

FISCAL YEAR 2020

LIQUOR

ENTERPRISE FUND

REPORT OF OPERATIONS



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Liquor Enterprise Fund Report of Operations

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Alcoholic Beverage Control Division General Information

Montana History of Alcoholic Beverage Control

The State Board of Examiners established the Montana Liquor Control Board in 1933. Patterned after the alcohol beverage distribution system in Alberta, Canada, the Board was charged with the responsibility of purchasing, pricing and vending liquor in the state. By the first quarter of 1935, 115 state-owned retail stores were in operation. In 1937, liquor-by-the-drink became legal. In the mid-1960s, emphasis on customer services brought self-service stores to the state. In 1973, the state legislature abolished the Liquor Control Board and transferred its responsibilities to the Department of Revenue, Liquor Control Division. In 1995, the state legislature directed the department to convert all remaining state liquor stores to agent owned liquor stores. All agency liquor stores now own their own liquor inventories that they continue to purchase through the state warehouse but are permitted to set their own retail prices as long as it is at or above the minimum state established prices. All alcoholic beverage license holders purchase liquor through the agency liquor stores at a cost no greater than the state's established price. In 2018 the division took a name change to align more with what we do. The Liquor Control Division is now the Alcoholic Beverage Control Division.

The Control Jurisdiction Advantage

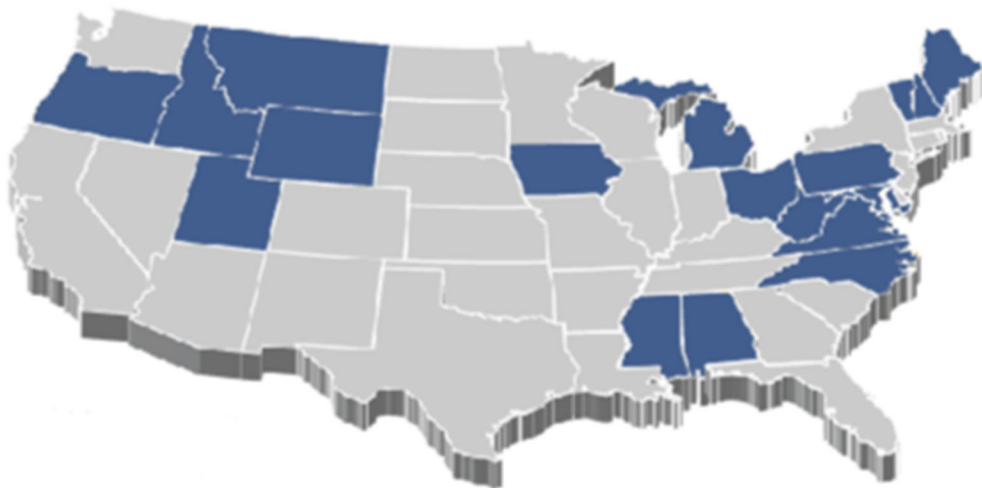
When Prohibition was repealed in 1933, the process of determining the method of regulation of alcohol beverages fell to the citizens of the United State who decided, by jurisdiction, how they could best balance individual freedom with the social risk and public costs of beverage alcohol consumption.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

Over 80 years later, those jurisdictions that chose to operate under the control system, continue to do so today, except for the state of Washington. The control system has withstood the test of time because it is fundamentally sound. It is flexible enough to adapt and evolve to meet the changing demands of consumers.

Alcoholic Beverage Control Division General Information

By participating in the marketplace, the control jurisdictions are able to serve their citizens with a broader and more flexible range of policy options to promote the moderation in the consumption of alcoholic beverages and reduce alcohol abuse. Another value of the control distribution system is that it operates solely on the revenue derived from the beverage alcohol sales in its jurisdiction. No property, state or other local taxes are used to support control distribution system operations.

Montana is proud to be a control distribution jurisdiction and the Montana Department of Revenue, the Alcoholic Beverage Control Division continues to evolve to optimize the benefits of the control jurisdiction, while improving wholesale and customer service to our consumers.



 **19 Control Jurisdictions**

Alabama, Idaho, Iowa, Maine, Michigan, Mississippi, Montana, New Hampshire, North Carolina, Ohio, Oregon, Pennsylvania, Utah, Vermont, Virginia, West Virginia, Wyoming, MD-Montgomery County and MD-Worcester County

Alcoholic Beverage Control Division General Information

Our Mission

To provide effective and efficient administration of the Montana Alcoholic Beverage Code with an emphasis in customer service and public safety by applying uniform and fair regulations while ensuring an orderly system for the convenient distribution and responsible consumption of alcoholic beverages.

Our Alcoholic Beverage Licensing and Compliance team works to protect the welfare and safety of the public by regulating liquor licensing laws in a uniform and fair manner.

Our Liquor Distribution team works to efficiently maintain a regulated channel of distribution with an emphasis on customer service by fulfilling the public demand of distilled spirits and fortified wine through agency liquor stores.

