



**IDAHO STATE
LIQUOR
DIVISION**

Serving Idaho Since 1935

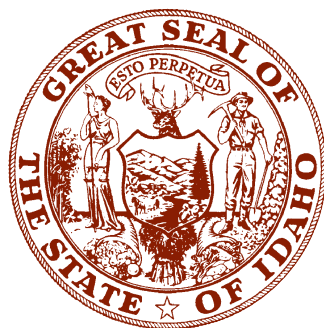
**2013
ANNUAL
REPORT**



Product on display at one of Idaho's 66 state-operated liquor stores.

IDAHO STATE LIQUOR DIVISION

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The background of the page is a photograph of a liquor store's shelves, filled with various bottles of distilled spirits. The image is overlaid with a semi-transparent orange filter. The bottles are arranged in neat rows on white shelves, with price tags visible at the bottom of each section.

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.

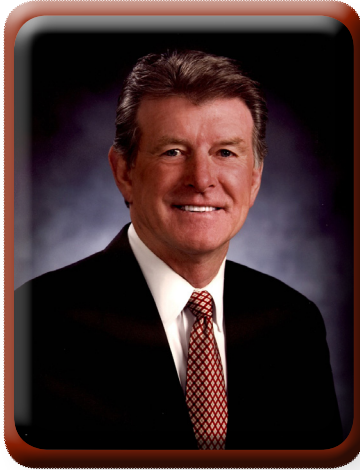
Our Vision

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.

TABLE OF CONTENTS

Governor’s Message	4
Director’s Message	5
Organization Structure and Liquor Store Locations	7
Background and History	8
United States and Idaho Apparent per Capita Consumption of Distilled Spirits	9
Profit Distribution	10
Five Year Comparisons:	
• Dollar Sales Comparison	11
• Five Year 9- Liter Case Sales Comparison	11
• Five Year Sales per FTP Comparison	12
• Employee Compensation to Sales Ratio Comparison	12
• Five Year Net Income Comparison	13
• Net Income per FTP Comparison	13
Income Statement	14
Balance Sheet	15
Statement of Changes in Fund Equity	16
Operating Expenses	17
Schedule of Comparative Sales and Distribution of Profits by City/County	18 – 24

GOVERNOR'S MESSAGE



C.L. "Butch" Otter
Governor of Idaho

Dear Friends,

The Idaho State Liquor Division's commitment to responsible customer service and sound business principles provided substantial dividends for Gem State citizens in fiscal year 2013. It was another record year of net income benefiting local and state government, as well as other efforts that promote the general welfare of the people.

Despite challenges created by big changes in the model of liquor distribution in our neighboring state of Washington during the year, the Idaho State Liquor Division continued to fulfill its constitutional mandate to responsibly oversee the distribution of distilled spirits in Idaho. Growth in volume remained moderate, increasing only 4% overall on sales that increased 7% and net income that increased 8%.

In addition, the Division again had excellent success in efforts to prevent sales of beverage alcohol to minors and continued the support it provides to community groups, which are essential in fulfilling our goal of promoting responsible government.

The Liquor Division 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.

I have confidence in the leadership of Director Anderson, his executive team, and the Idaho State Liquor Division associates who responsibly serve us all each and every day.

The Liquor Division is *Citizen Owned for the Benefit of All*.

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



Jeffrey R. Anderson
Director

Dear Fellow Idahoans,

The Idaho State Liquor Division (ISLD) experienced another record year of responsible service and distributions to the good causes we support throughout Idaho in fiscal year 2013. Net income rose 8%, gross profit was up 7.5%, sales were up 7%, and nine-liter case equivalents increased 4%. Our distribution forecast for the coming decade is estimated to be approximately \$700,000,000.

Throughout the year our associates in northern Idaho retail stores as well as our Boise distribution center ably addressed the increased consumer traffic of Washington State residents created by the implementation of Initiative 1183 (I-1183) which dismantled their model of spirits distribution and retailing. Our newest location in State Line opened in October of 2012 and immediately became our largest volume store. Idaho's statutory requirement for uniform pricing throughout the Gem State led to price advantages for the ISLD compared to the high taxes and fees imposed on spirits consumers in Washington. Despite the "Washington effect", nine-liter case volumes only increased 4% overall.

Efforts to dismantle Idaho's model of spirits distribution were suggested during the year but failed to gain any traction. Similar proposals to the ones implemented in Washington remain a topic of discussion among some. However, the debate centers on how to make the Idaho model of spirits distribution better for all Idahoans and what "better" means. Good government requires openness in evaluating various options but at the end of the day the system we enjoy is efficient and serves our constitutional mandate.

In addition to the one new state store in State Line, four communities approved private-sector contractors to make spirits available in their communities: Culdesac, Wallace, Schweitzer, and the Grand Teton Distillery in Driggs who may now sell their products to patrons at the distillery.

We maintained our modernization efforts with upgrades in customer service in locations where leases expired. Our data-driven focus continues to enrich the customer experience throughout our network of stores with improvements in shelf-sets, product selection, and responsible merchandising. Formal training for our associates in responsible service remains a high priority.

On behalf of the dedicated ISLD associates who responsibly administer our agency, I respectfully submit the Idaho State Liquor Division Annual Report for Fiscal Year 2013.

