Montana Department of
REVENUE

FISCAL YEAR 2015

LIQUOR ENTERPRISE FUND

REPORT OF OPERATIONS

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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-1960s, emphasis on customer services brought self-service stores to the state. In 1973, the state legislature abolished the Liquor Control Board and transferred its responsibilities to the Department of Revenue, Liquor Control Division. In 1995, the state legislature directed the department to convert all remaining state liquor stores to agent owned liquor stores. All agency liquor stores now own their liquor inventories that they continue to purchase through the state warehouse, but are permitted to set their own retail prices as long as it is at or above the minimum state established prices. All liquor license holders purchase liquor through the agency liquor stores at a cost no greater than the state's established price.

The Control Jurisdiction Advantage

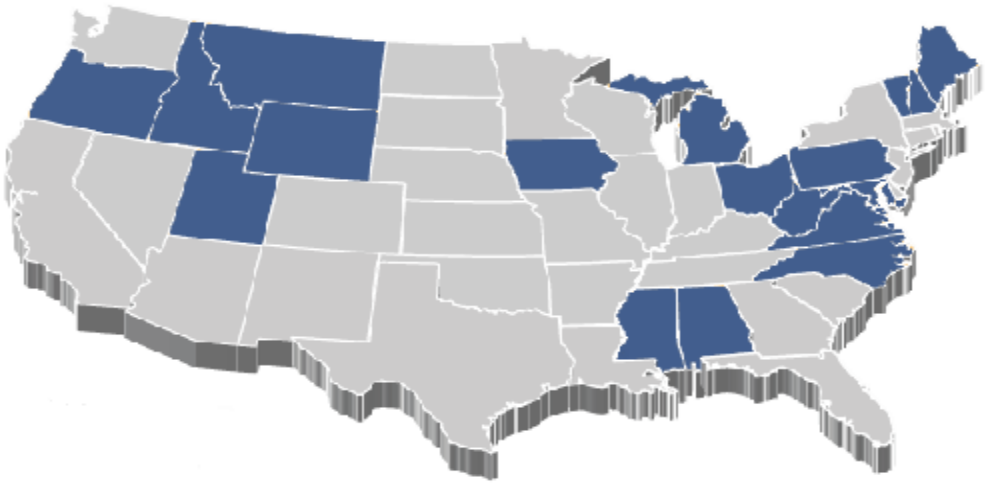
When Prohibition was repealed in 1933, the process of determining the method of regulation of alcohol beverages fell to the citizens of the United States who decided by jurisdiction how they could best balance individual freedom with the social risk and public costs of beverage alcohol consumption. The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

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

Liquor Control Division General Information

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

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



19 Control Jurisdictions

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

Liquor Control Division General Information

Our Mission

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

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

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

Our Function

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

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

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

Liquor Control Division General Information

Benefits to Montanans

- A major source of revenue:

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

- Support of alcohol programs:

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

- Promote moderation:

  Control systems promote moderation in consumption. Annual statistical data clearly shows that per capita consumption of distilled spirits is 14.3% per capita lower in control states than in open states. (The Fiscal and Social Effects of State Alcohol Control Systems, May 2013, page 35.)

- Improve overall safety through education, regulation and enforcement:

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

Liquor Control Division General Information

Liquor Distribution Bureau

Liquor Distribution manages state wholesale liquor operations, including warehouse shipping and receiving, accounts receivable and payable, inventory management, liquor order processing, agency contract management and customer service. The state maintains agency franchise contracts and supplies of liquor to 96 private agency liquor stores. These agency liquor stores are the exclusive retailers of liquor and fortified wine; they sell to the public for off-premise consumption and to Montana's 1500+ all-beverage licensees. The state Liquor Warehouse held bailed and/or state owned inventories for approximately 1,300 regular list products and more than 2,800 special order products.

Fiscal year 2015 generated a combined total income from taxes collected and profits earned of $37.9 million. This is approximately $1.9 million more than 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 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 5,154 licenses for fiscal year 2015 including license renewals for retail sale of distilled spirits, beer or wine, vendor permits, winery registrations, distributors, breweries and special beer and wine permits.

License fee revenues generated in fiscal year 2015 were $2.4 million which includes revenues collected for registrations, processing, seating fees and late payments on renewals and liquor license violations. Liquor license violations were up from 117 in fiscal year 2014 to 151 in fiscal year 2015. Revenues generated in fiscal year 2015 for these fines were $74,766.

