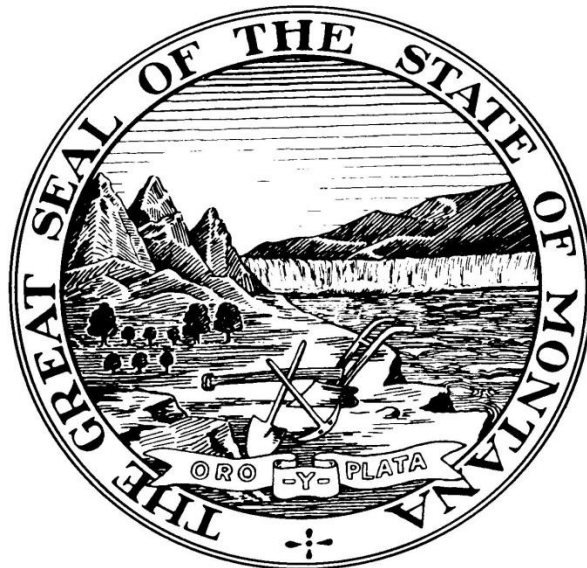




**FISCAL YEAR 2016**

**LIQUOR ENTERPRISE FUND**

**REPORT OF OPERATIONS**



# **Table of Contents**

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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-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 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 liquor license holders purchase liquor through the agency liquor stores at a cost no greater than the state's established price.

## The Control Jurisdiction Advantage

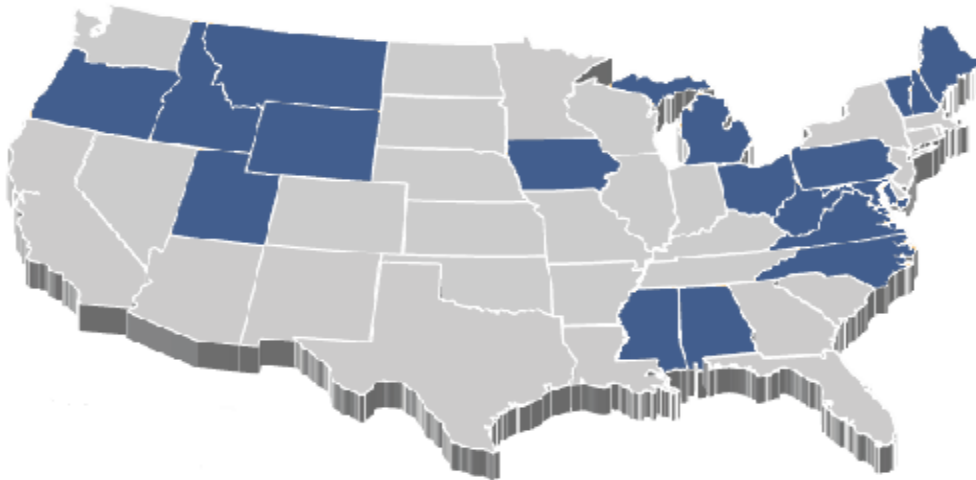
When Prohibition was repealed in 1933, the process of determining the method of regulation of alcohol beverages fell to the citizens of the United States who decided by jurisdiction how they could best balance individual freedom with the social risk and public costs of beverage alcohol consumption. The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

# 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 believe that moderation can best be achieved 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 of 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 1,300 regular list products and more than 2,800 special order products.

Fiscal year 2016 generated a combined total income from taxes collected and profits earned of \$38.1 million. This is approximately \$4.6 million more than five years ago.

## 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 5,226 licenses for fiscal year 2016 including license renewals for retail sale of distilled spirits, beer or wine, vendor permits, winery registrations, distributors, breweries and special beer and wine permits.

License fee revenues generated in fiscal year 2016 were \$2.5 million which includes revenues collected for registrations, processing, seating fees and late payments on renewals and liquor license violations. Liquor license violations were up from 151 in fiscal year 2015 to 402 in fiscal year 2016. This includes 191 violations from Partnership for Success grant received by the department in November 2014 to help curb sales to minors. Revenues generated in fiscal year 2016 for these fines were \$116,091.

# Liquor Control Division General Information

## Liquor Education

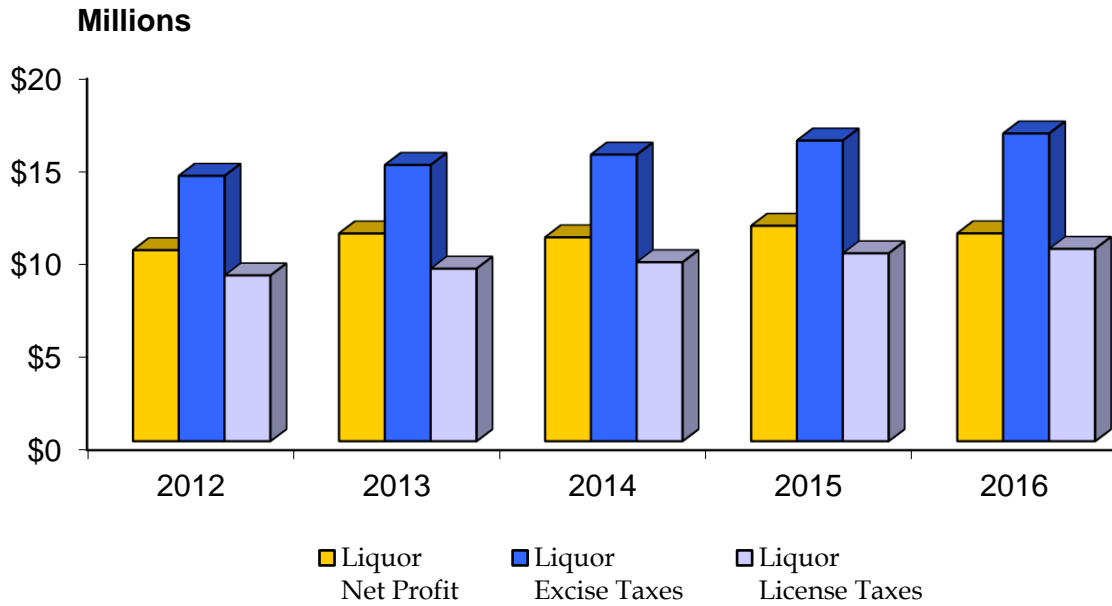
The Liquor Education unit is responsible for educating and informing servers and sellers, license holders, distributors, manufacturers, law enforcement and the general public on topics addressing responsible sales and consumption of alcoholic beverages. This is accomplished through a variety of educational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

