

FISCAL YEAR 2018

LIQUOR

ENTERPRISE FUND

REPORT OF OPERATIONS



Table of Contents

Liquor Enterprise Fund Report of Operations

	Page No.
General Information	1
Five Year History of Taxes and Profit	7
Schedule of Licensed 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

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

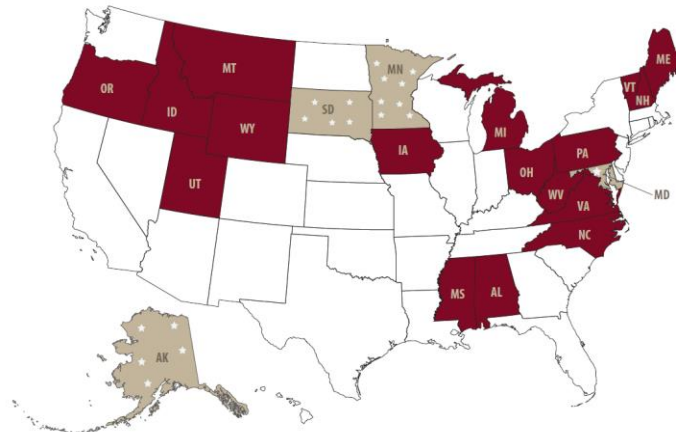
When Prohibition was repealed in 1933, the process of determining the method of regulation of alcohol beverages fell to the citizens of the United State who decided, by jurisdiction, how they could best balance individual freedom with the social risk and public costs of beverage alcohol consumption. 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, Alcoholic Beverage 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. Jurisdictions in Alaska, Maryland, Minnesota and South Dakota have adopted forms of the “control” model.

The Control State System is not unique to the United States. Many other countries across the world have adopted alcohol beverage Control Systems similar to those utilized by the Control Jurisdictions. Among those countries are Azerbaijan, Bosnia and Herzegovina, Cambodia, Canada*, Cape Verde, Columbia, Costa Rica, Egypt, El Salvador, Ethiopia, French Polynesia, Finland, Gambia, Iceland, India*, Kyrgyzstan, Lao PDR, Lithuania, Luxembourg, Malawi, Maritius, Micronesia (Fed. St.), Mongolia, Montserrat, Norway, Romania, Seychelles, Slovakia, Sweden, Switzerland, Macedonia, Turkey and Turkmenistan.

*Many, but not all Canadian provinces and Indian states are control.

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 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 holds bailed and/or state-owned inventories for approximately 1,300 regular list products and more than 3,000 special order products.

Fiscal year 2018 generated a combined total income from taxes collected and profits earned of \$41.4 million. This is approximately \$5.4 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 5,286 licenses for fiscal year 2018 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 2018 were approximately \$2.6 million which includes revenues collected for registrations, processing, seating fees, late payments on renewals, and liquor license violations. Liquor license violations were up from 334 in fiscal year 2017 to 542 in fiscal year 2018.

Alcoholic Beverage Control Division General Information

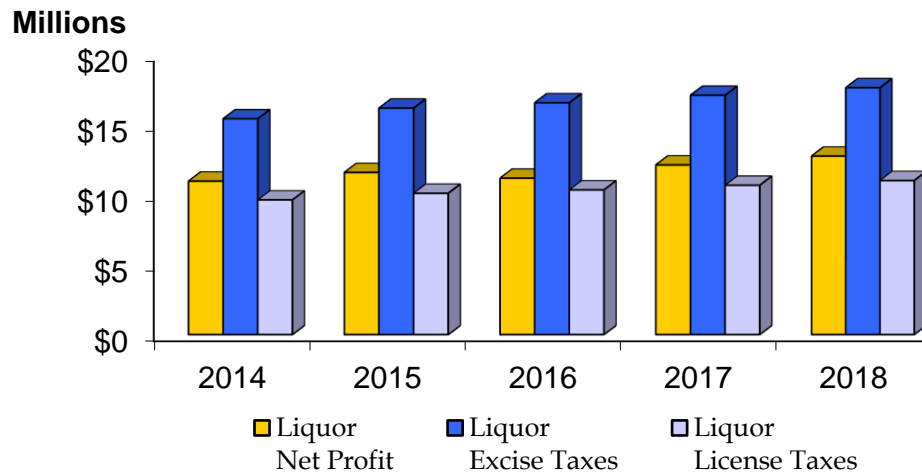
Alcoholic Beverage Education

The Alcoholic Beverage 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.

