

**IDAHO STATE  
LIQUOR  
DIVISION**

*Serving Idaho Since 1935*

**2011  
ANNUAL  
REPORT**



ISLD Store 117  
Eagle, Idaho

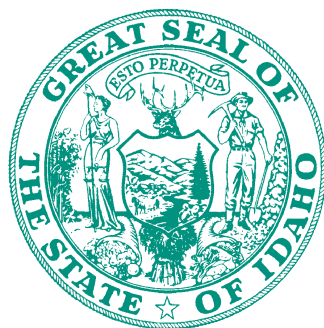
One of Idaho's 66  
State-operated Liquor  
Stores



ISLD Store 125  
Boise, Idaho

IDAHO STATE  
**LIQUOR**  
DIVISION

1349 E. Beechcraft Court  
P.O. Box 179001  
Boise, Idaho 83717-9001  
(208) 947-9400  
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The background of the page is a photograph of a liquor store's shelves, filled with various bottles of distilled spirits. The image is faded and serves as a backdrop for the text. The bottles are arranged in neat rows on white shelves, with some price tags visible. The lighting is soft, highlighting the glass and labels of the bottles.

## *Our Mission*

The mission of the Idaho State Liquor Division is to provide control over the importation, distribution, sale, and consumption of distilled spirits; curtail intemperate use of beverage alcohol; and responsibly optimize the net revenues to the citizens of Idaho.

## *Our Vision*

The vision of the Idaho State Liquor Division is to be the most respected and highest performing purveyor of distilled spirits in the U.S.A.

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## DIRECTOR'S MESSAGE



The Idaho State Liquor Division (ISLD) saw the retirement of Deputy Director for Procurement and Distribution, Bill Applegate, in May 2011 after 35 years of service to the people of Idaho. We were fortunate to find a terrific replacement in Howard Wasserstein. Howard comes to us with experience in the spirits business. He spent more than two decades with Seagram Wine & Spirits managing the New York City metro, Chicago, and mid-west markets, among others. Howard was most recently an on-premise licensee in Idaho for his Melting Pot restaurant. Additionally, Tony Faraca, Deputy Director for Finance and Human Resources and CFO, was appointed Chief Deputy.

The ISLD ended FY2011 with record sales and distributions to the good causes we support throughout Idaho. Fiscal Year 2011 sales revenue was up nearly 5%, case shipments were up 3%, and profits were up over 8%. Consumers are returning to popular and premium brands as well as considering new product innovations. The ISLD returned a record \$50,200,000 in distributions to cities, counties, and the general fund. We also re-examined our cash-on-hand needs and determined the ISLD could deliver a one-time \$8,000,000 transfer to the people of Idaho.

The Office of Performance Evaluations (OPE) presented a comprehensive report on our operations in January 2011 that identified a number of recommendations for division improvement, many of which had been unearthed during our in-house strategic planning. Deregulation/privatization was analyzed in detail, the legislature determined the ISLD was well-managed as a control state enterprise, and the issue was tabled at this time. However, in November 2011 voters in Washington state approved a sweeping deregulation initiative that may bring the concept of deregulating the importation, distribution, and sale of distilled spirits in Idaho forward once again.

During the 2011 legislative session, we requested and received approval for additional dedicated fund spending authority to enhance hours of operation in our state stores. In a nod to better customer service, many stores will be open later on selected days, and Sunday hours have been augmented or added as a new sales day in many counties where Sunday sales are permitted.

New initiatives have been implemented or are ready to be deployed:

- Idaho's product listing process has been streamlined with the addition of a monthly Quick List that allows us to be nimble in meeting the market with new product innovation and seasonal offerings.
- Transactions are now being tracked by gender and basket size for every store down to the day of the week and the time of day.
- A new supplier representative portion of our website has been launched allowing reps to monitor progress of new listing sales of new brands.
- A new on-line bar ordering process has been developed to improve service to our licensee customers.
- The ISLD concluded a merchandising experiment at one of our stores in cooperation with major supplier Diageo. It was deemed a success and is being introduced into fourteen more stores this fiscal year in an effort to make our stores more shopper friendly.
- New Point-of-Sale and security systems are being deployed in all state stores this fiscal year. The effort will enhance efficiency and security in our 66 state-run stores.
- The ISLD partnered with Pernod Ricard on a statewide television campaign promoting social responsibility and the prevention of underage drinking. Our supplier partners are very generous in assisting the ISLD in promoting the responsible use of distilled spirits as well as preventing underage consumption.
- We remain deeply engaged with the Strategic Statewide Prevention Planning Committee, local law enforcement, and the Idaho State Police Alcohol Beverage Control.

On behalf of the dedicated ISLD associates who responsibly administer our dual mandate of making distilled spirits available to the citizens of Idaho with world-class customer service while diligently working to curtail intemperate use, I respectfully submit the Idaho State Liquor Division Annual Report for Fiscal Year 2011.

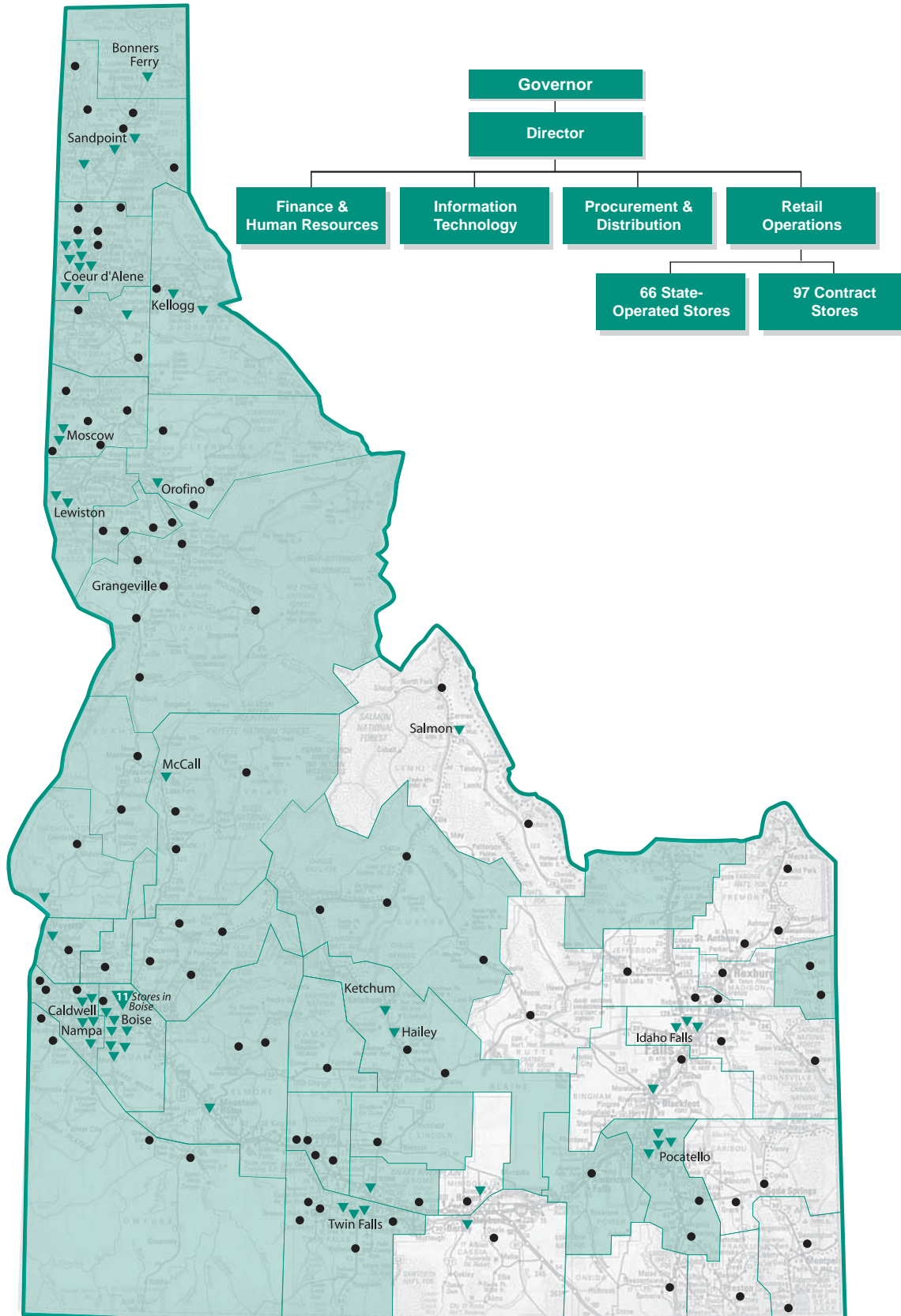
A handwritten signature in black ink, appearing to read 'J Anderson', with a long horizontal flourish extending to the right.

