

**IDAHO STATE
LIQUOR
DIVISION**

Serving Idaho Since 1935

**2012
ANNUAL
REPORT**



ISLD Store 307
State Line, Idaho

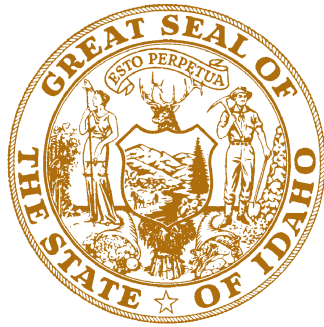
One of Idaho's 66
State-operated Liquor
Stores



ISLD Store 207
Twin Falls, Idaho

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.

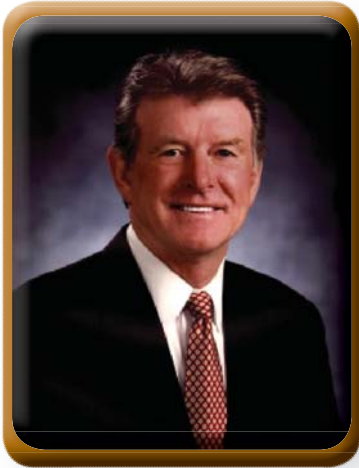
Our Vision

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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GOVERNOR'S MESSAGE



C.L. "Butch" Otter
Governor of Idaho

Dear Friends,

I am pleased to report that your Idaho State Liquor Division (ISLD) had a very successful fiscal 2012 in fulfilling its constitutional mandate to responsibly oversee the distribution of distilled spirits in the Gem State. A result of that success was another record year of net distributions to local and state government, as well as other efforts that promote the general welfare of the people. The ISLD truly is *Citizen Owned for the Benefit of All*.

The Liquor Division's attention to responsible service is evidenced by the tempered growth in spirits volume and excellent compliance in preventing underage sales of beverage alcohol. In addition, the support it provides to community groups is essential in fulfilling our goal of promoting responsible government.

The ISLD enhances economic opportunity for Idaho businesses in a variety of ways. The retail leases paid to private-sector landlords, the in-state transportation services provided by a local trucking company, and the full statewide distribution of Idaho-based craft distillers' products creates meaningful economic benefits for all Idahoans.

The associates at the ISLD are exceeding expectations and are working diligently and responsibly to deliver on their commitment to meeting their constitutional mandate.

I have confidence in the leadership of Director Anderson, his executive team, and the entire group of ISLD associates who serve us all each and every day.

As Always – Idaho, "Esto Perpetua"

A handwritten signature in black ink that reads "C.L. Butch Otter". The signature is written in a cursive, flowing style.

C.L. "Butch" Otter
Governor of Idaho

DIRECTOR'S MESSAGE



In collaboration with the organizers of the Fifth Annual Northwest Alcohol Conference and the National Alcohol Beverage Control Association (NABCA), the ISLD provided support for the best attended conference since its inception. Special recognition goes to the Boise Police Department and, in particular, Officer Jermaine Galloway, whose leadership made the event possible. Additionally, we remain engaged with the Office of Drug Policy, Regional Advisory Councils, law enforcement, and community groups in efforts to prevent underage and binge drinking.

We continued our modernization efforts with upgrades in customer service in locations where leases expired. One good example is the move of our sub-optimal Twin Falls-Filer Avenue location away from the local high school into a new location at Five Points Shopping Center. We did not open any new locations during FY2012, but our associates did enrich the customer experience throughout our network of stores by executing data-driven decisions about shelf-sets, product selection, and responsible merchandising. Improvements in security for the chain of custody of distilled spirits remained a priority and saw measurable results. Formal training for our associates in a variety of areas, such as responsible service, is more comprehensive.

In November 2011, voters in Washington State approved Initiative 1183 (*I-1183*) which dismantled their model of spirits distribution and retailing. As of June 1, 2012 all wholesale liquor distribution was essentially handed over to national wholesalers, and retail liquor distribution principally became the responsibility of large grocery and big box retailers. *I-1183* created significant change in the retailing environment along the Washington-Idaho border. Our statutory requirement for uniform pricing throughout the Gem State led to advantages for the ISLD. While still too early to tell what the long-term impact will be, it's clear consumers are shopping more in Idaho for distilled spirits.

The Idaho State Liquor Division (ISLD) experienced another record year of responsible service and distributions to the good causes we support throughout Idaho in FY2012. Net income rose 11%, gross profit was up over 9%, nine-liter case equivalents only increased 4%, sales were up almost 7%, and distributions increased 26% (less the one-time \$8,000,000 transfer; adjusted distributions rose 10%). Our distribution forecast for the coming decade is estimated to exceed \$600,000,000.

On behalf of the dedicated ISLD associates who responsibly administer our dual mandate of making distilled spirits available to the citizens of Idaho with world-class customer service while diligently working to curtail intemperate use, I respectfully submit the Idaho State Liquor Division Annual Report for Fiscal Year 2012.

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

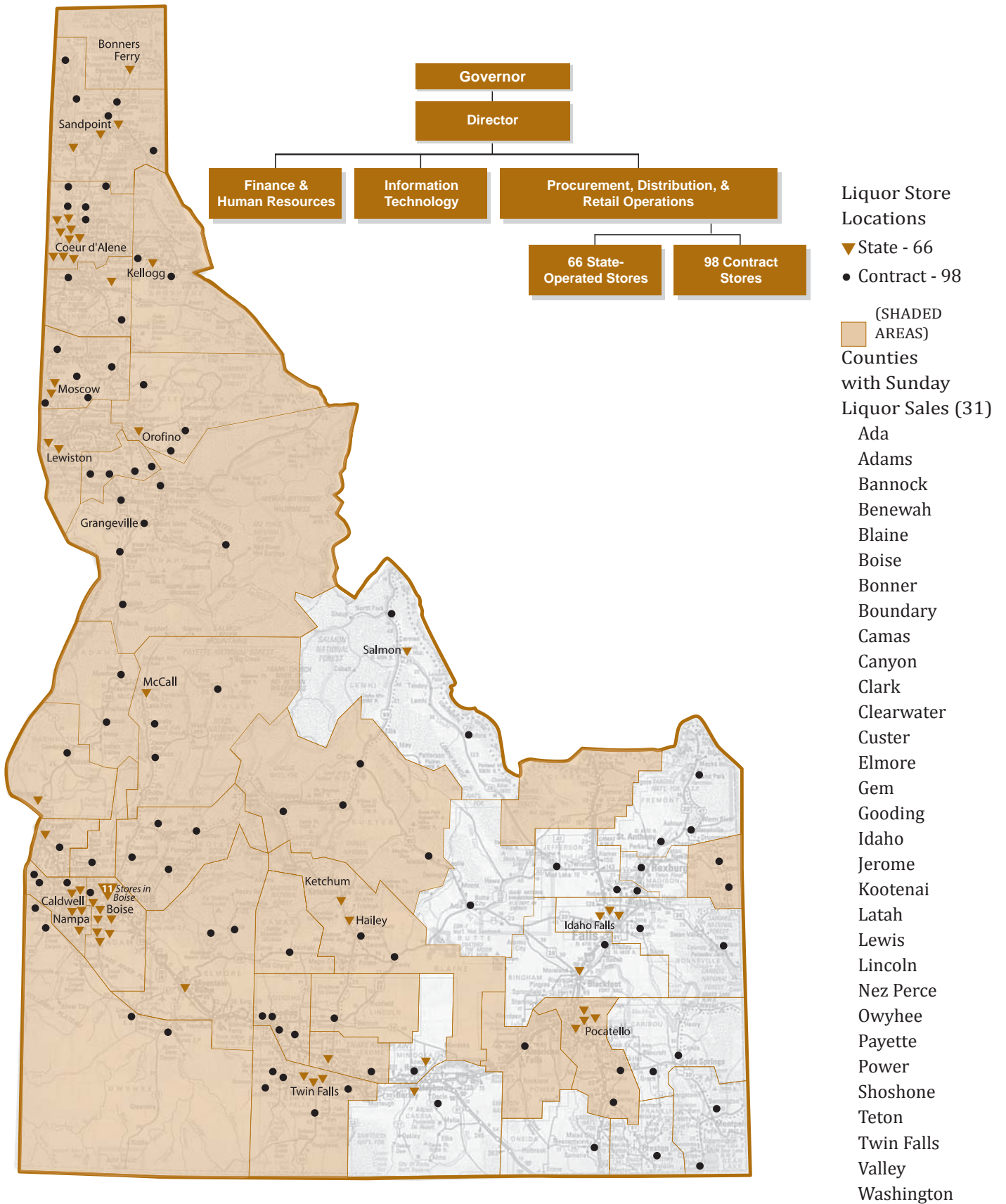
FISCAL YEAR	2008	2009	2010	2011	2012	2013 (EST.)
State Stores	61	64	66	66	66	66
Contract Stores	102	99	99	97	97	98
**9-Liter Case Sales	840	870	900	930	970	1,020
vs. prior	4.8%	3.6%	3.4%	3.3%	4.3%	5.2%
**Sales Dollars	\$130,800	\$135,100	\$137,600	\$143,900	\$153,600	\$165,900
vs. prior	7.6%	3.3%	1.9%	4.6%	6.7%	8.0%
**Gross Profit	\$61,700	\$64,000	\$65,200	\$68,700	\$75,200	\$81,300
vs. prior	8.4%	3.7%	1.9%	5.4%	9.5%	8.1%
**Net Income	\$45,100	\$46,200	\$46,300	\$50,100	\$55,500	\$60,000
vs. prior	6.6%	2.4%	0.2%	8.2%	10.8%	8.1%
**Distributions to Idaho	\$40,200	\$45,200	\$47,200	\$50,200	\$63,100*	\$59,900
vs. prior	2.6%	12.4%	4.4%	6.4%	25.7%	-5.1%

