



**IDAHO STATE
LIQUOR
DIVISION**

Serving Idaho Since 1935

**2010
ANNUAL
REPORT**



ISLD Store 125
Boise, Idaho

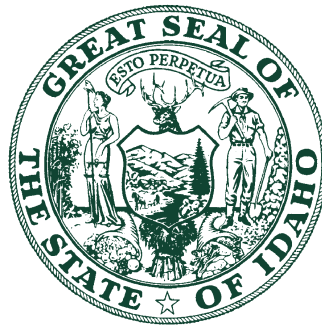
One of Idaho's 66
State-operated Liquor
Stores



ISLD Distribution Center

IDAHO STATE
LIQUOR
DIVISION

1349 E. Beechcraft Court
P.O. Box 179001
Boise, Idaho 83717-9001
(208) 947-9400
www.liquor.idaho.gov



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Our Mission

The mission of the Idaho State Liquor Division is to provide control over the importation, distribution, sale, and consumption of distilled spirits; curtail intemperate use of beverage alcohol; and responsibly optimize the net revenues to the citizens of Idaho.

Our Vision

The vision of the Idaho State Liquor Division is to be the most respected and highest performing purveyor of distilled spirits in the U.S.A.

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DIRECTOR'S MESSAGE



Changes occurred at the Idaho State Liquor Division (ISLD) during the past year. Director James M. Nally, retired on April 30, 2010 after successfully guiding the division for over fifteen years. Mr. Nally leaves a lasting legacy and a strong foundation from which to build for the future. His service to the people of Idaho spanned decades at both the ISLD and Boise State University. He will be missed.

Governor C.L. "Butch" Otter appointed me ISLD Director as of May 3, 2010. I continue to serve as Director of the Idaho Lottery.

The ISLD executive team was reorganized in May 2010 to provide for deputy director levels of accountability in each key discipline of the enterprise. The new deputies are:

- Bill Applegate, Deputy Director for Procurement & Distribution and Chief Deputy
- Tony Faraca, Deputy Director for Finance & Human Resources and CFO
- Keven Lowe, Deputy Director for Information Technology & Security
- Tom Legerski, Deputy Director for Retail Operations.

The reorganization coincided with the completion of a legislatively mandated, two-year, 5% reduction in force that required a permanent elimination of positions. A personnel cost reduction of 3% was completed for FY10 that impacted our retail operations. An additional 2% for FY11 affected the central office in Boise.

Sales for FY10 ended up 2%, with distributions to the people of Idaho up 3%. Premium brands generally followed national trends and continued to lag in sales, while consumers traded down to popular and value brands. Case sales are stable. Some Washington State border locations saw marked increases, up an average of 20% due to our state-wide uniform pricing. We're pleased to report per capita consumption remains largely unchanged; lower than many control states and significantly less than open states.

Innovation is the key to future success. We completed our distribution center upgrade to a modern Automated Storage and Retrieval System (AS/RS), allowing the ISLD to improve efficiencies while scaling our facility for the years to come. Particular kudos go to Deputy Directors Bill Applegate and Keven Lowe and their teams. It was an enormous project for the division. Thanks also go to Interlake Mecalux and Intek Integration Solutions for their help in making it a reality.

On behalf of the dedicated ISLD associates who responsibly administer our dual mandate of making distilled spirits available to the citizens of Idaho while diligently working to curtail intemperate use, I respectfully submit the Idaho State Liquor Division Annual Report for Fiscal Year 2010.

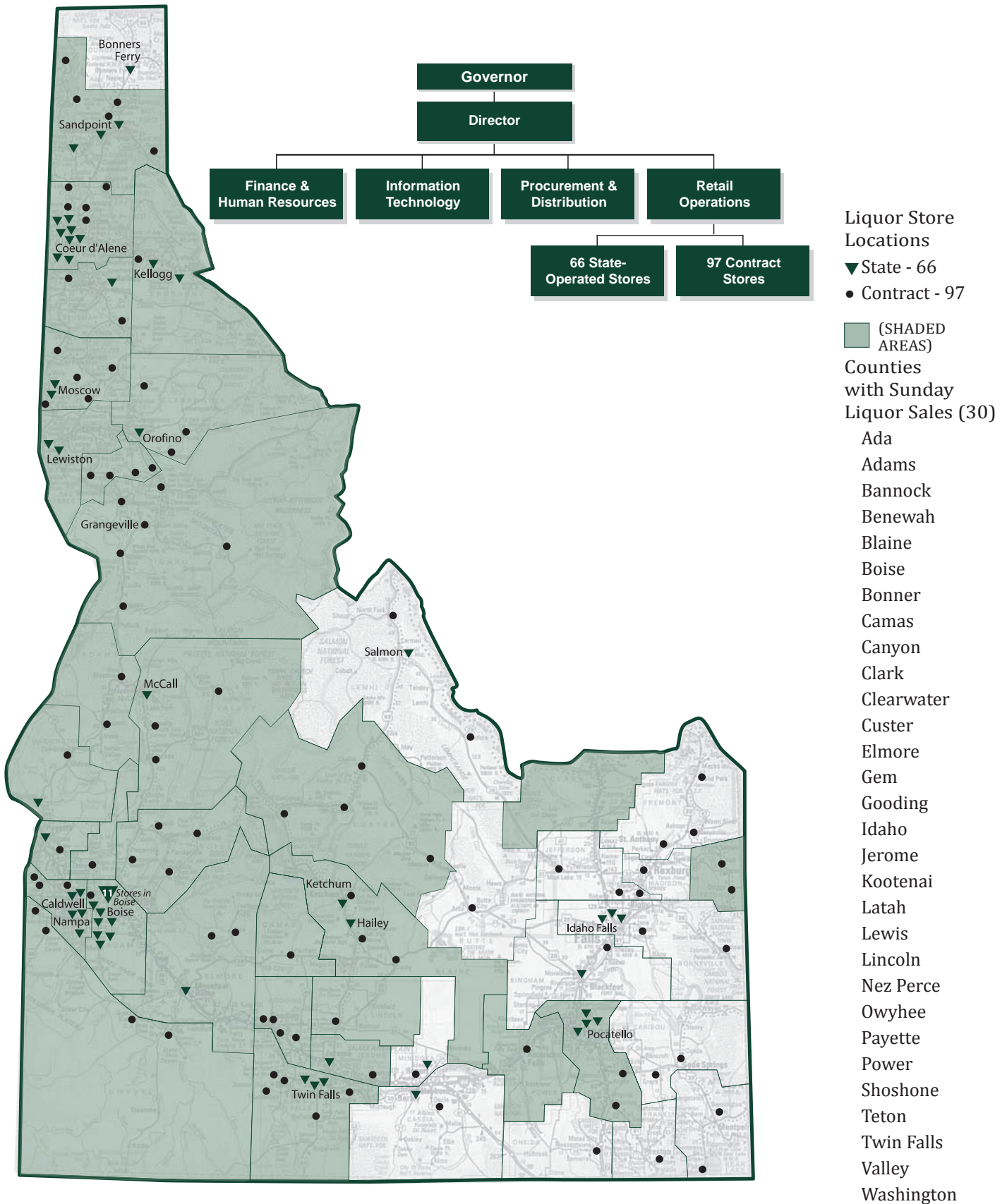
A handwritten signature in black ink, appearing to read "J. Anderson", with a long horizontal flourish extending to the right.

Jeffrey R. Anderson
Director

FINANCIAL RESULTS

Fiscal Year	2006	2007	2008	2009	2010	2011 (Est.)
State Stores	54	59	61	64	66	67
Contract Stores	101	102	102	99	99	97
*Bottle Sales	8,600	9,200	9,600	9,900	10,100	10,300
*Sales Dollars	\$109,600	\$121,600	\$130,800	\$135,100	\$137,600	\$140,400
*Gross Profit	\$51,100	\$56,900	\$61,700	\$64,000	\$65,200	\$66,400
*Net Income	\$37,200	\$42,300	\$45,100	\$46,200	\$46,300	\$47,700
*Distributions to Idaho	\$33,400	\$39,200	\$40,200	\$45,200	\$47,200	\$48,100
<i>Note: Between 2006-2008, \$7.2MM of Net Income was utilized to complete an expansion and automation of the ISLD Distribution Center.</i>						
<i>* All figures in thousands.</i>						

ORGANIZATION STRUCTURE AND LIQUOR STORE LOCATIONS



BACKGROUND AND HISTORY

The Idaho State Liquor Division was established in 1935, following the repeal of prohibition, as a means of providing greater control over the distribution, sale, and consumption of beverage alcohol. Organizationally, the Division has been a division of the Office of the Governor since 1974.

