



IDAHO STATE
LIQUOR
DISPENSARY

Serving Idaho Since 1935

2008
ANNUAL
REPORT



One of Idaho's sixty-one State Liquor Stores.

IDAHO STATE LIQUOR DISPENSARY

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<http://liquor.idaho.gov>



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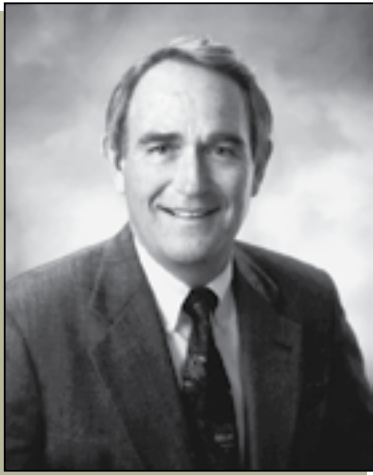


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“The Idaho State Liquor Dispensary was established to provide greater control over the distribution, sale, and consumption of alcohol beverages. While we accomplish this goal, we are also generating millions of dollars for the State’s General Fund, 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, 2008. Following is a summary of operating results and highlights for Fiscal Year 2008.

- Sales increased \$9.2 million from \$121.6 million to \$130.8 million; an increase of 7.6%.
- Profits increased \$2.7 million from \$42.4 million to \$45.1 million; an increase of 6.4%.
- Projected sales for FY 2009 are \$138 million with an expected net profit of \$47 million.

The Liquor Dispensary distributed a record \$40.2 million from net profits, and over the past decade has contributed \$277 million to the State General Fund, other public programs, and Idaho's 200 cities and 44 counties.

Two new state stores were opened in Boise and Nampa. Four additional state stores in Ammon, Eagle, Kuna and Rathdrum are in the process of opening.

ISLD is in the final phase of a three-year \$7.2 million project to expand and modernize the warehouse/distribution center. Construction is complete on the 17,000 square foot addition to the warehouse. The final phase will include a state-of-the-art Warehouse Management System and automated pallet storage. The new facility will be ready for operation in late summer of 2009.

County-option Sunday packaged liquor sales continue to increase, especially in tourist areas. These additional days of operation enhance customer service, generate new dollars, and allow full use of existing facilities. Twenty-seven of Idaho's 44 counties have approved Sunday sales, which generated over \$3.0 million in revenue during Fiscal Year 2008. HB 348 eliminated the ban on Election Day sales for liquor stores. This will enhance revenues and eliminate confusion about the sale of packaged liquor on Election Day.

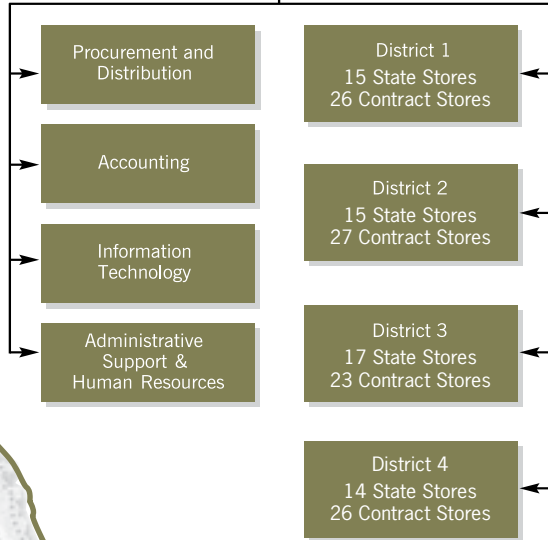
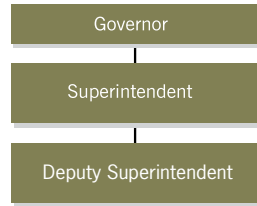
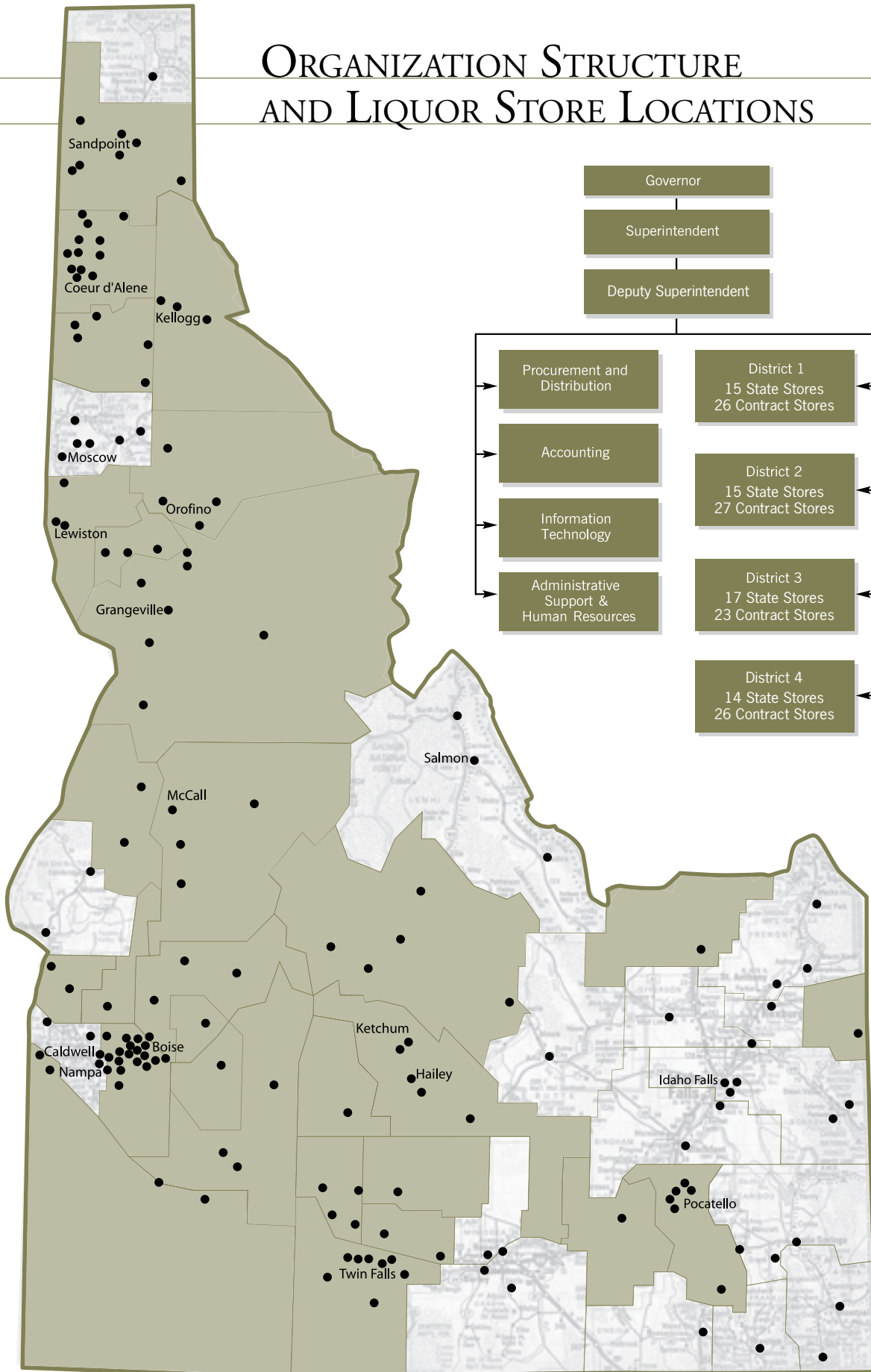
Rapid growth continues to be ISLD's number one challenge. The Dispensary has experienced five straight years of 7% to 15% increases in dollar sales or 68% cumulative growth. Consumption in Idaho still remains below other control states, and well below the national consumption rate. Increases in dollar sales are an indication of population increases and customers purchasing more high-end products.

