



ALCOHOLIC
BEVERAGES
DIVISION
State of Iowa

ABD Finance & Operations

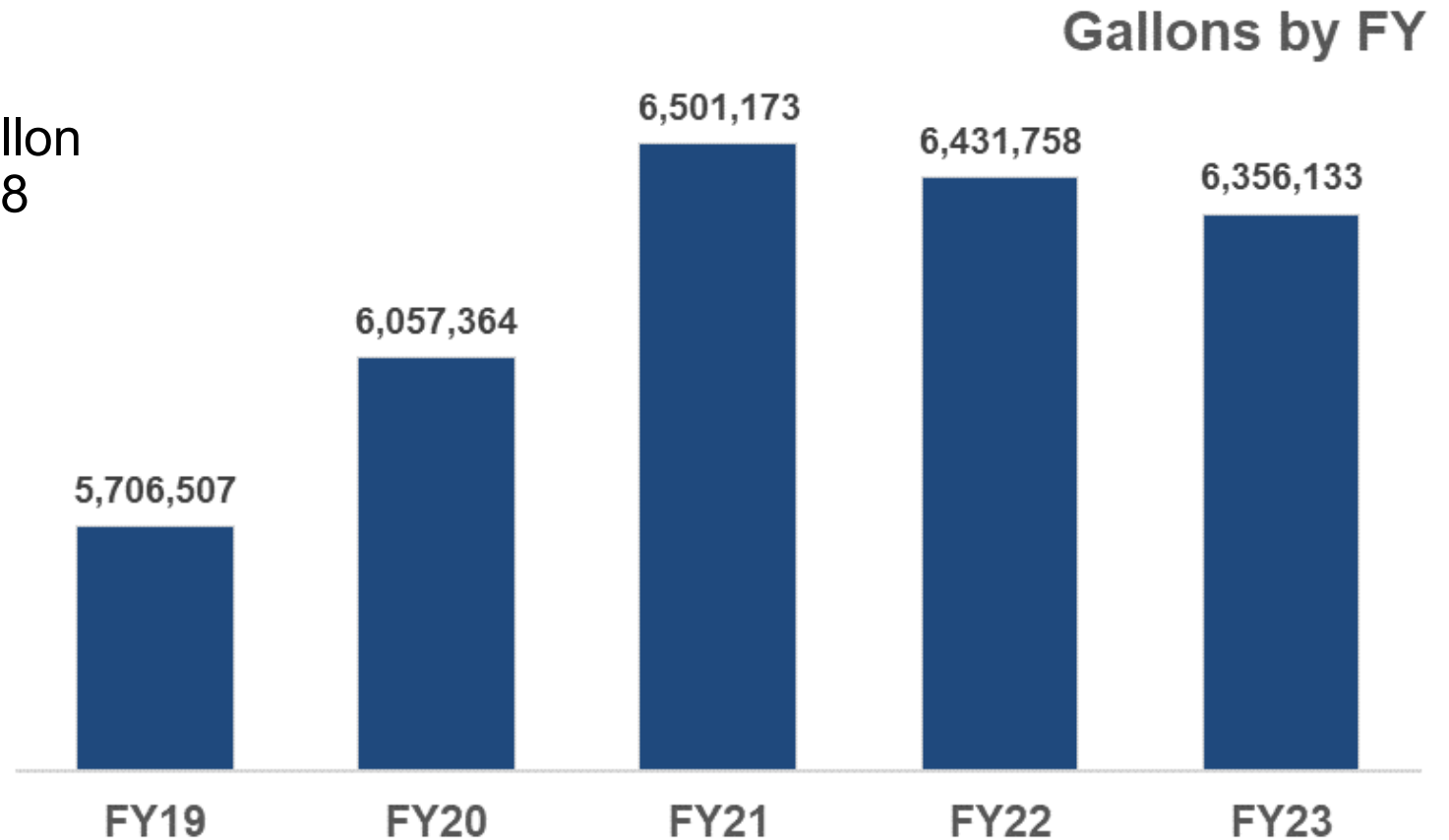
August 30, 2023

Finance, FY23 Year End Sales

- **Liquor Sales, 3.4% increase over FY22**
 - \$445.8 million total liquor sales revenue
 - \$14.5 million increase
- **\$453.3 million total revenue collected**
 - Split Case fee; \$2.3 million, 44% increase
 - Bottle Deposit and Surcharge; \$5.2 million 9.5% increase
- **Operational Metrics**
 - Decreases; Orders (-2.1%), Picks (-2.3%)
 - Increases; Deliveries 3.2%, Cases 0.6%, Bottles 0.8%
 - 2,032 Total LE's at the end of the FY, 5.4% increase
- **Transfer Totals**
 - FY23 estimate, \$151.5 million
 - Surpassed by 0.7% or \$152.6 million transferred

