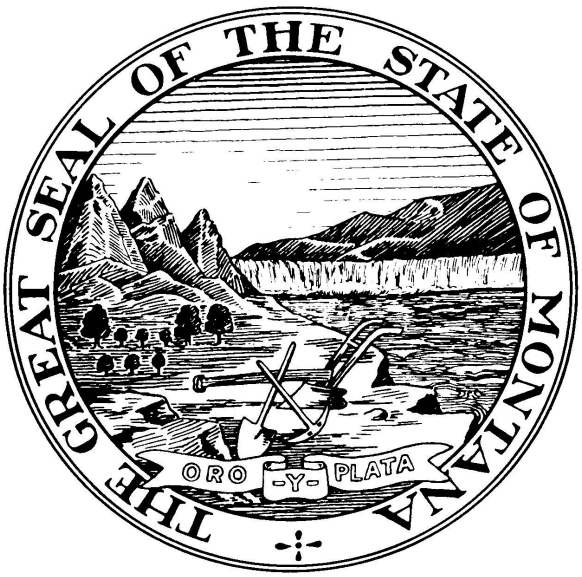
Montana Department of
REVENUE

FISCAL YEAR 2013

LIQUOR ENTERPRISE FUND

REPORT OF OPERATIONS



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Liquor Control Division General Information

Montana History of Liquor Control

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

The Control Jurisdiction Advantage

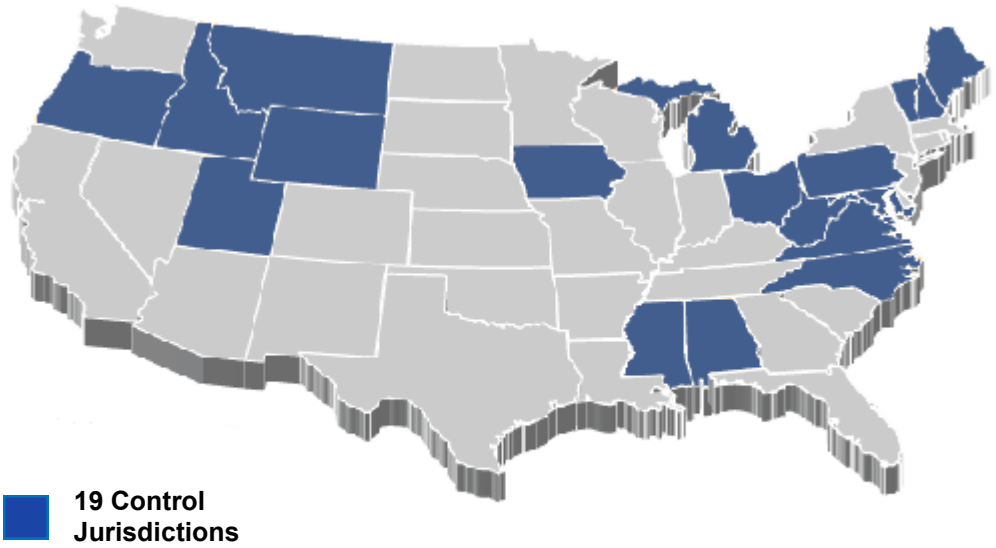
When Prohibition was repealed in 1933, the process of determining the method of regulation of alcohol beverages fell to the citizens of the United States who decided by jurisdiction how they could best balance individual freedom with the social risk and public costs of beverage alcohol consumption. The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

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

Liquor Control Division General Information

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

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



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

Liquor Control Division General Information

Our Mission

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

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

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

Our Function

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

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

Residents in Montana are in good company – 27 percent of the U.S. population operates under the control distribution system – where policies that support moderate and responsible consumption replace economic incentives, and proceeds from the sale of beverage alcohol go directly to the residents rather than to private sellers. The control jurisdictions represent 27 percent of the nation's population and account for roughly 24 percent of its sales of distilled spirits. Annual statistical data clearly shows that per capita consumption of distilled spirits is approximately 15.4 percent less in control states than in license states.