Alcoholic Beverage Education continues to review outside server training programs that could be used in the state, insuring they meet the state's statute and rule. Alcoholic Beverage Education also provides presentations at various community events, DUI Task Force meetings, specialized law enforcement training and train-the-trainer sessions for the Let's Control It program. Alcoholic Beverage 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 Alcoholic Beverage Education Unit has developed a broad network of community partners, brought in more than 240 active volunteer trainers and expanded and updated the state training program Let's Control It. The unit has worked with statewide partners to launch efforts such as the Montana Community Change Project, DUI task forces across the state, the Comprehensive Highway Safety Plan Alcohol Strategy Implementation team and the Interagency Coordinating Council on State Prevention Programs.

Five Year History of Liquor Taxes and Profit



Fiscal Year	Liquor Net Profit	Liquor Excise Taxes	Liquor License Taxes	Total Revenue
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
2018	12,766,433	17,646,138	11,027,618	41,440,189

In 2018, \$34.2 million from liquor operations was distributed to the State General Fund and \$7.2 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, 2018

Retail Outlets	All- Beverage	Beer	Wine	Beer/ Wine	RBW	Total
On Premise	796	50		372	176	1,394
On Premise With Catering	556	2		67	74	699
Off Premise		80	6	822		908
Sacramental Wine			3			3
Veteran's Organizations	47					47
Fraternal	58					58
Airport	7			1		8
Resort	23					23
Floaters	15					15
Enlisted Officer's Club	1					1
Public Golf Course				21		21
Non-Profit Arts				18		18
Carrier - Airline	6					6
Carrier - Railroad	1					1
Fairgrounds With Catering				1		1
Total Retail Outlets	1,510	132	9	1,302	250	3,203

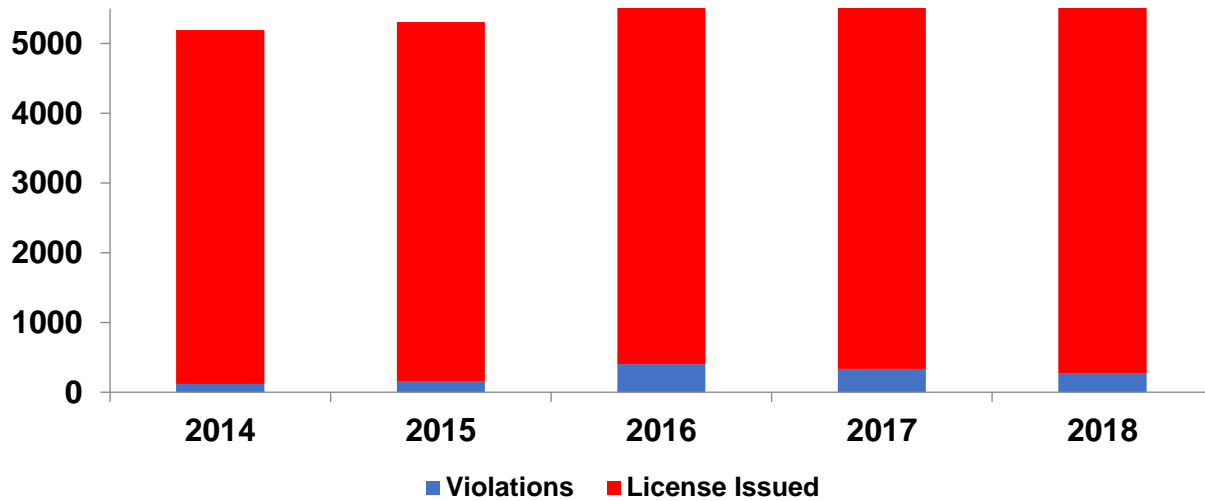
*RBW = Restaurant Beer and Wine

Wholesalers and Distributors	Beer	Wine	Beer/Wine	Total
Wholesalers and Distributors	2	7	17	26
Sub-Warehouse	2		10	12
Total Wholesaler and Distributors	4	7	27	38

Manufacturers	Beer	Wine	Distilled Spirits	Total
Domestic Brewery	88			88
Domestic Brewery Storage Depot	5			5
Domestic Winery		24		24
Domestic Distiller License			22	22
Foreign Brewery	109			109
Foreign Winery		1,187		1,187
Total Manufacturers	202	1,211	22	1,435

Other	All- Beverage	Beer	Wine	Beer/Wine	Total
Special Permits				556	556
Vendor Representative	155				155
Total Other	155	0	0	0	711

Five Year History of Licenses and Violations Issued



The number of violations in fiscal year 2018 was 542. Violations include late payments, late renewals and the associated penalties along with code violations.