Sincerely,

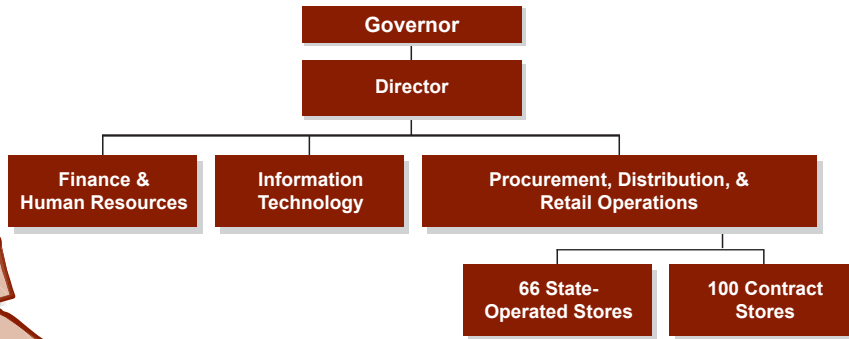
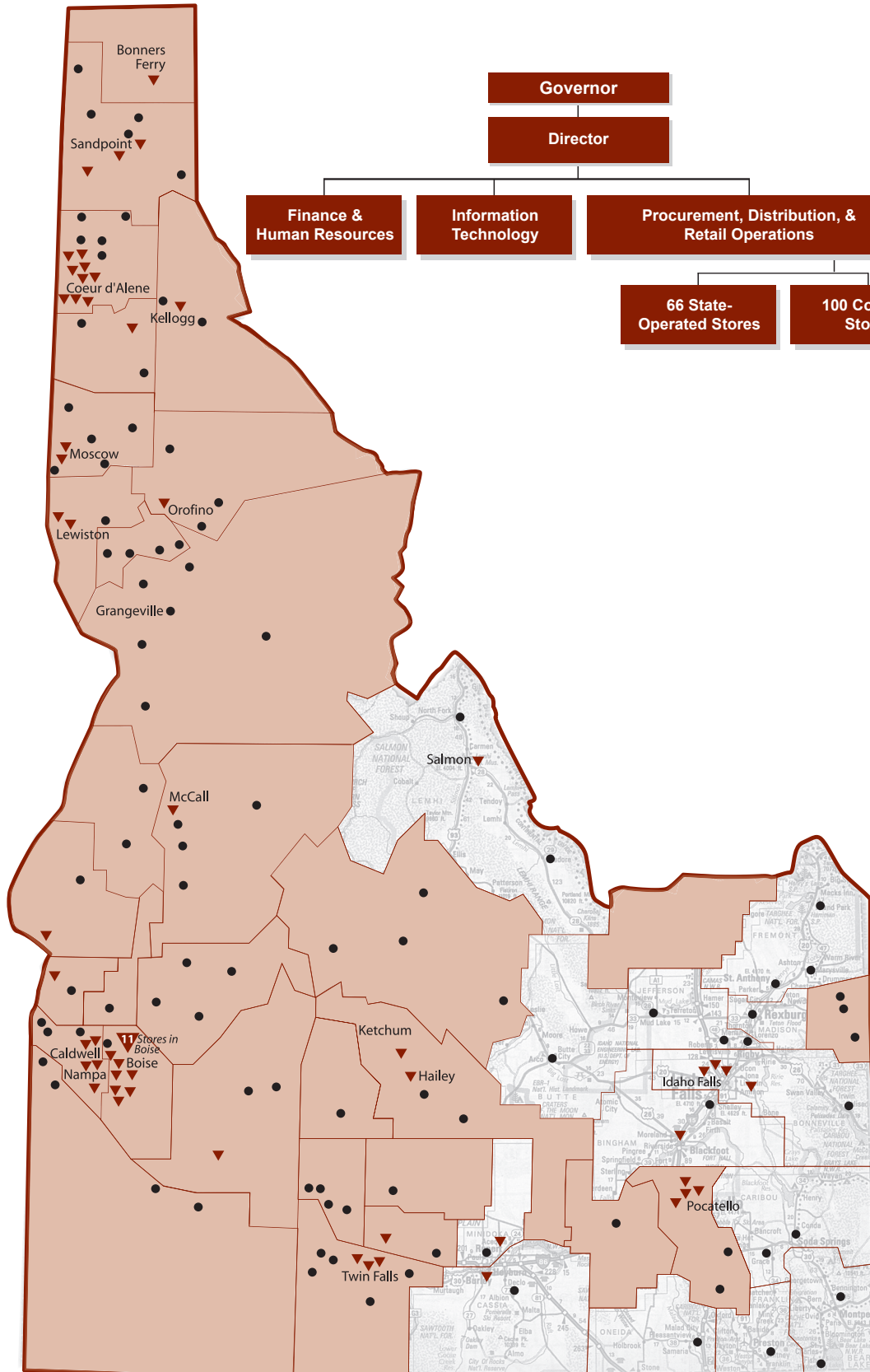
A handwritten signature in black ink, appearing to read "JRA", written over a horizontal line.

Jeffrey R. Anderson – Director

FINANCIAL RESULTS

FISCAL YEAR	2009	2010	2011	2012	2013	2014 (EST.)
State Stores	64	66	66	66	66	66
Contract Stores	99	99	97	97	100	102
** 9-Liter Case Sales	870	900	930	970	1,010	1,042
vs. prior	4%	3%	3%	4%	4%	3%
** Sales Dollars	\$135,100	\$137,600	\$143,900	\$153,600	\$164,500	\$170,400
vs. prior	3%	2%	5%	7%	7%	4%
** Gross Profit	\$64,000	\$65,200	\$68,700	\$75,200	\$80,800	\$83,800
vs. prior	4%	2%	5%	9%	7%	4%
** Net Income	\$46,200	\$46,300	\$50,100	\$55,500	\$59,800	\$61,900
vs. prior	2%	0%	8%	11%	8%	4%
** Distributions to Idaho	\$45,200	\$47,200	\$50,200	\$63,100*	\$60,100	\$62,000
vs. prior	12%	4%	6%	26%	-5%	3%
<p>* 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.</p> <p>** All figures in thousands.</p>						

ORGANIZATION STRUCTURE AND LIQUOR STORE LOCATIONS



- Liquor Store Locations
- ▼ State - 66
 - Contract - 100
- (SHADED AREAS)
 Counties with Sunday Liquor Sales (31)
- Ada
 - Adams
 - Bannock
 - Benewah
 - Blaine
 - Boise
 - Bonner
 - Boundary
 - Camas
 - Canyon
 - Clark
 - Clearwater
 - Custer
 - Elmore
 - Gem
 - Gooding
 - Idaho
 - Jerome
 - Kootenai
 - Latah
 - Lewis
 - Lincoln
 - Nez Perce
 - Owyhee
 - Payette
 - Power
 - Shoshone
 - Teton
 - Twin Falls
 - Valley
 - Washington

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 166 retail outlets throughout the State. Of those, 66 are state liquor stores staffed and operated by Division employees, and 100 are contract operators.

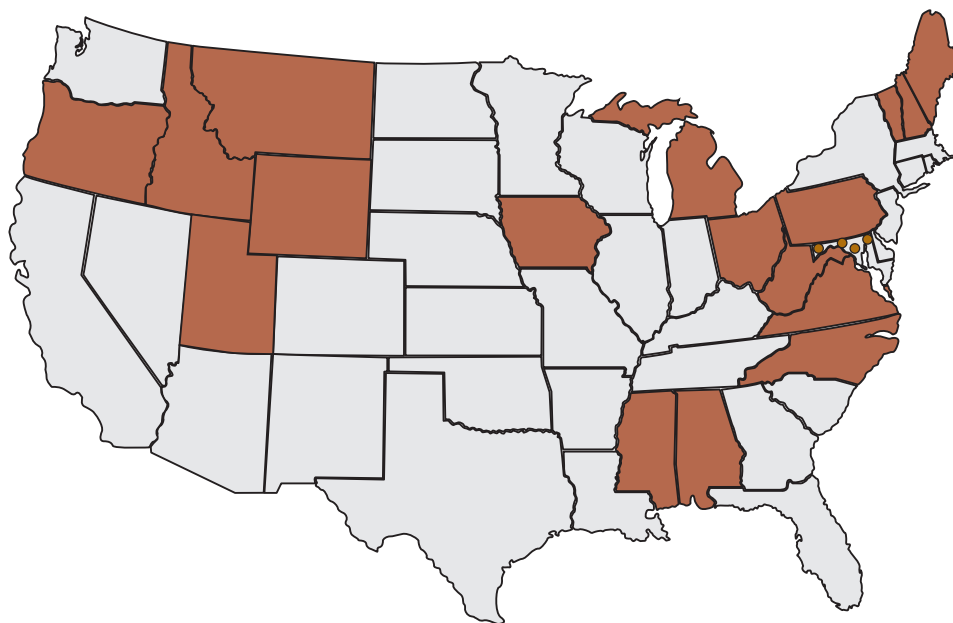
The state liquor store with the highest sales volume reported sales in excess of \$6.7 million in FY 2013. Statewide, stores sell over eleven million bottles annually. Each state and contract store is stocked and maintained to meet the needs of customers including liquor-by-the-drink establishments. 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 \$5.7 million to the private sector for agency contract fees and store leases in FY 2013.

The Division's central office and warehouse are located in Boise. A Central Office staff of 21 and three 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 1,000,000 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 \$440 million was distributed to state programs, counties and cities.

