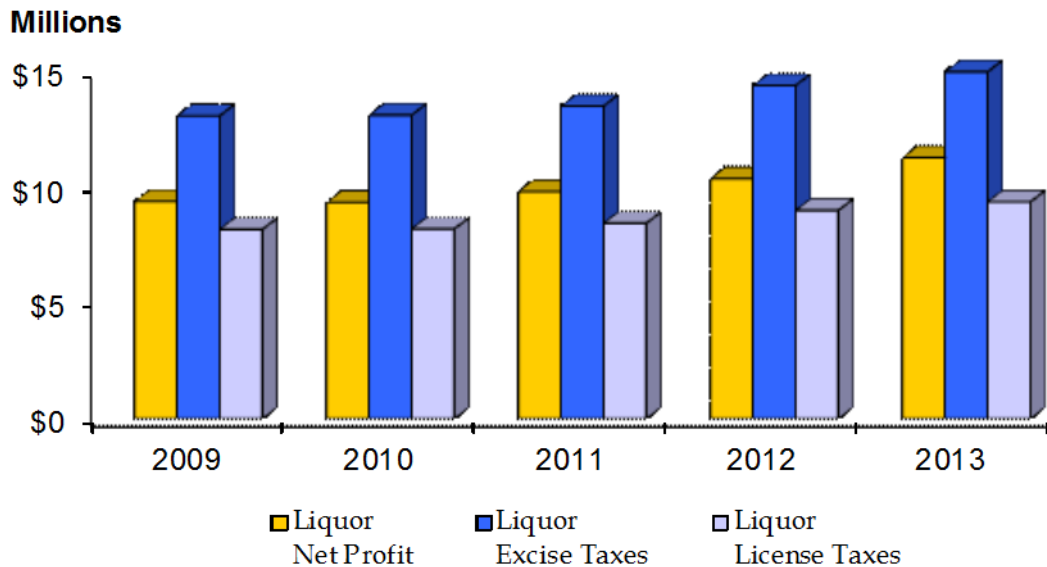
Liquor Education

Liquor Education 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.

In fiscal year 2013 Liquor Education spent most efforts implementing a new state trainer certification process and revising the standard curriculum. This included developing a set of qualifications for individuals interested in becoming a state certified trainer, and developing an application submittal and approval process. The standard curriculum revised to include interactivity between participants and trainers, to increase knowledge retention among participants and enhance the learning process.

Liquor Education continues to review outside server training programs for use in the state that meet statute and rule. Liquor Education also provides 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
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
2013	\$ 11,191,232	14,876,139	9,296,333	35,363,704

In 2013, \$28.7 million from liquor operations were distributed to the State **General Fund** and \$6.1 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, 2013

	All - Beverage	Beer	Wine	Beer/ Wine	RBW*	Total
Retail Outlets						
On Premise	876	63		379	173	1,491
On Premise With Catering	569	1		53	65	688
Off Premise		92	9	756		857
Sacramental Wine			1			1
Veteran's Organizations	48					48
Fraternal	62					62
Airport	7			0		7
Resort	23					23
Floaters	17					17
Enlisted Officer's Club	2					2
Public Golf Course				19		19
Non-Profit Arts				11		11
Carrier - Airline	4					4
Carrier - Railroad	1					1
Fairgrounds with Catering				1		1
Total Retail Outlets	1,609	156	10	1,219	238	3,232

*RBW = Restaurant Beer and Wine

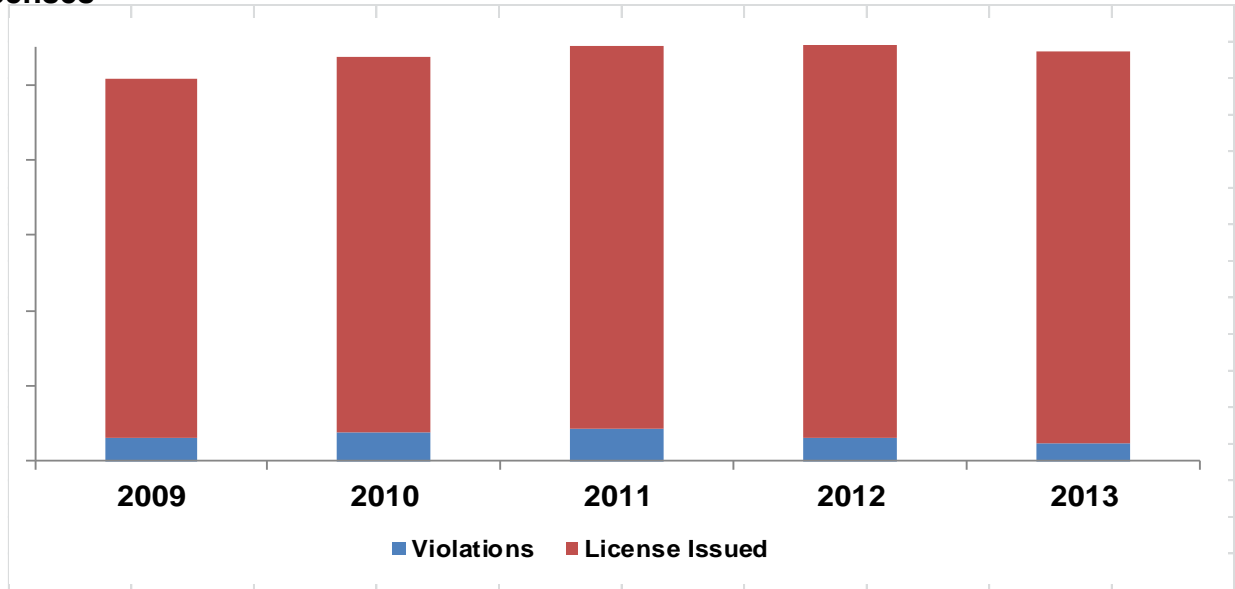
	Beer	Wine	Beer/Wine	Total
Wholesalers and Distributors				
Wholesalers and Distributors	2	11	19	32
Sub-Warehouse		1	10	11
Total Wholesaler and Distributors	2	12	29	43