Our Function

Montana, along with sixteen other states and counties in Alaska, Maryland, Minnesota and South Dakota, are known as “control jurisdictions.” These jurisdictions control the sale of distilled spirits and, in some cases, beer and wine through government agencies at the wholesale and/or retail level.

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

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

Alcoholic Beverage Control Division General Information

Benefits to Montanans

- A major source of revenue:

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

- Support of alcohol programs:

Revenues from distilled 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% lower in control states than in open states (The Fiscal and Social Effects of State Alcohol Control Systems, May 2013, page 35.)

- Improve overall safety through education, regulation and enforcement:

The control jurisdiction system continues to provide a regulatory environment that is better able to deter the ever-present risks and costs to the individual and the community due to the abuse of alcohol. At one level, the uniform enforcement of applicable laws is made far more effective in a control jurisdiction; where there are ordinarily fewer sales outlets and, more importantly, where the economic incentive to violate those laws is greatly reduced. At another level, the control system itself serves both as a visible symbol of the public commitment to moderation and as a vehicle for the promotion of alcohol education and awareness programs to support that commitment.

Alcoholic Beverage Control Division General Information

Liquor Distribution Bureau

The Liquor Distribution Bureau manages state wholesale liquor operations, including warehouse shipping and receiving, accounts receivable and payable, inventory management, liquor order processing, agency contract management and customer service. The state maintains agency franchise contracts and supplies liquor to 95 private agency liquor stores. These agency liquor stores are retailers of liquor and fortified wine; they sell to the public for off-premise consumption and to Montana's 1550+ all-beverage licensees. The State Liquor Warehouse held bailed and/or state-owned inventories for approximately 1,300 regular list products and more than 3,000 special order products in FY20.

Fiscal year 2020 generated a combined total income from taxes collected and profits earned of \$47.1 million. This is approximately \$9 million more than five years ago.

Licensing and Compliance Bureau

The Licensing and Compliance Bureau is charged with licensing and regulatory responsibilities for all entities intending to produce, import, distribute and/or sell alcoholic beverages in Montana. The bureau processes applications, renewals, transfers, and registrations, as applicable, for retail, wholesale, and manufacturing alcoholic beverage licenses and permits. The bureau is responsible for compliance of licensees and permit holders and for providing information and explanation about licensing activity or related law, rule, policy and procedures.

The bureau issued a total of 5,508 licenses for fiscal year 2020 including license renewals for retail sale of distilled spirits, beer or wine, vendor permits, winery registrations, distributors, manufacturers, and special beer and wine permits.

License fee revenues generate in fiscal year 2020 were approximately \$6.6 million which includes revenues collected for registrations, processing, seating fees, late payments on renewals, and liquor license violations. Alcoholic beverage license violations were down from 449 in fiscal year 2019 to 223 in fiscal year 2020.

Alcoholic Beverage Control Division General Information

Alcoholic Beverage Control Education

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

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

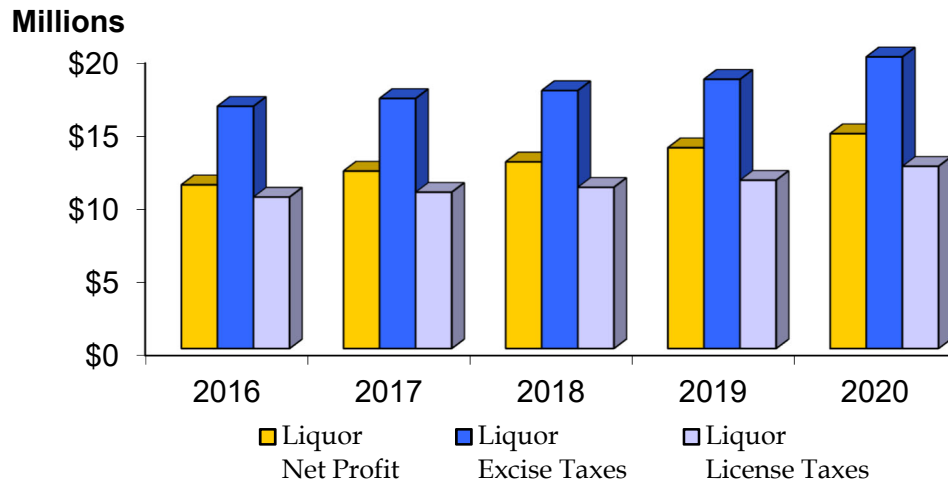
Since 2013 the training program, referred to as Let's Control It, had largely remained unchanged. While that fact speaks to the effectiveness of the program, it was certainly time to re-evaluate it to determine what parts should be updated.