Liquor Control Division General Information

Benefits to Montanans

- A major source of revenue:

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

- Support of alcohol programs:

  Revenues from distilled spirit taxes are distributed to the credit of the Department of Public Health and Human Services for the treatment, rehabilitation, and prevention of alcoholism and chemical dependency.

- Promote moderation:

  Control systems promote moderation in consumption. Annual statistical data clearly shows that per capita consumption of distilled spirits is lower in control states than in open states.

- Improve overall safety through education, regulation and enforcement:

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

Liquor Control Division General Information

Liquor Distribution Bureau

Liquor Distribution manages state wholesale liquor operations, including warehouse shipping and receiving, accounts receivable and payable, inventory management, liquor order processing, agency contract management, and customer service. The state maintains agency franchise contracts and supplies liquor to 96 private agency liquor stores. These agency liquor stores are the exclusive retailers of liquor and fortified wine, they sell to the public for off-premise consumption and to Montana's 1900+ all-beverage licensees. The state Liquor Warehouse held bailed and/or state owned inventories for approximately 1100 regular list products and more than 2400 special order products.

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

Liquor Licensing Bureau

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

The bureau issued a total of 5,225 licenses for fiscal year 2013 including license renewals for retail sale of distilled spirits, beer or wine, vendor permits, winery registrations, distributors, breweries, special beer and wine permits and connoisseurs licenses.

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

Liquor Control Division General Information

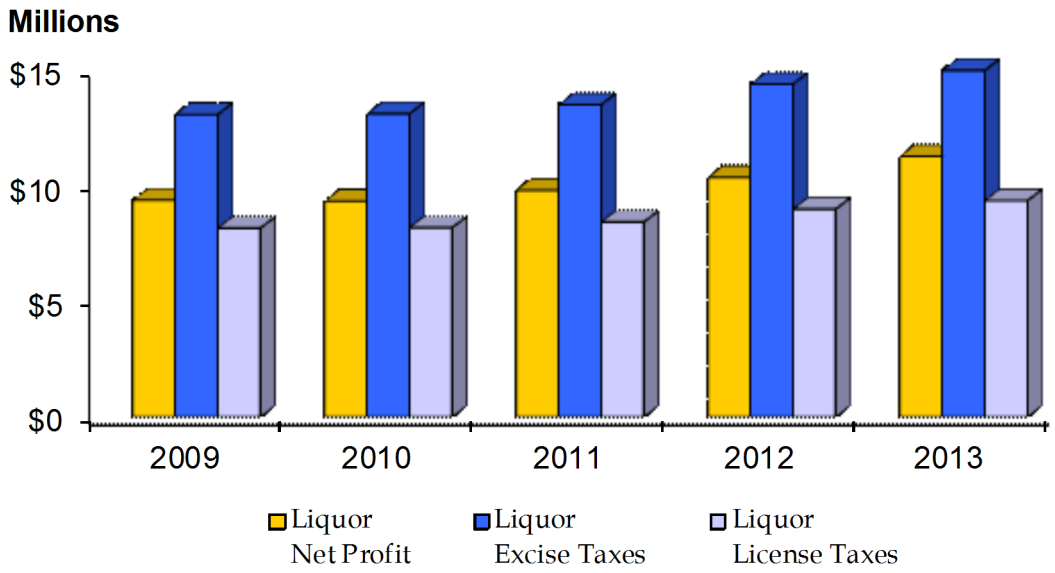
Liquor Education

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

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

Liquor Education continues to review outside server training programs for use in the state that meet statute and rule. Liquor Education also provides presentations at community events, DUI Task Force meetings and specialized law enforcement trainings, as well as, train-the-trainer sessions for the Let's Control It program. Educational mailings and materials are continually developed to provide information and outline responsible practices.