Finance, FY23 Year End Gallons

- **Gallons Sold FY23**
 - 6.4 million total gallons
 - (-1.2%) decrease or 75,624 gallons compared to FY22
- **Sales per Gallon**
 - 4.6% increase or \$3.06/gallon
 - \$70.14 compared to \$67.08

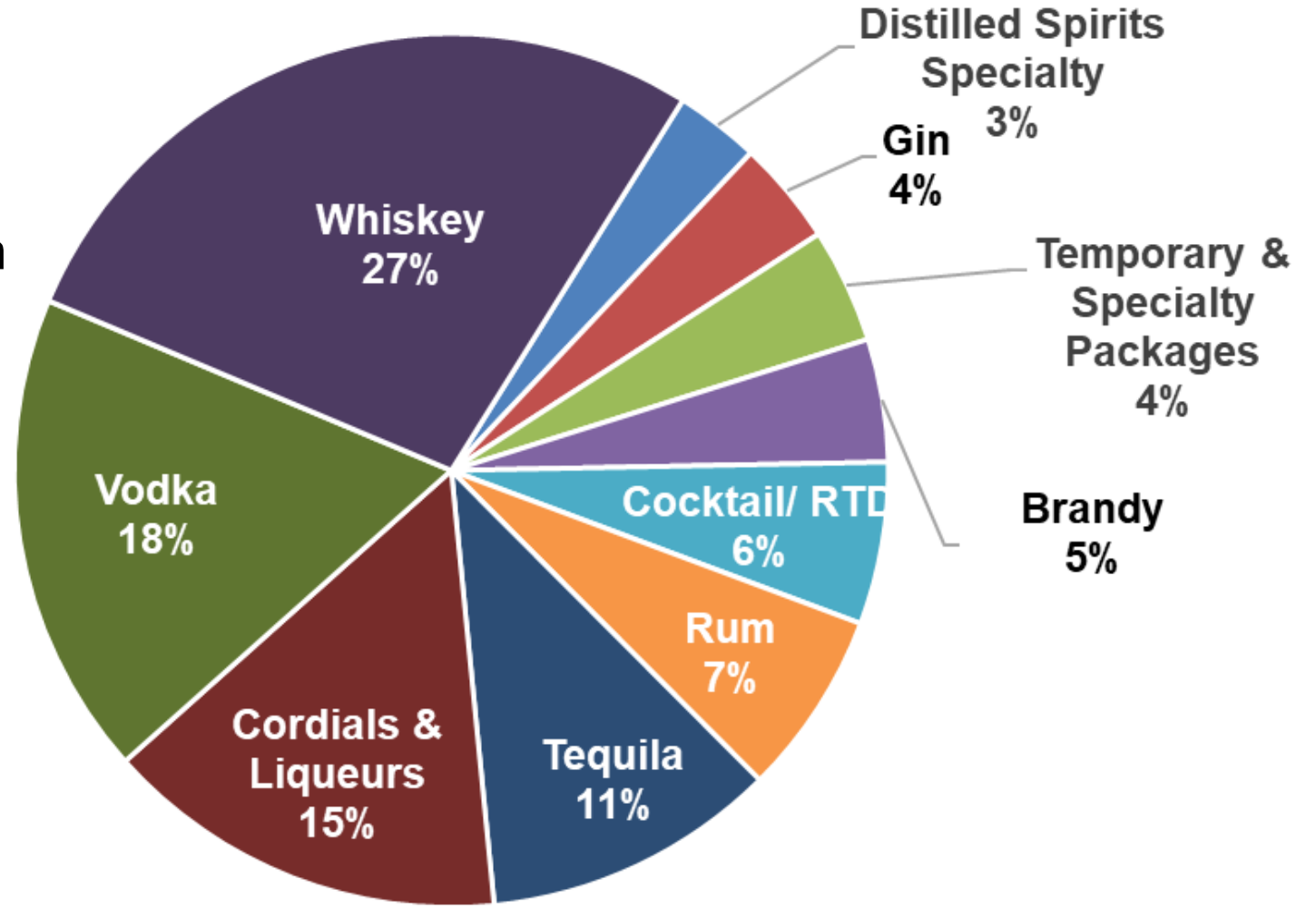


Finance, FY24 through July

- **Liquor Sales, 9.1% increase over FY23**
 - \$29.1 million total for July
 - \$2.4 million increase
- **\$29.6 million total revenue collected**
 - Split Case fee; increased to \$1.00 July 1, 2023
 - * \$181,023, 31.9% increase
 - Bottle Deposit and Surcharge
 - * \$355,965, 22.0% increase
- **Operational metrics**
 - Decreases; Picks (-2.9%)