Liquor Control Division General Information

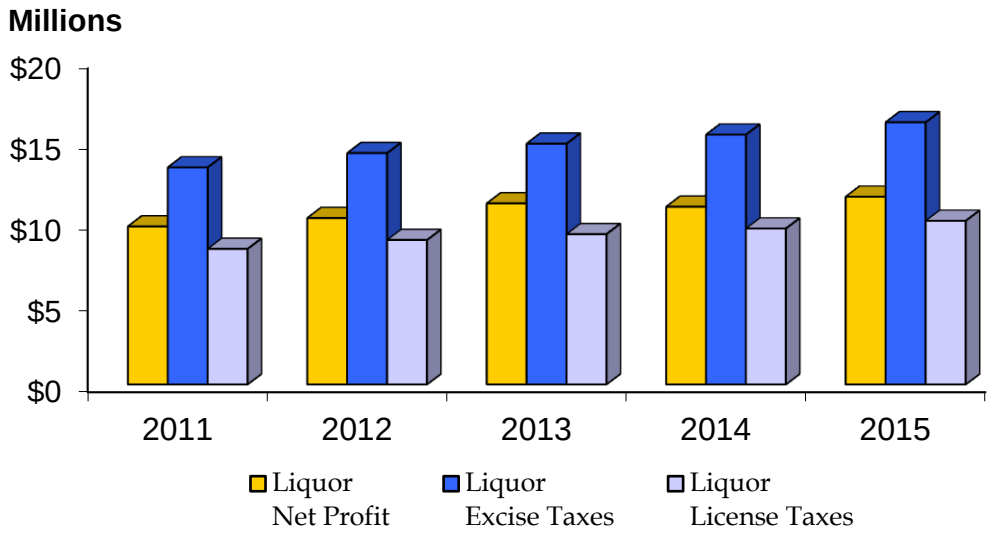
Liquor Education

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

Liquor Education continues to review outside server training programs that could be used in the state, insuring they meet the state's statute and rule. Liquor Education also provides presentations at various community events, DUI Task Force meetings, specialized law enforcement trainings and train-the-trainer sessions for the Let's Control It program. Liquor Education periodically sends mailings and resource materials to liquor license holders, trainers and law enforcement providing useful information and outlining the responsible sales and service of alcohol.

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

Five Year History of Liquor Taxes and Profit



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

In 2015, $31.3 million from liquor operations were distributed to the State **General Fund** and $6.6 million to the **Special Revenue Fund.** The Department of Public Health and Human Services uses special revenue funds to treat, rehabilitate and prevent alcohol and chemical dependency.

- Taxes

  Excise Tax (16% of Wholesale Price)*
  - Distributed to State General Fund

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

  Distributed to State General Fund

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

Schedule of Licenses Issued

For the fiscal year ending June 30, 2015

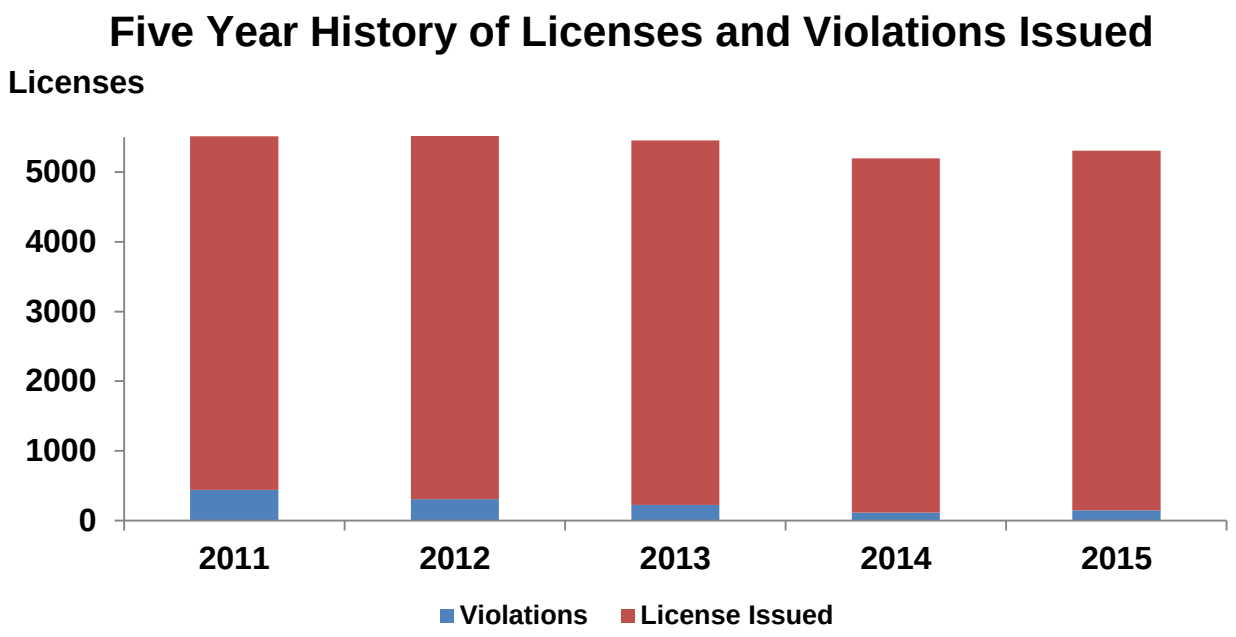
Retail Outlets	All - Beverage	Beer	Wine	Beer/Wine	RBW*	Total
On Premise	813	57		382	173	1,425
On Premise With Catering	602	3		54	67	726
Off Premise		78	7	800		885
Sacramental Wine			3			3
Veteran's Organizations	47					47
Fraternal	60					60
Airport	7			1		8
Resort	23					23
Floaters	16					16
Enlisted Officer's Club	1					1
Public Golf Course				20		20
Non-Profit Arts				18		18
Carrier - Airline	4					4
Carrier - Railroad	1					1
Fairgrounds with Catering				1		1
Total Retail Outlets	**1,574**	**138**	**10**	**1,276**	**240**	**3,238**