Idaho is one of 20 jurisdictions nationwide that control the sale of alcohol beverages. (Eighteen control states and two counties in Maryland.) These jurisdictions account for almost one-third of the U.S. population, and regulate their own retail and/or wholesale distribution of beverage alcohol.

The Division operates 163 retail outlets throughout the State. Of those, 66 are state liquor stores staffed and operated by Division employees, and 97 are contract operators.

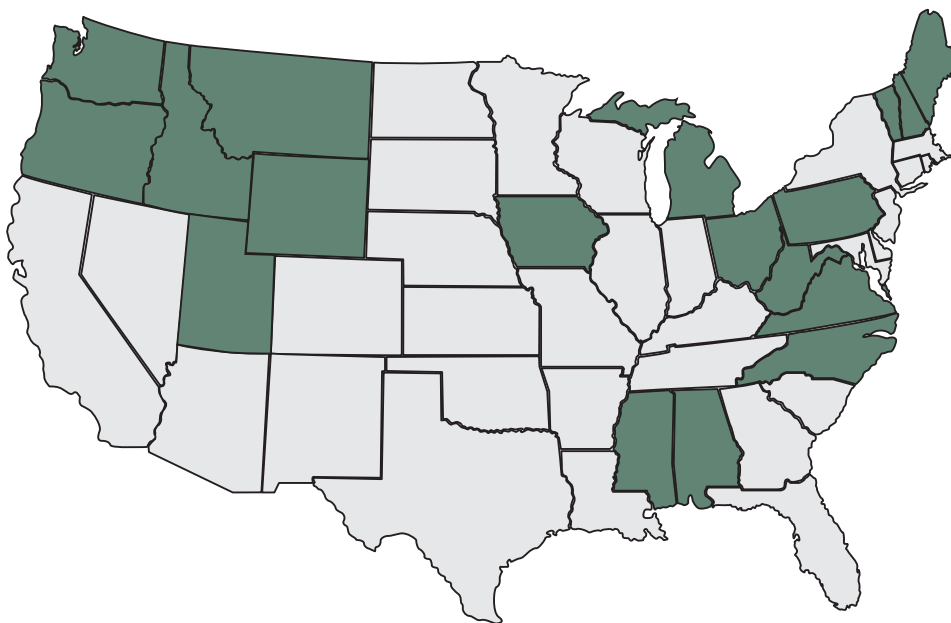
The state liquor store with the highest sales volume reported sales in excess of \$5 million in FY 2010. Statewide, stores sell over ten million bottles annually. Each state and contract store is stocked and maintained to meet the needs of customers including liquor-by-the-drink establishments. Outlets feature a selection of products specific to the tastes and lifestyles of the local communities they serve. All products are priced uniformly throughout the state. The Division paid \$5.3 million to the private sector for agency contract fees and store leases in FY 2010.

The Division's central office and warehouse are located in Boise. A Central Office staff of 17 and four District Managers oversee all administrative aspects of the business including purchasing, accounting, information technology, human resources,

contracts, and store supervision. Eighteen warehouse personnel, co-located with the administrative office, receive, store and distribute more than 850,000 cases annually over a geographic area of 83,000 square miles. The warehouse typically contains about 180,000 cases valued at nearly \$10 million.

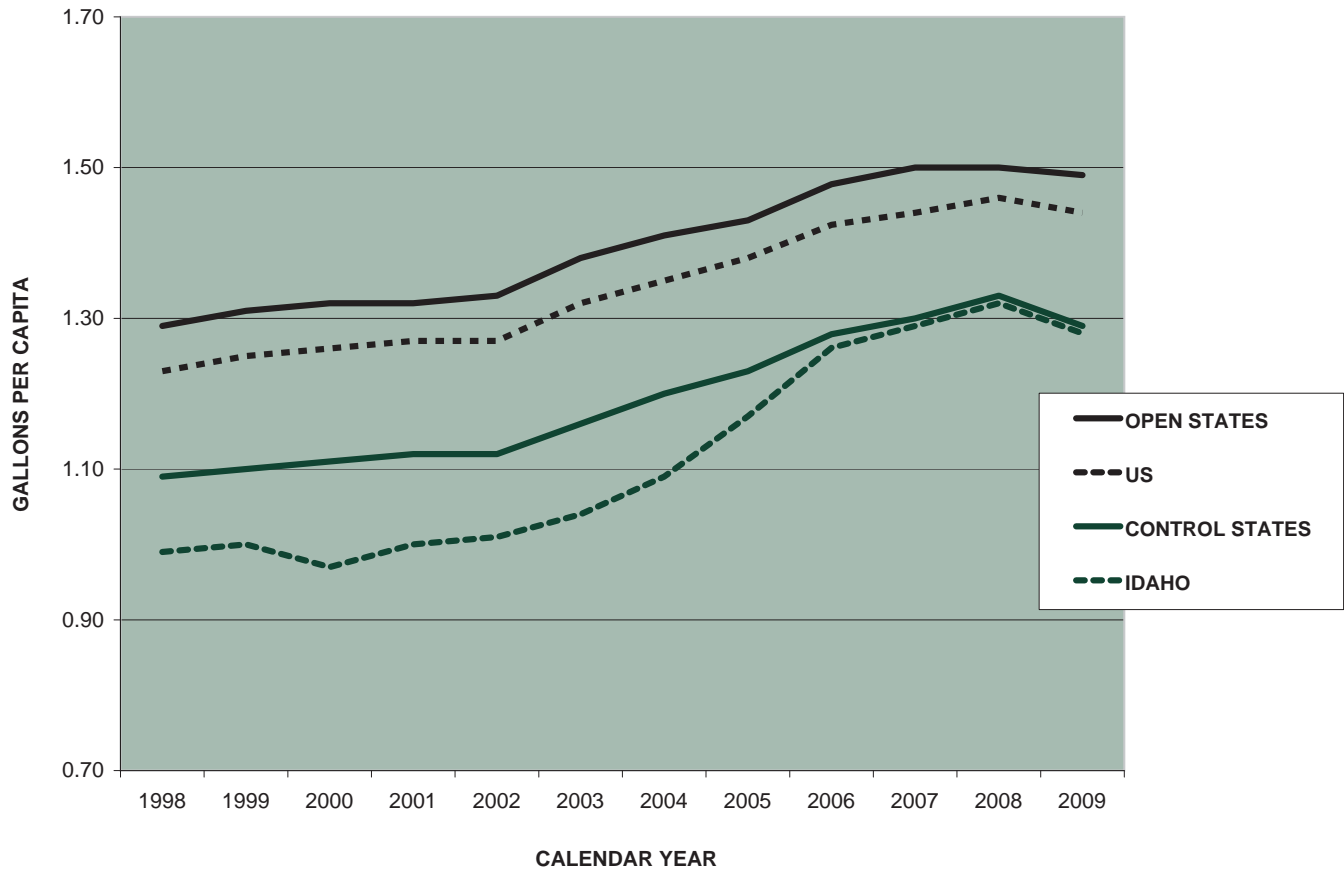
Idaho's system of liquor control provides benefits to all of Idaho's citizens. Moderation and temperance in control states generally reduce social costs associated with alcohol consumption. Additionally, Idaho law provides for the distribution of liquor profits to specific state programs, the General Fund, and 44 counties and 200 cities. Over the last decade \$330 million was distributed to state programs, counties and cities.