Our dedicated employees continue to do more with less, while continuing to provide excellent service to the public. I wish to sincerely thank them for their outstanding efforts. I also wish to thank Governor Otter, his staff and the Legislature for their continued support.

A handwritten signature in dark ink, appearing to read "Dyke Nally".

DYKE NALLY, SUPERINTENDENT

ORGANIZATION STRUCTURE AND LIQUOR STORE LOCATIONS



- Liquor Store Locations
- ▲ (SHADED AREAS) Counties with 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
- Payette
- 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 163 retail outlets throughout the State. Of those, 61 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 27 of Idaho's 44 counties have added limited Sunday hours as a customer service feature.

The state liquor store with the highest sales volume reported sales of \$5.2 million in FY 2008. 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 \$4.8 million to the private sector for agency contract fees and store leases in FY 2008.

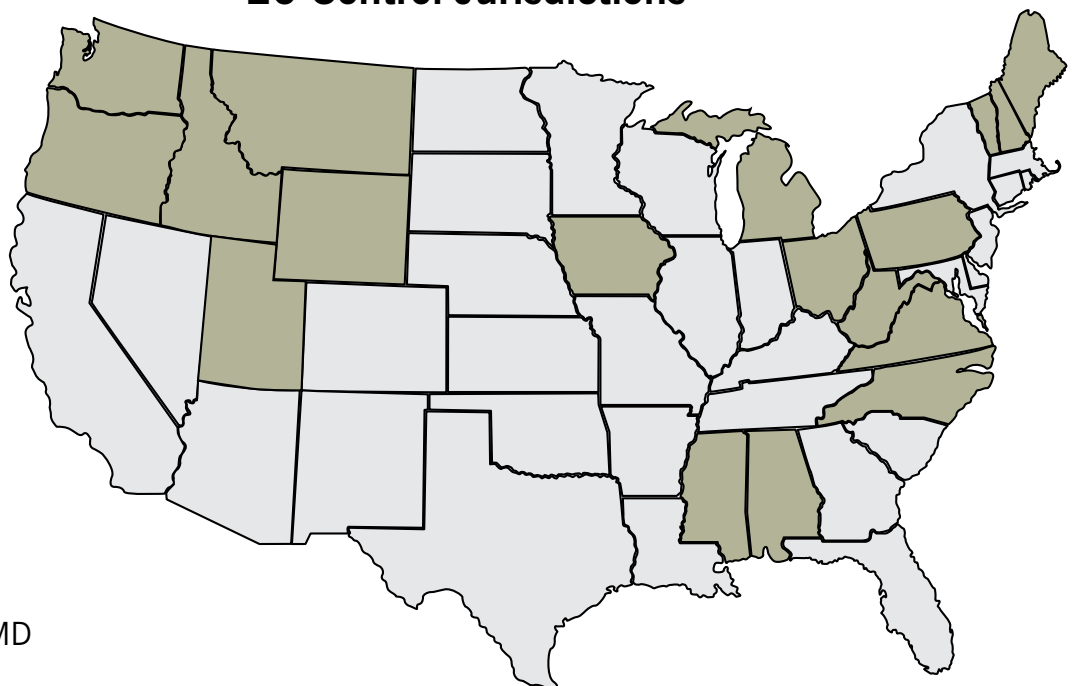
The Dispensary's central office and warehouse are located in Boise. A Central Office staff of 25 and

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 840,000 cases annually over a geographic area of 83,000 square miles. The warehouse typically contains about 180,000 cases valued at \$9 to \$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 State programs, 44 counties and 200 cities. Over the last decade \$277 million was distributed to state programs, counties and cities.

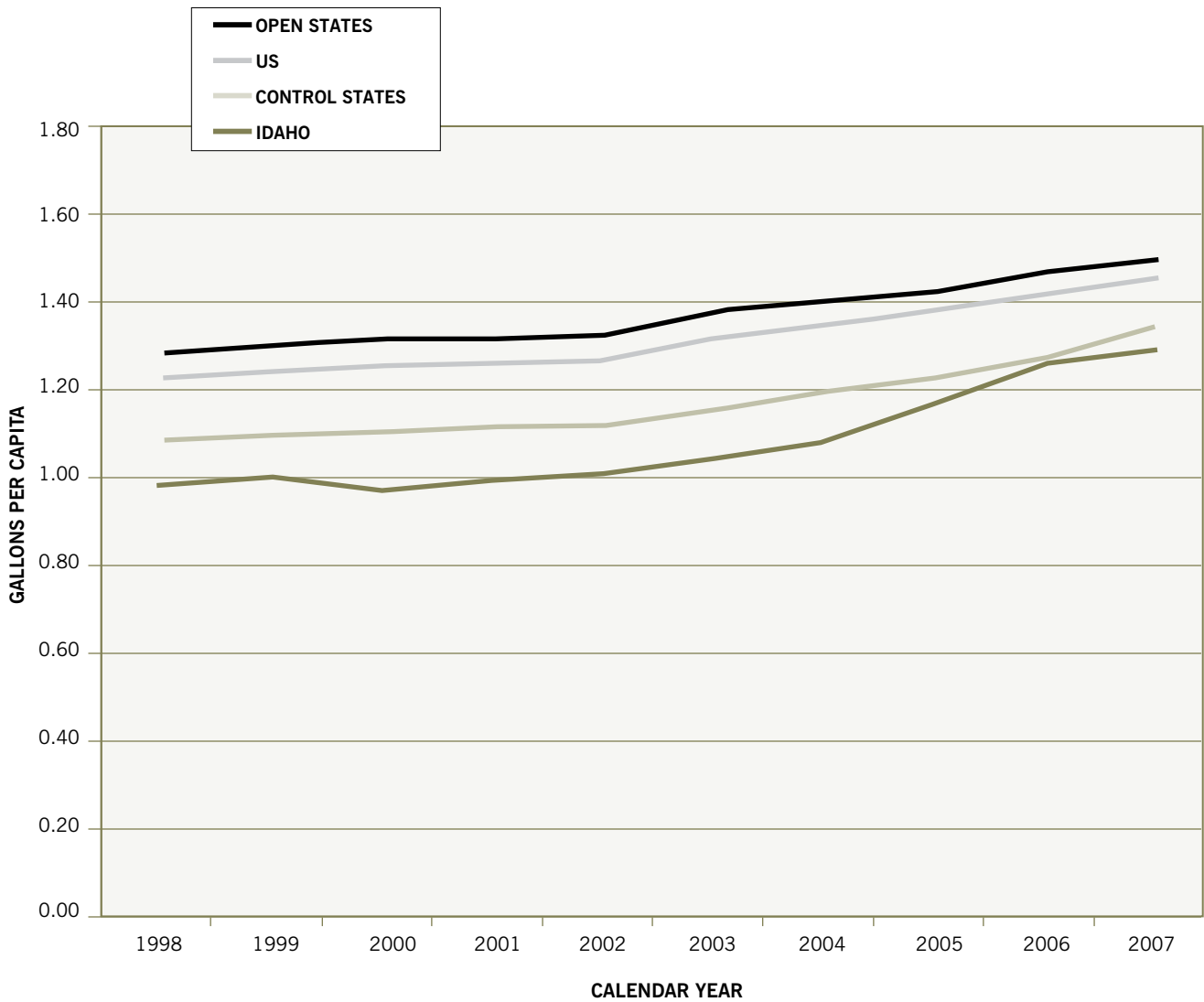
- Alabama
- Idaho
- Iowa
- Maine
- Michigan
- Mississippi
- Montana
- New Hampshire
- North Carolina
- Ohio
- Oregon
- Pennsylvania
- Utah
- Vermont
- Virginia
- Washington
- West Virginia
- Wyoming
- Montgomery County, MD
- Worcester County, MD

