



FISCAL YEAR 2014

LIQUOR ENTERPRISE FUND

REPORT OF OPERATIONS

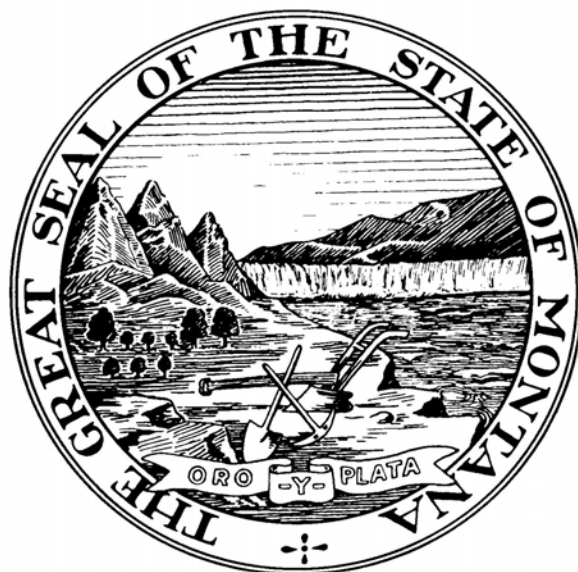


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Liquor Control Division General Information

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

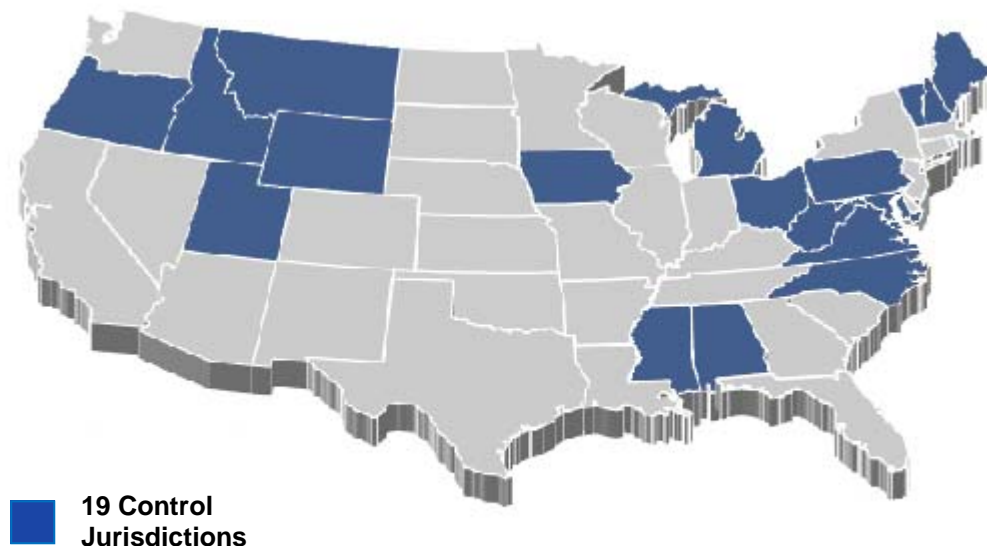
When Prohibition was repealed in 1933, the process of determining the method of regulation of alcohol beverages fell to the citizens of the United States who decided by jurisdiction how they could best balance individual freedom with the social risk and public costs of beverage alcohol consumption. The 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 the 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.

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 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% per capita 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 are 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.

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 1500+ all-beverage licensees. The state Liquor Warehouse held bailed and/or state owned inventories for approximately 1,100 regular list products and more than 2,400 special order products.

Fiscal year 2014 generated a combined total income from taxes collected and profits earned of \$36 million. This is approximately \$700 thousand more than 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 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 5,077 licenses for fiscal year 2014 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 2014 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 266 in fiscal year 2013 to 117 in fiscal year 2014. Revenues generated in fiscal year 2013 for these fines were \$101,000.

Liquor Control Division General Information

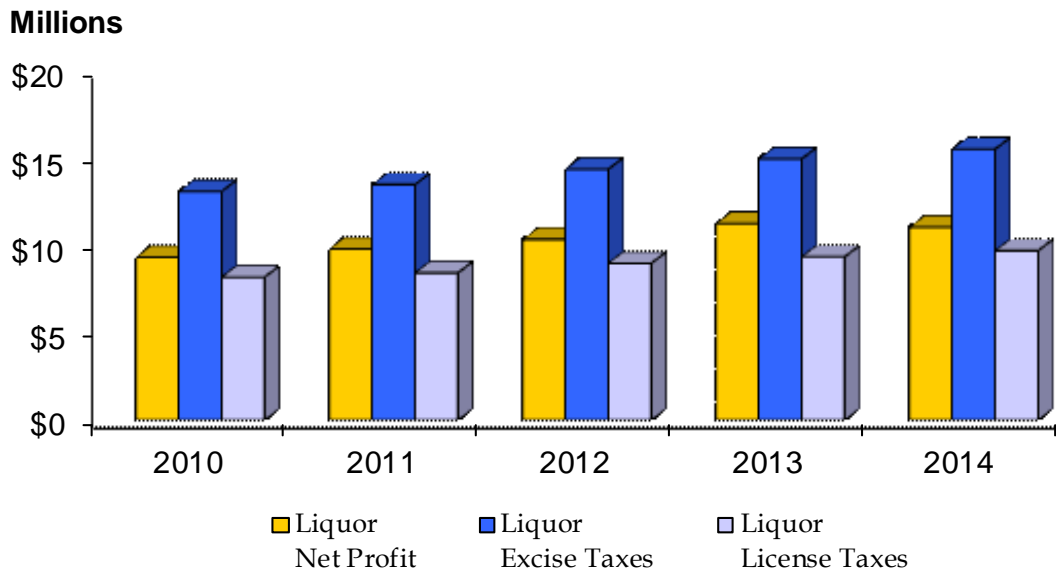
Liquor Education

The Liquor 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.

