



Annual
Report
2010

Iowa Alcoholic Beverages Division



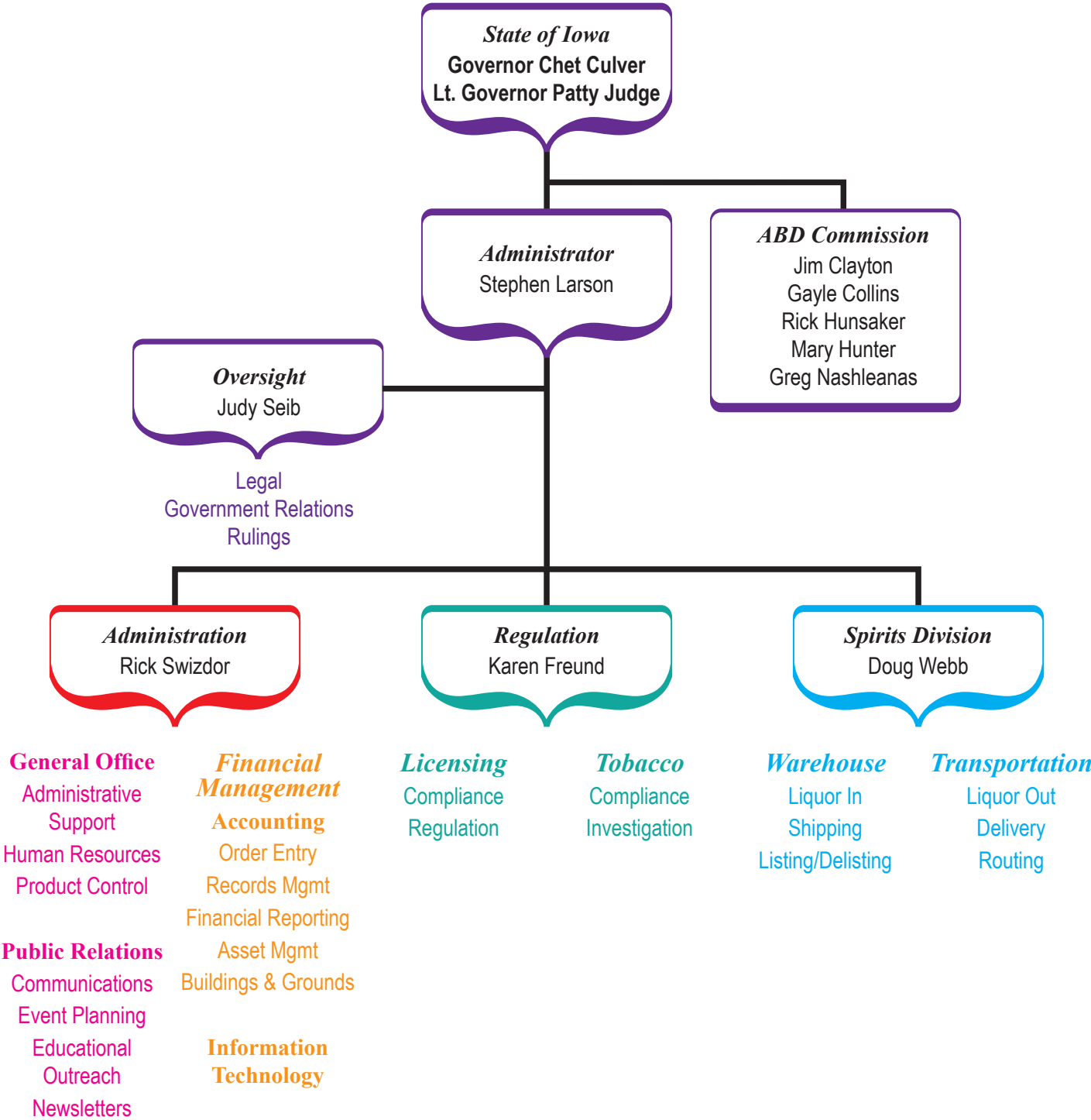
IowaABD.com

76th Annual Report

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IOWA ALCOHOLIC BEVERAGES DIVISION



ALCOHOLIC BEVERAGES COMMISSION

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)