License Type	Fiscal Year 2018		Fiscal Year 2017	
	Applications Processed	Average Application Processing Time (days)	Applications Processed	Average Application Processing Time (days)
All-Beverage	174	43	152	38
Beer	61	42	141	48
RBW	30	33	45	31
Manufacturer	25	52	21	43
Distributor	10	30	2	41
Off-Premises	86	26	163	36
TOTAL	386 Applications Processed		524 Applications Processed	

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

Breweries in Montana

Anaconda

Smelter City Brewing

Baker

Old Skool Brewery

Belgrade

Madison River Brewing Co
One Pride, Inc.

Belt

Harvest Moon Brewing Co

Big Sky

Beehive Basin Brewery
Lone Peak Brewing

Bigfork

Flathead Lake Brewing Co

Billings

Angry Hank's Microbrewery
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
Bozeman Brewing Co
Bridger Brewing Company
Dean's Zesty Booch
Julius Lehrkind Brewing
Map Brewing Company
Mountains Walking Brewing
Outlaw Brewing
White Dog Brewing Co

Butte

Butte Brewing Company
Muddy Creek Brewery
Quarry Brewing

Columbia Falls

Backslope Brewing

Culbertson

Badlands Brewery

Cut Bank

Cut Bank Creek Brewery

Breweries in Montana

Darby

Bandit Brewing Company

Deer Lodge

Elk Ridge Brewing Co

Dillon

Beaverhead Brewing Co

Eureka

Homestead Ales

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

Helena

Blackfoot River Brewing Co
Crooked Furrow Brewing
Lewis & Clark Brewing Co
Snow Hop Brewery
Ten Mile Creek Brewing

Kalispell

Bias Brewing
Kalispell Brewing
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
Conflux Brewing Company
Draught Works
Gild Brewing
Great Burn Brewing
Imagine Nation Brewing Co
Kettlehouse Brewing Co
Missoula Brewing Company
Northside Brewery

Philipsburg

Philipsburg Brewing Co

Polson

Glacier Brewing Company

Red Lodge

Red Lodge Ales Brewing Co

Sheridan

Ruby Valley Brewing

Sidney

Meadowlark Brewing

Stevensville

Blacksmith Brewing C
Wildwood Brewing

White Sulphur Springs

2 Basset Brewery

Whitefish

Bonsai Brewing Project
The Great Northern Brewing

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

Bozeman Spirits Distillery
Dry Hills Distillery
Wildrye Distilling

Butte

Headframe Sprits

Coram

Glacier Distilling Company

Ennis

Willie's Distillery

Florence

Fireroot Distillery

Helena

Gulch Distillers

Kalispell

Vilya Spirits
Whitefish Handcrafted Spirits

Lolo

Lolo Creek Distillery

Missoula

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

Grande Cielo
Lockhorn Hard Ciders
Valo Cellars

Conner

Montana Ciderworks

Darby

Trapper Peak Winery

Dayton

Mission Mountain Winery

Florence

Betterroot

Hamilton

Back Road Cider
Blodgett Canyon Cellars

Kalispell

Glacier Sun Winery
Tailing Loop Winery

Miles City

Tongue River Vineyard

Missoula

Missoula Winery
Ten Spoon Vineyard
Western Cider Company

Polson

D. Berardinis Winery
Grinde Bay Winery

Victor

Hidden Legend Winery

Comparative Statement of Revenues and Expenses

For the fiscal years ending June 30, 2018 and June 30, 2017

	2018	2017
Gross Liquor Sales	\$ 143,965,891	\$ 139,295,910
Less Discounts Granted	18,810,818	18,028,484
Adjusted Gross Liquor Sales	\$ 125,155,073	\$ 121,267,426
Cost of Goods Sold	81,705,772	79,028,894
Gross Income from Liquor Sales	\$ 43,449,301	\$ 42,238,532
Non-Operating Income (License Fee Revenue and Other Income)	2,591,119	2,552,275
Total Income	\$ 46,040,420	\$ 44,790,807
Total Operating Expenses	\$ 3,008,493	\$ 3,213,699
Operating Income	\$ 43,031,927	\$ 41,577,108
Transfers Out:		
Liquor License Fees to:		
General Fund	259,988	261,414
Department of Justice	1,310,846	1,359,544
Total Liquor License Fees	\$ 1,570,834	\$ 1,620,958
Carrier Excise Tax to General Fund	19,956	19,013
Liquor Excise Tax to General Fund	17,646,138	17,105,836
Liquor License Tax to:		
General Fund	3,804,528	3,688,481
Special Revenue Fund	7,223,090	7,002,767
Total License Tax	\$ 11,027,618	\$ 10,691,248
Tax and Fee Transfers	\$ 30,224,926	\$ 29,437,055
Net Income from Operations	\$ 12,807,001	\$ 12,140,053
Transfers to General Fund	12,200,000	11,750,000
Change in Net Assets	\$ 607,001	\$ 390,053

