



Annual  
Report  
2010

# Iowa Alcoholic Beverages Division



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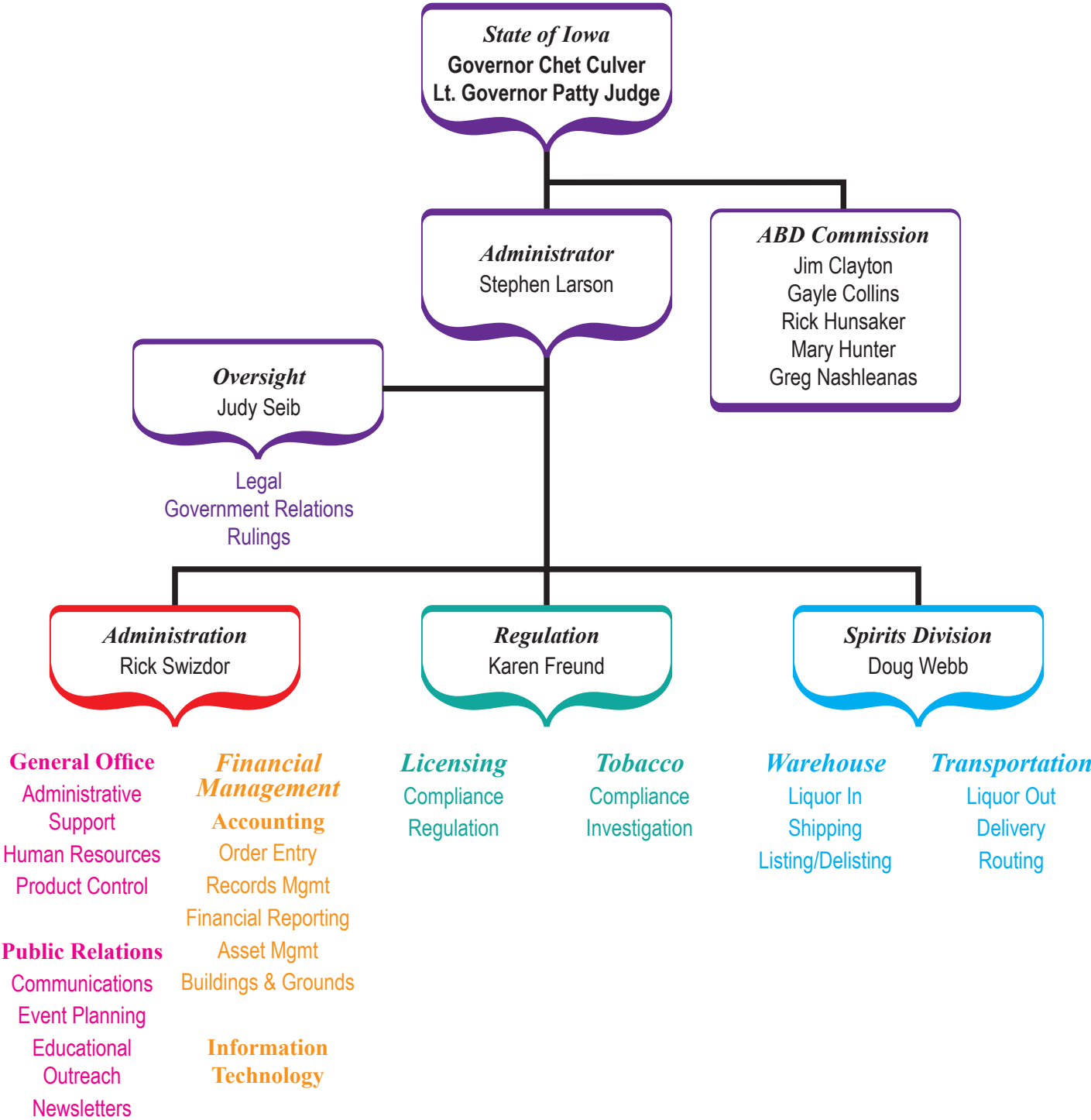
76<sup>th</sup> Annual Report

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# IOWA ALCOHOLIC BEVERAGES DIVISION



# ALCOHOLIC BEVERAGES COMMISSION

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The Iowa Alcoholic Beverages Commission is created under Iowa Code section 123.5 and is comprised of five members appointed by the governor subject to confirmation by the senate. Commissioners are appointed for 5-year staggered terms and are chosen on the basis of managerial ability and experience as business executives. Commissioners are eligible for one 5-year reappointment.