*RBW = Restaurant Beer and Wine

Wholesalers and Distributors	Beer	Wine	Beer/Wine	Total
Wholesalers and Distributors	2	8	20	30
Sub-Warehouse	1		9	10
Total Wholesaler and Distributors	**3**	**8**	**29**	**40**

Manufacturers	Beer	Wine	Distilled Spirits	Total
Domestic Brewery	65			65
Domestic Brewery Storage Depot	2			2
Domestic Winery		19		19
Domestic Distiller License			16	16
Foreign Brewery	90			90
Foreign Winery		1045		1045
Total Manufacturers	**157**	**1064**	**16**	**1237**

Other	All-Bev	Beer	Wine	Beer/Wine	Total
Special Permits	4		5	517	526
Vendor Representative	113				113
Total Other	**117**	**0**	**5**	**517**	**639**



The number of violations in fiscal year 2015 was 151. This represents fewer than three percent of the total licenses issued. Violations include late payments, late renewals and the associated penalties along with code violations.

Fiscal Year

Breweries, Distilleries & Wineries in Montana

Cities with Breweries

Belgrade
Madison River Brewing Company
Belt
Harvest Moon Brewing Co
Big Sky
Beehive Basin Brewery
Lone Peak Brewing
Bigfork
Flathead Lake Brewing
Billings
Angry Hanks Microbrewery
Billings Brewing Company
Canyon Creek Brewing
Carter's Brewing
Himmelberger Brewing
Uberbrew
Yellowstone Valley Brewing Co
Bozeman
406 Brewing Company
Bozeman Brewing Company
Bridger Brewing Company
One Pride, Inc
Outlaw Brewing
White Dog Brewing Company
Butte
Butte Brewing Company
CopperWild Brewing
Muddy Creek Brewing Company
Quarry Brewing

Culbertson
Badlands Brewery
Dillon
Beaverhead Brewing Company
Eureka
Homestead Ales
Great Falls
Black Eagle Brewery
Bowser Brewing Company
Mighty Mo Brewing Company
The Front Brewing Company
Hamilton
Bandit Brewing Company
Bitterroot Brewing
Higherground Brewing
Havre
Triple Dog Brewing Company
Helena
Blackfoot River Brewing
Lewis and Clark Brewing Company
Kalispell
Kalispell Brewing
Lakeside
Tamarack Brewing Company
Libby
Cabinet Mountain Brewing Co.
Livingston
Katabatic Brewing Company
Neptune's Brewery
Lolo
Lolo Peak Brewing Company

Missoula
Bayern Brewing
Big Sky Brewing
Draught Works
Great Burn Brewing
Imagine Nation Brewing Co
Kettlehouse Brewing Company
Missoula Brewing Company
Philipsburg
Philipsburg Brewing Company
Polson
Glacier Brewing Company
Red Lodge
Red Lodge Ales Brewing Company
Sidney
Meadowlark Brewing
Stevensville
Blacksmith Brewing Company
Wildwood Brewing
Superior
Dunluce Brewing
Whitefish
Bonsai Brewing Project
Great Northern Brewing Company
Kalispell Brewing LLC
Wibaux
Beaver Creek Brewery
Wolf Point
Missouri Breaks Brewing

Breweries, Distilleries & Wineries in Montana

Cities with Distilleries

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

Ennis
Willie's Distillery
Helena
Triple Divide Spirits
Missoula
Montgomery Distillery
The MT Distillery
Rattlesnake Creek Distillers

Potomac
Steel Toe Distillery
West Glacier
Glacier Distilling Company
Winston
Stonehouse Distillery

Wineries in Montana

Bigfork
Bowman Orchards
D Berardinis
Billings
Merry Cellars
Yellowstone Cellars and Winery
Bozeman
Grande Cielo
Lockhorn Hard Ciders
Old Hatchery Winery
Wine Bozo's

Columbia Falls
Flathead Lake Winery
Corvallis
Blodgett Canyon Cellars
Darby
Trapper Peak Winery
Dayton
Mission Mountain Winery
Kalispell
Going to the Sun Winery

Miles City
Tongue River Vineyard & Winery
Missoula
Missoula Winery
Ten Spoon Vineyard
Polson
Grinde Bay Winery
Sula
Montana Ciderworks
Victor
Hidden Legends Winery