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

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

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

Five Year History of Liquor Taxes and Profit



Fiscal Year	Liquor Net Profit	Liquor Excise Taxes	Liquor License Taxes	Total Revenue
2016	11,197,553	16,571,301	10,359,702	38,128,556
2017	12,140,055	17,105,836	10,691,248	39,937,139
2018	12,807,001	17,646,138	11,027,618	41,480,757
2019	13,733,050	18,416,642	11,512,859	43,662,551
2020	14,700,048	19,947,830	12,462,977	47,110,855

In 2020, \$38.9 million from liquor operations was distributed to the State General Fund and \$8.2 million to the Special Revenue Fund. The Department of Public Health and Human Services used special revenue funds to treat, rehabilitate, and prevent alcohol and chemical dependency.

➤ Taxes

- Excise Tax (16% of Wholesale Price)*
Distributed to State General Fund
- License Tax (10% of Wholesale Price)*
65.5% Distributed to State Special Revenue Fund for the Department of Public Health and Human Services
34.5% Distributed to State General Fund

➤ Liquor Profit

- Distributed to State General Fund

*Taxes vary based on production levels. Most suppliers are assessed tax at this rate.

Schedule of Licenses Issued

For the fiscal year ending June 30, 2020

Retail Outlets	All- Beverage	Beer	Wine	Beer/ Wine	RBW	Total
On Premise	799	44		376	164	1,383
On Premise With Catering	617	2		74	85	778
Off Premise		70	5	831		906
Sacramental Wine			3			3
Veteran's Organizations	45					45
Fraternal	56					56
Airport	7			1		8
Resort	28					28
Floaters	13					13
Enlisted Officer's Club	1					1
Public Golf Course				20		20
Non-Profit Arts				22		22
Carrier - Airline	9					9
Carrier - Railroad	1					1
Fairgrounds With Catering				1		1
Total Retail Outlets	1,576	116	8	1,325	249	3,274

*RBW = Restaurant Beer and Wine

Wholesalers and Distributors	Beer	Wine	Beer/Wine	Total
Wholesalers and Distributors	1	9	19	29
Sub-Warehouse	2		14	16
Total Wholesaler and Distributors	3	9	33	45

Manufacturers	Beer	Wine	Distilled Spirits	Total
Domestic Brewery	105			105
Domestic Brewery Storage Depot	5			5
Domestic Winery		29		29
Domestic Distiller License			30	30
Foreign Brewery	103			103
Foreign Winery		1,358		1,358
Total Manufacturers	213	1,387	30	1,630

Other	All- Beverage	Beer	Wine	Beer/Wine	Total
Special Permits				412	412
Vendor Representative	147				147
Total Other	147	0	0	412	559

Five Year History of Licenses and Violations Issued

The number of violations in fiscal year 2020 was 223. This represents fewer than ten percent of the total licenses issued. Violations include late payments, late renewals and the associated penalties along with code violations.

	Fiscal Year 2020		Fiscal Year 2019	
License Type	Applications Processed	Average Application Processing Time (days)	Applications Processed	Average Application Processing Time (days)
All-Beverage	145	55	177	39
Beer	49	60	51	58
RBW	45	61	31	40
Manufacturer	24	58	39	58
Distributor	5	31	9	32
Off-Premises	50	41	59	40
TOTAL	318 Applications Processed		366 Applications Processed	

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

Breweries in Montana

Anaconda

Smelter City Brewing

Belgrade

Madison River Brewing Co
Bar 3 Brewing

Belt

Harvest Moon Brewing Co

Bigfork

Flathead Lake Brewing Co

Big Timber

Crazy Peak Brewing Co

Billings

Angry Hank's Microbrewery
Bam Brewing
Billings Brewing Company
Canyon Creek Brewing
Carter's Brewing
Thirsty Street Brewing Co
Uberbrew

Black Eagle

Black Eagle Brewery

Bonner

Kettlehouse Brewing Co

Bozeman

406 Brewing Company
Big Spring Brewing
Bozeman Brewing Co
Bridger Brewing Company
Dean's Zesty Booch
Julius Lehrkind Brewing
Map Brewing Company
Mountains Walking Brewing
Outlaw Brewing
Polar Brewing
The Bunkhouse Brewing Co
White Dog Brewing Co

Butte

Butte Brewing Company
Quarry Brewing

Columbia Falls

Backslope Brewing

Culbertson

Badlands Brewery

Cut Bank

Cut Bank Creek Brewery

Breweries in Montana

Darby

Bandit Brewing Company

Dillon

Beaverhead Brewing Co

East Helena

Missouri River Brewing Co

Frenchtown

Old Bull Brewing

Eureka

Homestead Ales
Koocanusa Brewery

Fort Benton

Golden Triangle Brew Co

Glasgow

Busted Knuckle Brewery

Glendive

Cross Country Brewing

Great Falls

Jeremiah Johnson Brewing
Mighty Mo Brewing Co

Hamilton

Bitterroot Brewing
Higherground Brewing

Harlowton

Gallys Brewing Company

Havre

Old Station Brewing Co
Triple Dog Brewing Co
Vizsla Brewing

Helena

Blackfoot River Brewing Co
Copper Furrow Brewing
Lewis & Clark Brewing Co
Ten Mile Creek Brewing