The commission is required by law to meet on July 1 of each year and at the call of the commission chairperson or when any three members file a written request for hearing with the chairperson. The commission acts as a policy-making body and serves in an advisory capacity to the Division administrator. Commissioners may review, affirm, reverse or amend all actions of the administrator in the wholesaling of liquor and intoxicating liquor, and in the licensing and regulating of Iowa's alcoholic beverages industry.

**Mary Hunter** was appointed to the Alcoholic Beverages Commission May 1, 2002, and the current Chairperson. She has also served as Secretary and Vice-Chairperson of the Commission. Commissioner Hunter is a graduate of Drake University with a Business Management and Marketing degree and is currently employed at Juvenile Diabetes Research Foundation, as an Executive Director. In addition to her duties on the Commission and at work, Commissioner Hunter is a school volunteer and is involved with Variety Club, Juvenile Diabetes Research Foundation and the American Business Women's Association. She holds a leadership position as President of the ALS (Lou Gehrig's Disease) since January 2007. Commissioner Hunter resides in Clive.

**Greg Nashleanas** was appointed to the Alcoholic Beverages Commission May 1, 2008, and is the Vice-Chairperson for the Commission. Commissioner Nashleanas has served as the Commission Secretary in the past. Currently Commissioner Nashleanas is employed at L & L Distributing Co. in Sioux City, and has been since 1979 as a General Manager. Prior to his current position at L & L Distributing Commissioner Nashleanas owned Northwest Iowa Beer Distribution. In addition to his duties with the Commission Mr. Nashleanas has served on the Board of Directors of the War Eagle Council of the Area Boy Scouts of America and Telco Credit Union, and has also been involved with the community, including the support and mission of treatment centers and the recovering community in the Siouxland area. Commissioner Nashleanas is a lifelong resident of Sioux City where he currently resides.

**Jim Clayton** was appointed to the Alcoholic Beverages Commission February 14, 2005, and is the current Secretary for the Commission. Commissioner Clayton is a graduate of Beloit College with B.A. degree and is the owner of The Soap Opera, a retail specialty store in Iowa City. He is the co-chairperson of The Stepping Up Coalition, a campus community initiative to reduce the harmful effects of high risk drinking by students at the University of Iowa, and served as the project coordinator from December 2002 until July of 2005. Commissioner Clayton serves on the board of the ARC of Johnson County and is an active volunteer with Big Brothers-Big Sisters. Commissioner Clayton lives in rural Iowa City.

