



FISCAL YEAR 2017

LIQUOR ENTERPRISE FUND

REPORT OF OPERATIONS



Table of Contents

Liquor Enterprise Fund Report of Operations

General Information	1
Five Year History of Taxes and Profit	7
Schedule of Licenses Issued	8
License Violations and Issuance	9
Listing of Manufacturers in Montana	10
Comparative Statement of Revenues and Expenses	12
Operating Expenses	14
Case Comparison by Class	16
Cases Shipped	17
Sales to Agency Stores	18
Sales by County	22

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

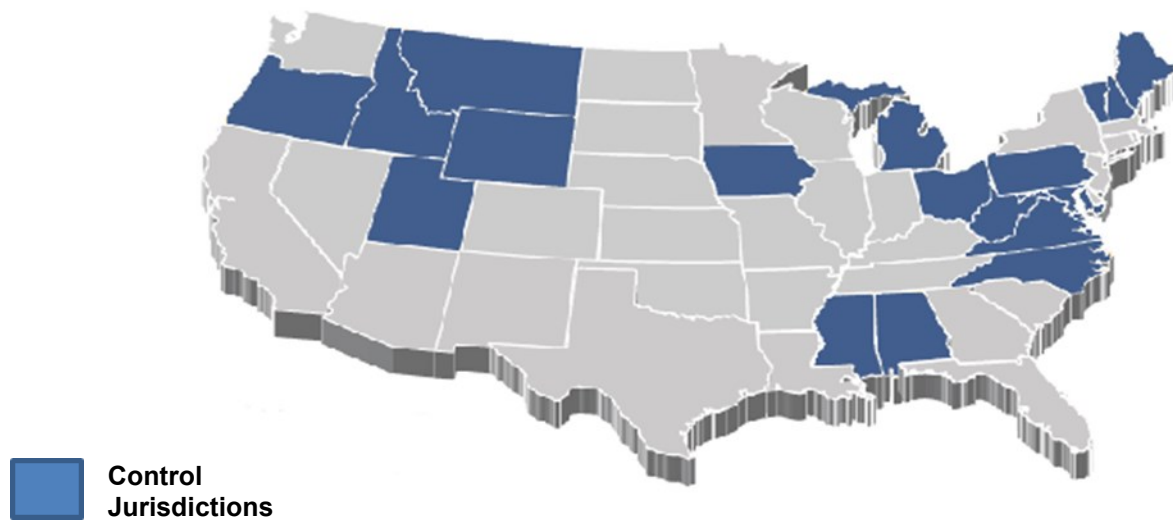
When Prohibition was repealed in 1933, the process of determining the method of regulation of alcohol beverages fell to the citizens of the United States who decided by jurisdiction how they could best balance individual freedom with the social risk and public costs of beverage alcohol consumption. The 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, with the exception of the state of Washington. The control system has withstood the test of time because it is fundamentally sound. It is flexible enough to adapt and evolve to meet the changing demands of consumers.

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.



Alabama, Idaho, Iowa, Maine, Michigan, Mississippi, Montana, New Hampshire, North Carolina, Ohio, Oregon, Pennsylvania, Utah, Vermont, Virginia, West Virginia, Wyoming, and counties in the following states: Alaska, Maryland, Minnesota and South Dakota have also adopted forms of the control model.

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 counties in Alaska, Maryland, Minnesota, and South Dakota, are known as “control jurisdictions.” These jurisdictions control the sale of distilled spirits and, in some cases, beer and wine through government agencies at the wholesale level.

As a control state, Montana believes that moderation can best be achieved by neither promoting nor encouraging the consumption of alcohol but, instead by controlling it. The purpose of control is to make distilled spirits available to those adults who choose to drink responsibly, but not to promote the sale of distilled spirits.

Residents in Montana are in good company – 25 percent of the U.S. population operates under the control distribution system – where policies that support moderate and responsible consumption replace economic incentives and the proceeds from the sale of beverage alcohol go directly to the residents rather than to private sellers. The control jurisdictions represent 25 percent of the nation’s population and account for roughly 22 percent of its sales of distilled spirits.

Liquor Control Division General Information

Benefits to Montanans

- ◆ A major source of revenue:

Distilled spirit sales provide a source of revenue. These revenues help fund state-government operations and to support several government programs

- ◆ Support of alcohol programs:

Revenues from distilled 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

The Liquor Distribution Bureau manages state wholesale liquor operations, including warehouse shipping and receiving, accounts receivable and payable, inventory management, liquor order processing, agency contract management and customer service. The state maintains agency franchise contracts and supplies liquor to 95 private agency liquor stores. These agency liquor stores are 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 2017 generated a combined total income from taxes collected and profits earned of \$39.9 million. This is approximately \$4.6 million more than five years ago.

Liquor Licensing Bureau

The Liquor Licensing Bureau is charged with licensing and regulatory responsibilities for all entities intending to produce, import, distribute or sell alcoholic beverages in Montana. The bureau processes applications, renewals, transfers and registrations, as applicable, for retail, wholesale and manufacturing alcoholic beverage licenses and permits. The bureau is responsible for compliance of 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 5,373 licenses for fiscal year 2017 including license renewals for retail sale of distilled spirits, beer or wine, vendor permits, winery registrations, distributors, manufacturers and special beer and wine permits.

License fee revenues generated in fiscal year 2017 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 down from 402 in fiscal year 2016 to 334 in fiscal year 2017.

