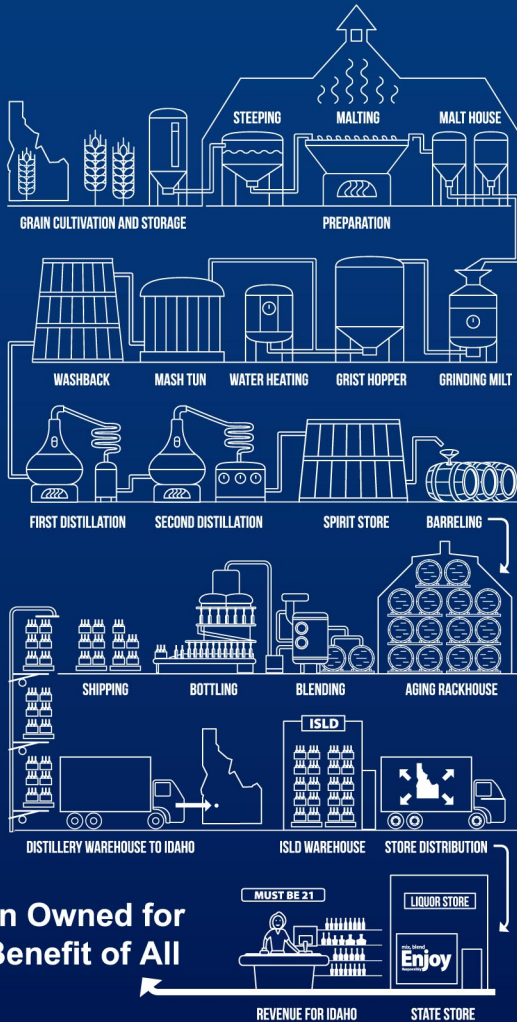




**2020 ANNUAL REPORT**

**IDAHO STATE  
LIQUOR  
DIVISION**

# Grains to Glass



**Citizen Owned for  
the Benefit of All**

## **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.

## **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 interperate use of beverage alcohol; and responsibly optimize the net revenues to the citizens of Idaho.

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## Governor's Message



Brad Little  
Governor of Idaho

My Fellow Idahoans,

The COVID-19 pandemic has prompted major shifts in how we work and live. The pandemic also moved the Idaho State Liquor Division into a critical role that helped in our state's COVID-19 response.

Many people are unaware the division's distribution center in Boise has been conducting exercises for over a decade in collaboration with the Idaho Department of Health and Welfare to prepare for an emergency. The division activated its emergency response plan and began receiving items shortly after Idaho's first confirmed COVID-19 case in March. In the ensuing months, the division processed dozens of semi-truck loads of personal protective equipment, medicine, and other items needed to prepare our state to handle COVID-19.

Additionally, the Idaho State Liquor Division was a very early adopter of occupancy limits, intense sanitization, plexiglass shields, and employee masks in state liquor stores.

I appreciate the Idaho State Liquor Division for stepping up during these unprecedented times. Idaho is fortunate to have such an outstanding group of people working on our behalf. The Idaho State Liquor Division is truly Citizen Owned for the Benefit of All.

Sincerely,

A handwritten signature in blue ink, appearing to read "Brad Little". The signature is fluid and cursive, written over a white background.

Brad Little  
Governor of Idaho

## ISLD Director's Message

Dear Friends,

As we began Fiscal Year 2020 in July 2019, the Idaho State Liquor Division (ISLD) was experiencing an interesting time of responsible service during a period of sustained economic expansion, a growing population, and evolving customer interests. Then, in March 2020, COVID-19 disrupted the entire world.

The 21st Amendment to the Constitution of the United States was ratified 87 years ago and ended the era known as "Prohibition". Some places around the country and the world chose to revisit the prohibition of beverage alcohol in response to the pandemic. The results where this was done proved to be counterproductive as consumers left their cities and towns in search of product, many times in far-away places. In Idaho, though, we remained open. The Division acted early with protective measures in our retail stores and our distribution center that produced safe retail stores and a safe workplace.

Our distribution center is part of the supply chain for critical material from the Strategic National Stockpile during an emergency. In partnership with the Idaho Department of Health and Welfare, we have been conducting exercises for years in preparation for this moment. Our professionals performed exceptionally well at all hours of the day and night by receiving and processing critical supplies needed to protect Idahoans.

Cities and counties in Idaho are beneficiaries of the net revenues generated by the ISLD from the normal wholesale and retail markup that would exist whether we did this or not. Local police and first responders are funded, in part, with our record \$95,444,300 in Fiscal Year 2020 distributions.

As a Gem State citizen, you can be proud of my fellow associates who continued to responsibly serve the communities where we live, work, and play.

Sincerely,



Jeffrey R. Anderson  
Director



Jeffrey R. Anderson  
Director

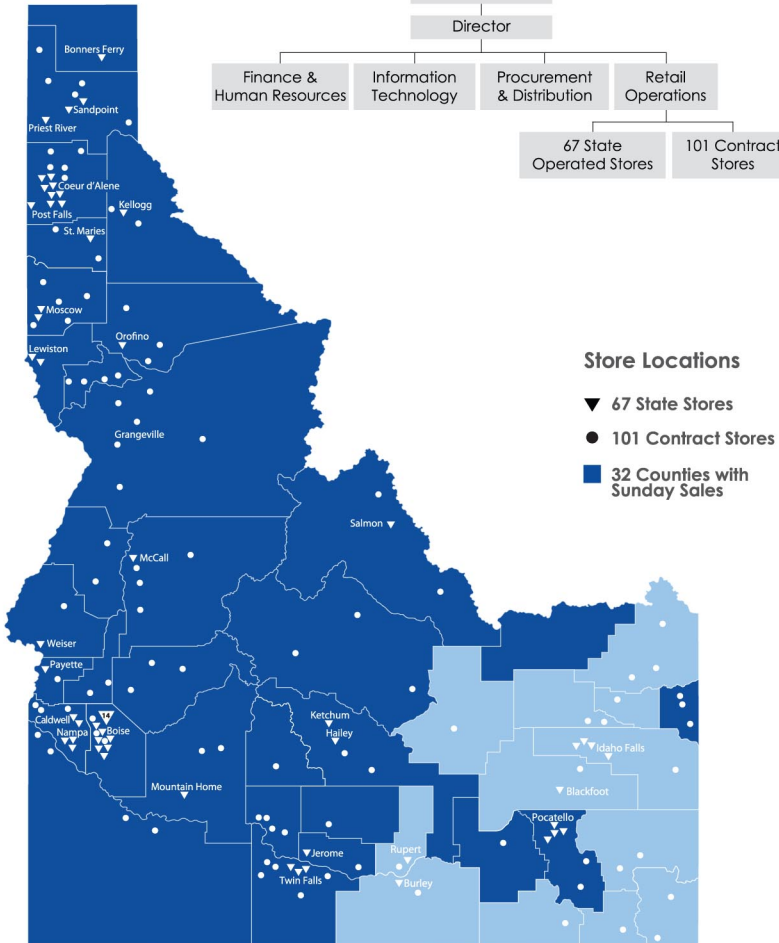
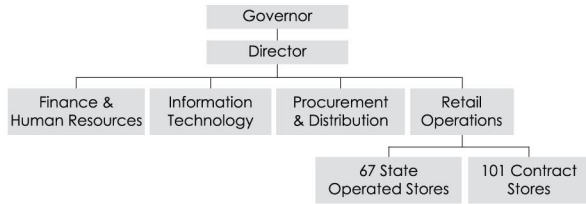
# Financial Results

