



Annual  
Report  
2011

# Iowa Alcoholic Beverages Division



[IowaABD.com](http://IowaABD.com)

77<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.

**Greg Nashleanas** was appointed to the Alcoholic Beverages Commission May 1, 2008, and is the 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 Vice -Chair 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.

**Claire Celsi** was appointed to the Alcoholic Beverages Commission on May 1, 2010, by Governor Chet Culver, and is the current Secretary for the Commission. 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.

## ALCOHOLIC BEVERAGES COMMISSION (Continued)

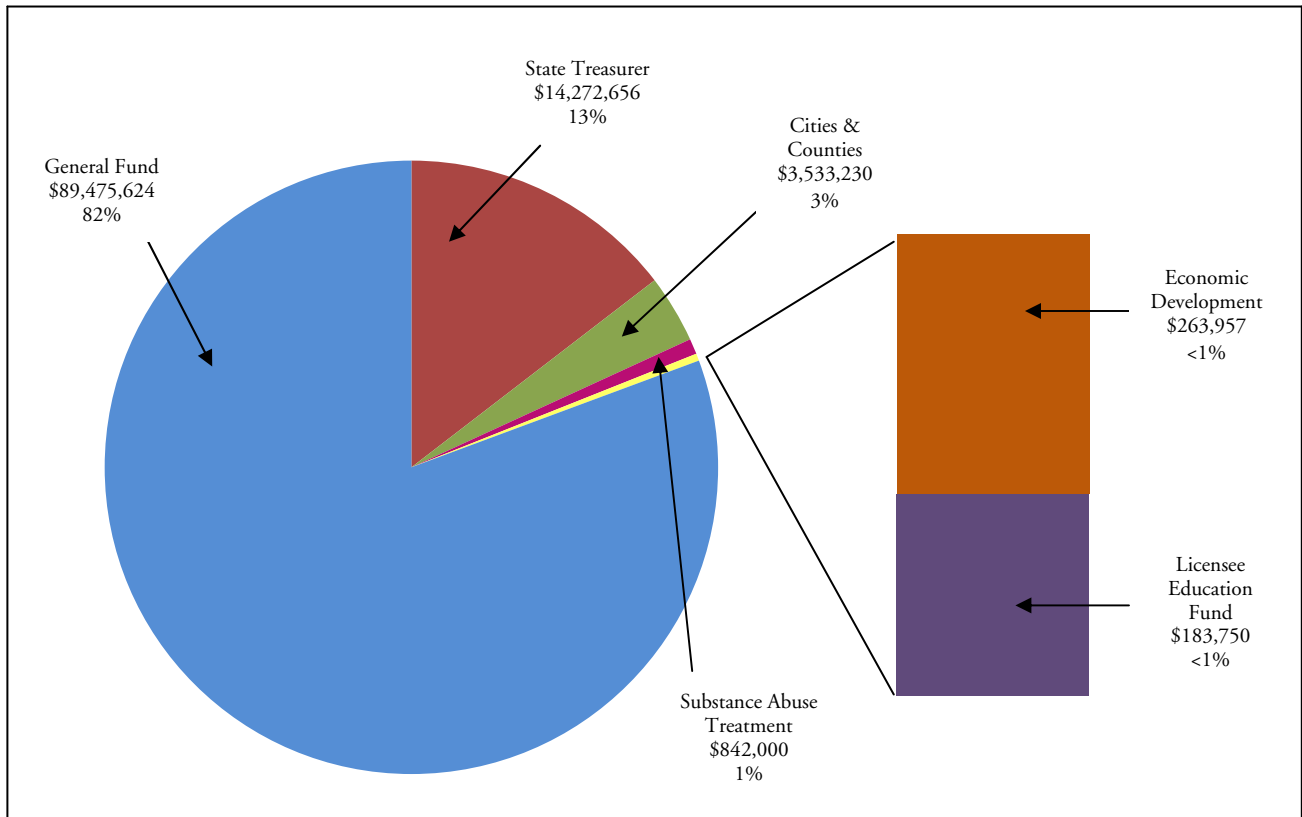
**Rick Hunsaker** was appointed to the Iowa Alcoholic Beverages Commission by Governor Tom Vilsack on May 1, 2006. Commissioner Hunsaker has served as Chair, Vice-Chair and Secretary for the Commission. He is a graduate of Drake University, receiving a B.A. in 1988 and a Masters of Public Administration 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.