21 Control Jurisdictions

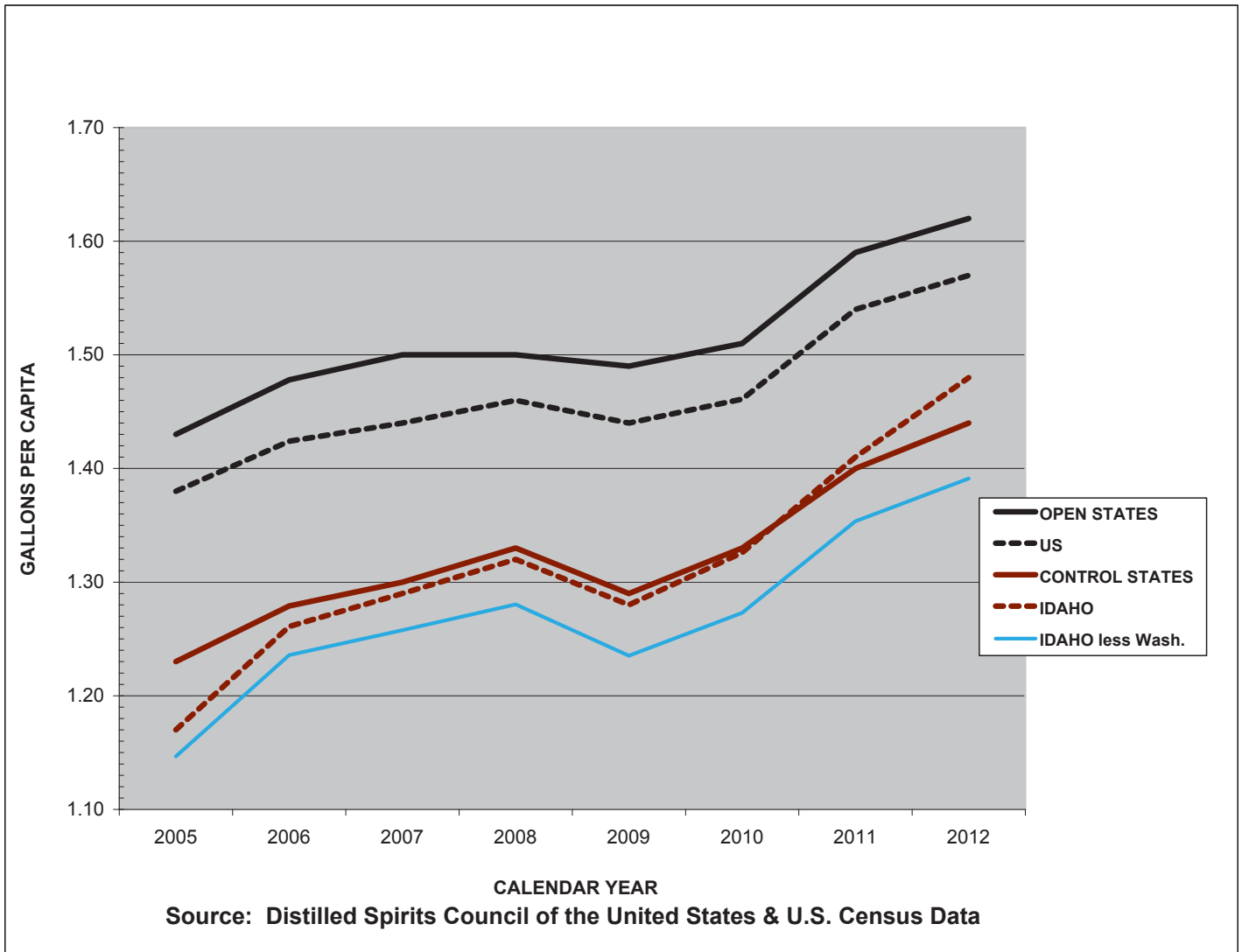


- Alabama
- Idaho
- Iowa
- Maine
- Michigan
- Mississippi
- Montana
- New Hampshire
- North Carolina
- Ohio
- Oregon
- Pennsylvania
- Utah
- Vermont
- Virginia
- West Virginia
- Wyoming
- Montgomery County, MD
- Worcester County, MD
- Wicomico County, MD
- Somerset County, MD

UNITED STATES AND IDAHO APPARENT PER CAPITA CONSUMPTION OF DISTILLED SPIRITS

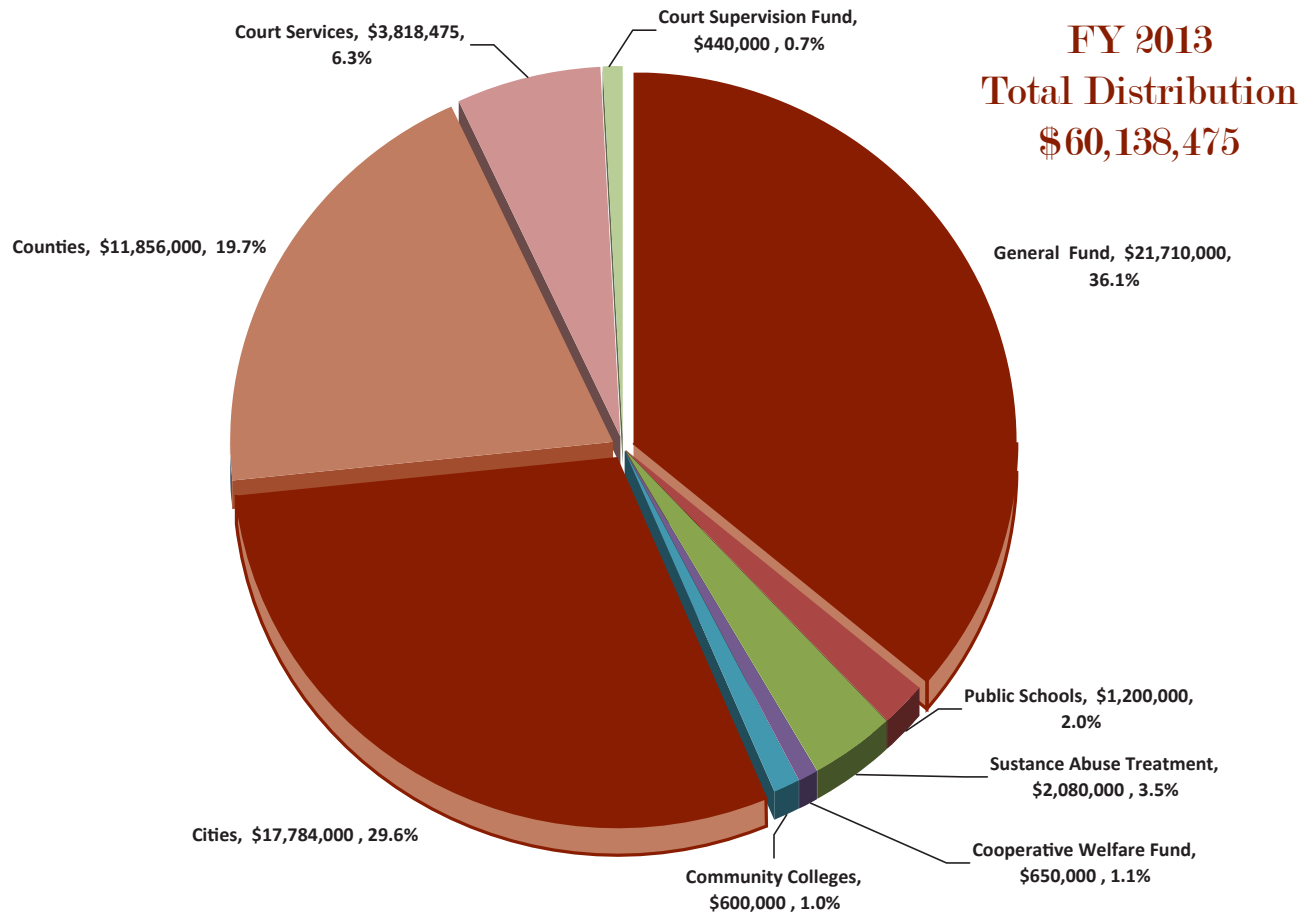
Idaho Consumption Metrics are Skewed by Washington Consumers