20 Control Jurisdictions



UNITED STATES AND IDAHO

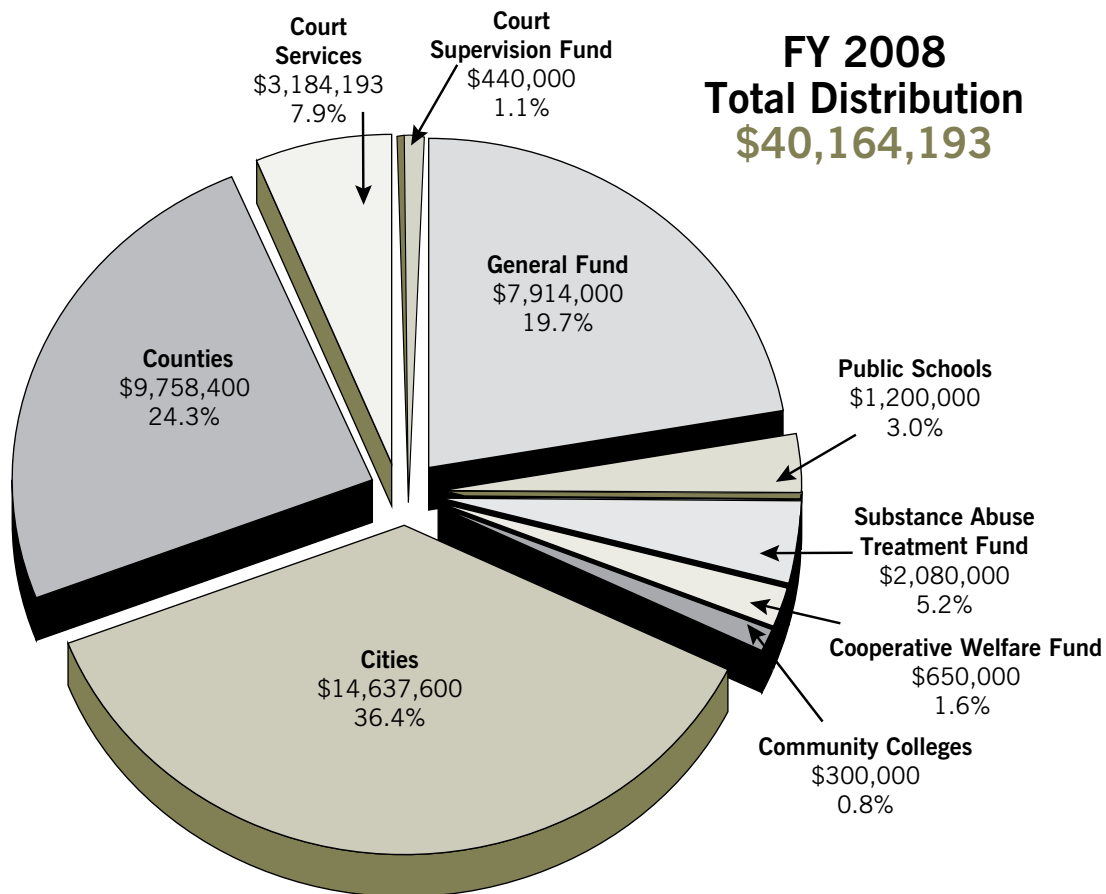
APPARENT PER CAPITA CONSUMPTION OF DISTILLED SPIRITS



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 1.29 gallons in calendar year 2007 compared with 1.35 gallons for all control states and 1.50 gallons in open states. Consumption in open states is 11% more than in all control states and 16% more than in Idaho.

PROFIT DISTRIBUTION



STATUTORY PROFIT DISTRIBUTION FORMULA:

- Two percent surcharge on liquor sales to the Drug Court, Mental Health Court and Family Court Services Fund.
- 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 \$5,350,000 to Substance Abuse Treatment Fund, Community Colleges, Public Schools, Cooperative Welfare Fund, Court Services and Court Supervision Funds.

Effective July 1, 2008, annual fixed distributions will increase to \$5,650,000 resulting from an increased distribution to Community Colleges from \$300,000 to \$600,000.)
 - 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