20 Control Jurisdictions



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

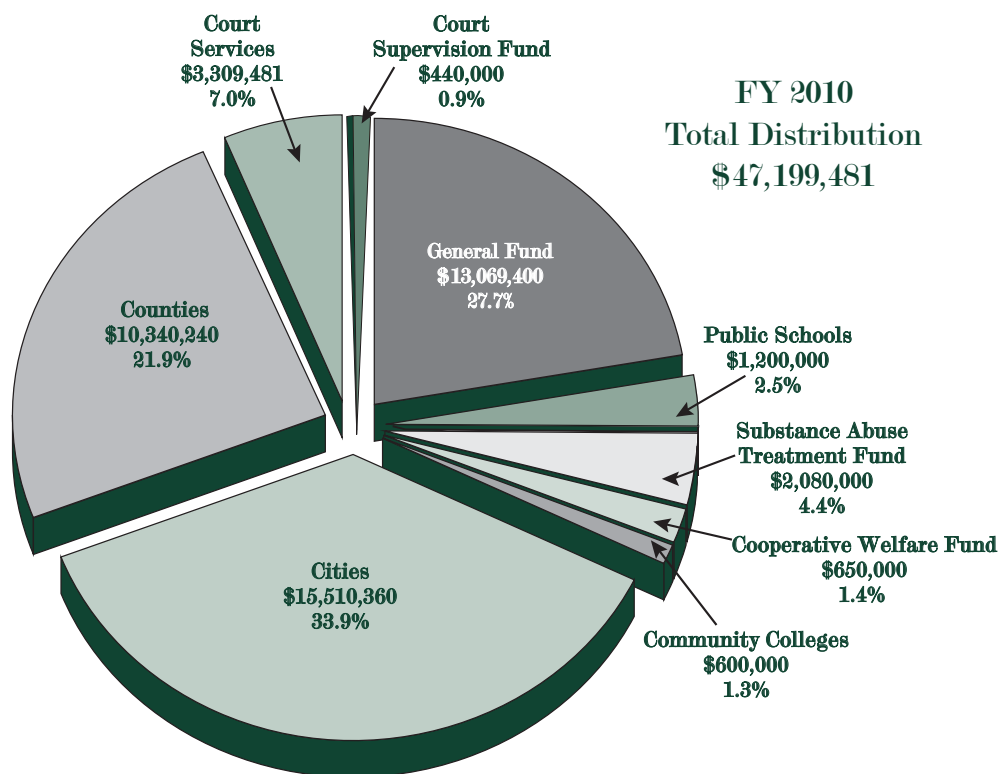
UNITED STATES AND IDAHO APPARENT PER CAPITA CONSUMPTION OF DISTILLED SPIRITS



Source: Distilled Spirits Council of the United States

Apparent per capita consumption is based on total population (i.e., not just adults 21 and over). Statistics are based on point-of-sale data and may not take into account the impact of cross-border distilled spirits sales. Consumption in Idaho was 1.28 gallons in calendar year 2009 compared with 1.29 gallons for all control states and 1.49 gallons in open states. Consumption in open states is 15% more than in all control states and 16% more than in Idaho.

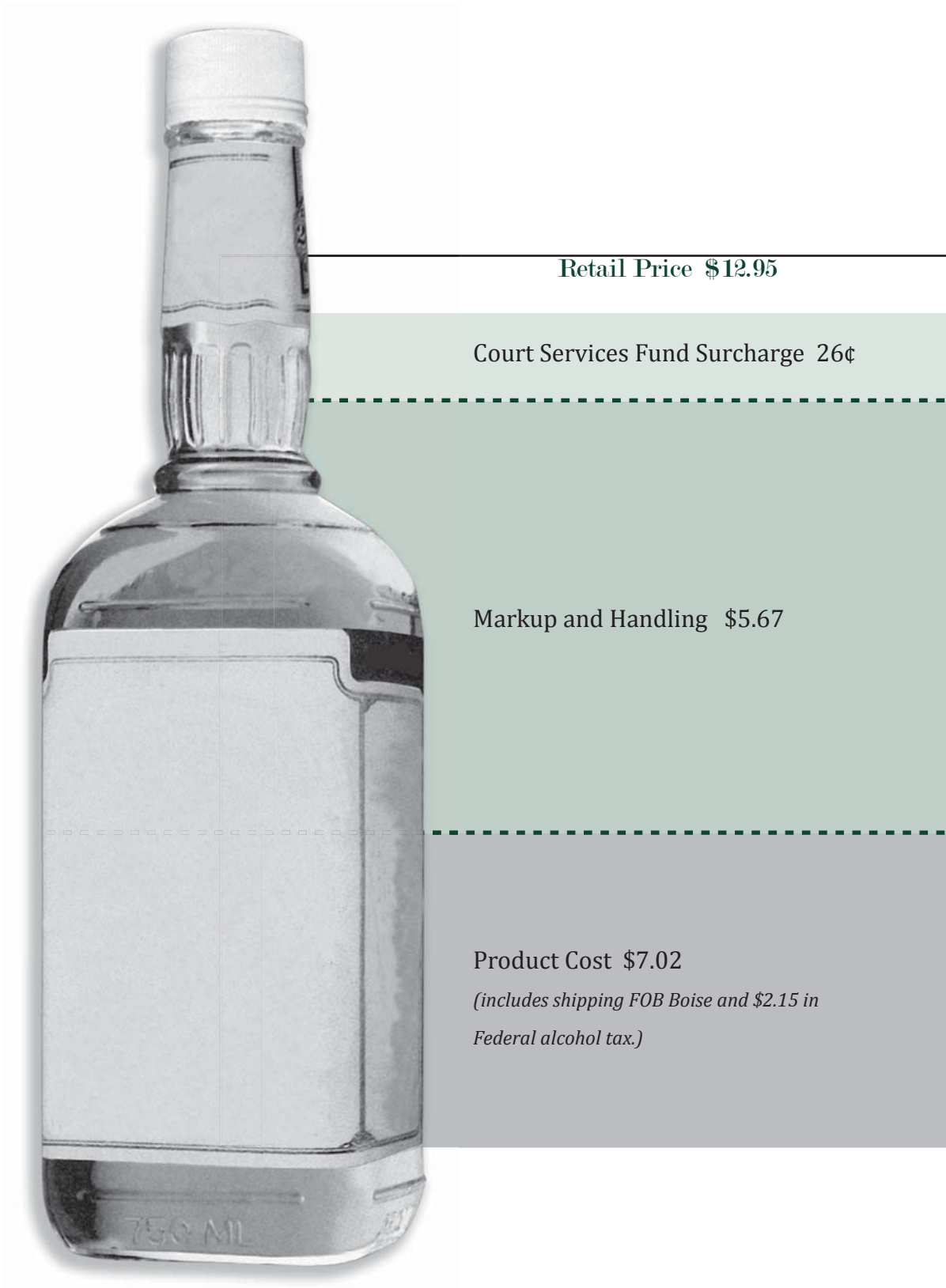
PROFIT DISTRIBUTION



Statutory Profit Distribution Formula:

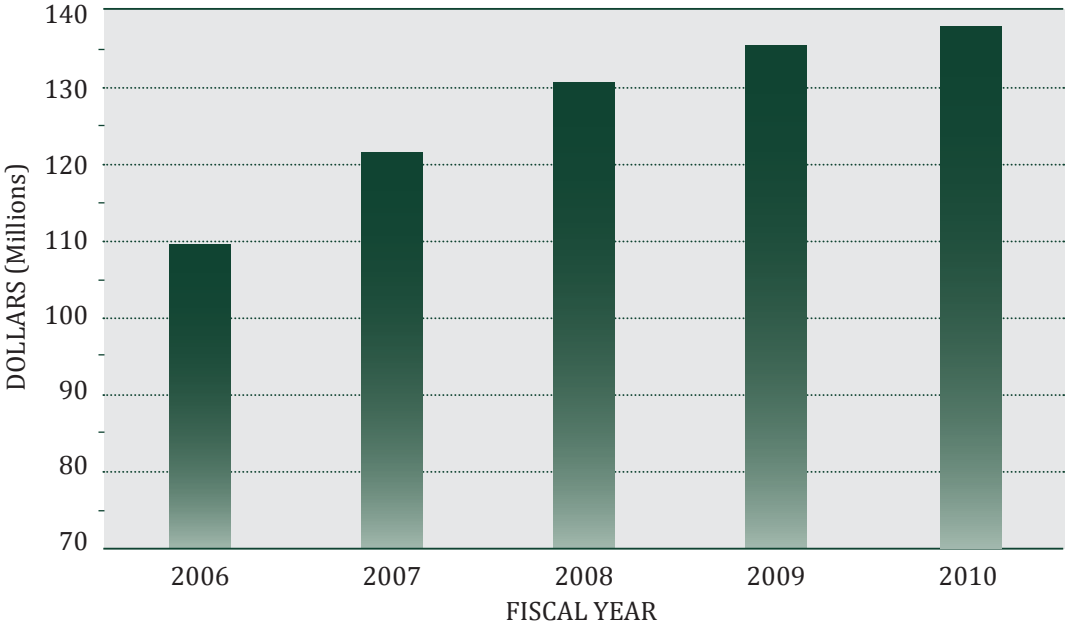
- Two percent surcharge on liquor sales to the Drug Court, Mental Health Court and Family Court Services Fund.
- 42% of profits (increasing by 2% annually to 50% in FY 2014) are distributed as follows:
 - Annual fixed distributions totaling \$5,650,000 to Substance Abuse Treatment Fund, Community Colleges, Public Schools, Cooperative Welfare Fund, Court Services and Court Supervision Funds.
 - Remaining balance to the General Fund.
- 58% of profits (decreasing by 2% annually to 50% in FY 2014) are distributed as follows:
 - 40% to counties in proportion to sales in each county.
 - 60% to cities as follows:
 - 90% to those incorporated cities with liquor stores in proportion to sales.
 - 10% to those incorporated cities without liquor stores in proportion to population.

RETAIL PRICE COMPONENTS



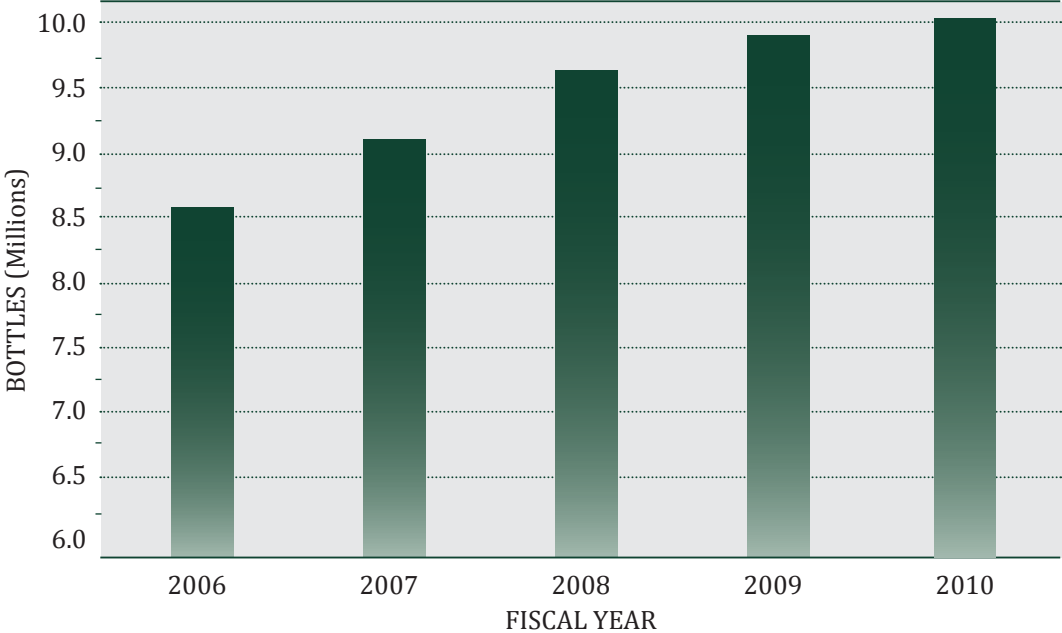
FIVE YEAR COMPARISONS

Five Year Dollar Sales Comparison



Dollar sales increased 25.6% from \$109.6MM in 2006 to \$137.6MM in 2010.

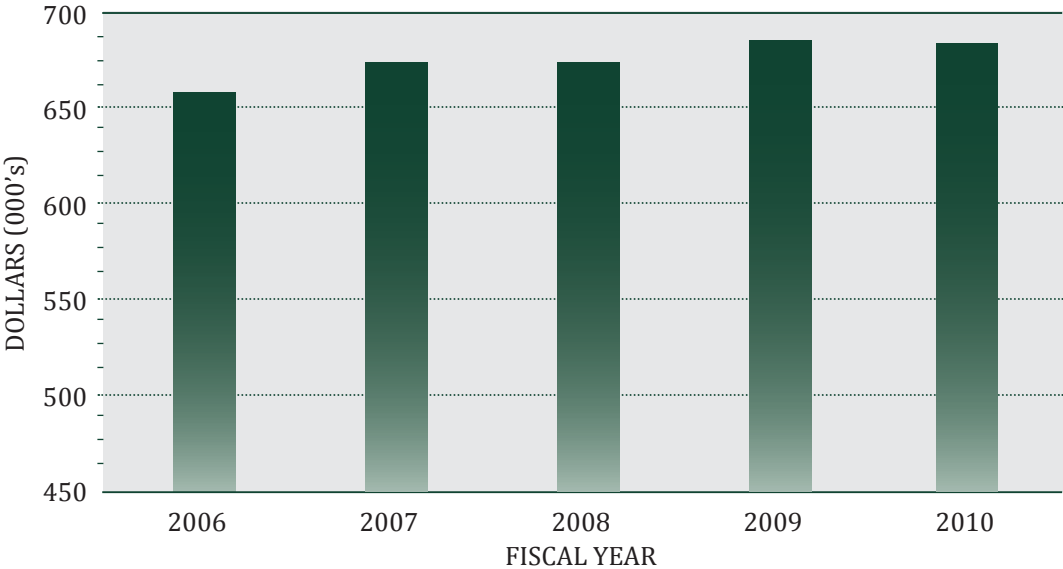
Five Year Bottle Sales Comparison



Bottle sales increased 17.4% from 8.6MM in 2006 to 10.1MM in 2010.

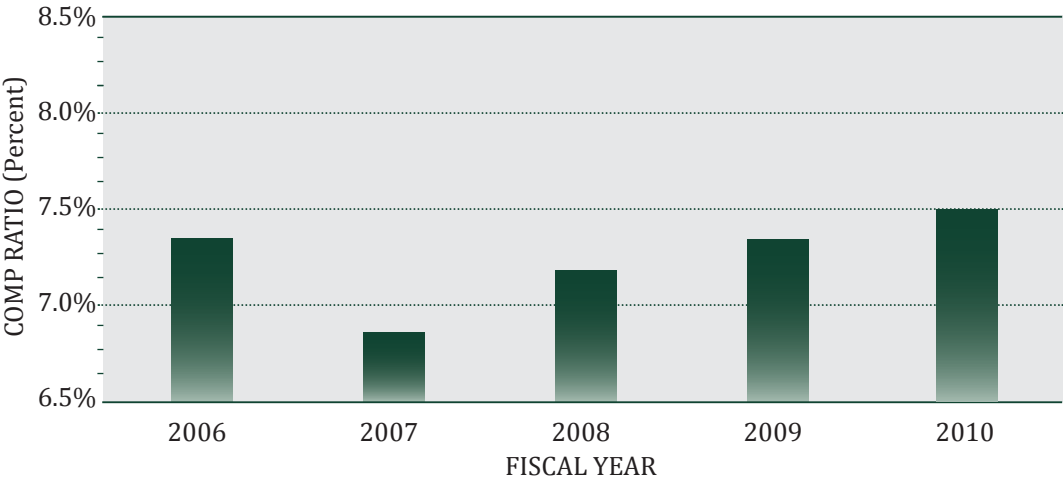
FIVE YEAR COMPARISONS

Five Year Sales Per Full-time Position (FTP) Comparison



The Liquor Division's average dollar sales per employee was \$688,000 in FY'10, up from \$660,000 in FY06.