Kalispell

Bias Brewing
Kalispell Brewing
Sacred Waters Brewing Co
Sunrift Beer Company

Lakeside

Tamarack Brewing Company

Laurel

High Plains Brewing

Libby

Cabinet Mountain Brewing

Livingston

Katabatic Brewing Company
Neptune's Brewery

Lolo

Lolo Peak Brewing Company

Malta

Blue Ridge Brewing

Miles City

Tilt Works Brewing

Missoula

Bayern Brewing
Big Sky Brewing Company
Canyon Ferry Brewing
Conflux Brewing Company
Cranky Sam Brewing
Draught Works
Gild Brewing
Great Burn Brewing
Imagine Nation Brewing Co
Kettlehouse Brewing Co
Missoula Brewing Company

Philipsburg

Philipsburg Brewing Co

Polson

Glacier Brewing Company

Red Lodge

Red Lodge Ales Brewing Co

Sheridan

Ruby Valley Brewing

Sidney

1035 Brewing
Meadowlark Brewing

Stevensville

Blacksmith Brewing C
Wildwood Brewing

Virginia City

Burnt Tree Brewing

White Sulphur Springs

2 Basset Brewery

Whitefish

Bonsai Brewing Project

Wibaux

Beaver Creek Brewery

Wolf Point

Missouri Breaks Brewing

Distilleries & Wineries in Montana

Distilleries in Montana

Bigfork

Whistling Andy

Billings

Asylum Distillery
Trailhead Spirits

Bozeman

Blackpot Distillery
Bozeman Spirits Distillery
Dry Hills Distillery
Wildrye Distilling

Butte

Headframe Sprits

Coram

Glacier Distilling Company

Ennis

Willie's Distillery

Eureka

Stahl Peak

Florence

Fireroot Distillery

Hamilton

Westslope Distillery

Havre

Crawford Distillery

Helena

Gulch Distillers

Kalispell

Portal Spirits
Whitefish Handcrafted Spirits

Lolo

Lolo Creek Distillery

Missoula

Montana Whiskey Company
Montgomery Distillery
Rattlesnake Creek Distillers
The Montana Distillery

Potomac

Steel Toe Distillery

Whitefish

Spotted Bear Spirits

Winston

Stonehouse Distillery

Wineries in Montana

Bigfork

Bowman Orchards

Billings

Merry Cellars
Last Chance Cider Mill
Yellowstone Cellars & Winery

Bozeman

Lockhorn Hard Ciders
Valhalla Meadery
Valo Cellars

Columbia Falls

Waters Edge Winery
White Raven Winery

Conner

Montana Ciderworks

Corvallis

Willow Mountain Winery

Darby

Trapper Peak Winery

Dayton

Mission Mountain Winery

Hamilton

Back Road Cider
Blodgett Canyon Cellars
Shed Horn Cellars

Kalispell

Big Mountain Ciderworks
Glacier Sun Winery
Montavino Winery
Tailing Loop Winery

Miles City

Tongue River Vineyard

Missoula

Ten Spoon Vineyard
Western Cider Company
William Weaver Wine

Polson

D. Berardinis Winery
Flathead Lake Winery
Grinde Bay Winery

Victor

Hidden Legend Winery

Whitefish

Unleashed Winery

Comparative Statement of Revenues and Expenses

For the fiscal years ending June 30, 2020 and June 30, 2019

	2020	2019
Gross Liquor Sales	\$ 163,873,622	\$ 150,921,735
Less Discounts Granted	21,426,027	19,816,597
Adjusted Gross Liquor Sales	\$ 142,447,596	\$ 131,105,138
Cost of Goods Sold	93,328,740	85,659,391
Gross Income from Liquor Sales	\$ 49,118,856	\$ 45,445,747
Non-Operating Income (License Fee Revenue and Other Income)	6,574,816	3,362,884
Total Income	\$ 55,693,673	\$ 48,808,631
Total Operating Expenses	\$ 3,459,246	\$ 3,259,773
Operating Income	\$ 52,234,426	\$ 45,548,858
Transfers Out:		
Liquor License Fees to:		
General Fund	3,637,992	430,085
Department of Justice	1,465,840	1,432,890
Total Liquor License Fees	\$ 5,103,832	\$ 1,862,975
Carrier Excise Tax to General Fund	19,740	25,445
Liquor Excise Tax to General Fund	19,947,830	18,416,642
Liquor License Tax to:		
General Fund	4,299,727	3,971,936
Special Revenue Fund	8,163,250	7,540,923
Total License Tax	\$ 12,462,977	\$ 11,512,859
Tax and Fee Transfers	\$ 37,534,378	\$ 31,817,921
Net Income from Operations	\$ 14,700,048	\$ 13,730,938
Transfers to General Fund	14,000,000	12,500,000
Change in Net Assets	\$ 700,048	\$ 1,230,938

Comparative Report of Alcohol Revenues

For the fiscal years ending June 30, 2020 and June 30, 2019

	2020		2019
Liquor Excise Tax	\$ 19,947,830	\$	18,416,642
Liquor License Tax	12,462,977		11,512,859
Liquor Operations Net Profit	14,700,048		13,730,936
License Fee Revenue	6,574,816		3,362,884
*Beer Tax	4,224,437		4,061,710
*Wine and Cider Tax	3,731,198		3,662,607
*Carrier Tax	19,740		25,445
Total Revenue from Alcohol Sales	\$ 61,661,046	\$	54,773,083

*Beer, cider, wine and common carrier tax collected from distributors and manufacturers are deposited directly to the accounting entities for which they are collected and do not pass through the Liquor Enterprise Account.