Jeffrey R. Anderson  
Director

## FINANCIAL RESULTS

Fiscal Year	2007	2008	2009	2010	2011	2012 (Est.)
State Stores	59	61	64	66	66	66
Contract Stores	102	102	99	99	97	97
**Bottle Sales	9,200	9,600	9,900	10,100	10,400	10,700
vs. prior	7.0%	4.3%	3.1%	2.0%	3.0%	2.9%
**Sales Dollars	\$121,600	\$130,800	\$135,100	\$137,600	\$143,900	\$150,600
vs. prior	10.9%	7.6%	3.3%	1.9%	4.6%	4.7%
**Gross Profit	\$56,900	\$61,700	\$64,000	\$65,200	\$68,700	\$72,100
vs. prior	11.4%	8.4%	3.7%	1.9%	5.4%	4.9%
**Net Income	\$42,300	\$45,100	\$46,200	\$46,300	\$50,100	\$52,600
vs. prior	13.7%	6.6%	2.4%	0.2%	8.2%	5.0%
**Distributions to Idaho	\$39,200	\$40,200	\$45,200	\$47,200	\$50,200	\$60,600*
vs. prior	17.4%	2.6%	12.4%	4.4%	6.4%	20.7%
<p>* FY12 Distributions are enhanced by a one-time \$8 Million distribution to the General Fund, reducing ISLD daily cash balance to a manageable and responsible level.</p> <p>Note: Between 2006-2008, \$7.2MM of Net Income was utilized to complete an expansion and automation of the ISLD Distribution Center.</p> <p>** All figures in thousands.</p>						

# ORGANIZATION STRUCTURE AND LIQUOR STORE LOCATIONS



- Liquor Store Locations
- ▼ State - 66
  - Contract - 97
- (SHADED AREAS)  
Counties with Sunday Liquor Sales (31)
- Ada
  - Adams
  - Bannock
  - Benewah
  - Blaine
  - Boise
  - Bonner
  - Boundary
  - Camas
  - Canyon
  - Clark
  - Clearwater
  - Custer
  - Elmore
  - Gem
  - Gooding
  - Idaho
  - Jerome
  - Kootenai
  - Latah
  - Lewis
  - Lincoln
  - Nez Perce
  - Owyhee
  - Payette
  - Power
  - Shoshone
  - Teton
  - Twin Falls
  - Valley
  - Washington



## BACKGROUND AND HISTORY

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

Idaho is one of 20 jurisdictions nationwide 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 beverage alcohol.

The Division operates 163 retail outlets throughout the State. Of those, 66 are state liquor stores staffed and operated by Division employees, and 97 are contract operators.

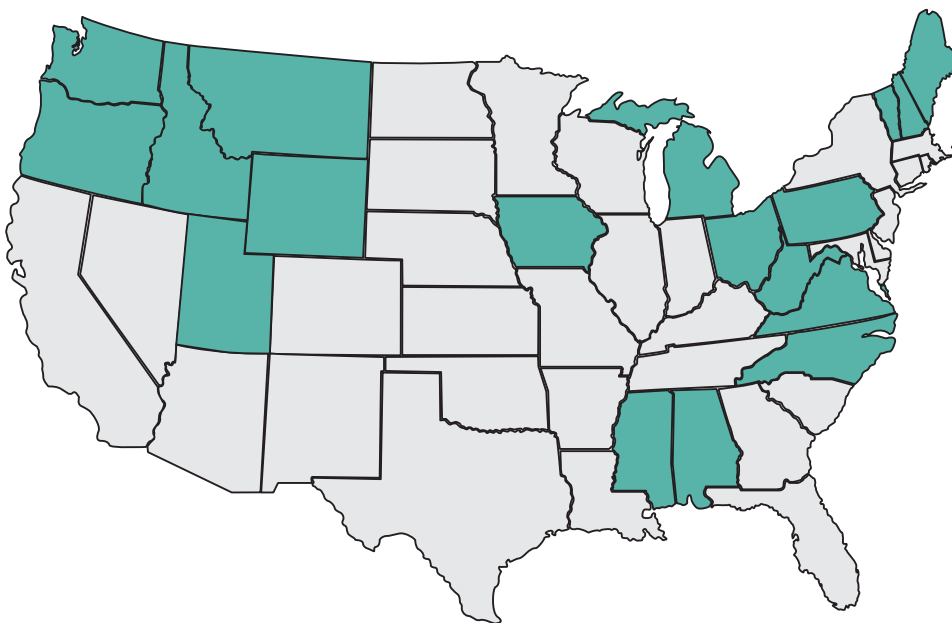
The state liquor store with the highest sales volume reported sales in excess of \$6 million in FY 2011. Statewide, stores sell over ten million bottles annually. Each state and contract store is stocked and maintained to meet the needs of customers including liquor-by-the-drink establishments. Outlets feature a selection of products specific to the tastes and lifestyles of the local communities they serve. All products are priced uniformly throughout the state. The Division paid \$5.4 million to the private sector for agency contract fees and store leases in FY 2011.

The Division's central office and warehouse are located in Boise. A Central Office staff of 17 and four District Managers oversee all administrative aspects of the business including purchasing, accounting, information technology, human resources,

contracts, and store supervision. Eighteen warehouse personnel, co-located with the administrative office, receive, store and distribute more than 930,000 cases annually over a geographic area of 83,000 square miles. The warehouse typically contains about 180,000 cases valued at nearly \$10 million.