In fiscal year 2014, the Liquor Education unit spent most of its 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 was revised to include active trainee participation, to increase knowledge retention among participants and enhance the learning process.

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

Five Year History of Liquor Taxes and Profit



Fiscal Year	Liquor Net Profit	Liquor Excise Taxes	Liquor License Taxes	Total Revenue
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
2014	\$ 10,984,017	15,430,324	9,642,234	36,056,575

In 2014, \$29.4 million from liquor operations were distributed to the State **General Fund** and \$6.3 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, 2014

Retail Outlets	All - Beverage	Beer	Wine	Beer/ Wine	RBW*	Total
On Premise	846	61		387	171	1,465
On Premise With Catering	579	3		49	71	702
Off Premise		81	9	785		875
Sacramental Wine			3			3
Veteran's Organizations	48					48
Fraternal	59					59
Airport	7					7
Resort	22					22
Floaters	15					15
Enlisted Officer's Club	2					2
Public Golf Course				20		20
Non-Profit Arts				14		14
Carrier - Airline	4					4
Carrier - Railroad	1					1
Fairgrounds with Catering				1		1
Total Retail Outlets	1,583	145	12	1,256	242	3,238

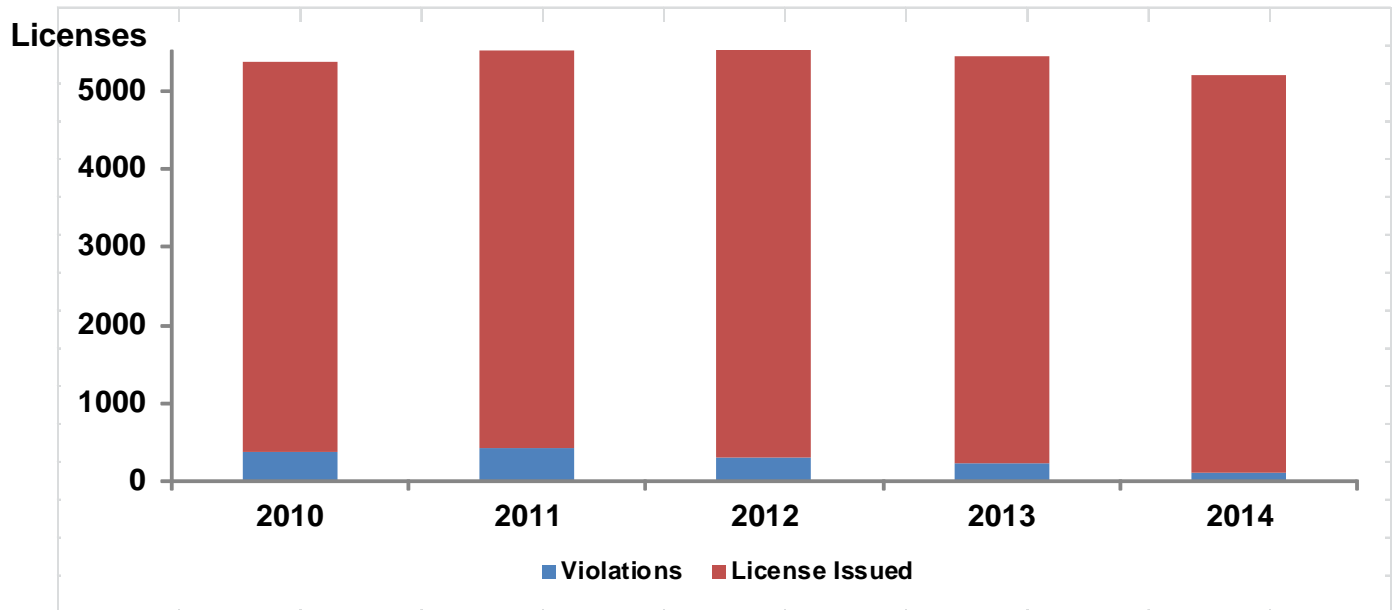
*RBW = Restaurant Beer and Wine

Wholesalers and Distributors	Beer	Wine	Beer/Wine	Total
Wholesalers and Distributors	2	11	20	33
Sub-Warehouse	1	1	10	12
Total Wholesaler and Distributors	3	12	30	45

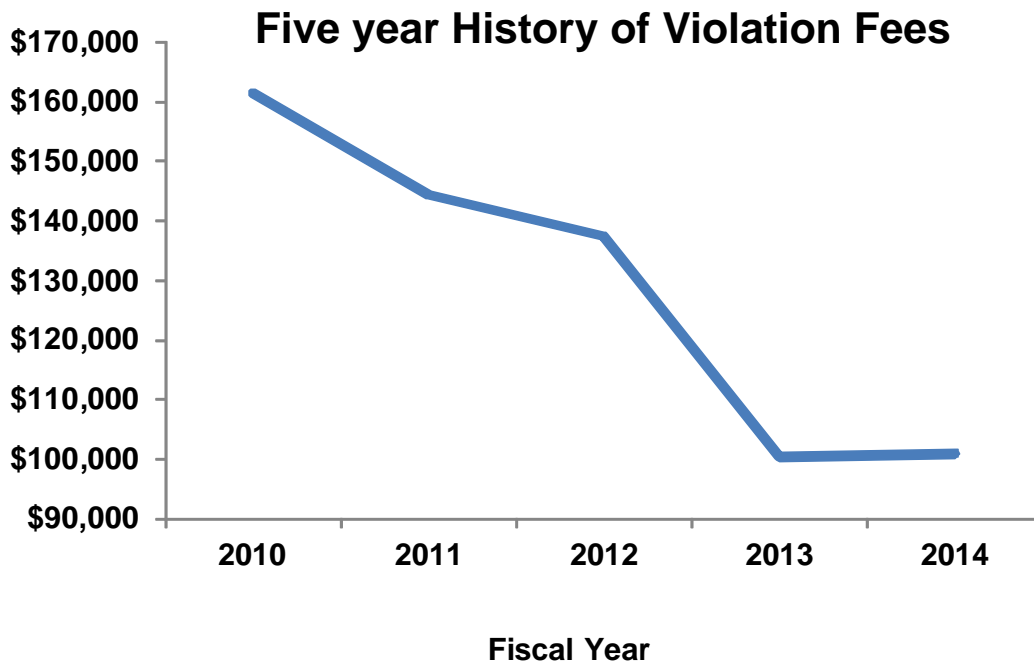
Manufacturers	Beer	Wine	Distilled Spirits	Total
Domestic Brewery	51			51
Domestic Brewery Storage Depot	2			2
Domestic Winery		19		19
Domestic Distiller License			14	14
Foreign Brewery	91			91
Foreign Winery		1024		1024
Total Manufacturers	144	1043	14	1201