Operating Expenses

For Fiscal year ending June 30, 2020

	Liquor Distribution	Licensing and Compliance	Liquor Total
Salaries	\$ 849,908	\$ 827,048	\$ 1,676,956
Employee Benefits, Payroll Tax	\$ 391,276	\$ 314,606	\$ 705,882
Indirect Administrative Costs	\$ 428,041	\$ 0	\$ 428,041
Contracted Services	\$ 45,479	\$ 44,813	\$ 90,292
Supplies & Materials	\$ 106,418	\$ 19,272	\$ 125,690
Communications	\$ 17,319	\$ 20,760	\$ 38,079
Travel	\$ 0	\$ 3,932	\$ 3,932
Rent	\$ 18,149	\$ 17,998	\$ 36,147
Utilities	\$ 42,608	\$ 3,093	\$ 45,701
Repairs & Maintenance	\$ 13,002	\$ 38,527	\$ 51,529
Other Expenses	\$ 1,258	\$ 27,613	\$ 28,871
Depreciation	\$ 74,801	\$ 0	\$ 74,801
Miscellaneous Expenses	\$ 0	\$ 153,325	\$ 153,325
Total Operating Expenses	\$ 1,988,259	\$ 1,470,987	\$ 3,459,246

Operating Expenses

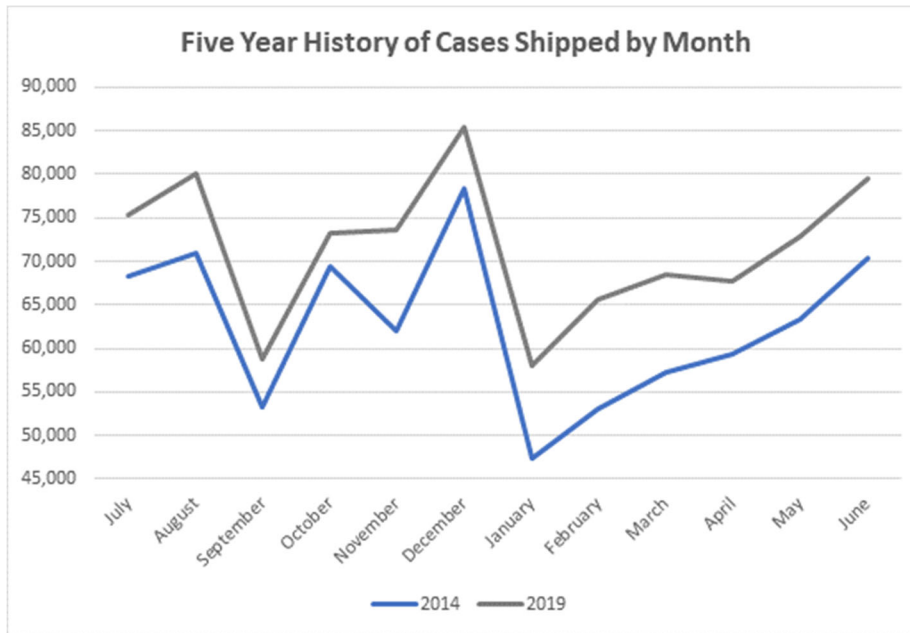
For Fiscal year ending June 30, 2019

	Liquor Distribution	Licensing and Compliance	Liquor Total
Salaries	\$ 770,390	\$ 709,895	\$ 1,480,185
Employee Benefits, Payroll Tax	\$ 333,876	\$ 294,163	\$ 628,039
Indirect Administrative Costs	\$ 415,643	\$ 0	\$ 415,643
Contracted Services	\$ 37,279	\$ 351,181	\$ 388,460
Supplies & Materials	\$ 41,558	\$ 12,626	\$ 54,184
Communications	\$ 28,374	\$ 22,827	\$ 51,201
Travel	\$ 2,295	\$ 4,262	\$ 6,557
Rent	\$ 32,544	\$ 5,441	\$ 37,995
Utilities	\$ 0	\$ 39,284	\$ 39,284
Repairs & Maintenance	\$ 10,252	\$ 40,499	\$ 50,751
Other Expenses	\$ 2,663	\$ 19,731	\$ 22,394
Depreciation	\$ 84,992	\$ 0	\$ 84,992
Total Operating Expenses	\$ 1,759,866	\$ 1,499,909	\$ 3,259,773