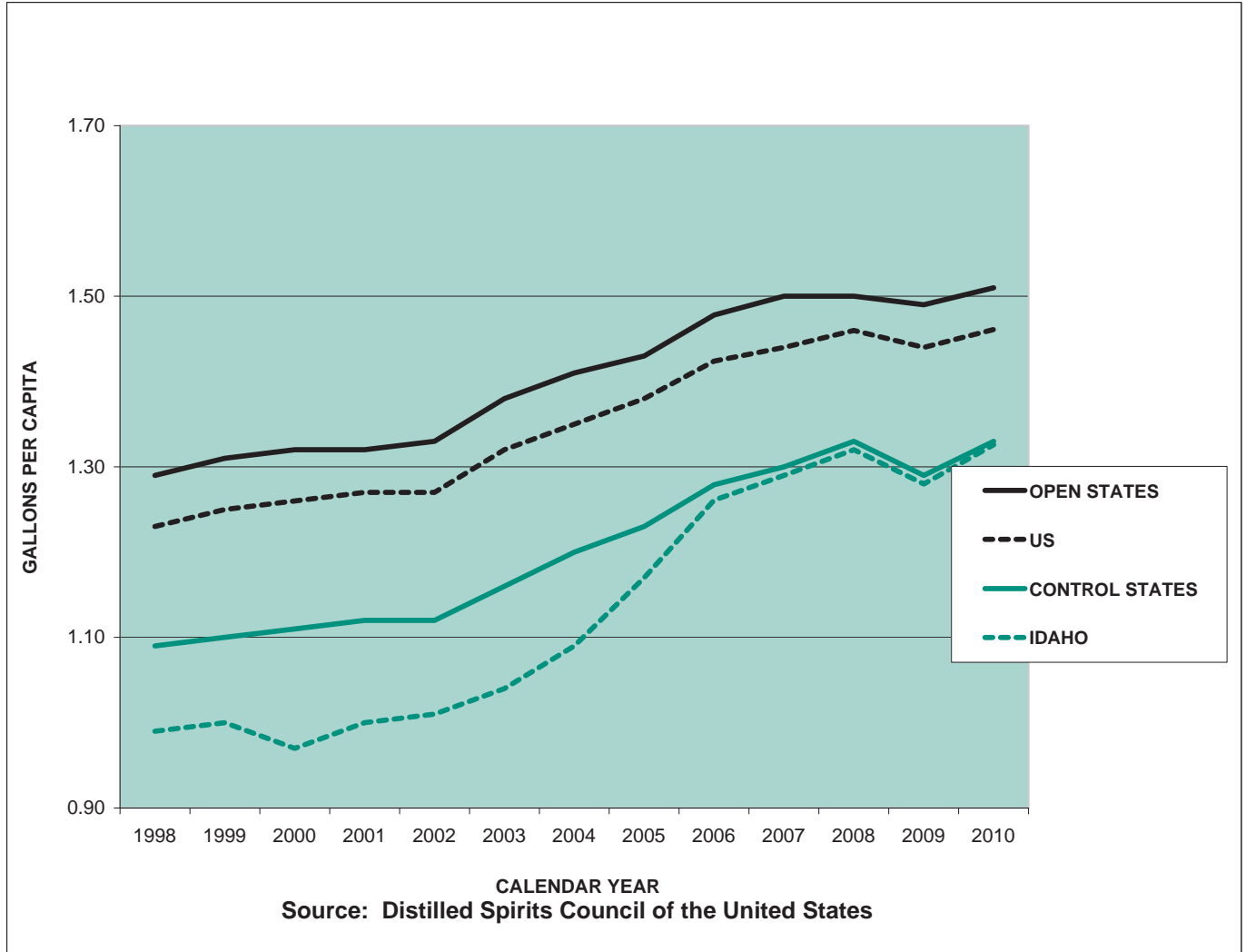
Idaho's system of liquor control provides benefits to all of Idaho's citizens. Moderation and temperance in control states generally reduce social costs associated with alcohol consumption. Additionally, Idaho law provides for the distribution of liquor profits to specific state programs, the General Fund, and 44 counties and 200 cities. Over the last decade \$375 million was distributed to state programs, counties and cities.

### 20 Control Jurisdictions



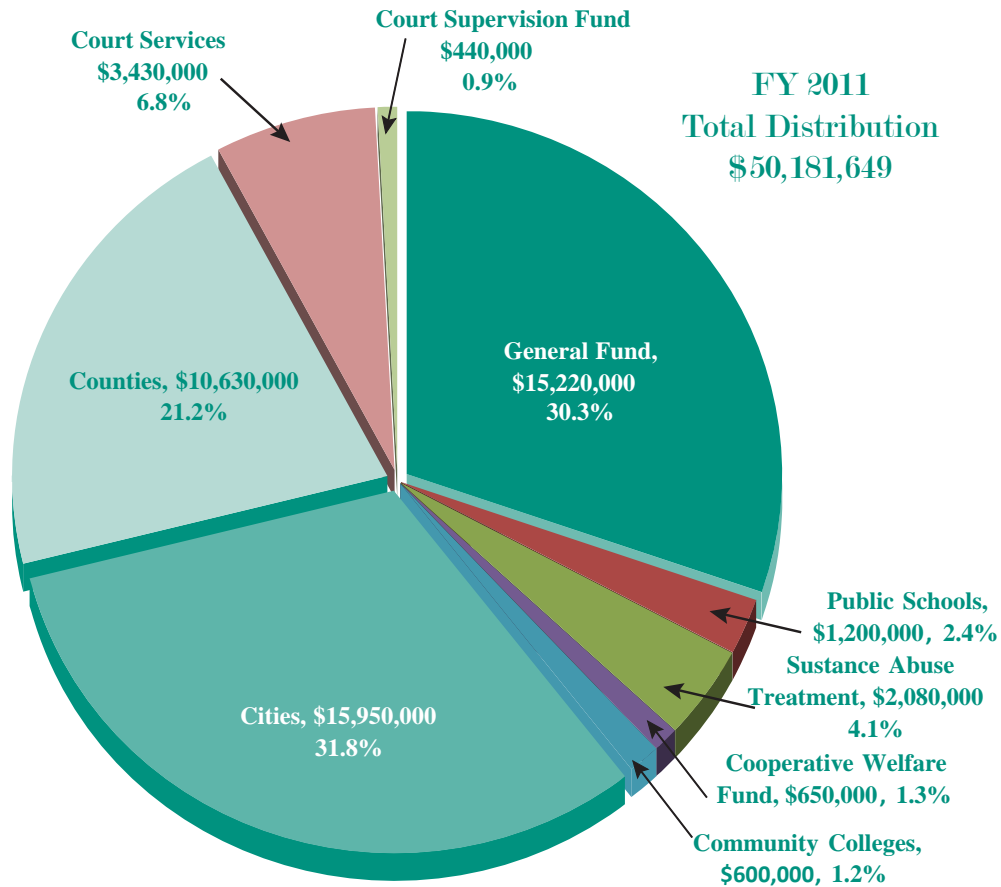
- Alabama
- Idaho
- Iowa
- Maine
- Michigan
- Mississippi
- Montana
- New Hampshire
- North Carolina
- Ohio
- Oregon
- Pennsylvania
- Utah
- Vermont
- Virginia
- Washington
- West Virginia
- Wyoming
- Montgomery County, MD
- Worcester County, MD

# UNITED STATES AND IDAHO APPARENT PER CAPITA CONSUMPTION OF DISTILLED SPIRITS



Apparent per capita consumption is based on total population (i.e., not just adults 21 and over). Statistics are based on point-of-sale data and may not take into account the impact of cross-border distilled spirits sales. Consumption in Idaho was 1.326 gallons in calendar year 2010 compared with 1.330 gallons for all control states and 1.510 gallons in open states. Consumption in open states is 13.5% more than in all control states and 13.9% more than in Idaho.