* FY12 Distributions were enhanced by a one-time \$8 Million distribution to the General Fund, reducing ISLD daily cash balance to a manageable and responsible level.

Note: Between 2006-2008, \$7.2MM of Net Income was utilized to complete an expansion and automation of the ISLD Distribution Center.

** All figures in thousands.

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 21 jurisdictions nationwide that control the sale of alcohol beverages. (Seventeen control states and four counties in Maryland.) These jurisdictions account for almost 27% of the U.S. population, and regulate their own retail and/or wholesale distribution of beverage alcohol.

The Division operates 164 retail outlets throughout the State. Of those, 66 are state liquor stores staffed and operated by Division employees, and 98 are contract operators.

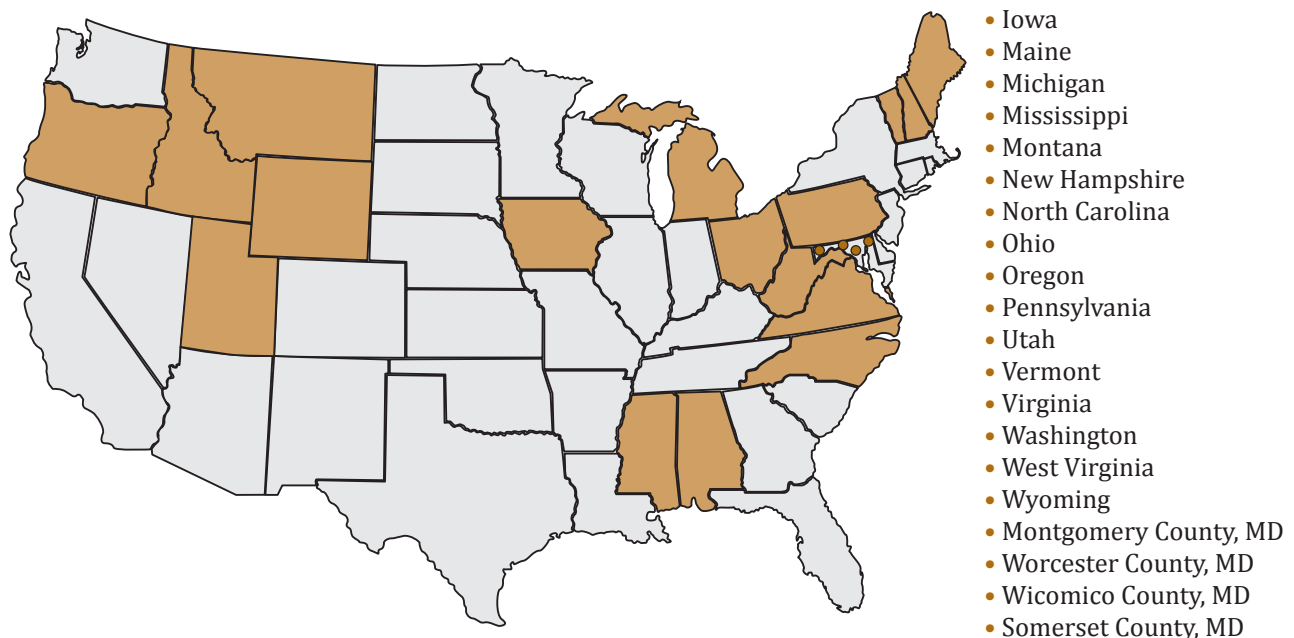
The state liquor store with the highest sales volume reported sales in excess of \$6.5 million in FY 2012. Statewide, stores sell over ten million bottles annually. Each state and contract store is stocked and maintained to meet the needs of customers including liquor-by-the-drink establishments. Outlets 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 \$5.5 million to the private sector for agency contract fees and store leases in FY 2012.

The Division's central office and warehouse are located in Boise. A Central Office staff of 21 and four District Managers oversee all administrative aspects of the business including purchasing, accounting, information technology, human resources,

contracts, and store supervision. Fourteen warehouse personnel, co-located with the administrative office, receive, store and distribute more than 960,000 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 \$403 million was distributed to state programs, counties and cities.