**Mary Hunter** was appointed to the Alcoholic Beverages Commission May 1, 2002. 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.

# TOTAL FUNDS GENERATED

	FOR 12 MONTHS ENDED 6-30-11	FOR 12 MONTHS ENDED 6-30-10
Direct Transfer to General Fund (\$15,306,973 earmarked for Substance Abuse Treatment)	\$89,475,624	\$80,218,243
Transfer to State Treasurer – Beer & Air Tax Collections	14,272,656	14,487,940
Remit to Cities & Counties – 65% of Licensee Fees	3,533,230	3,561,626
Licensee Education Fund	183,750	164,097
Transfers to Substance Abuse Treatment	842,000	813,000
Transfers – Economic Development (Native Beer & Wine)	<u>263,957</u>	<u>210,896</u>
<b>TOTAL FUNDS GENERATED</b>	<u><b>\$108,571,217</b></u>	<u><b>\$99,455,802</b></u>

## FY 2011 Profit Distribution \$108,571,217



# ***SOURCE AND USE OF FUNDS***

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## **FISCAL YEAR 2011**

### **SOURCES OF FUNDS**

Sale of Liquor	\$	221,119,449
Sale of Licenses	\$	12,392,894
Beer Tax Collected	\$	14,289,212
Wine Tax Collected	\$	7,064,032
Miscellaneous Revenue(1)	\$	<u>4,226,361</u>
Source of Funds	\$	259,091,948

### **USES OF FUNDS**

Payments of Liquor	\$	146,297,212
Transfer to State General Fund (2)	\$	89,475,624
Transfer to Other State Departments(3)	\$	15,378,613
Cities and Counties - License Fees	\$	3,533,230
Miscellaneous Fees (4)	\$	<u>6,447,331</u>
Use of Funds	\$	261,132,010
Increase in Cash Balance	\$	<u>(2,040,062)</u>

(1) *Misc.Rev*

*Includes:*

*Liquor Tax*

*Air Carr*

*Misc. Income*

*Split Case Fee*

*Bottle Deposit Fee*

*Bottle Recycle Surcharge*

*Bailment Case Fee*

(2) *Transfer to*

*General Fund Includes:*

*\$15,306,973 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..... \$221,119,449

## SUMMARY OF REVENUE FROM LIQUOR OPERATIONS

(for year ended June 30, 2011)

Net Income.....	\$ <u>86,828,975</u>
Additional Revenue	
Beer & Native Wine Tax Collections.....	\$ 14,537,079
Licensee Fees, Cities & Counties.....	3,533,230
Fines and Penalties.....	183,750
Liquor Tax - Air Carriers.....	534
Total Additional Revenue.....	\$ <u>18,254,593</u>
Total Revenue Collected.....	\$ <u>105,083,568</u>

## OPERATING BUDGET

(for year ended June 30, 2011).....

\$ 7,895,918

## LICENSING

(as of June 30, 2011)

<b>Retail Licenses &amp; Permits processed.....</b>	9,725
<b>Wholesale Licenses &amp; Permits in effect.....</b>	241
<b>Other Licenses &amp; Permits.....</b>	1,332
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, 2011.....</b>	<b>\$11,874,320</b>

## PURCHASING

Cases Purchased, year ended 6-30-11.....	<b>1,732,523</b>
Cost of Liquor Purchased, year ended 6-30-11....	\$ <b>146,409,897</b>
Number of Vendors.....	<b>116</b>