## PROFIT DISTRIBUTION

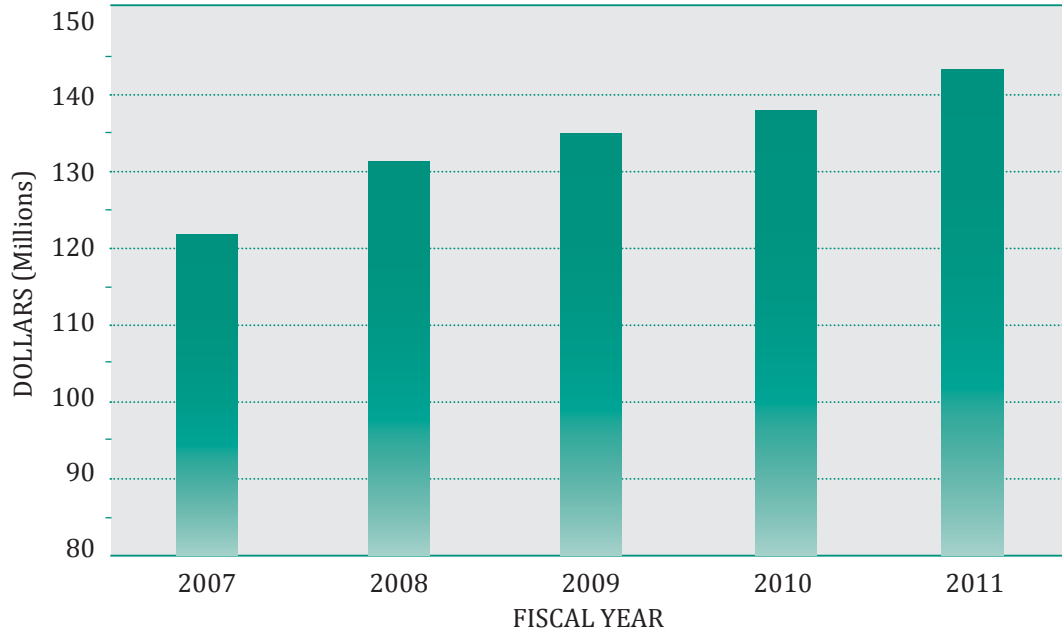


### Statutory Profit Distribution Formula:

- Two percent surcharge on liquor sales to the Drug Court, Mental Health Court and Family Court Services Fund.
- 44% of profits (increasing by 2% annually to 50% in FY 2014) are distributed as follows:
  - Annual fixed distributions totaling \$5,650,000 to Substance Abuse Treatment Fund, Community Colleges, Public Schools, Cooperative Welfare Fund, Court Services and Court Supervision Funds.
  - Remaining balance to the General Fund.
- 56% of profits (decreasing by 2% annually to 50% in FY 2014) are distributed as follows:
  - 40% to counties in proportion to sales in each county.
  - 60% to cities as follows:
    - 90% to those incorporated cities with liquor stores in proportion to sales.
    - 10% to those incorporated cities without liquor stores in proportion to population.

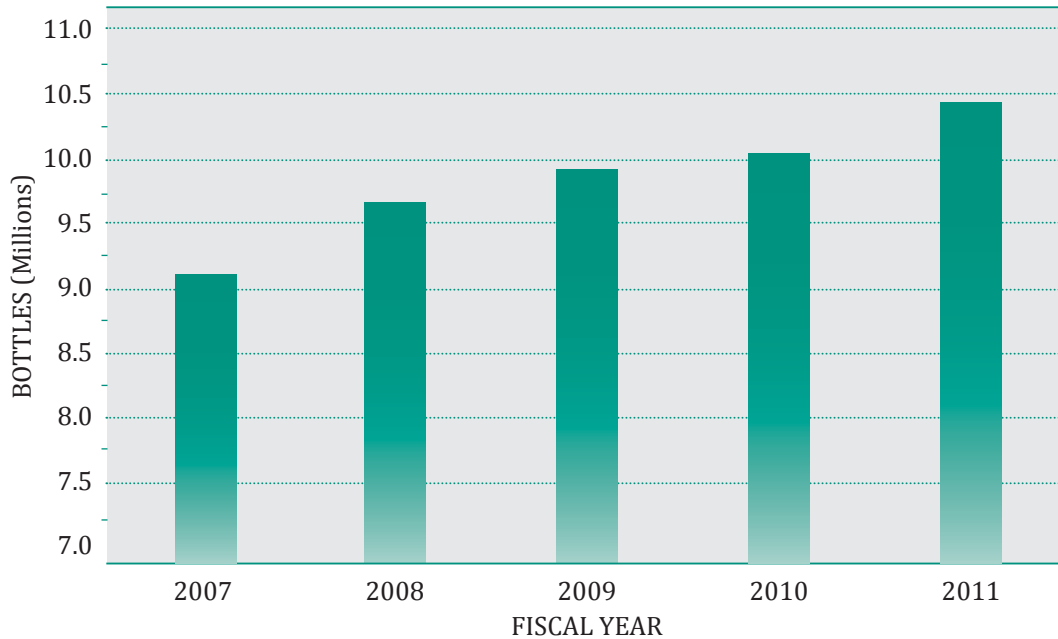
## FIVE YEAR COMPARISONS

### Five Year Dollar Sales Comparison



Dollar sales increased 18.3% from \$121.6MM in 2007 to \$143.9MM in 2011.

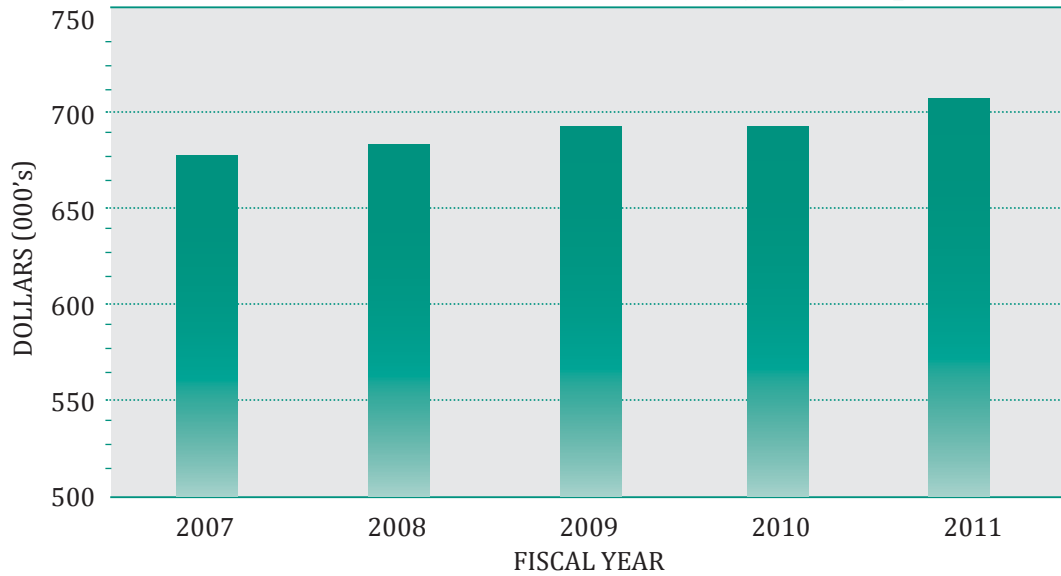
### Five Year Bottle Sales Comparison



Bottle sales increased 13.4% from 9.2MM in 2007 to 10.4MM in 2011.

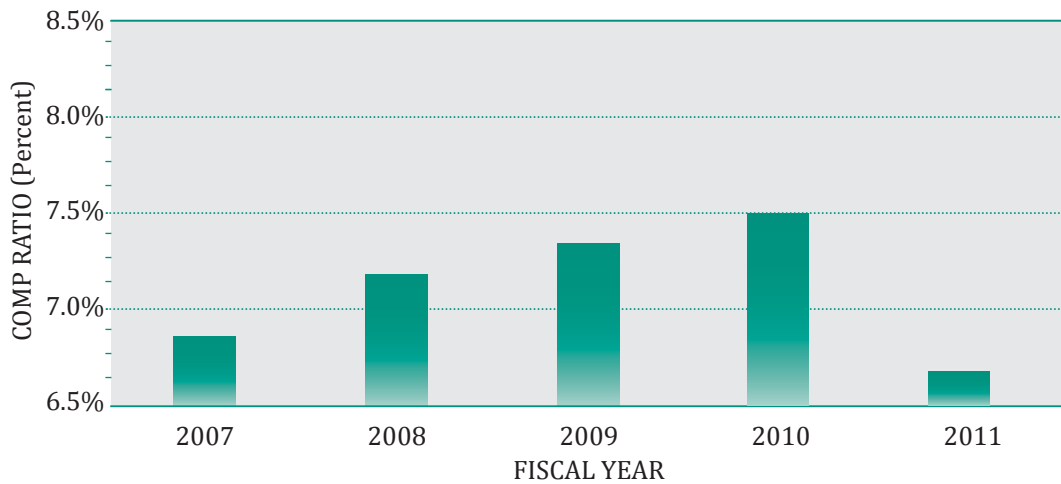
## FIVE YEAR COMPARISONS

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



The Liquor Division's average dollar sales per employee was \$709,000 in FY'11, up from \$676,000 in FY07.