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.

The Liquor Education Unit of the Montana Department of Revenue recently earned the third annual Leadership in Alcohol Regulation Award by the national Center for Alcohol Policy. The leadership award recognizes a program, agency or person that oversees the alcohol industry and promotes public safety. The award highlights effective best practices that may serve as examples to alcohol regulators in other states. The Center for Alcohol Policy is a nonprofit organization that educates policy makers, regulators and the public about alcohol, focusing on its uniqueness and regulation. The Department of Revenue's Liquor Education Unit has developed a broad network of community partners, brought in more than 240 active volunteer trainers and expanded and updated the state training program Let's Control It. The unit has worked with statewide partners to launch efforts such as the Montana Community Change Project, DUI task forces across the state, the Comprehensive Highway Safety Plan Alcohol Strategy Implementation team and the Interagency Coordinating Council on State Prevention Programs.



## Five Year History of Liquor Taxes and Profit



Fiscal Year	Liquor Net Profit	Liquor Excise Taxes	Liquor License Taxes	Total Revenue
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
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

In 2016, \$31.3 million from liquor operations were distributed to the State **General Fund** and \$6.8 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.

➤ 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

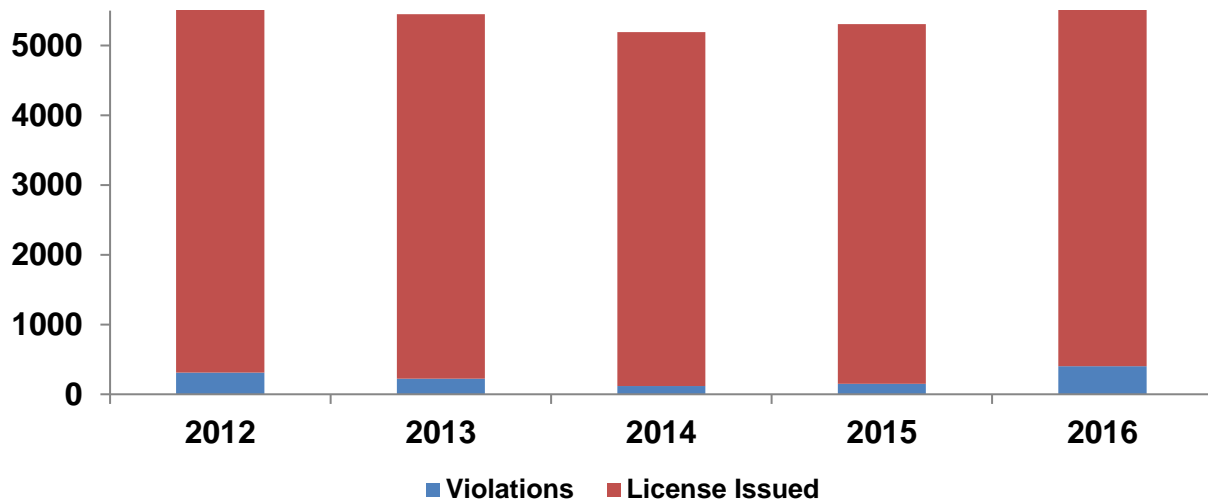
\*Taxes vary based on production levels. The majority of suppliers are assessed tax at this rate.

## Schedule of Licenses Issued

For the fiscal year ending June 30, 2016

	All -					
<b>Retail Outlets</b>	<b>Beverage</b>	<b>Beer</b>	<b>Wine</b>	<b>Beer/Wine</b>	<b>RBW*</b>	<b>Total</b>
On Premise	795	55		381	165	1,396
On Premise With Catering	612	2		58	79	751
Off Premise		81	7	807		895
Sacramental Wine			3			3
Veteran's Organizations	48					48
Fraternal	59					59
Airport	7			1		8
Resort	24					24
Floaters	18					18
Enlisted Officer's Club	1					1
Public Golf Course				21		21
Non-Profit Arts				18		18
Carrier - Airline	4					4
Carrier - Railroad	1					1
Fairgrounds with Catering				1		1
<b>Total Retail Outlets</b>	<b>1,569</b>	<b>138</b>	<b>10</b>	<b>1,287</b>	<b>244</b>	<b>3,248</b>
	*RBW = Restaurant Beer and Wine					
<b>Wholesalers and Distributors</b>	<b>Beer</b>	<b>Wine</b>		<b>Beer/Wine</b>		<b>Total</b>
Wholesalers and Distributors	2	6		20		28
Sub-Warehouse	1			10		11
<b>Total Wholesaler and Distributors</b>	<b>3</b>	<b>6</b>		<b>30</b>		<b>39</b>
<b>Manufacturers</b>	<b>Beer</b>	<b>Wine</b>		<b>Distilled Spirits</b>		<b>Total</b>
Domestic Brewery	71					71
Domestic Brewery Storage Depot	5					5
Domestic Winery		18				18
Domestic Distiller License				20		20
Foreign Brewery	94					94
Foreign Winery		1102				1102
<b>Total Manufacturers</b>	<b>170</b>	<b>1120</b>		<b>20</b>		<b>1310</b>
<b>Other</b>	<b>All-Bev</b>	<b>Beer</b>	<b>Wine</b>	<b>Beer/Wine</b>		<b>Total</b>
Special Permits	4		3	488		495
Vendor Representative	134					134
<b>Total Other</b>	<b>138</b>	<b>0</b>	<b>3</b>	<b>488</b>		<b>629</b>