 - Increases; Deliveries 5.1%, Orders 3.4%, Cases 3.3%, Bottles 2.4%
 - 2,036 Total LE's, increase of 4 over June
- **FY24 Reversion Transfer estimate; \$151.5 million**

Operations, FY24 through July

- **2,898 Total listed products**
 - 10 product Categories make up the ABD portfolio
 - Whiskey is the largest with 27% or 798 products
 - Next largest is Vodka with 18% or 520 products



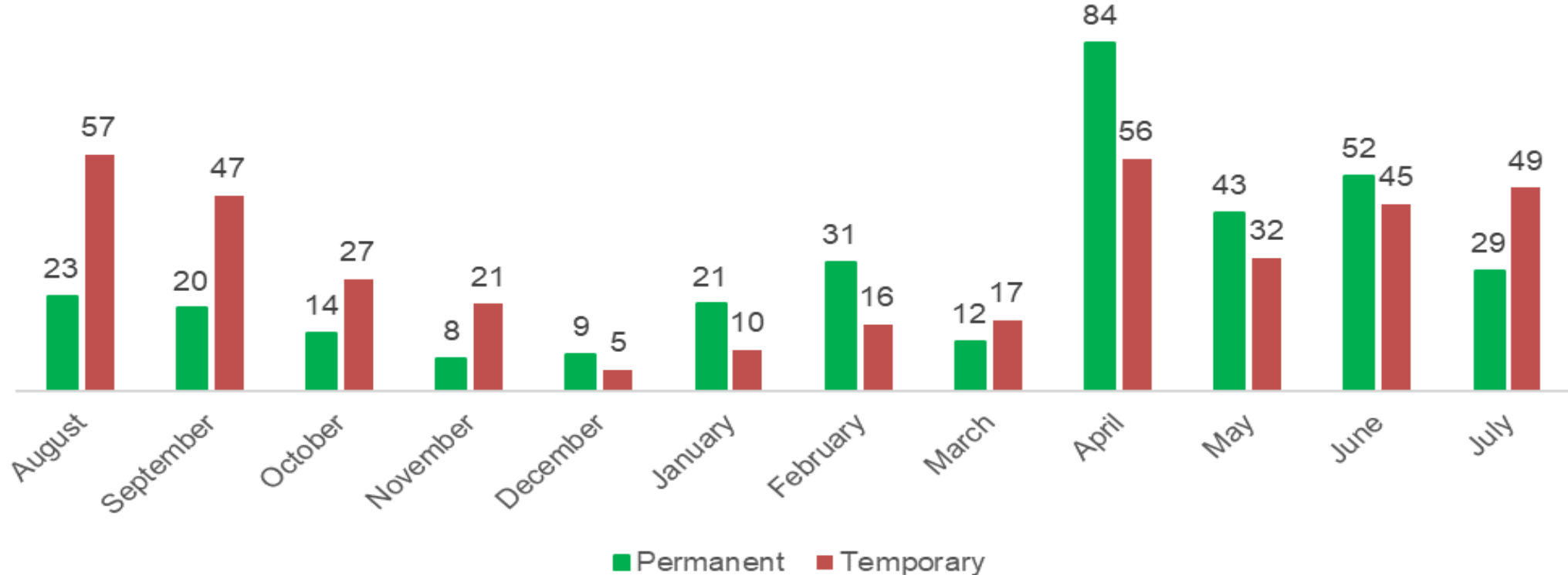
Operations, FY24 through July

- **New Product Listings**

- 29 permanent and 49 temporary items listed

- Permanent categories Whiskey 10, Tequila 7, and Vodka 6, Gin/Cocktails/RTD 2 each