FISCAL YEAR	2016	2017	2018	2019	2020	2021 (Est.)
<b>STATE STORES</b>	66	66	65	66	67	67
<b>CONTRACT STORES</b>	107	105	103	103	101	101
<b>*9-Liter Case Sales</b>	1,094	1,138	1,181	1,234	1,347	1,350
Change vs. prior	4.3%	4.0%	3.8%	4.5%	9.2%	0.2%
<b>*Sales Dollars</b>	\$191,000	\$203,400	\$215,200	\$230,000	\$258,600	\$259,500
Change vs. prior	6.7%	6.5%	5.8%	6.9%	12.4%	0.3%
<b>*Gross Profit</b>	\$93,900	\$99,800	\$105,600	\$113,000	\$126,700	\$127,100
Change vs. prior	7.1%	6.3%	5.8%	7.0%	12.1%	0.3%
<b>*Net Income</b>	\$70,300	\$75,600	\$79,800	\$86,600	\$98,200	\$97,300
Change vs. prior	7.0%	7.5%	5.6%	8.5%	13.4%	-0.9%
<b>*Distributions</b>	\$68,700	\$73,300	\$78,500	\$85,300	\$95,400	\$97,600
Change vs. prior	6.7%	6.7%	7.1%	8.7%	11.8%	2.3%

\* All Figures in Thousands



# Organizational Structure & Store Locations

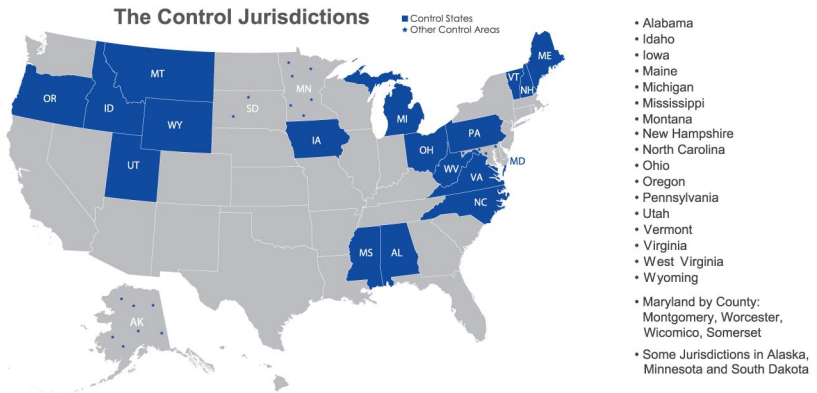


# Background and History

The Idaho State Liquor Division (ISLD) 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. The Division has been an agency in the Office of the Governor since 1974. Beer and wine are regulated by the Alcohol Beverage Control division of the Idaho State Police.

Idaho is one of 17 states, along with several other jurisdictions nationwide, that control the sale of alcoholic beverages. These jurisdictions account for almost 25% of the U.S. population and operate their own retail and/or wholesale distribution of beverage alcohol.

The ISLD oversees 168 retail outlets throughout the state that sell distilled spirits. Of those, 67 are state liquor stores staffed and operated by Division employees, and 101 are contract operators. The state liquor store with the highest sales volume reported sales of \$10.9 million in FY 2020. Statewide, stores sell over fourteen 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 specified to the tastes and lifestyles of the local communities they serve. All products are priced uniformly throughout the state. The ISLD paid \$7.9 million to the private sector for agency contract fees and store leases in FY 2020.

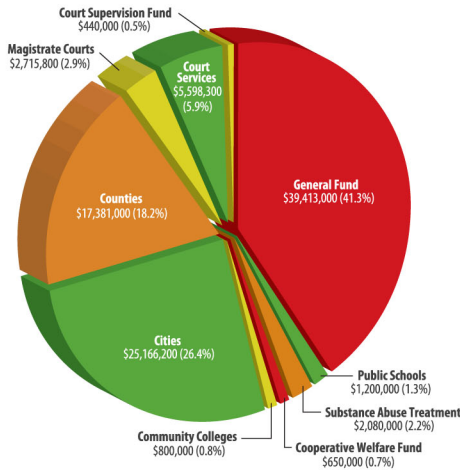


The Division's central office and warehouse are located in Boise. A central office staff of 28, including three district managers, oversee all administrative aspects of the business including purchasing, finance, information technology, human resources, contracts, and store supervision. Twenty-four warehouse personnel, co-located with the administrative office, receive, store and distribute over a geographic area of 83,000 square miles. The warehouse contains about 200,000 cases valued at nearly \$15 million.

Idaho's model of liquor distribution 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, General Fund, 44 counties and 200 cities. Over the last decade, \$700 million was distributed to state programs, counties and cities.