	Beer	Wine	Distilled Spirits	Total
Manufacturers				
Domestic Brewery	42			42
Domestic Brewery Storage Depot	1			1
Domestic Winery		18		18
Domestic Distiller License			13	13
Foreign Brewery	80			80
Foreign Winery		993		993
Total Manufacturers	123	1011	13	1147

	All-Bev	Beer	Wine	Beer/Wine	Total
Other					
Special Permits	6		4	495	505
Connoisseur License		0	173	6	179
Vendor Representative	119				119
Total Other	125	0	177	501	803

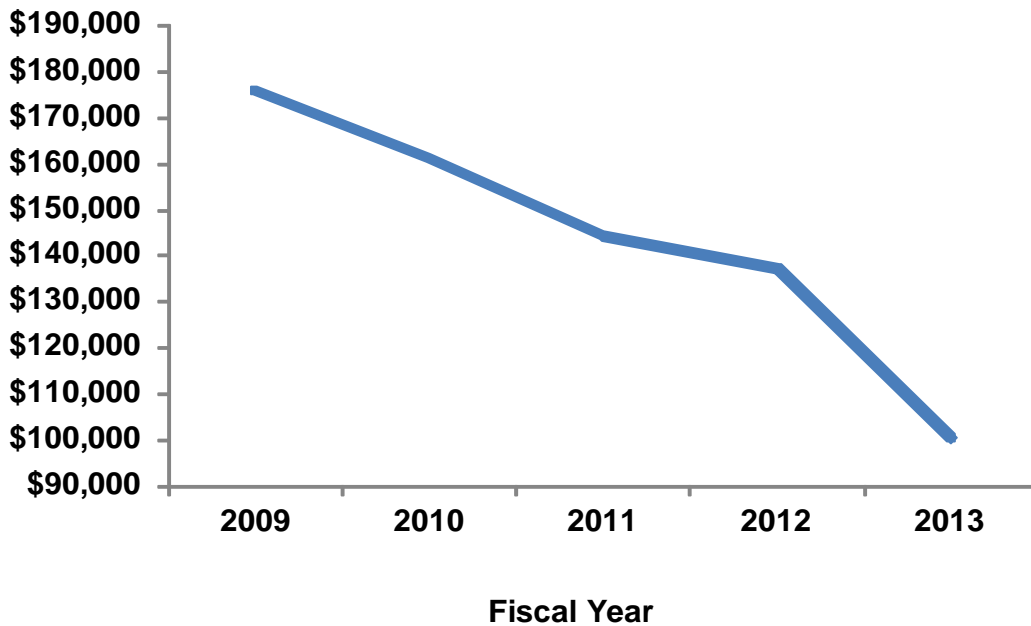
Five year History of Licenses and Violations Issued