## Five Year History of Licenses and Violations Issued



The number of violations in fiscal year 2016 was 402. This represents fewer than eight percent of the total licenses issued. Violations include late payments, late renewals and the associated penalties along with code violations.

### License Application Processing Statistics

	Fiscal Year 2016		Fiscal Year 2015	
License Type	Applications Processed	Average Application Processing Time (days)	Applications Processed	Average Application Processing Time (days)
All-Beverage	137	45	136	46
Beer	73	38	58	47
RBW	33	36	21	43
Manufacturer	25	57	21	46
Distributor	8	23	6	41
Off-Premises	80	35	82	36
<b>TOTAL</b>	<b>356 Applications Processed</b>		<b>324 Applications Processed</b>	

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

# Breweries, Distilleries & Wineries in Montana

## Breweries in Montana

### **Belgrade**

Madison River Brewing Company

### **Belt**

Harvest Moon Brewing Co

### **Big Sky**

Beehive Basin Brewery

Lone Peak Brewing

### **Bigfork**

Flathead Lake Brewing

### **Billings**

Angry Hanks Microbrewery

Billings Brewing Company

Canyon Creek Brewing

Carter's Brewing

Himmelberger Brewing

Uberbrew

Yellowstone Valley Brewing Co

### **Bozeman**

406 Brewing Company

Bozeman Brewing Company

Bridger Brewing Company

One Pride, Inc

Outlaw Brewing

White Dog Brewing Company

### **Butte**

Butte Brewing Company

Muddy Creek Brewing Company

Quarry Brewing

### **Culbertson**

Badlands Brewery

### **Dillon**

Beaverhead Brewing Company

### **Eureka**

Homestead Ales

### **Great Falls**

Black Eagle Brewery

Bowser Brewing Company

Mighty Mo Brewing Company

The Front Brewing Company

### **Hamilton**

Bandit Brewing Company

Bitterroot Brewing

Higherground Brewing

### **Havre**

Triple Dog Brewing Company

### **Helena**

Blackfoot River Brewing

Lewis and Clark Brewing Company

### **Kalispell**

Kalispell Brewing

### **Lakeside**

Tamarack Brewing Company

### **Libby**

Cabinet Mountain Brewing Co

### **Livingston**

Katabatic Brewing Company

Neptune's Brewery

### **Lolo**

Lolo Peak Brewing Company

### **Missoula**

Bayern Brewing

Big Sky Brewing

Draught Works

Great Burn Brewing

Imagine Nation Brewing Co

Kettlehouse Brewing Company

Missoula Brewing Company

### **Philipsburg**

Philipsburg Brewing Company

### **Polson**

Glacier Brewing Company

### **Red Lodge**

Red Lodge Ales Brewing Company

### **Sidney**

Meadowlark Brewing

### **Stevensville**

Blacksmith Brewing Company

Wildwood Brewing

### **Superior**

Dunluce Brewing

### **Whitefish**

Bonsai Brewing Project

Great Northern Brewing Company

Kalispell Brewing

### **Wibaux**

Beaver Creek Brewery

### **Wolf Point**

Missouri Breaks Brewing

# Breweries, Distilleries & Wineries in Montana

## Distilleries in Montana

### Bigfork

Whistling Andy

### Billings

Trailhead Spirits

Spirit of Montana Distillery

### Butte

Headframe Spirits

### Bozeman

Bozeman Spirits

Big Sky Distillery

Dry Hills Distillery

Roughstock Distillery

### Ennis

Willie's Distillery

### Helena

Gulch Distillers

### Missoula

Montgomery Distillery

The MT Distillery

Rattlesnake Creek Distillers

### Potomac

Steel Toe Distillery

### West Glacier

Glacier Distilling Company

### Whitefish

Spotted Bear Spirits

Whitefish Handcrafted Spirits