Five Year History of Liquor Taxes and Profit



Fiscal Year	Liquor Net Profit	Liquor Excise Taxes	Liquor License Taxes	Total Revenue
2009	$ 9,314,687	12,989,225	8,118,270	30,422,182
2010	$ 9,271,707	13,020,876	8,138,240	30,430,823
2011	$ 9,770,839	13,411,139	8,381,042	31,563,020
2012	$ 10,291,714	14,291,424	8,931,713	33,514,851
2013	$ 11,191,232	14,876,139	9,296,333	35,363,704

In 2013, $28.7 million from liquor operations were distributed to the State **General Fund** and $6.1 million to the **Special Revenue Fund.** The Department of Public Health and Human Services uses special revenue funds to treat, rehabilitate, and prevent alcohol and chemical dependency.

Statutory Distributions:

- Taxes

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

- Liquor Profit

  Distributed to State General Fund

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

Schedule of Licenses Issued

For the fiscal year ending June 30, 2013

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

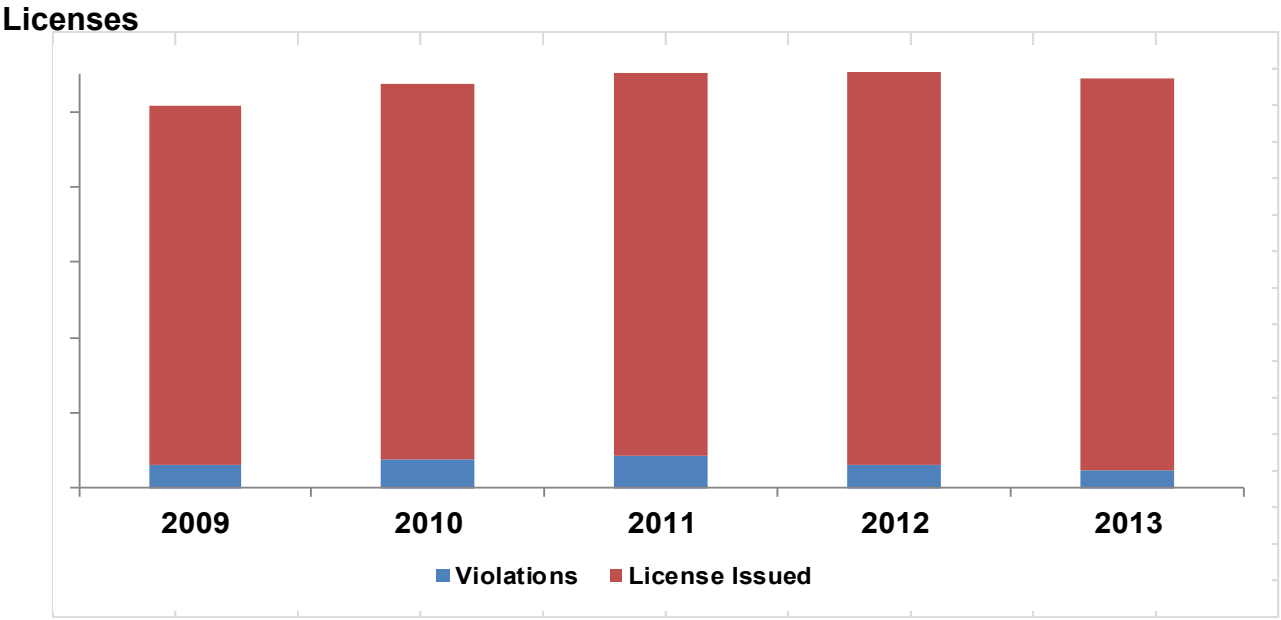
*RBW = Restaurant Beer and Wine

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

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

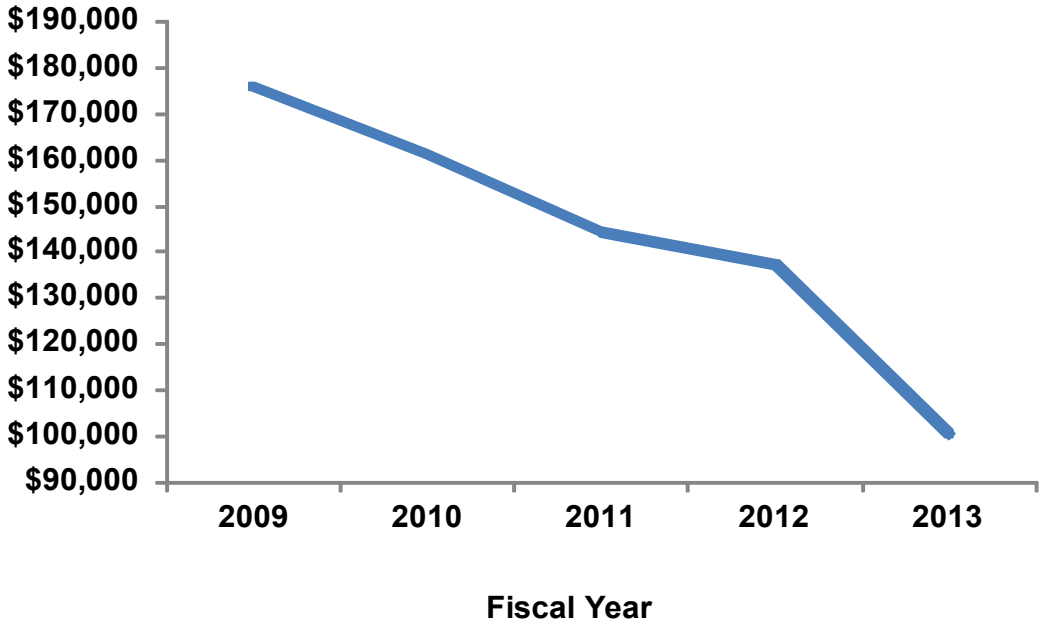
Other	All-Bev	Beer	Wine	Beer/Wine	Total
Special Permits	6		4	495	505
Connoisseur License		0	173	6	179
Vendor Representative	119				119
Total Other	**125**	**0**	**177**	**501**	**803**