Rolling 12- Month Listed Products



Operations, FY24 through July

- **August Delist Criteria**

- Items need to have 120 cases or \$12,000 in sales in last 12-month period
- Suppliers may appeal the delist decision

- **Originally 309 Total Items Eligible**

- 60 appealed (35 approved, 25 denied)
- Includes 9 Native Distilleries, 24 Native items
- 15 Native items appealed (11 approved, 4 denied)

- **Final Delist**

- 4,332 total cases
- 41,107 total bottles based on pack size
- 6 Native Distilleries with 13 total products

Finance and Operations, Upcoming

- **Warehouse Capacity Study**
 - Started July 11th with Hy-Tek Intralogistics
 - Project scope- capacity, operations, recommendations
 - Complete week of Sept 25th, 2023- report out to ABD and Ruan
- **Boiler Replacement Project**
 - Bidder intent to award complete
 - Timeline for implementation will be October through December
 - Plan for winter
- **Shop Portal 2.0 Update**
 - Completing updates now
 - Training- Internal for ABD staff, external videos, communications
 - Go-live January 2024



Alcohol Outlet Monitoring & Local Policy in Iowa



Alcoholic Beverages Division Meeting, Ankeny, IA
August 30, 2023

**IOWA STATE
UNIVERSITY**

 **PUBLIC SCIENCE
COLLABORATIVE**



Dr. Shawn Dorius



Matthew Voss



Kelsey Van Selous



Dr. Cass Dorius

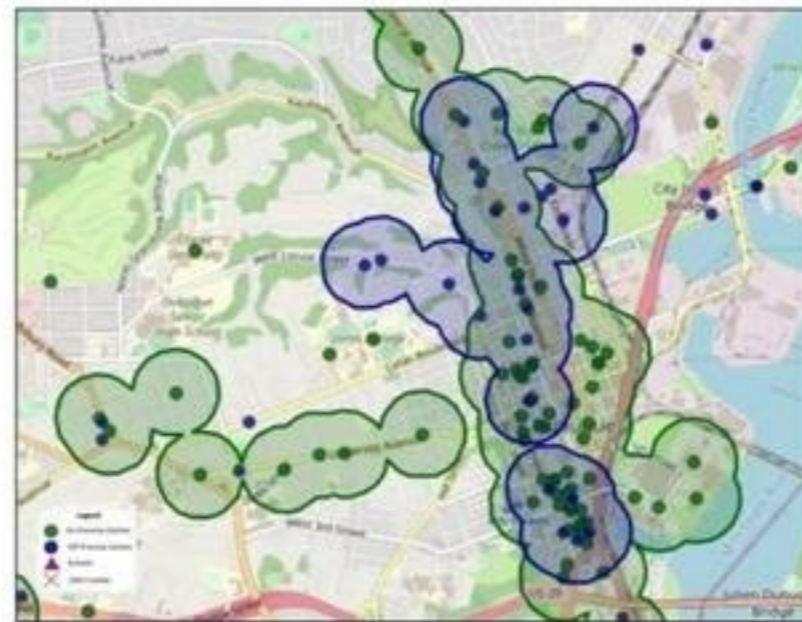
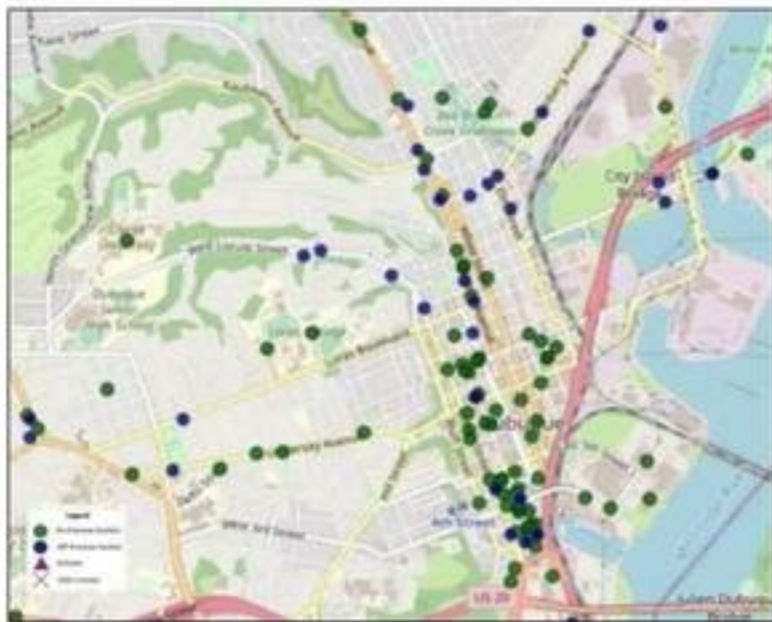