Liquor Control Division General Information

Liquor Education

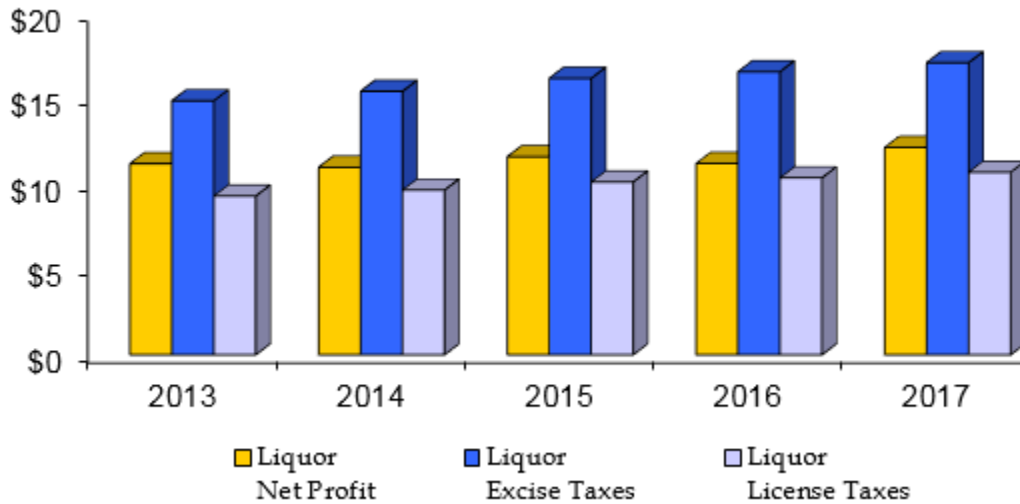
The Liquor Education unit is responsible for educating and informing servers and sellers, license holders, distributors, manufacturers, law enforcement and the general public on topics addressing responsible sales and consumption of alcoholic beverages. This is accomplished through a variety of educational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

Millions



Fiscal Year	Liquor Net Profit	Liquor Excise Taxes	Liquor License Taxes	Total Revenue
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
2017	12,140,055	17,105,836	10,691,248	39,937,139

In 2017, \$32.5 million from liquor operations were distributed to the State General Fund and \$7 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, 2017

Retail Outlets	All - Beverage	Beer	Wine	Beer/Wine	RBW*	Total
On Premise	796	54		374	169	1,393
On Premise With Catering	603	2		68	77	750
Off Premise		83	7	817		907
Sacramental Wine			3			3
Veteran's Organizations	48					48
Fraternal	60					60
Airport	7			1		8
Resort	23					23
Floaters	15					15
Enlisted Officer's Club	1					1
Public Golf Course				21		21
Non-Profit Arts				16		16
Carrier - Airline	4					4
Carrier - Railroad	1					1
Fairgrounds with Catering				1		1
Total Retail Outlets	1,558	139	10	1,298	246	3,251

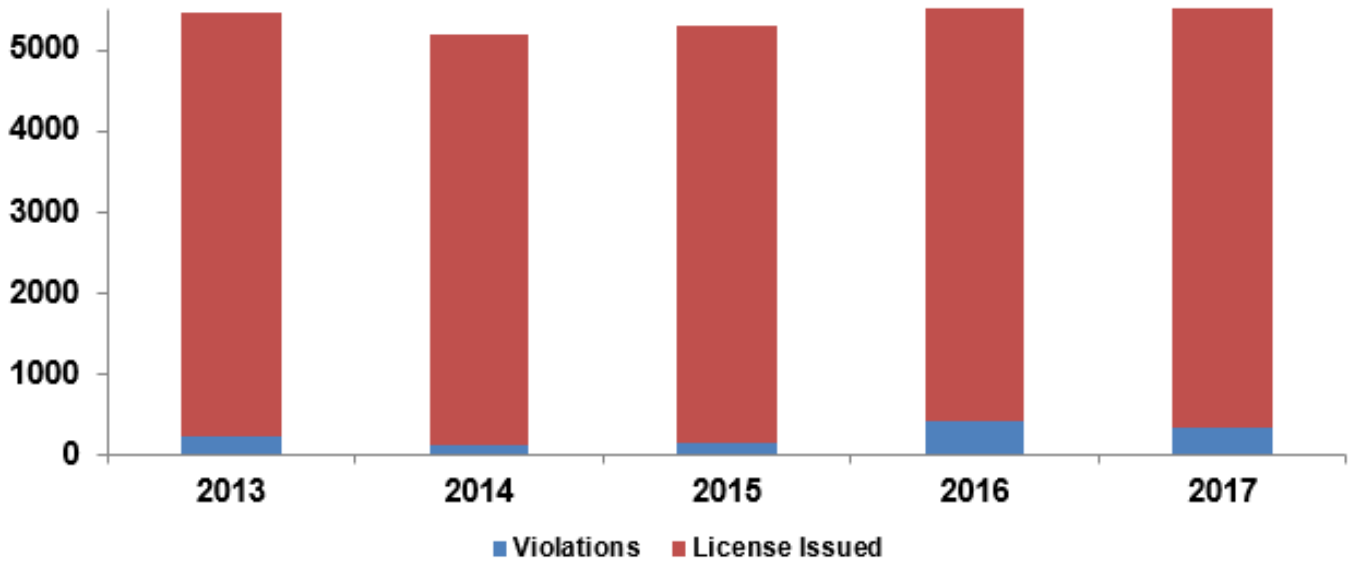
*RBW = Restaurant Beer and Wine

Wholesalers and Distributors	Beer	Wine	Beer/Wine	Total
Wholesalers and Distributors	2	7	20	29
Sub-Warehouse	1		10	11
Total Wholesaler and Distributors	3	7	30	40

Manufacturers	Beer	Wine	Distilled Spirits	Total
Domestic Brewery	80			80
Domestic Brewery Storage Depot	5			5
Domestic Winery		20		20
Domestic Distiller License			21	21
Foreign Brewery	107			107
Foreign Winery		1137		1124
Total Manufacturers	192	1157	21	1370

Other	All-Bev	Beer	Wine	Beer/Wine	Total
Special Permits				571	571
Vendor Representative	141				141
Total Other	141	0	0	571	712

Five Year History of Licenses and Violations Issued



The number of violations in fiscal year 2017 was 334. This represents fewer than seven percent of the total licenses issued. Violations include late payments, late renewals and the associated penalties along with code violations.