## LIQUOR CONTROL JURISDICTIONS

Alabama	* Mississippi	Ohio	Virginia
Idaho	Montana	Oregon	Washington
* Iowa	Montgomery Co., Maryland	Pennsylvania	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, 2011	YEAR ENDED JUNE 30, 2010
<b>SALES</b>		
Liquor Sales	\$221,119,449	\$210,266,309
Cost of Liquor Sales	146,297,212	139,634,768
<b>Gross Profit of Liquor Sales</b>	<u>\$74,822,237</u>	<u>\$70,631,541</u>
<b>OPERATING EXPENSES</b>		
Salaries	\$1,407,053	\$1,486,149
Travel	9,962	7,896
Office Supplies	14,808	66,974
Other Supplies	7,204	13,768
Printing	61	3,536
Communications	7,762	44,941
Rental- Buildings	0	0
Utilities	20,370	39,460
Other Contractual Services	32,793	129,534
Intra-State Transfers	73,584	132,446
Equipment	0	3,981
Depreciation Expense	67,590	83,370
Total General Fund Expense	<u>1,641,187</u>	<u>2,012,055</u>
Total Trust Fund Expense	<u>6,254,731</u>	<u>5,278,328</u>
Total Operating Expense	<u>\$7,895,918</u>	<u>\$7,290,383</u>
<b>OPERATING INCOME</b>	<u>\$66,926,319</u>	<u>\$63,341,158</u>
<b>OTHER INCOME</b>		
License & Permit Fees	\$8,859,664	\$8,178,829
Wine Tax Collection	6,817,165	6,450,310
Miscellaneous Income	4,225,827	3,706,483
<b>Total Other Income</b>	<u>\$19,902,656</u>	<u>\$18,335,622</u>
<b>TOTAL NET INCOME</b>	<u><u>\$86,828,975</u></u>	<u><u>\$81,676,780</u></u>

# FINANCIAL POSITION

	YEAR ENDED 30-Jun-11	YEAR ENDED 30-Jun-10
<b>CURRENT ASSETS:</b>		
Cash	\$12,552,702	\$12,753,380
Accounts Receivable	807,972	888,875
Liquor Inventory Cost	743,160	1,005,218
Total Current Assets	<u>\$14,103,834</u>	<u>\$14,647,473</u>
<b>OTHER ASSETS:</b>		
Reserves	\$88,273	\$88,273
Equipment	89,472	157,061
Building & Land	210,000	210,000
Total Other Assets	<u>\$387,745</u>	<u>\$455,334</u>
<b>TOTAL ASSETS</b>	<u><u>\$14,491,579</u></u>	<u><u>\$15,102,807</u></u>
<b>CURRENT LIABILITIES:</b>		
Prepaid Rent	\$0	\$0
Accounts Payable	7,255,113	7,337,823
Due Approving Bodies of Licensee	684,646	601,936
Total Liabilities	<u>\$9,700,941</u>	<u>\$7,939,759</u>
<b>EQUITY:</b>	<u>\$4,790,638</u>	<u>\$7,163,048</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>\$14,491,579</u></u>	<u><u>\$15,102,807</u></u>

## TOTAL FUNDS GENERATED

	For 12 Months Ended 06/30/11	For 12 Months Ended 06/30/10
Direct Transfer to General Fund	\$89,475,624	\$80,218,243
Transfer to State Treasurer - Beer & Air Tax Collections	14,272,656	14,487,940
Remit to Cities & Counties - 65% of Licensee Fees	3,533,230	3,561,626
Licensee Education Fund	183,750	164,097
Transfers to Substance Abuse	842,000	813,000
Transfers - Economic Development (Native Beer & Wine)	263,957	210,896
<b>TOTAL FUNDS GENERATED</b>	<u><u>\$108,571,217</u></u>	<u><u>\$99,455,802</u></u>