Licenses

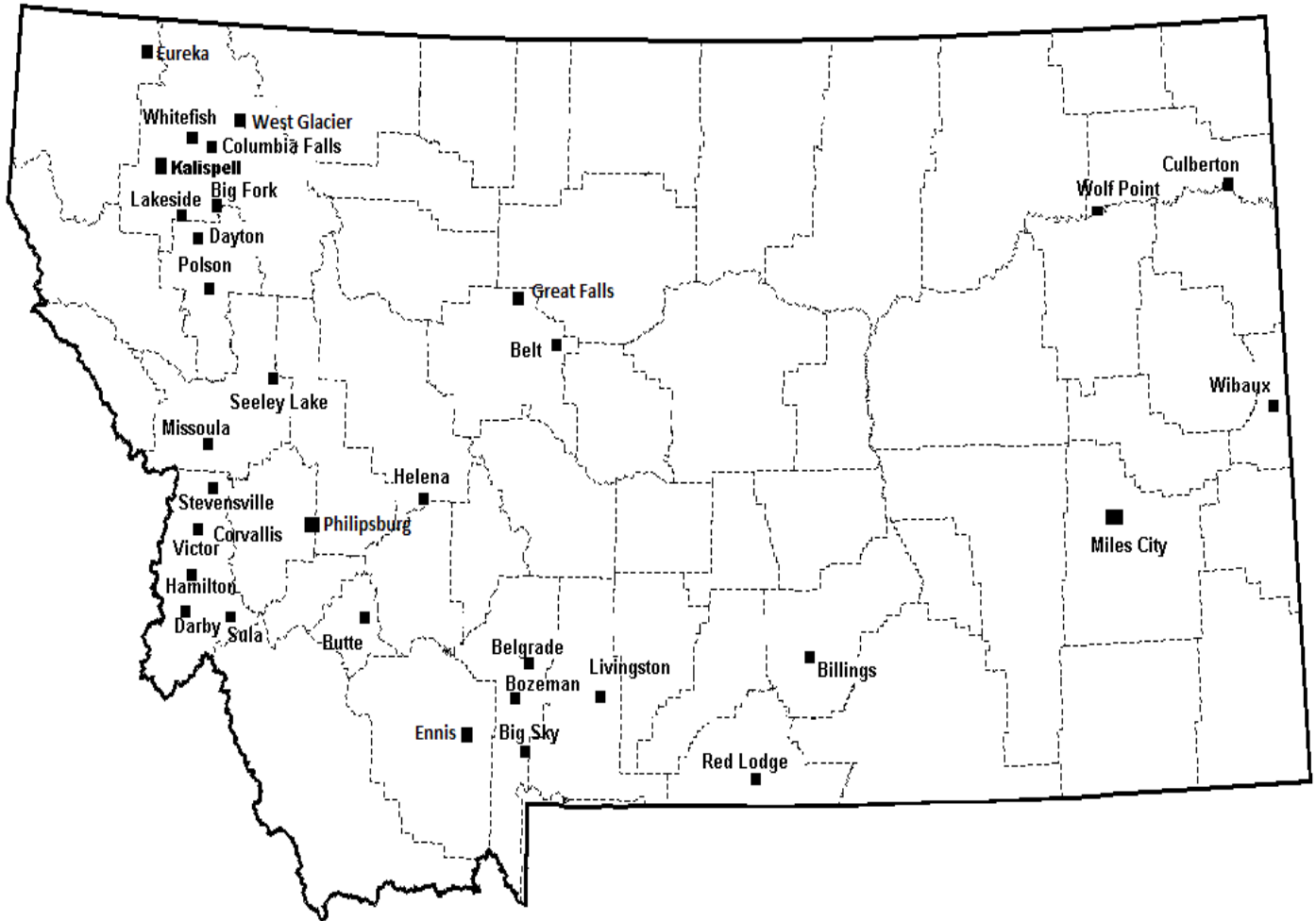


The number of violations in fiscal year 2013 was 226. This makes up for less than 4 percent of the total licenses issued. Violations include late payments and late renewals and the associated penalties and interest along with code violations.

Five year History of Violation Fees



Breweries, Distilleries & Wineries in Montana



Cities with Wineries

Bigfork

Bowman Orchards
D Berardinis
Prodigy Wines

Billings

Merry Cellars
Yellowstone Cellars and Winery

Bozeman

Old Hatchery Winery
Wine Bozo's

Columbia Falls

Flathead Lake Winery

Corvallis

Blodgett Canyon Cellars

Culbertson

Rolling Hills Winery
Trapper Peak Winery

Dayton

Mission Mountain Winery

Kalispell

Going to the Sun Winery

Miles City

Toungue River Vineyard & Winery

Missoula

Missoula Winery
Ten Spoon Vineyard

Polson

Grinde Bay Winery

Sula

Montana Ciderworks

Victor

Hidden Legends Winery

Breweries, Distilleries & Wineries in Montana

Cities With Breweries

Belgrade

Madison River Brewing Company

Belt

Harvest Moon Brewing Co

Big Sky

Lone Peak Brewing

Bigfork

Flathead Lake Brewing

Flathead Lake Brewing

Billings

Angry Hanks Microbrewery

Angry Hanks Microbrewery

Canyon Creek Brewing

Billings Brewing Company

Fat Jacks Tap Room

Himmelberger Brewing

Uberbrew

Yellowstone Valley Brewing Co

Yellowstone Valley Brewing Co

Carter's Brewing

Bozeman

Bozeman Brewing Company

Bridger Brewing Company

Outlaw Brewing

406 Brewing Company

Butte

Quarry Brewing

Columbia Falls

Desert Mountain Brewing

Culbertson

Badlands Brewery

Eureka

Homestead Ales

Great Falls

Bowser Brewing Company

The Front Brewing Company

Hamilton

Bitterroot Brewing

Higherground Brewing

Helena

Blackfoot River Brewing

Lewis and Clark Brewing Company

Kalispell

Tamarack Brewing Company

Livingston

Neptune's Brewery

Missoula

Bayern Brewing

Big Sky Brewing

Draught Works

Kettlehouse Brewing Co.