	Fiscal Year 2017		Fiscal Year 2016	
License Type	Applications Processed	Average Application Processing Time (days)	Applications Processed	Average Application Processing Time (days)
All-Beverage	152	38	137	45
Beer	141	48	73	38
RBW	45	31	33	36
Manufacturer	21	43	25	57
Distributor	2	41	8	23
Off-Premises	163	36	80	35
TOTAL	524 Applications Processed		356 Applications Processed	

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

Breweries, Distilleries, and Wineries in Montana

Breweries in Montana

Anaconda

Smelter City Brewing

Baker

Old Skool Brewery

Belgrade

Madison River Brewing Company

One Pride

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

Uberbrew

Yellowstone Valley Brewing Co

Bonner

Brewing Company

Bozeman

406 Brewing Company

Bozeman Brewing Company

Bridger Brewing Company

Dean's Zesty Booch

Julius Lehrkind Brewing

MAP Brewing Company

Mountains Walking Brewery

Outlaw Brewing

The Bunkhouse Brewery

White Dog Brewing Company

Butte

Butte Brewing Company

Muddy Creek Brewing Company

Quarry Brewing

Columbia Falls

Backslope Brewing

Culbertson

Badlands Brewery

Cut Bank

Cut Bank Creek Brewery

Darby

Bandit Brewing Company

Deer Lodge

Elk Ridge Brewing Company

Dillon

Beaverhead Brewing Company

Eureka

H.A. Brewing

Glasgow

Busted Knuckle Brewery

Glendive

Cross Country Brewing

Great Falls

Black Eagle Brewery

Bowser Brewing

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

Ten Mile Creek Brewery

Kalispell

Kalispell Brewing

Lake Side

Tamarack Brewing Company

Laurel

High Plains Brewing

Libby

Cabinet Mountain Brewing Co

Livingston

Katabatic Brewing Company

Neptune's Brewery

Lolo

Lolo Peak Brewing Company

Miles City

Tilt Wurks

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

Sheridan

RUBRU

Sidney

Meadowlark Brewing

Stevensville

Blacksmith Brewing Company

Wildwood Brewing

Superior

Dunluce Brewing

Whitefish

Bonsai Brewing Project

Great Northern Brewing Company

White Sulphur Springs

2 Basset Brewery

Wibaux

Beaver Creek Brewery

Wolf Point

Missouri Breaks Brewing

Wood's Bay

Flathead Lake Brewery

Breweries, Distilleries, and Wineries in Montana

Distilleries in Montana

Bigfork

Whistling Andy

Billings

Trailhead Spirits

Spirit of Montana Distillery

Bozeman

Big Sky Distillery

Bozeman Spirits

Wildrye Distilling

Butte

Headframe Spirits

Mountain Consolidated Packaging

Ennis

Willie's Distillery

Florence

Fireroot

Helena

Gulch Distillers

Kalispell

Monkey Jay's Distillery

Vilya Spirits

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

Last Chance Cider Mill

Yellowstone Cellars and Winery

Bozeman

Grande Cielo

Lockhorn Hard Ciders

Valo Cellars

Conner

Montana Ciderworks

Corvallis

Willow Mountain Winery

Darby

Trapper Peak Winery

Dayton

Mission Mountain Winery

Florence

Bitterroot

Hamilton

Back Road Cider

Blodgett Canyon Cellars

Kalispell

Glacier Sun

Miles City

Tongue River Vineyard and Winery

Missoula

Missoula Winery

Ten Spoon Vineyard

Western Cider Company

Polson

D. Berardinis Winery

Flathead Lake Arrogant Bastard
Micro-Winery

Grinde Bay Winery

Victor

Hidden Legends Winery

Comparative Statement of Revenues and Expenses

For the fiscal years ending June 30, 2017 and June 30, 2016

	2017	2016
Gross Liquor Sales	\$ 139,295,910	\$ 134,649,841
Less Discounts Granted	18,028,484	17,517,508
Adjusted Gross Liquor Sales	\$ 121,267,426	\$ 117,132,333
Cost of Goods Sold	79,028,893	76,820,704
Gross Income from Liquor Sales	\$ 42,238,533	\$ 40,311,628
Non-Operating Income (License Fee Revenue and Other Income)	2,552,275	2,522,064
Total Income	\$ 44,790,808	\$ 42,833,692
Total Operating Expenses	\$ 3,213,698	\$ 3,059,211
Operating Income	\$ 41,577,109	\$ 39,774,481
Transfers Out:		
Liquor License Fees to:		
General Fund	284,865	360,219
Department of Justice	1,359,544	1,267,505
Total Liquor License Fees	\$ 1,644,409	\$ 1,627,724
Carrier Excise Tax to General Fund	19,013	18,201
Liquor Excise Tax to General Fund	17,105,836	16,571,301
Liquor License Tax to:		
General Fund	3,688,481	3,574,097
Special Revenue Fund	7,002,767	6,785,605
Total License Tax	\$ 10,691,248	\$ 10,359,702
Tax and Fee Transfers	\$ 29,437,055	\$ 28,576,928
Net Income from Operations	\$ 12,140,055	\$ 11,197,553
Transfer to General Fund	11,750,000	11,000,000
Change in Net Assets	\$ 390,055	\$ 197,553