Five year History of Licenses and Violations Issued

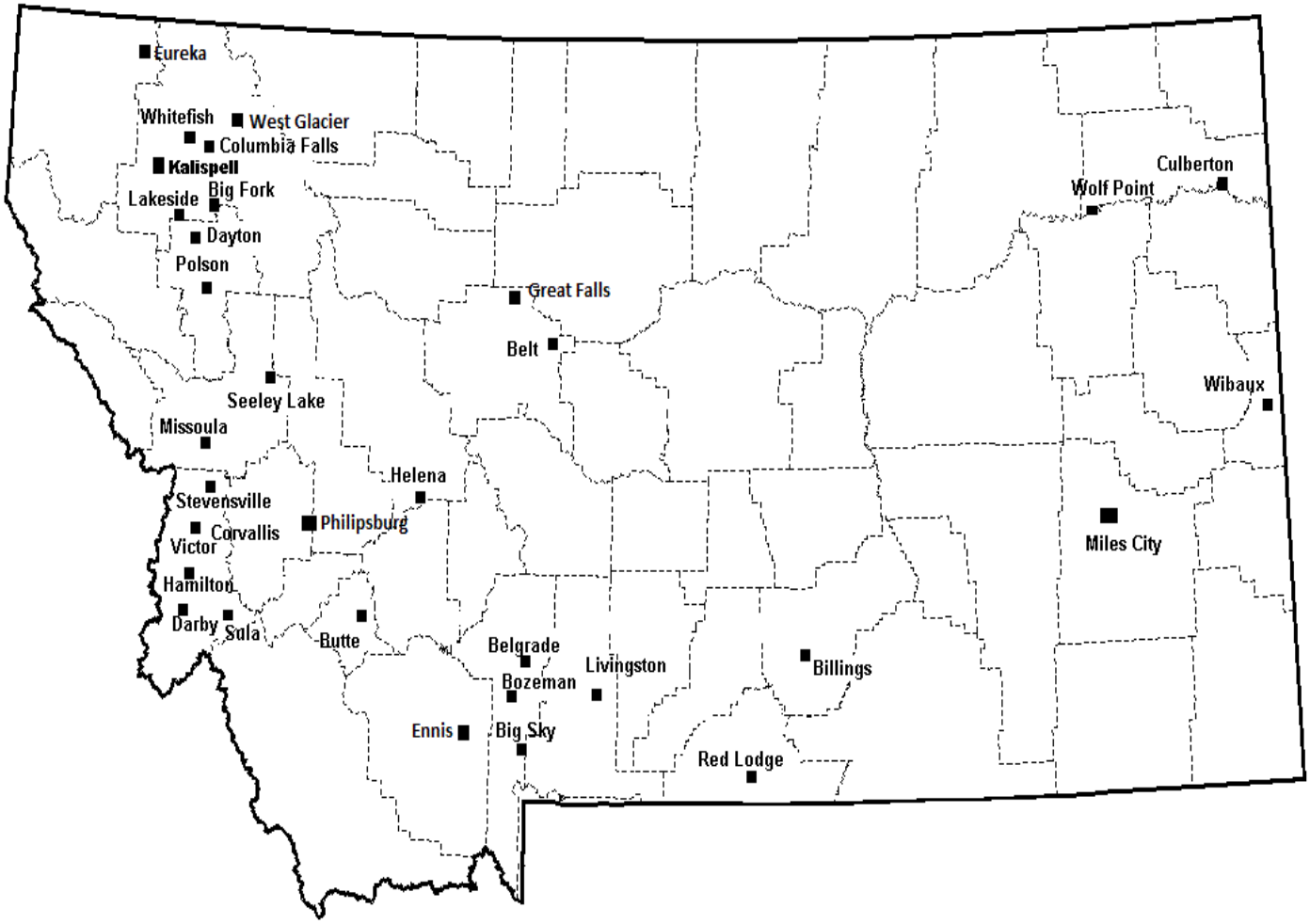


The number of violations in fiscal year 2013 was 226. This makes up for less than 4 percent of the total licenses issued. Violations include late payments and late renewals and the associated penalties and interest along with code violations.

Five year History of Violation Fees



Breweries, Distilleries & Wineries in Montana



Cities with Wineries

Bigfork
Bowman Orchards
D Berardinis
Prodigy Wines
Billings
Merry Cellars
Yellowstone Cellars and Winery
Bozeman
Old Hatchery Winery
Wine Bozo's
Columbia Falls
Flathead Lake Winery

Corvallis
Blodgett Canyon Cellars
Culbertson
Rolling Hills Winery
Trapper Peak Winery
Dayton
Mission Mountain Winery
Kalispell
Going to the Sun Winery
Miles City
Tounge River Vineyard & Winery

Missoula
Missoula Winery
Ten Spoon Vineyard
Polson
Grinde Bay Winery
Sula
Montana Ciderworks
Victor
Hidden Legends Winery

Breweries, Distilleries & Wineries in Montana

Cities With Breweries

Belgrade
Madison River Brewing Company
Belt
Harvest Moon Brewing Co
Big Sky
Lone Peak Brewing
Bigfork
Flathead Lake Brewing
Flathead Lake Brewing
Billings
Angry Hanks Microbrewery
Angry Hanks Microbrewery
Canyon Creek Brewing
Billings Brewing Company
Fat Jacks Tap Room
Himmelberger Brewing
Uberbrew
Yellowstone Valley Brewing Co
Yellowstone Valley Brewing Co
Carter's Brewing
Bozeman
Bozeman Brewing Company
Bridger Brewing Company
Outlaw Brewing
406 Brewing Company