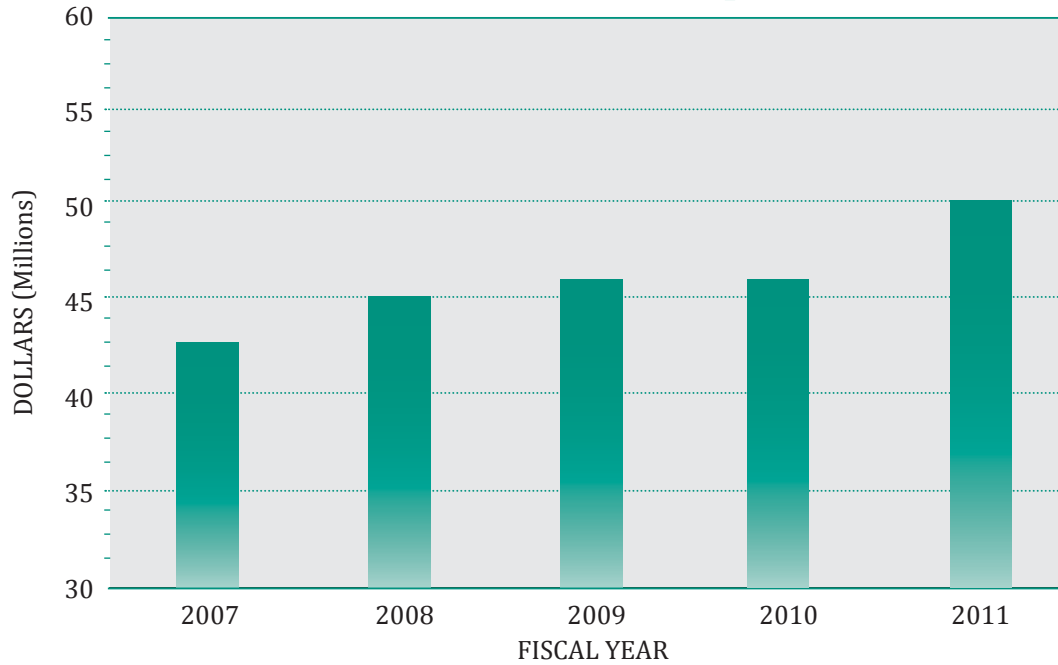
### Five Year Employee Compensation to Sales Ratio Comparison



The ratio of employee compensation to Sales dollars decreased from 6.8% in 2007 to 6.6% in 2011. Between 2007-2011, the Employee Compensation ratio averaged 7.1%.

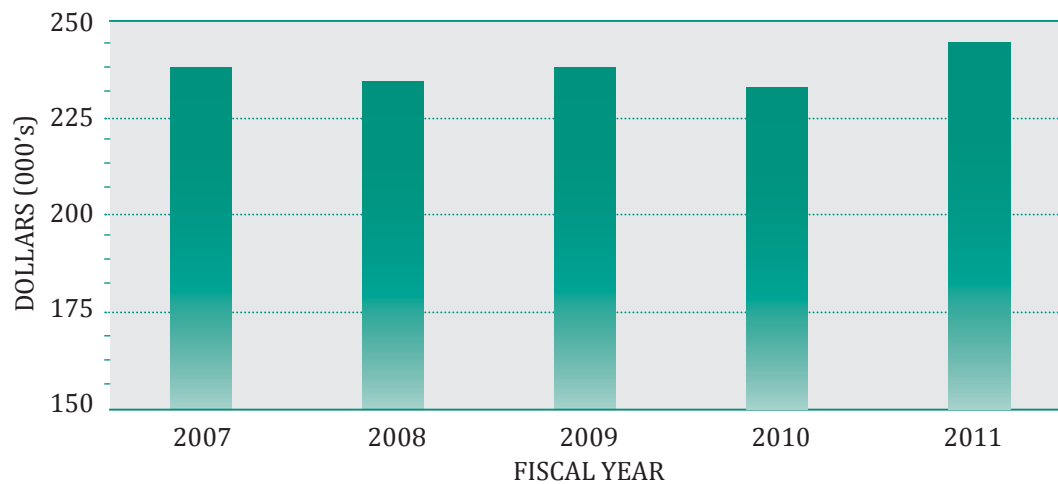
## FIVE YEAR COMPARISONS

### Five Year Net Income Comparison



Net income increased 18.3% from \$42.4 million in 2007 to \$50.1 million in 2011.

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



The Liquor Division's Net Income per employee was \$247,000 in FY'11, up from \$235,000 in FY'07.

## INCOME STATEMENT

	Fiscal Year Ending June 30, 2011	Fiscal Year Ending June 30, 2010
<b>SALES</b>		
Retail Liquor Sales .....	\$113,084,615	\$107,454,454
Discount Liquor Sales .....	\$29,637,937	\$29,033,445
Military Liquor Sales .....	\$96,568	\$90,782
Non Liquor Sales .....	\$1,117,413	\$1,030,235
<b>TOTAL SALES</b>	<b>\$143,936,533</b>	<b>\$137,608,916</b>
 <b>COST OF SALES</b> .....	 \$75,254,870	 \$72,413,833
 <b>GROSS PROFIT</b> .....	 \$68,681,663	 \$65,195,082
Operating Expenses .....	\$18,795,474	\$19,137,768
 <b>NET OPERATING INCOME</b> .....	 \$49,886,189	 \$46,057,315
Other Income And Losses .....	\$214,729	\$230,022
 <b>NET INCOME</b>	 <b>\$50,100,918</b>	 <b>\$46,287,337</b>

## BALANCE SHEET

	Fiscal Year Ending June 30, 2011	Fiscal Year Ending June 30, 2010
<b>ASSETS</b>		
Cash .....	\$17,480,348	\$17,608,273
Warehouse Remodel Fund Cash.....	—	\$957,389
Accounts Receivable.....	\$60,245	\$146,953
Inventory .....	\$11,242,849	\$11,490,211
Prepaid Expenses .....	\$766,502	\$263,331
Land.....	\$297,943	\$297,943
Building.....	\$9,226,062	\$5,102,136
Construction in Progress.....	—	\$3,605,514
Other Fixed Assets .....	\$3,770,657	\$3,578,984
Accumulated Depreciation .....	\$(3,358,879)	\$(2,805,470)
<b>TOTAL ASSETS</b>	<b>\$39,485,728</b>	<b>\$40,245,264</b>
<b>LIABILITIES AND FUND EQUITY</b>		
Liquor Accounts Payable .....	\$6,713,621	\$7,904,981
Payroll Payable .....	\$518,348	\$489,812
Other Accounts Payable.....	\$174,594	\$173,581
Distributions Payable.....	\$18,082,732	\$9,599,726
<b>TOTAL LIABILITIES</b>	<b>\$25,489,295</b>	<b>\$18,168,099</b>
Fund Equity Restricted For Warehouse Remodeling.....	—	\$4,556,285
Unrestricted Fund Equity.....	\$13,996,433	\$17,520,879
<b>TOTAL LIABILITIES AND FUND EQUITY</b>	<b>\$39,485,728</b>	<b>\$40,245,264</b>



