

IDAHO STATE  
**LIQUOR DIVISION**

Citizen Owned for the Benefit of All



**ANNUAL REPORT**

2023



## **Our Vision:**

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

## **Our Mission:**

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



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# Message From the Governor

## **My fellow Idahoans,**

The first 10 amendments to the U.S. Constitution, the Bill of Rights, were ratified in 1789.

According to the U.S. Senate Historian, since then more than 11,500 amendment changes have been proposed with only 17 ratified by the states. Only one, the 18th Amendment, known as Prohibition, has been repealed. When Utah became the 36th state to approve the 21st Amendment to the U.S. Constitution in December of 1933, it was official. The ratified amendment not only repealed the broad prohibition on beverage alcohol, but it also added language to the Constitution that states had the ability to define alcohol laws within their borders.

Consequently, beverage alcohol policy is in place everywhere in the United States. Idaho chooses a model of distilled spirits distribution that includes responsible participation by the state. It's why we have the Idaho State Liquor Division.

Cities, counties, substance misuse disorder and treatment programs, community colleges, public safety, and more benefit from the division's business. It is the outcome of the efforts of our neighbors who serve us at the distribution center and retail stores in communities across Idaho.

More importantly, they did their work this year again with another perfect score for responsible service.

The Idaho State Liquor Division is truly **Citizen Owned for the Benefit of All!**



Sincerely,

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

Brad Little  
Governor of Idaho

# Message From the Director

**Dear Friends,**

I recently enjoyed John Adams, an HBO adaptation of David McCullough's excellent book on the second President of the United States. Adams was a remarkable man who faced adversity while shaping the founding of our republic. One of his famous, often repeated quotes is "*facts are stubborn things...our inclinations...cannot alter the state of facts and evidence...*".



Since 2019, Idaho's population has grown by 200,000 residents to nearly two million. Governor Little has guided the Gem State through challenging times. In Fiscal Year 2023, his enhanced commitments to public safety, historic tax relief, and more were realized. Throughout, he has supported the leadership team at the Idaho State Liquor Division. We are grateful.

You can be very proud of your fellow Idahoans' responsible efforts. We work for you and the Idaho hospitality industry. Division associates delivered yet again on our mission.

Some facts about the past four years and our performance to plan:

- Zero citations for selling to minors.
- Per capita consumption of spirits is trending flat to down.
- Nine-liter case depletions (units) are up 21%.
- Sales (dollars) are up 39%.
- Distributions (net revenues) to our good causes are up 54%.
- Retail and on-premise licensees are satisfied.
- See Our Story: Idaho State Liquor Division - About Us on our website [www.liquor.idaho.gov](http://www.liquor.idaho.gov).

Year after year, all our Key Performance Indicators (KPI) have been responsibly met. The facts support this: Idaho's model of spirits distribution works for the Gem State.