# COMPARATIVE STATEMENT OF LIQUOR SALES

	Year Ended 30-Jun-11 <u>Gallons</u>	Year Ended 30-Jun-10 <u>Gallons</u>	Increase (Decrease) <u>Gallons</u>	Increase (Decrease) <u>Percent</u>
<b>DISTILLED SPIRITS</b>				
Blended Whiskey	218,990	216,225	2,766	1%
Straight Whiskey	180,310	173,391	6,920	4%
Tennessee Whiskey	100,549	99,391	1,158	1%
Bottled in Bond - Bourbon	478	445	33	7%
Straight Whiskey Rye	16,844	9,521	7,323	77%
Canadian Whiskey	587,793	565,193	22,599	4%
Scotch Whiskey	75,297	75,124	173	0%
Single Malt Scotch	11,118	10,174	945	9%
Irish Whiskey	20,797	16,644	4,153	25%
Tequilla	179,419	170,600	8,819	5%
Vodka	1,300,722	1,208,428	92,293	8%
Gin - American	116,300	116,099	200	0%
Gin - Foreign	37,321	35,216	2,105	6%
Sloe Gin	2,341	2,494	(153)	-6%
Brandy - American	114,279	114,840	(561)	0%
Brandy - Foreign	28,254	27,541	713	3%
Rum	697,215	675,628	21,587	3%
Cocktails	216,011	198,780	17,231	9%
Cordials - American	282,988	277,064	5,924	2%
Cordials - Foreign	101,802	100,268	1,534	2%
Schnapps	259,770	252,684	7,086	3%
Decanters and Specialty Packs	16,062	11,779	4,283	36%
High Proof Beer	5	29,378	(29,373)	-100%
Alcohol	10,395	11,962	(1,567)	-13%
Other	6	58	(52)	-41%
<b>GRAND TOTAL</b>	<u>4,575,068</u>	<u>4,398,927</u>	<u>176,141</u>	<u>4%</u>
<b>WINE SALES*</b>	<u>4,097,843</u>	<u>3,812,803</u>	<u>285,040</u>	<u>7%</u>
<b>BEER SALES*</b>	<u>75,068,365</u>	<u>76,295,889</u>	<u>(1,227,524)</u>	<u>-2%</u>

## IOWA PER CAPITA CONSUMPTION - 2010 (Based on adult population - 21 and over)

DISTILLED SPIRITS	WINE	BEER
2.12	1.77	34.86

\*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>CASES</u>	<u>COST</u>
A Hardy / U.S.A., Ltd.	178	\$14,403.00
Adamba Imports Int'l, Inc.	1	\$71.88
Admiral Imports	99	\$12,016.50
Anchor Distilling Co(preissimports)	178	\$13,208.69
Anheuser-Busch/Longtail Libations	1	\$176.00
Aveniu Brands	59	\$7,594.48
Bacardi U.S.A., Inc.	86057	\$9,284,891.53
Bacmar International	1	\$135.00
Barrel House Distilling Co.	1	\$138.00
Bendistillery	3	\$502.50
Biagio Cru And Estate Wines, Llc	400	\$38,208.00
Black Rock Spirits	95	\$17,090.50
Blavod Extreme Spirits USA, Inc.	2	\$154.08
Blue Angel Spirits Llc	25	\$1,575.00
Bmc Imports	4	\$1,079.00
Boston Beer Company	24	\$2,056.80
Broadbent Distillery	81	\$14,812.92
Brown-Forman Corporation	68239	\$9,712,462.29
Cabana Cachaca Lp, Abb Partners Llc	1	\$91.70
Capstone International Inc	12	\$1,826.50
Carriage House Imports, Ltd.	5	\$355.00
Castle Brands	533	\$49,646.93
Cedar Ridge Vineyards,LLC	4949	\$465,620.58
Charles Jacquin Et. Cie., Inc.	1017	\$59,762.01
Classic Wine Imports	16	\$2,592.54
Clear Creek Distillery	2	\$787.78
Constellation Wine Company, Inc.	121050	\$7,488,512.50
Cooperspiritsinternational	66	\$7,611.78
Cracovia, Inc	3	\$463.10
CVI Brands	4	\$1,197.10
Dakota Spirits Distillery	29	\$3,538.58
Diageo Americas	358969	\$38,962,828.78
Domaine Charbay	2	\$258.00
Dorado, Pizzorni & Sons, LLC	5	\$1,178.25
Dreyfus, Ashby Co.	17	\$2,898.70
Dry Fly Distilling	30	\$5,901.00
Duggan's Distillers Products Corp	14	\$2,555.00
E & J Gallo Winery	17176	\$1,240,084.47
Evaton, Inc.	10	\$2,266.30
F. Korbel & Brothers, Inc.	1205	\$82,199.95
Fifth Generation Inc.	1005	\$115,747.20
Fire Tail Brands Llc	2	\$121.40
Firestarter Spirits Inc.	467	\$32,811.42
Foley Family Wines, Inc.	16	\$1,329.76
Four Roses Distillery	70	\$8,401.47
Frank-lin Distillers Products Ltd.	25	\$2,406.00
Fsj Imports	28	\$4,216.80
Great Lakes Liquor Company	6751	\$403,927.44
H A P LLC	2	\$357.93
Haas Brothers	3	\$580.10
Heartland Wine And Spirits Group	12	\$1,214.80
Heaven Hill Distilleries Inc.	30323	\$1,930,614.73
High West Distillery, Llc	7	\$1,424.00
Hood River Distillers, Inc.	1129	\$96,252.80
Imperial Brands, Inc.	1498	\$106,597.57
Infinite Spirits	20	\$3,518.40
International Beverage Co., Inc.	18	\$4,180.55
International Beverage Holdings USA	8	\$782.70