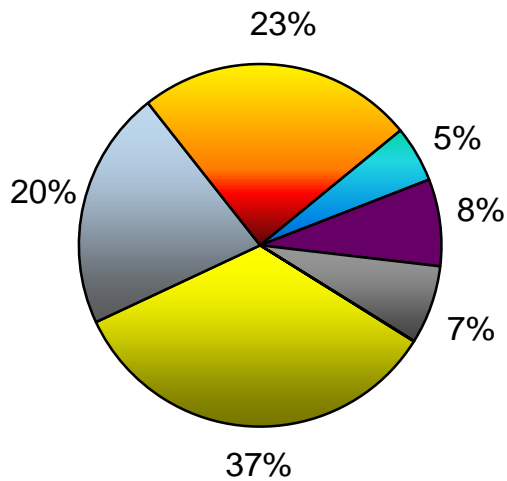
Comparative Report of Alcohol Revenues

For the fiscal years ending June 30, 2018 and June 30, 2017

	2018		2019
Liquor License Tax	\$ 17,646,138	\$	17,105,836
Liquor License Tax	11,027,618		10,691,248
Liquor Operations Net Profit	12,766,434		12,140,055
License Fee Revenue	2,591,119		2,522,275
*Beer Tax	4,010,619		4,012,581
*Wine and Cider Tax	3,615,502		3,606,701
*Carrier Tax	19,956		19,035
Total Revenue from Alcohol Sales	\$ 51,677,386	\$	50,097,731

*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 Fiscal year ending June 30, 2018

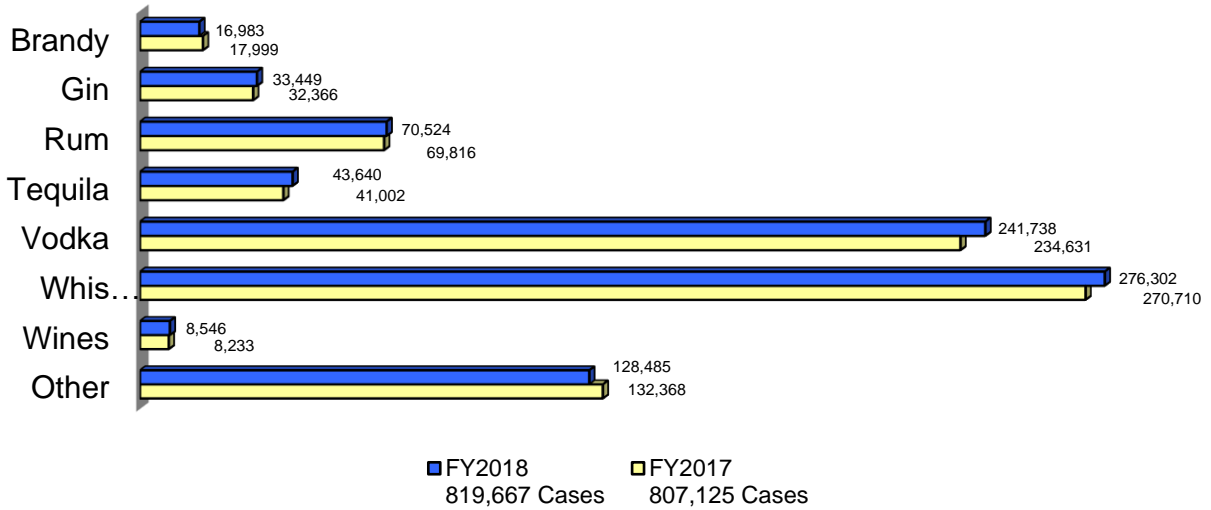
	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	\$ 893,741	\$ 662,111	\$ 1,555,852
Employee Benefits, Payroll Tax	\$ 283,503	\$ 236,193	\$ 519,696
Indirect Administrative Costs	\$ 414,240	\$ 0	\$ 414,240
Contracted Services	\$ 65,011	\$ 49,198	\$ 114,209
Supplies & Materials	\$ 46,046	\$ 16,483	\$ 62,529
Communications	\$ 26,852	\$ 18,777	\$ 45,629
Travel	\$ 5,011	\$ 7,554	\$ 12,565
Rent	\$ 37,659	\$ 0	\$ 35,776
Utilities	\$ 24,622	\$ 24,623	\$ 49,245
Repairs & Maintenance	\$ 19,380	\$ 15,141	\$ 34,521
Other Expenses	\$ 11,788	\$ 29,825	\$ 48,276
Depreciation	\$ 120,735	\$ 0	\$ 120,735
Total Operating Expenses	\$ 1,948,588	\$ 1,059,905	\$ 3,008,493