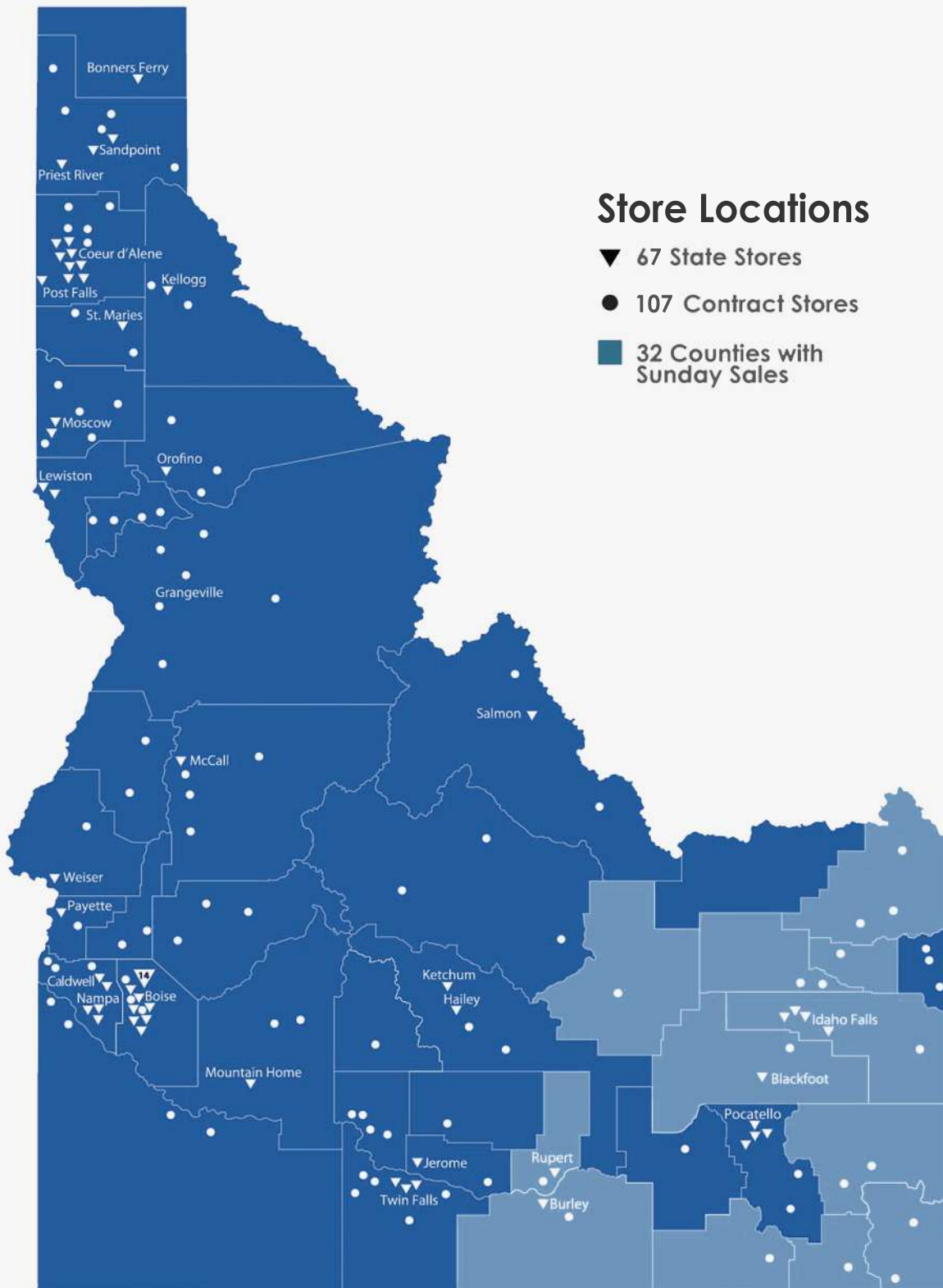
We are **Citizen Owned for the Benefit of All.**

Sincerely,

A handwritten signature in black ink, appearing to read "JRA", followed by a long horizontal line extending to the right.

Jeffrey R. Anderson  
Director

# Our Locations



# Financial Results

Fiscal Year	2019	2020	2021	2022	2023	2024(Est)
<b>State Stores</b>	66	66	67	67	67	68
<b>Contract Stores</b>	103	103	103	105	107	108
<b>9-Liter Case Sales*</b>	1,234	1,348	1,463	1,441	1,429	1,392
Change vs. prior	4.5%	9.2%	8.5%	-1.5%	-0.8%	-2.6%
<b>Sales Dollars*</b>	\$230,000	\$258,600	\$297,100	\$305,600	\$319,900	\$320,300
Change vs. prior	6.9%	12.4%	14.9%	2.9%	4.7%	0.1%
<b>Gross Profit*</b>	\$113,000	\$126,700	\$143,700	\$146,400	\$153,900	\$154,800
Change vs. prior	7.0%	12.1%	13.4%	1.9%	5.1%	0.6%
<b>Net Income*</b>	\$86,600	\$98,200	\$114,100	\$114,200	\$119,700	\$120,500
Change vs. prior	8.5%	13.4%	16.2%	0.1%	4.8%	0.7%
<b>Distributions to Idaho*</b>	\$85,300	\$95,400	\$114,500	\$115,600	\$121,000	\$121,300
Change vs. prior	8.7%	11.8%	20.0%	1.0%	4.7%	0.2%