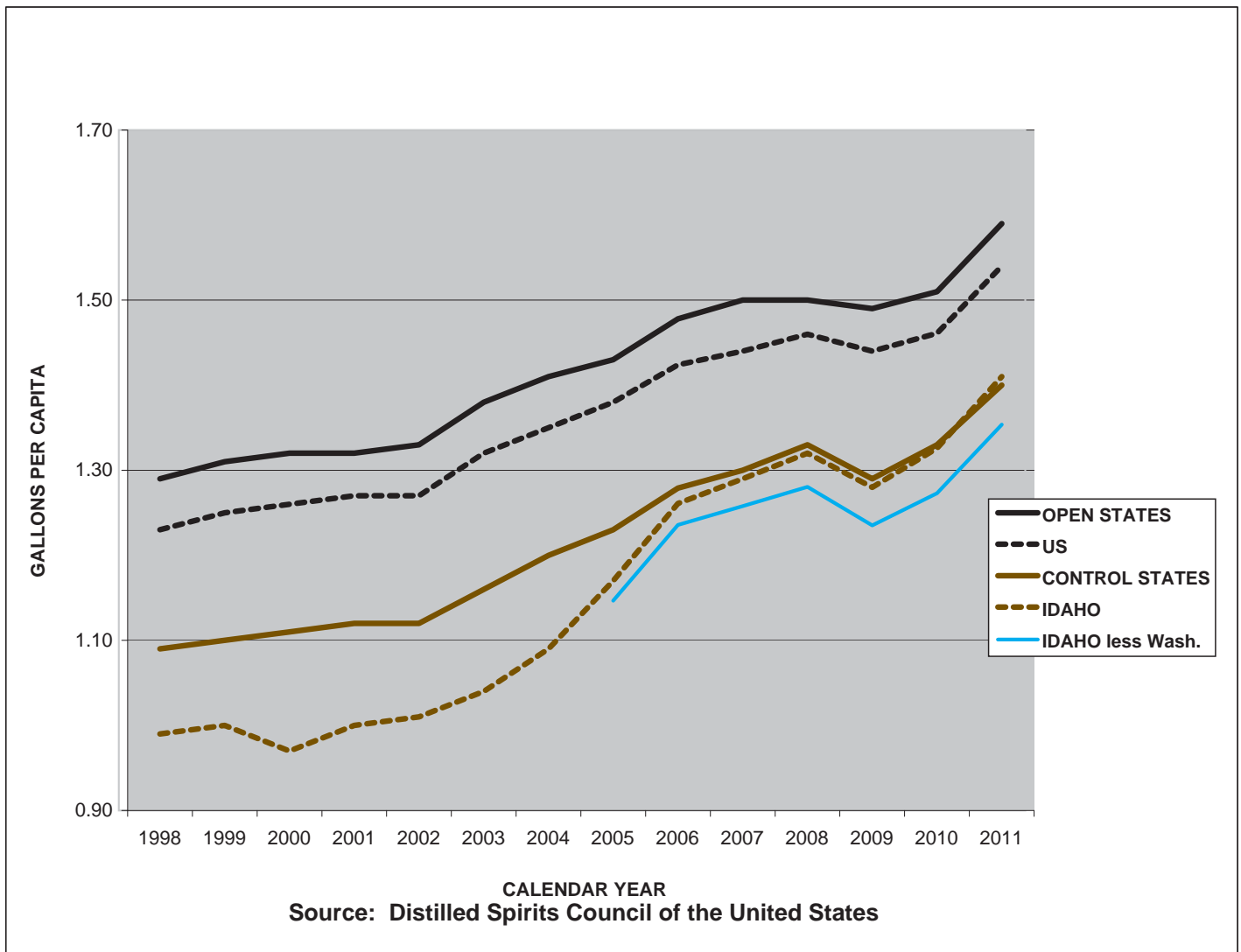
21 Control Jurisdictions



UNITED STATES AND IDAHO APPARENT PER CAPITA CONSUMPTION OF DISTILLED SPIRITS

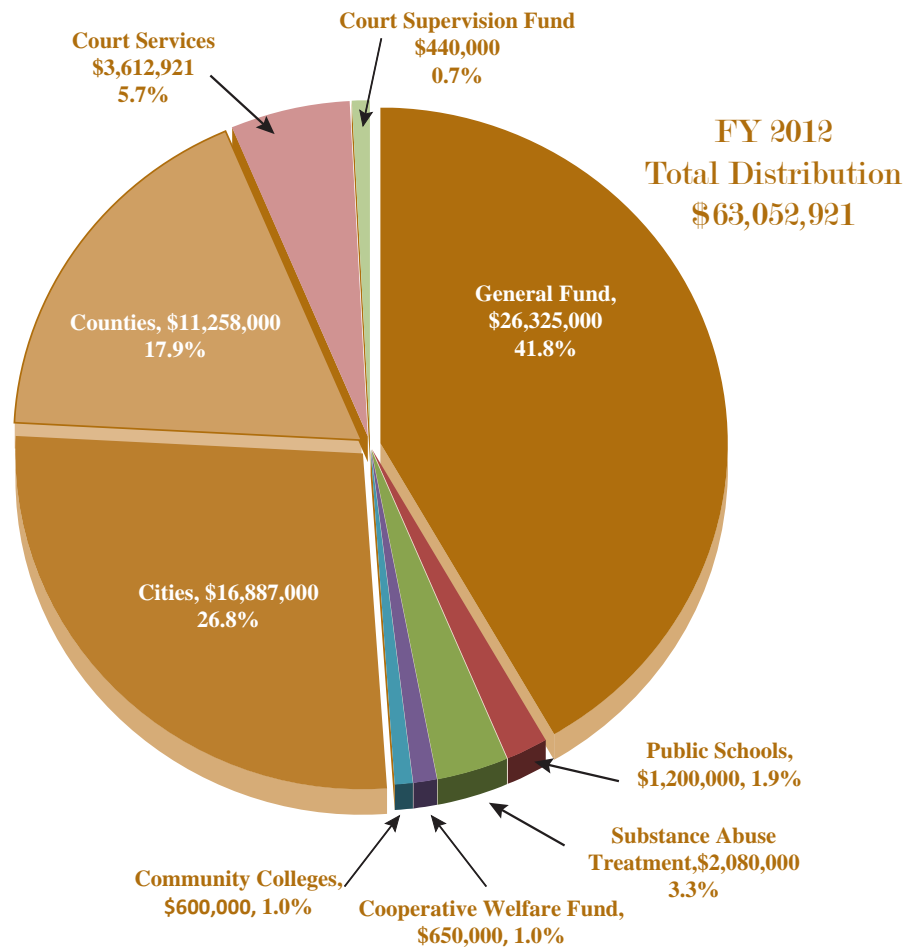
Idaho Consumption Metrics are Skewed by Washington Consumers

Idaho consumption metrics are affected by significant cross-border Sales at the Washington border. The ISLD estimates that non-resident consumption adds approximately 4.0% to ISLD Sales and related consumption statistics. With the recent passage of Washington Initiative 1183, Idaho now offers an even greater value to Washington consumers than it did prior to 2012. Currently, Idaho is experiencing a sizable sales lift in our outlets along the Washington border, and we expect our consumption metrics to be impacted even more significantly by Washington consumers for the foreseeable future.



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 1.41 gallons in calendar year 2011 compared with 1.40 gallons for all control states and 1.59 gallons in open states. Consumption in open states is 13.6% more than in all control states and 13.8% more than in Idaho, when we factor out the estimated impact of cross-border sales to Washington residents.

PROFIT DISTRIBUTION

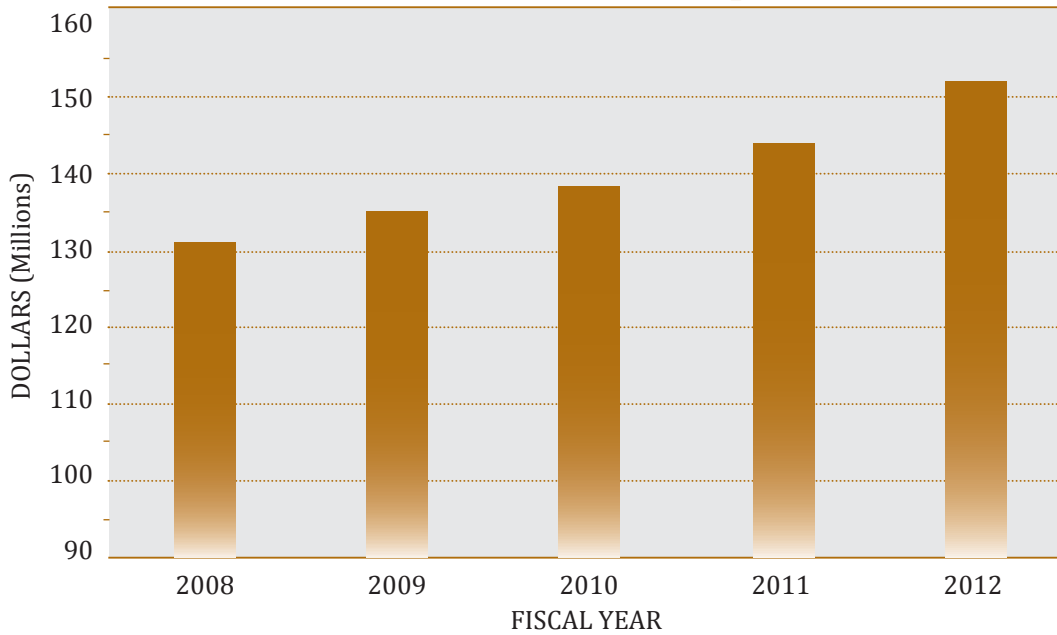


Statutory Profit Distribution Formula:

- Two percent surcharge on liquor sales to the Drug Court, Mental Health Court and Family Court Services Fund.
- 46% 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.
- 54% 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.