This project was supported by funding from the Iowa Alcoholic Beverages Division (ABD), via a subaward from the National Alcohol Beverage Control Association (NABCA).

What is an Alcohol Outlet Density? Why does it matter?



Communities with higher alcohol availability also have....



Neighborhood Costs

- Increased noise
- Property damage

Safety Costs

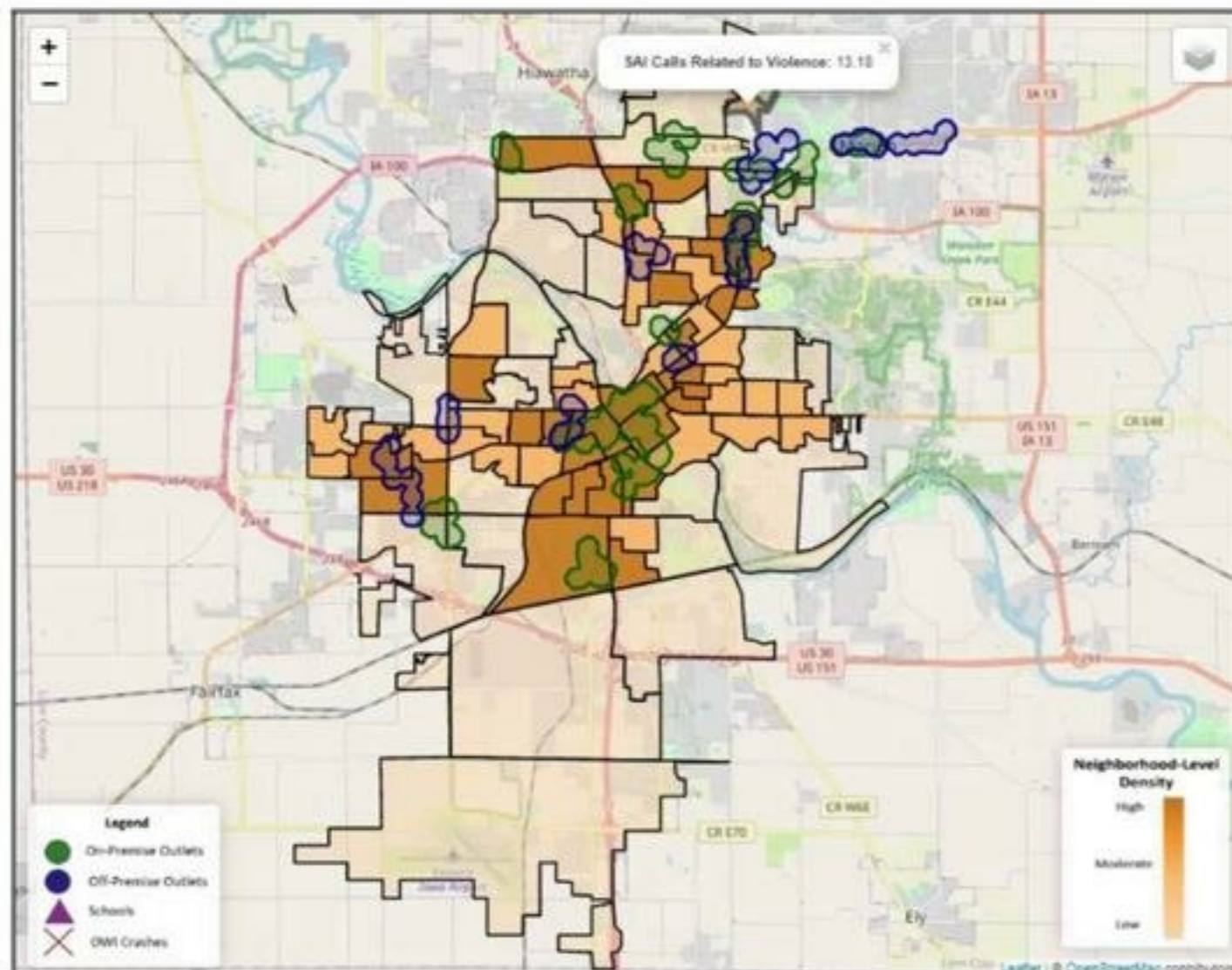
- Violent crime
- Binge & heavy drinking rates
- Sexually transmitted diseases