Kettlehouse Brewing Company

Philipsburg

Philipsburg Brewing Company

Polson

Glacier Brewing Company

Red Lodge

Red Lodge Ales Brewing Company

Stevensville

Blacksmith Brewing Company

Wildwood Brewing

Whitefish

Great Northern Brewing Company

Kalispell Brewing LLC

Wibaux

Beaver Creek Brewery

Wolf Point

Missouri Breaks Brewing

Cities with Distilleries

Bigfork

Whistling Andy

Billings

Trailhead Spirits

Spirit of Montana Distillery

Bozeman

Big Sky Distillery

Roughstock Distillery

Butte

Headframe Spirits

Corvallis

Swanson's Mountain View Distillery

Ennis

Willie's Distillery

Helena

Vigilante Distilling

Kalispell

Vilya Spirits

Missoula

Montgomery Distillery

The MT Distillery

West Glacier

Glacier Distilling Company

Comparative Statement of Revenues and Expenses

For the fiscal years ending June 30, 2013 and June 30, 2012

	2013	2012
Gross Liquor Sales	\$ 119,044,211	\$ 113,383,054
Discounts Granted	2,213,671	2,122,867
Commissions Granted	11,346,345	10,797,350
Sales Volume Discount Granted	1,132,460	1,092,643
Adjust Gross Liquor Sales	\$ 104,351,735	\$ 99,370,194
Cost of Goods	67,150,960	63,923,790
Gross Income from Liquor Sales	\$ 37,200,776	\$ 35,446,405
Non Operating Income (License Fee Revenue and Other Income)	2,239,151	2,210,701
Total Income	\$ 39,439,926	\$ 37,657,106
Total Operating Expenses	\$ 2,658,370	\$ 2,753,595
Operating Income	\$ 36,781,556	\$ 34,903,511
Transfers Out:		
Liquor License Fees to:		
General Fund	84,631	59,079
Department of Justice	1,318,196	1,320,908
Total Liquor License Fees	\$ 1,402,827	\$ 1,379,987
Carrier Excise Tax to General Fund	15,025	8,673
Liquor Excise Tax to General Fund	14,876,139	14,291,424
Liquor License Tax to:		
General Fund	3,207,235	3,081,441
Special Fund	6,089,098	5,850,272
Total License Tax	\$ 9,296,333	\$ 8,931,713
Tax and Fee Transfers	\$ 25,590,324	\$ 24,611,797
Net Income From Operations	\$ 11,191,232	\$ 10,291,714
Transfer to General Fund	10,500,000	9,500,000
Change in Net Assets	\$ 691,232	\$ 791,714

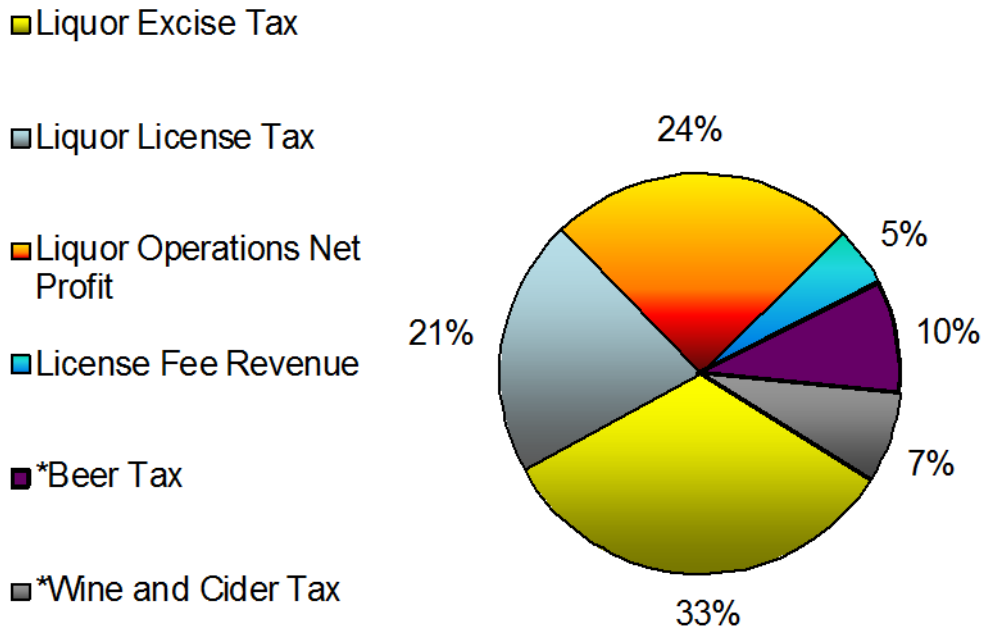
Comparative Report of Alcohol Revenues

For the fiscal years ending June 30, 2013 and June 30, 2012

	2013	2012
Liquor Excise Tax	\$ 14,876,139	\$ 14,291,424
Liquor License Tax	9,296,333	8,931,713
Liquor Operations Net Profit	11,191,232	10,291,714
License Fee Revenue	2,239,151	2,210,701
*Beer Tax	4,049,346	4,050,779
*Wine and Cider Tax	3,237,280	3,122,989
*Carrier Tax	15,025	8,673
Total Revenue from Alcohol Sales	\$ 44,889,481	\$ 42,899,320

*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.