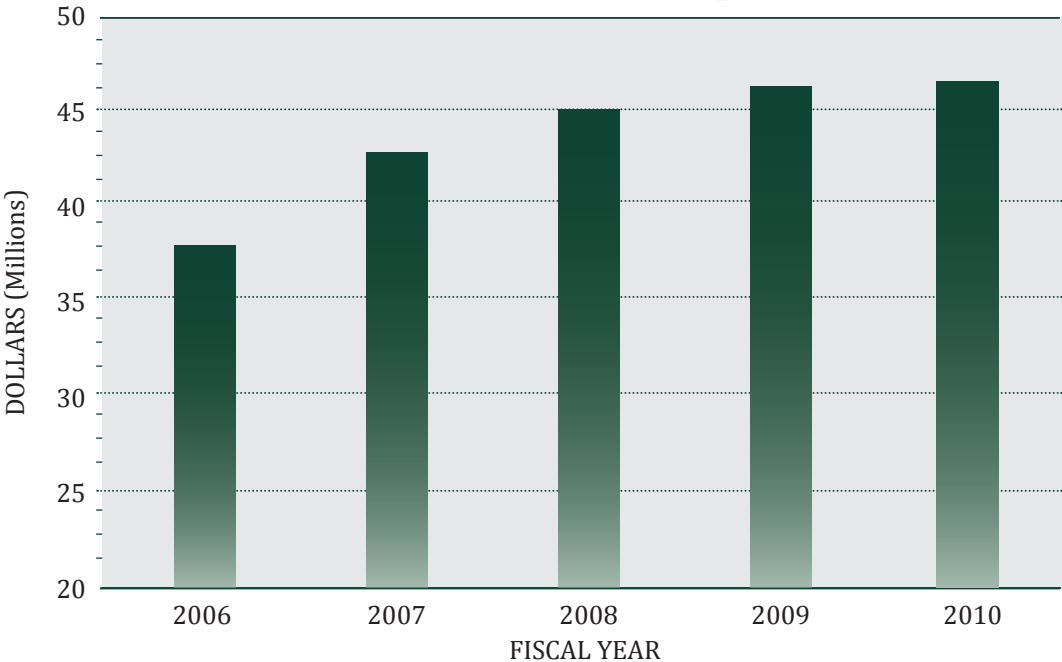
Five Year Employee Compensation to Sales Ratio Comparison



The ratio of employee compensation to Sales dollars increased slightly from 7.3% in 2006 to 7.5% in 2010. Between 2001-2005, the Employee Compensation ratio averaged 8.3%.

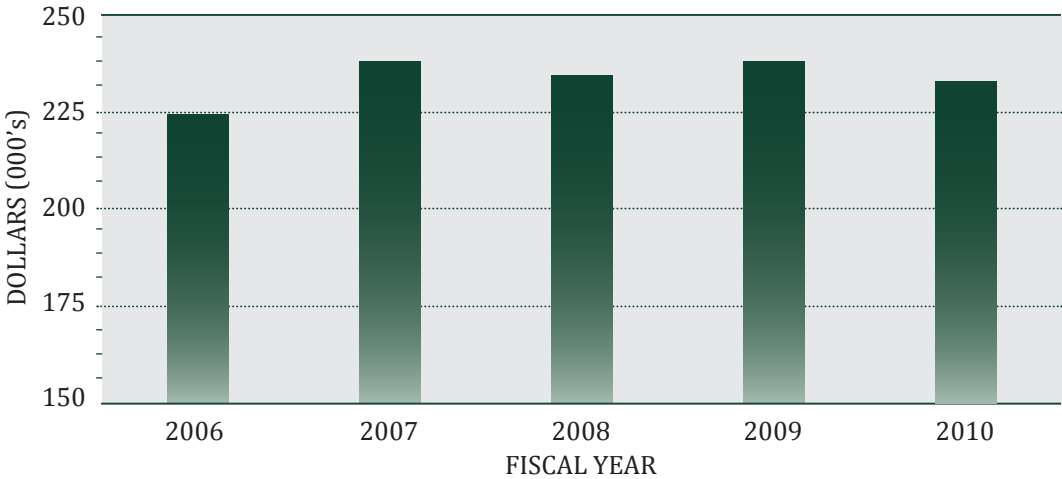
FIVE YEAR COMPARISONS

Five Year Net Income Comparison



Net income increased 24.6% from \$37.2 million in 2006 to \$46.3 million in 2010. Net Income has increased 111% since 2001.

Five Year Net Income Per Full-Time Position (FTP) Comparison



The Liquor Division's Net Income per employee was \$233,000 in FY'10, up from \$224,000 in FY'06. In 2001, Net Income per employee was \$151,000.

INCOME STATEMENT

	Fiscal Year Ending June 30, 2010	Fiscal Year Ending June 30, 2009
SALES		
Retail Liquor Sales	\$107,454,454	\$103,577,806
Discount Liquor Sales.....	\$29,033,445	\$30,361,471
Military Liquor Sales	\$90,782	\$82,302
Non Liquor Sales	\$1,030,235	\$1,060,658
TOTAL SALES	\$137,608,916	\$135,082,238
 COST OF SALES	 \$72,413,833	 \$71,047,643
 GROSS PROFIT	 \$65,195,082	 \$64,034,594
Operating Expenses	\$19,137,768	\$18,351,473
 NET OPERATING INCOME	 \$46,057,315	 \$45,683,122
 Other Income (Losses)	 \$230,022	 \$466,885
 <hr/> NET INCOME	 <hr/> \$46,287,337	 <hr/> \$46,150,007

BALANCE SHEET

	Fiscal Year Ending June 30, 2010	Fiscal Year Ending June 30, 2009
ASSETS		
Cash	\$17,608,273	\$11,442,501
Warehouse Remodel Fund Cash	\$957,389	\$4,080,655
Accounts Receivable	\$146,953	\$57,974
Inventory	\$11,490,211	\$11,799,344
Prepaid Expenses.....	\$263,331	\$289,340
Land	\$297,943	\$297,943
Building	\$5,102,136	\$4,361,603
Construction in Progress	\$3,605,514	\$1,405,076
Other Fixed Assets	\$3,578,984	\$3,154,193
Accumulated Depreciation	\$(2,805,470)	\$(2,481,896)
TOTAL ASSETS	\$40,245,264	\$34,406,733
Liabilities And Fund Equity		
Liquor Accounts Payable	\$7,904,981	\$4,604,196
Payroll Payable	\$489,812	\$148,243
Other Accounts Payable	\$173,581	\$173,356
Distributions Payable.....	\$9,599,726	\$6,491,630
Total Liabilities	\$18,168,099	\$11,417,425
Fund Equity Restricted For Warehouse Remodeling	\$4,556,285	\$5,473,476
Unrestricted Fund Equity.....	\$17,520,879	\$17,515,832
TOTAL LIABILITIES AND FUND EQUITY	\$40,245,264	\$34,406,733

STATEMENT OF CHANGES IN FUND EQUITY

	Fiscal Year Ending June 30, 2010	Fiscal Year Ending June 30, 2009
UNRESTRICTED FUND EQUITY AT BEGINNING OF YEAR	\$17,515,832	\$16,559,185
ADDITIONS		
Net Income	\$46,287,337	\$46,150,007
TOTAL ADDITIONS	\$46,287,337	\$46,150,007
TRANSFERS		
Transfer From Warehouse Remodel Fund To Fixed Assets	\$917,191	—
TOTAL TRANSFERS	\$917,191	—
DISTRIBUTIONS:		
Cities	\$(15,510,360)	\$(16,419,600)
Counties	\$(10,340,240)	\$(10,946,400)
General Fund	\$(13,069,400)	\$(9,594,000)
Welfare Fund	\$(650,000)	\$(650,000)
Substance Abuse Treatment Fund	\$(2,080,000)	\$(2,080,000)
Public Schools	\$(1,200,000)	\$(1,200,000)
Community Colleges	\$(600,000)	\$(600,000)
Drug Court, Mental Health Court, Family Court Services Fund	\$(2,629,481)	\$(2,583,360)
Court Services	\$(680,000)	\$(680,000)
Court Supervision Fund	\$(440,000)	\$(440,000)
TOTAL DISTRIBUTIONS	\$(47,199,481)	\$(45,193,360)
<hr/> UNRESTRICTED FUND EQUITY AT END OF YEAR	<hr/> \$17,520,879	<hr/> \$17,515,832