### Winston

Stonehouse Distillery

## Wineries in Montana

### Bigfork

Bowman Orchards

### Billings

Merry Cellars

Yellowstone Cellars and Winery

### Bozeman

Grande Cielo

Lockhorn Hard Ciders

Old Hatchery Winery

### Corvallis

Blodgett Canyon Cellars

Back Road Cider

### Darby

Trapper Peak Winery

### Dayton

Mission Mountain Winery

### Kalispell

Going to the Sun Winery

### Miles City

Tounge River Vineyard & Winery

### Missoula

Missoula Winery

Ten Spoon Vineyard

### Polson

De Berardinis

Grinde Bay Winery

### Sula

Montana Ciderworks

### Victor

Hidden Legends Winery

**Comparative Statement of Revenues and Expenses**  
For the fiscal years ending June 30, 2016 and June 30, 2015

	<b>2016</b>	<b>2015</b>
<b>Gross Liquor Sales</b>	<b>\$ 134,649,841</b>	<b>\$ 131,111,287</b>
Less Discounts Granted	17,517,508	16,633,499
<b>Adjusted Gross Liquor Sales</b>	<b>\$ 117,132,333</b>	<b>\$ 114,477,788</b>
Cost of Goods Sold	76,820,704	74,370,236
<b>Gross Income from Liquor Sales</b>	<b>\$ 40,311,628</b>	<b>\$ 40,107,552</b>
Non-Operating Income (License Fee Revenue and Other Income)	2,522,064	2,405,900
<b>Total Income</b>	<b>\$ 42,833,692</b>	<b>\$ 42,513,452</b>
<b>Total Operating Expenses</b>	<b>\$ 3,059,211</b>	<b>\$ 3,034,677</b>
<b>Operating Income</b>		
Transfers Out:		
Liquor License Fees to:		
General Fund	360,209	253,438
Department of Justice	1,267,515	1,293,396
<b>Total Liquor License Fees</b>	<b>\$ 1,627,724</b>	<b>\$ 1,546,834</b>
Carrier Excise Tax to General Fund	18,201	17,980
Liquor Excise Tax to General Fund	16,571,301	16,190,200
Liquor License Tax to:		
General Fund	3,574,097	3,491,394
Special Revenue Fund	6,785,605	6,628,590
<b>Total License Tax</b>	<b>\$ 10,359,702</b>	<b>\$ 10,119,984</b>
<b>Tax and Fee Transfers</b>	<b>\$ 28,576,928</b>	<b>\$ 27,874,998</b>
<b>Net Income from Operations</b>	<b>\$ 11,197,553</b>	<b>\$ 11,603,777</b>
Transfer to General Fund	11,000,000	11,000,000
<b>Change in Net Assets</b>	<b>\$ 197,553</b>	<b>\$ 603,777</b>

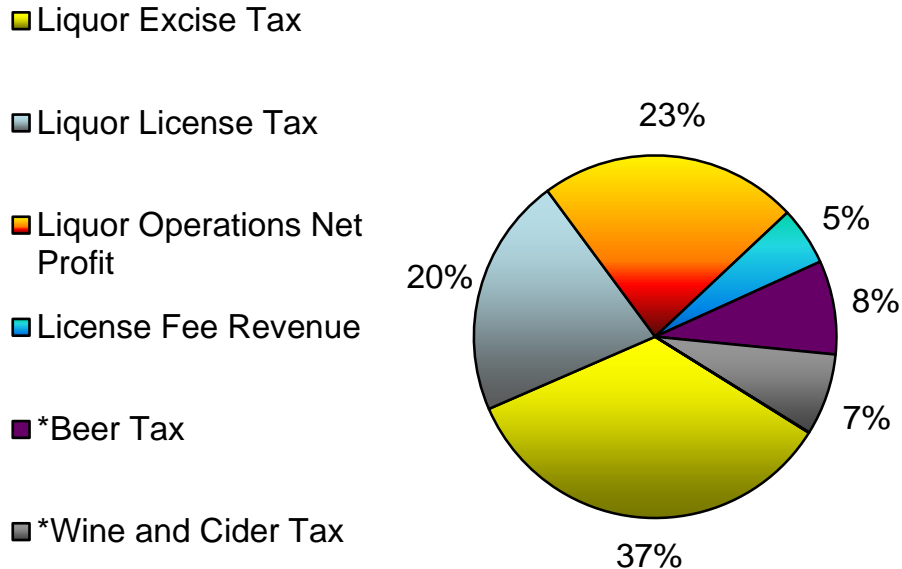
## Comparative Report of Alcohol Revenues

For the fiscal years ending June 30, 2016 and June 30, 2015

	<b>2016</b>	<b>2015</b>
Liquor Excise Tax	\$ 16,571,301	\$ 16,190,200
Liquor License Tax	10,359,702	10,119,984
Liquor Operations Net Profit	11,197,553	11,603,779
License Fee Revenue	2,522,064	2,405,900
*Beer Tax	4,048,840	4,062,636
*Wine and Cider Tax	3,527,293	3,430,555
*Carrier Tax	18,201	17,980
 <b>Total Revenue from Alcohol Sales</b>	 <b>\$ 48,424,954</b>	 <b>\$ 47,831,034</b>

\*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 2016



## Operating Expenses

For the fiscal year ending June 30, 2016

	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	\$ 927,943	\$ 592,825	\$ 1,520,768
Employee Benefits, Payroll Tax	\$ 379,817	\$ 242,938	\$ 622,755
Indirect Administrative Costs	\$ 408,673	\$ 0	\$ 408,673
Contracted Services	\$ 73,847	\$ 21,240	\$ 95,087
Supplies & Materials	\$ 85,245	\$ 11,685	\$ 96,930
Communications	\$ 39,172	\$ 14,737	\$ 53,909
Travel	\$ 9,430	\$ 5,425	\$ 14,855
Rent	\$ 149	\$ 300	\$ 449
Utilities	\$ 50,917	-	\$ 50,917
Repairs & Maintenance	\$ 34,975	\$ 2,581	\$ 37,556
Other Expenses	\$ 25,502	\$ 2,608	\$ 28,110
Depreciation	\$ 129,202	-	\$ 129,202
<b>Total Operating Expenses</b>	<b>\$ 2,164,872</b>	<b>\$ 894,339</b>	<b>\$ 3,059,211</b>