## ALCOHOLIC BEVERAGES COMMISSION (Continued)

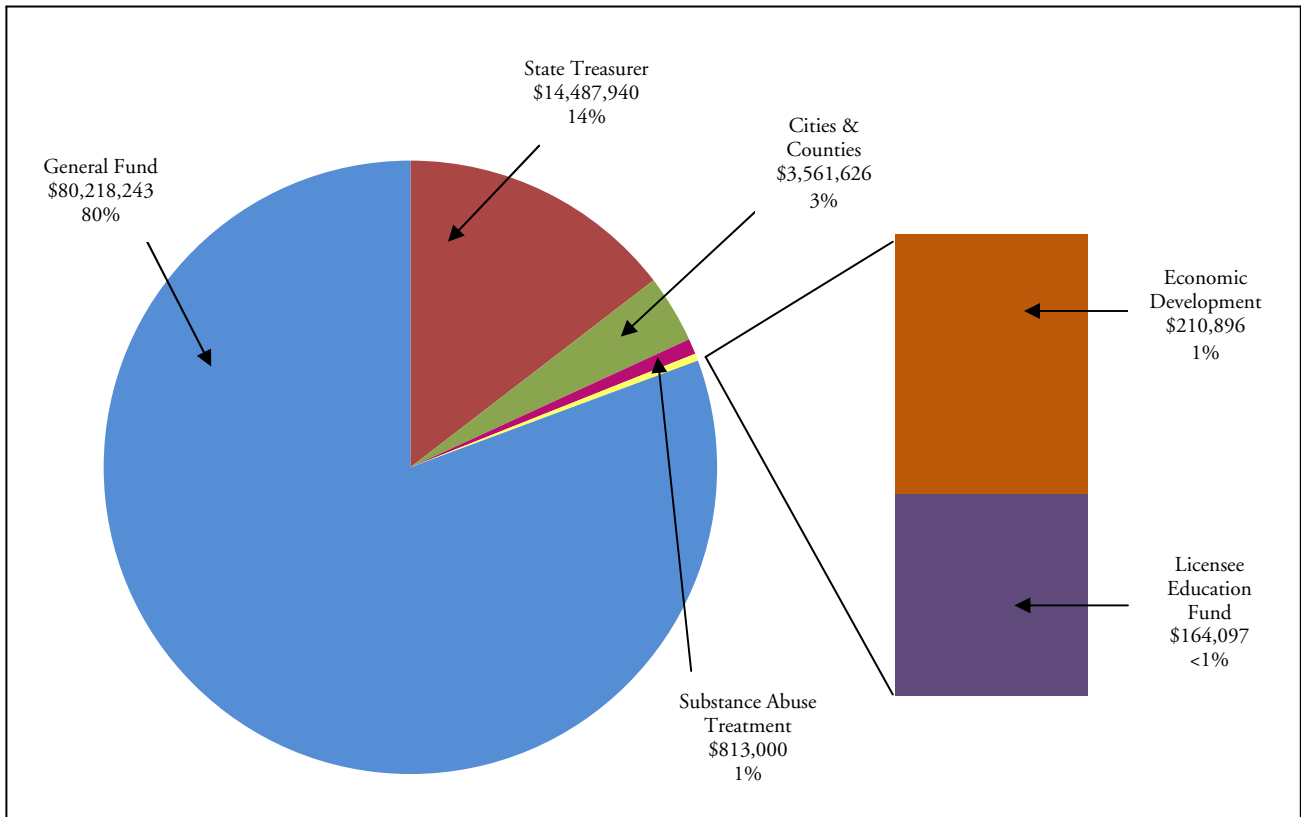
**Rick Hunsaker** was appointed to the Iowa Alcoholic Beverages Commission by Governor Tom Vilsack on May 1, 2006. Commissioner Hunsaker has served as Chair, Vice-Chair and Secretary for the Commission. He is a graduate of Drake University, receiving a B.A. in 1988 and a Masters of Public Administration in 1990. He is the Executive Director of Region XII Council of Governments in Carroll, a regional agency serving 6 counties and 58 cities in west central Iowa. Commissioner Hunsaker serves on the Board of Directors for the Iowa Association of Regional Councils (past chair), the Association of Iowa Workforce Partners, Carroll Area Development Cooperation, and Western Iowa Advantage, an eight county cooperative marketing group. Mr. Hunsaker is a member of the American Planning Association and the Iowa Historic Preservation Alliance. He is the current treasurer of Depot Center, Ltd., a local non-profit historic preservation organization. Commissioner Hunsaker resides in Carroll.

**Claire Celsi** was appointed to the Alcoholic Beverages Commission on May 1, 2010, by Governor Chet Culver. Commissioner Celsi is a graduate of Drake University and a lecturer and adjunct professor at her alma mater where she has taught in the Business School and School of Journalism and Mass Communications. Commissioner Celsi serves on the School of Journalism and Mass Communication National Advisory Board. Additionally, she is the owner of The Public Relations Project, a consulting firm that assists businesses, government agencies and educational institutions in developing and implementing social media and public relations programs. An avid blogger, she's been writing about public relations and social media for four years on her blog. Commissioner Celsi resides in Des Moines.

# TOTAL FUNDS GENERATED

	FOR 12 MONTHS ENDED 6-30-10	FOR 12 MONTHS ENDED 6-30-09
Direct Transfer to General Fund (\$14,718,243 earmarked for Substance Abuse Treatment)	\$80,218,243	\$85,659,586
Transfer to State Treasurer – Beer & Air Tax Collections	14,487,940	14,703,537
Remit to Cities & Counties – 65% of Licensee Fees	3,561,626	3,491,224
Licensee Education Fund	164,097	79,500
Transfers to Substance Abuse Treatment	813,000	813,000
Transfers – Economic Development (Native Beer & Wine)	<u>210,896</u>	<u>172,794</u>
<b>TOTAL FUNDS GENERATED</b>	<b><u>\$99,455,802</u></b>	<b><u>\$104,919,641</u></b>

## FY 2010 Profit Distribution \$99,455,802



# SOURCE AND USE OF FUNDS

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FISCAL YEAR 2010

## SOURCES OF FUNDS

Sale of Liquor	\$	210,266,309
Sale of Licenses	\$	11,740,205
Beer Tax Collected	\$	14,503,095
Wine Tax Collected	\$	6,645,903
Miscellaneous Revenue(1)	\$	<u>3,706,881</u>
Source of Funds	\$	246,862,393