Butte
Quarry Brewing
Columbia Falls
Desert Mountain Brewing
Culbertson
Badlands Brewery
Eureka
Homestead Ales
Great Falls
Bowser Brewing Company
The Front Brewing Company
Hamilton
Bitteroot Brewing
Higherground Brewing
Helena
Blackfoot River Brewing
Lewis and Clark Brewing Company
Kalispell
Tamarack Brewing Company
Livingston
Neptune's Brewery

Missoula
Bayern Brewing
Big Sky Brewing
Draught Works
Kettlehouse Brewing Co.
Kettlehouse Brewing Company
Philipsburg
Philipsburg Brewing Company
Polson
Glacier Brewing Company
Red Lodge
Red Lodge Ales Brewing Company
Stevensville
Blacksmith Brewing Company
Wildwood Brewing
Whitefish
Great Northern Brewing Company
Kalispell Brewing LLC
Wibaux
Beaver Creek Brewery
Wolf Point
Missouri Breaks Brewing

Cities with Distilleries

Bigfork
Whistling Andy
Billings
Trailhead Spirits
Spirit of Montana Distillery
Bozeman
Big Sky Distrillery
Roughstock Distillery

Butte
Headframe Spirits
Corvallis
Swanson's Mountain View Distillery
Ennis
Willie's Distillery
Helena
Vigilante Distilling

Kalispell
Vilya Spirits
Missoula
Montgomery Distillery
The MT Distillery
West Glacier
Glacier Distilling Company