<u>VENDOR</u>	<u>PURCHASES</u>	
	<u>CASES</u>	<u>COST</u>
Intersect Beverage Llc	3	\$531.30
Jalixco Trading Co. Llc	35	\$4,702.00
Jim Beam Brands	147858	\$12,055,223.36
Kindred Spirits Of North America	6	\$1,064.18
Kobrand Corporation	621	\$65,340.45
Laird And Company	75098	\$3,245,117.69
Liquor Group Wholesale	38	\$3,792.40
Luctor International	23	\$3,786.99
Luxco	173760	\$9,144,870.08
Mango Bottling, Inc.	845	\$50,649.30
Marketing Global Brands Corp.	8	\$685.20
Marsalle Company/Stoller Warehouse	8	\$1,180.90
Mccormick Distilling Company	36039	\$1,833,188.91
McKenzie River Corporation	16	\$1,555.20
MHW Ltd	1457	\$152,042.27
Mississippi River Distilling Co.	1302	\$113,239.20
Moet Hennessy USA, Inc.	12009	\$2,442,498.44
Monsieur Henri Wines, Ltd.	3627	\$320,968.23
Niche Import Co.	30	\$4,396.90
Oregon Brewing Co., Rogue Ales	4	\$969.10
Palm Bay Imports, Inc.	340	\$28,497.84
Paramount Distillers, Inc.	90073	\$4,384,079.38
Park Street Imports	21	\$2,118.73
Pernod Ricard USA/Austin Nichols	86283	\$10,340,873.59
Phillips Beverage Company	82264	\$4,856,801.26
Piedmont Distillers	76	\$6,193.80
Proximo	11735	\$1,357,884.34
Quadro Group LLC	146	\$27,242.20
Referent Spirits	2	\$188.00
Remy Cointreau USA	5018	\$1,033,936.58
Sazerac Co., Inc.	48869	\$4,190,081.22
Sazerac North America	135411	\$6,514,225.77
Seashore Marketing Group	5	\$825.80
Shaw-ross Int'l Importers, Inc.	718	\$66,158.13
Sidney Frank Importing Co.	24955	\$4,020,213.08
Skyy Spirits	15890	\$1,837,938.96
Sovereign Brands	1	\$155.00
Spirit Imports, Inc.	19	\$4,995.94
Spirits Marque One LLC	9400	\$780,227.37
Spirits Of The USA	12	\$1,857.60
Stanley Stawski Distributing Co.	21	\$3,646.00
Stellar Importing Company, LLC	67	\$7,363.30
Stranahan's Colorado Whiskey	1	\$186.00
Temperance Distilling Company	142	\$13,762.12
The Patron Spirits Company	7177	\$1,847,666.85
Total Beverage Solutions	38	\$4,982.75
U.S. Distilled Prod. Co	1288	\$77,466.74
United Distillers USA	82	\$7,648.96
Van Gogh Imports	274	\$31,388.45
Veev Spirits Llc	11	\$925.75
Vital Beverages	2	\$620.00
W. J. Deutsch & Sons, Ltd.	30	\$2,830.43
Western Spirits Beverage Co. Llc	471	\$28,026.25
White Rock Distilleries, Inc.	30211	\$1,978,098.01
Wildman & Sons, F.	17	\$4,837.50
William Grant & Sons, Inc.	12944	\$1,802,447.18
Wilson Daniels Ltd.	13755	\$1,476,488.48
Winebow, Inc.	20	\$3,978.00