Case Sale Comparison by Class for Fiscal Years 2019 and 2020

Class	FY2020 935,539 Cases	Percent to Total	FY2019 858,486 Cases	Percent to Total	Percent Change
Brandy	17,962	1.92%	17,178	2.00%	4.56%
Gin	37,141	3.97%	34,726	4.05%	6.95%
Rum	79,147	8.46%	70,774	8.24%	11.83%
Tequila	53,887	5.76%	48,436	5.64%	11.25%
Vodka	270,464	28.91%	253,382	29.52%	6.74%
Whiskey	311,107	33.25%	289,936	33.77%	7.30%
Wines	8,046	0.86%	8,817	1.03%	(8.74)%
Other	157,785	16.87%	135,237	15.75%	16.67%
Total	935,539	100.00%	858,486	100.00%	8.98%

Five Year History of Cases Shipped by Month



Cases Shipped by Fiscal Year

Month	2016	2017	2018	2019	2020
July	67,809	65,050	69,883	75,412	85,666
Aug	69,223	76,710	84,376	80,063	80,980
Sept	64,310	66,318	61,605	58,694	68,869
Oct	64,945	65,974	70,048	73,193	79,984
Nov	67,372	71,483	75,023	73,598	72,181
Dec	82,072	83,911	78,885	85,371	93,190
Jan	46,827	46,978	53,627	58,064	59,087
Feb	60,311	59,753	61,705	65,578	67,220
Mar	68,754	66,639	65,812	68,426	82,630
Apr	55,688	54,730	59,865	67,774	65,960
May	68,121	73,690	75,668	72,790	79,289
June	77,031	75,889	77,197	79,523	100,483
Total	792,463	807,125	833,694	858,486	935,539

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2020 and June 30, 2019

Location	2020 By Volume	2020 Sales	2019 By Volume	2019 Sales
ABSAROKEE #167	46	717,667	46	688,561
ALBERTON #138	85	139,688	86	121,269
ANACONDA #14	36	1,124,506	36	1,025,054
AUGUSTA #81	92	84,944	90	77,441
BAKER #42	31	1,408,230	28	1,464,248
BELGRADE #76	2	10,456,791	2	9,778,976
BIG SKY #190	18	2,730,500	17	2,717,154
BIG TIMBER #17	63	439,926	67	382,511
BIGFORK #179	23	2,150,959	29	1,453,661
BILLINGS #196	8	5,132,246	10	4,392,767
BILLINGS #3	6	5,655,061	7	4,904,588
BILLINGS #4	30	1,441,128	30	1,424,482
BOULDER #56	84	156,060	84	139,647
BOZEMAN #193	5	7,198,777	5	6,573,736
BOZEMAN #9	15	3,480,683	14	3,561,262
BRIDGER #91	66	410,178	63	427,939
BUTTE #116	9	4,698,939	9	4,637,951
BUTTE #2	27	1,632,856	24	1,645,801
CHESTER #35	93	72,325	93	66,845
CHINOOK #28	78	281,896	78	249,004
CHOTEAU #34	81	232,488	81	219,306
COLUMBIA FALLS #73	16	3,046,010	18	2,707,078
COLUMBUS #16	56	554,409	54	524,650
CONRAD #33	68	403,708	70	339,312

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2020 and June 30, 2019

Location	2020 By Volume	2020 Sales	2019 By Volume	2019 Sales
DARBY #85	65	439,019	65	415,401
DEER LODGE #11	54	571,845	55	518,805
DILLON #32	33	1,201,089	35	1,079,395
EAST HELENA #83	14	3,536,098	15	3,217,115
ENNIS #60	48	686,289	50	626,514
EUREKA #69	41	830,681	43	743,818
EVERGREEN #67	17	2,927,638	16	2,801,953
FAIRFIELD #130	89	95,485	92	67,645
FORSYTH #23	70	372,804	68	345,425
FORT BENTON #31	67	409,192	69	341,151
GARDINER #58	53	576,948	53	535,760
GLASGOW #24	40	936,676	40	867,896
GLENDIVE #21	29	1,523,088	31	1,289,921
GREAT FALLS #139	11	4,560,408	8	4,713,454
GREAT FALLS #140	21	2,527,888	21	2,346,583
GREAT FALLS #141	52	601,988	57	504,882
HAMILTON #18	22	2,277,541	22	1,996,070
HARDIN #37	61	467,800	61	458,127
HARLOWTON #38	76	312,819	74	285,429
HAVRE #26	28	1,623,221	27	1,465,511
HELENA #1	10	4,648,139	11	4,162,601
HELENA #5	39	1,008,379	39	873,966
HOT SPRINGS #61	74	319,338	71	319,419
HUNGRY HORSE #62	47	715,450	49	653,777