Comparative Statement of Revenues and Expenses

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

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

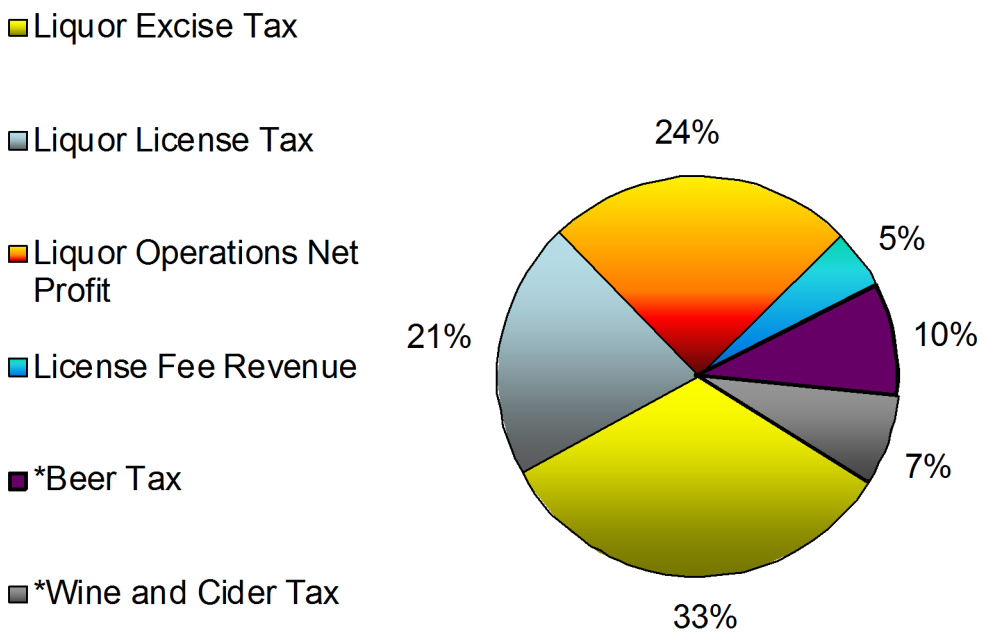
Comparative Report of Alcohol Revenues

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

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

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

Percent of Total Alcohol Revenues for 2013



Operating Expenses

For the fiscal year ending June 30, 2013

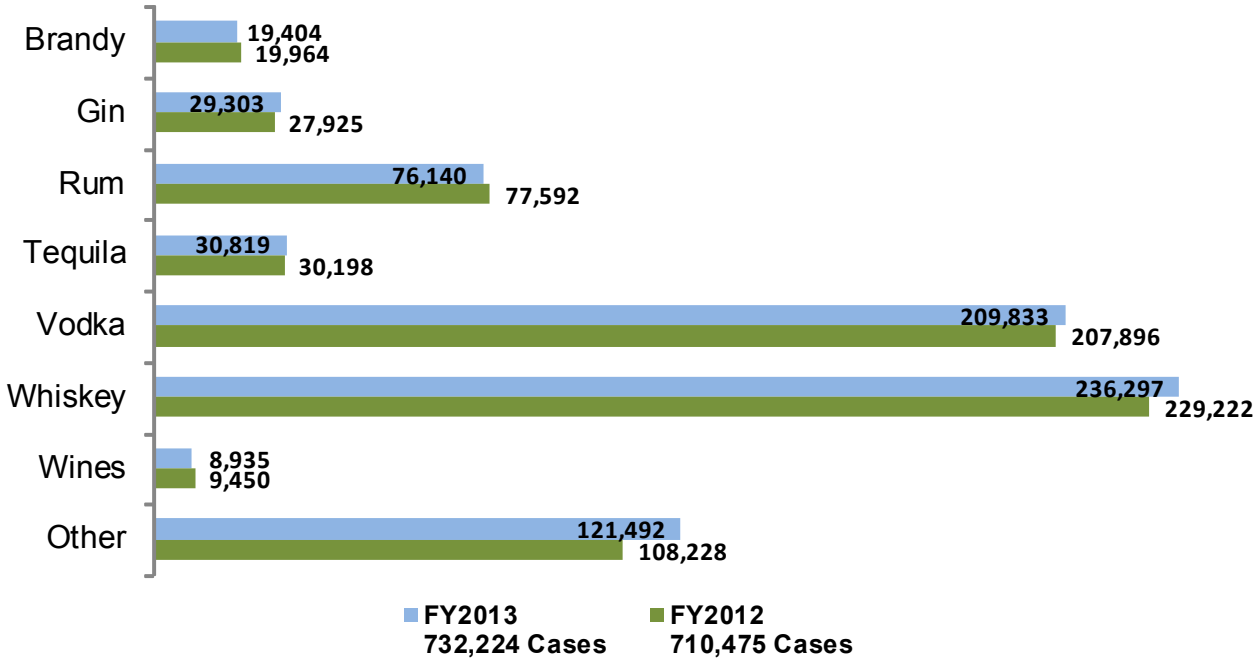
	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	$ 804,629	$ 486,808	$ 1,291,437
Employee Benefits, Payroll Tax	292,689	174,290	466,979
Indirect Administrative Costs	276,057	18,927	294,984
Contracted Services	90,624	114,470	205,094
Supplies & Materials	100,038	12,728	112,766
Communications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