# Fiscal Year 2020 Profit Distribution \$95,444,300

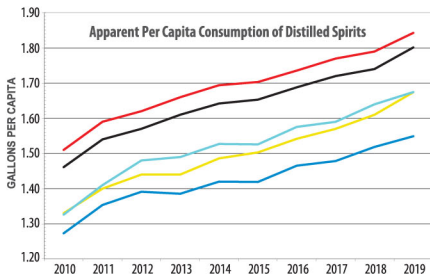


## Statutory Profit Distribution Formula (Idaho Code § 23-404)

- 2% surcharge on liquor sales to the Drug Court, Mental Health Court and Family Court Services Fund.
- 50% of remaining profits after transferring the amount in (a) above are distributed as follows:
  - Annual fixed distributions totaling \$5,650,000 to Substance Abuse Treatment Fund, Community College, Public Schools, Cooperative Welfare Fund, Court Services and Court Supervision Funds.
  - Remaining balance to the General Fund.
- 50% of remaining profits are distributed as follows:
  - 38.4% to counties in proportion to each county's liquor sales to total State liquor sales.
  - 55.6% 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.
  - 6.0% to counties for funding of the Magistrate division of the District Court.

## Per Capita Consumption of Distilled Spirits

Idaho consumption metrics are affected by significant cross-border sales from Washington State consumers seeking better value in Idaho. The ISLD estimates that non-resident consumption adds approximately 7.5% to ISLD sales and related consumption statistics. We expect our consumption metrics to continue to be impacted in a significant manner by Evergreen State consumers for the foreseeable future.

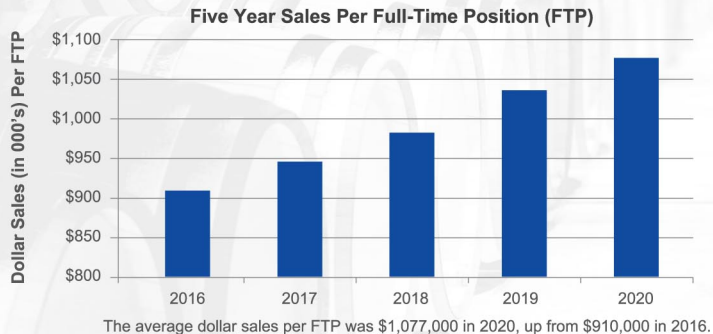
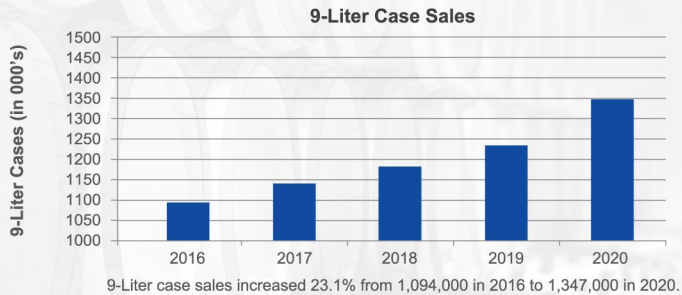
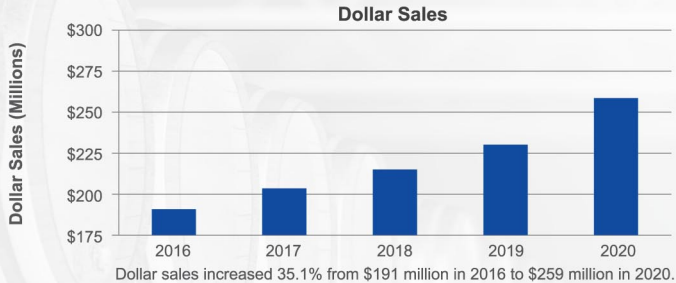


Apparent per capita consumption is based on total population (i.e. not just 21 and over). Statistics are based on point-of-sale data and may not take into account the impact of cross-border distilled spirits sales.

Consumption in Idaho was 1.67 gallons in calendar year 2019 compared with 1.61 gallons for all control states and 1.84 gallons in license states. Consumption in license states is 10.1% more than in all control states and 19.0% more than in Idaho when we factor out the estimated impact of cross-border sales to Washington residents.

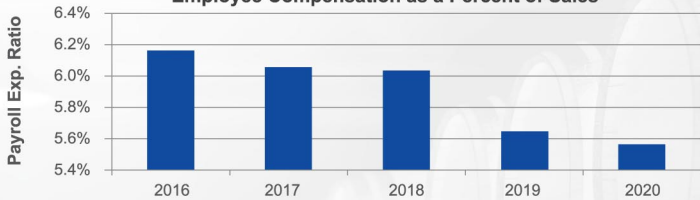
- LICENSE
  - U.S.
  - CONTROL
  - IDAHO (Idaho Consumption Metrics are Affected by Washington Consumers)
  - IDAHO (LESS WASHINGTON)
- Source: Distilled Spirits Council of the United States & U.S. Census Data

# Five Year Comparisons



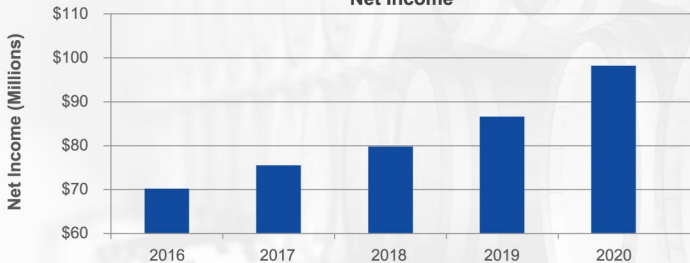
# Five Year Comparisons

## Employee Compensation as a Percent of Sales



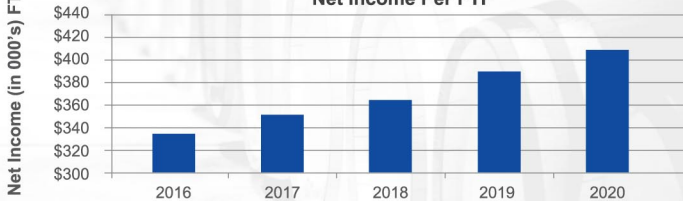
The ratio of employee compensation to sales dollars decreased from 6.2% in 2016 to 5.6% in 2020. Between 2016-2020, the employee compensation ratio averaged 5.9%.

## Net Income



Net income increased 40% from \$70.3 million in 2016 to \$98.2 million in 2020.

## Net Income Per FTP



The Net Income per employee was \$409,000 in 2020, up from \$335,000 in 2016.