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2020 and June 30, 2019

Location	2020 By Volume	2020 Sales	2019 By Volume	2019 Sales
KALISPELL #12	7	5,211,271	6	5,090,953
KALISPELL #195	20	2,542,516	19	2,575,835
LAUREL #65	3	9,432,875	3	8,773,720
LEWISTOWN #15	37	1,085,452	37	932,928
LIBBY #6	42	804,248	41	761,665
LIMA #82	91	85,892	91	71,877
LINCOLN #112	75	314,460	75	271,747
LIVINGSTON #8	19	2,601,082	20	2,538,332
LOLO #192	1	16,958,496	1	14,462,298
MALTA #22	44	784,013	42	749,675
MEDICINE LAKE #90	45	721,624	51	616,276
MILES CITY #13	25	1,667,389	26	1,577,624
MISSOULA #170	12	4,526,802	12	4,148,973
MISSOULA #171	4	8,237,042	4	7,620,740
NASHUA #95	95	41,478	95	42,727
PLAINS #108	60	485,062	60	479,291
PLENTYWOOD #53	62	441,356	64	422,119
POLSON #54	24	2,124,105	23	1,866,881
POPLAR #100	86	137,647	82	191,489
RED LODGE #27	32	1,216,197	34	1,090,628
RONAN #101	49	683,491	48	657,817
ROUNDUP #44	57	526,283	59	490,323
SCOBEEY #51	83	156,970	85	138,437
SEELEY LAKE #122	58	524,106	58	503,253

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2020 and June 30, 2019

Location	2020 By Volume	2020 Sales	2019 By Volume	2019 Sales
SHELBY #29	69	390,551	62	440,508
SHERIDAN #105	72	340,098	73	307,962
SIDNEY #50	35	1,193,589	32	1,186,261
ST IGNATIUS #74	79	250,673	80	233,034
ST REGIS #185	55	571,133	44	732,227
STANFORD #43	82	167,230	83	151,711
STEVENSVILLE #115	38	1,047,640	38	920,477
SUPERIOR #30	71	355,805	77	261,629
THOMPSON FALLS #7	50	624,746	52	608,984
TOWNSEND #49	59	499,780	56	505,223
TROY #70	64	439,797	66	387,556
TWIN BRIDGES #77	87	130,450	87	109,774
VALIER #78	88	97,864	88	88,856
VICTOR #172	34	1,199,263	33	1,163,826
WEST YELLOWSTONE #59	51	606,322	47	678,345
WHITE SULPHUR SPR. #36	77	284,363	76	264,119
WHITEFISH #64	13	4,374,041	13	3,672,373
WHITEHALL #104	73	330,871	72	315,726
WILLSALL #117	80	241,780	79	246,853
WINIFRED #160	90	93,110	89	87,960
WINNETT #39	94	45,016	94	44,934
WOLF POINT #52	43	794,582	45	699,671

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2020

County	City	Gross Sales	Percent of Total Sales
Beaverhead	Dillon #32	1,201,089	0.73%
	Lima #82	85,892	0.05%
		<u>\$ 1,286,981</u>	0.78%
Big Horn	Hardin #37	<u>\$ 467,800</u>	0.29%
Blaine	Chinook #28	<u>\$ 281,896</u>	0.17%
Broadwater	Townsend #49	<u>\$ 497,780</u>	0.30%
Carbon	Bridger #91	410,175	0.25%
	Red Lodge #27	1,216,197	0.74%
		<u>\$ 1,626,372</u>	0.99%
Cascade	Great Falls #139	4,560,408	2.78%
	Great Falls #140	2,527,888	1.54%
	Great Falls #141	601,988	0.37%
		<u>\$ 7,690,284</u>	4.69%
Chouteau	Fort Benton #31	<u>\$ 409,192</u>	0.25%
Custer	Miles City #13	<u>\$ 1,667,389</u>	1.02%
Daniels	Scobey #51	<u>\$ 156,970</u>	0.10%
Dawson	Glendive #21	<u>\$ 1,523,088</u>	0.93%

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2020

County	City	Gross Sales	Percent of Total Sales
Deer Lodge	Anaconda #14	<u>\$ 1,124,506</u>	0.69%
Fallon	Baker #42	<u>\$ 1,408,230</u>	0.86%
Fergus	Lewistown #15	1,085,452	0.66%
	Winifred #160	93,110	0.06%
		<u>\$ 1,178,562</u>	0.72%
Flathead	Bigfork #179	2,150,959	1.31%
	Columbia Falls #73	3,046,010	1.86%
	Evergreen #67	2,927,638	1.79%
	Hungry Horse #62	715,450	0.44%
	Kalispell #12	5,211,271	3.18%
	Kalispell #195	2,542,516	1.55%
	Whitefish #64	4,374,041	2.67%
		<u>\$ 20,967,885</u>	12.80%
Gallatin	Belgrade #76	10,456,791	6.38%
	Big Sky #190	2,730,500	1.67%
	Bozeman #193	7,198,777	4.39%
	Bozeman #9	3,480,683	2.12%
	West Yellowstone #59	606,322	0.37%
		<u>\$ 25,473,073</u>	14.93%
Glacier	Cut Bank #45	<u>\$ 1,665,296</u>	1.02%
Hill	Havre #26	<u>\$ 1,623,221</u>	0.99%