\*All Figures in Thousands

## Voices From Idaho Communities

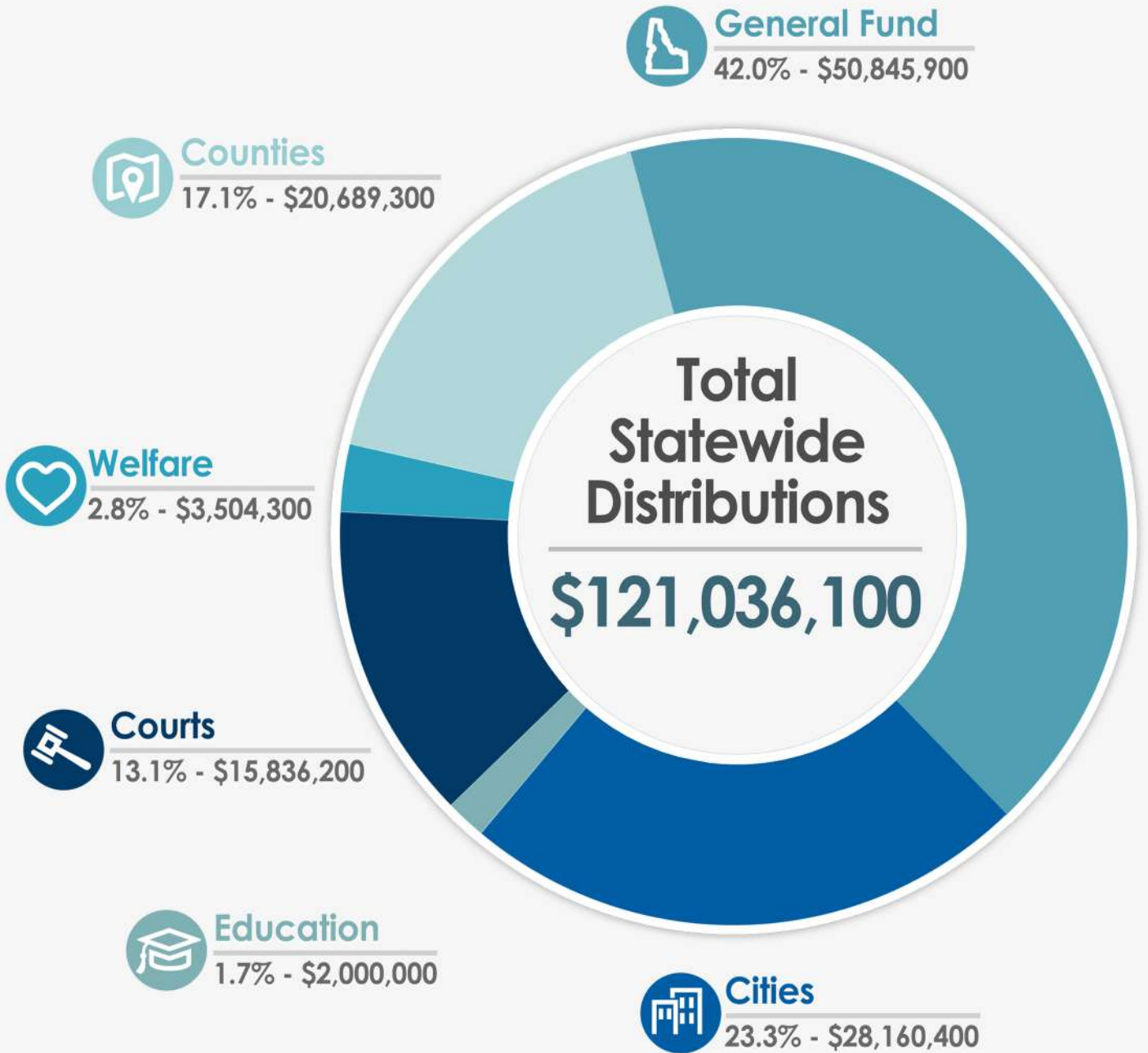
“ We appreciate the support and partnership of the Idaho State Liquor Division. The predictable liquor distribution goes into the general fund to allow us to fund multiple areas such as the pool, parks, cemetery and library. ”