Retail Price \$12.95

Court Services Fund Surcharge 26¢

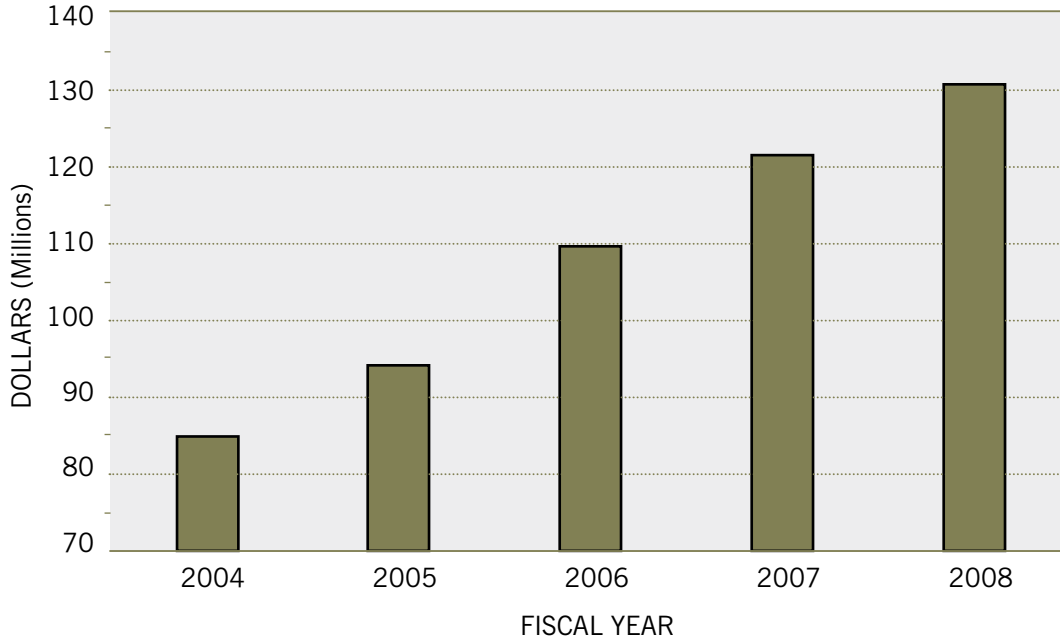
Markup and Handling \$5.67

Federal Alcohol Tax \$2.14

Product Cost \$4.88

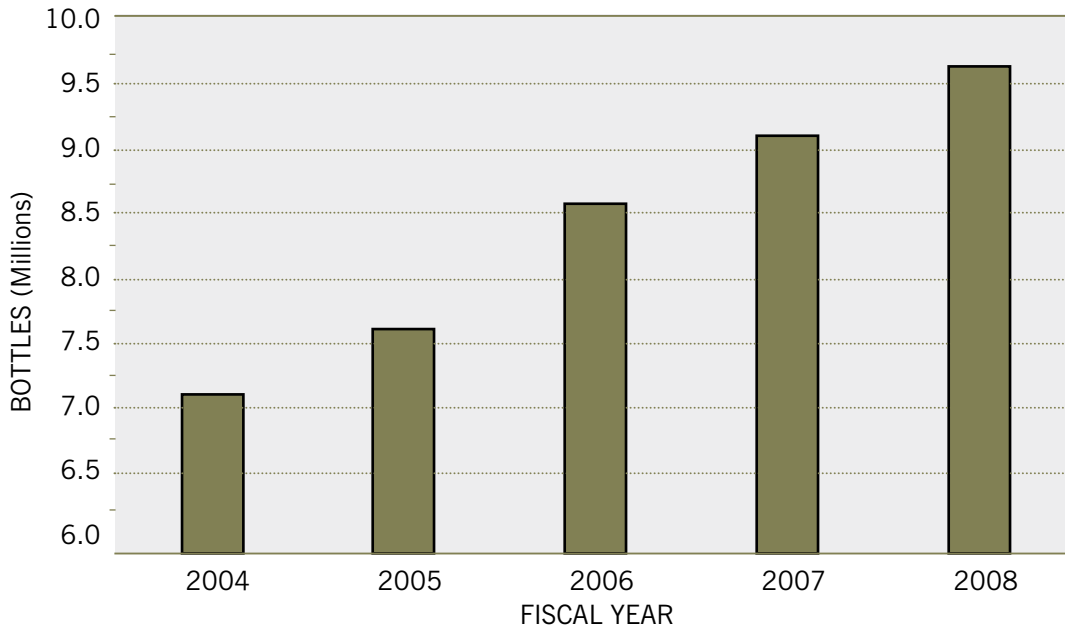
FIVE YEAR COMPARISONS

FIVE YEAR DOLLAR SALES COMPARISON



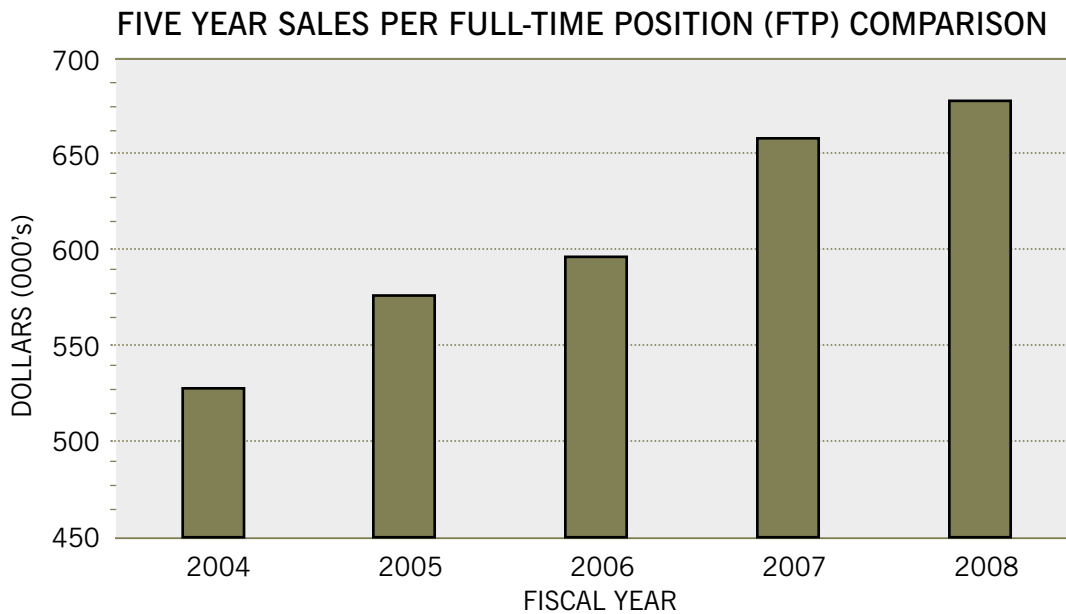
Dollar sales increased 52.1% from \$86 million in 2004 to \$130.8 million in 2008.

FIVE YEAR BOTTLE SALES COMPARISON

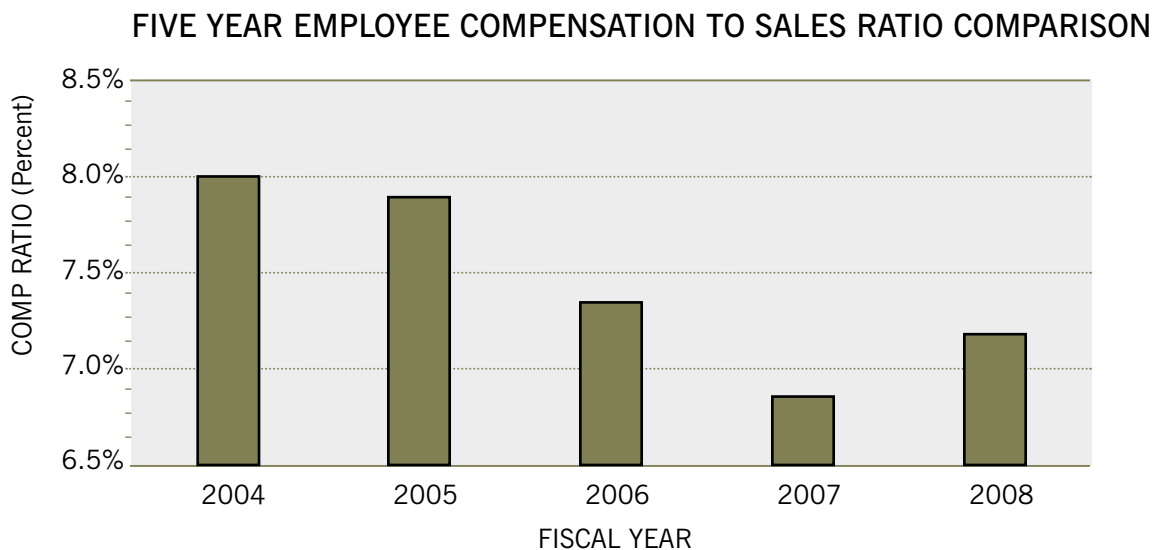


Bottle sales increased 33.4% from 7.2 million in 2004 to 9.6 million in 2008.

