



IDAHO STATE  
**LIQUOR**  
DISPENSARY

*Serving Idaho Since 1935*

2007  
ANNUAL  
REPORT



One of Idaho's fifty-nine State Liquor Stores.

# IDAHO STATE LIQUOR DISPENSARY

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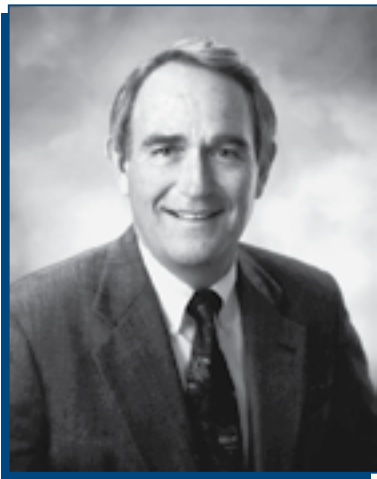
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*“The Idaho State Liquor Dispensary was established to provide greater control over the distribution, sale, and consumption of alcohol beverages. While we accomplish this goal, we are also generating millions of dollars for the State’s General Fund, other public programs and cities and counties...”*

# SUPERINTENDENT'S MESSAGE



It is my pleasure to submit the Annual Report of the Idaho State Liquor Dispensary to Governor Otter for the Fiscal Year ending June 30, 2007. Following is a summary of operating results and highlights for Fiscal Year 2007:

- Sales increased \$12.0 million from \$109.6 million to \$121.6 million; an increase of 11.0%.
- Profits increased \$5.2 million from \$37.2 million to \$42.4 million; an increase of 14.0%.
- Projected sales for FY 2008 are \$134 million with a net profit of \$47 million.
- The Liquor Dispensary distributed a record \$39.2 million from net profits, and over the past decade, has contributed \$254 million to the State General Fund, other public programs, and Idaho's 200 cities and 44 counties.
- Five new state stores were opened in Pocatello, Caldwell, Twin Falls, Coeur d'Alene, and Moscow. Four additional state stores in Ammon, Nampa, Columbia Village (Boise) and Rathdrum are in the process of opening. A private-owner contract store was also opened in Culdesac. Several store remodels and relocations added to improvements in customer service and profitability.
- ISLD is in the midst of a three-year \$7.2 million project to expand and modernize the warehouse/distribution center. Construction is nearly complete on the 1st phase 17,000 square foot addition to the warehouse. The 2nd and 3rd phases will include a state-of-the-art Warehouse Management System and automated pallet storage through the use of an Automated Storage and Retrieval System.
- County-option Sunday packaged liquor sales continue to increase, especially in tourist areas. Sunday is the second busiest shopping day in the nation. These additional days of operation enhance customer service, generate new dollars, and allow full use of existing facilities. Twenty-six of Idaho's 44 counties have approved Sunday sales, which generated nearly \$1.5 million in revenue during fiscal year 2007. Several additional counties are considering Sunday openings.

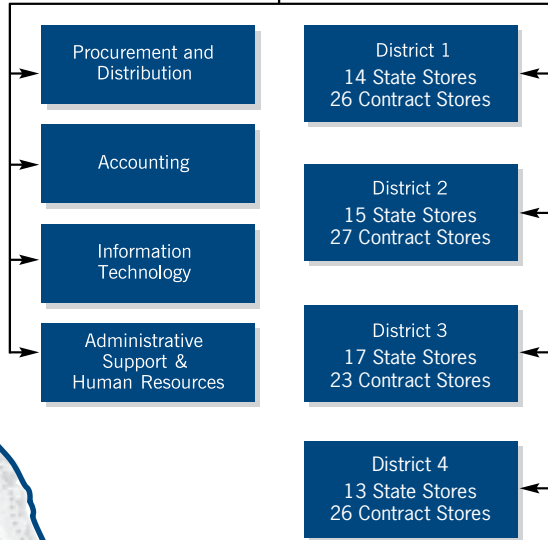
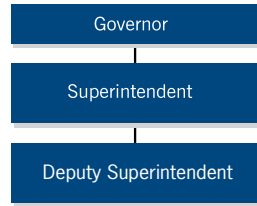
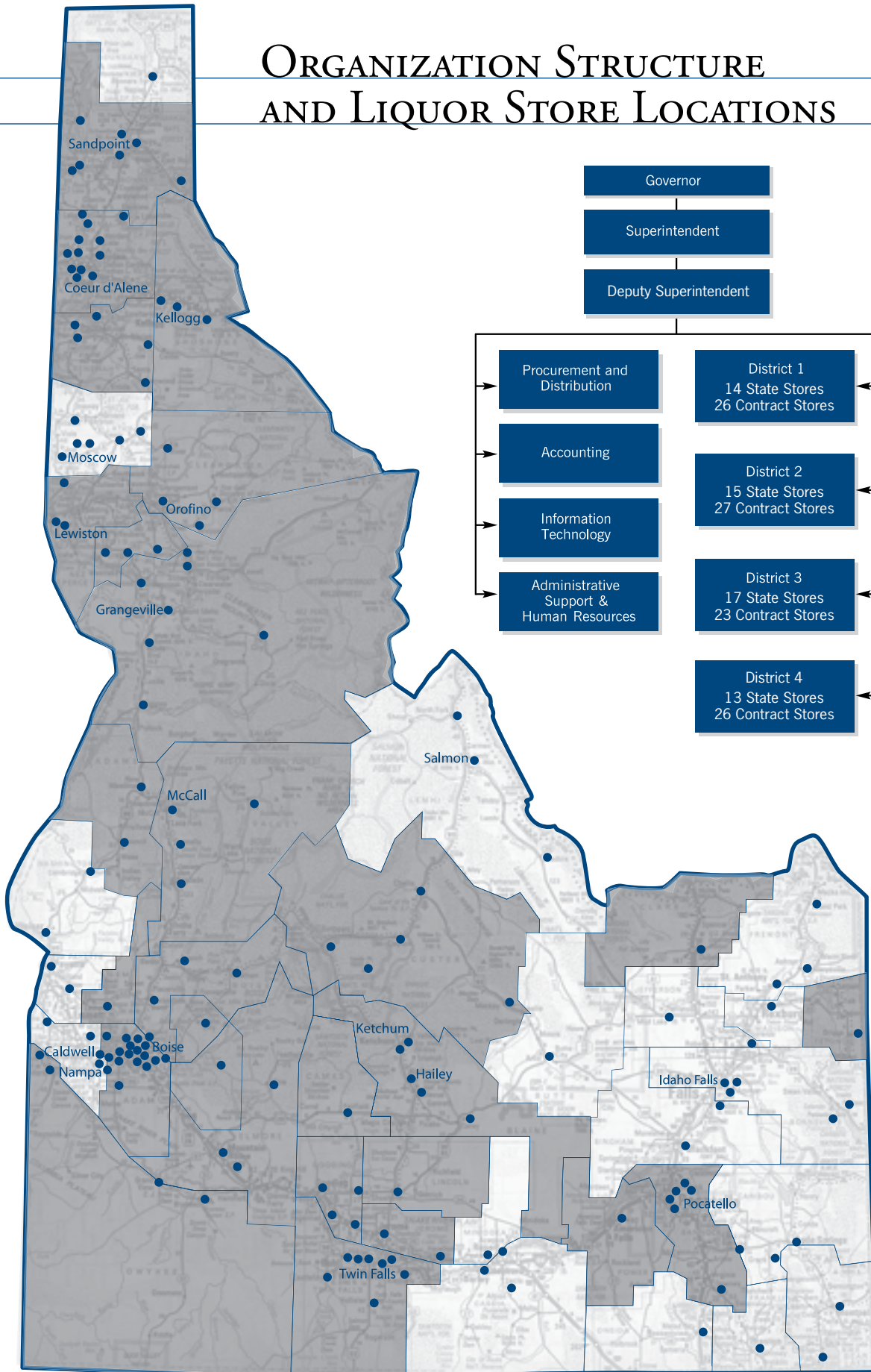
Rapid growth continues to be ISLD's number one challenge. The Dispensary has experienced five straight years of 10% to 15% dollar sales growth, or 65% cumulative growth. Consumption in Idaho remains below other control states, and well below the national consumption rate. ISLD's largest growth has occurred in Ada, Kootenai, and Canyon counties. Overall growth will increase demands on employees throughout the agency, as well as continue to stress our warehouse/distribution center capacity until the expansion project is completed. High priority requests in the FY 2009 Budget will include funding for the completion of the warehouse project, along with funding for new stores and additional staffing.