Other	All-Bev	Beer	Wine	Beer/Wine	Total
Special Permits	3		7	464	474
Connoisseur License		2	n/a	n/a	2
Vendor Representative	117				117
Total Other	120	2	7	464	593

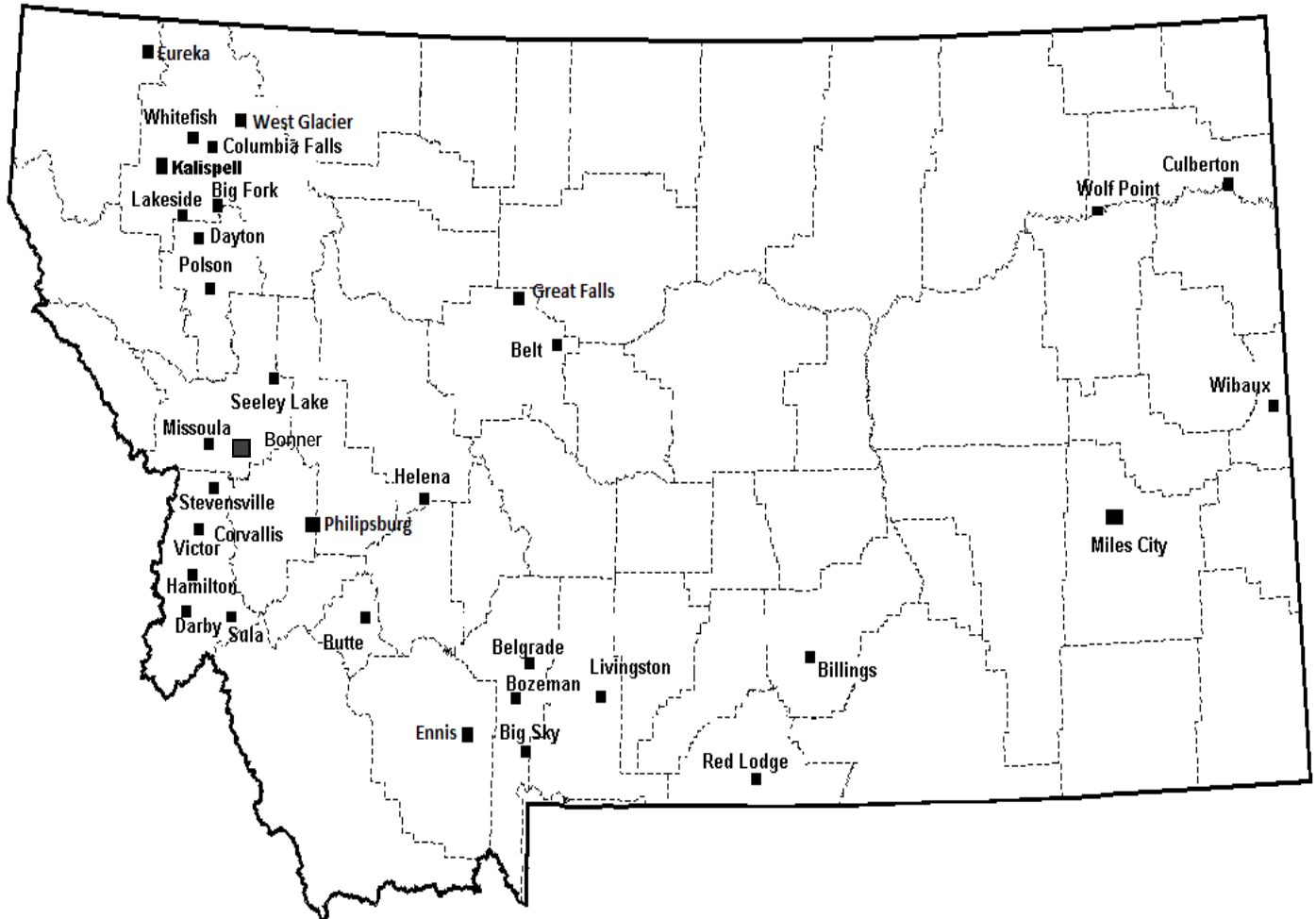
Five year History of Licenses and Violations Issued



The number of violations in fiscal year 2014 was 117. This makes up for just over two percent of the total licenses issued. Violations include late payments, late renewals and the associated penalties and interest along with code violations.