Operating Expenses

For fiscal year ending June 30, 2017

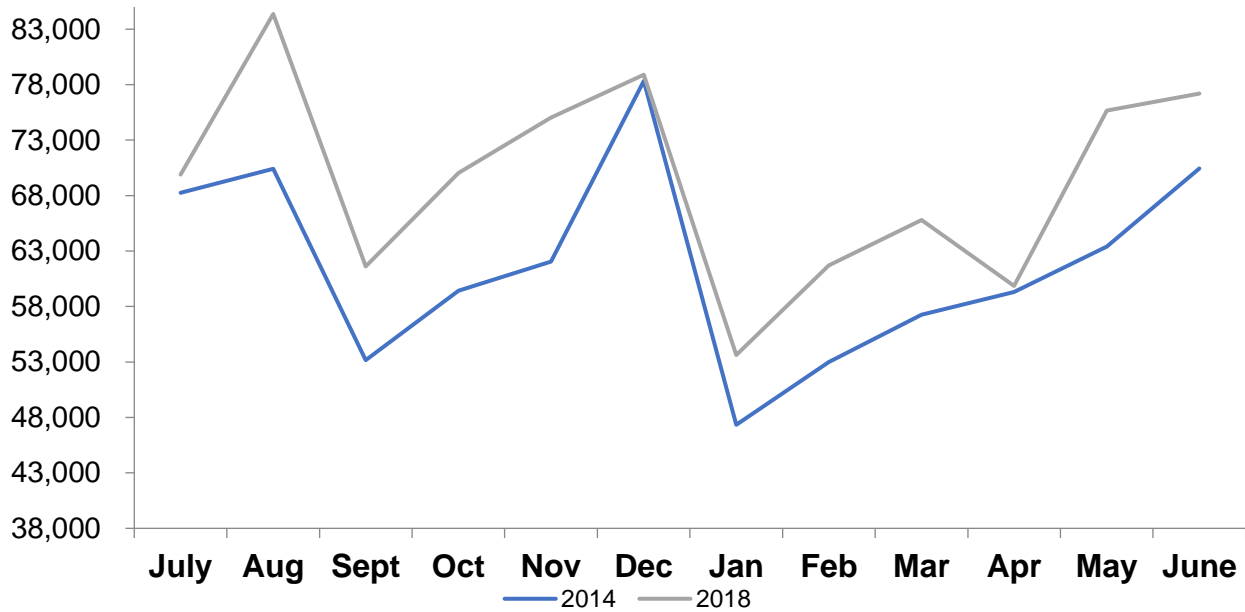
	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	\$ 966,357	\$ 611,099	\$ 1,577,456
Employee Benefits, Payroll Tax	\$ 405,744	\$ 255,016	\$ 660,760
Indirect Administrative Costs	\$ 409,681	\$ 0	\$ 409,681
Contracted Services	\$ 66,200	\$ 26,123	\$ 92,323
Supplies & Materials	\$ 98,053	\$ 11,243	\$ 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	\$ 0	\$ 54,844
Repairs & Maintenance	\$ 55,144	\$ 3,494	\$ 58,638
Other Expenses	\$ 38,214	\$ 2,464	\$ 40,678
Depreciation	\$ 140,512	\$ 0	\$ 140,512
Total Operating Expenses	\$ 2,282,381	\$ 931,317	\$ 3,213,698

Case Sale Comparison by Class for Fiscal Years 2017 and 2018



Class	FY2018 819,667 Cases	Percent to Total	FY2017 807,125 Cases	Percent to Total	Percent Change
Brandy	16,983	2.07%	17,999	2.23%	-5.64%
Gin	33,449	4.08%	32,366	4.01%	3.35%
Rum	70,524	8.60%	69,816	8.65%	1.01%
Tequila	43,640	5.32%	41,002	5.08%	6.43%
Vodka	241,738	29.49%	234,631	29.07%	3.03%
Whiskey	276,302	33.71%	270,710	33.54%	2.07%
Wines	8,546	1.04%	8,233	1.02%	3.80%
Other	128,485	15.68%	132,368	16.40%	-2.93%
Total	819,667	100.00%	807,125	100.00%	1.55%