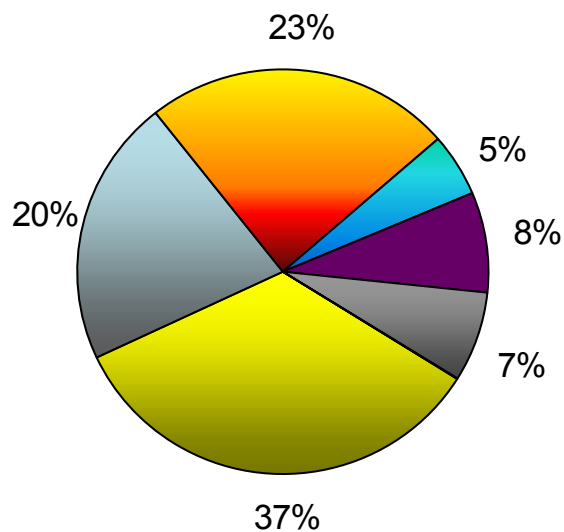
Comparative Report of Alcohol Revenues

For the fiscal years ending June 30, 2017 and June 30, 2016

	2017	2016
Liquor Excise Tax	\$ 17,105,836	\$ 16,571,301
Liquor License Tax	10,691,248	10,359,702
Liquor Operations Net Profit	12,140,055	11,197,553
License Fee Revenue	2,522,275	2,522,064
*Beer Tax	4,012,581	4,048,840
*Wine and Cider Tax	3,606,701	3,527,293
*Carrier Tax	19,035	18,201
Total Revenue from Alcohol Sales	\$ 50,097,731	\$ 48,244,954

*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.

- Liquor Excise Tax
- Liquor License Tax
- Liquor Operations Net Profit
- License Fee Revenue
- *Beer Tax
- *Wine and Cider Tax



Operating Expenses

For the fiscal year ending June 30, 2017

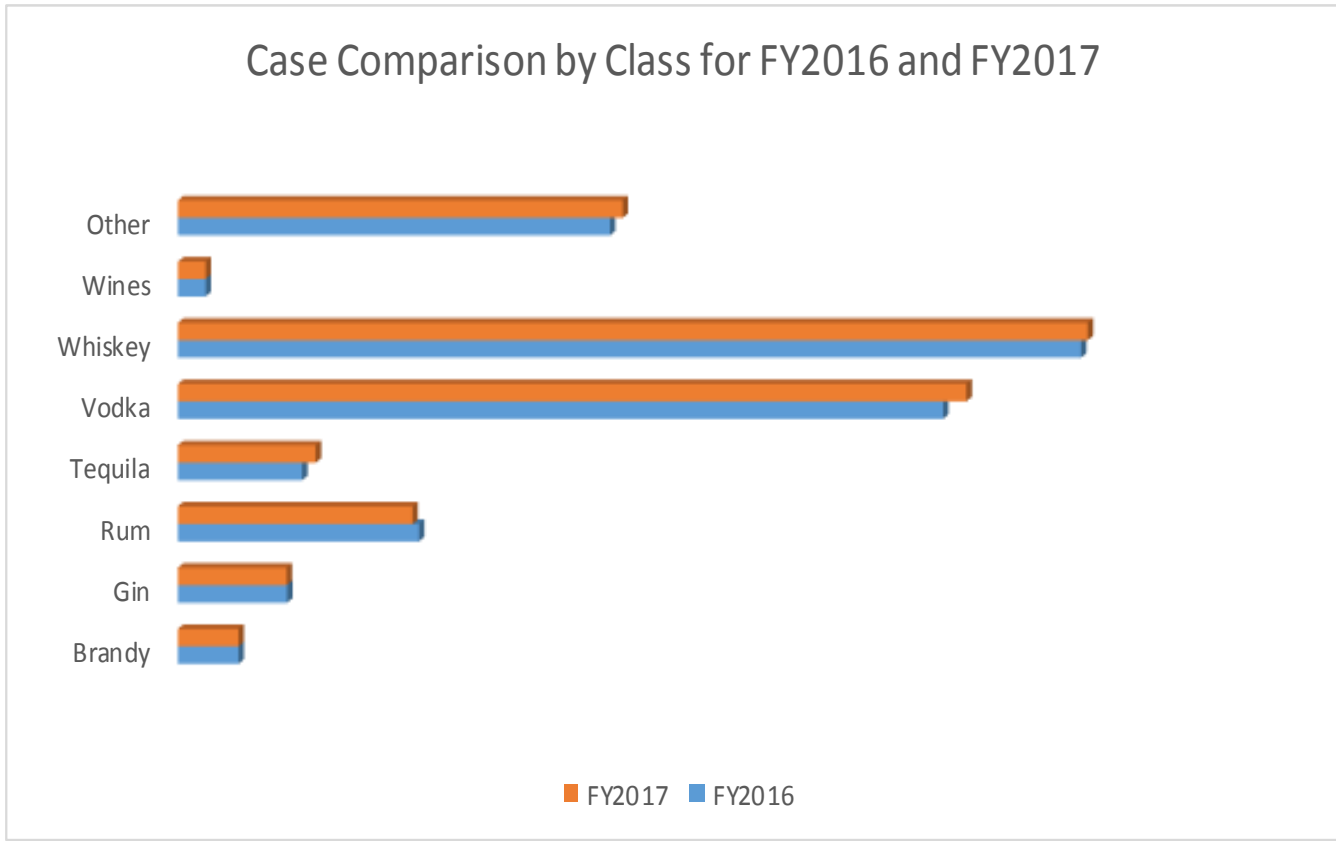
	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	\$ 966,357	\$ 611,099	\$ 1,577,456
Employee Benefits, Payroll Tax	\$ 405,744	\$ 255,016	\$ 660,760
Indirect Administrative Costs	\$ 409,681	\$ -	\$ 409,681
Contracted Services	\$ 66,200	\$ 26,123	\$ 92,323
Supplies & Materials	\$ 98,053	\$ 11,243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