FIVE YEAR COMPARISONS

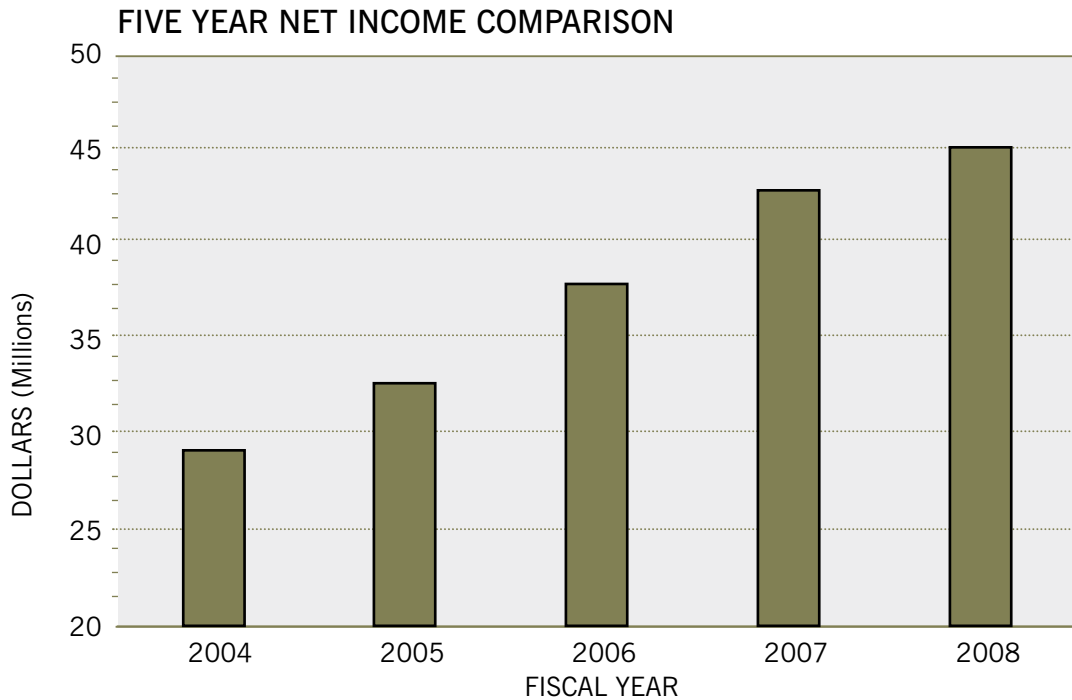


The most recent figures available indicate that average dollar sales per employee is \$563,000 in the Alcohol Beverage Industry. The Liquor Dispensary average dollar sales per employee was \$676,000 in FY'08 or 20% better than the national average.

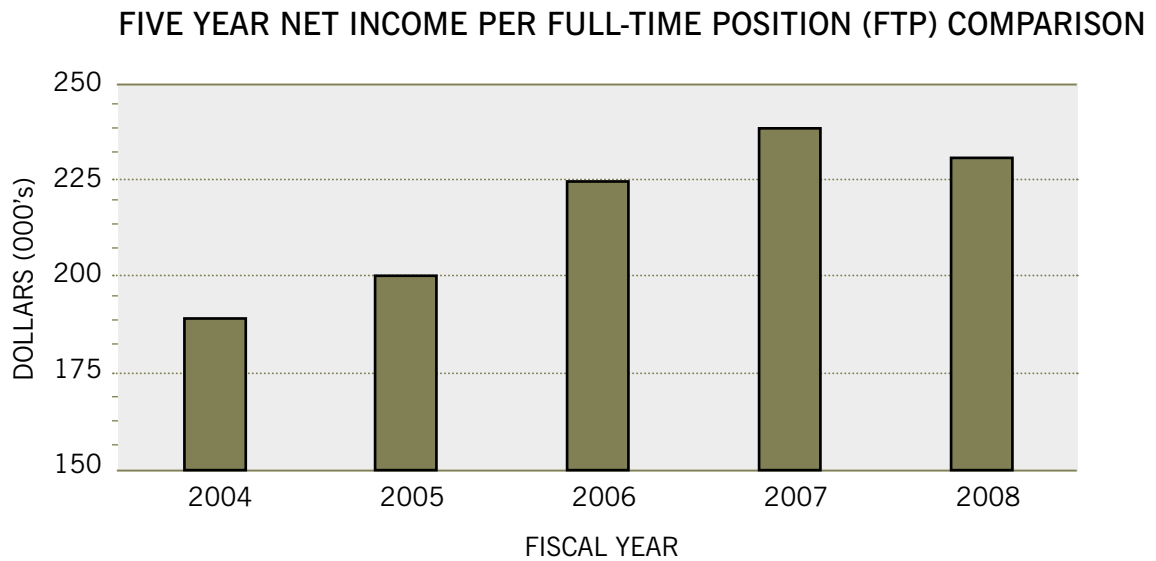


The ratio of employee compensation to sales dollars improved from 8.0% in 2004 to 7.2% in 2008. This commonly used measure of efficiency is 11.7% nationwide for the retail trade industry, and 13.1% for the retail liquor industry, according to the most recent IRS Corporate Financial Ratios available.

FIVE YEAR COMPARISONS



Net income increased 59.4% from \$28.3 million in 2004 to \$45.1 million in 2008.



The most recent figures available indicate that average net income per employee is \$51,000 in the Alcohol Beverage Industry. The Liquor Dispensary average net income per employee was \$234,000 in FY'08.

INCOME STATEMENT

	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2007
SALES		
Retail Liquor Sales	\$98,111,598.23	\$90,179,224.43
Discount Liquor Sales	31,544,053.73	30,359,257.28
Military Liquor Sales	111,097.45	102,299.26
Non Liquor Sales	1,048,256.36	982,366.88
Total Sales	130,815,005.77	121,623,147.85
COST OF SALES	69,164,861.07	64,687,516.87
GROSS PROFIT	61,650,144.70	56,935,630.98
OPERATING EXPENSES	17,401,766.98	15,370,892.22
NET OPERATING INCOME	44,248,377.72	41,564,738.76
OTHER INCOME AND LOSSES	841,830.83	793,234.79
NET INCOME	\$45,090,208.55	\$42,357,973.55

BALANCE SHEET

	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2007
ASSETS		
Cash	\$11,223,500.82	\$12,863,212.39
Warehouse Remodel Fund Cash	5,394,481.69	3,227,698.36
Accounts Receivable	64,558.82	45,352.47
Inventory	11,068,791.91	9,447,559.62
Prepaid Expenses	234,640.70	216,431.18
Land	297,943.39	297,943.39
Building	4,361,602.75	2,589,678.74
Construction in Progress	78,994.30	772,301.64
Other Fixed Assets	2,696,861.65	2,457,667.49
Accumulated Depreciation	(2,183,914.99)	(1,982,278.25)
TOTAL ASSETS	\$33,237,461.04	\$29,935,567.03
LIABILITIES AND FUND EQUITY		
Liquor Accounts Payable	\$4,935,100.20	\$6,269,871.22
Payroll Payable	334,657.96	295,786.32
Other Accounts Payable	219,294.55	182,766.71
Distributions Payable	5,715,747.00	6,080,497.00
Total Liabilities	11,204,799.71	12,828,921.25
Fund Equity Restricted For Warehouse Remodeling	5,473,475.99	4,000,000.00
Unrestricted Fund Equity	16,559,185.34	13,106,645.78
TOTAL LIABILITIES AND FUND EQUITY	\$33,237,461.04	\$29,935,567.03

STATEMENT OF CHANGES IN FUND EQUITY

	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2007
Unrestricted Fund Equity At Beginning Of Year	\$13,106,645.78	\$11,901,244.23
ADDITIONS		
Net Income	45,090,208.55	42,357,973.55
Total Additions	45,090,208.55	42,357,973.55
TRANSFERS		
Transfer to Warehouse Remodel Fund	(3,245,400.00)	(2,000,000.00)
Transfer From Warehouse Remodel Fund To Fixed Assets	1,771,924.01	
Total Transfers	(1,473,475.99)	(2,000,000.00)
DISTRIBUTIONS		
Cities	(14,637,600.00)	(14,334,900.00)
Counties	(9,758,400.00)	(9,556,600.00)
General Fund	(7,914,000.00)	(9,577,666.00)
Welfare Fund	(650,000.00)	(650,000.00)
Alcohol Treatment Fund	—	(1,200,000.00)
Substance Abuse Treatment Fund	(2,080,000.00)	—
Public Schools	(1,200,000.00)	(1,200,000.00)
Community Colleges	(300,000.00)	(300,000.00)
Drug Court, Mental Health Court, and Family Court Services Fund	(3,184,193.00)	(2,333,406.00)
Drug and Mental Health Court Supervision Fund	(440,000.00)	—
Total Distributions	(40,164,193.00)	(39,152,572.00)
Unrestricted Fund Equity At End Of Year	\$16,559,185.34	\$13,106,645.78