**Jaidyn Kinzer**  
City Clerk  
St. Maries, ID





# 2023 Profit Distributions

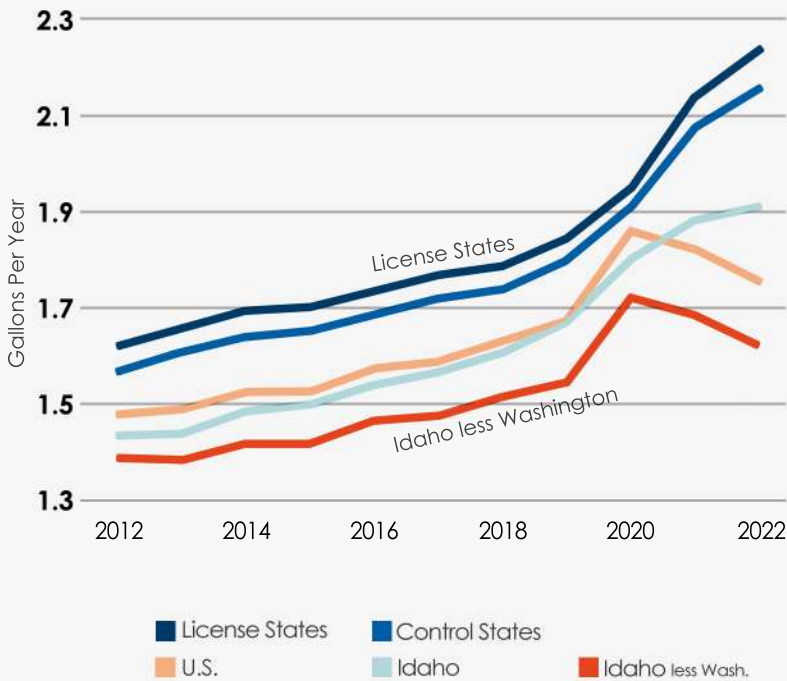


**\$1.4 BILLION** Distributed in Next 10 Years  
**\$880 MILLION** Distributed in Past 10 Years



# Advantages of the Idaho Model

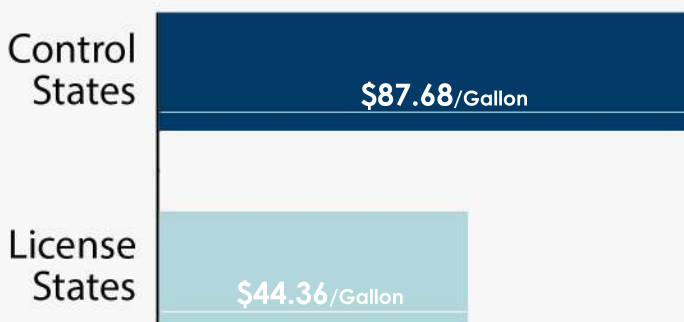
**Distilled spirit consumption in Idaho is 28% LESS per capita than in license states**



**Idaho consumption metrics** are affected by significant cross-border sales from Washington State consumers seeking better value in Idaho. The ISLD estimates that non-resident consumption adds approximately 7.5% to ISLD sales and related consumption statistics. We expect our consumption metrics to continue to be impacted in a significant manner by Evergreen State consumers for the foreseeable future. Consumption in Idaho was 1.76 gallons in calendar year 2022 compared with 1.92 gallons for all control states and 2.24 Gallons in License states. Consumption in license states is 17% more than in all control states and 38% more than in Idaho when we factor out the estimated impact of cross-border sales to Washington residents.

## Revenue Per Gallon from Sales of Spirits

Control jurisdictions generate 80% MORE revenue per gallon on the products controlled than do license states