I want to thank Governor Otter, his staff, and the Legislature for their support. I also express my sincere appreciation to the entire ISLD team for their dedicated service to the Liquor Dispensary and the State of Idaho.

A handwritten signature in dark ink, appearing to read 'Dyke Nally', written in a cursive style.

DYKE NALLY, SUPERINTENDENT

# ORGANIZATION STRUCTURE AND LIQUOR STORE LOCATIONS



- Liquor Store Locations
- Sunday Liquor Sales

- Ada
- Adams
- Bannock
- Benewah
- Blaine
- Boise
- Bonner
- Camas
- Clark
- Clearwater
- Custer
- Elmore
- Gem
- Gooding
- Idaho
- Jerome
- Kootenai
- Lewis
- Lincoln
- Nez Perce
- Owyhee
- Power
- Shoshone
- Teton
- Twin Falls
- Valley



# BACKGROUND & HISTORY

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

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

At fiscal year end, the Dispensary operated 161 retail outlets throughout the State. Of those, 59 were state liquor stores staffed and operated by Dispensary employees, and 102 were contract agencies. Stores are typically

open from 11:00 a.m. to 7:00 p.m. A few stores are open from 10:00 a.m. to 9:00 p.m. for extended customer service. Selected stores in 26 of Idaho's 44 counties have added limited Sunday hours as a customer service feature. The largest store had sales of \$5.2 million in FY 2007. Statewide, stores sell over nine 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 Dispensary paid \$4.2 million to the private sector for agency contract fees and store leases in FY 2007.

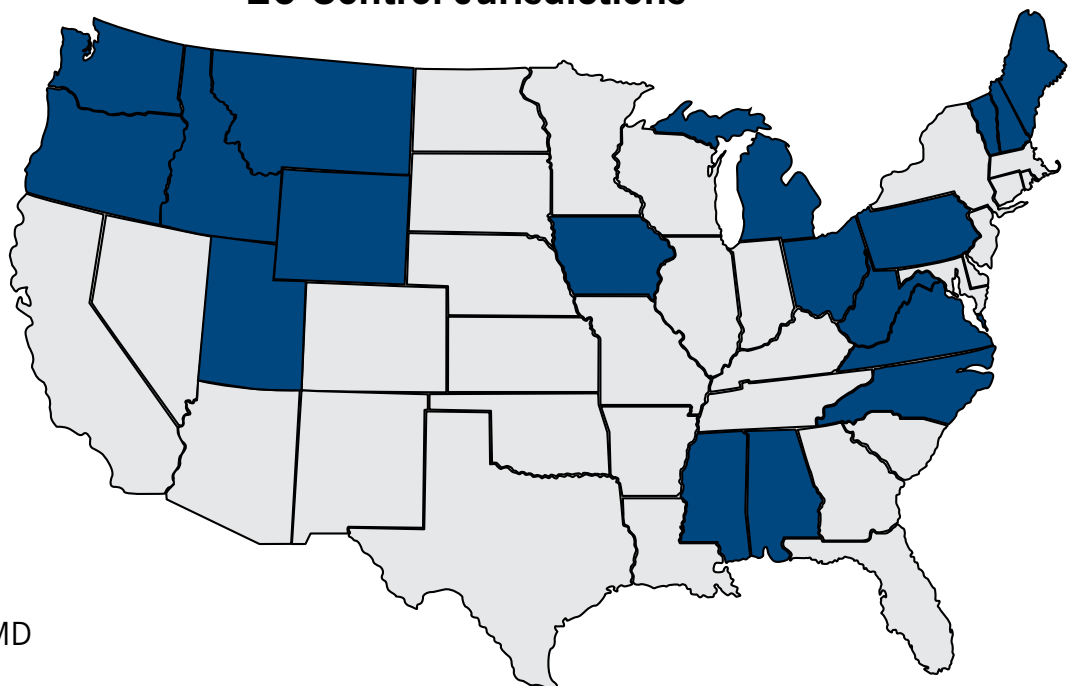
The Dispensary's central office and warehouse are located in Boise. A Central Office staff of 25 and four District Managers manage

all administrative aspects of the business; including purchasing, accounting, information technology, human resources, contracts, and store supervision. Fifteen warehouse personnel, co-located with the administrative office, receive, store and distribute more than 760,000 cases annually over a geographic area of 83,000 square miles. The warehouse typically contains about 160,000 cases valued at \$7 to \$8 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 State programs, 44 counties and 200 cities. Over the last decade \$254 million was distributed to state programs, counties and cities.

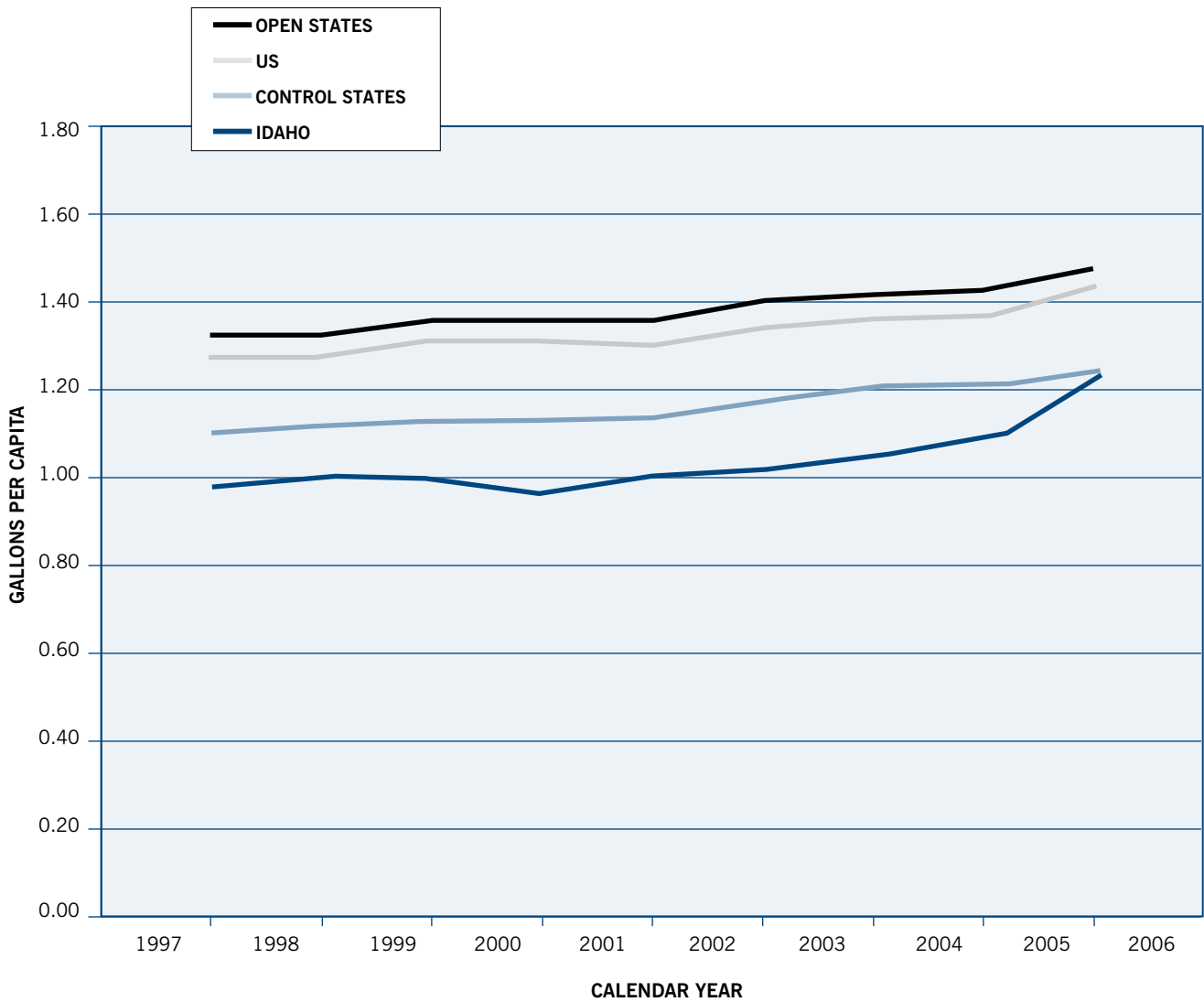
- Alabama
- Idaho
- Iowa
- Maine
- Michigan
- Mississippi
- Montana
- New Hampshire
- North Carolina
- Ohio
- Oregon
- Pennsylvania
- Utah
- Vermont
- Virginia
- Washington
- West Virginia
- Wyoming
- Montgomery County, MD
- Worcester County, MD