Percent of Total Alcohol Revenues for 2013



Operating Expenses

For the fiscal year ending June 30, 2013

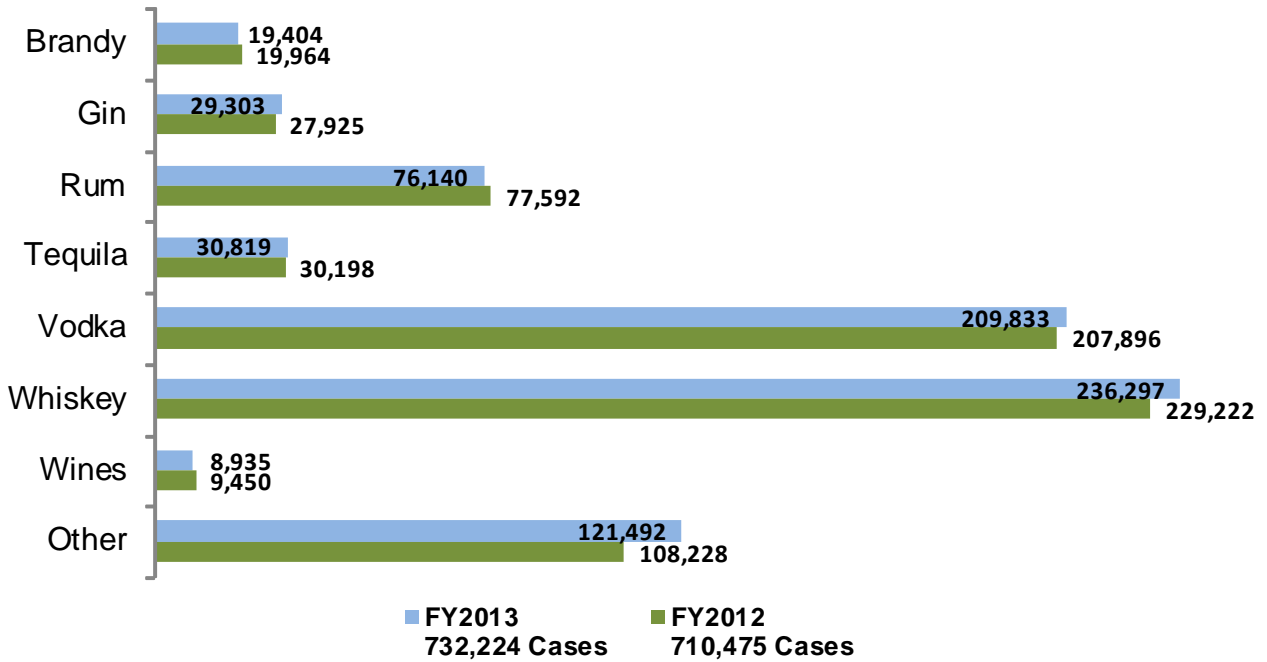
	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	\$ 804,629	\$ 486,808	\$ 1,291,437
Employee Benefits, Payroll Tax	292,689	174,290	466,979
Indirect Administrative Costs	276,057	18,927	294,984
Contracted Services	90,624	114,470	205,094
Supplies & Materials	100,038	12,728	112,766
Communications	33,128	20,974	54,102
Travel	3,216	4,734	7,950
Utilities	49,342	734	50,076
Repairs & Maintenance	51,182	1,680	52,863
Other Expenses	15,508	980	16,489
Depreciation	105,634	-	105,634
Total Operating Expenses	\$ 1,822,048	\$ 836,324	\$ 2,658,372

Operating Expenses

For the fiscal year ending June 30, 2012

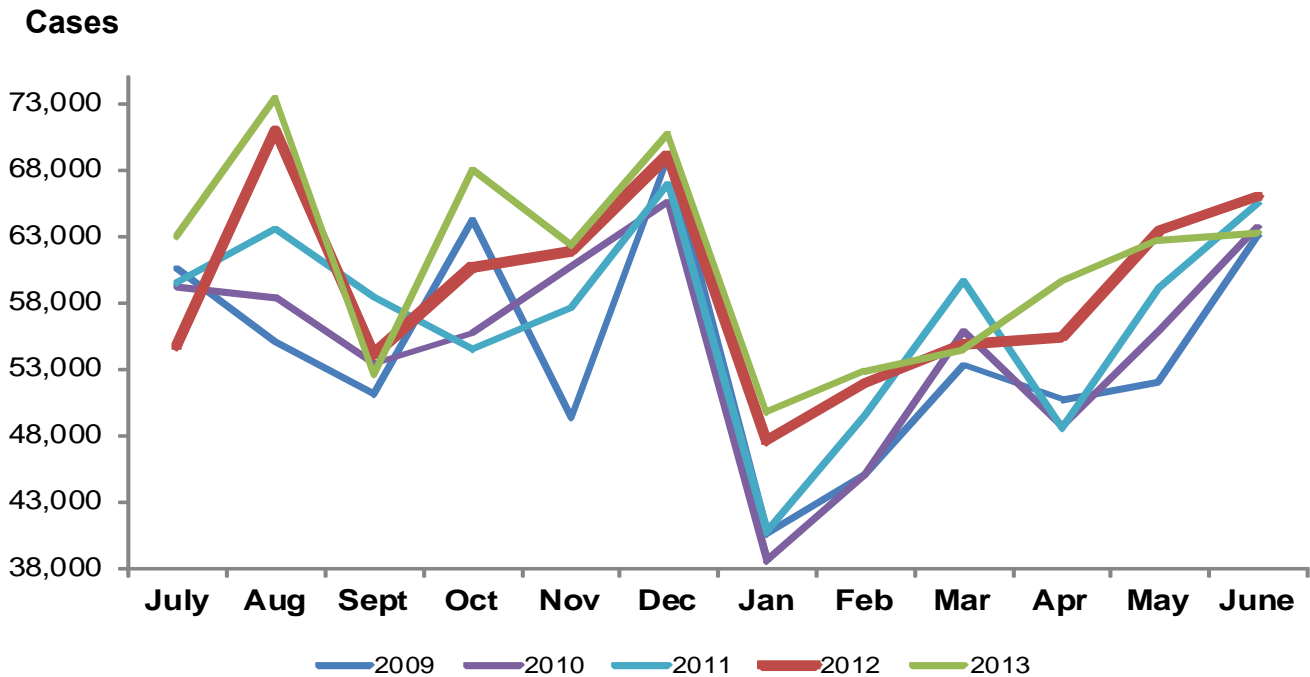
	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	\$ 727,733	\$ 494,436	\$1,222,169
Employee Benefits, Payroll Tax	261,571	181,389	442,960
Indirect Administrative Costs	146,961	146,960	293,921
Contracted Services	258,186	77,160	335,346
Supplies & Materials	77,958	6,652	84,610
Communications	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