Breweries, Distilleries & Wineries in Montana



Cities with Wineries

Bigfork

Bowman Orchards
D Berardinis

Billings

Merry Cellars
Yellowstone Cellars and Winery

Bozeman

Grande Cielo
Lockhorn Hard Ciders
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

Billings

Angry Hanks Microbrewery

Billings Brewing Company

Canyon Creek Brewing

Carter's Brewing

Fat Jacks Tap Room

Himmelberger Brewing

Uberbrew

Yellowstone Valley Brewing Co

Bozeman

406 Brewing Company

Bozeman Brewing Company

Bridger Brewing Company

One Pride, Inc

Outlaw Brewing

Butte

Quarry Brewing

Butte Brewing Company

CopperWild Brewing

Muddy Creek Brewery

Culbertson

Badlands Brewery

Dillon

Beaverhead Brewing Company

Eureka

Homestead Ales

Great Falls

Bowser Brewing Company

Mighty Mo Brewing Company

The Front Brewing Company

Hamilton

Bitterroot Brewing

Higherground Brewing

Havre

Triple Dog Brewing Company

Helena

Blackfoot River Brewing

Lewis and Clark Brewing Company

Kalispell

Kalispell Brewing Company

Lake Side

Tamarack Brewing Company

Livingston

Neptune's Brewery

Missoula

Bayern Brewing

Big Sky Brewing

Draught Works

Kettlehouse Brewing Co.

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

Wibaux

Beaver Creek Brewery

Wolf Point

Missouri Breaks Brewing

*New Breweries opening FY 2015***

Great Falls- Black Eagle Brewery
 Hamilton- Bandit Brewing Co.
 Libby- Cabinet Mountain Brewing Co.
 Livingston- Katabatic Brewing Co.
 Lolo- Lolo Peak Brewing Co.
 Missoula- Great Burn Brewing
 Sidney- Meadowlark Brewing
 Whitefish- Bonsai Brewing Project

**Based on Licenses applications

Cities with Distilleries

Bigfork

Whistling Andy

Billings

Trailhead Spirits

Spirit of Montana Distillery

Bonner

Steel Toe Distillery

Bozeman

Big Sky Distillery

Roughstock Distillery

Butte

Headframe Spirits

Corvallis

Swanson's Mountain View Distillery

Ennis

Willie's Distillery

Helena

Triple Divide Spirits

Kalispell

Vilya Spirits

Missoula

Montgomery Distillery

The MT Distillery

West Glacier

Glacier Distilling Company

*New Distilleries opening FY 2015** Bozeman- Bozeman Spirits & Winston- Stonehouse Distillery*

Comparative Statement of Revenues and Expenses

For the fiscal years ending June 30, 2014 and June 30, 2013

	2014	2013
Gross Liquor Sales	\$ 124,278,270	\$ 119,044,211
Discounts Granted	2,300,020	2,213,671
Commissions Granted	12,061,567	11,346,345
Sales Volume Discount Granted	1,177,874	1,132,460
 Adjust Gross Liquor Sales	 \$ 108,738,809	 \$ 104,351,735
Cost of Goods	70,766,579	67,150,960
 Gross Income from Liquor Sales	 \$ 37,972,231	 \$ 37,200,776
Non Operating Income (License Fee Revenue and Other Income)	2,215,172	2,239,151
 Total Income	 \$ 40,187,403	 \$ 39,439,926
 Total Operating Expenses	 \$ 2,864,987	 \$ 2,658,370
 Operating Income	 \$ 37,322,416	 \$ 36,781,556
Transfers Out:		
Liquor License Fees to:		
General Fund	60,040	84,631
Department of Justice	1,280,413	1,318,196
Total Liquor License Fees	\$ 1,340,453	\$ 1,402,827
Carrier Excise Tax to General Fund	15,388	15,025
Liquor Excise Tax to General Fund	15,430,324	14,876,139
Liquor License Tax to:		
General Fund	3,374,782	3,207,235
Special Fund	6,267,452	6,089,098
Total License Tax	\$ 9,642,234	\$ 9,296,333
 Tax and Fee Transfers	 \$ 26,428,399	 \$ 25,590,324
 Net Income From Operations	 \$ 10,984,017	 \$ 11,191,232
Transfer to General Fund	10,500,000	10,500,000
 Change in Net Assets	 \$ 394,017	 \$ 691,232

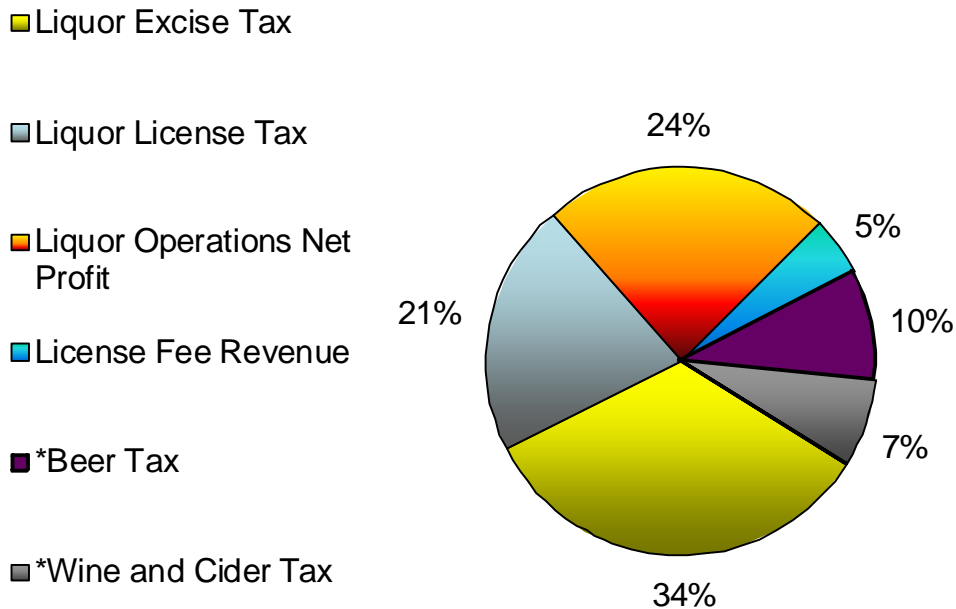
Comparative Report of Alcohol Revenues

For the fiscal years ending June 30, 2014 and June 30, 2013

	2014	2013
Liquor Excise Tax	\$ 15,430,324	\$ 14,876,139
Liquor License Tax	9,642,234	9,296,333
Liquor Operations Net Profit	10,984,017	11,191,232
License Fee Revenue	2,215,172	2,239,151
*Beer Tax	4,209,093	4,049,346
*Wine and Cider Tax	3,358,802	3,237,280
*Carrier Tax	15,388	15,025
Total Revenue from Alcohol Sales	\$ 45,839,642	\$ 44,889,481