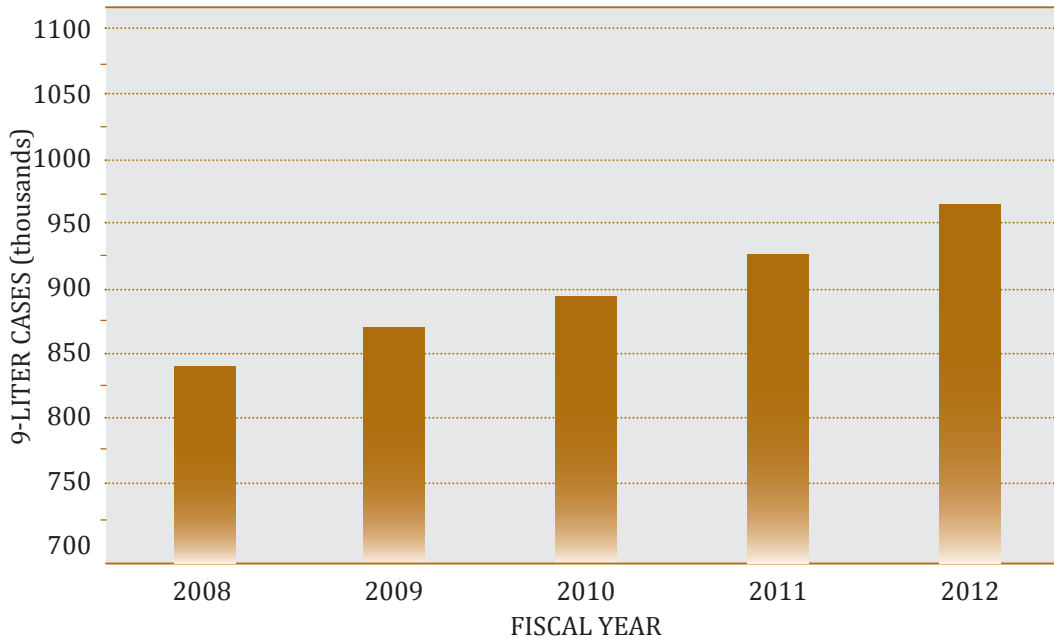
FIVE YEAR COMPARISONS

Five Year Dollar Sales Comparison



Dollar sales increased 17.4% from \$130.8MM in 2008 to \$153.6MM in 2012.

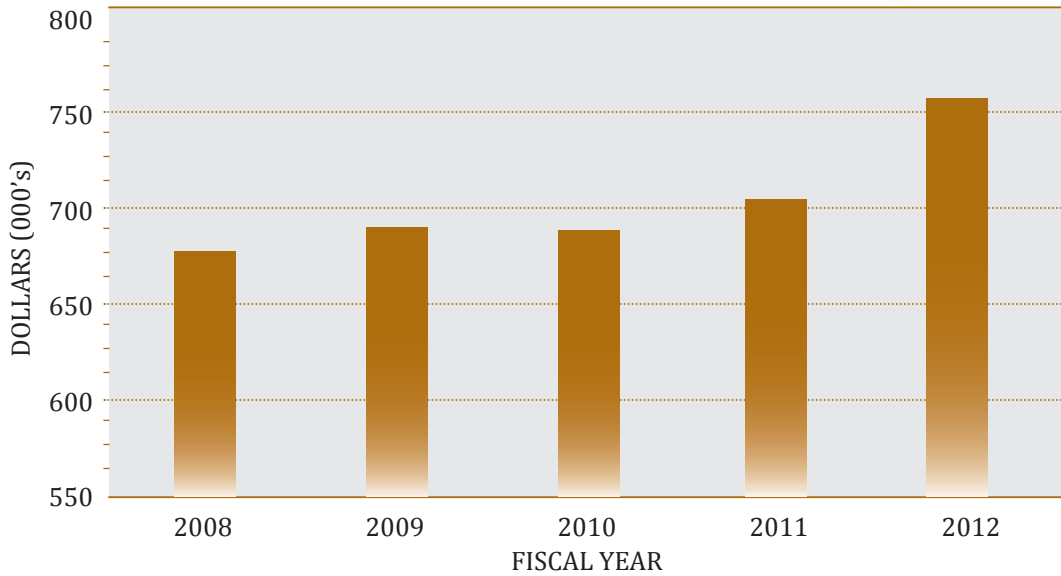
Five Year 9-Liter Case Sales Comparison



9-Liter case sales increased 15.4% from 839,000 in 2008 to 968,000 in 2012.

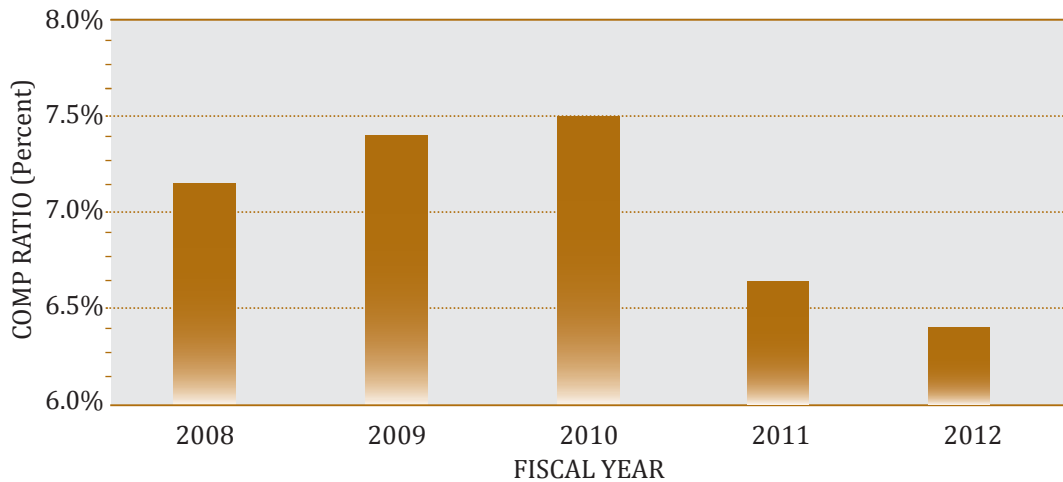
FIVE YEAR COMPARISONS

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



The Liquor Division's average dollar sales per employee was \$757,000 in FY'12, up from \$678,000 in FY'08.