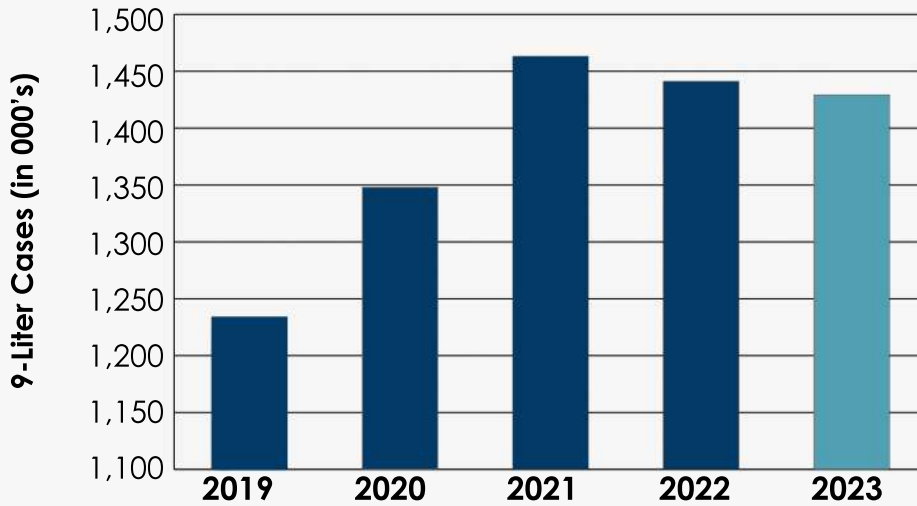


## Doing Our Part

For the past 10 years, through a partnership with the National Alcohol Beverage Control Association (NABCA), the ISLD has created a mini-grant program to aid in the implementation of educational and prevention initiatives aimed at the prevention of underage and abusive drinking in our communities. Over \$500,000 has been gifted to Idaho organizations.

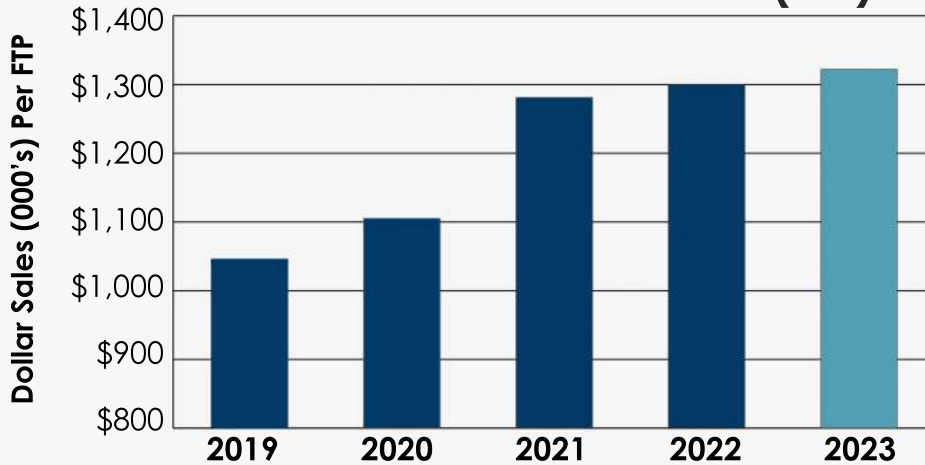
# 5 Year Comparisons

## 9-Liter Case Sales



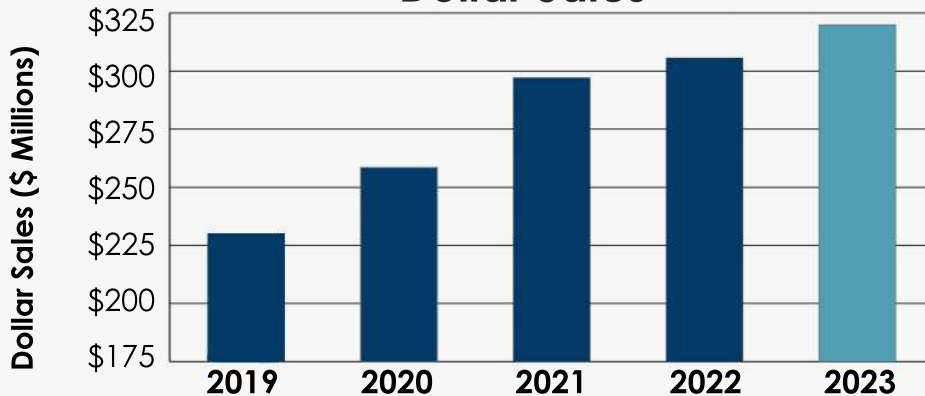
9-Liter case sales increased 16% from 1,234,000 in 2019 to 1,429,000 in 2023

## Sales Per Full-Time Position (FTP)



The average dollar sales per FTP was \$1,322,000 in 2023, up from \$1,046,000 in 2019