Comparative Statement of Revenues and Expenses

for the fiscal years ending June 30, 2015 and June 30, 2014

	2015	2014
Gross Liquor Sales	**$ 131,111,287**	**$ 124,278,270**
Discounts Granted	2,520,933	2,300,020
Commissions Granted	12,863,717	12,061,567
Sales Volume Discounts Granted	1,248,849	1,177,874
Adjusted Gross Liquor Sales	**$ 114,477,788**	**$ 108,738,809**
Cost of Goods Sold	74,370,236	70,766,579
Gross Income from Liquor Sales	**$ 40,107,552**	**$ 37,972,230**
Non-Operating Income (License Fee Revenue and Other Income)	2,405,900	2,215,172
Total Income	**$ 42,513,452**	**$ 40,187,403**
Total Operating Expenses	**$ 3,034,676**	**$ 2,684,987**
Operating Income		
Transfers Out:		
Liquor License Fees to:		
General Fund	253,438	60,040
Department of Justice	1,293,396	1,280,413
Total Liquor License Fees	**$ 1,546,834**	**$ 1,340,453**
Carrier Excise Tax to General Fund	17,980	15,388
Liquor Excise Tax to General Fund	16,190,200	15,430,324
Liquor License Tax to:		
General Fund	3,491,394	3,374,782
Special Revenue Fund	6,628,590	6,267,452
Total License Tax	**$ 10,119,984**	**$ 9,642,234**
Tax and Fee Transfers	**$ 27,874,997**	**$ 26,428,399**
Net Income from Operations	**$ 11,603,779**	**$ 10,984,017**
Transfer to General Fund	11,000,000	10,500,000
Change in Net Assets	**$ 603,779**	**$ 394,017**

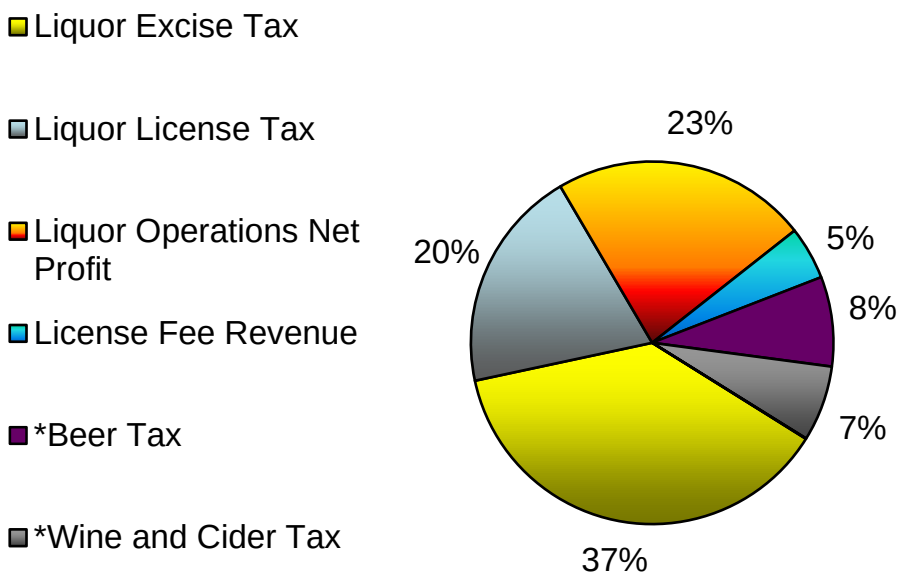
Comparative Report of Alcohol Revenues

For the fiscal years ending June 30, 2015 and June 30, 2014

	2015	2014
Liquor Excise Tax	$ 16,190,200	$ 15,430,324
Liquor License Tax	10,119,984	9,642,234
Liquor Operations Net Profit	11,603,779	10,984,017
License Fee Revenue	2,405,900	2,215,172
*Beer Tax	4,062,636	4,018,917
*Wine and Cider Tax	3,430,555	3,358,802
*Carrier Tax	17,980	15,388
Total Revenue from Alcohol Sales	**$ 47,831,034**	**$ 45,664,854**