Case Comparison by Class for Fiscal Years 2013 and 2012



Class	FY2013 Cases	Percent of Total	FY2012 Cases	Percent of Total	Percent Change
Brandy	19,404	2.65%	19,964	2.81%	-2.81%
Gin	29,303	4.00%	27,925	3.93%	4.93%
Rum	76,140	10.40%	77,592	10.92%	-1.87%
Tequila	30,819	4.21%	30,198	4.25%	2.06%
Vodka	209,833	28.66%	207,896	29.26%	0.93%
Whiskey	236,297	32.27%	229,222	32.26%	3.09%
Wines	8,935	1.22%	9,450	1.33%	-5.45%
Other	121,492	16.59%	108,228	15.23%	12.26%
Total	732,224	100.00%	710,475	100.00%	3.06%

Five Year History of Cases Shipped by Month



Fiscal Year

Month	2009	2010	2011	2012	2013
July	60,561	59,206	59,415	54,717	62,974
August	55,005	58,352	63,485	70,912	73,327
September	51,052	53,402	58,330	54,031	52,547
October	64,143	55,713	54,406	60,717	67,958
November	49,284	60,647	57,532	61,901	62,292
December	68,904	65,495	66,833	69,054	70,705
January	40,598	38,578	40,725	47,622	49,680
February	45,015	45,064	49,442	51,844	52,825
March	53,263	55,813	59,664	54,919	54,526
April	50,621	48,610	48,504	55,471	59,568
May	51,987	55,754	59,051	63,358	62,640
June	<u>63,038</u>	<u>63,596</u>	<u>65,445</u>	<u>65,929</u>	<u>63,182</u>
Total	653,471	660,230	682,832	710,475	732,224

Comparative Report of Sales to Agency Stores
For fiscal years ending June 30, 2013 and June 30, 2012

Location	2013 By Volume	2013 Sales	2012 by Volume	2012 Sales
Absarokee #167	41	\$ 683,525	41	\$ 652,161
Alberton #138	93	67,501	93	65,529
Anaconda #14	33	940,146	34	887,016
Augusta #81	89	80,906	90	80,878
Baker #42	24	1,555,778	25	1,469,286
Belgrade #76	2	6,983,295	2	6,661,719
Big Sky #190	32	982,425	35	876,104
Big Timber #17	66	328,709	69	308,918
Bigfork #179	29	1,194,346	29	1,186,503
Billings #196	6	4,692,316	6	4,368,835
Billings #3	5	5,213,072	4	5,494,543
Billings #4	18	2,015,995	16	2,229,474
Boulder #56	85	104,084	84	117,763
Bozeman #193	10	3,691,856	10	3,324,024
Bozeman #9	12	3,285,176	11	3,280,920
Bridger #91	49	560,361	47	556,718
Butte #116	16	2,333,937	15	2,257,925
Butte #2	25	1,548,480	23	1,510,518
Chester #35	91	75,555	88	84,348
Chinook #28	71	261,487	72	243,123
Choteau #34	78	180,271	81	140,833
Circle #47	88	87,370	89	80,880
Columbia Falls #73	21	1,649,629	24	1,489,851
Columbus #16	62	386,715	63	364,044
Conrad #33	65	338,061	68	324,434

Comparative Report of Sales to Agency Stores
For fiscal years ending June 30, 2013 and June 30, 2012

Location	2013 By Volume	2013 Sales	2012 by Volume	2012 Sales
Cut Bank #45	27	\$ 1,449,085	27	\$ 1,404,798
Darby #85	59	441,656	61	428,939
Deer Lodge #11	57	497,784	56	516,451
Dillon #32	34	938,522	31	958,325
East Helena #83	14	2,893,027	14	2,707,108
Ennis #60	52	530,481	53	535,152
Eureka #69	42	676,055	43	622,343
Evergreen #67	11	3,330,743	12	3,157,866
Fairfield #130	94	65,293	92	69,885
Forsyth #23	61	407,668	59	464,146
Fort Benton #31	75	191,915	75	183,699
Gardiner #58	63	382,156	62	365,439
Glasgow #24	47	564,205	46	563,000
Glendive #21	45	594,761	42	641,943
Great Falls #139	7	4,472,869	8	4,031,275
Great Falls #140	8	4,372,766	5	4,438,593
Great Falls #141	56	498,159	45	564,279
Hamilton #18	28	1,249,814	28	1,220,494
Hardin #37	58	482,817	51	543,914
Harlowton #38	81	152,574	78	168,005
Havre #26	23	1,584,897	21	1,542,455
Helena #1	9	3,796,684	9	3,692,788
Helena #5	31	1,030,047	32	948,022
Hot Springs #61	74	194,590	74	201,667
Hungry Horse #62	43	608,732	50	546,042
Kalispell #12	15	2,512,423	18	2,091,809