Idaho consumption metrics are affected by significant cross-border Sales at the Washington border. The ISLD estimates that non-resident consumption adds approximately 6.0% to ISLD Sales and related consumption statistics. With the deregulation of Washington State's Liquor control model on June 1, 2012, 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 1.48 gallons in calendar year 2012 compared with 1.44 gallons for all control states and 1.62 gallons in open states. Consumption in open states is 12.5% more than in all control states and 16.4% more than in Idaho, when we factor out the estimated impact of cross-border sales to Washington residents.

PROFIT DISTRIBUTION

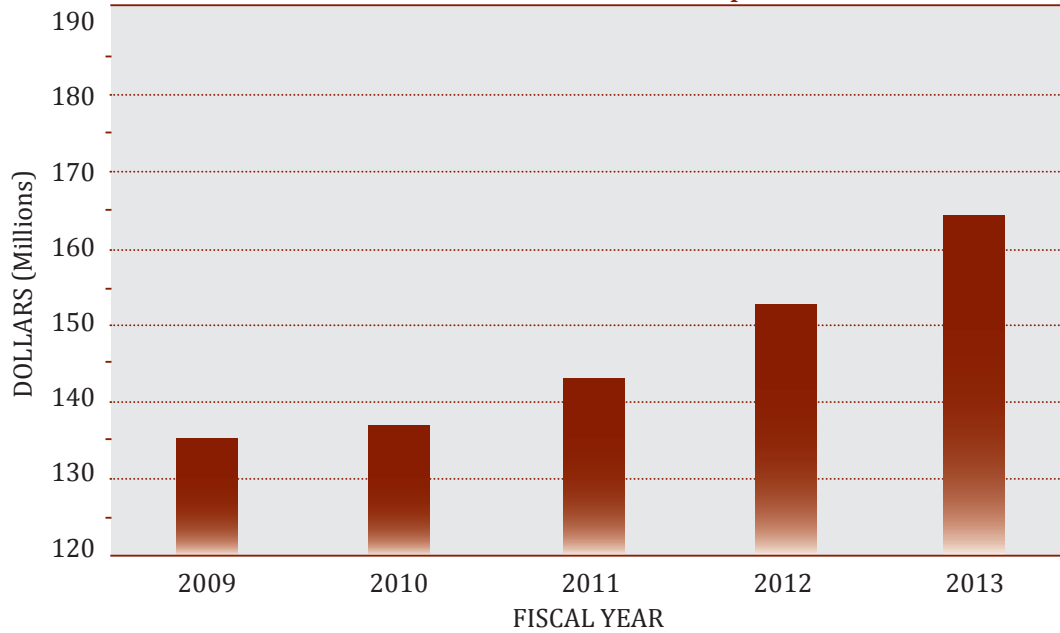


Statutory Profit Distribution Formula:

- Two percent surcharge on liquor sales to the Drug Court, Mental Health Court and Family Court Services Fund.
- 48% 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.
- 52% 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.

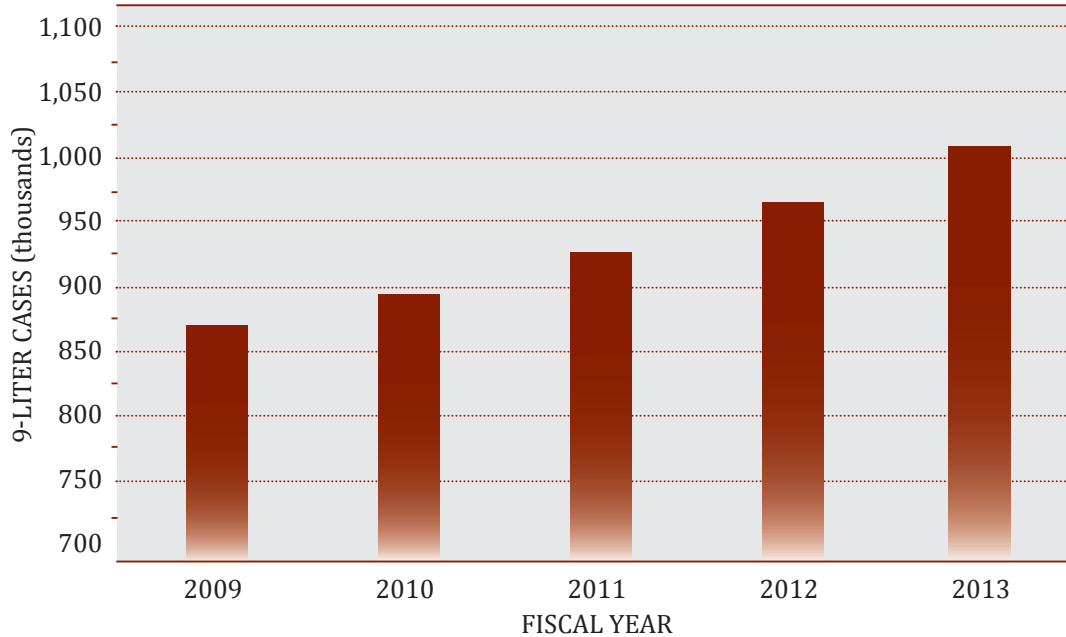
FIVE YEAR COMPARISONS

Five Year Dollar Sales Comparison



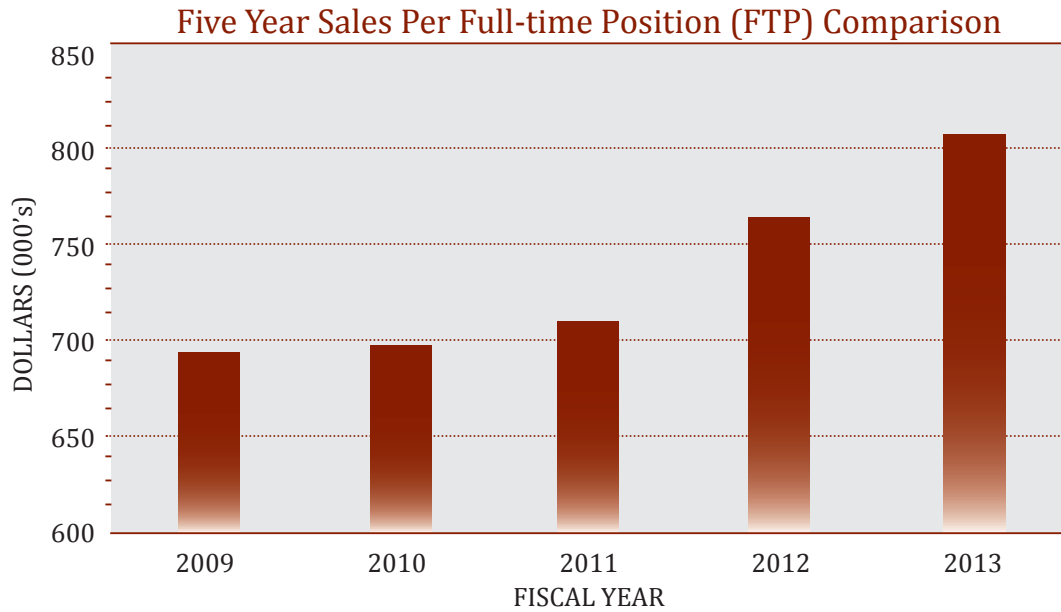
Dollar sales increased 22% from \$135MM in 2009 to \$164MM in 2013.