*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 2014



Operating Expenses

For the fiscal year ending June 30, 2014

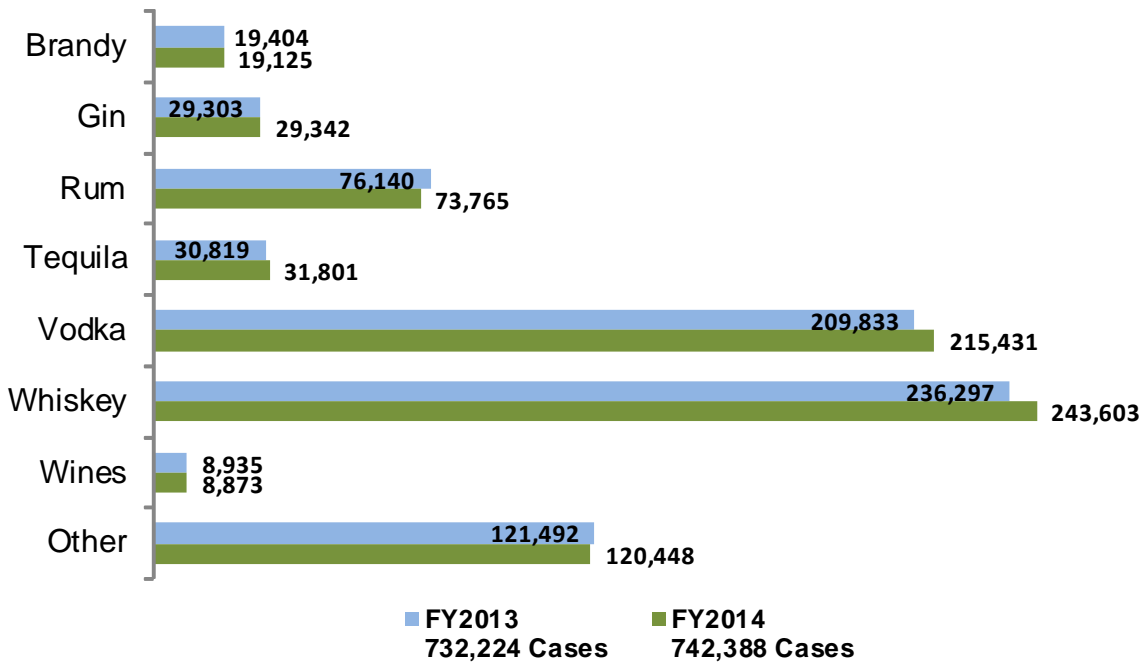
	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	\$ 860,334	\$ 525,853	\$ 1,386,187
Employee Benefits, Payroll Tax	\$ 328,459	\$ 196,678	\$ 525,137
Indirect Administrative Costs	\$ 318,441	\$ 88,857	\$ 407,298
Contracted Services	\$ 68,919	\$ 25,191	\$ 94,110
Supplies & Materials	\$ 104,522	\$ 12,999	\$ 117,521
Communications	\$ 34,045	\$ 16,335	\$ 50,380
Travel	\$ 12,236	\$ 3,048	\$ 15,284
Rent	\$ 363	\$ 250	\$ 613
Utilities	\$ 55,021	\$ 457	\$ 55,478
Repairs & Maintenance	\$ 64,739	\$ 2,362	\$ 67,101
Other Expenses	\$ 20,168	\$ 2,689	\$ 22,857
Depreciation	\$ 123,255	-	\$ 123,255
Total Operating Expenses	\$ 1,990,502	\$ 874,719	\$ 2,865,221