## 20 Control Jurisdictions



# UNITED STATES AND IDAHO

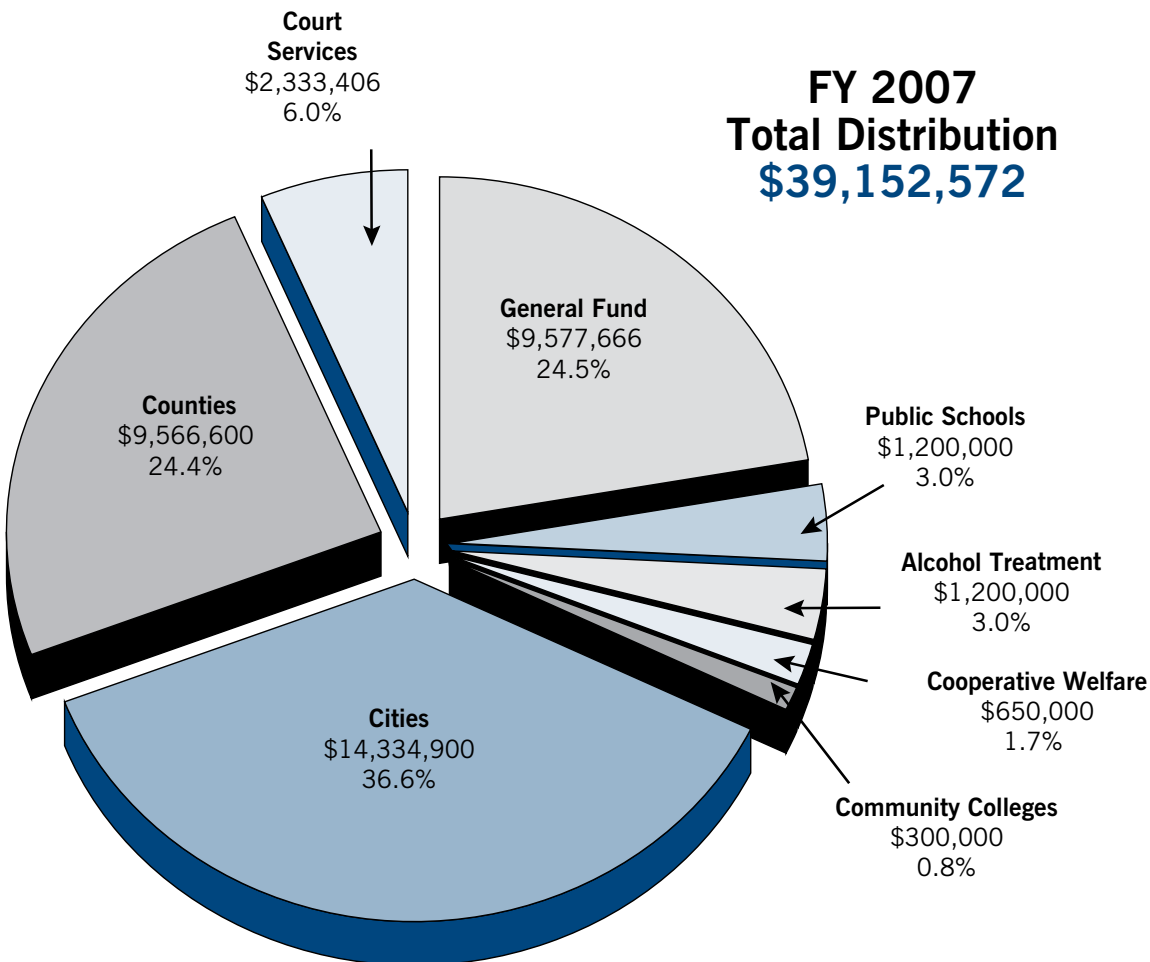
## APPARENT PER CAPITA CONSUMPTION OF DISTILLED SPIRITS



Source: Distilled Spirits Council of the United States (most recent date available)

Apparent per capita consumption is based on total population and not adults age 21 and over. Statistics are based on point of sale data and may not take into account cross-border distilled spirits sales. Consumption in Idaho was 1.26 gallons in 2006 compared with 1.28 gallons for all control states and 1.48 gallons in open states. Consumption in open states is 16% more than in all control states and 17% more than in Idaho.

# PROFIT DISTRIBUTION



## STATUTORY PROFIT DISTRIBUTION FORMULA:

- Two percent surcharge on liquor sales to the Drug Court and Family Court Services Fund.
- Forty percent of profits (through FY 2009, increasing by 2% annually to 50% in FY 2014) are distributed as follows:
  - Repay \$1.8 million annually to the cities and counties during FY's 2006 through 2009.
  - Annual fixed distributions totaling \$3,350,000 to Public Schools, Alcohol Treatment Fund, Cooperative Welfare Fund and Community Colleges.
 

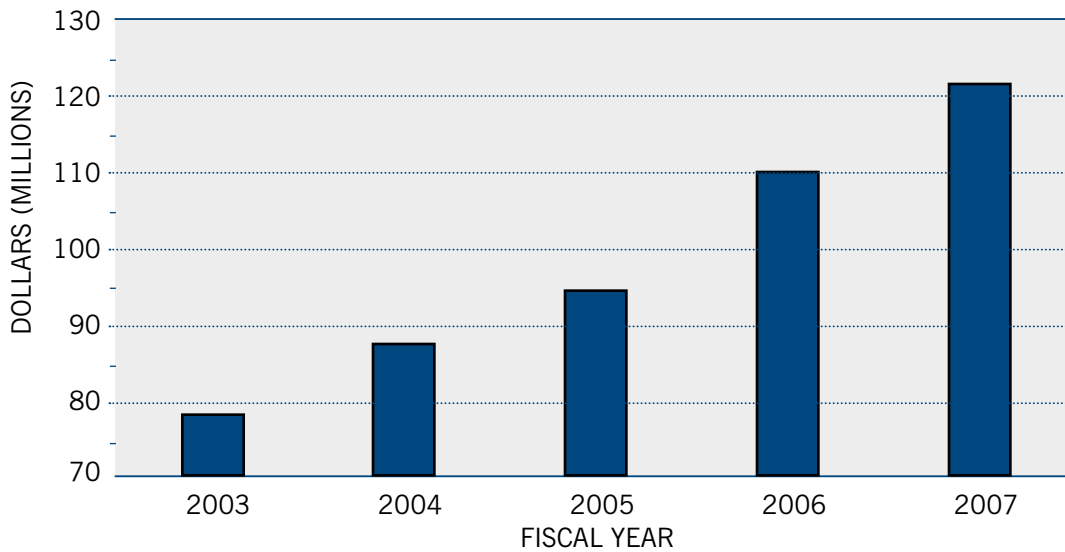
*(Effective July 1, 2007, annual fixed distributions will increase to \$5,350,000 to Public Schools, Substance Abuse Treatment Fund, Cooperative Welfare Fund, Community Colleges, Drug Court and Family Court Services Fund, and Court Supervision Fund.)*
  - Remaining balance to the General Fund.
- Sixty percent of profits (through FY 2009, decreasing by 2% annually to 50% in FY 2014) are distributed as follows:
  - 40% to counties in proportion to sales in each county.
  - 60% to cities as follows:
    - 90% to those incorporated cities with liquor stores in proportion to sales.
    - 10% to those incorporated cities without liquor stores in proportion to population.