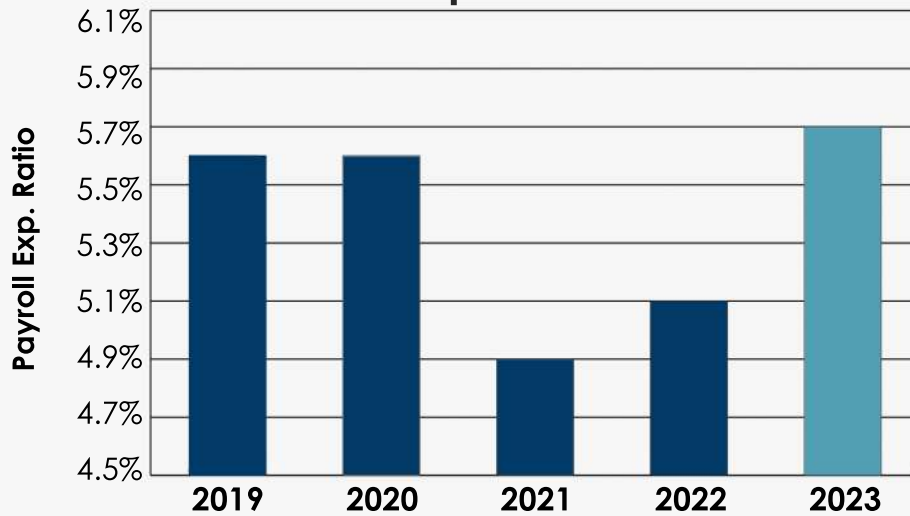
## Dollar Sales



Dollar sales increased 39% from \$230 million in 2019 to \$320 million in 2023

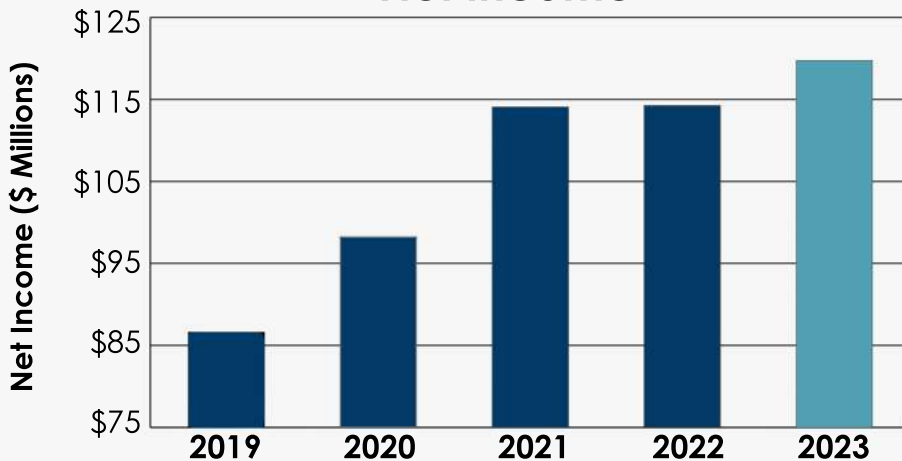
# 5 Year Comparisons

## Personnel Expenses as % of Sales



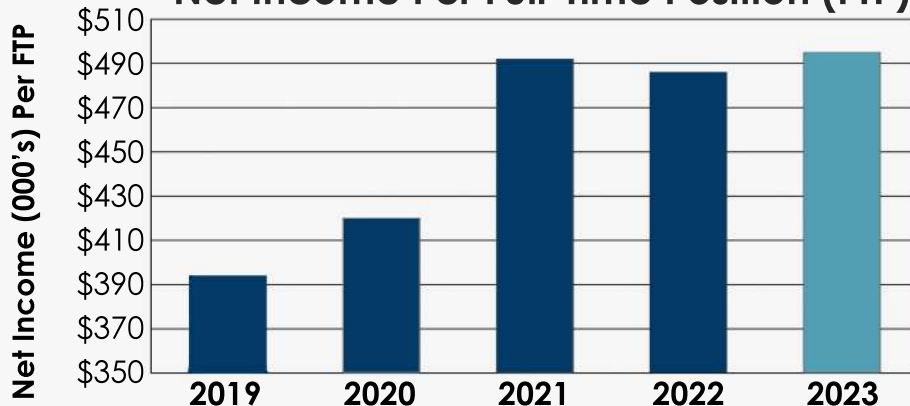
The ratio of employee compensation to sales dollars increased from 5.6% in 2019 to 5.7% in 2023