Operating Expenses

For the fiscal year ending June 30, 2013

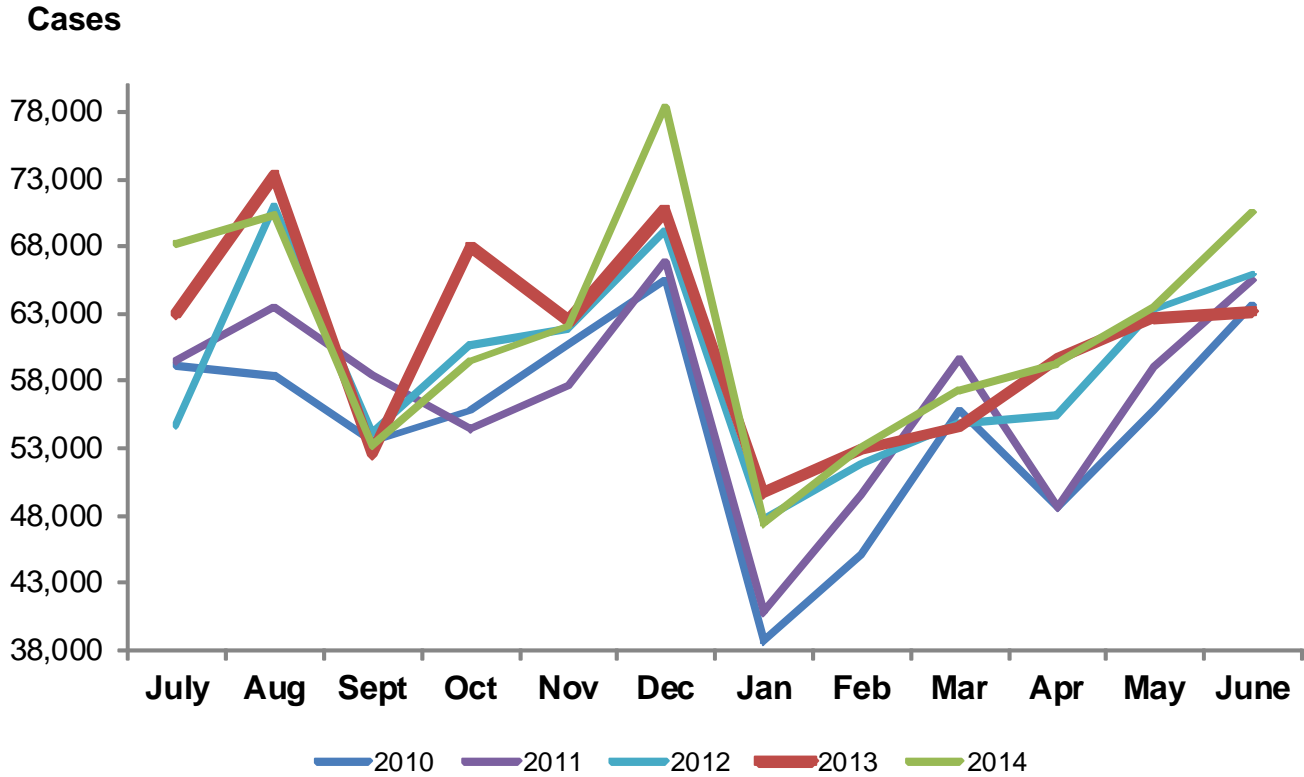
	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	\$ 804,629	\$ 486,808	\$ 1,291,437
Employee Benefits, Payroll Tax	292,689	174,290	466,979
Indirect Administrative Costs	276,057	18,927	294,984
Contracted Services	90,624	114,470	205,094
Supplies & Materials	100,038	12,728	112,766
Communications	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

Case Comparison by Class for Fiscal Years 2013 and 2014



Class	FY2013 Cases	Percent of Total	FY2014 Cases	Percent of Total	Percent Change
Brandy	19,404	2.65%	19,125	2.58%	-1.44%
Gin	29,303	4.00%	29,342	3.95%	0.13%
Rum	76,140	10.40%	73,765	9.94%	-3.12%
Tequila	30,819	4.21%	31,801	4.28%	3.19%
Vodka	209,833	28.66%	215,431	29.02%	2.67%
Whiskey	236,297	32.27%	243,603	32.81%	3.09%
Wines	8,935	1.22%	8,873	1.20%	-0.69%
Other	121,492	16.59%	120,448	16.22%	-0.86%
Total	732,224	100.00%	742,388	100.00%	1.39%

Five Year History of Cases Shipped by Month



Month	2010	2011	2012	2013	2014
July	59,206	59,415	54,717	62,974	68,250
August	58,352	63,485	70,912	73,327	70,407
September	53,402	58,330	54,031	52,547	53,154
October	55,713	54,406	60,717	67,958	59,426
November	60,647	57,532	61,901	62,292	62,060
December	65,495	66,833	69,054	70,705	78,332
January	38,578	40,725	47,622	49,680	47,337
February	45,064	49,442	51,844	52,825	53,001
March	55,813	59,664	54,919	54,526	57,249
April	48,610	48,504	55,471	59,568	59,317
May	55,754	59,051	63,358	62,640	63,406
June	<u>63,596</u>	<u>65,445</u>	<u>65,929</u>	<u>63,182</u>	<u>70,449</u>
Total	660,230	682,832	710,475	732,224	742,388

Comparative Report of Sales to Agency Stores
For fiscal years ending June 30, 2014 and June 30, 2013

Location	2014 By Volume	2014 Sales	2013 By Volume	2013 Sales
Absarokee #167	41	\$ 713,912	41	\$ 683,525
Alberton #138	94	67,137	93	67,501
Anaconda #14	35	994,060	33	940,146
Augusta #81	93	68,093	89	80,906
Baker #42	24	1,622,606	24	1,555,778
Belgrade #76	1	7,951,302	2	6,983,295
Big Sky #190	31	1,237,308	32	982,425
Big Timber #17	64	355,837	66	328,709
Bigfork #179	30	1,278,007	29	1,194,346
Billings #196	6	4,773,906	6	4,692,316
Billings #3	5	5,607,773	5	5,213,072
Billings #4	20	1,912,232	18	2,015,995
Boulder #56	86	114,999	85	104,084
Bozeman #193	9	3,850,204	10	3,691,856
Bozeman #9	13	3,137,694	12	3,285,176
Bridger #91	46	565,695	49	560,361
Butte #116	17	2,387,698	16	2,333,937
Butte #2	28	1,457,999	25	1,548,480
Chester #35	88	83,462	91	75,555
Chinook #28	73	284,518	71	261,487
Choteau #34	77	187,814	78	180,271
Circle #47	92	69,444	88	87,370
Columbia Falls #73	18	2,090,381	21	1,649,629
Columbus #16	62	380,912	62	386,715
Conrad #33	69	317,594	65	338,061

Comparative Report of Sales to Agency Stores
For fiscal years ending June 30, 2014 and June 30, 2013