**Total Purchases**

**1,732,523**

**\$146,409,897**

# LICENSES AND PERMITS PROCESSED

RETAIL		NUMBER	REVENUE
BB	Commercial-Beer On/Off Premises	1,118	\$174,289
BC	Retail Store-Beer Off Premises	3,137	809,591
LA	Private Club-Liquor/Wine/Beer On Premises	154	106,423
LB	Hotel/Motel-Liquor/Wine/Beer On Premises-Beer Off Premises	116	219,727
LC	Commercial-Liquor/Wine/Beer On Premises-Beer Off Premises	4,062	5,863,392
LD	Common Carrier-Liquor/Wine/Beer On Premises	23	6,420
LE	Commercial-Liquor Off Premises	1,011	4,402,259
BW	Special-Beer/Wine On Premises-Beer Off Premises	521	248,980
WB	Retail Store-Wine Off Premises	1,345	672,500
WBN	Retail Store-Native Wine Off Premises	363	9,075
WCN	Commercial-Native Wine On/Off Premises	39	975
	Subtotal	11,889	\$12,513,631
WHOLESALE			
	Beer Wholesaler	47	\$11,750
BAN	Native Wholesale Beer Distributor	13	3,450
WA	Wine Wholesaler	30	22,500
WAN	Native Wholesale Wine Distributor	103	2,725
BAA	High Alcohol Content Beer Distillery	41	20,500
BAAN	Native High Alcohol Content Beer Distillery	7	3,500
MD	Micro-Distillery	4	2,000
	Subtotal	245	\$66,425
	Brewers Certificate of Compliance	106	\$53,000
	Distillers Certificate of Compliance	119	5,950
	Vintners Certificate of Compliance	477	47,700
	Manufacturers Permits	4	1,400
	Brokers Permits	15	375
	Direct Shippers Permit	576	14,400
	Alcohol Carrier Permit	2	200
	Charity Beer & Wine Permit	29	2,900
	Subtotal	1,328	\$125,925
	Total	13,462	\$12,705,981

## ADMINISTRATIVE HEARINGS

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### Sales to Minors

LC Commercial	Liquor/Wine/Beer/On Premises-Beer Off Premises	54
LB Hotel/Motel	Liquor/Wine/Beer/On Premises-Beer Off Premises	0
LE Retail Stores	Liquor - Off Premises	18
BC Retail Stores	Beer - Off Premises	120
BW Retail	Beer/Wine Beer On/Off Premises & Wine On Premises	1
BB Commercial	Beer On Premises & Off Premises	9
	Total	<u>202</u>

### Summary Suspensions/Failure to Pay Sales Tax

BB Commercial	Beer On Premises & Off Premises	1
LC Commercial	Liquor/Wine/Beer/On Premises-Beer Off Premises	4
BC Retail Stores	Beer - Off Premises	2
	Total	<u>7</u>

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

LC Commercial	Liquor/Wine/Beer/On Premises-Beer Off Premises	5
BB Commercial	Beer On Premises & Off Premises	2
	Total	<u>7</u>

### Summary Suspensions/Revocations

LC Commercial	Liquor/Wine/Beer/On Premises-Beer Off Premises	2
	Total	<u>2</u>

### Illegal Gambling

LC Commercial	Liquor/Wine/Beer/On Premises-Beer Off Premises	11
BC Retail Stores	Beer - Off Premises	7
	Total	<u>18</u>

## ADMINISTRATIVE HEARINGS Continued

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### Sales During Prohibited Hours

LC	Commercial	Liquor/Wine/Beer/On Premises-Beer Off Premises	15
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### Illegal Activity

LC	Commercial	Liquor/Wine/Beer/On Premises-Beer Off Premises	10
LE	Retail Stores	Liquor/Off Premises	2
		Total	<u>12</u>

### Intoxication

LC	Commercial	Liquor/Wine/Beer/On Premises-Beer Off Premises	2
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### Credit Sales

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

### Good Moral Character

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## APPEAL HEARINGS

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### Denied Licenses

	Liquor	17
	Beer	1
	Total	<u>18</u>