# RETAIL PRICE COMPONENTS



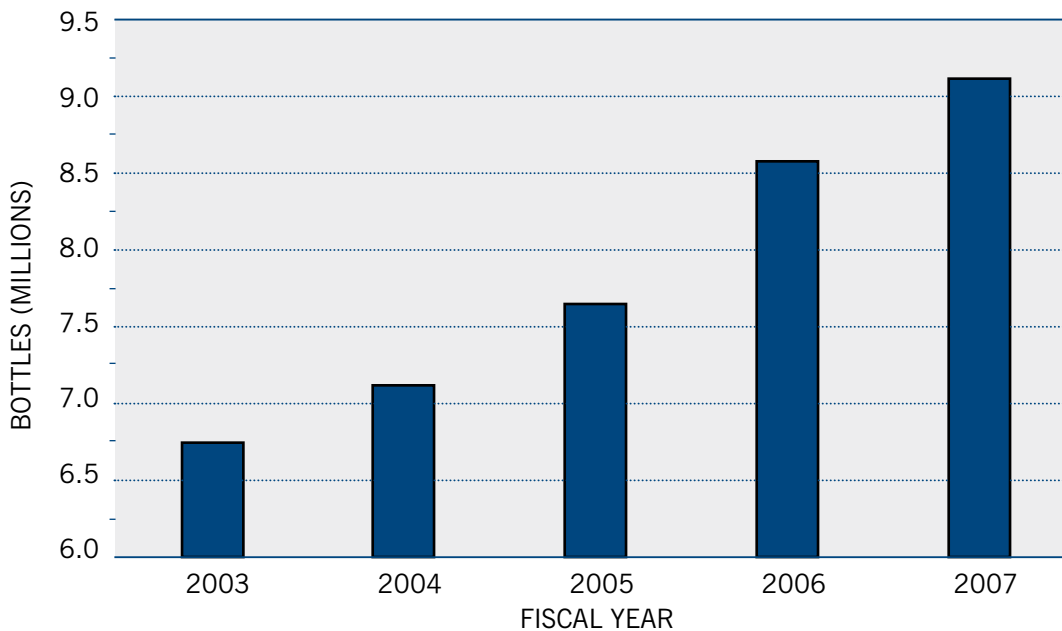
# FIVE YEAR COMPARISONS

## FIVE YEAR DOLLAR SALES COMPARISON



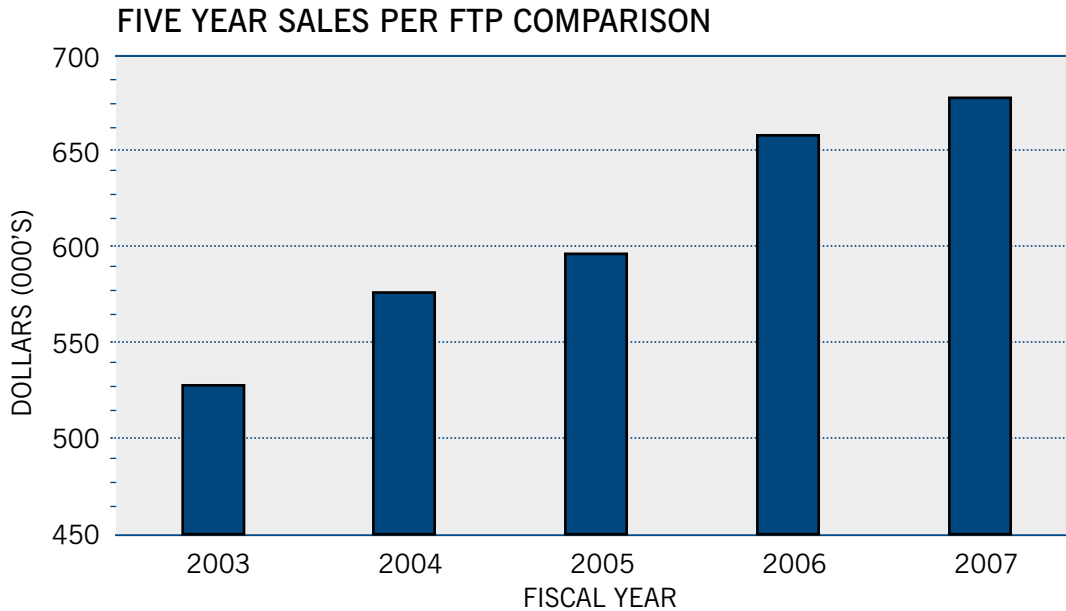
Dollar sales increased 65.2% from \$73.6 million in 2002 to \$121.6 million in 2007. Dollar sales are projected to increase 61.1% over the next five years, reaching \$195.9 million by 2012.

## FIVE YEAR BOTTLE SALES COMPARISON

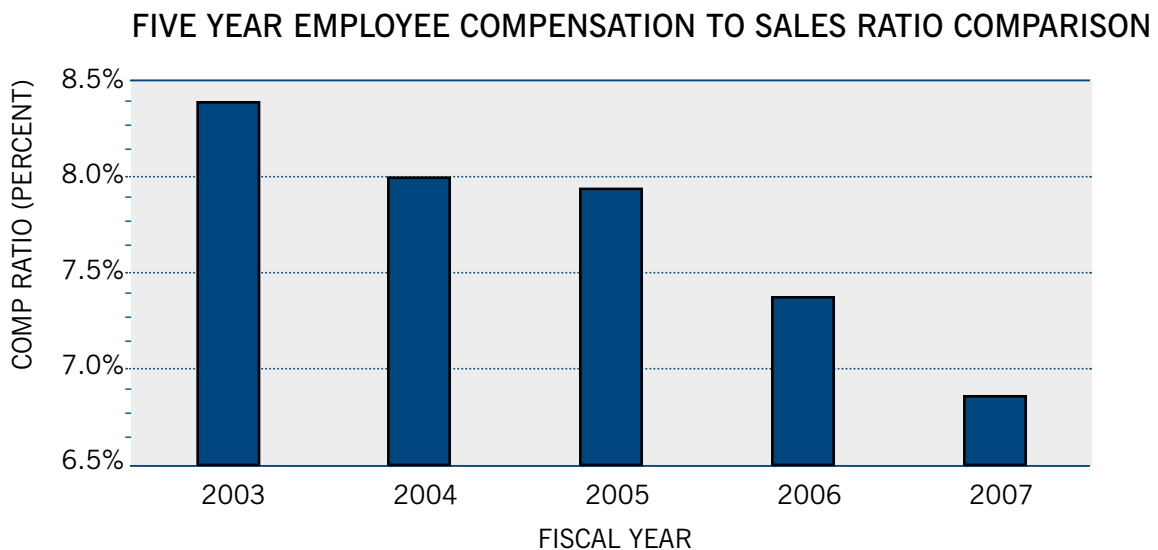


Bottle sales increased 42.5% from 6.4 million in 2002 to 9.2 million in 2007. Bottle sales are projected to increase 42.3% over the next five years, reaching 13.1 million by 2012.

# FIVE YEAR COMPARISONS

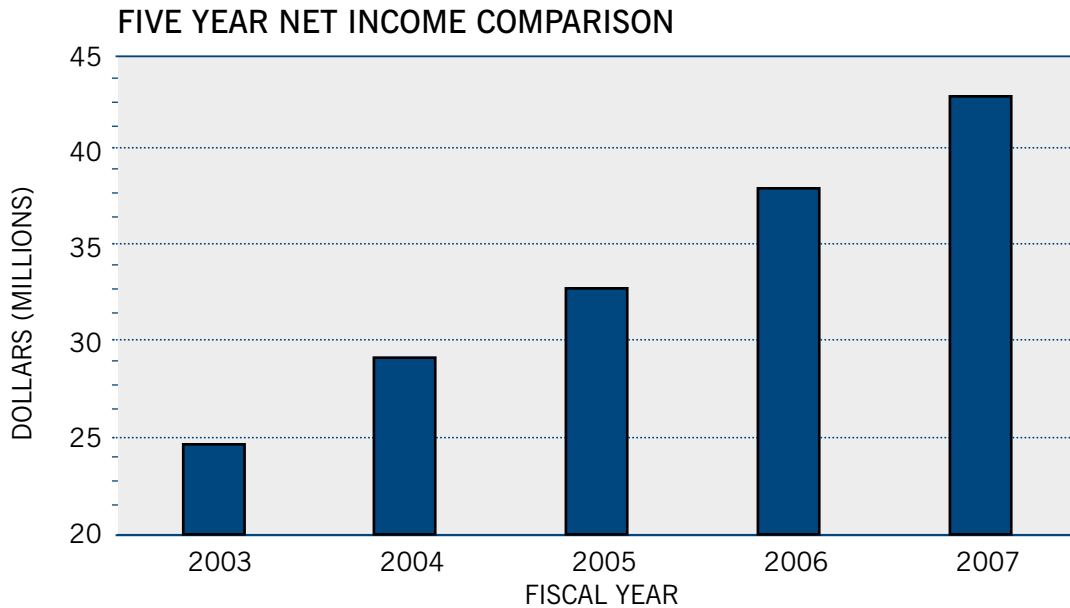


The most recent figures available indicate that average dollar sales per employee is \$563,000 in the Alcohol Beverage Industry. The Liquor Dispensary average of \$676,000 in FY'07 is projected to reach \$857,000 by 2012.