All Graphs shown are Fiscal Year

# Income Statement

	Fiscal Year Ending June 30, 2020	Fiscal Year Ending June 30, 2019
<b>Sales</b>		
Retail Liquor Sales	\$220,303,500	\$187,276,200
Discount Liquor Sales	34,689,200	39,766,800
Non-Liquor Sales	3,574,300	3,051,300
<b>Total Sales</b>	<b>258,567,000</b>	<b>230,094,400</b>
<b>Cost of Sales</b>	<b>132,637,800</b>	<b>118,078,000</b>
<b>Gross Profit</b>	<b>125,929,200</b>	<b>112,016,400</b>
Operating Expenses	28,376,500	26,443,000
<b>Net Operating Income</b>	<b>97,552,700</b>	<b>85,573,400</b>
Other Income & (Losses)	725,700	1,010,100
<b>Net Income</b>	<b>\$98,278,400</b>	<b>\$86,583,500</b>



# Balance Sheet

	Fiscal Year Ending June 30, 2020	Fiscal Year Ending June 30, 2019
<b>Assets</b>		
Cash	\$ 40,184,700	\$25,893,900
Accounts Receivable	3,000	44,300
Inventory	21,141,400	17,119,800
Prepaid Expenses	469,100	379,500
Land	297,900	297,900
Building	10,760,900	10,760,900
Other Fixed Assets	6,069,300	5,404,300
Accumulated Depreciation	(10,365,700)	(9,471,900)
<b>Total Assets</b>	<b>\$ 68,560,600</b>	<b>\$50,428,700</b>
<b>Liabilities And Fund Equity</b>		
Liquor Accounts Payable	\$ 22,457,500	\$11,109,500
Payroll Payable	632,100	535,600
Other Accounts Payable	302,300	536,300
Distributions Payable	22,020,100	17,932,800
<b>Total Liabilities</b>	<b>45,411,900</b>	<b>30,114,300</b>
<b>Unrestricted Fund Equity</b>	<b>23,148,600</b>	<b>20,314,300</b>
<b>Total Liabilities &amp; Fund Equity</b>	<b>\$ 68,560,600</b>	<b>\$50,428,700</b>



# Statement of Changes in Fund Equity

	Fiscal Year Ending June 30, 2020	Fiscal Year Ending June 30, 2019
<b>Unrestricted Fund Equity at Beginning of Year</b>	<b>\$ 20,314,500</b>	<b>\$19,077,900</b>
<b>Additions</b>		
Net Income	98,278,400	86,583,500
<b>Total Additions</b>	<b>98,278,400</b>	<b>86,583,500</b>
<b>Distributions</b>		
Cities	(25,166,200)	(23,397,400)
Counties	(17,381,000)	(15,868,200)
Magistrate Court	(2,715,800)	(1,214,400)
General Fund	(39,413,000)	(34,630,000)
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	(800,000)	(800,000)
Drug Court, Mental Health Court, Family Court Services Fund	(4,918,300)	(4,386,900)
Court Services	(680,000)	(680,000)
Court Supervision Fund	(440,000)	(440,000)
<b>Total Distributions</b>	<b>(95,444,300)</b>	<b>(85,346,900)</b>
<b>Unrestricted Fund Equity at End of Year</b>	<b>\$23,148,600</b>	<b>\$20,314,300</b>



## Operating Expenses

	Fiscal Year Ending June 30, 2020	Fiscal Year Ending June 30, 2019
Salaries & Wages	\$8,154,000	\$7,392,900
Employee Benefits	4,679,000	4,258,700
Rental Expense	4,000,800	3,724,500
Special Distributor Commissions	3,942,600	3,783,800
Credit Card Fees	2,560,500	2,312,500
Utilities	476,300	489,800
Store Furnishings & Supplies	468,200	527,800
Leasehold Repairs & Maintenance	384,500	350,600
Communications	383,900	377,100
Services	348,500	407,000
Government Agency Fees	221,200	188,600
Miscellaneous	108,400	187,300
Travel	84,800	101,100
Insurance	47,900	35,500
Education & Development	18,000	61,100
Depreciation	943,800	901,800
<b>Total Operating Expenses</b>	<b>\$28,376,500</b>	<b>\$26,443,000</b>



# ISLD Key Success Areas

The Idaho State Liquor Division (ISLD) continues to responsibly implement our ongoing and evolving strategic initiatives for the benefit of the People of Idaho.

## In FY2020, the ISLD:

**15%  
LESS**

Continued Idaho's low consumption of distilled spirits at 1.6 gallons per capita, 15% less than the average for non-control states (adjusted for Washington impact).



Focused intensely on continuing to improve returns on asset utilization, enhancing retail customer service, and optimizing profitability with significant qualitative and quantitative benefits for our customers and stakeholders.



Received support from the National Alcohol Beverage Control Association (NABCA), the ISLD's trade association, through an education award to provide funding for prevention and education initiatives aimed at underage drinking. In FY2020, the competitive ISLD Mini-Grant Program was able to award 16 coalitions and organizations throughout the state with a total of \$60,000 to aid in their efforts.



Continued to emphasize stringent verification that patrons are of legal drinking age when purchasing distilled spirits. Every new retail employee is required to take a 3-hour certification course called TIPS® (Training for Intervention Procedures). Ongoing recertification is required for all associates. TIPS is an industry-recognized, skills-based training program that is designed to prevent intemperate use, underage drinking, and drunk driving.

**FOUR  
YEARS  
GO  
ZERO**

Received zero citations for selling to underage people during the past four years. The ISLD utilizes a third party, The BARS Program, to monitor compliance on our ID verification process. Our protocol requires our associates to verify the age of anyone appearing younger than 35 years of age. As an organization, we continue to improve. We are at 94% compliance for FY20, which is well above industry averages. License states' average compliance is in the mid-70% range (source: NABCA).



Provided another record distribution to our stakeholders of \$95,400,000.



Upgraded or relocated various retail locations throughout the Gem State when leases expired. These business updates dramatically improve responsible service and the customer shopping experience while enhancing net revenues. An additional new store was also opened in the Treasure Valley on August 5, 2020.



## ISLD Key Success Areas

- ISLD has partnered with the Idaho Division of Health & Welfare (IDHW) over the past decade as a staging facility in the event of national emergencies. ISLD, IDHW and FEMA worked to simulate emergency activations and prepare for national emergencies in the State of Idaho. The 2019 simulation prepared each agency for the COVID-19 activation, where 30+ shipments were received, 24/7, at the ISLD distribution center to support the State of Idaho.
- Focused analytics and evaluations have resulted in enhanced merchandising policies for optimal product display placement in retail outlets. All state retail outlets receive a structured display plan every 60 days, which is designed to enhance the customer shopping experience and optimize profitability.