Five Year 9-Liter Case Sales Comparison

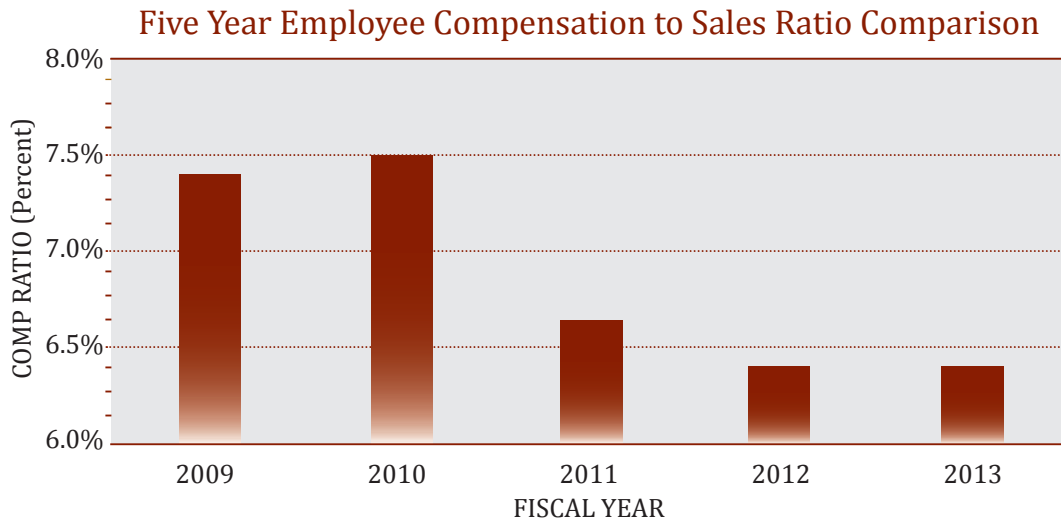


9-Liter case sales increased 17% from 869,000 in 2009 to 1,015,000 in 2013.

FIVE YEAR COMPARISONS



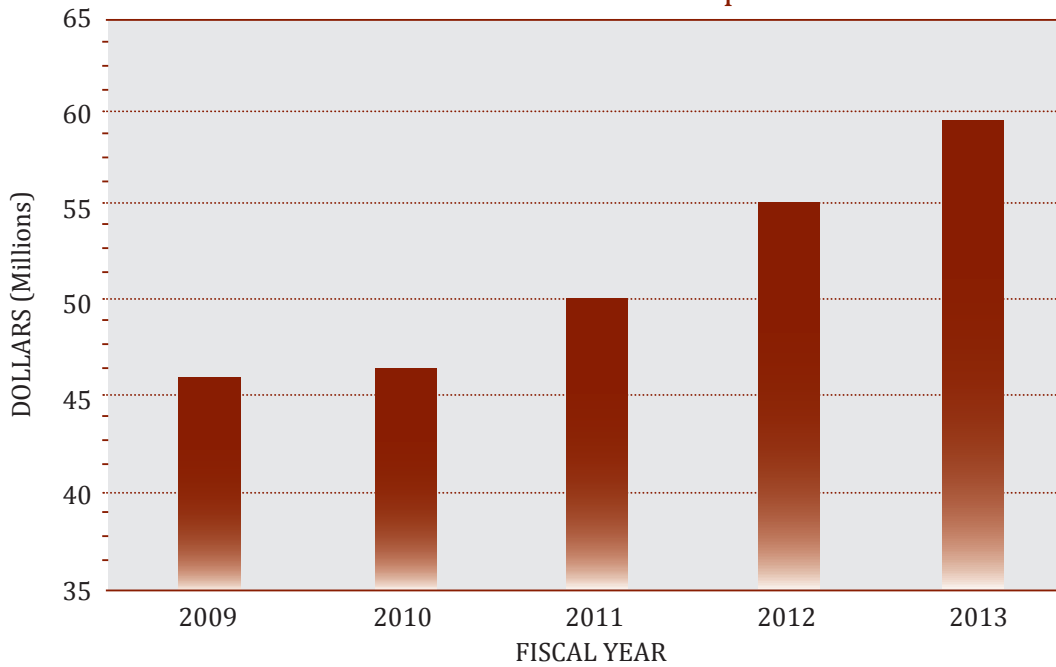
The Liquor Division's average dollar sales per employee was \$806,000 in FY'13, up from \$689,000 in FY'09.



The ratio of employee compensation to Sales dollars decreased from 7.3% in 2009 to 6.4% in 2013. Between 2009-2013, the Employee Compensation ratio averaged 6.84%.

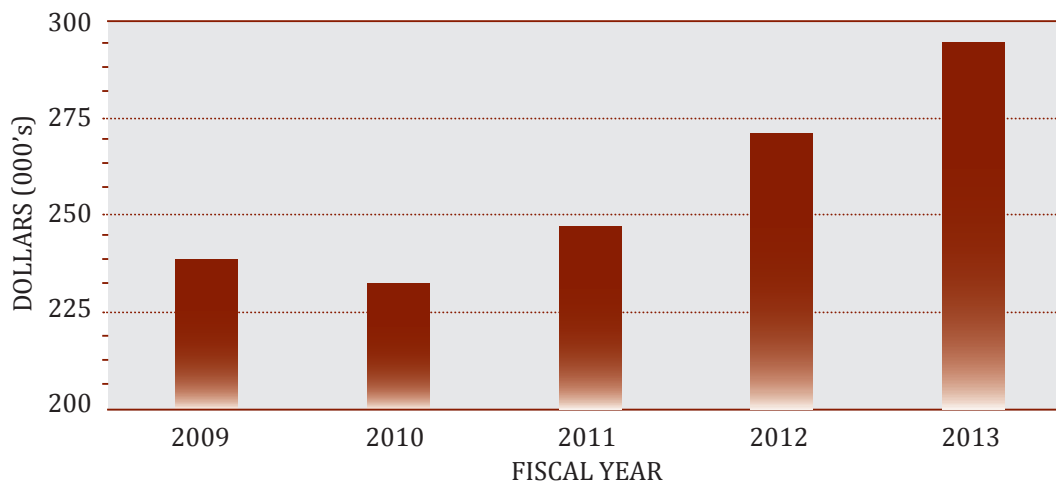
FIVE YEAR COMPARISONS

Five Year Net Income Comparison



Net income increased 30% from \$46 million in 2009 to \$60 million in 2013.

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



The Liquor Division's Net Income per employee was \$293,000 in FY'13, up from \$235,000 in FY'09.