Economic Costs

- Emergency service calls
- Hospital admissions
- Lost work productivity
- Healthcare-related costs

These harms costs lowans nearly \$2.6 billion annually

Applying AOD Research in Iowa



We partnered with 4 communities to get police and 911 call for service data to identify relationships with alcohol outlet density.

We found significant relationships between high concentrations of outlets and calls for service in categories like violence, family CFS, and alcohol-related CFS.



**Local Alcohol Policies to
Improve Community
Health & Safety in Iowa**












*Matthew J Voss, Shawn F Dorus,
Kelsey Van Selous, & Cassandra J
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*This report was produced with funding support from a
National Alcohol Beverage Control Association grant
awarded to the Iowa Alcohol Beverage Division. The
ideas and opinions expressed herein are exclusively
those of the authors.*

We created an alcohol policy report for community practitioners to learn about local and state policy levers to reduce excessive alcohol consumption.

Community Policy Preferences

| | | |
|----------------|-------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Local Policies |  | Conditional Use Permits represent a flexible, customizable tool that can be strategically deployed to limit hours of sale and excessive advertising to youth, for example. |
| |  | Nuisance Ordinances can be used to ensure that alcohol establishments respect community norms and comply with ordinances concerning excessive noise and light, including the actions of patrons on or near the establishment. |
| |  | Alcohol Advertising Ordinances enable communities to limit the type or prevalence of alcohol advertising signage, especially where advertising will result in high child exposure. |
| |  | Enforcement can take the form of targeted bar checks (e.g., establishments known to sell to minors), intoxicated driver checkpoints at high-risk locations and alcohol-heavy community events, or place-of-last-drink programs. These efforts produce useful data for licensure hearings and tailored local policies. |
| |  | Screening and Intervention is an individual-level public health tool that increases the odds that an individual with an alcohol use disorder will seek treatment. The SBIRT tool can be scaled up using electronic methods (e-SBI). |
| |  | Responsible Beverage Service Training can be especially effective when targeting high-risk establishments, such as those with a history of overservice, prior alcohol violations, or establishments appearing in place-of-last-drink databases. |

| | | |
|----------------|---------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| State Policies |  | Excise Taxes and Minimum Unit Pricing leverage market forces relating price and quantity demanded to reduced alcohol consumption. These mechanisms have been shown to have a targeted effect on the highest-risk drinkers. The Iowa alcohol excise tax was last revised in the mid-1980s. |
| |  | Dram Shop Liability policies ensure that alcohol-selling establishments can be held liable when an overserved patron (e.g., highly intoxicated) causes an accident or property damage. Iowa currently has limited dram shop liability. |
| |  | Limiting Days and Hours of Sale has been shown to reduce excessive alcohol consumption. The State of Iowa allows alcohol to be sold every day of the week from 6:00 AM to 2:00 AM. |

PSC Recommendations



Monitor AODs

Invest in continued alcohol outlet density monitoring through annual updates to statewide dashboards.



Empower Communities

Work with cities to ensure that they have the tools and resources to enforce alcohol laws and understand their roles and capacity to do so.



Explore Policy Options

Consider policies that ABD can help communities implement, including expanded enforcement and training.

Staying in Touch

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