OPERATING EXPENSES

	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2007
Salaries And Wages	\$6,722,196.84	\$6,009,799.90
Employee Benefits	2,660,187.09	2,297,037.54
Special Distributor Commissions	2,358,813.00	2,151,352.00
Rent	2,454,658.21	2,071,510.69
Bank Card Fees	718,056.20	696,172.96
Store Furnishings, Fixtures, And Supplies	528,497.57	443,138.69
Utilities	388,520.15	315,942.66
Leasehold Repairs And Maintenance	258,175.70	241,785.18
Other Services	225,762.58	295,473.30
Communications	196,275.32	169,754.89
Computer Software, Development, And Maintenance	145,429.18	84,804.87
Travel	129,045.07	92,591.03
State Government Overhead	123,427.19	85,122.33
Employee Development Services	62,386.36	37,944.53
Repairs And Maintenance	38,809.80	46,561.93
Insurance	37,985.46	20,073.21
Professional Services	15,000.00	51,686.00
Miscellaneous Expense	10,591.90	13,087.99
Depreciation	327,949.36	247,052.52
TOTAL OPERATING EXPENSES	\$17,401,766.98	\$15,370,892.22

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2007
ADA COUNTY			\$2,822,455.00	\$2,767,437.00
Boise	\$26,510,983.16	\$25,084,441.68	2,746,127.00	2,720,294.00
Eagle	3,257,025.18	3,040,245.24	330,560.00	327,633.00
Garden City	1,851,759.89	1,861,745.50	204,318.00	204,535.00
Kuna	974,943.98	961,806.80	103,019.00	91,923.00
Meridian	4,512,897.22	4,169,835.95	446,173.00	411,824.00
Star	490,939.51	426,574.22	45,913.00	43,493.00
TOTAL	37,598,548.94	35,544,649.39	6,698,565.00	6,567,139.00
ADAMS COUNTY			35,501.00	34,653.00
Council	215,221.65	198,435.51	21,511.00	20,267.00
New Meadows	247,756.65	248,198.23	27,170.00	27,238.00
TOTAL	462,978.30	446,633.74	84,182.00	82,158.00
BANNOCK COUNTY			467,103.00	448,965.00
Arimo	-	-	8,085.00	8,363.00
Chubbuck	1,078,355.71	968,010.03	108,050.00	124,038.00
Downey	44,986.45	45,454.72	14,544.00	15,103.00
Inkom	-	-	17,577.00	17,987.00
Lava Hot Springs	227,601.38	219,618.74	24,085.00	22,568.00
McCammon	-	-	20,349.00	20,612.00
Pocatello	5,035,418.79	4,596,066.17	504,489.00	464,848.00
TOTAL	6,386,362.33	5,829,149.66	1,164,282.00	1,122,484.00
BEAR LAKE COUNTY			29,489.00	29,294.00
Bloomington	-	-	6,174.00	6,191.00
Fish Haven	115,441.75	113,324.19	-	-
Georgetown	-	-	12,974.00	12,959.00
Montpelier	283,840.47	262,818.73	29,196.00	28,692.00
Paris	-	-	13,584.00	13,591.00
St. Charles	-	-	3,625.00	3,644.00
TOTAL	399,282.22	376,142.92	95,042.00	94,371.00
BENEWAH COUNTY			92,990.00	90,386.00
Fernwood	82,604.50	83,044.43	-	-
Plummer	313,640.77	438,833.50	47,896.00	47,319.00
St. Maries	699,845.50	641,904.03	70,483.00	67,456.00
Tensed	-	-	3,311.00	3,235.00
TOTAL	1,096,090.77	1,163,781.96	214,680.00	208,396.00
BINGHAM COUNTY			98,891.00	98,891.00
Aberdeen	-	-	47,300.00	47,699.00
Atomic City	-	-	653.00	676.00
Basalt	-	-	11,142.00	11,128.00
Blackfoot	1,202,056.44	1,052,603.00	115,551.00	114,138.00
Firth	-	-	10,861.00	10,872.00
Shelley	188,743.72	163,125.70	30,596.00	30,596.00
TOTAL	1,390,800.16	1,215,728.70	314,994.00	314,000.00

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2007
BLAINE COUNTY			\$386,433.00	\$400,976.00
Bellevue	726,373.07	691,082.73	75,608.00	75,593.00
Carey	39,661.19	44,312.79	4,632.00	5,805.00
Hailey	1,377,949.76	1,317,987.26	145,738.00	149,829.00
Ketchum	2,646,314.41	2,667,797.44	296,232.00	311,169.00
Sun Valley	87,778.68	77,458.40	8,403.00	8,259.00
TOTAL	4,878,077.11	4,798,638.62	917,046.00	951,631.00
BOISE COUNTY			50,491.00	45,951.00
Crouch	286,864.82	274,129.87	29,828.00	28,095.00
Horseshoe Bend	180,481.35	173,865.24	18,866.00	17,168.00
Idaho City	156,465.40	163,125.40	17,567.00	15,080.00
Lowman	27,752.17	27,425.28	-	-
Placerville	-	-	1,568.00	1,590.00
TOTAL	651,563.74	638,545.79	118,320.00	107,884.00
BONNER COUNTY			489,041.00	480,669.00
Clark Fork	297,672.14	248,031.70	27,187.00	26,251.00
Coolin	144,388.36	134,833.96	-	-
Dover	-	-	12,414.00	12,231.00
East Hope	-	-	5,692.00	5,661.00
Hope	-	-	2,260.00	2,233.00
Kootenai	-	-	11,786.00	12,468.00
Oldtown	1,079,268.75	988,628.03	106,958.00	101,415.00
Ponderay	976,805.39	946,762.46	103,616.00	105,689.00
Priest River	862,046.39	846,466.91	92,627.00	91,254.00
Sandpoint	2,674,958.79	2,599,863.50	284,234.00	276,450.00
Schweitzer	22,508.72	18,664.41	-	-
Tamrak	372,412.54	361,956.34	-	-
TOTAL	6,430,061.08	6,145,207.31	1,135,815.00	1,114,321.00
BONNEVILLE COUNTY			505,873.00	491,369.00
Ammon	-	-	305,992.00	278,265.00
Idaho Falls	6,705,215.73	6,060,704.77	665,556.00	647,954.00
Iona	-	-	33,177.00	32,657.00
Irwin	153,992.59	146,879.97	4,075.00	4,047.00
Ririe	124,920.86	122,969.65	13,374.00	11,439.00
Swan Valley	-	-	6,097.00	5,969.00
Ucon	-	-	27,592.00	26,335.00
TOTAL	6,984,129.18	6,330,554.39	1,561,736.00	1,498,035.00
BOUNDARY COUNTY			65,387.00	64,425.00
Bonners Ferry	870,553.09	814,253.55	89,669.00	88,334.00
Moyie Springs	-	-	18,901.00	18,734.00
TOTAL	870,553.09	814,253.55	173,957.00	171,493.00
BUTTE COUNTY			18,391.00	18,391.00
Arco	199,406.76	189,062.44	21,253.00	22,867.00
Butte City	-	-	1,915.00	1,937.00
Howe	-	-	-	-
Moore	-	-	4,928.00	4,970.00
TOTAL	199,406.76	189,062.44	46,487.00	48,165.00