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2020

County	City	Gross Sales	Percent of Total Sales
Jefferson	Boulder #56	156,060	0.10%
	Whitehall #104	330,871	0.20%
		<u>\$ 486,931</u>	0.30%
Judith Basin	Stanford #43	<u>\$ 167,230</u>	0.10%
Lake	Polson #54	2,124,105	1.30%
	Ronan #101	683,491	0.42%
	St Ignatius #74	250,673	0.15%
		<u>\$ 3,058,269</u>	1.87%
Lewis and Clark	Augusta #81	84,944	0.05%
	East Helena #83	3,536,098	2.16%
	Helena #1	4,648,139	2.84%
	Helena #5	1,008,379	0.62%
	Lincoln #112	314,460	0.19%
	<u>\$ 9,592,020</u>	5.86%	
Liberty	Chester #35	<u>\$ 72,325</u>	0.04%
Lincoln	Eureka #69	830,681	0.51%
	Libby #6	804,248	0.49%
	Troy #70	439,797	0.27%
		<u>\$ 2,047,726</u>	1.27%
Madison	Ennis #60	686,289	0.42%
	Sheridan #105	340,098	0.21%
	Twin Bridges #77	130,450	0.08%
	<u>\$ 1,156,837</u>	0.71%	

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2020

County	City	Gross Sales	Percent of Total Sales
Meagher	White Sulphur Springs #36	<u>\$ 284,363</u>	0.17%
Mineral	Alberton #138	139,688	0.09%
	St Regis #185	571,133	0.35%
	Superior #30	355,805	0.22%
		<u>\$ 1,066,626</u>	0.66%
Missoula	Lolo #192	16,958,496	10.35%
	Missoula #170	4,526,802	2.76%
	Missoula #171	8,237,042	5.03%
	Seeley Lake #122	524,106	0.32%
		<u>\$ 30,246,446</u>	18.46%
Musselshell	Roundup #44	<u>\$ 526,283</u>	0.32%
Park	Gardiner #58	576,948	0.35%
	Livingston #8	2,601,082	1.59%
	Wilsall #117	241,780	0.15%
		<u>\$ 3,419,810</u>	2.09%
Petroleum	Winnett #39	<u>\$ 45,016</u>	0.03%
Phillips	Malta #22	<u>\$ 784,013</u>	0.48%
Pondera	Conrad #33	403,708	0.25%
	Valier #78	97,864	0.06%
		<u>\$ 501,572</u>	0.31%

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2020

County	City	Gross Sales	Percent of Total Sales
Powell	Deer Lodge #11	<u>\$ 571,845</u>	0.35%
Ravalli	Darby #85	439,019	0.27%
	Hamilton #18	2,277,541	1.39%
	Stevensville #115	1,047,640	0.64%
	Victor #172	1,199,263	0.73%
		<u>\$ 4,963,463</u>	3.03%
Richland	Sidney #50	<u>\$ 1,193,589</u>	0.73%
Roosevelt	Poplar #100	137,647	0.08%
	Wolf Point #52	794,582	0.48%
		<u>\$ 932,229</u>	0.56%
Rosebud	Forsyth #23	<u>\$ 372,804</u>	0.23%
Sanders	Hot Springs #61	319,338	0.19%
	Plains #108	485,062	0.30%
	Thompson Falls #7	624,746	0.38%
		<u>\$ 1,429,146</u>	0.87%
Sheridan	Medicine Lake #90	721,624	0.44%
	Plentywood #53	441,356	0.27%
		<u>\$ 1,162,980</u>	0.71%
Silver Bow	Butte #116	4,698,939	2.87%
	Butte #2	1,632,856	1.00%
		<u>\$ 6,283,752.15</u>	3.87%

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2020

County	City	Gross Sales	Percent of Total Sales
Stillwater	Absarokee #167	717,667	0.44%
	Columbus #16	554,409	0.34%
		<u>\$ 1,272,076</u>	0.78%
Sweetgrass	Big Timber #17	<u>\$ 439,926</u>	0.27%
Teton	Choteau #34	232,488	0.14%
	Fairfield #130	95,485	0.06%
		<u>\$ 327,973</u>	0.20%
Toole	Shelby #29	<u>\$ 390,551</u>	0.24%
Valley	Glasgow #24	936,676	0.57%
	Nashua #95	41,478	0.03%
		<u>\$ 981,154</u>	0.60%
Wheatland	Harlowton #38	<u>\$ 312,819</u>	0.19%
Yellowstone	Billings #196	5,132,246	3.13%
	Billings #3	5,655,031	3.45%
	Billings #4	1,441,128	0.88%
	Laurel #65	9,432,875	5.76%
		<u>\$ 21,661,280</u>	13.22%
Totals		<u>\$163,873,622</u>	<u>100%</u>