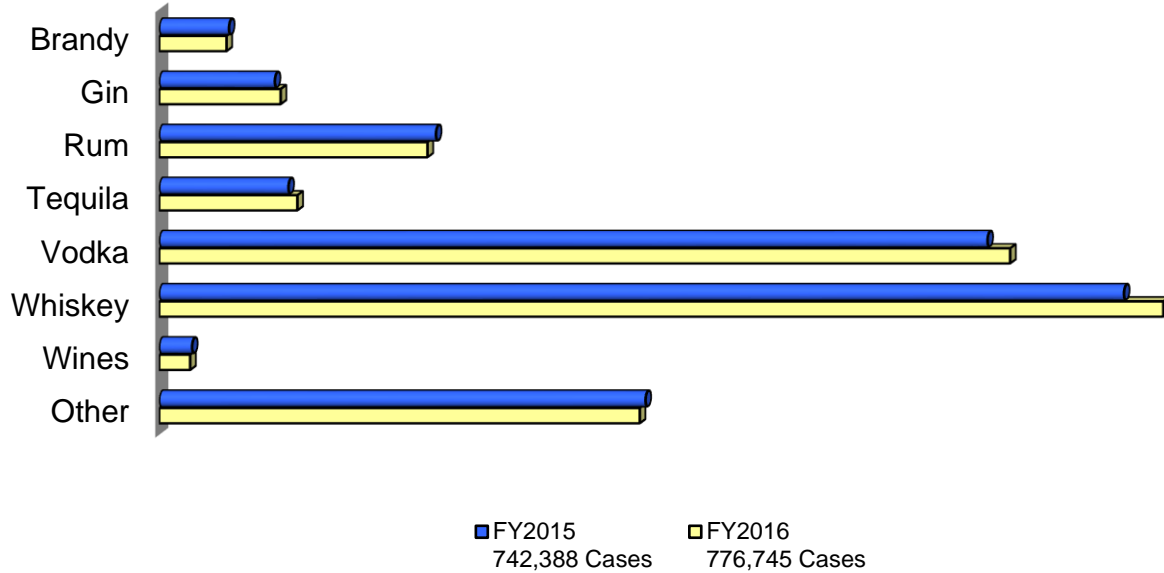


## Operating Expenses

For the fiscal year ending June 30, 2015

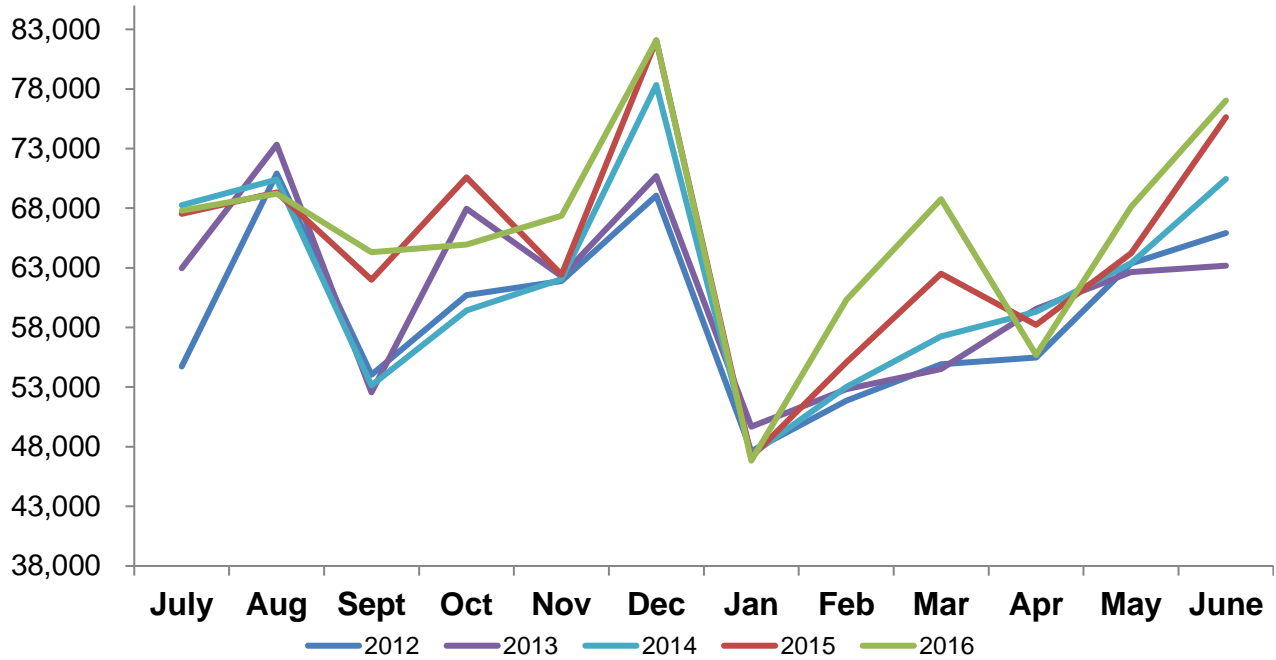
	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	\$ 895,798	\$ 527,790	\$ 1,423,588
Employee Benefits, Payroll Tax	\$ 354,128	\$ 209,346	\$ 563,474
Indirect Administrative Costs	\$ 407,990	\$ 59,728	\$ 467,718
Contracted Services	\$ 100,702	\$ 23,367	\$ 124,069
Supplies & Materials	\$ 92,725	\$ 15,128	\$ 107,853
Communications	\$ 38,818	\$ 15,273	\$ 54,091
Travel	\$ 9,017	\$ 4,810	\$ 13,827
Rent	\$ 465	\$ -	\$ 465
Utilities	\$ 52,661	\$ -	\$ 52,661
Repairs & Maintenance	\$ 70,219	\$ 2,516	\$ 72,735
Other Expenses	\$ 24,788	\$ 1,107	\$ 25,895
Depreciation	\$ 128,300	-	\$ 128,300
<b>Total Operating Expenses</b>	<b>\$ 2,175,611</b>	<b>\$ 859,065</b>	<b>\$ 3,034,676</b>