## USES OF FUNDS

Payments of Liquor	\$	139,634,768
Transfer to State General Fund (2)	\$	80,218,243
Transfer to Other State Departments(3)	\$	15,511,836
Cities and Counties - License Fees	\$	3,561,626
Miscellaneous Fees (4)	\$	<u>5,279,553</u>
Use of Funds	\$	244,206,026
Increase in Cash Balance	\$	<u><u>2,656,367</u></u>

(1) Misc.Rev

Includes:

Liquor Tax

Air Carrie

Misc. Income

Split Case Fee

Bottle Deposit Fee

Bottle Recycle Surcharge

Bailment Case Fee

(2) Transfer to

General Fund Includes:

\$14,309,586 earmarked

for Substance Abuse

(3) Transfer to Other

State Dept. Includes:

Beer Tax

Liquor Tax-Air Carrier

Sunday Sales Fees

Economic Development

Sales Tax

(4) Misc. Expenses

Includes:

Operating Expense

Bottle Deposit Refund

Recyclable Surcharge Fee

# VITAL STATISTICS

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## SALES

To Class E Liquor Retailers..... \$210,266,309

## SUMMARY OF REVENUE FROM LIQUOR OPERATIONS

(for year ended June 30, 2010)

Net Income.....	\$	<u>81,676,781</u>
Additional Revenue		
Beer & Native Wine Tax Collections.....	\$	14,698,688
Licensee Fees, Cities & Counties.....		3,561,626
Fines and Penalties\.....		164,097
Liquor Tax - Air Carriers.....		148
Total Additional Revenue.....	\$	<u>18,424,559</u>
Total Revenue Collected.....	\$	<u><u>100,101,340</u></u>

## OPERATING BUDGET

(for year ended June 30, 2010)..... \$ 7,290,382

## LICENSING

(as of June 30, 2010)

<b>Retail Licenses &amp; Permits processed.....</b>	10,610
<b>Wholesale Licenses &amp; Permits in effect.....</b>	196
<b>Other Licenses &amp; Permits.....</b>	708
Liquor License fees	
from \$195.00 to \$2,190.00	
Package Liquor License fees	
from \$750.00 to \$7,500.00	
Beer Permit fees	
from \$75.00 to \$300.00	
Wine Permit fees	
\$500.00	
Total license fees collected	
<b>for year ended June 30, 2010.....</b>	<b>\$11,184,836</b>

## PURCHASING

Cases Purchased, year ended 6-30-10.....		<b>1,651,378</b>
Cost of Liquor Purchased, year ended 6-30-10....	\$	<b>138,743,791</b>
Number of Vendors.....		<b>123</b>

## LIQUOR CONTROL JURISDICTIONS

Alabama	* Mississippi	Ohio	Virginia
Idaho	Montana	Oregon	Washington
* Iowa	Montgomery Co., Maryland	Pennsylvania 1	West Virginia
Maine	New Hampshire	Utah *	Wyoming
* Michigan	North Carolina	Vermont	

\* Wholesale Operations Only

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# INCOME AND EXPENSE

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	YEAR ENDED JUNE 30, 2010	YEAR ENDED JUNE 30, 2009
<b>SALES</b>		
Liquor Sales	\$210,266,309	\$204,433,455
Cost of Liquor Sales	139,634,768	134,463,822
<b>Gross Profit of Liquor Sales</b>	<u>\$70,631,541</u>	<u>\$69,969,633</u>
<b>OPERATING EXPENSES</b>		
Salaries	\$1,486,149	\$1,562,126
Travel	7,896	8,087
Office Supplies	66,974	68,251
Other Supplies	13,768	13,342
Printing	3,536	4,642
Communications	44,941	58,556
Rental- Buildings	0	0
Utilities	39,460	39,353
Other Contractual Services	129,534	146,973
Intra-State Transfers	132,446	161,792
Equipment	3,981	10,924
Depreciation Expense	83,370	94,999
Total General Fund Expense	<u>2,012,055</u>	<u>2,169,045</u>
Total Trust Fund Expense	<u>5,278,328</u>	<u>5,144,897</u>
<b>Total Operating Expense</b>	<u>\$7,290,383</u>	<u>\$7,313,942</u>
<b>OPERATING INCOME</b>	<u>\$63,341,158</u>	<u>\$62,655,691</u>
<b>OTHER INCOME</b>		
License & Permit Fees	\$8,178,829	\$7,422,728
Wine Tax Collection	6,450,310	6,163,988
Miscellaneous Income	3,706,483	3,620,102
<b>Total Other Income</b>	<u>\$18,335,622</u>	<u>\$17,206,818</u>
<b>TOTAL NET INCOME</b>	<u><u>\$81,676,780</u></u>	<u><u>\$79,862,509</u></u>