Comparative Report of Sales to Agency Stores
For fiscal years ending June 30, 2013 and June 30, 2012

Location	2013 By Volume	2013 Sales	2012 by Volume	2012 Sales
Kalispell #195	17	\$ 2,321,996	17	\$ 2,169,055
Laurel #65	4	5,481,809	7	4,194,733
Lewistown #15	35	915,075	33	898,151
Libby #6	44	604,392	44	608,943
Lima #82	95	48,880	95	52,706
Lincoln #112	72	254,694	71	244,259
Livingston #8	20	1,712,680	22	1,537,075
Lolo #192	38	837,900	36	867,128
Malta #22	46	574,373	49	551,957
Medicine Lake #90	37	861,653	38	786,845
Miles City #13	22	1,626,642	19	1,712,312
Missoula #170	3	5,827,743	3	5,567,582
Missoula #171	1	7,889,020	1	7,576,363
Nashua #95	92	68,008	94	65,443
Plains #108	70	310,239	65	345,276
Plentywood #53	48	561,852	54	523,766
Polson #54	26	1,450,532	26	1,412,388
Poplar #100	87	90,783	86	92,572
Red Lodge #27	39	833,712	37	855,857
Ronan #101	50	535,672	57	512,804
Roundup #44	67	322,245	70	292,634
Scobey #51	79	162,141	82	138,766
Seeley Lake #122	60	419,905	60	430,923
Shelby #29	51	534,227	52	540,172
Sheridan #105	73	225,290	73	243,109
Sidney #50	19	1,866,231	20	1,642,070

Comparative Report of Sales to Agency Stores
For fiscal years ending June 30, 2013 and June 30, 2012

Location	2013 By Volume	2013 Sales	2012 by Volume	2012 Sales
St. Ignatius #74	80	\$ 156,731	79	\$ 164,734
St. Regis #185	40	758,136	40	686,448
Stanford #43	83	135,337	83	134,657
Stevensville #115	55	504,181	55	517,355
Superior #30	76	187,005	76	177,227
Thompson Falls #7	53	519,732	48	555,328
Townsend #49	64	347,423	64	347,010
Troy #70	69	312,608	66	329,454
Twin Bridges #77	84	110,678	85	115,589
Valier #78	86	91,531	87	88,239
Victor #172	30	1,134,937	30	990,026
West Yellowstone #59	54	511,211	58	474,605
White Sulphur #36	82	145,730	80	144,951
Whitefish #64	13	3,140,051	13	2,751,206
Whitehall #104	68	316,628	67	326,083
Wilsall #117	77	184,799	77	175,434
Winifred #160	90	77,836	91	77,782
Winnett #39	96	23,770	96	25,447
Wolf Point #52	36	887,481	39	773,805
Totals		<u>\$ 119,044,211</u>		<u>\$ 113,383,054</u>

Schedule of Liquor Sales by County
For the fiscal year ending June 30, 2013

County	City	Gross Sales	Percent of Total Sales
Beaverhead	Dillon #32	\$ 938,522	0.83%
	Lima #82	48,880	0.04%
		<u>\$ 987,402</u>	0.87%
Bighorn	Hardin #37	<u>\$ 482,817</u>	0.43%
Blaine	Chinook #28	<u>\$ 261,487</u>	0.23%
Broadwater	Townsend #49	<u>\$ 347,423</u>	0.31%
Carbon	Red Lodge #27	\$ 833,712	0.74%
	Bridger #91	560,361	0.49%
		<u>\$ 1,394,073</u>	1.23%
Cascade	Great Falls #139	\$ 4,472,869	3.94%
	Great Falls #140	4,372,766	3.86%
	Great Falls #141	498,159	0.44%
		<u>\$ 9,343,794</u>	8.24%
Chouteau	Fort Benton #31	<u>\$ 191,915</u>	0.17%
Custer	Miles City #13	<u>\$ 1,626,642</u>	1.43%
Daniels	Scobey #51	<u>\$ 162,141</u>	0.14%
Dawson	Glendive #21	<u>\$ 594,761</u>	0.52%

Schedule of Liquor Sales by County
For the fiscal year ending June 30, 2013

County	City	Gross Sales	Percent of Total Sales
Deer Lodge	Anaconda #14	\$ 940,146	0.83%
Fallon	Baker #42	\$ 1,555,778	1.37%
Fergus	Lewistown #15	\$ 915,075	0.81%
	Winifred #160	77,836	0.07%
		<u>\$ 992,911</u>	0.88%
Flathead	Kalispell #12	\$ 2,512,423	2.22%
	Hungry Horse #62	608,732	0.54%
	Whitefish #64	3,140,051	2.77%
	Evergreen #67	3,330,743	2.94%
	Columbia Falls #73	1,649,629	1.45%
	Big Fork #179	1,194,346	1.05%
	Kalispell #195	2,321,996	2.05%
		<u>\$ 14,757,920</u>	13.02%
Gallatin	Bozeman #9	\$ 3,285,176	2.90%
	W. Yellowstone #59	511,211	0.45%
	Belgrade #76	6,983,295	6.16%
	Big Sky #190	982,425	0.87%
	Bozeman #193	3,691,856	3.26%
	<u>\$ 15,453,963</u>	13.63%	
Glacier	Cut Bank #45	\$ 1,449,085	1.28%
Hill	Havre #26	\$ 1,584,897	1.40%