Operating Expenses

For the fiscal year ending June 30, 2012

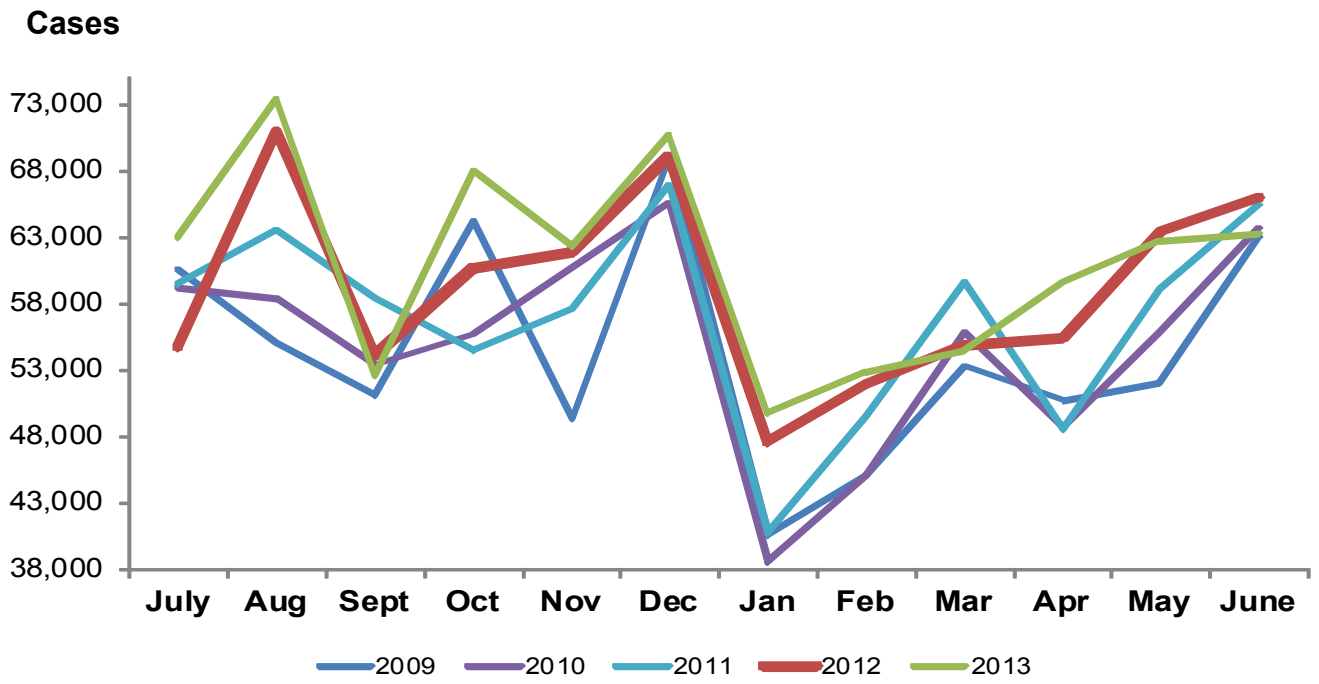
	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	$ 727,733	$ 494,436	$1,222,169
Employee Benefits, Payroll Tax	261,571	181,389	442,960
Indirect Administrative Costs	146,961	146,960	293,921
Contracted Services	258,186	77,160	335,346
Supplies & Materials	77,958	6,652	84,610
Communications	31,930	22,493	54,423
Travel	964	6,757	7,721
Rent	197	-	197
Utilities	55,802	-	55,802
Repairs & Maintenance	70,569	1,431	72,000
Other Expenses	50,601	40,396	90,997
Depreciation	93,450	-	93,450
Total Operating Expenses	**$ 1,775,921**	**$ 977,674**	**$ 2,753,595**

Case Comparison by Class for Fiscal Years 2013 and 2012



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

Five Year History of Cases Shipped by Month



Fiscal Year

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

County	City		Gross Sales	Percent of Total Sales
Stillwater	Columbus #16	$	386,715	0.32%
	Absarokee #167		683,525	0.57%
		$	1,070,240	**0.90%**
Sweetgrass	Big Timber #17	$	328,709	**0.28%**
Teton	Choteau #34	$	180,271	0.15%
	Fairfield #130		65,293	0.05%
		$	245,564	**0.21%**
Toole	Shelby #29	$	534,227	**0.45%**
Valley	Glasgow #24	$	564,205	0.47%
	Nashua #95		68,008	0.06%
		$	632,213	**0.53%**
Wheatland	Harlowton #38	$	152,574	**0.13%**
Yellowstone	Billings #3	$	5,213,072	4.38%
	Billings #4		2,015,995	1.69%
	Laurel #65		5,481,809	4.60%
	Billings #196		4,692,316	6.30%
		$	17,403,192	**16.98%**
Totals		**$**	**119,044,211**	**100%**

*Counties that do not have a liquor store include Carter, Garfield, Golden Valley, Granite, Powder River, Prairie, Treasure and Wibaux.

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