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**FINANCIAL POSITION**

	<b>YEAR ENDED 30-Jun-10</b>	<b>YEAR ENDED 30-Jun-09</b>
<b>CURRENT ASSETS:</b>		
Cash	\$12,753,380	\$10,773,128
Accounts Receivable	888,875	898,295
Liquor Inventory Cost	1,005,218	911,558
<b>Total Current Assets</b>	<b>\$14,647,473</b>	<b>\$12,582,981</b>
<b>OTHER ASSETS:</b>		
Reserves	\$88,273	\$88,273
Equipment	157,061	240,431
Building & Land	210,000	210,000
<b>Total Other Assets</b>	<b>\$455,334</b>	<b>\$538,704</b>
<b>TOTAL ASSETS</b>	<b>\$15,102,807</b>	<b>\$13,121,685</b>
<b>CURRENT LIABILITIES:</b>		
Prepaid Rent	\$0	\$0
Accounts Payable	7,337,823	8,067,263
Due Approving Bodies of Licensee	601,936	560,527
<b>Total Liabilities</b>	<b>\$7,939,759</b>	<b>\$8,627,790</b>
<b>EQUITY:</b>	<b>\$7,163,048</b>	<b>\$4,493,895</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>\$15,102,807</b>	<b>\$13,121,685</b>

**TOTAL FUNDS GENERATED**

	<b>For 12 Months Ended 06/30/10</b>	<b>For 12 Months Ended 06/30/09</b>
Direct Transfer to General Fund	\$80,218,243	\$85,659,586
Transfer to State Treasurer - Beer & Air Tax Collections	14,487,940	14,703,537
Remit to Cities & Counties - 65% of Licensee Fees	3,561,626	3,491,224
Licensee Education Fund	164,097	79,500
Transfers to Substance Abuse	813,000	813,000
Transfers - Economic Development (Native Beer & Wine)	210,896	172,794
<b>TOTAL FUNDS GENERATED</b>	<b>\$99,455,802</b>	<b>\$104,919,641</b>

# COMPARATIVE STATEMENT OF LIQUOR SALES

	Year Ended 30-Jun-10 <u>Gallons</u>	Year Ended 30-Jun-09 <u>Gallons</u>	Increase (Decrease) <u>Gallons</u>	Increase (Decrease) <u>Percent</u>
<b>DISTILLED SPIRITS</b>				
Blended Whiskey	216,225	207,522	8,702	4%
Straight Whiskey	173,391	170,883	2,508	1%
Tennessee Whiskey	99,391	103,335	(3,944)	-4%
Bottled in Bond - Bourbon	445	428	18	4%
Straight Whiskey Rye	9,521	10,297	(776)	-8%
Canadian Whiskey	565,193	561,279	3,915	1%
Scotch Whiskey	75,124	76,801	(1,677)	-2%
Single Malt Scotch	10,174	10,474	(300)	-3%
Irish Whiskey	16,644	12,870	3,774	29%
Tequilla	170,600	166,025	4,575	3%
Vodka	1,208,428	1,140,523	67,906	6%
Gin - American	116,099	115,631	468	0%
Gin - Foreign	35,216	36,982	(1,766)	-5%
Sloe Gin	2,494	2,758	(264)	-10%
Brandy - American	114,840	113,780	1,060	1%
Brandy - Foreign	27,541	28,464	(924)	-3%
Rum	675,628	659,927	15,702	2%
Cocktails	198,780	197,136	1,644	1%
Cordials - American	277,064	279,523	(2,458)	-1%
Cordials - Foreign	100,268	105,238	(4,970)	-5%
Schnapps	252,684	250,917	1,767	1%
Decanters and Specialty Packs	11,779	8,747	3,032	35%
High Proof Beer	29,378	29,570	(193)	-1%
Alcohol	11,962	10,624	1,337	13%
Other	58	(546)	603	-41%
<b>GRAND TOTAL</b>	<u>4,398,927</u>	<u>4,299,187</u>	<u>99,740</u>	<u>2%</u>
<b>WINE SALES*</b>	<u>3,812,803</u>	<u>3,612,840</u>	<u>199,963</u>	<u>6%</u>
<b>BEER SALES*</b>	<u>76,295,889</u>	<u>77,455,152</u>	<u>(1,159,263)</u>	<u>-1%</u>

**IOWA PER CAPITA CONSUMPTION - 2000 Census Data (Based on adult population - 21 and over)**

DISTILLED SPIRITS	WINE	BEER
2.14	1.86	37.20

\*Wine, beer and low proof wine/cooler sales are based on sales by wholesalers to retailers.