Five Year History of Cases Shipped by Month



Cases Shipped by Fiscal Year

Month	2014	2015	2016	2017	2018
July	68,250	67,525	67,809	65,050	69,883
Aug	70,407	69,333	69,223	76,710	84,376
Sept	53,154	62,013	64,310	66,318	61,605
Oct	59,426	70,592	64,945	65,974	70,048
Nov	62,060	62,424	67,372	71,483	75,023
Dec	78,332	82,080	82,072	83,911	78,885
Jan	47,337	47,130	46,827	46,978	53,627
Feb	53,001	55,072	60,311	59,753	61,705
Mar	57,249	62,498	68,754	66,639	65,812
Apr	59,317	58,224	55,688	54,730	59,865
May	63,406	64,226	68,121	73,690	75,668
June	70,449	75,628	77,031	75,889	77,197
Total	742,388	776,745	792,463	807,125	833,694

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2018 and June 30, 2017

Location	2018 By Volume	2018 Sales	2017 By Volume	2017 Sales
Absarokee #167	46	\$ 676,499	40	\$ 756,154
Alberton #138	87	98,664	88	91,558
Anaconda #14	37	979,614	38	950,340
Augusta #81	90	83,599	91	74,405
Baker #42	30	1,304,459	30	1,362,724
Belgrade #76	2	9,638,509	2	9,439,685
Big Sky #190	21	2,089,363	21	1,795,409
Big Timber #17	65	409,892	66	403,550
Bigfork #179	26	1,513,128	28	1,470,269
Billings #196	9	4,339,720	7	4,695,799
Billings #3	6	4,588,439	5	5,150,022
Billings #4	29	1,469,168	25	1,605,327
Boulder #56	85	121,770	84	128,113
Bozeman #193	5	5,637,723	8	4,399,821
Bozeman #9	13	3,585,240	13	3,750,958
Bridger #91	62	433,984	62	422,626
Butte #116	10	4,196,202	10	3,966,815
Butte #2	24	1,594,255	29	1,422,589
Chester #35	91	81,075	89	85,842
Chinook #28	75	260,757	77	240,177
Choteau #34	80	220,480	78	223,823
Columbia Falls #73	17	2,628,888	19	2,268,427
Columbus #16	57	473,662	60	459,345
Conrad #33	68	335,843	71	293,960
Cut Bank #45	25	1,558,730	26	1,556,092
Darby #85	59	458,690	55	513,413

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2018 and June 30, 2017

Location	2018 By Volume	2018 Sales	2017 By Volume	2017 Sales
Deer Lodge #11	53	\$ 527,960	54	\$ 515,296
Dillon #32	33	1,071,214	35	1,062,466
East Helena #83	15	3,152,626	15	2,925,900
Ennis #60	50	623,978	51	628,686
Eureka #69	45	701,974	46	693,258
Evergreen #67	16	2,669,477	16	2,915,959
Fairfield #130	93	63,323	93	58,478
Forsyth #23	67	361,261	67	369,858
Fort Benton #31	70	318,434	76	240,978
Gardiner #58	54	494,163	59	467,930
Glasgow #24	39	807,039	39	792,451
Glendive #21	31	1,227,614	32	1,099,839
Great Falls #139	7	4,545,774	6	4,893,643
Great Falls #140	19	2,314,355	17	2,463,766
Great Falls #141	55	480,235	53	533,686
Hamilton #18	22	1,754,980	23	1,681,242
Hardin #37	64	425,394	64	414,208
Harlowton #38	74	270,985	72	263,528
Havre #26	28	1,498,809	27	1,483,668
Helena #1	12	3,804,648	9	4,063,015
Helena #5	38	929,843	34	1,062,971
Hot Springs #61	73	278,072	80	201,173
Hungry Horse #62	51	603,199	49	645,871
Kalispell #12	8	4,498,578	11	3,950,473
Kalispell #195	18	2,489,089	18	2,322,189
Laurel #65	3	7,831,188	4	7,699,041
Lewistown #15	36	986,838	37	969,660

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2018 and June 30, 2017

Location	2018 By Volume	2018 Sales	2017 By Volume	2017 Sales
Libby #6	40	\$ 761,694	42	\$ 737,176
Lima #82	92	66,543	92	69,451
Lincoln #112	77	250,575	73	251,645
Livingston #8	20	2,186,181	20	2,096,073
Lolo #192	1	14,989,852	1	12,036,733
Malta #22	47	660,407	47	654,521
Medicine Lake #90	49	635,556	50	631,912
Miles City #13	27	1,500,091	22	1,683,249
Missoula #170	11	4,036,486	12	3,759,255
Missoula #171	4	7,639,356	3	7,775,150
Nashua #95	94	40,533	94	42,179
Plains #108	66	402,256	65	404,428
Plentywood #53	63	426,025	58	468,492
Polson #54	23	1,708,945	24	1,672,454
Poplar #100	82	153,631	87	104,917
Red Lodge #27	34	1,061,983	33	1,093,737
Ronan #101	48	652,551	48	653,874
Roundup #44	61	443,767	63	418,875
Scobey #51	83	139,628	83	139,785
Seeley Lake #122	58	463,881	57	490,106
Shelby #29	60	456,370	56	494,260
Sheridan #105	71	294,125	69	313,957
Sidney #50	32	1,163,390	31	1,177,570
St. Ignatius #74	79	220,806	79	216,611
St. Regis #185	44	710,764	45	698,758
Stanford #43	84	124,215	82	143,107
Stevensville #115	42	716,141	44	699,891