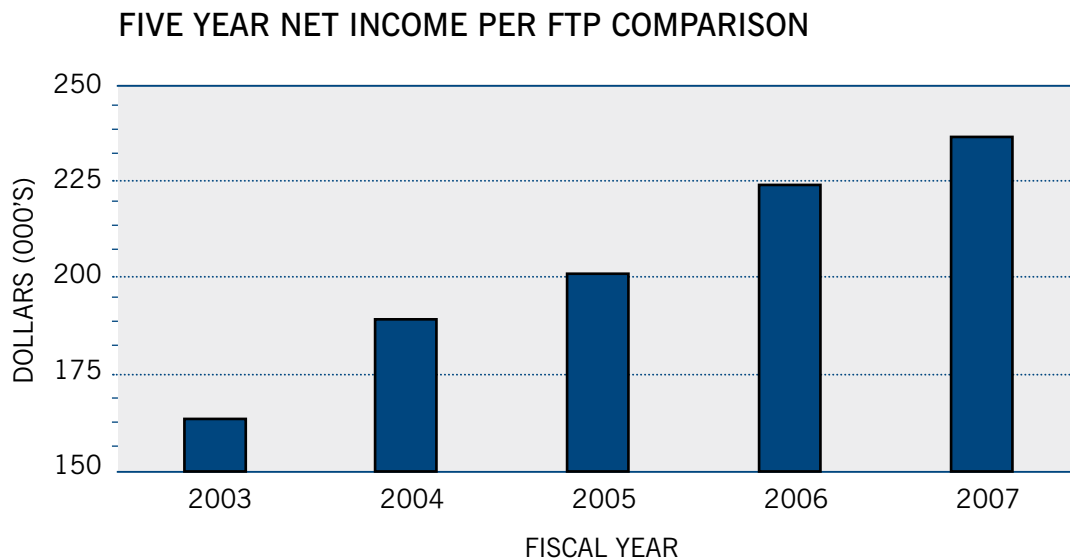


The ratio of employee compensation to sales dollars improved from 8.6% in 2002 to 6.8% in 2007. This ratio is projected to further improve over the next five years, reaching 5.2% by 2012. This commonly used measure of efficiency is 11.7% nationwide for the retail trade industry, and 13.1% for the retail liquor industry, according to recent IRS Corporate Financial Ratios.

# FIVE YEAR COMPARISONS



Net income increased 89.9% from \$22.3 million in 2002 to \$42.4 million in 2007. Net income is projected to increase 61.0% over the next five years, reaching \$68.2 million by 2012.



The most recent figures available indicate that average net income per employee is \$51,000 in the Alcohol Beverage Industry. The Liquor Dispensary average of \$235,000 in FY'07 is projected to reach \$298,000 by 2012.

# BALANCE SHEET

	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2006
<b>ASSETS</b>		
Cash	\$12,863,212.39	\$11,505,902.11
Warehouse Remodel Fund	3,227,698.36	2,000,000.00
Accounts Receivable	45,352.47	83,634.12
Inventory	9,447,559.62	8,395,153.98
Prepaid Expenses	216,431.18	228,968.85
Land	297,943.39	297,943.39
Building	2,589,678.74	2,589,678.74
Construction in Progress	772,301.64	0.00
Other Fixed Assets	2,457,667.49	2,156,549.19
Accumulated Depreciation	(1,982,278.25)	(1,844,980.57)
<b>TOTAL ASSETS</b>	<b>\$29,935,567.03</b>	<b>\$25,412,849.81</b>
<b>LIABILITIES AND FUND EQUITY</b>		
Liquor Accounts Payable	\$6,269,871.22	\$3,729,500.84
Payroll Payable	295,786.32	240,508.75
Other Accounts Payable	182,766.71	100,636.99
Distributions Payable	6,080,497.00	7,440,959.00
<b>TOTAL LIABILITIES</b>	<b>12,828,921.25</b>	<b>11,511,605.58</b>
Fund Equity Restricted For Warehouse Remodeling	4,000,000.00	2,000,000.00
Unrestricted Fund Equity	13,106,645.78	11,901,244.23
<b>TOTAL LIABILITIES AND FUND EQUITY</b>	<b>\$29,935,567.03</b>	<b>\$25,412,849.81</b>



# STATEMENT OF CHANGES IN FUND EQUITY

	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2006
<b>Unrestricted Fund Equity At Beginning Of Year</b>	<b>\$11,901,244.23</b>	<b>\$10,206,901.00</b>
<b>ADDITIONS</b>		
Net Income	42,357,973.55	37,153,806.23
Total Additions	42,357,973.55	37,153,806.23
<b>TRANSFERS</b>		
Transfer to Warehouse Remodel Fund	(2,000,000.00)	(2,000,000.00)
Total Transfers	(2,000,000.00)	(2,000,000.00)
<b>DISTRIBUTIONS</b>		
Cities	(14,334,900.00)	(12,364,200.00)
Counties	(9,556,600.00)	(8,242,800.00)
General Fund	(9,577,666.00)	(7,388,000.00)
Welfare Fund	(650,000.00)	(650,000.00)
Alcohol Treatment Fund	(1,200,000.00)	(1,200,000.00)
Public Schools	(1,200,000.00)	(1,200,000.00)
Community Colleges	(300,000.00)	(300,000.00)
Drug Court and Family Court Services Fund	(2,333,406.00)	(2,114,463.00)
Total Distributions	(39,152,572.00)	(33,459,463.00)
<b>UNRESTRICTED FUND EQUITY AT END OF YEAR</b>	<b>\$13,106,645.78</b>	<b>\$11,901,244.23</b>

# INCOME STATEMENT

	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2006
<b>SALES</b>		
Retail Liquor Sales	\$90,179,224.43	\$80,694,609.71
Discount Liquor Sales	30,359,257.28	27,998,656.21
Military Liquor Sales	102,299.26	91,618.10
Non Liquor Sales	982,366.88	819,338.69
Total Sales	121,623,147.85	109,604,222.71
<b>COST OF SALES</b>	64,687,516.87	58,457,207.73
Gross Profit	56,935,630.98	51,147,014.98
<b>OPERATING EXPENSES</b>	15,370,892.22	14,411,407.57
Net Operating Income	41,564,738.76	36,735,607.41
<b>OTHER INCOME AND LOSSES</b>	793,234.79	418,198.82
<b>NET INCOME</b>	<b>\$42,357,973.55</b>	<b>\$37,153,806.23</b>

# OPERATING EXPENSES

	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2006
Salaries And Wages	\$6,009,799.90	\$5,674,458.84
Employee Benefits	2,297,037.54	2,380,714.34
Special Distributor Commissions	2,151,352.00	1,965,891.00
Rent	2,071,510.69	1,889,656.37
Bank Card Fees	696,172.96	531,452.12
Store Furnishings, Fixtures, And Supplies	443,138.69	272,213.48
Utilities	315,942.66	331,326.38
Other Services	295,473.30	280,386.96
Leasehold Repairs And Maintenance	241,785.18	216,329.64
Communications	169,754.89	157,752.30
Travel	92,591.03	92,202.42
State Government Overhead	85,122.33	85,728.83
Computer Software, Development, And Maintenance	84,804.87	166,142.73
Professional Services	51,686.00	31,624.00
Repairs And Maintenance	46,561.93	36,074.35
Employee Development Services	37,944.53	19,814.82
Insurance	20,073.21	19,322.39
Miscellaneous Expense	13,087.99	15,632.74
Depreciation	247,052.52	244,683.86
<b>TOTAL OPERATING EXPENSES</b>	<b>\$15,370,892.22</b>	<b>\$14,411,407.57</b>