The wine per capita tabulation represents products legally defined as wine.

# VENDOR ANALYSIS

<u>VENDOR</u>	<u>PURCHASES</u>		<u>VENDOR</u>	<u>PURCHASES</u>	
	<u>CASES</u>	<u>COST</u>		<u>CASES</u>	<u>COST</u>
209, LTD	13	\$1,372.15	KINDRED SPIRITS NA	8	\$1,041.50
3 VODKA DISTILLING CO	3	\$465.00	KOBRAND CORPORATION	768	\$78,314.19
888 IMPORTS	3	\$285.00	KOENIG DISTILLERY	7	\$920.64
A HARDY / U.S.A., LTD.	7	\$650.00	LAIRD AND COMPANY	72,704	\$3,139,170.90
A.V. BRANDS, INC.	8	\$1,038.94	LEVECKE CORP	2	\$134.72
ADAMBA IMPORTS INT'L, INC.	5	\$586.00	LIQUOR GROUP WHOLESALE	9	\$898.20
ADMIRAL IMPORTS	166	\$20,245.95	LUCTOR INTERNATIONAL	69	\$10,842.76
ALAMBIC, INC.	77	\$9,351.90	LUXCO	157,843	\$8,348,027.14
ANHEUSER-BUSCH/LONGTAIL LIBATIONS	37	\$3,985.52	MANGO BOTTLING, INC.	870	\$52,147.80
ARTISANAL IMPORTS	99	\$8,271.52	MANNEKEN-BRUSSEL IMPORTS, INC.	573	\$44,665.70
AVENIU BRANDS	52	\$6,693.44	MARSALLE COMPAN	13	\$1,962.65
B. UNITED INTERNATIONAL	267	\$14,058.16	MCCORMICK DISTILLING COMPANY	35,515	\$1,832,908.95
BACARDI U.S.A., INC.	85,489	\$9,232,765.01	MCKENZIE RIVER CORPORATION	106	\$13,752.34
BACMAR INTERNATIONAL	1	\$135.00	MERCHANT DU VIN CORPORATION	968	\$42,887.37
BEAM GLOBAL	27,922	\$2,256,002.71	MHW LTD	4,135	\$498,062.74
BENDISTILLERY	2	\$335.00	MOET HENNESSY USA, INC.	11,736	\$2,366,347.76
BLACK ROCK SPIRITS	66	\$11,873.40	MONSIEUR HENRI WINES, LTD.	1,791	\$199,330.53
BMC IMPORTS	7	\$2,084.00	NICHE IMPORT CO.	53	\$8,542.30
BOSTON BEER COMPANY	889	\$32,175.23	OREGON BREWING CO.	181	\$14,678.96
BOULEVARD BREWING COMPANY	1,005	\$64,028.80	PALM BAY IMPORTS, INC.	8	\$588.00
BPNC DISTILLERY	460	\$44,745.54	PARAMOUNT DISTILLERS, INC.	89,606	\$4,318,459.93
BROWN-FORMAN CORPORATION	68,937	\$9,502,701.88	THE PATRON SPIRITS COMPANY	6,512	\$1,708,354.44
CALIFORNIA VINEYARDS, INC.	1	\$336.70	PERNOD RICARD USA	75,281	\$9,645,620.02
CAPSTONE INTERNATIONAL INC	10	\$1,580.25	PHILLIPS BEVERAGE COMPANY	74,527	\$4,383,049.83
CARRIAGE HOUSE IMPORTS, LTD.	1	\$71.00	PIEDMONT DISTILLERS	41	\$3,335.35
CASTLE BRANDS	82	\$9,459.15	PREISS IMPORTS	180	\$14,563.19
CEDAR RIDGE VINEYARDS,LLC	1,590	\$132,185.74	PROXIMO	7,067	\$811,806.65
CHARLES JACQUIN ET. CIE., INC.	1,246	\$73,805.16	QUADRO GROUP LLC	160	\$30,764.00
CHATHAM IMPORTS,INC	10	\$1,329.00	REMY COINTREAU USA	4,660	\$971,666.25
CLEAR CREEK DISTILLERY	1	\$340.70	SAZERAC CO., INC.	41,103	\$3,576,328.12