## STATEMENT OF CHANGES IN FUND EQUITY

	Fiscal Year Ending June 30, 2011	Fiscal Year Ending June 30, 2010
<b>UNRESTRICTED FUND EQUITY AT BEGINNING OF YEAR</b> .....	\$17,520,879	\$17,515,832
<b>ADDITIONS</b>		
Net Income .....	\$50,100,918	\$46,287,337
<b>TOTAL ADDITIONS</b> .....	<b>\$50,100,918</b>	<b>\$46,287,337</b>
<b>TRANSFERS</b>		
Transfer to General Fund .....	\$(8,000,000)	—
Transfer From Warehouse Remodel Fund To Fixed Assets.....	\$4,556,285	\$917,191
<b>TOTAL TRANSFERS</b>	<b>\$(3,443,714.91)</b>	<b>\$917,191</b>
<b>DISTRIBUTIONS:</b>		
Cities.....	\$(15,937,200)	\$(15,510,360)
Counties.....	\$(10,624,800)	\$(10,340,240)
General Fund .....	\$(15,220,000)	\$(13,069,400)
Welfare Fund .....	\$(650,000)	\$(650,000)
Substance Abuse Treatment Fund .....	\$(2,080,000)	\$(2,080,000)
Public Schools.....	\$(1,200,000)	\$(1,200,000)
Community Colleges.....	\$(600,000)	\$(600,000)
Drug Court, Mental Health Court, Family Court Services Fund .....	\$(2,749,649)	\$(2,629,481)
Court Services .....	\$(680,000)	\$(680,000)
Court Supervision Fund.....	\$(440,000)	\$(440,000)
<b>TOTAL DISTRIBUTIONS</b> .....	<b>\$(50,181,649)</b>	<b>\$(47,199,481)</b>
<b>UNRESTRICTED FUND EQUITY AT END OF YEAR</b> .....	<b>\$13,996,433</b>	<b>\$17,520,879</b>

## OPERATING EXPENSES

	<b>Fiscal Year Ending June 30, 2011</b>	<b>Fiscal Year Ending June 30, 2010</b>
Salaries And Wages .....	\$6,793,631	\$7,142,693
Employee Benefits .....	\$2,744,590	\$3,155,217
Special Distributor Commissions .....	\$2,452,625	\$2,446,155
Rent .....	\$2,964,865	\$2,928,986
Bank Card Fees .....	\$1,215,867	\$1,033,722
Store Furnishings, Fixtures, And Supplies .....	\$404,012	\$381,066
Utilities .....	\$444,053	\$465,775
Leasehold Repairs And Maintenance .....	\$161,094	\$207,485
Other Services .....	\$261,972	\$286,661
Communications .....	\$199,498	\$183,418
Computer Software, Development, And Maintenance .....	\$113,060	\$73,018
Travel .....	\$71,956	\$45,689
State Government Overhead .....	\$157,538	\$187,347
Employee Development Services .....	\$17,821	\$27,890
Repairs And Maintenance .....	\$50,511	\$41,658
Insurance .....	\$15,149	\$30,135
Professional Services .....	\$12,036	\$15,800
Other Professional Services .....	\$114,173	\$13,387
Miscellaneous Expense .....	\$2,484	\$1,296
Depreciation .....	\$598,538	\$470,370
<hr/>		
<b>TOTAL OPERATING EXPENSES .....</b>	<b>\$18,795,474</b>	<b>\$19,137,768</b>
<hr/>		

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2011	Fiscal Year Ending June 30, 2010	Fiscal Year Ending June 30, 2011	Fiscal Year Ending June 30, 2010
<b>ADA COUNTY</b>			2,912,486	2,890,254
Boise	28,348,220	27,375,680	2,714,246	2,737,973
Eagle	2,907,091	2,567,421	432,354	391,482
Garden City	1,809,711	1,820,377	191,321	195,522
Kuna	1,162,363	1,125,119	118,227	112,923
Meridian	4,944,263	4,612,316	484,623	470,970
Star	505,745	465,379	48,878	49,569
<b>TOTAL</b>	<b>39,677,394</b>	<b>37,966,291</b>	<b>6,902,135</b>	<b>6,848,693</b>
<b>ADAMS COUNTY</b>			32,811	34,107
Council	211,239	214,411	22,567	22,163
New Meadows	257,401	212,150	22,310	24,488
<b>TOTAL</b>	<b>468,640</b>	<b>426,561</b>	<b>77,688</b>	<b>80,758</b>
<b>BANNOCK COUNTY</b>			523,345	512,352
Arimo	—	—	11,383	11,171
Chubbuck	1,386,238	1,293,458	136,058	131,927
Downey	67,925	67,635	19,989	19,619
Inkom	—	—	25,789	25,310
Lava Hot Springs	235,902	226,491	23,808	23,962
McCammon	—	—	29,201	28,661
Pocatello	5,466,183	5,227,674	550,522	540,694
<b>TOTAL</b>	<b>7,156,247</b>	<b>6,815,259</b>	<b>1,320,095</b>	<b>1,293,696</b>
<b>BEAR LAKE COUNTY</b>			32,896	33,286
Bloomington	—	—	8,003	7,855
Fish Haven	134,283	129,564	—	—
Georgetown	—	—	16,468	16,164
Montpelier	286,071	297,103	31,318	32,657
Paris	—	—	17,179	16,862
St. Charles	—	—	4,554	4,469
<b>TOTAL</b>	<b>420,354</b>	<b>426,667</b>	<b>110,418</b>	<b>111,293</b>
<b>BENEWAH COUNTY</b>			90,998	91,771
Fernwood	91,863	94,355	—	—
Plummer	401,382	334,478	35,158	36,748
St. Maries	757,793	756,213	79,554	79,358
Tensed	—	—	4,446	4,364
<b>TOTAL</b>	<b>1,251,038</b>	<b>1,185,047</b>	<b>210,156</b>	<b>212,241</b>
<b>BINGHAM COUNTY</b>			113,724	111,475
Aberdeen	—	—	62,213	61,059
Atomic City	—	—	888	873
Basalt	—	—	14,904	14,627
Blackfoot	1,295,284	1,274,978	134,378	131,913
Firth	—	—	17,288	16,966
Shelley	225,360	199,483	30,595	30,596
<b>TOTAL</b>	<b>1,520,644</b>	<b>1,474,461</b>	<b>373,990</b>	<b>367,509</b>

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending	Fiscal Year Ending	Fiscal Year Ending	Fiscal Year Ending
	June 30, 2011	June 30, 2010	June 30, 2011	June 30, 2010
<b>BLAINE COUNTY</b>			351,557	360,930
Bellevue	648,633	692,481	72,766	75,348
Carey	51,597	49,997	5,252	4,750
Hailey	1,361,549	1,323,981	139,131	145,279
Ketchum	2,586,997	2,430,311	255,356	262,216
Sun Valley	77,874	89,546	9,422	7,179
<b>TOTAL</b>	<b>4,726,650</b>	<b>4,586,316</b>	<b>833,484</b>	<b>855,702</b>
<b>BOISE COUNTY</b>			52,087	52,900
Crouch	304,144	295,617	31,052	32,217
Horseshoe Bend	184,993	176,447	18,573	19,245
Idaho City	172,277	173,798	18,265	17,628
Lowman	34,181	32,552	—	—
Placerville	—	—	2,026	1,990
<b>TOTAL</b>	<b>695,594</b>	<b>678,415</b>	<b>122,003</b>	<b>123,980</b>
<b>BONNER COUNTY</b>			518,392	505,881
Clark Fork	337,926	333,000	35,003	35,209
Coolin	138,944	144,439	—	—
Dover	—	—	18,747	18,397
East Hope	—	—	7,754	7,611
Hope	—	—	3,059	3,003
Kootenai	—	—	17,714	17,385
Oldtown	1,397,128	1,262,709	132,639	122,462
Ponderay	1,082,761	1,040,024	109,259	109,814
Priest River	1,007,490	941,998	99,040	92,678
Sandpoint	2,608,900	2,607,067	274,039	274,773
Schweitzer	25,151	21,723	—	—
Tamrak/Priest Lake	417,235	409,983	—	—
<b>TOTAL</b>	<b>7,015,534</b>	<b>6,760,942</b>	<b>1,215,646</b>	<b>1,187,213</b>
<b>BONNEVILLE COUNTY</b>			562,740	553,694
Ammon	1,384,939	1,267,295	133,255	113,438
Idaho Falls	5,910,594	5,751,658	605,474	612,788
Iona	—	—	47,345	46,464
Irwin/Palisades	148,479	145,817	15,320	16,805
Ririe	168,107	164,585	17,321	15,970
Swan Valley	—	—	8,678	8,518
Ucon	—	—	38,486	37,772
<b>TOTAL</b>	<b>7,612,120</b>	<b>7,329,354</b>	<b>1,428,619</b>	<b>1,405,449</b>
<b>BOUNDARY COUNTY</b>			69,852	68,505
Bonnars Ferry	917,582	909,270	95,619	93,772
Moyie Springs	—	—	25,857	25,378
<b>TOTAL</b>	<b>917,582</b>	<b>909,270</b>	<b>191,328</b>	<b>187,655</b>
<b>BUTTE COUNTY</b>			19,371	17,386
Arco	243,763	251,086	26,431	22,804
Butte City	—	—	2,560	2,514
Howe	—	—	—	—
Moore	—	—	6,580	6,458
<b>TOTAL</b>	<b>243,763</b>	<b>251,086</b>	<b>54,942</b>	<b>49,162</b>