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2006	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2006
<b>ADA COUNTY</b>	\$-	\$-	\$2,767,437.00	\$2,339,291.00
Boise	\$25,084,441.68	\$22,897,834.87	2,720,294.00	2,363,472.00
Eagle	3,040,245.24	2,776,718.12	327,633.00	281,864.00
Garden City	1,861,745.50	1,718,681.49	204,535.00	173,058.00
Kuna	961,806.80	785,552.83	91,923.00	73,768.00
Meridian	4,169,835.95	3,531,361.35	411,824.00	298,781.00
Star	426,574.22	371,260.81	43,493.00	32,212.00
<b>TOTAL</b>	<b>35,544,649.39</b>	<b>32,081,409.47</b>	<b>6,567,139.00</b>	<b>5,562,446.00</b>
<b>ADAMS COUNTY</b>			34,653.00	29,080.00
Council	198,435.51	171,599.83	20,267.00	16,337.00
New Meadows	248,198.23	229,480.27	27,238.00	23,494.00
<b>TOTAL</b>	<b>446,633.74</b>	<b>401,080.10</b>	<b>82,158.00</b>	<b>68,911.00</b>
<b>BANNOCK COUNTY</b>			448,965.00	402,751.00
Arimo	-	-	8,363.00	7,601.00
Chubbuck	968,010.03	1,038,524.63	124,038.00	110,474.00
Downey	45,454.72	43,294.16	15,103.00	13,675.00
Inkom	-	-	17,987.00	16,324.00
Lava Hot Springs	219,618.74	188,654.85	22,568.00	19,924.00
McCammon	-	-	20,612.00	18,340.00
Pocatello	4,596,066.17	3,875,472.68	464,848.00	419,084.00
<b>TOTAL</b>	<b>5,829,149.66</b>	<b>5,145,946.32</b>	<b>1,122,484.00</b>	<b>1,008,173.00</b>
<b>BEAR LAKE COUNTY</b>			29,294.00	28,186.00
Bloomington	-	-	6,191.00	5,512.00
Fish Haven	113,324.19	106,579.81	-	-
Georgetown	-	-	12,959.00	11,660.00
Montpelier	262,818.73	237,691.73	28,692.00	24,498.00
Paris	-	-	13,591.00	12,296.00
St. Charles	-	-	3,644.00	3,310.00
<b>TOTAL</b>	<b>376,142.92</b>	<b>344,271.54</b>	<b>94,371.00</b>	<b>85,462.00</b>
<b>BENEWAH COUNTY</b>			90,386.00	78,800.00
Fernwood	83,044.43	76,624.48	-	-
Plummer	438,833.50	399,372.47	47,319.00	38,473.00
St. Maries	641,904.03	564,206.00	67,456.00	60,648.00
Tensed	-	-	3,235.00	2,764.00
<b>TOTAL</b>	<b>1,163,781.96</b>	<b>1,040,202.95</b>	<b>208,396.00</b>	<b>180,685.00</b>
<b>BINGHAM COUNTY</b>			98,891.00	98,891.00
Aberdeen	-	-	47,699.00	41,647.00
Atomic City	-	-	676.00	569.00
Basalt	-	-	11,128.00	9,699.00
Blackfoot	1,052,603.00	957,502.67	114,138.00	100,004.00
Firth	-	-	10,872.00	9,475.00
Shelley	163,125.70	139,516.00	30,596.00	30,596.00
<b>TOTAL</b>	<b>1,215,728.70</b>	<b>1,097,018.67</b>	<b>314,000.00</b>	<b>290,881.00</b>

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2006	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2006
<b>BLAINE COUNTY</b>	\$-	\$-	\$400,976.00	\$362,757.00
Bellevue	\$691,082.73	\$637,102.92	75,593.00	60,895.00
Carey	44,312.79	51,576.14	5,805.00	4,784.00
Hailey	1,317,987.26	1,252,669.31	149,829.00	143,370.00
Ketchum	2,667,797.44	2,596,382.01	311,169.00	283,769.00
Sun Valley	77,458.40	70,096.78	8,259.00	7,326.00
<b>TOTAL</b>	<b>4,798,638.62</b>	<b>4,607,827.16</b>	<b>951,631.00</b>	<b>862,901.00</b>
<b>BOISE COUNTY</b>			45,951.00	40,807.00
Crouch	274,129.87	236,959.08	28,095.00	23,733.00
Horseshoe Bend	173,865.24	144,804.85	17,168.00	16,934.00
Idaho City	163,125.40	127,706.41	15,080.00	12,587.00
Lowman	27,425.28	22,094.97	-	-
Placerville	-	-	1,590.00	1,389.00
<b>TOTAL</b>	<b>638,545.79</b>	<b>531,565.31</b>	<b>107,884.00</b>	<b>95,450.00</b>
<b>BONNER COUNTY</b>			480,669.00	407,315.00
Clark Fork	248,031.70	220,157.29	26,251.00	22,123.00
Coolin	134,833.96	135,114.89	-	-
Dover	-	-	12,231.00	10,484.00
East Hope	-	-	5,661.00	4,859.00
Hope	-	-	2,233.00	1,908.00
Kootenai	-	-	12,468.00	10,718.00
Oldtown	988,628.03	861,007.91	101,415.00	79,406.00
Ponderay	946,762.46	891,948.33	105,689.00	95,522.00
Priest River	846,466.91	767,965.88	91,254.00	78,409.00
Sandpoint	2,599,863.50	2,326,208.51	276,450.00	235,220.00
Schweitzer	18,664.41	18,375.23	-	-
Tamrak	361,956.34	340,037.03	-	-
<b>TOTAL</b>	<b>6,145,207.31</b>	<b>5,560,815.07</b>	<b>1,114,321.00</b>	<b>945,964.00</b>
<b>BONNEVILLE COUNTY</b>			491,369.00	435,609.00
Ammon	-	-	278,265.00	218,178.00
Idaho Falls	6,060,704.77	5,427,333.32	647,954.00	576,787.00
Iona	-	-	32,657.00	28,285.00
Irwin	146,879.97	131,004.90	4,047.00	3,556.00
Ririe	122,969.65	95,702.64	11,439.00	10,856.00
Swan Valley	-	-	5,969.00	5,128.00
Ucon	-	-	26,335.00	22,324.00
<b>TOTAL</b>	<b>6,330,554.39</b>	<b>5,654,040.86</b>	<b>1,498,035.00</b>	<b>1,300,723.00</b>
<b>BOUNDARY COUNTY</b>			64,425.00	57,897.00
Bonners Ferry	814,253.55	738,597.24	88,334.00	79,452.00
Moyie Springs	-	-	18,734.00	15,958.00
<b>TOTAL</b>	<b>814,253.55</b>	<b>738,597.24</b>	<b>171,493.00</b>	<b>153,307.00</b>
<b>BUTTE COUNTY</b>			18,391.00	18,391.00
Arco	189,062.44	189,049.68	22,867.00	21,601.00
Butte City	-	-	1,937.00	1,713.00
Howe	-	5,265.55	-	-
Moore	-	-	4,970.00	4,384.00
<b>TOTAL</b>	<b>189,062.44</b>	<b>194,315.23</b>	<b>48,165.00</b>	<b>46,089.00</b>