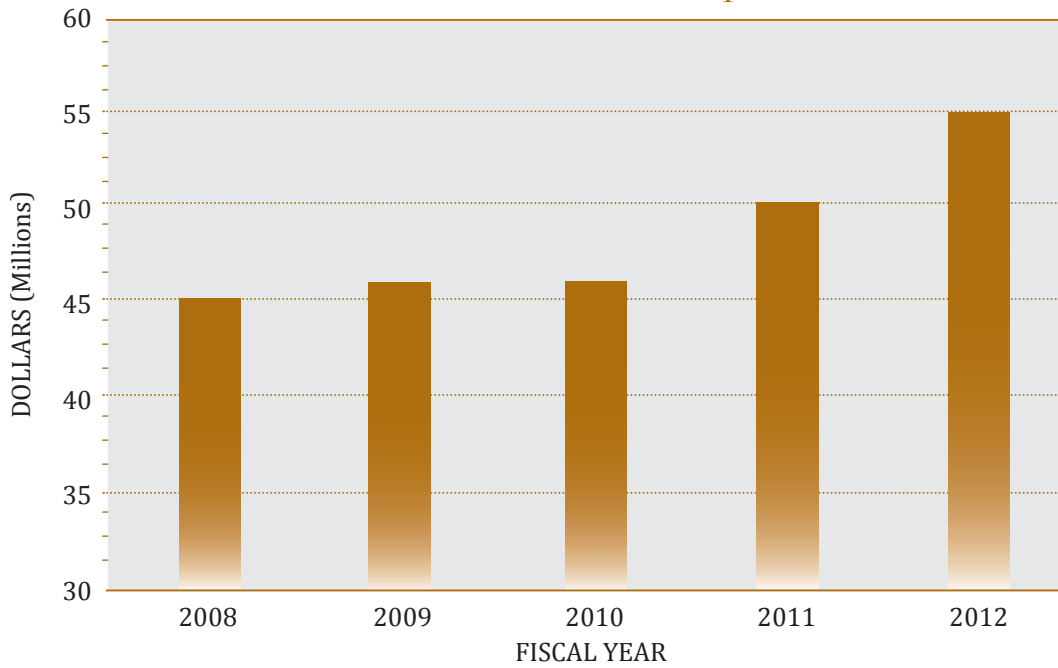
Five Year Employee Compensation to Sales Ratio Comparison



The ratio of employee compensation to Sales dollars decreased from 7.2% in 2008 to 6.4% in 2012. Between 2008-2012, the Employee Compensation ratio averaged 7.0%.

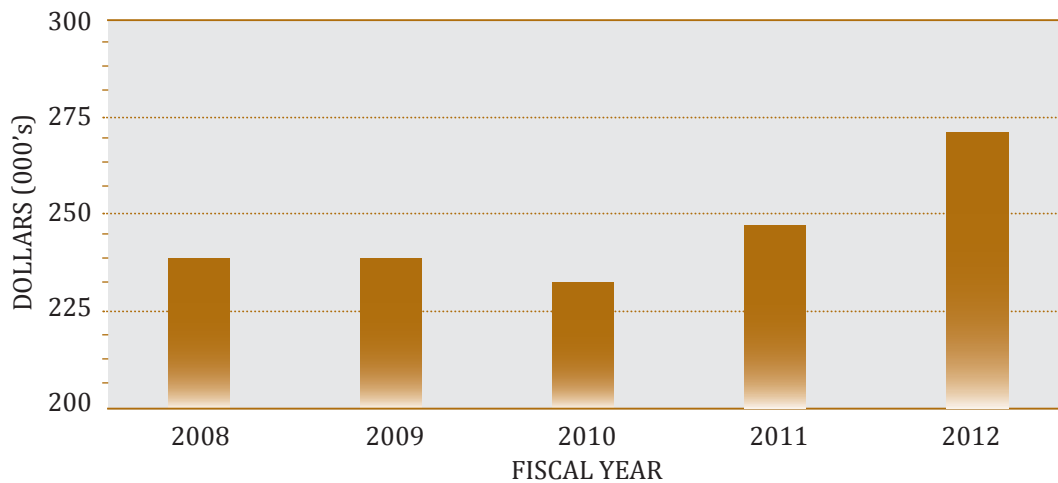
FIVE YEAR COMPARISONS

Five Year Net Income Comparison



Net income increased 23.3% from \$45.0 million in 2008 to \$55.5 million in 2012.

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



The Liquor Division's Net Income per employee was \$273,000 in FY'12, up from \$234,000 in FY'08.

INCOME STATEMENT

	Fiscal Year Ending June 30, 2012	Fiscal Year Ending June 30, 2011
SALES		
Retail Liquor Sales	\$122,143,076	\$113,084,615
Discount Liquor Sales	\$30,068,973	\$29,637,937
Military Liquor Sales	\$83,872	\$96,568
Non Liquor Sales	\$1,332,256	\$1,117,413
TOTAL SALES	\$153,628,177	\$143,936,533
 COST OF SALES	 \$78,485,132	 \$75,254,870
 GROSS PROFIT	 \$75,143,044	 \$68,681,663
Operating Expenses	\$19,784,374	\$18,795,4734
 NET OPERATING INCOME	 \$55,358,670	 \$49,886,189
Other Income And Losses	\$106,473	\$214,729
 NET INCOME	 \$55,465,143	 \$50,100,918

BALANCE SHEET

	Fiscal Year Ending June 30, 2012	Fiscal Year Ending June 30, 2011
ASSETS		
Cash	\$12,376,245	\$17,480,348
Accounts Receivable	\$81,105	\$60,245
Inventory	\$11,782,771	\$11,242,849
Prepaid Expenses	\$681,497	\$766,502
Land	\$297,943	\$297,943
Building	\$9,226,062	\$9,226,062
Other Fixed Assets	\$4,516,563	\$3,770,657
TOTAL ASSETS	\$34,819,511	\$39,485,728
LIABILITIES AND FUND EQUITY		
Liquor Accounts Payable	\$7,450,750	\$6,713,621
Payroll Payable	\$611,328	\$518,348
Other Accounts Payable	\$213,900	\$174,594
Distributions Payable	\$12,134,878	\$18,082,732
TOTAL LIABILITIES	\$20,410,856	\$25,489,295
Fund Equity Restricted For		
Warehouse Remodeling	—	—
Unrestricted Fund Equity	\$14,408,655	\$13,996,433
TOTAL LIABILITIES AND FUND EQUITY	\$34,819,511	\$39,485,728

STATEMENT OF CHANGES IN FUND EQUITY

	Fiscal Year Ending June 30, 2012	Fiscal Year Ending June 30, 2011
UNRESTRICTED FUND EQUITY AT BEGINNING OF YEAR.....	\$13,996,433	\$17,520,879
ADDITIONS		
Net Income	\$55,465,143	\$50,100,918
TOTAL ADDITIONS	\$55,465,143	\$50,100,918
TRANSFERS		
Transfer to General Fund	—	\$(8,000,000)
Transfer From Warehouse Remodel Fund To Fixed Assets.....	—	\$4,556,285
TOTAL TRANSFERS.....		\$(3,443,715)
DISTRIBUTIONS:		
Cities.....	\$(16,887,000)	\$(15,937,200)
Counties.....	\$(11,258,000)	\$(10,624,800)
General Fund	\$(18,325,000)	\$(15,220,000)
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	\$(2,932,921)	\$(2,749,649)
Court Services	\$(680,000)	\$(680,000)
Court Supervision Fund.....	\$(440,000)	\$(440,000)
TOTAL DISTRIBUTIONS	\$(55,052,921)	\$(50,181,649)
UNRESTRICTED FUND EQUITY AT END OF YEAR	\$14,408,655	\$13,996,433

OPERATING EXPENSES

	Fiscal Year Ending June 30, 2012	Fiscal Year Ending June 30, 2011
Salaries And Wages	\$7,080,403	\$6,793,631
Employee Benefits	\$2,769,258	\$2,744,590
Special Distributor Commissions	\$2,501,769	\$2,452,625
Rent	\$3,014,969	\$2,964,865
Bank Card Fees	\$1,217,293	\$1,215,867
Store Furnishings, Fixtures, And Supplies	\$482,358	\$404,012
Utilities	\$419,695	\$444,053
Leasehold Repairs And Maintenance	\$201,315	\$161,094
Other Services	\$347,497	\$261,972
Communications	\$244,304	\$199,498
Computer Software, Development, And Maintenance	\$163,506	\$113,060
Travel	\$100,599	\$71,956
State Government Overhead	\$139,111	\$157,538
Employee Development Services	\$7,053	\$17,821
Repairs And Maintenance	\$52,501	\$50,511
Insurance	\$16,888	\$15,149
Professional Services	\$12,456	\$12,036
Other Professional Services	\$116,452	\$114,173
Miscellaneous Expense	\$758	\$2,484
Depreciation	\$876,191	\$598,538
TOTAL OPERATING EXPENSES	\$19,784,374	\$18,795,474