INCOME STATEMENT

	Fiscal Year Ending June 30, 2013	Fiscal Year Ending June 30, 2012
SALES		
Retail Liquor Sales	\$132,941,451	\$122,143,076
Discount Liquor Sales	30,142,098	30,068,973
Military Liquor Sales.....	46,166	83,872
Non Liquor Sales.....	1,387,083	1,332,256
TOTAL SALES	164,516,798	153,628,177
COST OF SALES	83,937,861	78,485,132
GROSS PROFIT	80,578,936	75,143,044
Operating Expenses	21,039,924	19,784,374
NET OPERATING INCOME	59,539,012	55,358,670
Other Income and (Losses).....	246,924	106,473
NET INCOME	\$59,785,937	\$55,465,143

BALANCE SHEET

	Fiscal Year Ending June 30, 2013	Fiscal Year Ending June 30, 2012
ASSETS		
Cash	\$15,640,862	\$12,376,245
Accounts Receivable	\$95,136	\$81,105
Inventory	\$11,285,114	\$11,782,771
Prepaid Expenses	\$324,835	\$681,497
Land	\$297,943	\$297,943
Building	\$9,630,661	\$9,226,062
Other Fixed Assets	\$4,780,564	\$4,516,563
Accumulated Depreciation	(\$4,908,895)	(\$4,142,675)
TOTAL ASSETS	\$37,146,220	\$34,819,511
LIABILITIES AND FUND EQUITY		
Liquor Accounts Payable	\$9,086,245	\$7,450,750
Payroll Payable	618,983	611,328
Other Accounts Payable	176,169	213,900
Distributions Payable	13,208,706	12,134,878
TOTAL LIABILITIES	23,090,103	20,410,856
Unrestricted Fund Equity	14,056,117	14,408,655
TOTAL LIABILITIES AND FUND EQUITY	\$37,146,220	\$34,819,511

STATEMENT OF CHANGES IN FUND EQUITY

	Fiscal Year Ending June 30, 2013	Fiscal Year Ending June 30, 2012
UNRESTRICTED FUND EQUITY AT BEGINNING OF YEAR.....	\$14,408,665	\$13,996,443
ADDITIONS		
Net Income	59,785,937	55,465,143
 TOTAL ADDITIONS	59,785,937	55,465,143
DISTRIBUTIONS:		
Cities.....	(17,784,000).....	(16,887,000)
Counties.....	(11,856,000).....	(11,258,000)
General Fund	(21,710,000).....	(18,325,000)
Welfare Fund	(650,000).....	(650,000)
Substance Abuse Treatment Fund	(2,080,000).....	(2,080,000)
Public School	(1,200,000).....	(1,200,000)
Community Colleges.....	(600,000).....	(600,000)
Drug Court, Mental Health Court, Family Court Services Fund	(3,138,475).....	(2,932,921)
Court Services	(680,000).....	(680,000)
Court Supervision Fund.....	(440,000).....	(440,000)
 TOTAL DISTRIBUTIONS.....	(60,138,475).....	(55,052,921)
<hr/> UNRESTRICTED FUND EQUITY AT END OF YEAR <hr/>	<hr/> \$14,056,127 <hr/>	<hr/> \$14,408,665 <hr/>

OPERATING EXPENSES

	Fiscal Year Ending June 30, 2013	Fiscal Year Ending June 30, 2012
Salaries And Wages.....	\$7,365,040	\$7,080,403
Employee Benefits.....	3,185,502	2,769,258
Special Distributor Commissions.....	2,608,855	2,501,769
Rent.....	3,115,634	3,014,969
Bank Card Fees.....	1,318,809	1,217,293
Store Furnishings, Fixtures, And Supplies	375,912	482,358
Utilities	416,549	419,695
Leasehold Repairs And Maintenance.....	228,306	201,315
Other Services	461,437	347,497
Communications	370,091	244,304
Computer Software, Development, And Maintenance.....	182,534	163,506
Travel.....	99,719	100,599
State Government Overhead.....	135,995	139,111
Employee Development Services.....	20,343	27,053
Repairs And Maintenance	46,018	52,501
Insurance.....	28,420	16,888
Professional Services.....	12,600	12,456
Other Professional Services.....	119,410	116,452
Miscellaneous Expense.....	738	758
Depreciation	948,011	876,191
<hr/>		
TOTAL OPERATING EXPENSES	\$21,039,924	\$19,784,374

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

	SALES		DISTRIBUTIONS	
	FY Ending June 30, 2013	FY Ending June 30, 2012	FY Ending June 30, 2013	FY Ending June 30, 2012
ADA COUNTY			\$3,304,188	\$3,088,319
Boise	\$30,398,135	\$28,784,733	3,240,912	2,959,763
Eagle	5,935,470	5,294,356	337,829	368,653
Garden City	1,839,025	1,824,692	191,757	192,763
Kuna	1,265,705	1,245,781	130,895	123,787
Meridian	5,554,684	5,351,823	562,287	526,513
Star	561,497	529,868	55,657	53,841
TOTAL	45,554,515	43,031,253	7,823,525	7,313,639
ADAMS COUNTY			38,076	36,537
Council	205,126	199,460	20,987	22,528
New Meadows	246,706	295,453	31,054	27,424
TOTAL	451,832	494,914	90,117	86,489
BANNOCK COUNTY			577,278	557,304
Arimo	—	—	13,439	12,302
Chubbuck	1,545,806	1,467,008	154,247	147,748
Downey	65,347	65,722	23,592	21,611
Inkom	-	-	32,215	28,621
Lava Hot Springs	256,708	252,469	26,533	25,130
McCammon	-	-	30,498	31,577
Pocatello	5,793,902	5,725,593	602,515	583,145
TOTAL	7,661,762	7,510,792	1,460,317	1,407,438
BEAR LAKE COUNTY			36,284	32,840
Bloomington	—	—	7,690	8,177
Fish Haven	164,336	166,602	—	—
Georgetown	—	—	17,769	16,939
Montpelier	297,572	304,280	32,048	30,551
Paris	—	—	19,225	17,633
St. Charles	—	—	4,890	4,746
TOTAL	461,908	470,882	117,906	110,886
BENEWAH COUNTY			105,201	97,423
Fernwood	86,124	87,829	—	—
Plummer	565,446	477,243	50,149	42,753
St. Maries	809,982	803,809	84,529	80,781
Tensed	—	—	4,591	4,527
TOTAL	1,461,552	1,368,881	244,470	225,484
BINGHAM COUNTY			125,746	118,813
Aberdeen	—	—	74,994	64,800
Atomic City	—	—	1,083	913
Basalt	—	—	14,820	15,515
Blackfoot	1,446,579	1,387,648	146,112	138,287
Firth	—	—	17,918	17,998
Shelley	249,347	243,745	30,596	30,596
TOTAL	1,695,926	1,631,393	411,269	386,922