*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 2015



Operating Expenses

For the fiscal year ending June 30, 2015

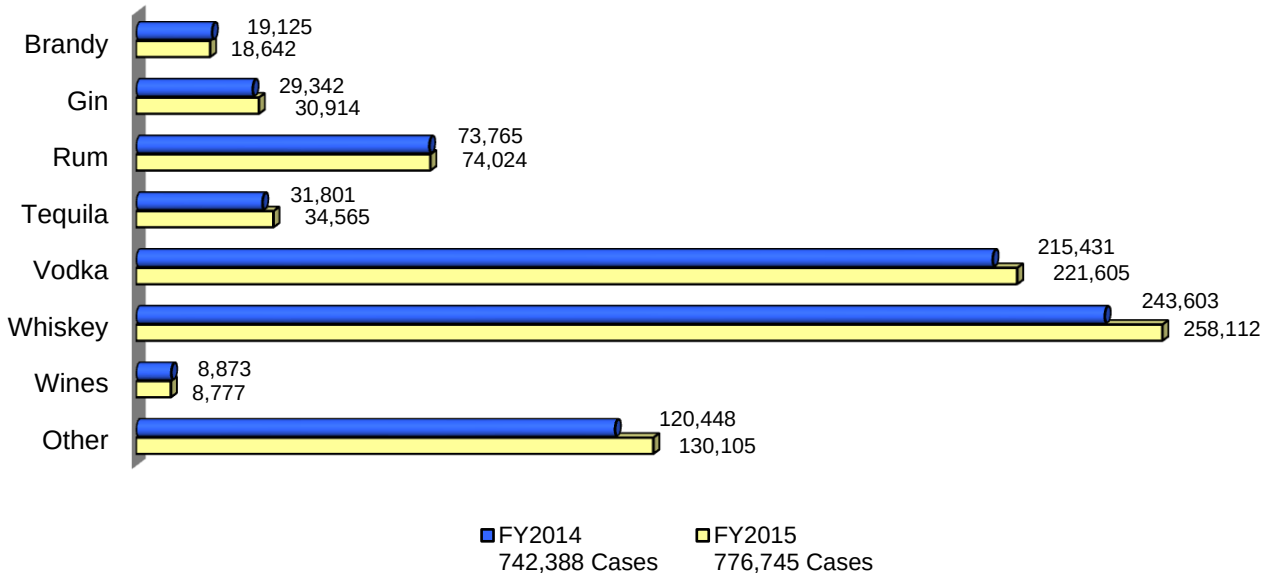
	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	$ 895,798	$ 527,790	$ 1,423,588
Employee Benefits, Payroll Tax	$ 354,128	$ 209,346	$ 563,474
Indirect Administrative Costs	$ 407,990	$ 59,728	$ 467,718
Contracted Services	$ 100,702	$ 23,367	$ 124,069
Supplies & Materials	$ 92,725	$ 15,128	$ 107,853
Communications	$ 38,818	$ 15,273	$ 54,091
Travel	$ 9,017	$ 4,810	$ 13,827
Rent	$ 465	-	$ 465
Utilities	$ 52,661	-	$ 52,661
Repairs & Maintenance	$ 70,219	$ 2,516	$ 72,735
Other Expenses	$ 19,554	$ 1,107	$ 20,661
Depreciation	$ 128,300	-	$ 206,523
Loss on Sale	$ 5,234	-	$ 5,234
.			
Total Operating Expenses	**$ 2,175,611**	**$ 859,065**	**$ 3,034,676**

Operating Expenses

For the fiscal year ending June 30, 2014

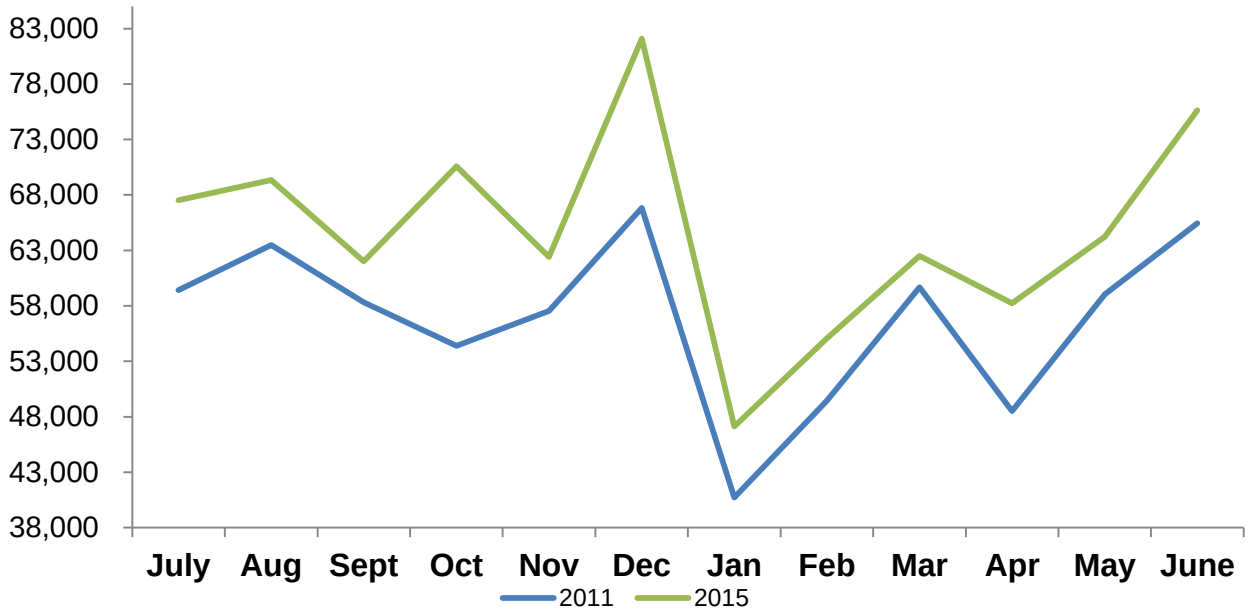
	Liquor Distribution	Liquor Licensing	Liquor Total
Salaries	$ 860,334	$ 525,853	$ 1,386,187
Employee Benefits, Payroll Tax	$ 328,459	$ 196,678	$ 525,137
Indirect Administrative Costs	$ 318,441	$ 88,857	$ 407,298
Contracted Services	$ 68,919	$ 25,191	$ 94,110
Supplies & Materials	$ 104,522	$ 12,999	$ 117,521
Communications	$ 34,045	$ 16,335	$ 50,380
Travel	$ 12,236	$ 3,048	$ 15,284
Rent	$ 363	$ 250	$ 613
Utilities	$ 55,021	$ 457	$ 55,478
Repairs & Maintenance	$ 64,739	$ 2,362	$ 67,101
Other Expenses	$ 20,168	$ 2,689	$ 22,857
Depreciation	$ 123,255	-	$ 123,255
Total Operating Expenses	**$ 1,990,502**	**$ 874,719**	**$ 2,865,221**