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, 2012	June 30, 2011	June 30, 2012	June 30, 2011
ADA COUNTY			\$3,088,319	\$2,912,486
Boise	\$30,847,216	\$28,348,220	\$2,959,763	\$2,714,246
Eagle	\$3,215,815	\$2,907,091	\$368,653	\$432,354
Garden City	\$1,824,692	\$1,809,711	\$192,763	\$191,321
Kuna	\$1,245,781	\$1,162,363	\$123,787	\$118,227
Meridian	\$5,351,823	\$4,944,263	\$526,513	\$484,623
Star	\$529,868	\$505,745	\$53,841	\$48,878
TOTAL	\$43,015,195	\$39,677,394	\$7,313,639	\$6,902,135
ADAMS COUNTY			\$36,537	\$32,811
Council	\$199,460	\$211,239	\$22,528	\$22,567
New Meadows	\$295,453	\$257,401	\$27,424	\$22,310
TOTAL	\$494,914	\$468,640	\$86,489	\$77,688
BANNOCK COUNTY			\$557,304	\$523,345
Arimo	—	—	\$12,302	\$11,383
Chubbuck	\$1,467,008	\$1,386,238	\$147,748	\$136,058
Downey	\$65,722	\$67,925	\$21,611	\$19,989
Inkom	—	—	\$28,621	\$25,789
Lava Hot Springs	\$252,469	\$235,902	\$25,130	\$23,808
McCammon	—	—	\$31,577	\$29,201
Pocatello	\$5,725,593	\$5,466,183	\$583,145	\$550,522
TOTAL	\$7,510,792	\$7,156,247	\$1,407,438	\$1,320,095
BEAR LAKE COUNTY			\$32,840	\$32,896
Bloomington	—	—	\$8,177	\$8,003
Fish Haven	\$166,602	\$134,282	—	—
Georgetown	—	—	\$16,939	\$16,468
Montpelier	\$304,280	\$286,071	\$30,551	\$31,318
Paris	—	—	\$17,633	\$17,179
St. Charles	—	—	\$4,746	\$4,554
TOTAL	\$470,882	\$420,354	\$110,886	\$110,418
BENEWAH COUNTY			\$97,423	\$90,998
Fernwood			\$87,829	\$91,863
Plummer	\$477,243	\$401,382	\$42,753	\$35,158
St. Maries	\$803,809	\$757,792	\$80,781	\$79,554
Tensed	—	—	\$4,527	\$4,446
TOTAL	\$1,368,881	\$1,251,038	\$225,484	\$210,156
BINGHAM COUNTY			\$118,813	\$113,724
Aberdeen	—	—	\$64,800	\$62,213
Atomic City	—	—	\$913	\$888
Basalt	—	—	\$15,515	\$14,904
Blackfoot	\$1,387,6484	\$1,295,284	\$138,287	\$134,378
Firth	—	—	\$17,998	\$17,288
Shelley	\$243,745	\$225,3604	\$30,596	\$30,595
TOTAL	\$1,631,393	\$1,520,644	\$386,922	\$373,990

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2012	Fiscal Year Ending June 30, 2011	Fiscal Year Ending June 30, 2012	Fiscal Year Ending June 30, 2011
	BLAINE COUNTY			\$367,623
Bellevue	\$668,087	\$648,633	\$69,082	\$72,766
Carey	\$51,548	\$51,597	\$5,493	\$5,252
Hailey	\$1,443,450	\$1,361,549	\$145,007	\$139,131
Ketchum	\$2,677,728	\$2,586,997	\$275,488	\$255,356
Sun Valley	\$55,430	\$77,874	\$8,303	\$9,422
TOTAL	\$4,896,242	\$4,726,650	\$870,996	\$833,484
BOISE COUNTY			\$54,168	\$52,087
Crouch	\$331,926	\$304,144	\$32,382	\$31,052
Horseshoe Bend	\$193,564	\$184,993	\$19,727	\$18,573
Idaho City	\$179,146	\$172,277	\$18,350	\$18,265
Lowman	\$29,675	\$34,181	—	—
Placerville	—	—	\$2,044	\$2,026
TOTAL	\$734,311	\$695,594	\$126,671	\$122,003
BONNER COUNTY			\$545,751	\$518,392
Clark Fork	\$361,148	\$337,926	\$35,999	\$35,003
Coolin	\$150,271	\$138,944	—	—
Dover	—	—	\$18,362	\$18,747
East Hope	—	—	\$7,959	\$7,754
Hope	—	—	\$3,140	\$3,059
Kootenai	—	—	\$19,019	\$17,714
Oldtown	\$1,472,974	\$1,397,128	\$148,749	\$132,639
Ponderay	\$1,086,565	\$1,082,761	\$115,288	\$109,259
Priest River	\$1,003,282	\$1,007,490	\$107,341	\$99,040
Sandpoint	\$2,794,846	\$2,608,900	\$277,921	\$274,039
Schweitzer	\$25,175	\$25,151	—	—
Tamrak/Priest Lake	\$432,233	\$417,235	—	—
TOTAL	\$7,326,494	\$7,015,534	\$1,279,529	\$1,215,646
BONNEVILLE COUNTY			\$592,752	\$562,740
Ammon	\$1,394,699	\$1,384,939	\$147,566	\$133,255
Idaho Falls	\$6,251,717	\$5,910,594	\$630,388	\$605,474
Iona	—	—	\$49,611	\$47,345
Irwin/Palisades	\$147,643	\$148,479	\$15,810	\$15,320
Ririe	\$178,085	\$168,107	\$17,924	\$17,321
Swan Valley	—	—	\$9,126	\$8,678
Ucon	—	—	\$40,119	\$38,486
TOTAL	\$7,972,144	\$7,612,120	\$1,503,296	\$1,428,619
BOUNDARY COUNTY			\$71,487	\$69,852
Bonnors Ferry	\$1,010,757	\$917,582	\$97,782	\$95,619
Moyie Springs	—	—	\$26,685	\$25,857
TOTAL	\$1,010,757	\$917,582	\$195,954	\$191,328
BUTTE COUNTY			\$19,056	\$19,371
Arco	\$228,279	\$243,763	\$26,001	\$26,431
Butte City	—	—	\$2,629	\$2,560
Howe	—	—	—	—
Moore	—	—	\$6,790	\$6,580
TOTAL	\$228,279	\$243,763	\$54,476	\$54,942