- Continued development and improvement of the Rare Whiskey Release program on [www.mixblenderjoy.com](http://www.mixblenderjoy.com). During the last year, this program has increased website traffic flow by 92,000+ users; 187,000+ sessions; 1,207,000+ page views; and Rare Whiskey Release and newsletter subscribers have surpassed 19,000+. Moreover, other categories of interest to citizen consumers such as Rare Tequila and Scotch Releases are now being included. Highly allocated and rare items are now accessible to all who are interested.



- Launched a new small-size rack in large state retail outlets with high consumer foot traffic. The small-size segment is the fastest growing segment based on consumer trends. The small-size rack offers the opportunity for consumers to sample premium spirits at an affordable price, and small sizes have continued to be expanded.

- Hosted our second Rare Whiskey and Barrel Select store event, in the Treasure Valley, in September of 2019. Nearly 300 bourbon whiskey enthusiasts registered for this 1-day event which included whiskey education and an opportunity to purchase rare products for their collections. A third event was planned in March of 2020, which was modified to statewide store release due to the COVID pandemic. These events were very well received with many requests to conduct more events in the future.



- Continued to strengthen our on-premise relationships by engaging with our partners on scheduled "days of listening". The feedback received has led to strategic changes in how we operate and has helped us to continue building productive working relationships. The licensee portal was upgraded, based on feedback, to include scheduled pick-up windows for orders. This has allowed our partners and associates to plan for the day's workload.

# Sales & Distribution of Profits by City/County

	Fiscal Year Ending June 30, 2020	Fiscal Year Ending June 30, 2019	Fiscal Year Ending June 30, 2020	Fiscal Year Ending June 30, 2019
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
<b>ADA COUNTY</b>			<b>5,498,527</b>	<b>4,941,048</b>
Boise	51,910,658	47,142,260	4,722,204	4,430,392
Eagle	6,743,470	5,538,873	555,418	502,775
Garden City	2,692,452	2,497,010	250,419	227,226
Kuna	2,888,205	2,338,265	234,481	200,181
Hilltop	153,802	116,308	-	-
Meridian	16,393,000	14,317,499	1,435,718	1,235,833
Star	1,172,649	994,554	99,727	92,138
<b>Total</b>	<b>\$81,954,235</b>	<b>\$72,944,768</b>	<b>\$12,796,494</b>	<b>\$11,629,593</b>
<b>ADAMS COUNTY</b>			<b>41,898</b>	<b>39,285</b>
Council	266,524	232,918	23,369	21,750
New Meadows	335,642	322,478	32,343	31,486
<b>Total</b>	<b>\$602,166</b>	<b>\$555,396</b>	<b>\$97,610</b>	<b>\$92,521</b>
<b>BANNOCK COUNTY</b>			<b>704,075</b>	<b>654,486</b>
Arimo	-	-	15,438	14,462
Chubbuck	2,324,091	1,995,136	200,118	181,427
Downey	-	-	26,654	24,740
Inkom	-	-	37,955	35,337
Lava Hot Springs	436,825	474,451	47,580	43,127
McCammish	-	-	35,183	32,708
Pocatello	7,411,158	6,867,361	689,034	657,598
<b>Total</b>	<b>\$10,172,074</b>	<b>\$9,336,948</b>	<b>\$1,756,037</b>	<b>\$1,643,885</b>
<b>BEAR LAKE COUNTY</b>			<b>47,196</b>	<b>45,445</b>
Bloomington	-	-	8,956	8,366
Fish Haven	295,969	265,097	-	-
Georgetown	-	-	21,195	19,959
Montpelier	399,919	360,314	6,163	37,077
Paris	-	-	22,048	20,597
St. Charles	-	-	6,354	5,777
<b>Total</b>	<b>\$695,888</b>	<b>\$625,411</b>	<b>\$141,912</b>	<b>\$137,221</b>
<b>BENEWAH COUNTY</b>			<b>109,274</b>	<b>100,800</b>
Fernwood	125,857	113,891	-	-
Plummer	457,096	403,814	40,500	36,693
St. Maries	1,068,293	931,328	93,425	89,171
Tensed	-	-	5,075	4,741
<b>Total</b>	<b>\$1,651,245</b>	<b>\$1,449,033</b>	<b>\$248,274</b>	<b>\$231,405</b>
<b>BINGHAM COUNTY</b>			<b>180,848</b>	<b>163,132</b>
Aberdeen	-	-	82,989	77,686
Atomic City	-	-	1,109	1,036
Basalt	-	-	16,973	15,896
Blackfoot	2,217,818	1,955,084	196,178	181,120
Firth	-	-	20,726	19,202
Shelley	505,401	441,495	44,319	39,957
<b>Total</b>	<b>\$2,723,219</b>	<b>\$2,396,579</b>	<b>\$543,142</b>	<b>\$498,029</b>
<b>BLAINE COUNTY</b>			<b>546,954</b>	<b>501,150</b>
Bellevue	759,593	736,940	73,905	74,053
Carey	84,559	77,457	7,767	7,375
Hailey	2,891,816	2,379,331	238,604	211,269
Ketchum	4,051,756	4,013,914	402,516	383,368
Sun Valley	19,159	48,574	4,875	3,520
<b>Total</b>	<b>\$7,806,883</b>	<b>\$7,256,215</b>	<b>\$1,274,621</b>	<b>\$1,180,735</b>
<b>BOISE COUNTY</b>			<b>67,750</b>	<b>66,472</b>
Crouch	483,013	442,113	44,333	42,401
Horseshoe Bend	267,720	252,553	25,336	23,174
Idaho City	321,480	253,147	25,387	20,411
Lowman	52,263	43,521	-	-
Placerville	-	-	2,303	2,111
<b>Total</b>	<b>\$1,124,476</b>	<b>\$991,333</b>	<b>\$172,109</b>	<b>\$154,569</b>