CONSTELLATION WINE COMPANY, INC.	115,392	\$7,097,969.78	SAZERAC NORTH AMERICA	130,801	\$6,263,629.02
COOPERSPIRITSINTERNATIONAL	23	\$2,652.59	SHAW-ROSS INT'L IMPORTERS, INC.	585	\$36,773.34
D & V INTERNATIONAL, INC.	491	\$36,178.00	SHELTON BROTHERS	221	\$11,440.06
DIAGEO NORTH AMERICA, INC.	348,216	\$37,115,755.78	SIDNEY FRANK IMPORTING CO.	26,082	\$4,213,739.74
DORADO, PIZZORNI & SONS, LLC	3	\$798.30	SIERRA NEVADA BREWING CO	2,911	\$67,069.50
DREYFUS, ASHBY CO.	10	\$1,694.00	SKYY SPIRITS	15,697	\$1,820,739.49
DRY FLY DISTILLING	10	\$1,967.00	SPATEN NORTH AMERICA, INC.	344	\$16,276.00
DUGGAN'S DISTILLERS PRODUCTS CORP	8	\$1,460.00	SPIRITS MARQUE ONE LLC	7,756	\$645,072.00
DUVEL MOORTGAT USA	475	\$27,697.47	SPIRITS OF THE USA	25	\$3,870.00
E & J GALLO WINERY	16,868	\$1,168,215.26	STANLEY STAWSKI DIST CO.	7	\$1,162.00
EVATON, INC.	13	\$2,172.90	STELLAR IMPORTING COMPANY, LLC	68	\$7,473.20
F. KORBEL & BROTHERS, INC.	1,143	\$77,957.22	STRANAHAN'S COLORADO WHISKEY	9	\$1,674.00
FIFTH GENERATION INC.	450	\$52,055.76	SUMMIT BREWING COMPANY	119	\$2,641.80
FIRE TAIL BRANDS LLC	2	\$121.40	TEMPERANCE DISTILING COMPANY	182	\$17,569.59
FIVE STAR WINE & SPIRITS	5	\$1,341.66	TI BEVERAGE GROUP, LTD	1	\$154.00
FLYING DOG BREWERY	1,006	\$33,291.60	TOTAL BEVERAGE SOLUTIONS	231	\$18,847.40
FOUR ROSES DISTILLERY	18	\$2,295.60	U.S. DISTILLED PROD. CO	834	\$50,896.34
FRANCOLIUSA	1	\$92.70	UNIBREW USA, INC.	293	\$13,617.37
FRANK-LIN DISTILLERS PRODUCTS LTD.	7	\$689.70	VANBERG & DEWULF	100	\$5,977.03
GOOSE ISLAND BEER CO	752	\$40,982.80	VITAL BEVERAGES	2	\$620.00
GREAT LAKES LIQUOR COMPANY	7,449	\$423,189.56	W. J. DEUTSCH & SONS, LTD.	26	\$2,448.80
H A P LLC	2	\$322.48	WETTEN IMPORTERS, INC.	294	\$20,721.00
HAAS BROTHERS	3	\$596.10	WHITE ROCK DISTILLERIES, INC.	34,300	\$2,123,820.20
HEARTLAND WINE AND SPIRITS GROUP	8	\$785.40	WILDMAN & SONS, F.	8	\$2,716.00
HEAVEN HILL DISTILLERIES INC.	27,806	\$1,794,146.07	WILLIAM GRANT & SONS, INC.	13,499	\$1,862,658.67
HIGH ENERGY HOLDINGS, LLC	1	\$140.96	WILLIAM RYAN SELECT, LTD	8	\$1,471.67
HOOD RIVER DISTILLERS, INC.	615	\$49,556.18	WILSON DANIELS LTD.	8,332	\$894,014.27
IMPERIAL BRANDS, INC.	172	\$11,650.30	WIN IT TOO INC	595	\$33,956.95
INFINITE SPIRITS	2	\$351.84	WINE INTELLIGENCE	60	\$1,782.00
INTERNATIONAL BEVERAGE CO., INC.	20	\$2,888.94	WINEBOW, INC.	29	\$6,231.30
INTERNATIONAL BEV HOLDINGS USA	7	\$545.72	WINERY EXCHANGE	96	\$14,880.96
JIM BEAM BRANDS	111,933	\$9,078,153.92			