OPERATING EXPENSES

	Fiscal Year Ending June 30, 2010	Fiscal Year Ending June 30, 2009
Salaries And Wages	\$7,142,693.....	\$6,969,527
Employee Benefits	\$3,155,217	\$2,940,704
Special Distributor Commissions	\$2,446,155	\$2,450,946
Rent	\$2,928,986.....	\$2,746,245
Bank Card Fees	\$1,033,722	\$924,216
Store Furnishings, Fixtures, And Supplies	\$381,066	\$403,220
Utilities	\$465,775	\$431,225
Leasehold Repairs And Maintenance	\$207,485	\$212,644
Other Services	\$286,661	\$210,661
Communications	\$183,418	\$198,023
Computer Software, Development, And Maintenance	\$73,018	\$49,757
Travel.....	\$45,689	\$97,820
State Government Overhead	\$187,347	\$138,757
Employee Development Services	\$27,890	\$32,271
Repairs And Maintenance	\$41,658	\$45,867
Insurance	\$30,135	\$46,964
Professional Services	\$29,187	\$15,800
Miscellaneous Expense	\$1,296	\$13,193
Depreciation	\$470,370	\$423,632
TOTAL OPERATING EXPENSES	\$19,137,768	\$18,351,473

SCHEDULE OF COMPARATIVE SALES & DISTRIBUTION OF PROFITS BY CITY/COUNTY

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2010	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2010	Fiscal Year Ending June 30, 2009
	ADA COUNTY			\$2,890,254.00
Boise	\$25,827,254.26	\$26,290,058.42	2,737,973.00	3,031,534.00
Eagle	4,115,846.64	3,758,943.88	391,482.00	369,992.00
Garden City	1,820,376.90	1,876,443.53	195,522.00	213,246.00
Kuna	1,125,119.18	1,083,916.62	112,923.00	109,582.00
Meridian	4,612,315.51	4,521,066.47	470,970.00	505,079.00
Star	465,378.55	476,026.22	49,569.00	55,060.00
TOTAL	37,966,291.04	38,006,455.14	6,848,693.00	7,416,399.00
ADAMS COUNTY			34,107.00	38,576.00
Council	214,411.15	212,377.79	22,163.00	24,348.00
New Meadows	212,149.63	234,910.11	24,488.00	28,451.00
TOTAL	426,560.78	447,287.90	80,758.00	91,375.00
BANNOCK COUNTY			512,352.00	534,297.00
Arimo	—	—	11,171.00	9,225.00
Chubbuck	1,293,458.46	1,264,938.47	131,927.00	124,927.00
Downey	67,634.76	56,339.64	19,619.00	16,342.00
Inkom	—	—	25,310.00	20,125.00
Lava Hot Springs	226,491.08	229,925.03	23,962.00	26,110.00
McCammon	—	—	28,661.00	23,361.00
Pocatello	5,227,674.31	5,178,167.76	540,694.00	575,426.00
TOTAL	6,815,258.61	6,729,370.90	1,293,696.00	1,329,813.00
BEAR LAKE COUNTY			33,286.00	32,731.00
Bloomington	—	—	7,855.00	6,587.00
Fish Haven	129,563.79	123,029.98	—	—
Georgetown	—	—	16,164.00	13,784.00
Montpelier	297,103.43	312,495.12	32,657.00	32,804.00
Paris	—	—	16,862.00	14,516.00
St. Charles	—	—	4,469.00	3,850.00
TOTAL	426,667.22	435,525.10	111,293.00	104,272.00
BENEWAH COUNTY			91,771.00	92,563.00
Fernwood	94,355.20	92,020.67	—	—
Plummer	334,478.39	352,635.72	36,748.00	36,934.00
St. Maries	756,213.04	760,837.99	79,358.00	80,057.00
Tensed	—	—	4,364.00	3,638.00
TOTAL	1,185,046.63	1,205,494.38	212,241.00	213,192.00
BINGHAM COUNTY			111,475.00	108,807.00
Aberdeen	—	—	61,059.00	51,387.00
Atomic City	—	—	873.00	728.00
Basalt	—	—	14,627.00	12,182.00
Blackfoot	1,274,978.11	1,262,220.68	131,913.00	136,938.00
Firth	—	—	16,966.00	13,976.00
Shelley	199,483.20	195,392.49	30,596.00	30,596.00
TOTAL	1,474,461.31	1,457,613.17	367,509.00	354,614.00

SCHEDULE OF COMPARATIVE SALES & DISTRIBUTION OF PROFITS BY CITY/COUNTY

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2010	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2010	Fiscal Year Ending June 30, 2009
	BLAINE COUNTY			\$360,930.00
Bellevue	\$692,480.81	\$723,251.31	75,348.00	83,075.00
Carey	49,997.46	45,619.46	4,750.00	4,376.00
Hailey	1,323,981.08	1,394,467.25	145,279.00	159,196.00
Ketchum	2,430,311.00	2,517,195.79	262,216.00	308,295.00
Sun Valley	89,545.84	68,793.32	7,179.00	9,913.00
TOTAL	4,586,316.19	4,749,327.13	855,702.00	977,852.00
BOISE COUNTY			52,900.00	54,144.00
Crouch	295,617.27	309,340.84	32,217.00	32,659.00
Horseshoe Bend	176,446.90	184,423.24	19,245.00	20,491.00
Idaho City	173,798.31	169,171.90	17,628.00	17,734.00
Lowman	32,552.10	32,014.89	—	—
Placerville	—	—	1,990.00	1,695.00
TOTAL	678,414.58	694,950.87	123,980.00	126,723.00
BONNER COUNTY			505,881.00	537,107.00
Clark Fork	333,000.07	337,842.08	35,209.00	33,793.00
Coolin	144,438.65	151,273.75	—	—
Dover	—	—	18,397.00	14,713.00
East Hope	—	—	7,611.00	6,323.00
Hope	—	—	3,003.00	2,494.00
Kootenai	—	—	17,385.00	13,764.00
Oldtown	1,262,709.08	1,175,887.17	122,462.00	121,925.00
Ponderay	1,040,024.30	1,054,350.06	109,814.00	111,908.00
Priest River	941,997.53	889,019.03	92,678.00	98,808.00
Sandpoint	2,607,066.75	2,636,606.85	274,773.00	306,156.00
Schweitzer	21,723.31	17,510.99	—	—
Tamrak/Priest Lake	409,982.67	392,114.80	—	—
TOTAL	6,760,942.36	6,654,604.73	1,187,213.00	1,246,991.00
BONNEVILLE COUNTY			553,694.00	582,680.00
Ammon	1,267,294.60	1,087,892.70	113,438.00	364,086.00
Idaho Falls	5,751,657.58	5,871,312.91	612,788.00	766,248.00
Iona	—	—	46,464.00	37,311.00
Irwin/Palisades	145,816.91	161,346.07	16,805.00	7,474.00
Ririe	164,584.75	153,038.79	15,970.00	14,232.00
Swan Valley	—	—	8,518.00	6,911.00
Ucon	—	—	37,772.00	30,905.00
TOTAL	7,329,353.84	7,273,590.47	1,405,449.00	1,809,847.00
BOUNDARY COUNTY			68,505.00	73,086.00
Bonnars Ferry	909,270.16	899,373.36	93,772.00	100,002.00
Moyie Springs	-	-	25,378.00	20,928.00
TOTAL	909,270.16	899,373.36	187,655.00	194,016.00
BUTTE COUNTY			17,386.00	18,391.00
Arco	251,086.17	218,409.97	22,804.00	23,349.00
Butte City	—	—	2,514.00	2,107.00
Howe	—	—	—	—
Moore	—	—	6,458.00	5,439.00
TOTAL	251,086.17	218,409.97	49,162.00	49,286.00