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2007
CAMAS COUNTY			\$11,195.00	\$11,195.00
Fairfield	\$98,886.69	\$89,078.20	10,031.00	11,831.00
TOTAL	98,886.69	89,078.20	21,226.00	23,026.00
CANYON COUNTY			573,657.00	550,752.00
Caldwell	2,386,519.88	2,217,553.28	238,261.00	220,994.00
Greenleaf	-	-	23,322.00	23,174.00
Melba	-	-	13,658.00	13,377.00
Middleton	569,722.32	594,250.46	64,848.00	63,497.00
Nampa	4,906,937.26	4,238,041.20	461,911.00	449,313.00
Notus	-	-	14,219.00	13,986.00
Parma	193,142.30	180,106.03	20,025.00	20,369.00
Wilder	-	-	37,978.00	37,885.00
TOTAL	8,056,321.76	7,229,950.97	1,447,879.00	1,393,347.00
CARIBOU COUNTY			33,610.00	33,099.00
Bancroft	-	-	9,268.00	9,497.00
Grace	69,634.63	59,938.33	8,109.00	8,109.00
Soda Springs	388,068.74	355,652.27	39,783.00	38,191.00
TOTAL	457,703.37	415,590.60	90,770.00	88,896.00
CASSIA COUNTY			69,845.00	69,586.00
Albion	59,435.27	45,630.29	5,176.00	4,194.00
Declo	-	-	8,660.00	8,674.00
Malta	-	-	4,552.00	4,546.00
Oakley	-	-	18,503.00	17,305.00
Burley	1,001,709.28	826,527.88	92,091.00	92,704.00
TOTAL	1,061,144.55	872,158.17	198,827.00	197,009.00
CLARK COUNTY			11,475.00	11,475.00
Dubois	29,109.76	27,865.62	3,945.00	3,945.00
Spencer	-	-	894.00	917.00
TOTAL	29,109.76	27,865.62	16,314.00	16,337.00
CLEARWATER COUNTY			60,338.00	57,807.00
Elk River	49,692.43	46,638.32	4,729.00	3,995.00
Orofino	642,195.18	583,682.88	64,157.00	61,298.00
Pierce	60,027.37	56,422.73	8,208.00	8,208.00
Weippe	82,068.33	68,322.34	7,349.00	7,773.00
TOTAL	833,983.31	755,066.27	144,781.00	139,081.00
CUSTER COUNTY			48,050.00	48,983.00
Challis	287,155.45	234,026.40	25,644.00	25,699.00
Clayton	47,333.62	38,555.04	4,350.00	4,959.00
Mackay	113,624.47	110,044.18	11,843.00	11,686.00
Stanley	228,788.94	217,780.28	24,072.00	24,845.00
TOTAL	676,902.48	600,405.90	113,959.00	116,172.00

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2007
ELMORE COUNTY			\$126,026.00	\$121,934.00
Glenns Ferry	\$161,123.56	\$161,185.34	18,122.00	17,707.00
Mountain Home AFB	84,688.75	75,878.62	-	-
Mountain Home	1,397,993.26	1,237,520.19	135,772.00	132,117.00
Pine	91,593.74	86,587.60	-	-
Prairie	11,519.76	12,480.84	-	-
TOTAL	1,746,919.07	1,573,652.59	279,920.00	271,758.00
FRANKLIN COUNTY			30,760.00	30,760.00
Clifton	-	-	6,087.00	6,151.00
Dayton	-	-	11,903.00	12,033.00
Franklin	-	-	17,502.00	17,505.00
Oxford	-	-	1,408.00	1,431.00
Preston	357,209.61	336,986.26	37,431.00	36,591.00
Weston	-	-	11,620.00	11,702.00
TOTAL	357,209.61	336,986.26	116,711.00	116,173.00
FREMONT COUNTY			60,854.00	61,826.00
Ashton	126,991.80	124,682.58	13,945.00	14,111.00
Drummond	-	-	391.00	391.00
Island Park	322,505.59	323,158.06	35,689.00	35,397.00
Newdale	-	-	9,276.00	9,384.00
Parker	-	-	8,326.00	8,364.00
St. Anthony	334,520.08	304,332.43	33,762.00	35,218.00
Teton	-	-	14,766.00	14,940.00
Warm River	-	-	261.00	261.00
TOTAL	784,017.47	752,173.07	177,270.00	179,892.00
GEM COUNTY			55,156.00	56,248.00
Emmett	778,310.68	690,412.24	75,631.00	77,129.00
TOTAL	778,310.68	690,412.24	130,787.00	133,377.00
GOODING COUNTY			63,832.00	65,652.00
Bliss	100,174.99	106,653.80	11,701.00	12,559.00
Gooding	362,814.03	297,983.36	32,582.00	33,636.00
Hagerman	188,317.78	158,347.45	17,429.00	17,087.00
Wendell	229,962.07	230,415.24	25,593.00	26,525.00
TOTAL	881,268.87	793,399.85	151,137.00	155,459.00
IDAHO COUNTY			90,920.00	89,982.00
Cottonwood	137,779.53	141,499.88	15,606.00	15,710.00
Elk City	61,656.26	57,153.00	-	-
Ferdinand	-	-	3,841.00	3,812.00
Grangeville	444,912.77	413,475.84	45,515.00	46,967.00
Kooskia	175,359.19	159,779.30	17,662.00	16,239.00
Riggins	305,203.32	288,569.28	31,746.00	30,552.00
Stites	-	-	5,991.00	5,960.00
Whitebird	79,607.19	69,322.67	7,811.00	7,078.00
TOTAL	1,204,518.26	1,129,799.97	219,092.00	216,300.00

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2007
JEFFERSON COUNTY			\$46,062.00	\$46,062.00
Hamer	-	-	1,113.00	1,113.00
Lewisville	-	-	13,172.00	12,916.00
Menan	-	-	18,763.00	18,908.00
Mud Lake	39,882.48	45,555.92	5,063.00	4,585.00
Rigby	555,686.18	485,693.28	53,628.00	52,447.00
Roberts	-	-	17,143.00	17,362.00
Ririe (see Bonneville County)*	-	-	-	-
TOTAL	595,568.66	531,249.20	154,944.00	153,393.00
JEROME COUNTY			78,299.00	75,923.00
Eden	-	-	10,900.00	10,839.00
Hazelton	141,326.16	141,797.32	15,473.00	13,438.00
Jerome	895,049.36	836,019.59	92,014.00	90,767.00
TOTAL	1,036,375.52	977,816.91	196,686.00	190,967.00
KOOTENAI COUNTY			1,435,359.00	1,394,723.00
Athol	-	-	18,038.00	18,377.00
Bayview	204,078.09	211,689.14	-	-
Coeur d'Alene	8,529,298.35	7,522,042.87	817,913.00	779,704.00
Dalton Gardens	-	-	61,997.00	62,354.00
Fernan Lake	-	-	4,834.00	4,925.00
Garwood	269,801.57	218,856.38	-	-
Harrison	112,244.10	109,718.59	12,171.00	12,387.00
Hauser	-	-	18,353.00	18,330.00
Hayden	2,553,942.54	2,710,260.06	298,340.00	308,842.00
Hayden Lake	-	-	14,322.00	13,993.00
Huetter	-	-	2,555.00	2,600.00
Post Falls	5,938,081.46	5,611,326.49	604,483.00	580,633.00
Rathdrum	958,434.54	894,396.09	97,528.00	96,955.00
Spirit Lake	660,685.25	629,350.80	68,910.00	69,891.00
State Line	-	-	755.00	754.00
Worley	472,087.78	257,012.53	27,704.00	26,362.00
TOTAL	19,698,653.68	18,164,652.95	3,483,262.00	3,390,830.00
LATAH COUNTY			308,600.00	305,823.00
Bovill	-	-	7,357.00	7,468.00
Deary	121,240.81	126,975.43	13,814.00	13,518.00
Genesee	70,377.85	66,446.03	7,399.00	7,597.00
Juliaetta	-	-	14,585.00	14,712.00
Kendrick	115,491.33	102,530.64	11,573.00	11,859.00
Moscow	3,447,213.39	3,004,301.02	327,880.00	324,611.00
Onaway	-	-	5,543.00	5,632.00
Potlatch	180,573.64	182,797.74	20,152.00	19,675.00
Troy	376,777.89	388,607.90	42,802.00	42,517.00
TOTAL	4,311,674.91	3,871,658.76	759,705.00	753,412.00