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2006	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2006
<b>CAMAS COUNTY</b>	\$-	\$-	\$11,195.00	\$11,195.00
Fairfield	\$89,078.20	\$98,562.06	11,831.00	10,769.00
<b>TOTAL</b>	<b>89,078.20</b>	<b>98,562.06</b>	<b>23,026.00</b>	<b>21,964.00</b>
<b>CANYON COUNTY</b>			550,752.00	462,938.00
Caldwell	2,217,553.28	1,880,174.62	220,994.00	186,119.00
Greenleaf	-	-	23,174.00	20,010.00
Melba	-	-	13,377.00	11,333.00
Middleton	594,250.46	535,606.18	63,497.00	56,979.00
Nampa	4,238,041.20	3,792,465.11	449,313.00	373,876.00
Notus	-	-	13,986.00	11,604.00
Parma	180,106.03	169,190.65	20,369.00	18,951.00
Wilder	-	-	37,885.00	33,242.00
<b>TOTAL</b>	<b>7,229,950.97</b>	<b>6,377,436.56</b>	<b>1,393,347.00</b>	<b>1,175,052.00</b>
<b>CARIBOU COUNTY</b>			33,099.00	33,099.00
Bancroft	-	-	9,497.00	8,403.00
Grace	59,938.33	60,097.78	8,109.00	8,109.00
Soda Springs	355,652.27	313,346.35	38,191.00	37,304.00
<b>TOTAL</b>	<b>415,590.60</b>	<b>373,444.13</b>	<b>88,896.00</b>	<b>86,915.00</b>
<b>CASSIA COUNTY</b>			69,586.00	64,362.00
Albion	45,630.29	33,108.71	4,194.00	5,911.00
Declo	-	-	8,674.00	7,620.00
Malta	-	-	4,546.00	3,993.00
Oakley	-	-	17,305.00	15,056.00
Burley	826,527.88	767,582.81	92,704.00	88,335.00
<b>TOTAL</b>	<b>872,158.17</b>	<b>800,691.52</b>	<b>197,009.00</b>	<b>185,277.00</b>
<b>CLARK COUNTY</b>			11,475.00	11,475.00
Dubois	27,865.62	26,063.44	3,945.00	3,945.00
Spencer	-	-	917.00	760.00
<b>TOTAL</b>	<b>27,865.62</b>	<b>26,063.44</b>	<b>16,337.00</b>	<b>16,180.00</b>
<b>CLEARWATER COUNTY</b>			57,807.00	50,122.00
Elk River	46,638.32	36,303.19	3,995.00	2,327.00
Orofino	583,682.88	512,061.51	61,298.00	54,554.00
Pierce	56,422.73	49,004.84	8,208.00	8,208.00
Weippe	68,322.34	66,858.03	7,773.00	6,283.00
<b>TOTAL</b>	<b>755,066.27</b>	<b>664,227.57</b>	<b>139,081.00</b>	<b>121,494.00</b>
<b>CUSTER COUNTY</b>			48,983.00	42,877.00
Challis	234,026.40	216,285.39	25,699.00	22,285.00
Clayton	38,555.04	41,107.01	4,959.00	4,623.00
Mackay	110,044.18	100,027.90	11,686.00	9,051.00
Stanley	217,780.28	207,878.67	24,845.00	22,916.00
<b>TOTAL</b>	<b>600,405.90</b>	<b>565,298.97</b>	<b>116,172.00</b>	<b>101,752.00</b>

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2006	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2006
<b>ELMORE COUNTY</b>	\$-	\$-	\$121,934.00	\$111,722.00
Glenns Ferry	\$161,185.34	\$144,810.12	17,707.00	18,294.00
Mountain Home AFB	75,878.62	62,793.77	-	-
Mountain Home	1,237,520.19	1,107,594.34	132,117.00	120,728.00
Pine	86,587.60	69,957.64	-	-
Prairie	12,480.84	14,093.18	-	-
<b>TOTAL</b>	<b>1,573,652.59</b>	<b>1,399,249.05</b>	<b>271,758.00</b>	<b>250,744.00</b>
<b>FRANKLIN COUNTY</b>			30,760.00	30,760.00
Clifton	-	-	6,151.00	5,328.00
Dayton	-	-	12,033.00	10,464.00
Franklin	-	-	17,505.00	15,285.00
Oxford	-	-	1,431.00	1,249.00
Preston	336,986.26	303,008.73	36,591.00	34,311.00
Weston	-	-	11,702.00	10,197.00
<b>TOTAL</b>	<b>336,986.26</b>	<b>303,008.73</b>	<b>116,173.00</b>	<b>107,594.00</b>
<b>FREMONT COUNTY</b>			61,826.00	56,311.00
Ashton	124,682.58	116,454.22	14,111.00	12,611.00
Drummond	-	-	391.00	341.00
Island Park	323,158.06	295,327.06	35,397.00	32,299.00
Newdale	-	-	9,384.00	8,259.00
Parker	-	-	8,364.00	7,346.00
St. Anthony	304,332.43	293,866.27	35,218.00	32,230.00
Teton	-	-	14,940.00	13,133.00
Warm River	-	-	261.00	228.00
<b>TOTAL</b>	<b>752,173.07</b>	<b>705,647.55</b>	<b>179,892.00</b>	<b>162,758.00</b>
<b>GEM COUNTY</b>			56,248.00	49,860.00
Emmett	690,412.24	650,217.20	77,129.00	68,306.00
<b>TOTAL</b>	<b>690,412.24</b>	<b>650,217.20</b>	<b>133,377.00</b>	<b>118,166.00</b>
<b>GOODING COUNTY</b>			65,652.00	61,112.00
Bliss	106,653.80	106,174.27	12,559.00	9,932.00
Gooding	297,983.36	284,339.59	33,636.00	30,811.00
Hagerman	158,347.45	142,877.79	17,087.00	16,255.00
Wendell	230,415.24	220,953.21	26,525.00	26,618.00
<b>TOTAL</b>	<b>793,399.85</b>	<b>754,344.86</b>	<b>155,459.00</b>	<b>144,728.00</b>
<b>IDAHO COUNTY</b>			89,982.00	79,756.00
Cottonwood	141,499.88	131,408.53	15,710.00	14,177.00
Elk City	57,153.00	57,188.00	-	-
Ferdinand	-	-	3,812.00	3,331.00
Grangeville	413,475.84	394,453.77	46,967.00	39,923.00
Kooskia	159,779.30	134,318.54	16,239.00	15,465.00
Riggins	288,569.28	255,186.11	30,552.00	26,086.00
Stites	-	-	5,960.00	5,183.00
Whitebird	69,322.67	57,229.84	7,078.00	7,571.00
<b>TOTAL</b>	<b>1,129,799.97</b>	<b>1,029,784.79</b>	<b>216,300.00</b>	<b>191,492.00</b>

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2006	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2006
<b>JEFFERSON COUNTY</b>	\$-	\$-	\$46,062.00	\$46,062.00
Hamer	-	-	1,113.00	1,113.00
Lewisville	-	-	12,916.00	11,132.00
Menan	-	-	18,908.00	16,327.00
Mud Lake	45,555.92	37,638.58	4,585.00	4,628.00
Rigby	485,693.28	437,009.41	52,447.00	46,975.00
Roberts	-	-	17,362.00	15,189.00
Ririe (see Bonneville County)*	-	-	-	-
<b>TOTAL</b>	<b>531,249.20</b>	<b>474,647.99</b>	<b>153,393.00</b>	<b>141,426.00</b>
<b>JEROME COUNTY</b>			75,923.00	67,086.00
Eden	-	-	10,839.00	9,425.00
Hazelton	141,797.32	112,158.82	13,438.00	12,533.00
Jerome	836,019.59	759,446.41	90,767.00	79,703.00
<b>TOTAL</b>	<b>977,816.91</b>	<b>871,605.23</b>	<b>190,967.00</b>	<b>168,747.00</b>
<b>KOOTENAI COUNTY</b>			1,394,723.00	1,140,516.00
Athol	-	-	18,377.00	15,961.00
Bayview	211,689.14	208,919.92	-	-
Coeur d'Alene	7,522,042.87	6,587,087.43	779,704.00	666,927.00
Dalton Gardens	-	-	62,354.00	53,586.00
Fernan Lake	-	-	4,925.00	4,260.00
Garwood	218,856.38	153,493.32	-	-
Harrison	109,718.59	103,146.90	12,387.00	12,020.00
Hauser	-	-	18,330.00	15,797.00
Hayden	2,710,260.06	2,595,065.52	308,842.00	275,154.00
Hayden Lake	-	-	13,993.00	11,900.00
Huetter	-	-	2,600.00	2,249.00
Post Falls	5,611,326.49	4,956,486.19	580,633.00	432,219.00
Rathdrum	894,396.09	819,498.59	96,955.00	82,022.00
Spirit Lake	629,350.80	589,287.50	69,891.00	59,667.00
State Line	-	-	754.00	658.00
Worley	257,012.53	224,740.01	26,362.00	20,275.00
<b>TOTAL</b>	<b>18,164,652.95</b>	<b>16,237,725.38</b>	<b>3,390,830.00</b>	<b>2,793,211.00</b>
<b>LATAH COUNTY</b>			305,823.00	261,682.00
Bovill	-	-	7,468.00	6,735.00
Deary	126,975.43	114,382.59	13,518.00	12,078.00
Genesee	66,446.03	63,064.34	7,597.00	7,350.00
Juliaetta	-	-	14,712.00	13,295.00
Kendrick	102,530.64	97,153.59	11,859.00	12,590.00
Moscow	3,004,301.02	2,740,229.72	324,611.00	270,963.00
Onaway	-	-	5,632.00	5,068.00
Potlatch	182,797.74	164,198.08	19,675.00	17,550.00
Troy	388,607.90	355,726.42	42,517.00	39,531.00
<b>TOTAL</b>	<b>3,871,658.76</b>	<b>3,534,754.74</b>	<b>753,412.00</b>	<b>646,842.00</b>