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

	SALES		DISTRIBUTIONS	
	FY Ending June 30, 2013	FY Ending June 30, 2012	FY Ending June 30, 2013	FY Ending June 30, 2012
BLAINE COUNTY			\$375,895	\$367,623
Bellevue	\$676,385	\$668,087	70,201	69,082
Carey	54,136	51,548	5,414	5,493
Hailey	1,475,771	1,443,450	151,671	145,007
Ketchum	2,831,031	2,677,728	281,337	275,488
Sun Valley	23,782	55,430	5,834	8,303
TOTAL	5,061,106	4,896,242	890,352	870,996
BOISE COUNTY			56,436	54,168
Crouch	316,095	331,926	34,868	32,382
Horseshoe Bend	190,298	193,564	20,362	19,727
Idaho City	194,137	179,146	18,826	18,350
Lowman	29,129	29,675	—	—
Placerville	—	—	1,978	2,044
TOTAL	729,659	734,311	132,470	126,671
BONNER COUNTY			562,566	545,751
Clark Fork	387,585	361,148	37,956	35,999
Coolin	154,018	150,271	—	—
Dover	—	—	20,718	18,362
East Hope	—	—	7,802	7,959
Hope	—	—	3,173	3,140
Kootenai	—	—	25,272	19,019
Oldtown	1,646,109	1,472,974	154,731	148,749
Ponderay	1,278,968	1,086,565	114,149	115,288
Priest River	1,061,802	1,003,282	105,461	107,341
Sandpoint	2,725,811	2,794,846	293,731	277,921
Schweitzer	3,437	25,175	—	—
Tamrak/Priest Lake	414,738	432,233	—	—
TOTAL	7,672,469	7,326,494	1,325,559	1,279,529
BONNEVILLE COUNTY			612,689	592,752
Ammon	1,352,676	1,394,699	146,612	147,566
Idaho Falls	6,402,119	6,251,717	657,716	630,388
Iona	-	-	68,312	49,611
Irwin/Palisades	157,230	147,643	15,511	15,810
Ririe	175,226	178,085	18,731	17,924
Swan Valley	—	—	7,802	9,126
Ucon	—	—	41,995	40,119
TOTAL	8,087,250	7,972,144	1,569,368	1,503,296
BOUNDARY COUNTY			77,707	71,487
Bonnors Ferry	1,081,187	1,010,757	106,257	97,782
Moyie Springs	—	—	26,504	26,685
TOTAL	1,081,187	1,010,757	210,468	195,954
BUTTE COUNTY			17,616	19,056
Arco	229,495	228,279	24,024	26,001
Butte City	—	—	2,650	2,629
Howe	—	—	—	—
Moore	—	—	6,906	6,790
TOTAL	229,495	228,279	51,196	54,476

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

	SALES		DISTRIBUTIONS	
	FY Ending June 30, 2013	FY Ending June 30, 2012	FY Ending June 30, 2013	FY Ending June 30, 2012
CAMAS COUNTY			\$11,196	\$11,195
Fairfield	\$108,542	\$102,897	10,822	10,717
TOTAL	108,542	102,897	22,018	21,912
CANYON COUNTY			767,866	718,003
Caldwell	2,718,781	2,643,727	274,078	261,903
Greenleaf	—	—	32,103	34,461
Melba	—	—	19,449	20,771
Middleton	711,947	677,273	71,187	70,005
Nampa	6,951,272	6,454,052	678,707	629,038
Notus	—	—	20,120	22,779
Parma	185,041	216,771	22,819	17,948
Wilder	-	-	58,122	54,248
TOTAL	10,567,040	9,991,824	1,944,451	1,829,156
CARIBOU COUNTY			37,626	35,751
Bancroft	—	—	13,849	12,741
Grace	76,287	70,380	8,004	8,004
Soda Springs	423,890	417,710	43,987	41,306
TOTAL	500,178	488,090	103,466	97,802
CASSIA COUNTY			90,736	86,334
Albion	—	—	10,042	2,142
Burley	1,204,249	1,178,205	124,037	115,930
Declo	—	—	12,916	12,120
Malta	—	—	7,242	6,425
Oakley	—	—	28,818	26,212
TOTAL	1,204,249	1,178,205	273,791	249,163
CLARK COUNTY			11,475	11,475
Dubois	—	—	24,413	23,473
Spencer	—	—	1,344	1,278
TOTAL	—	—	37,232	36,226
CLEARWATER COUNTY			72,514	73,513
Elk River	55,886	48,528	5,107	5,031
Orofino	741,885	726,830	76,443	78,337
Pierce	79,881	75,701	8,208	8,252
Weippe	89,593	91,458	9,631	8,959
TOTAL	967,245	942,518	171,903	174,092
CUSTER COUNTY			56,350	57,138
Challis	344,980	351,240	36,926	36,885
Clayton	35,442	32,333	3,397	4,052
Mackay	92,778	108,098	11,376	12,516
Stanley	232,440	241,389	25,357	24,714
TOTAL	705,640	733,059	133,406	135,305

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

	SALES		DISTRIBUTIONS	
	FY Ending June 30, 2013	FY Ending June 30, 2012	FY Ending June 30, 2013	FY Ending June 30, 2012
ELMORE COUNTY			\$132,890	\$132,881
Glenns Ferry	\$207,790	\$198,486	20,905	21,853
Mountain Home AFB	18,024	45,060	—	—
Mountain Home	1,469,806	1,378,593	145,090	141,930
Pine	96,020	93,015	—	—
Prairie	12,540	12,025	—	—
TOTAL	1,804,181	1,727,179	298,885	296,664
FRANKLIN COUNTY			32,755	30,908
Clifton	—	—	9,706	8,725
Dayton	—	—	17,358	16,208
Franklin	—	—	24,003	25,225
Oxford	—	—	1,866	1,898
Preston	480,222	424,588	44,710	42,194
Weston	—	—	16,388	16,062
TOTAL	480,222	424,588	146,786	141,220
FREMONT COUNTY			67,416	66,510
Ashton	141,595	139,583	14,708	15,698
Drummond	—	—	597	511
Island Park	347,107	367,762	38,635	34,702
Newdale	—	—	11,908	12,814
Parker	—	—	11,236	11,573
St. Anthony	412,408	368,522	38,809	40,548
Teton	—	—	27,250	24,496
Warm River	—	—	112	365
TOTAL	901,110	875,867	210,671	207,217
GEM COUNTY			66,136	63,144
Emmett	886,052	859,155	90,414	86,355
TOTAL	886,052	859,155	156,550	149,499
GOODING COUNTY			75,626	74,413
Bliss	79,004	70,996	7,462	7,754
Gooding	436,199	395,549	41,650	42,077
Hagerman	296,045	301,021	31,642	30,210
Wendell	233,939	215,263	22,659	21,756
TOTAL	1,045,187	982,830	179,039	176,210
IDAHO COUNTY			103,250	105,871
Cottonwood	133,004	141,143	14,854	15,814
Elk City	75,698	70,595	-	-
Ferdinand	—	—	6,010	5,403
Grangeville	504,526	483,794	50,937	49,591
Kooskia	293,793	262,435	27,595	31,842
Riggins	301,561	305,291	32,090	31,787
Stites	—	—	8,324	8,250
Whitebird	58,240	79,098	8,315	8,212
TOTAL	1,366,822	1,342,356	251,375	256,770