# Sales & Distribution of Profits by City/County

	Fiscal Year Ending June 30, 2020	Fiscal Year Ending June 30, 2019	Fiscal Year Ending June 30, 2020	Fiscal Year Ending June 30, 2019
<b>SALES</b>				
<b>BONNER COUNTY</b>			<b>709,549</b>	<b>670,339</b>
Clark Fork	494,829	421,207	42,244	39,748
Coolin	-	-	-	-
Dover	-	-	31,174	29,282
East Hope	-	-	9,212	8,685
Hope	-	-	4,009	3,586
Kootenai	-	-	35,396	33,226
Outlaw	1,187,906	1,637,369	164,189	166,535
Ponderay	2,878,604	2,438,830	244,556	224,778
Priest River	1,806,514	1,233,845	123,751	111,921
Sandpoint	3,480,403	3,114,773	312,391	299,908
Schweitzer	18,611	22,020	-	-
Tamrak/Priest Lake	652,327	544,546	-	-
<b>Total</b>	<b>\$10,519,194</b>	<b>\$9,412,589</b>	<b>\$1,676,471</b>	<b>\$1,588,008</b>
<b>BONNEVILLE COUNTY</b>			<b>896,085</b>	<b>811,642</b>
Ammon	2,868,173	2,327,156	233,396	231,087
Idaho Falls	10,130,317	9,191,830	922,094	834,793
Iona	-	-	97,403	90,913
Inwin/Palispades	216,670	191,838	19,237	19,365
Ririe	207,737	173,729	17,430	15,361
Swan Valley	-	-	9,638	8,964
Ucon	-	-	48,830	45,576
<b>Total</b>	<b>\$13,422,896</b>	<b>\$11,884,553</b>	<b>\$2,244,113</b>	<b>\$2,057,701</b>
<b>BOUNDARY COUNTY</b>			<b>102,677</b>	<b>96,273</b>
Bonniers Ferry	1,471,396	1,361,575	136,563	130,504
Mayie Springs	-	-	31,857	29,879
<b>Total</b>	<b>\$1,471,396</b>	<b>\$1,361,575</b>	<b>\$271,097</b>	<b>\$256,656</b>
<b>BUTE COUNTY</b>			<b>24,454</b>	<b>21,297</b>
Arco	347,564	323,939	32,500	28,838
Butte City	-	-	2,815	2,669
Moore	-	-	7,250	6,773
<b>Total</b>	<b>\$347,564</b>	<b>\$323,939</b>	<b>\$67,019</b>	<b>\$59,577</b>
<b>CAMAS COUNTY</b>			<b>11,195</b>	<b>11,195</b>
Fairfield	149,234	142,625	14,307	13,789
<b>Total</b>	<b>\$149,234</b>	<b>\$142,625</b>	<b>\$25,502</b>	<b>\$24,984</b>
<b>CANYON COUNTY</b>			<b>1,240,442</b>	<b>1,115,008</b>
Caldwell	6,220,593	5,140,374	503,694	442,033
Greenleaf	-	-	37,443	35,058
Melba	-	-	22,773	21,234
Middleton	1,122,440	951,190	95,397	90,946
Nampa	11,420,789	10,020,565	1,005,095	936,987
Nolus	-	-	26,483	24,740
Parma	409,388	340,445	34,157	30,800
Wildor	-	-	73,394	68,523
<b>Total</b>	<b>\$19,173,210</b>	<b>\$16,452,574</b>	<b>\$3,038,878</b>	<b>\$2,765,329</b>
<b>CARIBOU COUNTY</b>			<b>41,556</b>	<b>38,999</b>
Bancroft	-	-	16,205	15,179
Grace	85,323	76,442	8,004	8,160
Soda Springs	537,014	474,018	47,574	44,680
<b>Total</b>	<b>\$622,338</b>	<b>\$550,460</b>	<b>\$113,339</b>	<b>\$107,018</b>
<b>CASSIA COUNTY</b>			<b>128,562</b>	<b>116,223</b>
Albion	-	-	11,685	10,836
Burley	1,908,203	1,704,071	170,979	157,525
Decla	-	-	15,566	14,302
Malta	-	-	8,572	7,968
Oakley	-	-	34,074	31,752
<b>Total</b>	<b>\$1,908,203</b>	<b>\$1,704,071</b>	<b>\$369,438</b>	<b>\$338,406</b>

# Sales & Distribution of Profits by City/County

	Fiscal Year Ending June 30, 2020	Fiscal Year Ending June 30, 2019	Fiscal Year Ending June 30, 2020	Fiscal Year Ending June 30, 2019
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
<b>CLARK COUNTY</b>			<b>11,475</b>	<b>11,475</b>
Dubois	-	-	26,057	23,983
Spencer	-	-	1,407	1,315
<b>Total</b>	<b>-</b>	<b>-</b>	<b>\$38,939</b>	<b>\$36,773</b>
<b>CLEARWATER COUNTY</b>			<b>90,349</b>	<b>79,501</b>
Elk River	60,536	57,655	5,785	4,368
Orofino	1,065,965	949,295	132,330	120,911
Pierce	91,850	82,801	8,316	8,852
Welpe	111,848	108,026	10,841	9,624
<b>Total</b>	<b>\$1,330,199</b>	<b>\$1,197,777</b>	<b>\$247,621</b>	<b>\$223,256</b>
<b>CUSTER COUNTY</b>			<b>71,367</b>	<b>66,117</b>
Challis	402,802	395,362	39,656	35,423
Clayton	-	-	341	279
Mackay	180,438	154,159	15,466	14,383
Stanley	406,944	396,878	39,797	39,818
<b>Total</b>	<b>\$990,184</b>	<b>\$946,399</b>	<b>\$166,627</b>	<b>\$156,020</b>
<b>ELMORE COUNTY</b>			<b>173,097</b>	<b>162,269</b>
Glenns Ferry	252,401	250,482	25,138	23,396
Mountain Home	2,218,118	1,919,128	192,546	184,199
Pine	148,457	113,517	-	-
Prairie	14,272	11,696	-	-
<b>Total</b>	<b>\$2,633,248</b>	<b>\$2,294,823</b>	<b>\$390,781</b>	<b>\$369,864</b>
<b>FRANKLIN COUNTY</b>			<b>55,252</b>	<b>48,143</b>
Clifton	-	-	12,538	11,792
Dayton	-	-	20,427	19,123
Franklin	-	-	34,756	32,668
Oxford	-	-	2,218	2,072
Preston	845,845	732,179	73,460	65,223
Weston	-	-	19,574	18,366
<b>Total</b>	<b>\$845,845</b>	<b>\$732,179</b>	<b>\$218,225</b>	<b>\$197,387</b>
<b>FREMONT COUNTY</b>			<b>91,735</b>	<b>81,118</b>
Ashton	245,709	200,942	20,167	16,242
Drummond	-	-	725	677
Island Park	520,022	521,658	52,310	47,028
Newdale	-	-	13,519	12,589
Parker	-	-	12,708	11,832
St. Anthony	576,835	493,478	49,521	46,669
Teton	-	-	31,046	29,122
Warm River	-	-	128	120
<b>Total</b>	<b>\$1,342,565</b>	<b>\$1,216,078</b>	<b>\$271,859</b>	<b>\$245,397</b>
<b>GEM COUNTY</b>			<b>104,302</b>	<b>92,030</b>
Emmett	1,512,434	1,320,437	132,469	118,462
Montour	69,792	62,378	-	-
<b>Total</b>	<b>\$1,582,225</b>	<b>\$1,382,815</b>	<b>\$236,771</b>	<b>\$210,492</b>
<b>GOODING COUNTY</b>			<b>94,969</b>	<b>92,273</b>
Bliss	101,888	103,247	10,355	9,113
Gooding	563,702	539,326	54,119	54,121
Hagerman	378,496	359,253	36,032	35,425
Wendell	298,403	257,146	25,803	26,418
<b>Total</b>	<b>\$1,342,489</b>	<b>\$1,258,972</b>	<b>\$221,278</b>	<b>\$217,350</b>
<b>IDAHO COUNTY</b>			<b>116,065</b>	<b>108,757</b>
Cottonwood	151,260	145,627	14,613	14,610
Elk City	110,404	88,491	-	-
Ferdinand	-	-	6,823	6,374
Grangeville	629,476	558,104	56,008	52,710
Kootenai	302,819	294,459	29,537	27,478
Riggins	331,510	334,457	33,546	33,456
Stites	-	-	9,510	9,083
Whitebird	123,880	117,562	3,966	3,586
<b>Total</b>	<b>\$1,649,349</b>	<b>\$1,538,699</b>	<b>\$270,068</b>	<b>\$256,054</b>