Total Purchases

1,651,378 \$ 138,743,791

# LICENSES AND PERMITS PROCESSED

RETAIL		NUMBER	REVENUE
BB	Commercial-Beer On/Off Premises	1,136	\$172,973
BC	Retail Store-Beer Off Premises	2,400	658,630
LA	Private Club-Liquor/Wine/Beer On Premises	160	111,430
LB	Hotel/Motel-Liquor/Wine/Beer On Premises-Beer Off Premises	127	236,727
LC	Commercial-Liquor/Wine/Beer On Premises-Beer Off Premises	4,140	5,996,791
LD	Common Carrier-Liquor/Wine/Beer On Premises	19	5,610
LE	Commercial-Liquor Off Premises	861	3,549,201
BW	Special-Beer/Wine On Premises-Beer Off Premises	539	269,500
WB	Retail Store-Wine Off Premises	585	29,250
WBN	Retail Store-Native Wine Off Premises	588	14,700
WCN	Commercial-Native Wine On/Off Premises	55	1,375
	Subtotal	<b>10,610</b>	<b>\$11,046,187</b>
WHOLESALE			
BA	Beer Wholesaler	45	\$11,250
BAN	Native Wholesale Beer Distributor	10	2,700
WA	Wine Wholesaler	25	18,750
WAN	Native Wholesale Wine Distributor	70	1,825
BAA	High Alcohol Content Beer Distillery	41	20,500
BAAN	Native High Alcohol Content Beer Distillery	4	2,000
MD	Micro-Distillery	1	500
	Subtotal	<b>196</b>	<b>\$57,525</b>
OTHER			
	Brewers Certificate of Compliance	97	\$28,100
	Distillers Certificate of Compliance	100	5,000
	Vintners Certificate of Compliance	456	45,600
	Manufacturers Permits	3	1,050
	Special Permits	1	100
	Alcohol Carrier Direct Shipper	51	1,275
	Subtotal	<b>708</b>	<b>\$81,125</b>
	Total	<b>11,514</b>	<b>\$11,184,837</b>

## ADMINISTRATIVE HEARINGS

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### Sales to Minors

LC	Commercial	Liquor/Wine/Beer/On Premises-Beer Off Premises	67
LB	Hotel/Motel	Liquor/Wine/Beer/On Premises-Beer Off Premises	3
LE	Retail Stores	Liquor – Off Premises	14
BC	Retail Stores	Beer – Off Premises	52
BW	Retail	Beer/Wine Beer On/Off Premises & Wine On Premises	2
BB	Commercial	Beer On Premises & Off Premises	10
		Total	<u>148</u>

### Summary Suspensions/Failure to Pay Sales Tax

LC	Commercial	Liquor/Wine/Beer/On Premises-Beer Off Premises	4
BC	Retail Stores	Beer – Off Premises	1
		Total	<u>5</u>

### Summary Suspensions/Failure to Maintain Dram Liability Insurance

LC	Commercial	Liquor/Wine/Beer/On Premises-Beer Off Premises	16
BB	Commercial	Beer On Premises & Off Premises	1
		Total	<u>17</u>

### Summary Suspensions/Revocations

LC	Commercial	Liquor/Wine/Beer/On Premises-Beer Off Premises	3
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### Illegal Gambling

LC	Commercial	Liquor/Wine/Beer/On Premises-Beer Off Premises	3
LE	Retail Stores	Liquor – Off Premises	2
BC	Retail Stores	Beer Off Premises	7
		Total	<u>12</u>

## ADMINISTRATIVE HEARINGS Continued

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### Sales During Prohibited Hours

LC	Commercial	Liquor/Wine/Beer/On Premises-Beer Off Premises	9
BC	Retail Stores	Beer – Off Premises	1
		Total	<u>10</u>

### Illegal Activity

LC	Commercial	Liquor/Wine/Beer/On Premises-Beer Off Premises	12
LE	Retail Stores	Liquor/Off Premises	1
		Total	<u>13</u>

### Intoxication

LC	Commercial	Liquor/Wine/Beer/On Premises-Beer Off Premises	1
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### Credit Sales

LC	Commercial	Liquor/Wine/Beer/On Premises-Beer Off Premises	3
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### Good Moral Character

BC	Retail Stores	Beer – Off Premises	1
BW	Retail	Beer/Wine Beer On/Off Premises & Wine On Premises	1
		Total	<u>2</u>

## APPEAL HEARINGS

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### Denied Licenses

	Liquor	16
	Beer	2
	Total	<u>18</u>