## Net Income



Net income increased 38% from \$87 million in 2019 to \$120 million in 2023

## Net Income Per Full-Time Position (FTP)



Net income per employee was \$495,000 in 2023, up from \$394,000 in 2019

# Income Statement

	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022
<b>Sales:</b>		
Retail Sales	260,399,300	250,249,400
Licensee Sales	55,726,300	51,490,800
Non-Liquor/Other Sales	3,726,800	3,879,000
<b>Total Sales</b>	<b>\$319,852,400</b>	<b>\$305,619,200</b>
<b>Cost of Sales</b>	<b>\$161,938,600</b>	<b>\$159,268,900</b>
<b>Gross Profit</b>	<b>\$153,867,100</b>	<b>\$146,350,300</b>
Operating Expenses	35,153,200	32,458,400
<b>Net Operating Income</b>	<b>\$118,713,900</b>	<b>\$113,891,900</b>
Other Income & (Losses)	1,023,500	354,100
<b>Net Income</b>	<b>\$119,737,400</b>	<b>\$114,246,000</b>

## Voices From Idaho Communities

Idaho State Liquor funds get allocated to our police department. In this upcoming year we will be using the funds to purchase (11) fully-equipped police vehicles. This will allow us to keep our fast-growing community safe.

**Debbie Geyer**  
City Clerk  
Caldwell, ID





# Balance Sheet

	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022
<b>Assets:</b>		
Cash	25,413,100	24,375,000
Accounts Receivable	352,200	1,313,200
Inventory	25,382,500	25,168,800
Prepaid Expenses	883,600	748,300
Land	297,900	297,900
Building	10,740,800	10,740,800
Other Fixed Assets	6,359,000	5,466,700
Accumulated Depreciation	(11,093,000)	(10,527,900)
<b>Total Assets</b>	<b>\$58,336,100</b>	<b>\$57,582,800</b>
<b>Liabilities &amp; Equity:</b>		
Liquor Accounts Payable	13,910,400	13,984,600
Payroll Payable	1,084,400	941,000
Other Accounts Payable	556,400	423,300
Distributions Payable	22,698,300	20,849,000
<b>Total Liabilities</b>	<b>\$38,249,500</b>	<b>\$36,197,900</b>
<b>Unrestricted Fund Equity</b>	<b>\$20,086,600</b>	<b>\$21,384,900</b>
<b>Total Liabilities &amp; Equity</b>	<b>\$58,336,100</b>	<b>\$57,582,800</b>



The City of Marsing appreciates the support and partnership of the Idaho State Liquor Division. The predictable liquor distributions allow us to fund the community with free movie nights, Senior Safe and Sane Graduation night, and Marsing's 3rd of July Fireworks Celebration every year.

**Jolyn Thompson**  
City Clerk  
Marsing, ID



# Statement of Changes in Fund Equity

	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022
<b>Beginning Fund Equity</b>	<b>\$21,384,900</b>	<b>\$22,705,200</b>
<b>Additions:</b>		
Net Income	119,737,400	114,246,000
<b>Total Additions</b>	<b>\$119,737,400</b>	<b>\$114,246,000</b>
<b>Distributions:</b>		
Cities	(28,160,400)	(28,094,000)
Counties	(20,689,100)	(20,192,500)
Magistrate Court	(8,620,500)	(6,584,500)
General Fund	(50,845,700)	(49,020,100)
Peace Officers Standards Training	(774,300)	-
Cooperative Welfare Fund	(650,000)	(650,000)
Substance Abuse Treatment Fund	(2,080,000)	(2,080,000)
Public Schools	(1,200,000)	(1,200,000)
Community Colleges	(800,000)	(800,000)
Court Services	(6,775,700)	(6,505,200)
Court Supervision Fund	(440,000)	(440,000)
<b>Total Distributions</b>	<b>(\$121,035,700)</b>	<b>(\$115,565,600)</b>
<b>Unrestricted Fund Equity at End of Year</b>	<b>\$20,086,600</b>	<b>\$21,384,900</b>



The City of Dover places their liquor distribution into our General Fund. These funds are a key part of our daily operations to support staff and many city-wide services, including the construction of a new USPS building next year.