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, 2012	June 30, 2011	June 30, 2012	June 30, 2011
CAMAS COUNTY			\$11,195	\$11,195
Fairfield	\$102,897	\$100,526	\$10,717	\$8,835
TOTAL	\$102,897	\$100,526	\$21,912	\$20,030
CANYON COUNTY			\$718,003	\$676,869
Caldwell	\$2,643,727	\$2,494,855	\$261,903	\$248,344
Greenleaf	—	—	\$34,461	\$31,762
Melba	—	—	\$20,771	\$19,916
Middleton	\$677,273	\$657,089	\$70,005	\$65,203
Nampa	\$6,454,052	\$5,900,629	\$629,038	\$589,334
Notus	—	—	\$22,779	\$22,159
Parma	\$216,771	\$168,071	\$17,948	\$20,767
Wilder	—	—	\$54,248	\$52,393
TOTAL	\$9,991,824	\$9,220,643	\$1,829,156	\$1,726,747
CARIBOU COUNTY			\$35,751	\$35,380
Bancroft	—	—	\$12,741	\$12,235
Grace	\$70,380	\$70,666	\$8,004	\$8,317
Soda Springs	\$417,710	\$386,839	\$41,306	\$40,058
TOTAL	\$488,090	\$457,505	\$97,802	\$95,990
CASSIA COUNTY			\$86,334	\$81,684
Albion	—	\$20,025	\$2,142	\$7,105
Burley	\$1,178,205	\$1,086,059	\$115,930	\$104,658
Declo	—	—	\$12,120	\$11,701
Malta	—	—	\$6,425	\$6,154
Oakley	—	—	\$26,212	\$25,150
TOTAL	\$1,178,205	\$1,106,084	\$249,163	\$236,452
CLARK COUNTY			\$11,475	\$11,475
Dubois	—	—	\$23,473	\$3,645
Spencer	—	—	\$1,278	\$1,174
TOTAL	—	—	\$36,226	\$16,294
CLEARWATER COUNTY			\$73,513	\$68,644
Elk River	\$48,528	\$47,159	\$5,031	\$5,168
Orofino	\$726,830	\$734,835	\$78,337	\$72,977
Pierce	\$75,701	\$77,152	\$8,252	\$8,210
Weippe	\$91,458	\$83,901	\$8,959	\$8,314
TOTAL	\$942,518	\$943,047	\$174,092	\$163,313
CUSTER COUNTY			\$57,138	\$57,668
Challis	\$351,240	\$346,139	\$36,885	\$36,725
Clayton	\$32,333	\$38,051	\$4,052	\$3,974
Mackay	\$108,098	\$117,341	\$12,516	\$13,285
Stanley	\$241,389	\$232,128	\$24,714	\$24,979
TOTAL	\$733,059	\$733,659	\$135,305	\$136,631

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, 2012	June 30, 2011	June 30, 2012	June 30, 2011
ELMORE COUNTY			\$132,881	\$129,347
Glenns Ferry	\$198,486	\$204,692	\$21,853	\$20,979
Mountain Home AFB	\$61,118	\$76,879	—	—
Mountain Home	\$1,378,593	\$1,330,244	\$141,930	\$139,658
Pine	\$93,015	\$100,741	—	—
Prairie	\$12,025	\$12,888	—	—
TOTAL	\$1,743,237	\$1,725,445	\$296,664	\$289,984
FRANKLIN COUNTY			\$30,908	\$30,745
Clifton	—	—	\$8,725	\$8,465
Dayton	—	—	\$16,208	\$15,720
Franklin	—	—	\$25,225	\$23,654
Oxford	—	—	\$1,898	\$1,849
Preston	\$424,588	\$395,179	\$42,194	\$39,693
Weston	—	—	\$16,062	\$15,543
TOTAL	\$424,588	\$395,179	\$141,220	\$135,669
FREMONT COUNTY			\$66,510	\$66,836
Ashton	\$139,583	\$146,978	\$15,698	\$17,287
Drummond	—	—	\$511	\$498
Island Park	\$367,762	\$325,911	\$34,702	\$33,836
Newdale	—	—	\$12,814	\$12,412
Parker	—	—	\$11,573	\$11,206
St. Anthony	\$368,522	\$379,835	\$40,548	\$40,329
Teton	—	—	\$24,496	\$23,514
Warm River	—	—	\$365	\$354
TOTAL	\$875,867	\$852,723	\$207,217	\$206,272
GEM COUNTY			\$63,144	\$62,723
Emmett	\$859,155	\$809,396	\$86,355	\$85,828
TOTAL	\$859,155	\$809,396	\$149,499	\$148,551
GOODING COUNTY			\$74,413	\$71,525
Bliss	\$70,996	\$72,791	\$7,754	\$7,704
Gooding	\$395,549	\$394,181	\$42,077	\$41,763
Hagerman	\$301,021	\$283,539	\$30,210	\$24,710
Wendell	\$215,263	\$203,857	\$21,756	\$23,734
TOTAL	\$982,830	\$954,368	\$176,210	\$169,436
IDAHO COUNTY			\$105,871	\$100,557
Cottonwood	\$141,143	\$148,249	\$15,814	\$16,288
Elk City	\$70,595	\$71,508	—	—
Ferdinand	—	—	\$5,403	\$5,157
Grangeville	\$483,794	\$464,579	\$49,591	\$48,986
Kooskia	\$262,435	\$298,801	\$31,842	\$23,498
Riggins	\$305,291	\$298,350	\$31,787	\$33,215
Stites	—	—	\$8,250	\$8,003
Whitebird	\$79,098	\$77,067	\$8,212	\$8,415
TOTAL	\$1,342,356	\$1,358,555	\$256,770	\$244,119

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2012	Fiscal Year Ending June 30, 2011	Fiscal Year Ending June 30, 2012	Fiscal Year Ending June 30, 2011
	JEFFERSON COUNTY			\$46,058
Hamer		—	\$1,113	\$1,115
Lewisville	—	—	\$19,860	\$18,674
Menan	—	—	\$27,234	\$25,467
Mud Lake	\$40,055	\$41,309	\$4,411	\$4,715
Rigby	\$588,956	\$546,729	\$58,339	\$55,231
Roberts	—	—	\$24,240	\$22,835
Ririe (see Bonneville County)*	—	—	—	—
TOTAL	\$629,011	\$588,038	\$181,255	\$174,097
JEROME COUNTY			\$80,921	\$80,279
Eden	—	—	\$15,186	\$14,406
Hazelton	\$120,188	\$116,496	\$12,417	\$12,882
Jerome	\$948,382	\$922,345	\$98,344	\$97,097
TOTAL	\$1,068,570	\$1,038,841	\$206,868	\$204,664
KOOTENAI COUNTY			\$1,878,634	\$1,717,557
Athol	—	—	\$25,115	\$24,330
Bayview	\$194,898	\$184,762	—	—
Coeur d'Alene	\$10,431,545	\$9,775,730	\$1,041,163	\$971,406
Dalton Gardens	—	—	\$87,321	\$84,975
Fernan Lake	—	—	\$6,681	\$6,507
Garwood	\$343,007	\$324,944	—	—
Harrison	\$161,065	\$153,045	\$16,300	\$14,052
Hauser	—	—	\$28,108	\$28,136
Hayden	\$3,155,912	\$2,767,678	\$294,689	\$281,681
Hayden Lake	—	—	\$20,588	\$19,920
Huetter	—	—	\$3,541	\$3,449
Post Falls	\$8,683,034	\$7,961,582	\$847,690	\$745,537
Rathdrum	\$1,704,602	\$1,657,915	\$176,523	\$158,240
Spirit Lake	\$710,851	\$666,243	\$70,947	\$68,871
State Line	—	—	\$2,263	\$2,134
Worley	\$815,634	\$669,298	\$71,260	\$65,330
TOTAL	\$26,200,548	\$24,161,199	\$4,570,823	\$4,192,125
LATAH COUNTY			\$429,485	\$389,636
Bovill	—	—	\$10,952	\$10,209
Deary	\$126,945	\$120,555	\$12,847	\$11,506
Genesee	\$88,825	\$94,121	\$10,042	\$10,398
Juliaetta	—	—	\$22,049	\$20,523
Kendrick	\$133,078	\$132,160	\$14,082	\$14,394
Moscow	\$5,009,850	\$4,612,940	\$491,542	\$439,648
Onaway	—	—	\$8,250	\$7,717
Potlatch	\$186,786	\$189,209	\$20,168	\$19,084
Troy	\$411,110	\$369,846	\$39,396	\$39,039
TOTAL	\$5,956,594	\$5,518,832	\$1,058,813	\$962,154