\*CITY LIMITS EXTEND INTO BOTH COUNTIES



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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2006	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2006
<b>LEMHI COUNTY</b>	\$-	\$-	\$77,742.00	\$69,132.00
Leadore	\$18,441.12	\$16,356.24	1,961.00	1,341.00
North Fork	48,047.27	45,513.81	-	-
Salmon	898,795.28	833,696.40	99,267.00	88,519.00
<b>TOTAL</b>	<b>965,283.67</b>	<b>895,566.45</b>	<b>178,970.00</b>	<b>158,992.00</b>
<b>LEWIS COUNTY</b>			39,473.00	35,298.00
Craigmont	55,002.10	57,403.75	6,850.00	6,844.00
Kamiah	362,822.65	303,240.61	36,130.00	32,080.00
Nez Perce	74,171.12	62,732.70	7,353.00	5,524.00
Reubens	-	-	1,923.00	1,679.00
Winchester	36,835.24	30,743.88	3,791.00	3,956.00
<b>TOTAL</b>	<b>528,831.11</b>	<b>454,120.94</b>	<b>95,520.00</b>	<b>85,381.00</b>
<b>LINCOLN COUNTY</b>			18,877.00	18,877.00
Dietrich	-	-	4,259.00	3,593.00
Richfield	-	-	11,364.00	9,653.00
Shoshone	230,178.26	209,566.21	25,393.00	24,420.00
<b>TOTAL</b>	<b>230,178.26</b>	<b>209,566.21</b>	<b>59,893.00</b>	<b>56,543.00</b>
<b>MADISON COUNTY</b>			55,299.00	55,299.00
Rexburg	223,028.30	206,155.90	74,914.00	74,914.00
Sugar City	-	-	38,020.00	18,369.00
<b>TOTAL</b>	<b>223,028.30</b>	<b>206,155.90</b>	<b>168,233.00</b>	<b>148,582.00</b>
<b>MINIDOKA COUNTY</b>			57,782.00	57,782.00
Acequia	-	-	3,529.00	3,125.00
Heyburn	-	-	71,956.00	63,405.00
Minidoka	-	-	3,161.00	2,782.00
Paul	124,681.57	119,301.78	14,431.00	13,619.00
Rupert	426,263.54	399,590.14	46,212.00	46,139.00
Burley (see Cassia County)*	-	-	-	-
<b>TOTAL</b>	<b>550,945.11</b>	<b>518,891.92</b>	<b>197,071.00</b>	<b>186,852.00</b>
<b>NEZ PERCE COUNTY</b>			359,432.00	305,589.00
Culdesac	7,918.76	-	9,770.00	8,491.00
Lapwai	-	-	29,100.00	25,479.00
Lewiston	4,571,799.26	4,150,627.08	493,757.00	420,953.00
Peck	-	-	4,797.00	4,169.00
<b>TOTAL</b>	<b>4,579,718.02</b>	<b>4,150,627.08</b>	<b>896,856.00</b>	<b>764,681.00</b>
<b>ONEIDA COUNTY</b>			17,698.00	17,698.00
Malad	188,401.00	183,894.52	22,189.00	20,490.00
<b>TOTAL</b>	<b>188,401.00</b>	<b>183,894.52</b>	<b>39,887.00</b>	<b>38,188.00</b>
<b>OWYHEE COUNTY</b>			43,723.00	35,673.00
Bruneau	54,778.63	33,090.84	-	-
Grand View	55,325.05	43,091.52	5,218.00	4,954.00
Homedale	217,344.15	191,898.33	22,574.00	18,570.00
Marsing	263,426.97	237,822.00	27,994.00	21,984.00
<b>TOTAL</b>	<b>590,874.80</b>	<b>505,902.69</b>	<b>99,509.00</b>	<b>81,181.00</b>

\*CITY LIMITS EXTEND INTO BOTH COUNTIES

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2006	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2006
<b>PAYETTE COUNTY</b>	\$-	\$-	\$76,956.00	\$66,636.00
Fruitland	-	-	114,005.00	94,811.00
New Plymouth	270,201.73	242,905.40	28,094.00	22,711.00
Payette	700,032.20	645,184.78	77,410.00	68,548.00
<b>TOTAL</b>	<b>970,233.93</b>	<b>888,090.18</b>	<b>296,465.00</b>	<b>252,706.00</b>
<b>POWER COUNTY</b>			27,649.00	25,941.00
American Falls	335,268.33	326,903.28	39,113.00	34,519.00
Rockland	-	-	8,554.00	7,155.00
<b>TOTAL</b>	<b>335,268.33</b>	<b>326,903.28</b>	<b>75,316.00</b>	<b>67,615.00</b>
<b>SHOSHONE COUNTY</b>			110,548.00	95,330.00
Kellogg	623,006.26	578,926.08	68,929.00	58,488.00
Mullan	-	-	20,556.00	17,730.00
Osburn	-	-	38,047.00	32,741.00
Pinehurst	348,796.09	315,394.38	37,648.00	32,714.00
Smelterville	-	-	16,127.00	13,819.00
Wallace	407,339.35	375,063.61	44,961.00	39,422.00
Wardner	-	-	5,291.00	4,538.00
<b>TOTAL</b>	<b>1,379,141.70</b>	<b>1,269,384.07</b>	<b>342,107.00</b>	<b>294,782.00</b>
<b>TETON COUNTY</b>			66,744.00	61,832.00
Driggs	607,273.34	495,893.38	61,995.00	84,377.00
Tetonia	-	-	6,379.00	5,784.00
Victor	332,498.74	269,846.79	31,756.00	27,347.00
<b>TOTAL</b>	<b>939,772.08</b>	<b>765,740.17</b>	<b>166,874.00</b>	<b>179,340.00</b>
<b>TWIN FALLS COUNTY</b>			362,929.00	317,971.00
Buhl	429,748.44	353,904.48	42,220.00	38,086.00
Castleford	47,662.54	39,671.25	4,792.00	4,272.00
Filer	161,902.30	152,972.75	18,269.00	16,505.00
Hansen	-	-	25,092.00	21,983.00
Hollister	25,855.85	20,484.11	2,416.00	1,966.00
Kimberly	216,524.24	196,669.32	23,380.00	20,653.00
Murtaugh	-	-	3,601.00	3,146.00
Twin Falls	3,759,051.02	3,426,707.80	407,655.00	357,008.00
<b>TOTAL</b>	<b>4,640,744.39</b>	<b>4,190,409.71</b>	<b>890,354.00</b>	<b>781,590.00</b>
<b>VALLEY COUNTY</b>			190,886.00	158,268.00
Cascade	401,321.53	341,672.59	40,163.00	34,010.00
Donnelly	463,650.55	327,174.16	37,791.00	28,330.00
McCall	1,722,781.45	1,541,925.62	182,366.00	153,825.00
Yellow Pine	15,543.37	16,612.21	-	-
<b>TOTAL</b>	<b>2,603,296.90</b>	<b>2,227,384.58</b>	<b>451,206.00</b>	<b>374,433.00</b>
<b>WASHINGTON COUNTY</b>			47,625.00	40,764.00
Cambridge	101,758.97	92,958.44	11,057.00	9,552.00
Midvale	-	-	4,809.00	4,220.00
Weiser	491,405.28	454,826.88	54,242.00	46,264.00
<b>TOTAL</b>	<b>593,164.25</b>	<b>547,785.32</b>	<b>117,733.00</b>	<b>100,800.00</b>
<b>FISCAL YEAR TOTALS</b>	<b>\$121,623,147.85</b>	<b>\$109,604,222.71</b>	<b>\$23,891,500.00</b>	<b>\$20,607,000.00</b>



Liquor Dispensary Distribution Center located in Boise with 17,000 square foot expansion underway.

IDAHO STATE  
LIQUOR  
DISPENSARY

2007 ANNUAL REPORT