Schedule of Liquor Sales by County
For the fiscal year ending June 30, 2013

County	City	Gross Sales	Percent of Total Sales
Jefferson	Boulder #56	\$ 104,084	0.09%
	Whitehall #104	316,628	0.28%
		<u>\$ 420,712</u>	0.37%
Judith Basin	Stanford #43	<u>\$ 135,337</u>	0.12%
Lake	Polson #54	\$ 1,450,532	1.28%
	St. Ignatius #74	156,731	0.14%
	Ronan #101	535,672	0.47%
		<u>\$ 2,142,935</u>	1.89%
Lewis & Clark	Helena #1	\$ 3,796,684	3.35%
	Helena #5	1,030,047	0.91%
	Augusta #81	80,906	0.07%
	East Helena #83	2,893,027	2.55%
	Lincoln #112	254,694	0.22%
	<u>\$ 8,055,358</u>	7.10%	
Liberty	Chester #35	<u>\$ 75,555</u>	0.07%
Lincoln	Libby #6	\$ 604,392	0.53%
	Eureka #69	676,055	0.60%
	Troy #70	312,608	0.28%
	<u>\$ 1,593,055</u>	1.41%	
Madison	Ennis #60	\$ 530,481	0.47%
	Twin Bridges #77	110,678	0.10%
	Sheridan #105	225,290	0.20%
	<u>\$ 866,449</u>	0.76%	

Schedule of Liquor Sales by County
For the fiscal year ending June 30, 2013

County	City	Gross Sales	Percent of Total Sales
McCone	Circle #47	\$ 87,370	0.08%
Meagher	White Sulphur #36	\$ 145,730	0.13%
Mineral	Superior #30	\$ 187,005	0.16%
	Alberton #138	67,501	0.06%
	St. Regis #185	758,136	0.67%
		<u>\$ 1,012,642</u>	0.89%
Missoula	Seeley Lake #122	\$ 419,905	0.37%
	Missoula #170	5,827,743	5.14%
	Missoula #171	7,889,020	6.96%
	Lolo #192	837,900	0.74%
		<u>\$ 14,974,568</u>	13.21%
Musselshell	Roundup #44	\$ 322,245	0.28%
Park	Livingston #8	\$ 1,712,680	1.51%
	Gardiner #58	382,156	0.34%
	Wilsall #117	184,799	0.16%
		<u>\$ 2,279,635</u>	2.01%
Petroleum	Winnett #39	\$ 23,770	0.02%
Phillips	Malta #22	\$ 574,373	0.51%
Pondera	Conrad #33	\$ 338,061	0.30%
	Valier #78	91,531	0.08%
		<u>\$ 429,592</u>	0.38%

**Schedule of Liquor Sales by County
For the fiscal year ending June 30, 2013**

County	City	Gross Sales	Percent of Total Sales
Powell	Deer Lodge #11	\$ 497,784	0.44%
Ravalli	Hamilton #18	\$ 1,249,814	1.10%
	Darby #85	441,656	0.39%
	Stevensville #115	504,181	0.44%
	Victor #172	1,134,937	1.00%
		<u>\$ 3,330,588</u>	2.94%
Richland	Sidney #50	<u>\$ 1,866,231</u>	1.65%
Roosevelt	Wolf Point #52	\$ 887,481	0.78%
	Poplar #100	90,783	0.08%
		<u>\$ 978,264</u>	0.86%
Rosebud	Forsyth #23	<u>\$ 407,668</u>	0.36%
Sanders	Thompson Falls #7	\$ 519,732	0.46%
	Hot Springs #61	194,590	0.17%
	Plains #108	310,239	0.27%
		<u>\$ 1,024,561</u>	0.90%
Sheridan	Plentywood #53	\$ 561,852	0.50%
	Medicine Lake #90	861,653	0.76%
		<u>\$ 1,423,505</u>	1.26%
Silver Bow	Butte #2	\$ 1,548,480	1.37%
	Butte #116	2,333,937	2.06%
		<u>\$ 3,882,417</u>	3.42%

Schedule of Liquor Sales by County
For the fiscal year ending June 30, 2013

County	City	Gross Sales	Percent of Total Sales
Stillwater	Columbus #16	\$ 386,715	0.32%
	Absarokee #167	<u>683,525</u>	0.57%
		<u>\$ 1,070,240</u>	0.90%
Sweetgrass	Big Timber #17	<u>\$ 328,709</u>	0.28%
Teton	Choteau #34	\$ 180,271	0.15%
	Fairfield #130	<u>65,293</u>	0.05%
		<u>\$ 245,564</u>	0.21%
Toole	Shelby #29	<u>\$ 534,227</u>	0.45%
Valley	Glasgow #24	\$ 564,205	0.47%
	Nashua #95	<u>68,008</u>	0.06%
		<u>\$ 632,213</u>	0.53%
Wheatland	Harlowton #38	<u>\$ 152,574</u>	0.13%
Yellowstone	Billings #3	\$ 5,213,072	4.38%
	Billings #4	2,015,995	1.69%
	Laurel #65	5,481,809	4.60%
	Billings #196	<u>4,692,316</u>	3.94%
		<u>\$ 17,403,192</u>	14.62%
Totals		<u>\$ 119,044,211</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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