*CITY LIMITS EXTEND INTO BOTH COUNTIES

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2007
LEMHI COUNTY			\$77,298.00	\$77,742.00
Leadore	\$15,236.80	\$18,441.12	2,032.00	1,961.00
North Fork	49,903.08	48,047.27	-	-
Salmon	919,873.52	898,795.28	98,723.00	99,267.00
TOTAL	985,013.40	965,283.67	178,053.00	178,970.00
LEWIS COUNTY			42,127.00	39,473.00
Craigmont	58,740.33	55,002.10	6,116.00	6,850.00
Kamiah	367,471.65	362,822.65	39,558.00	36,130.00
Nez Perce	78,820.21	74,171.12	7,972.00	7,353.00
Reubens	-	-	1,902.00	1,923.00
Winchester	32,765.17	36,835.24	4,144.00	3,791.00
TOTAL	537,797.36	528,831.11	101,819.00	95,520.00
LINCOLN COUNTY			18,877.00	18,877.00
Dietrich	-	-	4,240.00	4,259.00
Richfield	-	-	11,209.00	11,364.00
Shoshone	228,822.27	230,178.26	25,684.00	25,393.00
TOTAL	228,822.27	230,178.26	60,010.00	59,893.00
MADISON COUNTY			55,299.00	55,299.00
Rexburg	247,734.23	223,028.30	74,914.00	74,914.00
Sugar City	-	-	37,562.00	38,020.00
TOTAL	247,734.23	223,028.30	167,775.00	168,233.00
MINIDOKA COUNTY			57,782.00	57,782.00
Acequia	-	-	3,533.00	3,529.00
Heyburn	-	-	72,355.00	71,956.00
Minidoka	-	-	3,164.00	3,161.00
Paul	119,857.78	124,681.57	13,954.00	14,431.00
Rupert	486,228.63	426,263.54	46,139.00	46,212.00
Burley (see Cassia County)*	-	-	-	-
TOTAL	606,086.41	550,945.11	196,927.00	197,071.00
NEZ PERCE COUNTY			365,147.00	359,432.00
Culdesac	56,411.62	7,918.76	9,782.00	9,770.00
Lapwai	-	-	29,159.00	29,100.00
Lewiston	4,884,602.67	4,571,799.26	500,848.00	493,757.00
Peck	-	-	4,803.00	4,797.00
TOTAL	4,941,014.29	4,579,718.02	909,739.00	896,856.00
ONEIDA COUNTY			17,698.00	17,698.00
Malad	203,492.13	188,401.00	21,071.00	22,189.00
TOTAL	203,492.13	188,401.00	38,769.00	39,887.00
OWYHEE COUNTY			46,805.00	43,723.00
Bruneau	59,985.73	54,778.63	-	-
Grand View	64,952.63	55,325.05	6,085.00	5,218.00
Homedale	245,446.98	217,344.15	23,502.00	22,574.00
Marsing	280,512.30	263,426.97	28,549.00	27,994.00
TOTAL	650,897.64	590,874.80	104,941.00	99,509.00

*CITY LIMITS EXTEND INTO BOTH COUNTIES

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2007	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2007
PAYETTE COUNTY			\$77,460.00	\$76,956.00
Fruitland	-	-	116,522.00	114,005.00
New Plymouth	297,444.00	270,201.73	28,776.00	28,094.00
Payette	779,635.44	700,032.20	77,435.00	77,410.00
TOTAL	1,077,079.44	970,233.93	300,193.00	296,465.00
POWER COUNTY			26,230.00	27,649.00
American Falls	348,304.58	335,268.33	37,162.00	39,113.00
Rockland	-	-	8,564.00	8,554.00
TOTAL	348,304.58	335,268.33	71,956.00	75,316.00
SHOSHONE COUNTY			110,713.00	110,548.00
Kellogg	654,758.85	623,006.26	68,437.00	68,929.00
Mullan	-	-	20,653.00	20,556.00
Osburn	-	-	38,117.00	38,047.00
Pinehurst	385,593.80	348,796.09	38,327.00	37,648.00
Smelterville	-	-	16,146.00	16,127.00
Wallace	458,996.71	407,339.35	45,018.00	44,961.00
Wardner	-	-	5,297.00	5,291.00
TOTAL	1,499,349.36	1,379,141.70	342,708.00	342,107.00
TETON COUNTY			74,745.00	66,744.00
Driggs	711,025.57	607,273.34	69,011.00	61,995.00
Tetonia	-	-	6,363.00	6,379.00
Victor	389,945.34	332,498.74	35,781.00	31,756.00
TOTAL	1,100,970.91	939,772.08	185,900.00	166,874.00
TWIN FALLS COUNTY			369,960.00	362,929.00
Buhl	470,352.43	429,748.44	46,857.00	42,220.00
Castleford	50,088.72	47,662.54	5,260.00	4,792.00
Filer	164,250.82	161,902.30	17,864.00	18,269.00
Hansen	-	-	25,098.00	25,092.00
Hollister	34,289.37	25,855.85	2,783.00	2,416.00
Kimberly	241,342.42	216,524.24	23,705.00	23,380.00
Murtaugh	-	-	3,653.00	3,601.00
Twin Falls	4,284,783.83	3,759,051.02	411,959.00	407,655.00
TOTAL	5,245,107.59	4,640,744.39	907,139.00	890,354.00
VALLEY COUNTY			204,628.00	190,886.00
Cascade	397,055.77	401,321.53	43,271.00	40,163.00
Donnelly	404,430.92	463,650.55	48,782.00	37,791.00
McCall	1,720,436.23	1,722,781.45	187,475.00	182,366.00
Yellow Pine	12,717.63	15,543.37	-	-
TOTAL	2,534,640.55	2,603,296.90	484,156.00	451,206.00
WASHINGTON COUNTY			47,548.00	47,625.00
Cambridge	108,674.61	101,758.97	11,152.00	11,057.00
Midvale	-	-	4,791.00	4,809.00
Weiser	543,598.67	491,405.28	54,048.00	54,242.00
TOTAL	652,273.28	593,164.25	117,539.00	117,733.00
FISCAL YEAR TOTALS	\$130,815,005.77	\$121,623,147.85	\$24,396,000.00	\$23,891,500.00



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

IDAHO STATE
LIQUOR
DISPENSARY

2008 ANNUAL REPORT