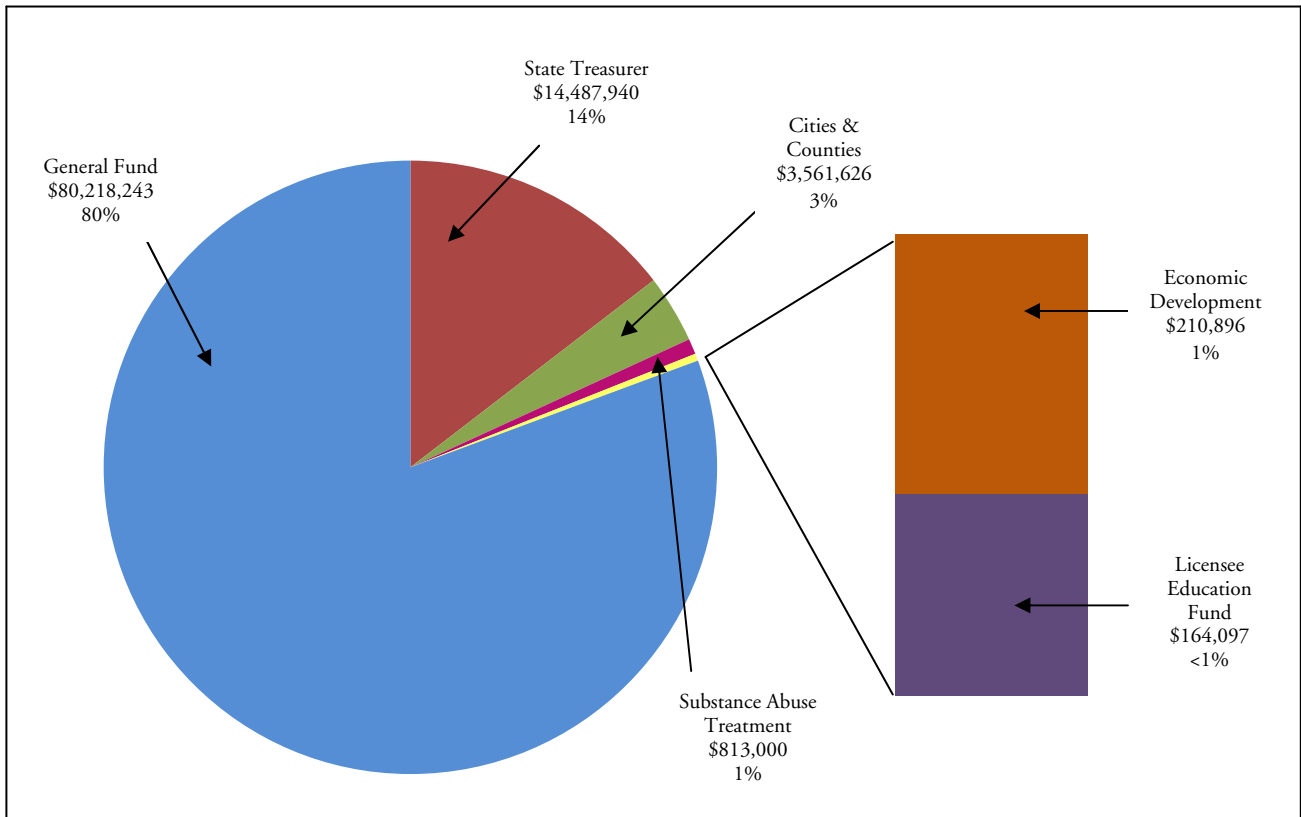
Rick Hunsaker was appointed to the Iowa Alcoholic Beverages Commission by Governor Tom Vilsack on May 1, 2006. Commissioner Hunsaker has served as Chair, Vice-Chair and Secretary for the Commission. He is a graduate of Drake University, receiving a B.A. in 1988 and a Masters of Public Administration 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> |
| TOTAL FUNDS GENERATED | <u>\$99,455,802</u> | <u>\$104,919,641</u> |

FY 2010 Profit Distribution \$99,455,802



SOURCE AND USE OF FUNDS

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

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)

| | |
|--|---------------------|
| Retail Licenses & Permits processed..... | 10,610 |
| Wholesale Licenses & Permits in effect..... | 196 |
| Other Licenses & Permits..... | 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 | |
| for year ended June 30, 2010..... | \$11,184,836 |

PURCHASING

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

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

INCOME AND EXPENSE

| | YEAR ENDED JUNE 30, 2010 | YEAR ENDED JUNE 30, 2009 |
|-------------------------------------|-----------------------------|-----------------------------|
| SALES | | |
| Liquor Sales | \$210,266,309 | \$204,433,455 |
| Cost of Liquor Sales | 139,634,768 | 134,463,822 |
| Gross Profit of Liquor Sales | <u>\$70,631,541</u> | <u>\$69,969,633</u> |
| OPERATING EXPENSES | | |
| 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> |
| Total Operating Expense | <u>\$7,290,383</u> | <u>\$7,313,942</u> |
| OPERATING INCOME | <u>\$63,341,158</u> | <u>\$62,655,691</u> |
| OTHER INCOME | | |
| 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 |
| Total Other Income | <u>\$18,335,622</u> | <u>\$17,206,818</u> |
| TOTAL NET INCOME | <u><u>\$81,676,780</u></u> | <u><u>\$79,862,509</u></u> |

FINANCIAL POSITION

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

TOTAL FUNDS GENERATED

| | For 12 Months Ended 06/30/10 | For 12 Months Ended 06/30/09 |
|--|---|---|
| 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 |
| TOTAL FUNDS GENERATED | <u><u>\$99,455,802</u></u> | <u><u>\$104,919,641</u></u> |

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> |
|-------------------------------|---|---|--|--|
| DISTILLED SPIRITS | | | | |
| 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% |
| GRAND TOTAL | <u>4,398,927</u> | <u>4,299,187</u> | <u>99,740</u> | <u>2%</u> |
| WINE SALES* | <u>3,812,803</u> | <u>3,612,840</u> | <u>199,963</u> | <u>6%</u> |
| BEER SALES* | <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 | 10,610 | \$11,046,187 |
| 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 | 196 | \$57,525 |
| 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 | 708 | \$81,125 |
| | Total | 11,514 | \$11,184,837 |

ADMINISTRATIVE HEARINGS

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 |
|----|------------|--|---|

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

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 |
|----|------------|--|---|

Credit Sales

| | | | |
|----|------------|--|---|
| LC | Commercial | Liquor/Wine/Beer/On Premises-Beer Off Premises | 3 |
|----|------------|--|---|

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

Denied Licenses

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