Operating Expenses

For the fiscal year ending June 30, 2016

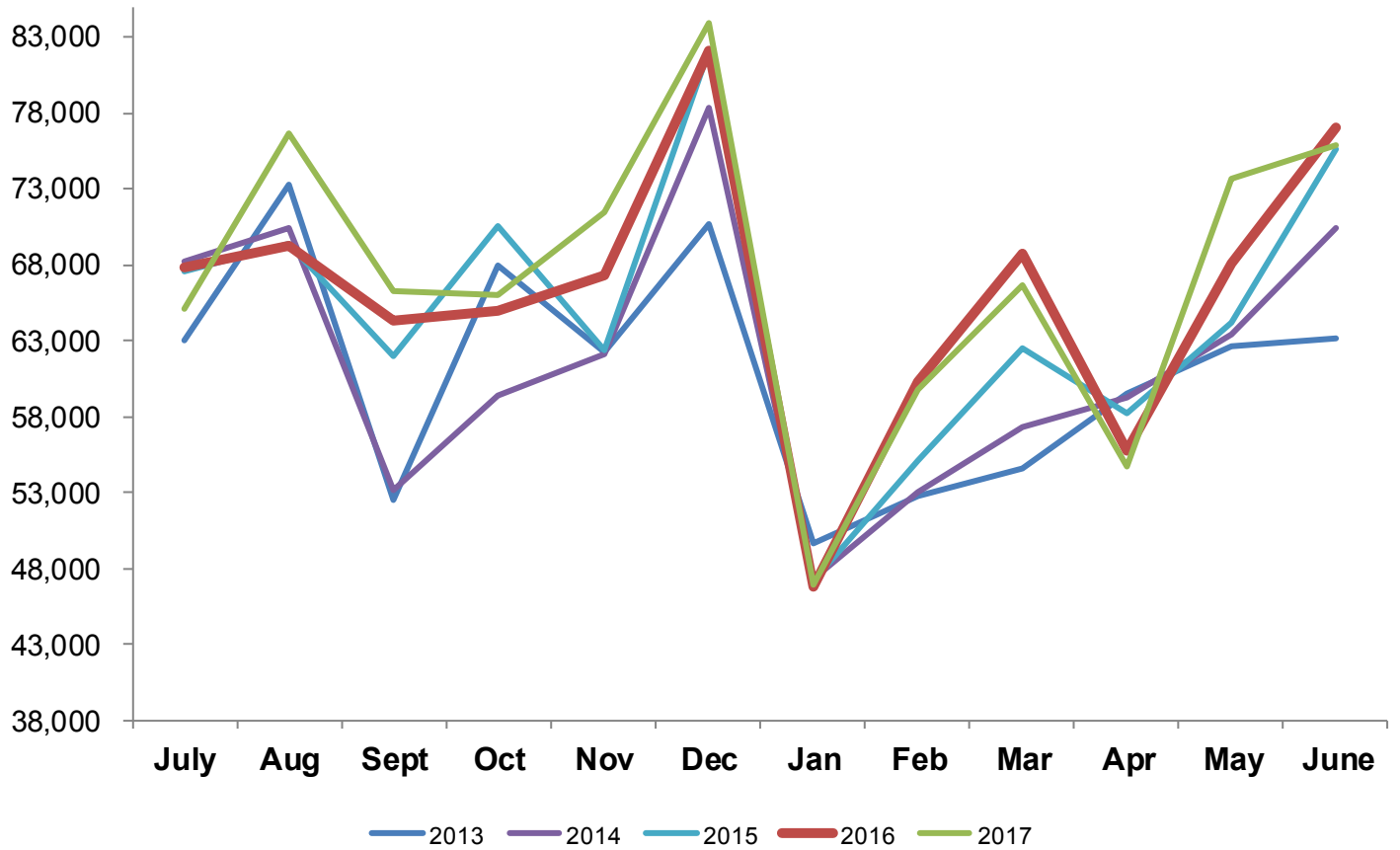
	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	\$ 927,943	\$ 592,825	\$ 1,520,768
Employee Benefits, Payroll Tax	\$ 379,817	\$ 242,938	\$ 622,755
Indirect Administrative Costs	\$ 408,673	\$ -	\$ 408,673
Contracted Services	\$ 73,847	\$ 21,240	\$ 95,087
Supplies & Materials	\$ 85,245	\$ 11,685	\$ 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
Total Operating Expenses	\$ 2,164,872	\$ 894,339	\$ 3,059,211

Case Comparison by Class for Fiscal Years 2016 and 2017



Class	FY2016 Cases	Percent to Total	FY2017 Cases	Percent to Total	Percent Change
Brandy	17,996	2.27%	17,999	2.23%	0.02%
Gin	32,484	4.10%	32,366	4.01%	-0.36%
Rum	71,766	9.06%	69,816	8.65%	-2.72%
Tequila	36,955	4.66%	41,002	5.08%	10.95%
Vodka	227,673	28.73%	234,631	29.07%	3.06%
Whiskey	268,749	33.91%	270,710	33.54%	0.73%
Wines	8,271	1.04%	8,233	1.02%	-0.46%
Other	128,568	16.22%	132,368	16.40%	2.96%
Total	792,462	100.00%	807,125	100.00%	1.85%