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

	SALES		DISTRIBUTIONS	
	FY Ending June 30, 2013	FY Ending June 30, 2012	FY Ending June 30, 2013	FY Ending June 30, 2012
JEFFERSON COUNTY			\$48,529	\$46,058
Hamer	—	—	1,792	1,113
Lewisville	—	—	17,246	19,860
Menan	—	—	27,810	27,234
Mud Lake	36,065	40,055	4,219	4,411
Rigby	617,897	588,956	61,985	58,339
Roberts	—	—	21,800	24,240
Ririe (see Bonneville County)*	—	—	—	—
TOTAL	653,962	629,011	183,381	181,255
JEROME COUNTY			82,151	80,921
Eden	—	—	15,305	15,186
Hazelton	131,606	120,188	12,638	12,417
Jerome	1,006,551	948,382	99,754	98,344
TOTAL	1,138,157	1,068,570	209,848	206,868
KOOTENAI COUNTY			2,010,924	1,878,634
Athol	—	—	26,354	25,115
Bayview	197,232	194,898	—	—
Coeur d'Alene	11,087,507	10,431,545	1,096,124	1,041,163
Dalton Gardens	—	—	88,881	87,321
Fernan Lake	—	—	6,383	6,681
Garwood	345,090	343,007	—	—
Harrison	153,795	161,065	16,925	16,300
Hauser	—	—	25,832	28,108
Hayden	3,279,971	3,155,912	331,534	294,689
Hayden Lake	—	—	22,024	20,588
Huetter	—	—	3,808	3,541
Post Falls	8,974,122	8,683,034	912,155	847,690
Rathdrum	1,815,972	1,704,602	179,071	176,523
Spirit Lake	714,606	710,851	74,685	70,947
State Line	3,547,978	—	1,419	2,263
Worley	1,005,476	815,634	85,680	71,260
TOTAL	31,121,748	26,200,548	4,881,799	4,570,823
LATAH COUNTY			457,522	429,485
Bovill	—	—	9,818	10,952
Deary	122,763	126,945	13,346	12,847
Genesee	80,326	88,825	9,350	10,042
Juliaetta	—	—	21,912	22,049
Kendrick	122,364	133,078	13,990	14,082
Moscow	5,423,234	5,009,850	526,639	491,542
Onaway	—	—	7,093	8,250
Potlatch	189,080	186,786	19,643	20,168
Troy	426,122	411,110	43,203	39,396
TOTAL	6,363,890	5,956,594	1,122,516	1,058,813

*City limits extend into both counties

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

	SALES		DISTRIBUTIONS	
	FY Ending June 30, 2013	FY Ending June 30, 2012	FY Ending June 30, 2013	FY Ending June 30, 2012
LEMHI COUNTY			\$80,995	\$79,963
Leadore	\$23,402	\$28,337	2,981	2,782
North Fork	44,825	47,690	—	—
Salmon	1,001,866	977,540	102,793	101,686
TOTAL	1,070,093	1,053,567	186,769	184,431
LEWIS COUNTY			42,338	34,937
Craigmont	60,693	62,170	6,550	6,079
Kamiah	366,550	368,164	38,711	29,400
Nez Perce	80,079	78,700	8,283	8,343
Reubens	—	—	2,650	2,628
Winchester	35,458	41,198	4,336	3,947
TOTAL	542,781	550,232	102,868	85,334
LINCOLN COUNTY			18,657	18,506
Dietrich	—	—	12,281	6,060
Richfield	—	—	17,918	15,661
Shoshone	236,360	241,830	25,442	25,241
TOTAL	236,360	241,830	74,298	65,468
MADISON COUNTY			55,299	55,299
Rexburg	247,648	259,483	74,914	74,914
Sugar City	—	—	57,039	61,218
TOTAL	247,648	259,483	187,252	191,431
MINIDOKA COUNTY			57,782	57,782
Acequia	—	—	4,666	5,111
Heyburn	—	—	115,720	101,161
Minidoka	—	—	4,218	4,454
Paul	108,508	117,301	12,354	13,302
Rupert	605,385	583,237	61,448	60,498
Burley (see Cassia County)*	—	—	—	—
TOTAL	713,893	700,538	256,188	242,308
NEZ PERCE COUNTY			469,527	437,920
Culdesac	14,103	—	14,334	13,835
Lapwai	—	—	42,705	41,214
Lewiston	6,164,086	6,112,478	642,662	599,696
Peck	—	—	7,391	6,863
TOTAL	6,178,189	6,112,478	1,176,619	1,099,528
ONEIDA COUNTY			19,352	20,528
Malad	305,688	250,912	26,415	28,033
TOTAL	305,688	250,912	45,767	48,561
OWYHEE COUNTY			51,173	50,556
Bruneau	27,191	33,122	—	—
Grand View	64,941	58,646	6,174	6,316
Homedale	344,322	297,915	31,364	30,527
Marsing	267,171	275,047	28,924	28,656
TOTAL	703,625	664,730	117,635	116,055

*City limits extend into both counties

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

	SALES		DISTRIBUTIONS	
	FY Ending June 30, 2013	FY Ending June 30, 2012	FY Ending June 30, 2013	FY Ending June 30, 2012
PAYETTE COUNTY			\$98,941	\$96,586
Fruitland	—	—	174,813	174,274
New Plymouth	304,681	352,680	37,086	37,714
Payette	981,398	933,232	98,181	94,384
TOTAL	1,286,079	1,285,912	409,021	402,958
POWER COUNTY			30,756	31,350
American Falls	366,383	398,970	42,016	42,846
Rockland	—	—	10,900	11,390
TOTAL	366,383	398,970	83,672	85,586
SHOSHONE COUNTY			129,009	122,775
Kellogg	947,091	754,356	79,329	75,781
Mullan	—	—	25,645	26,760
Osburn	—	—	57,636	49,761
Pinehurst	440,601	462,271	48,616	44,742
Smelterville	—	—	23,219	21,466
Wallace	382,103	460,517	48,421	47,375
Wardner	—	—	6,943	7,046
TOTAL	1,769,795	1,677,145	418,818	395,706
TETON COUNTY			79,086	75,351
Driggs	701,421	547,187	57,508	64,442
Tetonia	—	—	10,042	8,907
Victor	487,804	482,264	50,664	38,662
TOTAL	1,189,226	1,029,451	197,300	187,362
TWIN FALLS COUNTY			477,558	465,687
Buhl	480,369	469,331	49,362	46,658
Castleford	60,284	67,234	7,067	7,746
Filer	160,775	165,859	17,447	18,618
Hansen	—	—	43,115	38,366
Hollister	35,548	36,605	3,847	4,073
Kimberly	380,363	370,177	38,921	35,458
Murtaugh	—	—	4,293	5,439
Twin Falls	5,674,937	5,109,136	537,137	525,303
TOTAL	6,792,276	6,218,341	1,178,747	1,147,348
VALLEY COUNTY			178,395	171,421
Cascade	358,634	357,605	37,589	38,015
Donnelly	280,162	288,947	30,356	30,143
McCall	1,829,093	1,655,458	173,946	164,564
Yellow Pine	26,995	21,263	—	—
TOTAL	2,494,885	2,323,273	420,286	404,143
WASHINGTON COUNTY			52,488	55,032
Cambridge	85,851	119,301	12,548	12,829
Midvale	—	—	6,383	7,704
Weiser	571,141	562,381	59,207	62,441
TOTAL	656,992	681,682	130,626	138,006
FISCAL YEAR TOTALS	\$164,516,798	\$153,628,177	\$29,640,000	\$28,145,000

Top Selling Products For Fiscal Year 2013



**#1
CROWN ROYAL
CANADIAN
\$2,931,670**



**#2
BLACK VELVET
CANADIAN
\$2,085,458**



**#3
JACK DANIEL'S
BLACK LABEL
TENNESSEE
WHISKEY
\$2,017,151**



**#4
JAGERMEISTER
LIQUEUR
\$1,642,026**



**#5
SMIRNOFF VODKA
\$1,581,581**



**#6
BURNETT'S VODKA
\$1,556,135**



**#7
PENDLETON
CANADIAN
WHISKEY
\$1,477,316**



**#8
CAPTAIN MORGAN
ORIGINAL SPICED
RUM
\$1,431,584**



**#9
44 NORTH
HUCKLEBERRY
VODKA
\$1,410,292**



**#10
POTTER'S VODKA
\$1,304,456**

**IDAHO STATE
LIQUOR
DIVISION**

2013 ANNUAL REPORT