SCHEDULE OF COMPARATIVE SALES & DISTRIBUTION OF PROFITS BY CITY/COUNTY

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending	Fiscal Year Ending	Fiscal Year Ending	Fiscal Year Ending
	June 30, 2010	June 30, 2009	June 30, 2010	June 30, 2009
CAMAS COUNTY			\$11,195.00	\$11,195.00
Fairfield	\$83,951.77	\$95,879.10	10,003.00	11,548.00
TOTAL	83,951.77	95,879.10	21,198.00	22,743.00
CANYON COUNTY			639,904.00	667,505.00
Caldwell	2,397,252.89	2,295,632.61	236,212.00	267,607.00
Greenleaf	—	—	31,174.00	25,743.00
Melba	—	—	19,548.00	15,219.00
Middleton	620,196.63	561,421.91	58,525.00	65,419.00
Nampa	5,601,215.00	5,353,618.99	558,529.00	555,506.00
Notus	—	—	21,748.00	17,303.00
Parma	197,085.50	194,519.86	20,322.00	22,357.00
Wilder	—	—	51,422.00	41,861.00
TOTAL	8,815,750.02	8,405,193.37	1,637,384.00	1,678,520.00
CARIBOU COUNTY			35,584.00	38,469.00
Bancroft	—	—	12,010.00	10,167.00
Grace	78,744.32	76,140.33	8,004.00	8,109.00
Soda Springs	380,001.95	389,263.89	40,684.00	45,090.00
TOTAL	458,746.27	465,404.22	96,282.00	101,835.00
CASSIA COUNTY			80,258.00	87,881.00
Albion	67,519.81	70,240.68	7,326.00	6,886.00
Declo	—	—	11,485.00	9,466.00
Malta	—	—	6,040.00	4,967.00
Oakley	—	—	24,683.00	20,211.00
Burley	992,942.95	980,594.72	102,486.00	115,036.00
TOTAL	1,060,462.76	1,050,835.40	232,278.00	244,447.00
CLARK COUNTY			11,475.00	11,475.00
Dubois	11,242.60	23,205.61	3,644.00	3,945.00
Spencer	—	—	1,152.00	969.00
TOTAL	11,242.60	23,205.61	16,271.00	16,389.00
CLEARWATER COUNTY			67,152.00	69,489.00
Elk River	49,093.37	56,802.90	5,928.00	5,300.00
Orofino	693,605.23	674,884.34	70,408.00	73,477.00
Pierce	71,145.02	69,695.75	8,208.00	8,208.00
Weippe	78,856.44	79,381.73	8,299.00	9,167.00
TOTAL	892,700.06	880,764.72	159,995.00	165,641.00
CUSTER COUNTY			54,069.00	56,450.00
Challis	349,238.31	334,865.70	34,913.00	32,540.00
Clayton	37,828.55	38,911.07	4,053.00	5,492.00
Mackay	126,204.38	107,291.03	11,201.00	12,806.00
Stanley	237,805.84	229,093.88	23,858.00	26,416.00
TOTAL	751,077.08	710,161.68	128,094.00	133,704.00

SCHEDULE OF COMPARATIVE SALES & DISTRIBUTION OF PROFITS BY CITY/COUNTY

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2010	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2010	Fiscal Year Ending June 30, 2009
	ELMORE COUNTY			\$128,077.00
Glenns Ferry	\$199,031.11	\$162,051.27	16,950.00	18,955.00
Mountain Home AFB	65,821.79	49,929.35	—	—
Mountain Home	1,326,145.32	1,372,814.12	143,335.00	159,366.00
Pine	96,231.24	95,602.43	—	—
Prairie	11,596.50	11,372.92	—	—
TOTAL	1,698,825.96	1,691,770.09	288,362.00	324,145.00
FRANKLIN COUNTY			30,746.00	30,760.00
Clifton	—	—	8,308.00	6,790.00
Dayton	—	—	15,430.00	12,818.00
Franklin	—	—	23,215.00	19,118.00
Oxford	—	—	1,815.00	1,517.00
Preston	376,507.56	385,062.92	40,247.00	41,340.00
Weston	—	—	15,255.00	12,583.00
TOTAL	376,507.56	385,062.92	135,016.00	124,926.00
FREMONT COUNTY			65,253.00	66,324.00
Ashton	163,992.89	150,049.67	15,687.00	14,839.00
Drummond	—	—	489.00	436.00
Island Park	322,087.30	331,852.27	34,563.00	37,359.00
Newdale	—	—	12,184.00	10,316.00
Parker	—	—	10,997.00	9,258.00
St. Anthony	382,705.19	373,554.60	39,033.00	38,561.00
Teton	—	—	23,076.00	16,573.00
Warm River	—	—	349.00	291.00
TOTAL	868,785.38	855,456.54	201,631.00	193,957.00
GEM COUNTY			62,873.00	64,704.00
Emmett	815,048.81	824,076.00	86,040.00	88,615.00
TOTAL	815,048.81	824,076.00	148,913.00	153,319.00
GOODING COUNTY			70,486.00	73,821.00
Bliss	73,301.31	87,141.29	9,081.00	11,585.00
Gooding	396,334.53	389,412.65	40,687.00	41,031.00
Hagerman	234,961.80	220,915.21	23,035.00	21,459.00
Wendell	225,354.70	226,850.15	23,687.00	26,762.00
TOTAL	929,952.34	924,319.30	166,976.00	174,658.00
IDAHO COUNTY			95,260.00	101,294.00
Cottonwood	154,725.38	131,077.26	13,688.00	15,958.00
Elk City	69,387.61	75,591.70	—	—
Ferdinand	—	—	5,062.00	4,175.00
Grangeville	464,890.60	474,531.63	49,574.00	51,026.00
Kooskia	223,343.70	189,036.73	19,724.00	20,166.00
Riggins	315,957.96	293,164.55	30,558.00	35,059.00
Stites	—	—	7,855.00	6,520.00
Whitebird	80,010.87	86,486.84	9,015.00	9,275.00
TOTAL	1,308,316.12	1,249,888.71	230,736.00	243,473.00

SCHEDULE OF COMPARATIVE SALES & DISTRIBUTION OF PROFITS BY CITY/COUNTY

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending	Fiscal Year Ending	Fiscal Year Ending	Fiscal Year Ending
	June 30, 2010	June 30, 2009	June 30, 2010	June 30, 2009
JEFFERSON COUNTY			\$46,058.00	\$46,558.00
Hamer	—	—	1,113.00	1,113.00
Lewisville	—	—	18,328.00	14,750.00
Menan	—	—	24,997.00	20,681.00
Mud Lake	44,755.46	42,922.34	4,485.00	4,699.00
Rigby	524,325.19	548,443.48	57,274.00	63,628.00
Roberts	—	—	22,412.00	18,761.00
Ririe (see Bonneville County)*	—	—	—	—
TOTAL	569,080.65	591,365.82	174,667.00	170,190.00
JEROME COUNTY			83,706.00	86,868.00
Eden	—	—	14,138.00	11,805.00
Hazelton	122,489.49	134,679.34	14,042.00	16,181.00
Jerome	922,728.51	964,721.95	100,642.00	102,729.00
TOTAL	1,045,218.00	1,099,401.29	212,528.00	217,583.00
KOOTENAI COUNTY			1,577,043.00	1,631,817.00
Athol	—	—	23,878.00	20,011.00
Bayview	196,682.18	208,033.76	—	—
Coeur d'Alene	9,243,552.96	8,904,795.89	927,816.00	965,407.00
Dalton Gardens	—	—	83,397.00	69,241.00
Fernan Lake	—	—	6,389.00	5,364.00
Garwood	279,136.37	279,781.09	—	—
Harrison	133,717.00	121,272.59	12,637.00	13,027.00
Hauser	—	—	27,612.00	22,959.00
Hayden	2,681,325.56	2,766,617.06	288,147.00	296,305.00
Hayden Lake	—	—	19,549.00	16,174.00
Huetter	—	—	3,386.00	2,823.00
Post Falls	7,096,938.29	6,194,374.38	645,162.00	669,448.00
Rathdrum	1,506,322.78	1,067,310.94	111,169.00	109,152.00
Spirit Lake	655,496.46	682,383.68	71,082.00	75,627.00
State Line	—	—	2,094.00	815.00
Worley	621,913.00	533,835.59	55,598.00	51,965.00
TOTAL	22,415,084.60	20,758,404.98	3,854,959.00	3,950,135.00
LATAH COUNTY			354,270.00	358,849.00
Bovill	—	—	10,019.00	8,388.00
Deary	109,409.21	121,067.68	12,623.00	13,882.00
Genesee	98,756.75	79,504.88	8,306.00	8,165.00
Juliaetta	—	—	20,143.00	16,876.00
Kendrick	136,910.71	125,311.98	13,064.00	13,498.00
Moscow	4,180,712.85	3,773,799.33	393,522.00	390,979.00
Onaway	—	—	7,575.00	6,339.00
Potlatch	181,424.74	186,831.83	19,486.00	20,889.00
Troy	371,443.83	370,335.94	38,591.00	43,628.00
TOTAL	5,078,658.09	4,656,851.64	877,599.00	881,493.00