Five Year History of Cases Shipped by Month



Fiscal Year

Month	2013	2014	2015	2016	2017
July	62,974	68,250	67,525	67,809	65,050
Aug	73,327	70,407	69,333	69,223	76,710
Sept	52,547	53,154	62,013	64,310	66,318
Oct	67,958	59,426	70,592	64,945	65,974
Nov	62,292	62,060	62,424	67,372	71,483
Dec	70,705	78,332	82,080	82,072	83,911
Jan	49,680	47,337	47,130	46,827	46,978
Feb	52,825	53,001	55,072	60,311	59,753
Mar	54,526	57,249	62,498	68,754	66,639
Apr	59,568	59,317	58,224	55,688	54,730
May	62,640	63,406	64,226	68,121	73,690
June	<u>63,182</u>	<u>70,449</u>	<u>75,628</u>	<u>77,031</u>	<u>75,889</u>
Total	732,224	742,388	776,745	792,463	807,125

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2017 and June 30, 2016

Location	2017 By Volume	2017 Sales	2016 By Volume	2016 Sales
ABSAROKEE #167	40	756,154	39	777,906
ALBERTON #138	88	91,558	90	80,453
ANACONDA #14	38	950,340	35	1,031,934
AUGUSTA #81	91	74,405	93	65,394
BAKER #42	30	1,362,724	26	1,521,499
BELGRADE #76	2	9,439,685	2	8,526,047
BIG SKY #190	21	1,795,409	28	1,487,257
BIG TIMBER #17	66	403,550	67	380,121
BIGFORK #179	28	1,470,269	31	1,364,490
BILLINGS #196	7	4,695,799	7	4,477,991
BILLINGS #3	5	5,150,022	5	5,350,844
BILLINGS #4	25	1,605,327	25	1,655,013
BOULDER #56	84	128,113	86	108,915
BOZEMAN #193	8	4,399,821	8	4,323,411
BOZEMAN #9	13	3,750,958	13	3,387,748
BRIDGER #91	62	422,626	61	435,212
BUTTE #116	10	3,966,815	12	3,716,887
BUTTE #2	29	1,422,589	29	1,468,709
CHESTER #35	89	85,842	89	81,723
CHINOOK #28	77	240,177	71	272,904
CHOTEAU #34	78	223,823	76	220,340
CIRCLE #47	96	2,101	94	59,099
COLUMBIA FALLS #73	19	2,268,427	19	2,208,131
COLUMBUS #16	60	459,345	60	443,000
CONRAD #33	71	293,960	70	280,409

Location	2017 By Volume	2017 Sales	2016 By Volume	2016 Sales
CUT BANK #45	26	1,556,092	30	1,381,755
DARBY #85	55	513,413	53	539,422
DEER LODGE #11	54	515,296	57	493,735
DILLON #32	35	1,062,466	33	1,083,789
EAST HELENA #83	15	2,925,900	16	2,927,389
ENNIS #60	51	628,686	50	593,072
EUREKA #69	46	693,258	42	699,700
EVERGREEN #67	16	2,915,959	15	3,114,573
FAIRFIELD #130	93	58,478	91	72,147
FORSYTH #23	67	369,858	63	387,351
FORT BENTON #31	76	240,978	80	195,038
GARDINER #58	59	467,930	59	460,530
GLASGOW #24	39	792,451	41	755,863
GLENDIVE #21	32	1,099,839	45	649,191
GREAT FALLS #139	6	4,898,643	6	4,891,963
GREAT FALLS #140	17	2,463,766	17	2,518,427
GREAT FALLS #141	53	533,686	52	556,631
HAMILTON #18	23	1,681,242	23	1,664,820
HARDIN #37	64	414,208	62	421,747
HARLOWTON #38	72	263,528	73	252,984
HAVRE #26	27	1,483,668	27	1,509,735
HELENA #1	9	4,063,015	9	4,222,889
HELENA #5	34	1,062,971	32	1,206,794
HOT SPRINGS #61	80	201,173	78	203,743
HUNGRY HORSE #62	49	645,871	49	594,079
KALISPELL #12	11	3,950,473	10	3,910,761

Location	2017 By Volume	2017 Sales	2016 By Volume	2016 Sales
KALISPELL #195	18	2,322,189	18	2,236,882
LAUREL #65	4	7,699,041	4	7,185,010
LEWISTOWN #15	37	969,660	37	989,005
LIBBY #6	42	737,176	51	575,971
LIMA #82	92	69,451	92	71,879
LINCOLN #112	73	251,645	74	249,110
LIVINGSTON #8	20	2,096,073	20	2,053,701
LOLO #192	1	12,036,733	1	9,423,094
MALTA #22	47	654,521	44	665,371
MEDICINE LAKE #90	50	631,912	40	777,811
MILES CITY #13	22	1,683,249	22	1,686,044
MISSOULA #170	12	3,759,255	11	3,871,535
MISSOULA #171	3	7,775,150	3	7,995,306
NASHUA #95	94	42,179	95	51,415
PLAINS #108	65	404,428	66	381,207
PLENTYWOOD #53	58	468,492	56	496,112
POLSON #54	24	1,672,454	24	1,658,028
POPLAR #100	87	104,917	84	124,387
RED LODGE #27	33	1,093,737	34	1,062,039
RONAN #101	48	653,874	48	600,156
ROUNDUP #44	63	418,875	65	383,602
SCOBAY #51	83	139,785	83	155,044
SEELEY LAKE #122	57	490,106	55	510,324
SHELBY #29	56	494,260	58	483,358
SHERIDAN #105	69	313,957	72	270,004
SIDNEY #50	31	1,177,570	21	1,778,716