*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, 2012	June 30, 2011	June 30, 2012	June 30, 2011
LEMHI COUNTY			\$79,963	\$80,915
Leadore	\$28,337	\$26,084	\$2,782	\$2,415
North Fork	\$47,690	\$46,497	—	—
Salmon	\$977,540	\$953,991	\$101,686	\$102,333
TOTAL	\$1,053,567	\$1,026,573	\$184,431	\$185,663
LEWIS COUNTY			\$34,937	\$43,121
Craigmont	\$62,170	\$56,895	\$6,079	\$6,506
Kamiah	\$368,164	\$275,752	\$29,400	\$40,298
Nez Perce	\$78,700	\$78,193	\$8,343	\$8,247
Reubens	—	—	\$2,628	\$2,456
Winchester	\$41,198	\$36,993	\$3,947	\$3,963
TOTAL	\$550,232	\$447,834	\$85,334	\$104,591
LINCOLN COUNTY			\$18,506	\$17,650
Dietrich	—	—	\$6,060	\$5,692
Richfield	—	—	\$15,661	\$14,727
Shoshone	\$241,830	\$236,677	\$25,241	\$22,228
TOTAL	\$241,830	\$236,677	\$65,468	\$60,297
MADISON COUNTY			\$55,299	\$55,300
Rexburg	\$259,483	\$249,908	\$74,914	\$74,915
Sugar City	—	—	\$61,218	\$54,777
TOTAL	\$259,483	\$249,908	\$191,431	\$184,992
MINIDOKA COUNTY			\$57,782	\$57,780
Acequia	—	—	\$5,111	\$4,695
Heyburn	—	—	\$101,161	\$95,899
Minidoka	—	—	\$4,454	\$4,196
Paul	\$117,301	\$124,607	\$13,302	\$12,432
Rupert	\$583,237	\$566,349	\$60,498	\$53,849
Burley (see Cassia County)*	—	—	—	—
TOTAL	\$700,538	\$690,957	\$242,308	\$228,851
NEZ PERCE COUNTY			\$437,920	\$405,129
Culdesac			\$13,835	\$13,373
Lapwai	—	—	\$41,214	\$39,837
Lewiston	\$6,112,478	\$5,626,734	\$599,696	\$555,391
Peck	—	—	\$6,863	\$6,544
TOTAL	\$6,112,478	\$5,626,734	\$1,099,528	\$1,020,274
ONEIDA COUNTY			\$20,528	\$19,304
Malad	\$250,912	\$262,704	\$28,033	\$26,356
TOTAL	\$250,912	\$262,704	\$48,561	\$45,660
OWYHEE COUNTY			\$50,556	\$49,830
Bruneau	\$33,122	\$34,049	—	—
Grand View	\$58,646	\$59,187	\$6,316	\$6,825
Homedale	\$297,915	\$286,012	\$30,527	\$27,378
Marsing	\$275,047	\$268,826	\$28,656	\$28,755
TOTAL	\$664,730	\$648,074	\$116,055	\$112,788

*City limits extend into both counties

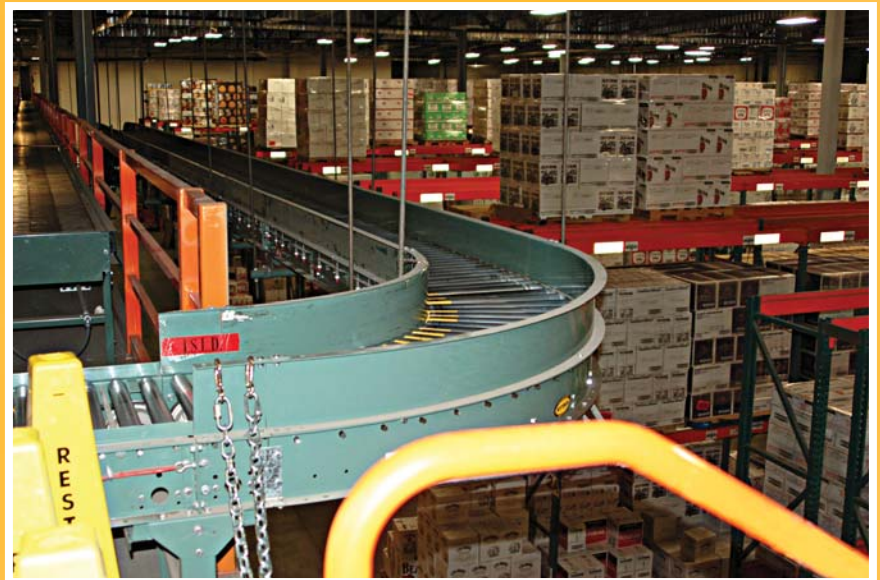
SCHEDULE OF COMPARATIVE SALES & DISTRIBUTION OF PROFITS BY CITY/COUNTY

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending	Fiscal Year Ending	Fiscal Year Ending	Fiscal Year Ending
	June 30, 2012	June 30, 2011	June 30, 2012	June 30, 2011
PAYETTE COUNTY			\$96,586	\$91,983
Fruitland	—	—	\$174,274	\$168,324
New Plymouth	\$352,680	\$353,834	\$37,714	\$34,760
Payette	\$933,232	\$884,963	\$94,384	\$91,114
TOTAL	\$1,285,912	\$1,238,796	\$402,958	\$386,181
POWER COUNTY			\$31,350	\$29,493
American Falls	\$398,970	\$401,344	\$42,846	\$40,313
Rockland	—	—	\$11,390	\$11,134
TOTAL	\$398,970	\$401,344	\$85,586	\$80,940
SHOSHONE COUNTY			\$122,775	\$115,144
Kellogg	\$754,356	\$710,885	\$75,781	\$66,588
Mullan	—	—	\$26,760	\$26,609
Osburn	—	—	\$49,761	\$49,412
Pinehurst	\$462,271	\$419,651	\$44,742	\$43,256
Smelterville	—	—	\$21,466	\$21,271
Wallace	\$460,517	\$444,503	\$47,375	\$47,706
Wardner	—	—	\$7,046	\$7,010
TOTAL	\$1,677,145	\$1,575,039	\$395,706	\$376,996
TETON COUNTY			\$75,351	\$76,002
Driggs	\$547,187	\$604,987	\$64,442	\$69,174
Tetonia	—	—	\$8,907	\$8,147
Victor	\$482,264	\$363,086	\$38,662	\$34,922
TOTAL	\$1,029,451	\$968,074	\$187,362	\$188,245
TWIN FALLS COUNTY			\$465,687	\$443,569
Buhl	\$469,331	\$437,609	\$46,658	\$46,071
Castleford	\$67,234	\$72,715	\$7,746	\$8,827
Filer	\$165,859	\$174,624	\$18,618	\$18,677
Hansen	—	—	\$38,366	\$36,352
Hollister	\$36,605	\$38,245	\$4,073	\$4,400
Kimberly	\$370,177	\$332,672	\$35,458	\$30,085
Murtaugh	—	—	\$5,439	\$5,302
Twin Falls	\$5,109,136	\$4,929,354	\$525,303	\$500,213
TOTAL	\$6,218,341	\$5,985,218	\$1,147,348	\$1,093,496
VALLEY COUNTY			\$171,421	\$167,327
Cascade	\$357,605	\$356,814	\$38,015	\$38,971
Donnelly	\$288,947	\$283,091	\$30,143	\$28,210
McCall	\$1,655,458	\$1,545,186	\$164,564	\$160,592
Yellow Pine	\$21,263	\$18,456	—	—
TOTAL	\$2,323,273	\$2,203,547	\$404,143	\$395,100
WASHINGTON COUNTY			\$55,032	\$53,814
Cambridge	\$119,301	\$120,336	\$12,829	\$11,697
Midvale	—	—	\$7,704	\$7,436
Weiser	\$562,381	\$585,119	\$62,441	\$61,947
TOTAL	\$681,682	\$705,454	\$138,006	\$134,894
FISCAL YEAR TOTALS	\$153,628,177	\$143,936,533	\$28,145,000	\$26,562,000



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ISLD Distribution Center
Boise, Idaho

IDAHO STATE
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2012 ANNUAL REPORT