Case Comparison by Class for Fiscal Years 2014 and 2015



Class	FY2014 Cases	Percent of Total	FY2015 Cases	Percent of Total	Percent Change
Brandy	19,125	2.58%	18,642	2.40%	-2.53%
Gin	29,342	3.95%	30,914	3.98%	5.36%
Rum	73,765	9.94%	74,024	9.53%	0.35%
Tequila	31,801	4.28%	34,565	4.45%	8.69%
Vodka	215,431	29.02%	221,605	28.53%	2.87%
Whiskey	243,603	32.81%	258,112	33.23%	5.96%
Wines	8,873	1.20%	8,777	1.13%	-1.08%
Other	120,448	16.22%	130,105	16.75%	8.02%
Total	**742,388**	**100.00%**	**776,745**	**100.00%**	4.63%

Five Year History of Cases Shipped by Month



Month	2011	2012	2013	2014	2015
July	59,415	54,717	62,974	68,250	67,525
Aug	63,485	70,912	73,327	70,407	69,333
Sept	58,330	54,031	52,547	53,154	62,013
Oct	54,406	60,717	67,958	69,426	70,592
Nov	57,532	61,901	62,292	62,060	62,424
Dec	66,833	69,054	70,705	78,332	82,080
Jan	40,725	47,622	49,680	47,337	47,130
Feb	49,442	51,844	52,825	53,001	55,072
Mar	59,664	54,919	54,526	57,249	62,498
Apr	48,504	55,471	59,568	59,317	58,224
May	59,051	63,358	62,640	63,406	64,226
June	65,445	65,929	63,182	70,449	75,628
Total	**682,832**	**710,475**	**732,224**	**752,388**	**776,745**

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2015 and June 30, 2014

Location	2015 By Volume	2015 Sales	2014 By Volume	2014 Sales
Absarokee #167	**40**	$ 784,942	**41**	$ 713,912
Alberton #138	**90**	72,090	**94**	67,137
Anaconda #14	**35**	979,102	**35**	994,060
Augusta #81	**91**	69,232	**93**	68,093
Baker #42	**23**	1,659,045	**24**	1,622,606
Belgrade #76	**1**	8,221,563	**1**	7,951,302
Big Sky #190	**28**	1,391,228	**31**	1,237,308
Big Timber #17	**66**	351,616	**64**	355,837
Bigfork #179	**29**	1,387,988	**30**	1,278,007
Billings #196	**7**	4,652,642	**6**	4,773,906
Billings #3	**5**	5,488,547	**5**	5,607,773
Billings #4	**30**	1,366,402	**20**	1,912,232
Boulder #56	**87**	111,529	**86**	114,999
Bozeman #193	**8**	4,355,454	**9**	3,850,204
Bozeman #9	**14**	3,242,501	**13**	3,137,694
Bridger #91	**59**	446,370	**46**	565,695
Butte #116	**12**	3,533,555	**17**	2,387,698
Butte #2	**27**	1,452,212	**28**	1,457,999
Chester #35	**89**	80,536	**88**	83,462
Chinook #28	**68**	345,022	**73**	284,518
Choteau #34	**75**	215,880	**77**	187,814
Circle #47	**93**	66,419	**92**	69,444
Columbia Falls #73	**20**	2,223,163	**18**	2,090,381
Columbus #16	**62**	424,643	**62**	380,912
Conrad #33	**71**	304,030	**69**	317,594

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2015 and June 30, 2014

Location	2015 By Volume	2015 Sales	2014 By Volume	2014 Sales
Cut Bank #45	**31**	$ 1,318,685	**29**	$ 1,291,014
Darby #85	**58**	461,120	**59**	449,828
Deer Lodge #11	**57**	488,354	**58**	476,444
Dillon #32	**34**	1,008,634	**34**	1,011,031
East Helena #83	**17**	2,826,405	**15**	3,024,201
Ennis #60	**48**	584,666	**50**	543,337
Eureka #69	**41**	730,292	**42**	709,101
Evergreen #67	**15**	3,170,927	**11**	3,422,215
Fairfield #130	**92**	68,451	**91**	74,394
Forsyth #23	**63**	411,920	**60**	405,892
Fort Benton #31	**79**	186,444	**81**	151,691
Gardiner #58	**60**	436,881	**61**	404,700
Glasgow #24	**43**	704,352	**44**	589,973
Glendive #21	**44**	630,578	**48**	546,972
Great Falls #139	**6**	4,857,818	**7**	4,610,032
Great Falls #140	**16**	2,889,393	**8**	4,266,344
Great Falls #141	**52**	546,827	**55**	519,528
Hamilton #18	**25**	1,543,136	**27**	1,469,741
Hardin #37	**61**	427,267	**68**	325,723
Harlowton #38	**76**	209,196	**78**	171,143
Havre #26	**26**	1,477,713	**25**	1,501,508
Helena #1	**9**	4,183,084	**10**	3,796,113
Helena #5	**32**	1,206,431	**32**	1,118,378
Hot Springs #61	**80**	174,202	**76**	197,769
Hungry Horse #62	**50**	581,819	**43**	646,767
Kalispell #12	**11**	3,583,285	**14**	3,132,429