Location	2017 By Volume	2017 Sales	2016 By Volume	2016 Sales
ST IGNATIUS #74	79	216,611	79	201,206
ST REGIS #185	45	698,758	43	684,343
STANFORD #43	82	143,107	82	157,239
STEVENSVILLE #115	44	699,891	47	643,605
SUPERIOR #30	75	243,065	77	209,508
THOMPSON FALLS #7	52	582,208	54	534,919
TOWNSEND #49	61	448,203	64	384,396
TROY #70	68	316,649	68	321,632
TWIN BRIDGES #77	85	117,973	85	123,878
VALIER #78	86	110,375	87	98,447
VICTOR #172	36	1,022,689	36	1,013,035
W SULPHUR SPRINGS #36	81	179,713	81	165,812
W YELLOWSTONE #59	43	714,074	46	647,228
WHITEFISH #64	14	3,265,459	14	3,231,899
WHITEHALL #104	70	305,755	69	312,354
WILLSALL #117	74	244,352	75	222,520
WINIFRED #160	90	80,148	88	94,710
WINNETT #39	95	36,649	96	29,582
WOLF POINT #52	41	<u>746,861</u>	38	<u>804,858</u>
Totals:		139,295,910		134,649,841

Schedule of Liquor Sales to Agency Liquor Stores by County
For the fiscal year ending June 30, 2017

County	City	Gross Sales	Percent of Total Sales
	DILLON #32	1,062,466	0.76%
	LIMA #82	69,451	0.05%
BEAVERHEAD	SubTotal	<u>\$1,131,917</u>	0.81%
	HARDIN #37	414,208	0.30%
BIG HORN	SubTotal	<u>\$414,208</u>	0.30%
	CHINOOK #28	240,177	0.17%
BLAINE	SubTotal	<u>\$240,177</u>	0.17%
	TOWNSEND #49	448,203	0.32%
BROADWATER	SubTotal	<u>\$448,203</u>	0.32%
	BRIDGER #91	422,626	0.30%
CARBON	SubTotal	<u>\$422,626</u>	0.30%
	GREAT FALLS #139	4,898,643	3.52%
	GREAT FALLS #140	2,463,766	1.77%
	GREAT FALLS #141	533,686	0.38%
CASCADE	SubTotal	<u>\$7,896,094</u>	5.67%
	FORT BENTON #31	240,978	0.17%
CHOUTEAU	SubTotal	<u>\$240,978</u>	0.17%
	MILES CITY #13	1,683,249	1.21%
CUSTER	SubTotal	<u>\$1,683,249</u>	1.21%
	SCOBEEY #51	139,785	0.10%
DANIELS	SubTotal	<u>\$139,785</u>	0.10%
	GLENDIVE #21	1,099,839	0.79%
DAWSON	SubTotal	<u>\$1,099,839</u>	0.79%

Schedule of Liquor Sales to Agency Liquor Stores by County
For the fiscal year ending June 30, 2017

County	City	Gross Sales	Percent of Total Sales
	ANACONDA #14	950,340	0.68%
DEER LODGE		SubTotal <u>\$950,340</u>	0.68%
	BAKER #42	1,362,724	0.98%
FALLON		SubTotal <u>\$1,362,724</u>	0.98%
	LEWISTOWN #15	969,660	0.70%
	WINIFRED #160	<u>80,148</u>	0.06%
FERGUS		SubTotal <u>\$1,049,808</u>	0.75%
	BIGFORK #179	1,470,269	1.06%
	COLUMBIA FALLS #73	2,268,427	1.63%
	EVERGREEN #67	2,915,959	2.09%
	HUNGRY HORSE #62	645,871	0.46%
	KALISPELL #12	3,950,473	2.84%
	KALISPELL #195	2,322,189	1.67%
	WHITEFISH #64	<u>3,265,459</u>	2.34%
FLATHEAD		SubTotal <u>\$16,838,647</u>	12.09%
	BELGRADE #76	9,439,685	6.78%
	BIG SKY #190	1,795,409	1.29%
	BOZEMAN #193	4,399,821	3.16%
	BOZEMAN #9	3,750,958	2.69%
	WEST YELLOWSTONE #59	<u>714,074</u>	0.51%
GALLATIN		SubTotal <u>\$20,099,945</u>	14.43%
	CUT BANK #45	1,556,092	1.12%
GLACIER		SubTotal <u>\$1,556,092</u>	1.12%
	HAVRE #26	1,483,668	1.07%
HILL		SubTotal <u>\$1,483,668</u>	1.07%