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2018 and June 30, 2017

Location	2018 By Volume	2018 Sales	2017 By Volume	2017 Sales
Superior #30	78	\$ 245,424	75	\$ 243,065
Thompson Falls #7	52	580,602	52	582,208
Townsend #49	56	479,534	61	448,203
Troy #70	69	332,167	68	316,649
Twin Bridges #77	86	105,331	85	117,973
Valier #78	89	87,194	86	110,375
Victor #172	35	1,055,855	36	1,022,689
West Yellowstone #59	43	714,179	43	714,074
White Sulphur #36	81	185,889	81	179,713
Whitefish #64	14	3,364,972	14	3,265,459
Whitehall #104	72	293,242	70	305,755
Wilsall #117	76	258,701	74	244,352
Winifred #160	88	92,375	90	80,148
Winnett #39	95	37,989	95	36,649
Wolf Point #52	41	717,236	41	746,861
Totals		<u>\$143,965,845</u>		<u>\$139,293,809</u>

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2018

County	City	Gross Sales	Percent of Total Sales
Beaverhead	Dillon #32	1,071,214.00	0.74%
	Lima #82	66,543.90	0.05%
		<u>\$ 1,137,757.90</u>	0.79%
Big Horn	Hardin #37	<u>\$ 425,394.40</u>	0.30%
Blaine	Chinook #28	<u>\$ 260,757.10</u>	0.18%
Broadwater	Townsend #49	<u>\$ 479,534.90</u>	0.33%
Carbon	Bridger #91	433,984.40	0.30%
	Red Lodge #27	1,061,983.05	0.74%
		<u>\$ 1,495,967.45</u>	1.04%
Cascade	Great Falls #139	4,545,774.40	3.16%
	Great Falls #140	2,314,355.75	1.61%
	Great Falls #141	480,235.25	0.33%
		<u>\$ 7,340,365.40</u>	5.10%
Chouteau	Fort Benton #31	<u>\$ 318,434.00</u>	0.22%
Custer	Miles City #13	<u>\$ 1,500,091.70</u>	1.04%
Daniels	Scobey #51	<u>\$ 139,628.95</u>	0.10%
Dawson	Glendive #21	<u>\$ 1,227,614.20</u>	0.85%

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2018

County	City	Gross Sales	Percent of Total Sales
Deer Lodge	Anaconda #14	<u>\$ 979,614.35</u>	0.68%
Fallon	Baker #42	<u>\$ 1,304,459.75</u>	0.91%
Fergus	Lewistown #15	986,838.90	0.69%
	Winifred #160	92,375.50	0.06%
		<u>\$ 1,079,214.40</u>	0.75%
Flathead	Bigfork #179	1,513,128.35	1.05%
	Columbia Falls #73	2,628,888.95	1.83%
	Evergreen #67	2,669,477.95	1.85%
	Hungry Horse #62	603,199.00	0.42%
	Kalispell #12	4,498,578.20	3.12%
	Kalispell #195	2,489,089.05	1.73%
	Whitefish #64	3,364,972.25	2.34%
		<u>\$ 17,767,333.75</u>	12.34%
Gallatin	Belgrade #76	9,638,509.70	6.69%
	Big Sky #190	2,089,363.80	1.45%
	Bozeman #193	5,637,723.70	3.92%
	Bozeman #9	3,585,240.80	2.49%
	West Yellowstone #59	714,179.15	0.50%
		<u>\$ 21,665,017.15</u>	15.05%
Glacier	Cut Bank #45	<u>\$ 1,558,730.85</u>	1.08%
Hill	Havre #26	<u>\$ 1,498,809.40</u>	1.04%