## Case Comparison by Class for Fiscal Years 2015 and 2016



Class	FY2015 Cases	Percent of Total	FY2016 Cases	Percent of Total	Percent Change
Brandy	18,642	2.40%	17,996	2.27%	-3.47%
Gin	30,914	3.98%	32,484	4.10%	5.08%
Rum	74,024	9.53%	71,766	9.06%	-3.05%
Tequila	34,565	4.45%	36,955	4.66%	6.91%
Vodka	221,605	28.53%	227,673	28.73%	2.74%
Whiskey	258,112	33.23%	268,749	33.92%	4.12%
Wines	8,777	1.13%	8,271	1.04%	-5.77%
Other	130,105	16.75%	128,568	16.22%	-1.18%
<b>Total</b>	<b>776,745</b>	<b>100.00%</b>	<b>792,463</b>	<b>100.00%</b>	<b>2.02%</b>

## Five Year History of Cases Shipped by Month



<b>Month</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
July	54,717	62,974	68,250	67,525	67,809
Aug	70,912	73,327	70,407	69,333	69,223
Sept	54,031	52,547	53,154	62,013	64,310
Oct	60,717	67,958	69,426	70,592	64,945
Nov	61,901	62,292	62,060	62,424	67,372
Dec	69,054	70,705	78,332	82,080	82,072
Jan	47,622	49,680	47,337	47,130	46,827
Feb	51,844	52,825	53,001	55,072	60,311
Mar	54,919	54,526	57,249	62,498	68,754
Apr	55,471	59,568	59,317	58,224	55,688
May	63,358	62,640	63,406	64,226	68,121
June	<u>65,929</u>	<u>63,182</u>	<u>70,449</u>	<u>75,628</u>	<u>77,031</u>
<b>Total</b>	<b>710,475</b>	<b>732,224</b>	<b>752,388</b>	<b>776,745</b>	<b>792,463</b>

## Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2016 and June 30, 2015

Location	2016 By Volume	2016 Sales	2015 By Volume	2015 Sales
Absarokee #167	39	\$ 777,906	40	\$ 784,942
Alberton #138	90	80,453	90	72,090
Anaconda #14	35	1,031,934	35	979,102
Augusta #81	93	65,394	91	69,232
Baker #42	26	1,521,499	23	1,659,045
Belgrade #76	2	8,526,047	1	8,221,563
Big Sky #190	28	1,487,257	28	1,391,228
Big Timber #17	67	380,121	66	351,616
Bigfork #179	31	1,364,490	29	1,387,988
Billings #196	7	4,447,991	7	4,652,642
Billings #3	5	5,350,844	5	5,488,547
Billings #4	25	1,655,013	30	1,366,402
Boulder #56	86	108,915	87	111,529
Bozeman #193	8	4,323,411	8	4,355,454
Bozeman #9	13	3,387,748	14	3,242,501
Bridger #91	61	435,212	59	446,370
Butte #116	12	3,716,887	12	3,533,555
Butte #2	29	1,468,709	27	1,452,212
Chester #35	89	81,723	89	80,536
Chinook #28	71	272,904	68	345,022
Choteau #34	76	220,340	75	215,880
Circle #47	94	59,099	93	66,419
Columbia Falls #73	19	2,208,131	20	2,223,163
Columbus #16	60	443,000	62	424,643
Conrad #33	70	280,409	71	304,030

## Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2016 and June 30, 2015

Location	2016 By Volume	2016 Sales	2015 By Volume	2015 Sales
Cut Bank #45	30	\$ 1,381,755	31	\$ 1,318,685
Darby #85	53	539,422	58	461,120
Deer Lodge #11	57	493,735	57	488,354
Dillon #32	33	1,083,789	34	1,008,634
East Helena #83	16	2,927,389	17	2,826,405
Ennis #60	50	593,072	48	584,666
Eureka #69	42	699,700	41	730,292
Evergreen #67	15	3,114,573	15	3,170,927
Fairfield #130	91	72,147	92	68,451
Forsyth #23	63	387,351	63	411,920
Fort Benton #31	80	195,038	79	186,444
Gardiner #58	59	460,530	60	436,881
Glasgow #24	41	755,863	43	704,352
Glendive #21	45	649,191	44	630,578
Great Falls #139	6	4,891,963	6	4,857,818
Great Falls #140	17	2,518,427	16	2,889,393
Great Falls #141	52	556,631	52	546,827
Hamilton #18	23	1,664,820	25	1,543,136
Hardin #37	62	421,747	61	427,267
Harlowton #38	73	252,984	76	209,196
Havre #26	27	1,509,735	26	1,477,713
Helena #1	9	4,222,889	9	4,183,084
Helena #5	32	1,206,794	32	1,206,431
Hot Springs #61	78	203,743	80	174,202
Hungry Horse #62	49	594,079	50	581,819
Kalispell #12	10	3,910,761	11	3,583,285

## Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2016 and June 30, 2015

Location	2016 By Volume	2016 Sales	2015 By Volume	2015 Sales
Kalispell #195	18	\$ 2,236,882	19	\$ 2,252,087
Laurel #65	4	7,185,010	3	6,795,242
Lewistown #15	37	989,005	38	913,257
Libby #6	51	575,971	51	573,113
Lima #82	92	71,879	95	56,707
Lincoln #112	74	249,110	72	249,495
Livingston #8	20	2,053,701	21	1,969,582
Lolo #192	1	9,423,094	2	7,528,288
Malta #22	44	665,371	49	583,262
Medicine Lake #90	40	777,811	37	935,038
Miles City #13	22	1,686,044	22	1,750,082
Missoula #170	11	3,871,535	10	4,111,110
Missoula #171	3	7,995,306	3	7,174,386
Nashua #95	95	51,415	95	56,607
Plains #108	66	381,207	65	370,147
Plentywood #53	56	496,112	53	528,545
Polson #54	24	1,658,028	24	1,575,769
Poplar #100	84	124,387	86	123,220
Red Lodge #27	34	1,062,039	33	1,043,360
Ronan #101	48	600,156	47	591,105
Roundup #44	65	383,602	67	350,392
Scobey #51	83	155,044	81	167,890
Seeley Lake #122	55	510,324	55	508,871
Shelby #29	58	483,358	56	488,579
Sheridan #105	72	270,004	73	232,717
Sidney #50	21	1,778,716	18	2,443,492

## Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2016 and June 30, 2015

Location	2016 By Volume	2016 Sales	2015 By Volume	2015 Sales
St. Ignatius #74	78	\$ 201,206	78	\$ 196,856
St. Regis #185	42	684,343	42	727,553
Stanford #43	82	157,239	82	165,994
Stevensville #115	47	643,605	46	599,663
Superior #30	77	209,508	77	198,743
Thompson Falls #7	54	534,919	54	522,940
Townsend #49	64	384,396	64	374,928
Troy #70	68	321,632	70	311,516
Twin Bridges #77	85	123,878	85	119,294
Valier #78	87	98,447	88	100,171
Victor #172	36	1,013,035	36	963,382
West Yellowstone #59	46	647,228	45	627,035
White Sulphur #36	81	165,812	83	157,791
Whitefish #64	14	3,231,899	13	3,250,790
Whitehall #104	69	312,354	69	319,914
Wilsall #117	74	222,520	74	232,590
Winifred #160	88	94,710	84	119,436
Winnett #39	96	29,582	96	35,330
Wolf Point #52	39	804,858	39	787,143
<b>Totals</b>		<b>\$ 134,649,841</b>		<b>\$ 131,111,287</b>

## Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2016

County	City	Gross Sales	Percent of Total Sales
Beaverhead	Dillon #32	1,083,789	0.80%
	Lima #82	<u>71,879</u>	0.05%
		<u>\$ 1,155,668</u>	<b>0.86%</b>
Big Horn	Hardin #37	<u>\$ 42,1747</u>	<b>0.31%</b>
Blaine	Chinook #28	<u>\$ 272,904</u>	<b>0.20%</b>
Broadwater	Townsend #49	<u>\$ 384,396</u>	<b>0.29%</b>
Carbon	Bridger #91	435,212	0.32%
	Red Lodge #27	1,062,039	0.79%
		<u>\$ 1,489,730</u>	<b>1.11%</b>
Cascade	Great Falls #139	4,891,963	3.63%
	Great Falls #140	2,518,427	1.87%
	Great Falls #141	<u>556,631</u>	0.41%
		<u>\$ 7,967,021</u>	<b>5.92%</b>
Chouteau	Fort Benton #31	<u>\$ 195,038</u>	<b>0.14%</b>
Custer	Miles City #13	<u>\$ 1,686,044</u>	<b>1.25%</b>
Daniels	Scobey #51	<u>\$ 155,044</u>	<b>0.12%</b>
Dawson	Glendive #21	<u>\$ 649,191</u>	<b>0.48%</b>



## Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2016

County	City	Gross Sales	Percent of Total Sales
Deer Lodge	Anaconda #14	<u>\$ 1,031,934</u>	<b>0.77%</b>
Fallon	Baker #42	<u>\$ 1,521,499</u>	<b>1.13%</b>
Fergus	Lewistown #15	989,005	0.73%
	Winifred #160	<u>94,710</u>	0.07%
		<u>\$ 1,032,692</u>	<b>0.80%</b>
Flathead	Bigfork #179	1,364,490	1.01%
	Columbia Falls #73	2,208,131	1.64%
	Evergreen #67	3,114,573	2.31%
	Hungry Horse #62	594,079	0.44%
	Kalispell #12	3,910,761	2.90%
	Kalispell #195	2,236,881	1.66%
	Whitefish #64	<u>3,231,899</u>	2.40%
		<u>\$ 16,660,814</u>	<b>12.37%</b>
Gallatin	Belgrade #76	8,526,047	6.33%
	Big Sky #190	1,487,258	1.10%
	Bozeman #193	4,323,411	3.21%
	Bozeman #9	3,387,748	2.52%
	West Yellowstone #59	<u>647,228</u>	0.48%
		<u>\$ 18,371,692</u>	<b>13.61%</b>
Glacier	Cut Bank #45	<u>\$ 1,381,755</u>	<b>1.03%</b>
Hill	Havre #26	<u>\$ 1,509,735</u>	<b>1.12%</b>

## Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2016

County	City	Gross Sales	Percent of Total Sales
Jefferson	Boulder #56	108,915	0.08%
	Whitehall #104	<u>312,353</u>	0.23%
		<u>\$ 421,268</u>	<b>0.31%</b>
Judith Basin	Stanford #43	<u>\$ 157,239</u>	<b>0.12%</b>
Lake	Polson #54	1,658,028	1.23%
	Ronan #101	600,156	0.45%
	St Ignatius #74	<u>201,206</u>	0.15%
		<u>\$ 2,363,730</u>	<b>1.83%</b>
Lewis and Clark	Augusta #81	65,394	0.05%
	East Helena #83	2,927,389	2.17%
	Helena #1	4,222,889	3.14%
	Helena #5	1,206,794	0.90%
	Lincoln #112	<u>249,110</u>	0.19%
	<u>\$ 8,534,647</u>	<b>6.44%</b>	
Liberty	Chester #35	<u>\$ 81,723</u>	<b>0.06%</b>
Lincoln	Eureka #69	699,700	0.52%
	Libby #6	575,971	0.43%
	Troy #70	<u>321,632</u>	0.24%
		<u>\$ 1,597,304</u>	<b>1.19%</b>
McCone	Circle #47	<u>\$ 59,099</u>	<b>0.04%</b>
Madison	Ennis #60	593,072	0.44%
	Sheridan #105	270,004	0.20%
	Twin Bridges #77	<u>123,878</u>	0.09%
		<u>\$ 986,953</u>	<b>0.73%</b>

## Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2016

County	City	Gross Sales	Percent of Total Sales
Meagher	White Sulphur Springs #36	<u>\$ 165,812</u>	<b>0.12%</b>
Mineral	Alberton #138	80,453	0.06%
	St Regis #185	684,343	0.51%
	Superior #30	<u>209,508</u>	0.16%
		<u>\$ 974,304</u>	<b>0.72%</b>
Missoula	Lolo #192	9,423,094	7.00%
	Missoula #170	3,871,535	2.88%
	Missoula #171	7,995,306	5.94%
	Seeley Lake #122	<u>510,324</u>	0.38%
		<u>\$ 21,800,258</u>	<b>16.19%</b>
Musselshell	Roundup #44	<u>\$ 383,602</u>	<b>0.28%</b>
Park	Gardiner #58	430,530	0.34%
	Livingston #8	2,053,701	1.53%
	Wilsall #117	<u>222,520</u>	0.17%
		<u>\$ 2,736,750</u>	<b>2.03%</b>
Petroleum	Winnett #39	<u>\$ 29,582</u>	<b>0.02%</b>
Phillips	Malta #22	<u>\$ 665,671</u>	<b>0.49%</b>
Pondera	Conrad #33	280,409	0.21%
	Valier #78	<u>98,447</u>	0.07%
		<u>\$ 378,856</u>	<b>0.28%</b>

## Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2016

County	City	Gross Sales	Percent of Total Sales
Powell	Deer Lodge #11	<u>\$ 493,735</u>	<b>0.37%</b>
Ravalli	Darby #85	539,422	0.40%
	Hamilton #18	1,664,820	1.24%
	Stevensville #115	643,605	0.48%
	Victor #172	<u>1,013,035</u>	0.75%
		<u>\$ 3,860,882</u>	<b>2.87%</b>
Richland	Sidney #50	<u>\$ 1,778,716</u>	<b>1.32%</b>
Roosevelt	Poplar #100	124,387	0.09%
	Wolf Point #52	<u>804,858</u>	0.60%
		<u>\$ 929,244</u>	<b>0.69%</b>
Rosebud	Forsyth #23	<u>\$ 387,351</u>	<b>0.29%</b>
Sanders	Hot Springs #671	203,743	0.15%
	Plains #108	381,207	0.28%
	Thompson Falls #7	<u>534,919</u>	0.40%
		<u>\$ 1,119,869</u>	<b>0.83%</b>
Sheridan	Medicine Lake #90	777,811	0.58%
	Plentywood #53	<u>496,112</u>	0.37%
		<u>\$ 1,273,923</u>	<b>.95%</b>
Silver Bow	Butte #116	3,716,887	2.76%
	Butte #2	<u>1,468,709</u>	1.09%
		<u>\$ 5,185,595</u>	<b>3.85%</b>

## Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2016

County	City	Gross Sales	Percent of Total Sales
Stillwater	Absarokee #167	777,906	0.58%
	Columbus #16	<u>443,000</u>	0.33%
		<u>\$ 1,220,907</u>	<b>0.92%</b>
Sweetgrass	Big Timber #17	<u>\$ 380,121</u>	<b>0.28%</b>
Teton	Choteau #34	220,340	0.16%
	Fairfield #130	<u>72,147</u>	0.05%
		<u>\$ 292,488</u>	<b>0.22%</b>
Toole	Shelby #29	<u>\$ 483,358</u>	<b>0.36%</b>
Valley	Glasgow #24	755,863	0.56%
	Nashua #95	<u>51,415</u>	0.04%
		<u>\$ 807,278</u>	<b>0.60%</b>
Wheatland	Harlowton #38	<u>\$ 252,984</u>	<b>0.19%</b>
Yellowstone	Billings #196	4,477,991	3.33%
	Billings #3	5,350,844	3.97%
	Billings #4	1,655,013	1.23%
	Laurel #65	<u>7,185,010</u>	5.34%
		<u>\$ 18,668,857</u>	<b>13.86%</b>
<b>Totals</b>		<u><b>\$ 134,649,841</b></u>	