# Sales & Distribution of Profits by City/County

	Fiscal Year Ending June 30, 2020	Fiscal Year Ending June 30, 2019	Fiscal Year Ending June 30, 2020	Fiscal Year Ending June 30, 2019
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
<b>JEFFERSON COUNTY</b>			<b>60,361</b>	<b>51,470</b>
Hamer	-	-	4,265	3,825
Lewisville	-	-	21,280	19,680
Menan	-	-	34,074	31,632
Mud Lake	-	-	16,930	10,079
Rigby	925,546	799,502	80,215	69,684
Ririe (see Bonneville County*)	-	-	-	-
Roberts	-	-	25,716	23,585
<b>Total</b>	<b>\$925,546</b>	<b>\$799,502</b>	<b>\$242,841</b>	<b>\$209,955</b>
<b>JEROME COUNTY</b>			<b>103,278</b>	<b>95,258</b>
Eden	-	-	17,826	16,573
Hazletton	143,765	132,864	13,328	14,290
Jerome	1,445,993	1,236,643	124,055	114,859
<b>Total</b>	<b>\$1,589,758</b>	<b>\$1,369,507</b>	<b>\$258,487</b>	<b>\$240,980</b>
<b>KOOTENAI COUNTY</b>			<b>2,990,011</b>	<b>2,750,758</b>
Athol	846,708	200,709	32,283	30,158
Coeur d'Alene	13,686,237	12,646,202	1,268,234	1,225,209
Dalton Gardens	-	-	101,881	95,175
Fernan Lake	-	-	7,292	6,812
Garwood	431,805	512,763	-	-
Harrison	210,140	204,877	20,546	20,900
Hauser	-	-	31,004	29,162
Hayden	5,970,612	5,200,506	521,488	456,291
Hayden Lake	-	-	26,142	24,421
Huetter	-	-	4,648	4,342
Post Falls	9,173,712	7,967,461	798,963	746,885
Rathdrum	2,272,656	2,121,687	212,757	202,407
Spirit Lake	979,033	919,176	92,176	83,777
State Line	10,896,281	8,852,035	887,624	812,283
Worley	1,080,524	1,044,822	104,770	110,181
<b>Total</b>	<b>\$45,547,709</b>	<b>\$39,670,239</b>	<b>\$7,099,819</b>	<b>\$6,598,761</b>
<b>LATAH COUNTY</b>			<b>522,841</b>	<b>492,151</b>
Bovill	-	-	11,045	10,239
Decay	196,736	159,686	16,017	14,983
Genesee	53,660	91,193	9,152	7,892
Julietta	-	-	25,545	23,704
Kendrick	177,797	151,953	15,241	13,718
Moscow	6,334,373	6,021,872	603,990	580,232
Onaway	-	-	8,145	7,530
Potlatch	147,928	178,690	17,927	17,239
Troy	284,763	331,495	33,248	33,294
<b>Total</b>	<b>\$7,195,258</b>	<b>\$6,934,889</b>	<b>\$1,263,151</b>	<b>\$1,200,982</b>
<b>LEMHI COUNTY</b>			<b>99,055</b>	<b>92,663</b>
Leadore	37,536	34,588	3,470	3,244
North Fork	57,925	56,663	-	-
Salmon	1,349,488	1,222,256	122,603	116,840
<b>Total</b>	<b>\$1,444,949</b>	<b>\$1,313,507</b>	<b>\$225,128</b>	<b>\$212,747</b>
<b>LEWIS COUNTY</b>			<b>52,122</b>	<b>45,568</b>
Craigmont	69,130	62,551	6,280	6,067
Kamiah	548,322	517,772	51,934	45,557
Nez Perce	81,708	76,021	7,629	7,518
Reubens	-	-	2,857	2,590
Winchester	34,908	34,610	3,474	2,617
<b>Total</b>	<b>\$734,067</b>	<b>\$690,954</b>	<b>\$124,296</b>	<b>\$109,917</b>
<b>LINCOLN COUNTY</b>			<b>27,120</b>	<b>23,710</b>
Dietrich	-	-	14,628	13,585
Richfield	-	-	20,811	19,362
Shoshone	345,302	359,304	36,044	32,106
<b>Total</b>	<b>\$345,302</b>	<b>\$359,304</b>	<b>\$98,603</b>	<b>\$88,763</b>