Location	2014 By Volume	2014 Sales	2013 By Volume	2013 Sales
Cut Bank #45	29	\$ 1,291,014	27	\$ 1,449,085
Darby #85	59	449,828	59	441,656
Deer Lodge #11	58	476,444	57	497,784
Dillon #32	34	1,011,031	34	938,522
East Helena #83	15	3,024,201	14	2,893,027
Ennis #60	50	543,337	52	530,481
Eureka #69	42	709,101	42	676,055
Evergreen #67	11	3,422,215	11	3,330,743
Fairfield #130	91	74,394	94	65,293
Forsyth #23	60	405,892	61	407,668
Fort Benton #31	81	151,691	75	191,915
Gardiner #58	61	404,700	63	382,156
Glasgow #24	44	589,973	47	564,205
Glendive #21	48	546,972	45	594,761
Great Falls #139	7	4,610,032	7	4,472,869
Great Falls #140	8	4,266,344	8	4,372,766
Great Falls #141	55	519,528	56	498,159
Hamilton #18	27	1,469,741	28	1,249,814
Hardin #37	68	325,723	58	482,817
Harlowton #38	78	171,143	81	152,574
Havre #26	25	1,501,508	23	1,584,897
Helena #1	10	3,796,113	9	3,796,684
Helena #5	32	1,118,378	31	1,030,047
Hot Springs #61	76	197,769	74	194,590
Hungry Horse #62	43	646,767	43	608,732
Kalispell #12	14	3,132,429	15	2,512,423

Comparative Report of Sales to Agency Stores
For fiscal years ending June 30, 2014 and June 30, 2013

Location	2014 By Volume	2014 Sales	2013 By Volume	2013 Sales
Kalispell #195	16	\$ 2,390,457	17	\$ 2,321,996
Laurel #65	3	5,888,684	4	5,481,809
Lewistown #15	36	949,104	35	915,075
Libby #6	53	528,223	44	604,392
Lima #82	95	51,442	95	48,880
Lincoln #112	72	285,777	72	254,694
Livingston #8	21	1,753,289	20	1,712,680
Lolo #192	23	1,625,502	38	837,900
Malta #22	49	546,558	46	574,373
Medicine Lake #90	38	848,429	37	861,653
Miles City #13	22	1,745,512	22	1,626,642
Missoula #170	4	5,873,385	3	5,827,743
Missoula #171	2	7,936,271	1	7,889,020
Nashua #95	90	76,090	92	68,008
Plains #108	63	356,520	70	310,239
Plentywood #53	52	530,198	48	561,852
Polson #54	26	1,494,134	26	1,450,532
Poplar #100	85	123,220	87	90,783
Red Lodge #27	37	900,808	39	833,712
Ronan #101	47	557,934	50	535,672
Roundup #44	67	334,146	67	322,245
Scobey #51	83	141,462	79	162,141
Seeley Lake #122	57	494,671	60	419,905
Shelby #29	56	505,672	51	534,227
Sheridan #105	70	300,066	73	225,290
Sidney #50	19	2,039,959	19	1,866,231

Comparative Report of Sales to Agency Stores
For fiscal years ending June 30, 2014 and June 30, 2013

Location	2014 By Volume	2014 Sales	2013 By Volume	2013 Sales
St. Ignatius #74	80	\$ 162,401	80	\$ 156,731
St. Regis #185	40	739,414	40	758,136
Stanford #43	79	167,137	83	135,337
Stevensville #115	51	543,187	55	504,181
Superior #30	75	207,625	76	187,005
Thompson Falls #7	54	524,420	53	519,732
Townsend #49	65	345,251	64	347,423
Troy #70	66	336,882	69	312,608
Twin Bridges #77	84	132,377	84	110,678
Valier #78	87	87,671	86	91,531
Victor #172	33	1,048,467	30	1,134,937
West Yellowstone #59	45	566,907	54	511,211
White Sulphur #36	82	149,968	82	145,730
Whitefish #64	12	3,239,371	13	3,140,051
Whitehall #104	71	298,258	68	316,628
Wilsall #117	74	208,104	77	184,799
Winifred #160	89	77,880	90	77,836
Winnett #39	96	30,310	96	23,770
Wolf Point #52	39	767,273	36	887,481
Totals		<u>\$ 124,278,270</u>		<u>\$ 119,044,211</u>

Schedule of Liquor Sales by County
For the fiscal year ending June 30, 2014

County	City	Gross Sales	Percent of Total Sales
Beaverhead	Dillon #32	\$ 1,011,031	0.81%
	Lima #82	51,442	0.04%
		<u>\$ 1,062,473</u>	0.85%
Bighorn	Hardin #37	<u>\$ 325,723</u>	0.26%
Blaine	Chinook #28	<u>\$ 284,518</u>	0.23%
Broadwater	Townsend #49	<u>\$ 345,251</u>	0.28%
Carbon	Red Lodge #27	\$ 900,808	0.72%
	Bridger #91	565,695	0.46%
		<u>\$ 1,466,503</u>	1.18%
Cascade	Great Falls #139	\$ 4,610,032	3.71%
	Great Falls #140	4,266,344	3.43%
	Great Falls #141	519,528	0.42%
		<u>\$ 9,395,903</u>	7.56%
Chouteau	Fort Benton #31	<u>\$ 151,691</u>	0.12%
Custer	Miles City #13	<u>\$ 1,745,512</u>	1.40%
Daniels	Scobey #51	<u>\$ 141,462</u>	0.11%
Dawson	Glendive #21	<u>\$ 546,972</u>	0.44%

Schedule of Liquor Sales by County
For the fiscal year ending June 30, 2014

County	City	Gross Sales	Percent of Total Sales
Deer Lodge	Anaconda #14	\$ 994,060	0.80%
Fallon	Baker #42	\$ 1,622,606	1.31%
Fergus	Lewistown #15	\$ 949,104	0.76%
	Winifred #160	\$ 77,880	0.06%
		<u>\$ 1,026,984</u>	0.83%
Flathead	Kalispell #12	\$ 3,132,429	2.52%
	Hungry Horse #62	\$ 646,767	0.52%
	Whitefish #64	\$ 3,239,371	2.61%
	Evergreen #67	\$ 3,422,215	2.75%
	Columbia Falls #73	\$ 2,090,381	1.68%
	Big Fork #179	\$ 1,278,007	1.03%
	Kalispell #195	\$ 2,390,457	1.92%
		<u>\$ 16,199,628</u>	13.03%
Gallatin	Bozeman #9	\$ 3,137,694	2.52%
	W. Yellowstone #59	\$ 566,907	0.46%
	Belgrade #76	\$ 7,951,302	6.40%
	Big Sky #190	\$ 1,237,308	1.00%
	Bozeman #193	\$ 3,850,204	3.10%
		<u>\$ 16,743,415</u>	13.47%
Glacier	Cut Bank #45	\$ 1,291,014	1.04%
Hill	Havre #26	\$ 1,501,508	1.21%