*City limits extend into both counties

SCHEDULE OF COMPARATIVE SALES & DISTRIBUTION OF PROFITS BY CITY/COUNTY

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending	Fiscal Year Ending	Fiscal Year Ending	Fiscal Year Ending
	June 30, 2010	June 30, 2009	June 30, 2010	June 30, 2009
LEMHI COUNTY			\$79,491.00	\$82,807.00
Leadore	\$22,948.84	\$20,770.79	2,169.00	1,788.00
North Fork	57,786.70	58,854.82	—	—
Salmon	972,903.29	964,353.91	100,571.00	105,753.00
TOTAL	1,053,638.83	1,043,979.52	182,231.00	190,348.00
LEWIS COUNTY			41,427.00	44,965.00
Craigmont	61,678.29	59,536.02	6,227.00	6,800.00
Kamiah	383,173.89	373,237.34	38,918.00	41,988.00
Nez Perce	78,319.33	76,352.49	7,973.00	8,858.00
Reubens	—	—	2,409.00	2,040.00
Winchester	37,645.20	34,252.31	3,578.00	3,905.00
TOTAL	560,816.71	543,378.16	100,532.00	108,556.00
LINCOLN COUNTY			17,650.00	19,113.00
Dietrich	—	—	5,585.00	4,649.00
Richfield	—	—	14,453.00	12,205.00
Shoshone	211,116.42	222,647.27	23,239.00	26,760.00
TOTAL	211,116.42	222,647.27	60,927.00	62,727.00
MADISON COUNTY			55,299.00	55,299.00
Rexburg	256,242.78	260,753.78	74,914.00	74,914.00
Sugar City	-	-	53,759.00	43,649.00
TOTAL	256,242.78	260,753.78	183,972.00	173,862.00
MINIDOKA COUNTY			57,782.00	57,782.00
Acequia	—	—	4,608.00	3,858.00
Heyburn	—	—	94,120.00	78,596.00
Minidoka	—	—	4,120.00	3,447.00
Paul	117,962.79	126,282.94	13,194.00	14,096.00
Rupert	510,367.18	494,292.99	51,721.00	54,065.00
Burley (see Cassia County)*	—	—	—	—
TOTAL	628,329.97	620,575.93	225,545.00	211,844.00
NEZ PERCE COUNTY			393,863.00	412,286.00
Culdesac		51,300.00	5,348.00	6,782.00
Lapwai	—	—	39,098.00	32,707.00
Lewiston	5,280,164.34	5,126,103.02	534,613.00	558,451.00
Peck	—	—	6,424.00	5,383.00
TOTAL	5,280,164.34	5,177,403.02	979,346.00	1,015,609.00
ONEIDA COUNTY			17,390.00	17,698.00
Malad	250,208.88	222,865.35	23,287.00	23,661.00
TOTAL	250,208.88	222,865.35	40,677.00	41,359.00
OWYHEE COUNTY			49,925.00	53,814.00
Bruneau	49,570.12	61,625.83	—	—
Grand View	64,812.15	63,748.44	6,657.00	7,400.00
Homedale	259,792.92	251,929.85	26,329.00	27,626.00
Marsing	273,363.42	277,086.59	28,898.00	31,769.00
TOTAL	647,538.61	654,390.71	111,809.00	120,609.00

*City limits extend into both counties

SCHEDULE OF COMPARATIVE SALES & DISTRIBUTION OF PROFITS BY CITY/COUNTY

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending	Fiscal Year Ending	Fiscal Year Ending	Fiscal Year Ending
	June 30, 2010	June 30, 2009	June 30, 2010	June 30, 2009
PAYETTE COUNTY			\$91,362.00	\$89,616.00
Fruitland	—	—	165,186.00	132,879.00
New Plymouth	330,456.68	332,472.27	34,676.00	33,109.00
Payette	865,526.39	865,686.30	90,354.00	89,596.00
TOTAL	1,195,983.07	1,198,158.57	381,578.00	345,200.00
POWER COUNTY			26,941.00	28,526.00
American Falls	382,473.08	352,193.96	36,820.00	40,300.00
Rockland	—	—	10,926.00	9,178.00
TOTAL	382,473.08	352,193.96	74,687.00	78,004.00
SHOSHONE COUNTY			115,580.00	125,608.00
Kellogg	632,841.41	674,382.97	70,348.00	75,126.00
Mullan	—	—	26,114.00	22,031.00
Osburn	—	—	48,493.00	40,719.00
Pinehurst	411,082.79	386,162.65	40,292.00	44,091.00
Smelterville	—	—	20,877.00	17,464.00
Wallace	453,602.00	455,642.91	47,512.00	52,684.00
Wardner	—	—	6,878.00	5,745.00
TOTAL	1,497,526.20	1,516,188.53	376,094.00	383,468.00
TETON COUNTY			81,982.00	91,178.00
Driggs	658,182.36	733,416.24	76,415.00	83,306.00
Tetonia	—	—	7,994.00	6,901.00
Victor	332,399.83	344,440.63	35,877.00	43,681.00
TOTAL	990,582.19	1,077,856.87	202,268.00	225,066.00
TWIN FALLS COUNTY			427,882.00	436,307.00
Buhl	437,850.78	453,654.03	47,325.00	53,459.00
Castleford	83,995.78	60,849.42	6,342.00	5,773.00
Filer	177,496.65	175,973.21	18,358.00	18,974.00
Hansen	—	—	35,676.00	27,958.00
Hollister	41,847.74	38,538.78	4,015.00	3,819.00
Kimberly	285,977.75	274,605.69	28,646.00	27,492.00
Murtaugh	—	—	5,202.00	4,182.00
Twin Falls	4,756,475.09	4,623,438.38	482,089.00	487,901.00
TOTAL	5,783,643.79	5,627,059.51	1,055,535.00	1,065,865.00
VALLEY COUNTY			184,752.00	210,353.00
Cascade	370,709.89	377,087.58	39,302.00	44,967.00
Donnelly	268,525.97	348,645.26	36,311.00	44,980.00
McCall	1,528,248.85	1,689,864.26	176,047.00	196,485.00
Yellow Pine	14,831.23	15,004.77	—	—
TOTAL	2,182,315.94	2,430,601.87	436,412.00	496,785.00
WASHINGTON COUNTY			52,964.00	54,480.00
Cambridge	111,148.01	118,473.17	12,359.00	12,428.00
Midvale	—	—	7,297.00	6,074.00
Weiser	588,109.81	575,666.83	60,127.00	62,178.00
TOTAL	699,257.82	694,140.00	132,747.00	135,160.00
FISCAL YEAR TOTALS	\$137,608,915.59	\$135,082,237.56	\$25,850,600.00	\$27,366,000.00



Distribution
Center
Associates

Central Office
Administration
Associates



District 1
Store
Managers

District 2
Store
Managers



District 3
Store
Managers

District 4
Store
Managers



IDAHO STATE
LIQUOR
DIVISION

2010 ANNUAL REPORT