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2018

County	City	Gross Sales	Percent of Total Sales
Jefferson	Boulder #56	121,770.65	0.08%
	Whitehall #104	293,242.75	0.20%
		<u>\$ 415,013.40</u>	0.28%
Judith Basin	Stanford #43	<u>\$ 124,215.05</u>	0.09%
Lake	Polson #54	1,708,945.95	1.19%
	Ronan #101	652,551.80	0.45%
	St Ignatius #74	220,806.15	0.15%
		<u>\$ 2,582,303.90</u>	1.79%
Lewis and Clark	Augusta #81	83,599.20	0.06%
	East Helena #83	3,152,626.20	2.19%
	Helena #1	3,804,648.90	2.64%
	Helena #5	929,843.35	0.65%
	Lincoln #112	250,575.45	0.17%
	<u>\$ 8,221,293.10</u>	5.71%	
Liberty	Chester #35	<u>\$ 81,075.55</u>	0.06%
Lincoln	Eureka #69	701,974.30	0.49%
	Libby #6	761,694.75	0.53%
	Troy #70	332,167.30	0.23%
		<u>\$ 1,795,836.35</u>	1.25%
Madison	Ennis #60	623,978.95	0.43%
	Sheridan #105	294,125.45	0.20%
	Twin Bridges #77	105,331.70	0.07%
		<u>\$ 1,023,436.10</u>	0.70%

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2018

County	City	Gross Sales	Percent of Total Sales
Meagher	White Sulphur Springs #36	<u>\$ 185,889.10</u>	0.13%
Mineral	Alberton #138	98,664.90	0.07%
	St Regis #185	710,764.85	0.49%
	Superior #30	245,424.45	0.17%
		<u>\$ 1,054,854.20</u>	0.73%
Missoula	Lolo #192	14,989,852.50	10.41%
	Missoula #170	4,036,486.90	2.80%
	Missoula #171	7,639,356.00	5.31%
	Seeley Lake #122	463,881.35	0.32%
		<u>\$ 27,129,576.75</u>	18.84%
Musselshell	Roundup #44	<u>\$ 443,767.70</u>	0.31%
Park	Gardiner #58	494,163.40	0.34%
	Livingston #8	2,186,181.55	1.52%
	Wilsall #117	258,701.85	0.18%
		<u>\$ 2,939,046.80</u>	2.04%
Petroleum	Winnett #39	<u>\$ 37,989.80</u>	0.03%
Phillips	Malta #22	<u>\$ 660,407.00</u>	0.46%
Pondera	Conrad #33	335,843.45	0.23%
	Valier #78	87,194.35	0.06%
		<u>\$ 423,037.80</u>	0.29%

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2018

County	City	Gross Sales	Percent of Total Sales
Powell	Deer Lodge #11	<u>\$ 527,960.05</u>	0.37%
Ravalli	Darby #85	458,690.60	0.32%
	Hamilton #18	1,754,980.80	1.22%
	Stevensville #115	716,141.05	0.50%
	Victor #172	1,055,855.80	0.73%
		<u>\$ 3,985,668.25</u>	2.77%
Richland	Sidney #50	<u>\$ 1,163,390.25</u>	0.81%
Roosevelt	Poplar #100	153,631.20	0.11%
	Wolf Point #52	717,236.90	0.50%
		<u>\$ 870,868.10</u>	0.61%
Rosebud	Forsyth #23	<u>\$ 361,261.35</u>	0.25%
Sanders	Hot Springs #61	278,072.00	0.19%
	Plains #108	402,256.50	0.28%
	Thompson Falls #7	580,602.15	0.40%
		<u>\$ 1,260,930.65</u>	0.87%
Sheridan	Medicine Lake #90	635,556.70	0.44%
	Plentywood #53	426,025.80	0.30%
		<u>\$ 1,061,582.50</u>	0.74%
Silver Bow	Butte #116	4,196,202.50	2.91%
	Butte #2	1,594,255.35	1.11%
		<u>\$ 5,790,457.85</u>	4.02%

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2018

County	City	Gross Sales	Percent of Total Sales
Stillwater	Absarokee #167	676,499.65	0.47%
	Columbus #16	473,662.70	0.33%
		<u>\$ 1,150,162.35</u>	0.80%
Sweetgrass	Big Timber #17	<u>\$ 409,892.00</u>	0.28%
Teton	Choteau #34	220,480.55	0.15%
	Fairfield #130	63,323.80	0.04%
		<u>\$ 283,804.35</u>	0.19%
Toole	Shelby #29	<u>\$ 456,370.85</u>	0.32%
Valley	Glasgow #24	807,039.05	0.56%
	Nashua #95	40,533.30	0.03%
		<u>\$ 847,572.35</u>	0.59%
Wheatland	Harlowton #38	<u>\$ 270,985.25</u>	0.19%
Yellowstone	Billings #196	4,339,720.40	3.01%
	Billings #3	4,588,439.15	3.19%
	Billings #4	1,469,168.20	1.02%
	Laurel #65	7,831,188.85	5.44%
		<u>\$ 18,228,516.60</u>	12.66%
Totals		<u>\$143,965,891.00</u>	<u>100%</u>