Schedule of Liquor Sales by County
For the fiscal year ending June 30, 2014

County	City	Gross Sales	Percent of Total Sales
Jefferson	Boulder #56	\$ 114,999	0.09%
	Whitehall #104	298,258	0.24%
		<u>\$ 413,257</u>	0.33%
Judith Basin	Stanford #43	<u>\$ 167,137</u>	0.13%
Lake	Polson #54	\$ 1,494,134	1.20%
	St. Ignatius #74	162,401	0.13%
	Ronan #101	557,934	0.45%
		<u>\$ 2,214,470</u>	1.78%
Lewis & Clark	Helena #1	\$ 3,796,113	3.05%
	Helena #5	1,118,378	0.90%
	Augusta #81	68,093	0.05%
	East Helena #83	3,024,201	2.43%
	Lincoln #112	285,777	0.23%
		<u>\$ 8,292,562</u>	6.67%
Liberty	Chester #35	<u>\$ 83,462</u>	0.07%
Lincoln	Libby #6	\$ 528,223	0.43%
	Eureka #69	709,101	0.57%
	Troy #70	336,882	0.27%
		<u>\$ 1,574,206</u>	1.27%
Madison	Ennis #60	\$ 543,337	0.44%
	Twin Bridges #77	132,377	0.11%
	Sheridan #105	300,066	0.24%
		<u>\$ 975,780</u>	0.79%

Schedule of Liquor Sales by County
For the fiscal year ending June 30, 2014

County	City	Gross Sales	Percent of Total Sales
McCone	Circle #47	\$ 69,444	0.06%
Meagher	White Sulphur #36	\$ 149,968	0.12%
Mineral	Superior #30	\$ 207,625	0.17%
	Alberton #138	67,137	0.05%
	St. Regis #185	739,414	0.59%
		<u>\$ 1,014,176</u>	0.82%
Missoula	Seeley Lake #122	\$ 494,671	0.40%
	Missoula #170	5,873,385	4.73%
	Missoula #171	7,936,271	6.39%
	Lolo #192	1,625,502	1.31%
		<u>\$ 15,929,829</u>	12.82%
Musselshell	Roundup #44	\$ 334,146	0.27%
Park	Livingston #8	\$ 1,753,289	1.41%
	Gardiner #58	404,700	0.33%
	Wilsall #117	208,104	0.17%
		<u>\$ 2,366,093</u>	1.90%
Petroleum	Winnett #39	\$ 30,310	0.02%
Phillips	Malta #22	\$ 546,558	0.44%
Pondera	Conrad #33	\$ 317,594	0.26%
	Valier #78	87,671	0.07%
		<u>\$ 405,265</u>	0.33%

Schedule of Liquor Sales by County
For the fiscal year ending June 30, 2014

County	City	Gross Sales	Percent of Total Sales
Powell	Deer Lodge #11	\$ 476,444	0.38%
Ravalli	Hamilton #18	\$ 1,469,741	1.18%
	Darby #85	449,828	0.36%
	Stevensville #115	543,187	0.44%
	Victor #172	1,048,467	0.84%
		<u>\$ 3,511,223</u>	2.83%
Richland	Sidney #50	\$ 2,039,959	1.64%
Roosevelt	Wolf Point #52	\$ 767,273	0.62%
	Poplar #100	123,220	0.10%
		<u>\$ 890,492</u>	0.72%
Rosebud	Forsyth #23	\$ 405,892	0.33%
Sanders	Thompson Falls #7	\$ 524,420	0.42%
	Hot Springs #61	197,769	0.16%
	Plains #108	356,520	0.29%
		<u>\$ 1,078,709</u>	0.87%
Sheridan	Plentywood #53	\$ 530,198	0.43%
	Medicine Lake #90	848,429	0.68%
		<u>\$ 1,378,627</u>	1.11%
Silver Bow	Butte #2	\$ 1,457,999	1.17%
	Butte #116	2,387,698	1.92%
		<u>\$ 3,845,697</u>	3.09%

**Schedule of Liquor Sales by County
For the fiscal year ending June 30, 2014**

County	City	Gross Sales	Percent of Total Sales
Stillwater	Columbus #16	\$ 380,912	0.31%
	Absarokee #167	713,912	0.57%
		<u>\$ 1,094,824</u>	0.88%
Sweetgrass	Big Timber #17	<u>\$ 355,837</u>	0.29%
Teton	Choteau #34	\$ 187,814	0.15%
	Fairfield #130	74,394	0.06%
		<u>\$ 262,208</u>	0.21%
Toole	Shelby #29	<u>\$ 505,672</u>	0.41%
Valley	Glasgow #24	\$ 589,973	0.47%
	Nashua #95	76,090	0.06%
		<u>\$ 666,063</u>	0.54%
Wheatland	Harlowton #38	<u>\$ 171,143</u>	0.14%
Yellowstone	Billings #3	\$ 5,607,773	4.51%
	Billings #4	1,912,232	1.54%
	Laurel #65	5,888,684	4.74%
	Billings #196	4,773,906	3.84%
		<u>\$ 18,182,595</u>	14.63%
Totals		<u>\$ 124,278,270</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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