\*City limits extend into both counties

# Sales & Distribution of Profits by City/County

	Fiscal Year Ending June 30, 2020	Fiscal Year Ending June 30, 2019	Fiscal Year Ending June 30, 2020	Fiscal Year Ending June 30, 2019
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
<b>MADISON COUNTY</b>			<b>55,299</b>	<b>55,299</b>
Rexburg	523,287	440,693	74,914	74,914
Sugar City	-	-	59,022	54,221
<b>Total</b>	<b>\$523,287</b>	<b>\$440,693</b>	<b>\$189,235</b>	<b>\$184,434</b>
<b>MINIDOKA COUNTY</b>			<b>68,364</b>	<b>60,594</b>
Acequia	-	-	5,459	5,060
Burley (See Cassia Co.*)	-	-	-	-
Heyburn	-	-	142,523	132,624
Minidoka	-	-	4,862	4,502
Paul	120,555	111,150	11,158	10,579
Rupert	871,024	794,188	79,707	71,477
<b>Total</b>	<b>\$991,578</b>	<b>\$905,338</b>	<b>\$312,073</b>	<b>\$284,836</b>
<b>NEZ PERCE COUNTY</b>			<b>532,594</b>	<b>507,893</b>
Culdesac	-	-	16,333	15,218
Lapwai	-	-	48,318	45,496
Lewiston	7,833,705	7,064,071	708,573	688,729
Peck	-	-	8,401	7,848
<b>Total</b>	<b>\$7,833,705</b>	<b>\$7,064,071</b>	<b>\$1,314,219</b>	<b>\$1,265,184</b>
<b>ONEIDA COUNTY</b>			<b>40,931</b>	<b>36,569</b>
Malad	591,742	542,563	54,427	49,554
<b>Total</b>	<b>\$591,742</b>	<b>\$542,563</b>	<b>\$95,358</b>	<b>\$86,123</b>
<b>OWYHEE COUNTY</b>			<b>74,740</b>	<b>68,454</b>
Bruneau	49,235	51,903	-	-
Grand View	111,747	117,189	11,756	11,683
Homedale	534,258	449,693	45,119	40,322
Marsing	398,690	372,022	37,317	35,405
<b>Total</b>	<b>\$1,093,930</b>	<b>\$990,807</b>	<b>\$168,932</b>	<b>\$155,869</b>
<b>PAYETTE COUNTY</b>			<b>224,019</b>	<b>208,517</b>
Fruitland	437,037	425,389	42,671	42,178
New Plymouth	1,553,926	1,360,048	136,436	126,074
Payette	-	-	134,670	124,131
<b>Total</b>	<b>\$1,990,963</b>	<b>\$1,785,437</b>	<b>\$537,796</b>	<b>\$500,900</b>
<b>POWER COUNTY</b>			<b>32,260</b>	<b>30,535</b>
American Falls	463,496	427,290	42,887	41,367
Rockland	-	-	12,154	11,274
<b>Total</b>	<b>\$463,496</b>	<b>\$427,290</b>	<b>\$87,301</b>	<b>\$83,176</b>
<b>SHOSHONE COUNTY</b>			<b>164,900</b>	<b>145,053</b>
Avery	20,254	-	-	-
Kellogg	1,362,479	1,278,768	128,261	109,442
Mullan	-	-	28,829	26,891
Osburn	-	-	64,779	60,515
Pinehurst	546,398	486,563	48,812	47,128
Smelterville	-	-	25,758	24,063
Wallace	485,550	420,956	42,229	40,026
Wardner	-	-	7,420	6,892
<b>Total</b>	<b>\$2,414,680</b>	<b>\$2,186,287</b>	<b>\$510,988</b>	<b>\$460,010</b>
<b>TETON COUNTY</b>			<b>159,381</b>	<b>147,577</b>
Driggs	1,242,057	1,039,425	104,239	101,072
Tetonia	143,247	133,774	-	-
Grand Teton	-	-	11,898	11,195
Victor	1,013,594	941,037	94,364	85,166
<b>Total</b>	<b>\$2,398,898</b>	<b>\$2,114,236</b>	<b>\$369,882</b>	<b>\$345,010</b>

\*City limits extend into both counties

# Sales & Distribution of Profits by City/County

	Fiscal Year Ending June 30, 2020	Fiscal Year Ending June 30, 2019	Fiscal Year Ending June 30, 2020	Fiscal Year Ending June 30, 2019
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
<b>TWIN FALLS COUNTY</b>			<b>702,126</b>	<b>653,682</b>
Buhl	669,937	602,184	60,407	57,970
Castleford	49,605	40,951	4,108	5,660
Filer	287,675	267,992	26,882	27,809
Hansen	-	-	54,672	50,954
Hollister	49,902	46,937	4,707	4,814
Kimberly	493,209	431,084	43,241	42,805
Murtaugh	-	-	6,781	6,374
Twin Falls	8,978,590	7,924,819	794,831	747,442
<b>Total</b>	<b>\$10,528,918</b>	<b>\$9,313,966</b>	<b>\$1,697,755</b>	<b>\$1,597,510</b>
<b>VALLEY COUNTY</b>			<b>318,379</b>	<b>285,279</b>
Cascade	630,374	540,286	54,186	48,902
Donnelly	570,896	476,873	47,820	42,145
Lake Fork	120,395	118,875	-	-
McCall	3,399,232	3,087,695	309,636	285,515
<b>Total</b>	<b>\$4,720,897</b>	<b>\$4,223,728</b>	<b>\$730,021</b>	<b>\$661,841</b>
<b>WASHINGTON COUNTY</b>			<b>75,907</b>	<b>67,042</b>
Cambridge	159,685	129,504	12,992	13,139
Midvale	-	-	6,653	6,255
Weiser	1,011,997	876,706	227,558	213,736
<b>Total</b>	<b>\$1,171,682</b>	<b>\$1,006,210</b>	<b>\$323,110</b>	<b>\$300,172</b>
<b>FISCAL YEAR TOTALS</b>	<b>\$258,566,691</b>	<b>\$230,094,341</b>	<b>\$42,547,280</b>	<b>\$39,265,600</b>

## Top 10 Selling Products for Fiscal Year 2020

1



2



3



4



5



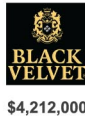
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10



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