Schedule of Liquor Sales to Agency Liquor Stores by County

For the fiscal year ending June 30, 2017

County	City	Gross Sales	Percent of Total Sales
	BOULDER #56	128,113	0.09%
	WHITEHALL #104	<u>305,755</u>	0.22%
JEFFERSON	SubTotal	<u>\$433,867</u>	0.31%
	STANFORD #43	143,107	0.10%
JUDITH BASIN	SubTotal	<u>\$143,107</u>	0.10%
	POLSON #54	1,672,454	1.20%
	RONAN #101	653,874	0.47%
	ST IGNATIUS #74	<u>216,611</u>	0.16%
LAKE	SubTotal	<u>\$2,542,939</u>	1.83%
	AUGUSTA #81	74,405	0.05%
	EAST HELENA #83	2,925,900	2.10%
	HELENA #1	4,063,015	2.92%
	HELENA #5	1,062,971	0.76%
	LINCOLN #112	<u>251,645</u>	0.18%
LEWIS AND CLARK	SubTotal	<u>\$8,377,936</u>	6.01%
	CHESTER #35	85,842	0.06%
LIBERTY	SubTotal	<u>\$85,842</u>	0.06%
	EUREKA #69	693,258	0.50%
	LIBBY #6	737,176	0.53%
	TROY #70	<u>316,649</u>	0.23%
LINCOLN	SubTotal	<u>\$1,747,083</u>	1.25%
	CIRCLE #47	2,101	0.00%
MCCONE	SubTotal	<u>\$2,101</u>	0.00%
	ENNIS #60	628,686	0.45%
	SHERIDAN #105	313,957	0.23%
	TWIN BRIDGES #77	<u>117,973</u>	0.08%
MADISON	SubTotal	<u>\$1,060,616</u>	0.76%

Schedule of Liquor Sales to Agency Liquor Stores by County
For the fiscal year ending June 30, 2017

County	City	Gross Sales	Percent of Total Sales
MEAGHER	WHITE SULPHUR SPRINGS #36	179,713	0.13%
	SubTotal	<u>\$179,713</u>	0.13%
MINERAL	ALBERTON #138	91,558	0.07%
	ST REGIS #185	698,758	0.50%
	SUPERIOR #30	<u>243,065</u>	0.17%
	SubTotal	<u>\$1,033,382</u>	0.74%
MISSOULA	LOLO #192	12,036,733	8.64%
	MISSOULA #170	3,759,255	2.70%
	MISSOULA #171	7,775,150	5.58%
	SEELEY LAKE #122	<u>490,106</u>	0.35%
	SubTotal	<u>\$24,061,244</u>	17.27%
MUSSELSHELL	ROUNDUP #44	418,875	0.30%
	SubTotal	<u>\$418,875</u>	0.30%
PARK	GARDINER #58	467,930	0.34%
	LIVINGSTON #8	2,096,073	1.50%
	WILLSALL #117	<u>244,352</u>	0.18%
	SubTotal	<u>\$2,808,355</u>	2.02%
PETROLEUM	WINNETT #39	36,649	0.03%
	SubTotal	<u>\$36,649</u>	0.03%
PHILLIPS	MALTA #22	654,521	0.47%
	SubTotal	<u>\$654,521</u>	0.47%
PONDERA	CONRAD #33	293,960	0.21%
	VALIER #78	<u>110,375</u>	0.08%
	SubTotal	<u>\$404,335</u>	0.29%

Schedule of Liquor Sales to Agency Liquor Stores by County
For the fiscal year ending June 30, 2017

County	City	Gross Sales	Percent of Total Sales
POWELL	DEER LODGE #11	515,296	0.37%
	SubTotal	<u>\$515,296</u>	0.37%
RAVALLI	DARBY #85	513,413	0.37%
	HAMILTON #18	1,681,242	1.21%
	STEVENSVILLE #115	699,891	0.50%
	VICTOR #172	<u>1,022,689</u>	0.73%
	SubTotal	<u>\$3,917,235</u>	2.81%
RICHLAND	SIDNEY #50	1,177,570	0.85%
	SubTotal	<u>\$1,177,570</u>	0.85%
ROOSEVELT	POPLAR #100	104,917	0.08%
	WOLF POINT #52	<u>746,861</u>	0.54%
	SubTotal	<u>\$851,778</u>	0.61%
ROSEBUD	FORSYTH #23	369,858	0.27%
	SubTotal	<u>\$369,858</u>	0.27%
SANDERS	HOT SPRINGS #61	201,173	0.14%
	PLAINS #108	404,428	0.29%
	THOMPSON FALLS #7	<u>582,208</u>	0.42%
	SubTotal	<u>\$1,187,809</u>	0.85%
SHERIDAN	MEDICINE LAKE #90	631,912	0.45%
	PLENTYWOOD #53	<u>468,492</u>	0.34%
	SubTotal	<u>\$1,100,404</u>	0.79%
SILVER BOW	BUTTE #116	3,966,815	2.85%
	BUTTE #2	<u>1,422,589</u>	1.02%
	SubTotal	<u>\$5,389,403</u>	3.87%

Schedule of Liquor Sales by County
For the fiscal year ending June 30, 2017

County	City	Gross Sales	Percent of Total Sales
	ABSAROKEE #167	756,154	0.54%
	COLUMBUS #16	459,345	0.33%
STILLWATER	SubTotal	<u>\$1,215,498</u>	0.87%
	BIG TIMBER #17	403,550	0.29%
SWEET GRASS	SubTotal	<u>\$403,550</u>	0.29%
	CHOTEAU #34	223,823	0.16%
	FAIRFIELD #130	58,478	0.04%
TETON	SubTotal	<u>\$282,301</u>	0.20%
	SHELBY #29	494,260	0.35%
TOOLE	SubTotal	<u>\$494,260</u>	0.35%
	GLASGOW #24	792,451	0.57%
	NASHUA #95	42,179	0.03%
VALLEY	SubTotal	<u>\$834,630</u>	0.60%
	HARLOWTON #38	263,528	0.19%
WHEATLAND	SubTotal	<u>\$263,528</u>	0.19%
	BILLINGS #196	4,695,799	3.37%
	BILLINGS #3	5,150,022	3.70%
	BILLINGS #4	1,605,327	1.15%
	LAUREL #65	7,699,041	5.53%
	RED LODGE #27	1,093,737	0.79%
YELLOWSTONE	SubTotal	<u>\$20,243,925</u>	14.53%
Totals		<u>\$139,295,910</u>	100.00%