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2015 and June 30, 2014

Location	2015 By Volume	2015 Sales	2014 By Volume	2014 Sales
Kalispell #195	**19**	$ 2,252,087	**16**	$ 2,390,457
Laurel #65	**4**	6,795,242	**3**	5,888,684
Lewistown #15	**38**	913,257	**36**	949,104
Libby #6	**51**	573,113	**53**	528,223
Lima #82	**94**	56,707	**95**	51,442
Lincoln #112	**72**	249,495	**72**	285,777
Livingston #8	**21**	1,969,582	**21**	1,753,289
Lolo #192	**2**	7,528,288	**23**	1,625,502
Malta #22	**49**	583,262	**49**	546,558
Medicine Lake #90	**37**	935,038	**38**	848,429
Miles City #13	**22**	1,750,082	**22**	1,745,512
Missoula #170	**10**	4,111,110	**4**	5,873,385
Missoula #171	**3**	7,174,386	**2**	7,936,271
Nashua #95	**95**	56,607	**90**	76,090
Plains #108	**65**	370,147	**63**	356,520
Plentywood #53	**53**	528,545	**52**	530,198
Polson #54	**24**	1,575,769	**26**	1,494,134
Poplar #100	**86**	117,534	**85**	123,220
Red Lodge #27	**33**	1,043,360	**37**	900,808
Ronan #101	**47**	591,105	**47**	557,934
Roundup #44	**67**	350,392	**67**	334,146
Scobey #51	**81**	167,890	**83**	141,462
Seeley Lake #122	**55**	508,871	**57**	494,671
Shelby #29	**56**	488,579	**56**	505,672
Sheridan #105	**73**	232,717	**70**	300,066
Sidney #50	**18**	2,443,492	**19**	2,039,959

Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2015 and June 30, 2014

Location	2015 By Volume	2015 Sales	2014 By Volume	2014 Sales
St. Ignatius #74	**78**	$ 196,856	**80**	$ 162,401
St. Regis #185	**42**	727,553	**40**	739,414
Stanford #43	**82**	165,994	**79**	167,137
Stevensville #115	**46**	599,663	**51**	543,187
Superior #30	**77**	198,743	**75**	207,625
Thompson Falls #7	**54**	522,940	**54**	524,420
Townsend #49	**64**	374,928	**65**	345,251
Troy #70	**70**	311,516	**66**	336,882
Twin Bridges #77	**85**	119,294	**84**	132,377
Valier #78	**88**	100,171	**87**	87,671
Victor #172	**36**	963,382	**33**	1,048,467
West Yellowstone #59	**45**	627,035	**45**	566,907
White Sulphur #36	**83**	157,791	**82**	149,968
Whitefish #64	**13**	3,250,790	**12**	3,239,371
Whitehall #104	**69**	319,914	**71**	298,258
Wilsall #117	**74**	232,560	**74**	208,104
Winifred #160	**84**	119,436	**89**	77,880
Winnett #39	**96**	35,330	**96**	30,310
Wolf Point #52	**39**	787,143	**39**	767,273
Totals		**$ 131,111,287**		**$ 124,278,270**

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2015

County	City	Gross Sales	Percent of Total Sales
Beaverhead	Dillon #32	1,008,634	0.77%
	Lima #82	56,707	0.04%
		$ 1,065,341	**0.81%**
Big Horn	Hardin #37	$ 427,267	**0.33%**
Blaine	Chinook #28	$ 345,022	**0.26%**
Broadwater	Townsend #49	$ 374,928	**0.29%**
Carbon	Bridger #91	446,370	0.34%
	Red Lodge #27	1,043,360	0.80%
		$ 1,489,730	**1.14%**
Cascade	Great Falls #139	4,857,818	3.71%
	Great Falls #140	2,889,393	2.20%
	Great Falls #141	546,827	0.42%
		$ 8,294,038	**6.33%**
Chouteau	Fort Benton #31	$ 186,444	**0.14%**
Custer	Miles City #13	$ 1,750,082	**1.33%**
Daniels	Scobey #51	$ 167,890	**0.13%**
Dawson	Glendive #21	$ 630,578	**0.48%**