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2011	Fiscal Year Ending June 30, 2010	Fiscal Year Ending June 30, 2011	Fiscal Year Ending June 30, 2010
<b>CAMAS COUNTY</b>				
Fairfield	100,526	83,952	11,195	11,195
<b>TOTAL</b>	<b>100,526</b>	<b>83,952</b>	<b>20,030</b>	<b>21,198</b>
<b>CANYON COUNTY</b>				
Caldwell	2,494,855	2,397,253	676,869	639,904
Greenleaf	—	—	248,344	236,212
Melba	—	—	31,762	31,174
Middleton	657,089	620,197	19,916	19,548
Nampa	5,900,629	5,601,215	65,203	58,525
Notus	—	—	589,334	558,529
Parma	168,070	197,086	22,159	21,748
Wilder	—	—	20,767	20,322
<b>TOTAL</b>	<b>9,220,643</b>	<b>8,815,750</b>	<b>1,726,747</b>	<b>1,637,384</b>
<b>CARIBOU COUNTY</b>				
Bancroft	—	—	35,380	35,584
Grace	70,666	78,744	12,235	12,010
Soda Springs	386,839	380,002	8,317	8,004
<b>TOTAL</b>	<b>457,505</b>	<b>458,746</b>	<b>95,990</b>	<b>96,282</b>
<b>CASSIA COUNTY</b>				
Albion	20,025	67,520	81,684	80,258
Declo	—	—	7,105	7,326
Malta	—	—	11,701	11,485
Oakley	—	—	6,154	6,040
Burley	1,086,059	992,943	25,150	24,683
<b>TOTAL</b>	<b>1,106,085</b>	<b>1,060,463</b>	<b>236,452</b>	<b>232,278</b>
<b>CLARK COUNTY</b>				
Dubois	—	11,243	11,475	11,475
Spencer	—	—	3,645	3,644
<b>TOTAL</b>	<b>—</b>	<b>11,243</b>	<b>16,294</b>	<b>16,271</b>
<b>CLEARWATER COUNTY</b>				
Elk River	47,159	49,093	68,644	67,152
Orofino	734,835	693,605	5,168	5,928
Pierce	77,152	71,145	72,977	70,408
Weippe	83,901	78,856	8,210	8,208
<b>TOTAL</b>	<b>943,047</b>	<b>892,700</b>	<b>163,313</b>	<b>159,995</b>
<b>CUSTER COUNTY</b>				
Challis	346,139	349,238	57,668	54,069
Clayton	38,051	37,829	36,725	34,913
Mackay	117,341	126,204	3,974	4,053
Stanley	232,128	237,806	13,285	11,201
<b>TOTAL</b>	<b>733,659</b>	<b>751,077</b>	<b>136,631</b>	<b>128,094</b>

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2011	Fiscal Year Ending June 30, 2010	Fiscal Year Ending June 30, 2011	Fiscal Year Ending June 30, 2010
<b>ELMORE COUNTY</b>			129,347	128,077
Glenns Ferry	204,692	199,031	20,979	16,950
Mountain Home AFB	76,879	65,822	—	—
Mountain Home	1,330,244	1,326,145	139,658	143,335
Pine	100,741	96,231	—	—
Prairie	12,888	11,597	—	—
<b>TOTAL</b>	<b>1,725,445</b>	<b>1,698,826</b>	<b>289,984</b>	<b>288,362</b>
<b>FRANKLIN COUNTY</b>			30,745	30,746
Clifton	—	—	8,465	8,308
Dayton	—	—	15,720	15,430
Franklin	—	—	23,654	23,215
Oxford	—	—	1,849	1,815
Preston	395,179	376,508	39,693	40,247
Weston	—	—	15,543	15,255
<b>TOTAL</b>	<b>395,179</b>	<b>376,508</b>	<b>135,669</b>	<b>135,016</b>
<b>FREMONT COUNTY</b>			66,836	65,253
Ashton	146,978	163,993	17,287	15,687
Drummond	—	—	498	489
Island Park	325,911	322,087	33,836	34,563
Newdale	—	—	12,412	12,184
Parker	—	—	11,206	10,997
St. Anthony	379,835	382,705	40,329	39,033
Teton	—	—	23,514	23,076
Warm River	—	—	354	349
<b>TOTAL</b>	<b>852,723</b>	<b>868,785</b>	<b>206,272</b>	<b>201,631</b>
<b>GEM COUNTY</b>			62,723	62,873
Emmett	809,396	815,049	85,828	86,040
<b>TOTAL</b>	<b>809,396</b>	<b>815,049</b>	<b>148,551</b>	<b>148,913</b>
<b>GOODING COUNTY</b>			71,525	70,486
Bliss	72,791	73,301	7,704	9,081
Gooding	394,181	396,335	41,763	40,687
Hagerman	283,539	234,962	24,710	23,035
Wendell	203,857	225,355	23,734	23,687
<b>TOTAL</b>	<b>954,368</b>	<b>929,952</b>	<b>169,436</b>	<b>166,976</b>
<b>IDAHO COUNTY</b>			100,557	95,260
Cottonwood	148,249	154,725	16,288	13,688
Elk City	71,508	69,388	—	—
Ferdinand	—	—	5,157	5,062
Grangeville	464,579	464,891	48,986	49,574
Kooskia	298,801	223,344	23,498	19,724
Riggins	298,350	315,958	33,215	30,558
Stites	—	—	8,003	7,855
Whitebird	77,067	80,011	8,415	9,015
<b>TOTAL</b>	<b>1,358,555</b>	<b>1,308,316</b>	<b>244,119</b>	<b>230,736</b>

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2011	Fiscal Year Ending June 30, 2010	Fiscal Year Ending June 30, 2011	Fiscal Year Ending June 30, 2010
<b>JEFFERSON COUNTY</b>			46,060	46,058
Hamer	—	—	1,115	1,113
Lewisville	—	—	18,674	18,328
Menan	—	—	25,467	24,997
Mud Lake	41,309	44,755	4,715	4,485
Rigby	546,729	524,325	55,231	57,274
Roberts	—	—	22,835	22,412
Ririe (see Bonneville County)*	—	—	—	—
<b>TOTAL</b>	<b>588,038</b>	<b>569,081</b>	<b>174,097</b>	<b>174,667</b>
<b>JEROME COUNTY</b>			80,279	83,706
Eden	—	—	14,406	14,138
Hazelton	116,496	122,489	12,882	14,042
Jerome	922,345	922,729	97,097	100,642
<b>TOTAL</b>	<b>1,038,841</b>	<b>1,045,218</b>	<b>204,664</b>	<b>212,528</b>
<b>KOOTENAI COUNTY</b>			1,717,557	1,577,043
Athol	—	—	24,330	23,878
Bayview	184,762	196,682	—	—
Coeur d'Alene	9,775,730	9,243,553	971,406	927,816
Dalton Gardens	—	—	84,975	83,397
Fernan Lake	—	—	6,507	6,389
Garwood	324,944	279,136	—	—
Harrison	153,045	133,717	14,052	12,637
Hauser	—	-	28,136	27,612
Hayden	2,767,678	2,681,326	281,681	288,147
Hayden Lake	—	—	19,920	19,549
Huetter	—	—	3,449	3,386
Post Falls	7,961,582	7,096,938	745,537	645,162
Rathdrum	1,657,915	1,506,323	158,240	111,169
Spirit Lake	666,243	655,496	68,871	71,082
State Line	—	—	2,134	2,094
Worley	669,298	621,913	65,330	55,598
<b>TOTAL</b>	<b>24,161,199</b>	<b>22,415,085</b>	<b>4,192,125</b>	<b>3,854,959</b>
<b>LATAH COUNTY</b>			389,636	354,270
Bovill	—	—	10,209	10,019
Deary	120,555	109,409	11,506	12,623
Genesee	94,121	98,757	10,398	8,306
Juliaetta	—	—	20,523	20,143
Kendrick	132,160	136,911	14,394	13,064
Moscow	4,612,940	4,180,713	439,648	393,522
Onaway	—	—	7,717	7,575
Potlatch	189,209	181,425	19,084	19,486
Troy	369,846	371,444	39,039	38,591
<b>TOTAL</b>	<b>5,518,832</b>	<b>5,078,658</b>	<b>962,154</b>	<b>877,599</b>

\*City limits extend into both counties

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2011	Fiscal Year Ending June 30, 2010	Fiscal Year Ending June 30, 2011	Fiscal Year Ending June 30, 2010
<b>LEMHI COUNTY</b>			80,915	79,491
Leadore	26,084	22,949	2,415	2,169
North Fork	46,497	57,787	—	—
Salmon	953,991	972,903	102,333	100,571
<b>TOTAL</b>	<b>1,026,573</b>	<b>1,053,639</b>	<b>185,663</b>	<b>182,231</b>
<b>LEWIS COUNTY</b>			43,121	41,427
Craigmont	56,895	61,678	6,506	6,227
Kamiah	275,752	383,174	40,298	38,918
Nez Perce	78,193	78,319	8,247	7,973
Reubens	—	—	2,456	2,409
Winchester	36,993	37,645	3,963	3,578
<b>TOTAL</b>	<b>447,834</b>	<b>560,817</b>	<b>104,591</b>	<b>100,532</b>
<b>LINCOLN COUNTY</b>			17,650	17,650
Dietrich	—	—	5,692	5,585
Richfield	—	—	14,727	14,453
Shoshone	236,677	211,116	22,228	23,239
<b>TOTAL</b>	<b>236,677</b>	<b>211,116</b>	<b>60,297</b>	<b>60,927</b>
<b>MADISON COUNTY</b>			55,300	55,299
Rexburg	249,908	256,243	74,915	74,914
Sugar City	—	—	54,777	53,759
<b>TOTAL</b>	<b>249,908</b>	<b>256,243</b>	<b>184,992</b>	<b>183,972</b>
<b>MINIDOKA COUNTY</b>			57,780	57,782
Acequia	—	—	4,695	4,608
Heyburn	—	—	95,899	94,120
Minidoka	—	—	4,196	4,120
Paul	124,607	117,963	12,432	13,194
Rupert	566,349	510,367	53,849	51,721
Burley (see Cassia County)*	—	—	—	—
<b>TOTAL</b>	<b>690,957</b>	<b>628,330</b>	<b>228,851</b>	<b>225,545</b>
<b>NEZ PERCE COUNTY</b>			405,129	393,863
Culdesac			13,373	5,348
Lapwai	—	—	39,837	39,098
Lewiston	5,626,734	5,280,164	555,391	534,613
Peck	—	—	6,544	6,424
<b>TOTAL</b>	<b>5,626,734</b>	<b>5,280,164</b>	<b>1,020,274</b>	<b>979,346</b>
<b>ONEIDA COUNTY</b>			19,304	17,390
Malad	262,704	250,209	26,356	23,287
<b>TOTAL</b>	<b>262,704</b>	<b>250,209</b>	<b>45,660</b>	<b>40,677</b>
<b>OWYHEE COUNTY</b>			49,830	49,925
Bruneau	34,049	49,570	—	—
Grand View	59,187	64,812	6,825	6,657
Homedale	286,012	259,793	27,378	26,329
Marsing	268,826	273,363	28,755	28,898
<b>TOTAL</b>	<b>648,074</b>	<b>647,539</b>	<b>112,788</b>	<b>111,809</b>

\*City limits extend into both counties



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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2011	Fiscal Year Ending June 30, 2010	Fiscal Year Ending June 30, 2011	Fiscal Year Ending June 30, 2010
<b>PAYETTE COUNTY</b>			91,983	91,362
Fruitland	—	—	168,324	165,186
New Plymouth	353,834	330,457	34,760	34,676
Payette	884,963	865,526	91,114	90,354
<b>TOTAL</b>	<b>1,238,796</b>	<b>1,195,983</b>	<b>386,181</b>	<b>381,578</b>
<b>POWER COUNTY</b>			29,493	26,941
American Falls	401,344	382,473	40,313	36,820
Rockland	—	—	11,134	10,926
<b>TOTAL</b>	<b>401,344</b>	<b>382,473</b>	<b>80,940</b>	<b>74,687</b>
<b>SHOSHONE COUNTY</b>			115,144	115,580
Kellogg	710,885	632,841	66,588	70,348
Mullan	—	—	26,609	26,114
Osburn	—	—	49,412	48,493
Pinehurst	419,651	411,083	43,256	40,292
Smelterville	—	—	21,271	20,877
Wallace	444,503	453,602	47,706	47,512
Wardner	—	—	7,010	6,878
<b>TOTAL</b>	<b>1,575,039</b>	<b>1,497,526</b>	<b>376,996</b>	<b>376,094</b>
<b>TETON COUNTY</b>			76,002	81,982
Driggs	604,987	658,182	69,174	76,415
Tetonia	—	—	8,147	7,994
Victor	363,086	332,400	34,922	35,877
<b>TOTAL</b>	<b>968,074</b>	<b>990,582</b>	<b>188,245</b>	<b>202,268</b>
<b>TWIN FALLS COUNTY</b>			443,569	427,882
Buhl	437,609	437,851	46,071	47,325
Castleford	72,715	83,996	8,827	6,342
Filer	174,624	177,497	18,677	18,358
Hansen	—	—	36,352	35,676
Hollister	38,245	41,848	4,400	4,015
Kimberly	332,672	285,978	30,085	28,646
Murtaugh	—	—	5,302	5,202
Twin Falls	4,929,354	4,756,475	500,213	482,089
<b>TOTAL</b>	<b>5,985,218</b>	<b>5,783,644</b>	<b>1,093,496</b>	<b>1,055,535</b>
<b>VALLEY COUNTY</b>			167,327	184,752
Cascade	356,814	370,710	38,971	39,302
Donnelly	283,091	268,526	28,210	36,311
McCall	1,545,186	1,528,249	160,592	176,047
Yellow Pine	18,456	14,831	—	—
<b>TOTAL</b>	<b>2,203,547</b>	<b>2,182,316</b>	<b>395,100</b>	<b>436,412</b>
<b>WASHINGTON COUNTY</b>			53,814	52,964
Cambridge	120,336	111,148	11,697	12,359
Midvale	—	—	7,436	7,297
Weiser	585,119	588,110	61,947	60,127
<b>TOTAL</b>	<b>705,454</b>	<b>699,258</b>	<b>134,894</b>	<b>132,747</b>
<b>FISCAL YEAR TOTALS</b>	<b>\$143,936,533</b>	<b>\$137,608,916</b>	<b>\$26,562,000</b>	<b>\$25,850,600</b>





ISLD Central Office and Distribution Center

ISLD Automated Distribution Center



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2011 ANNUAL REPORT