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2015

County	City	Gross Sales	Percent of Total Sales
Deer Lodge	Anaconda #14	$ 979,102	**0.75%**
Fallon	Baker #42	$ 1,659,045	**1.27%**
Fergus	Lewistown #15	913,257	0.70%
	Winifred #160	119,436	0.09%
		$ 1,032,692	**0.79%**
Flathead	Bigfork #179	1,387,988	1.06%
	Columbia Falls #73	2,223,163	1.70%
	Evergreen #67	3,170,927	2.42%
	Hungry Horse #62	581,819	0.44%
	Kalispell #12	3,583,285	2.73%
	Kalispell #195	2,252,087	1.72%
	Whitefish #64	3,250,790	2.48%
		$ 16,450,060	**12.55%**
Gallatin	Belgrade #76	8,221,563	6.27%
	Big Sky #190	1,391,228	1.06%
	Bozeman #193	4,355,454	3.32%
	Bozeman #9	3,242,501	2.47%
	West Yellowstone #59	627,035	0.48%
		$ 17,837,781	**13.61%**
Glacier	Cut Bank #45	$ 1,318,685	**1.01%**
Hill	Havre #26	$ 1,477,713	**1.13%**

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2015

County	City	Gross Sales	Percent of Total Sales
Jefferson	Boulder #56	111,529	0.09%
	Whitehall #104	319,914	0.24%
		$ 431,443	**0.33%**
Judith Basin	Stanford #43	$ 165,994	**0.13%**
Lake	Polson #54	1,575,769	1.20%
	Ronan #101	591,105	0.45%
	St Ignatius #74	196,856	0.15%
		$ 2,363,730	**1.80%**
Lewis and Clark	Augusta #81	69,232	0.05%
	East Helena #83	2,826,405	2.16%
	Helena #1	4,183,084	3.19%
	Helena #5	1,206,431	0.92%
	Lincoln #112	249,495	0.19%
		$ 8,534,647	**6.51%**
Liberty	Chester #35	$ 80,536	**0.06%**
Lincoln	Eureka #69	730,292	0.56%
	Libby #6	573,113	0.44%
	Troy #70	311,516	0.24%
		$ 1,614,922	**1.23%**
McCone	Circle #47	$ 66,419	**0.05%**
Madison	Ennis #60	584,666	0.45%
	Sheridan #105	232,717	0.18%
	Twin Bridges #77	119,294	0.09%
		$ 936,677	**0.71%**

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2015

County	City	Gross Sales	Percent of Total Sales
Meagher	White Sulphur Springs #36	$ 157,791	**0.12%**
Mineral	Alberton #138	72,090	0.05%
	St Regis #185	727,553	0.55%
	Superior #30	198,743	0.15%
		$ 998,386	**0.76%**
Missoula	Lolo #192	7,528,288	5.74%
	Missoula #170	4,111,110	3.14%
	Missoula #171	7,174,386	5.47%
	Seeley Lake #122	508,871	0.39%
		$ 19,322,655	**14.74%**
Musselshell	Roundup #44	$ 350,392	**0.27%**
Park	Gardiner #58	436,881	0.33%
	Livingston #8	1,969,582	1.50%
	Wilsall #117	232,560	0.18%
		$ 2,639,023	**2.01%**
Petroleum	Winnett #39	$ 35,330	**0.03%**
Phillips	Malta #22	$ 583,262	**0.44%**
Pondera	Conrad #33	304,030	0.23%
	Valier #78	100,171	0.08%
		$ 404,201	**0.31%**

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2015

County	City	Gross Sales	Percent of Total Sales
Powell	Deer Lodge #11	$ 488,354	**0.37%**
Ravalli	Darby #85	461,120	0.35%
	Hamilton #18	1,543,136	1.18%
	Stevensville #115	599,663	0.46%
	Victor #172	963,382	0.73%
		$ 3,567,301	**2.72%**
Richland	Sidney #50	$ 2,443,492	**1.86%**
Roosevelt	Poplar #100	117,534	0.09%
	Wolf Point #52	787,143	0.60%
		$ 904,678	**0.69%**
Rosebud	Forsyth #23	$ 411,920	**0.31%**
Sanders	Hot Springs #671	174,202	0.13%
	Plains #108	370,147	0.28%
	Thompson Falls #7	522,940	0.40%
		$ 1,067,289	**0.81%**
Sheridan	Medicine Lake #90	935,038	0.71%
	Plentywood #53	528,545	0.40%
		$ 1,463,583	**1.12%**
Silver Bow	Butte #116	3,533,555	2.70%
	Butte #2	1,452,212	1.11%
		$ 4,985,767	**3.80%**

Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2015

County	City	Gross Sales	Percent of Total Sales
Stillwater	Absarokee #167	784,942	0.60%
	Columbus #16	424,643	0.32%
		$ 1,209,585	**0.92%**
Sweetgrass	Big Timber #17	$ 351,616	**0.27%**
Teton	Choteau #34	215,880	0.16%
	Fairfield #130	68,451	0.05%
		$ 284,331	**0.22%**
Toole	Shelby #29	$ 488,579	**0.37%**
Valley	Glasgow #24	704,352	0.54%
	Nashua #95	56,607	0.04%
		$ 760,959	**0.58%**
Wheatland	Harlowton #38	$ 209,196	**0.16%**
Yellowstone	Billings #196	4,652,642	3.55%
	Billings #3	5,488,547	4.19%
	Billings #4	1,366,402	1.04%
	Laurel #65	6,795,242	5.18%
		$ 18,302,832	**13.96%**
Totals		$ 131,111,287	