**Stephanie Mueller**

Treasurer  
Dover, ID



# Operating Expenses

	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022
Salaries	10,298,800	8,714,200
Temp Labor	1,686,300	1,369,200
Overtime	500,600	507,100
Benefits	5,595,700	4,911,200
<b>Total Payroll</b>	<b>\$18,081,400</b>	<b>\$15,501,700</b>
Rental Expense	4,793,900	4,528,700
Special Distributor Commissions	5,474,700	5,140,600
Selling Expenses	3,243,100	3,829,300
Utilities	602,900	563,400
Store Furnishings & Supplies	468,500	518,800
Leasehold Repairs & Maintenance	508,800	532,800
Communications	362,800	372,700
Services	370,400	373,500
Government Agency Fees	229,700	234,300
Miscellaneous	249,300	160,600
Travel	101,400	73,300
Insurance	51,500	63,800
Education & Development	33,500	7,400
Depreciation	581,300	557,500
<b>Total OPEX</b>	<b>\$17,071,800</b>	<b>\$16,956,700</b>
<b>Total Payroll &amp; OPEX</b>	<b>\$35,153,200</b>	<b>\$32,458,400</b>



The Liquor Distributions go into our general fund. This funding helps to keep our little city up and running, by supporting clerk wages, electricity, propane, all the essentials. We are so very thankful for the support of the Idaho State Liquor Division!

**Angie**

City Clerk-Treasurer  
Ferdinand, ID



# The Three-Tier System Explained

The **21st Amendment** to the Constitution of the United States ended Prohibition. States were granted the authority to regulate beverage alcohol. The Three-Tier System provides for safe alcohol to the consumer and simple collection of tax revenue.



## Benefits of the Three-Tier System

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**Regulatory** - Each tier becomes responsible for ensuring that the laws and regulations set forward by the government are executed

**Economic** - The tax money provided by the system goes to education, infrastructure, and other areas that benefit all citizens.

**Public Health** - The Three-Tier System stops large companies from increasing alcohol sales through aggressive practices.

**Commercial** - Rather than be dwarfed by larger competitors, smaller manufactures receive greater opportunities.



# Sales & Distributions

	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
<b>ADA COUNTY</b>			\$6,652,409	\$6,240,471
Boise	62,341,087	59,957,214	4,813,998	4,618,043
Eagle	8,066,727	7,600,699	648,770	659,523
Garden City	2,898,730	2,673,749	228,233	220,619
Hilltop	181,493	185,169	-	-
Kuna	3,876,939	3,496,778	298,476	285,595
Meridian	24,446,103	23,024,715	1,965,312	1,839,571
Star	1,550,330	1,421,662	121,347	118,149
<b>Total</b>	<b>\$103,361,409</b>	<b>\$98,359,986</b>	<b>\$14,728,545</b>	<b>\$13,981,971</b>
<b>ADAMS COUNTY</b>			46,745	47,585
Council	357,768	309,599	26,431	26,890
New Meadows	418,298	381,336	32,552	34,585
<b>Total</b>	<b>\$776,066</b>	<b>\$690,935</b>	<b>\$105,728</b>	<b>\$109,060</b>
<b>BANNOCK COUNTY</b>			788,926	782,158
Arimo	-	-	15,335	16,832
Chubbuck	2,694,765	2,631,680	224,651	223,627
Downey	44,698	-	24,554	28,999
Inkom	-	-	35,346	41,623
Lava Hot Springs	562,812	611,146	52,167	53,341
McCammon	-	-	36,001	38,101
Pocatello	8,689,645	8,420,192	718,869	733,772
<b>Total</b>	<b>\$11,991,919</b>	<b>\$11,663,018</b>	<b>\$1,895,849</b>	<b>\$1,918,453</b>
<b>BEAR LAKE COUNTY</b>			50,683	54,616
Bloomington	-	-	9,000	9,559
Fish Haven	447,345	293,441	-	-
Georgetown	-	-	22,413	22,732
Montpelier	483,567	455,595	38,900	39,471
Paris	-	-	24,161	23,647
St. Charles	-	-	7,515	6,998
<b>Total</b>	<b>\$930,913</b>	<b>\$749,036</b>	<b>\$152,672</b>	<b>\$157,023</b>
<b>BENEWAH COUNTY</b>			121,054	125,995
Fernwood	162,236	142,381	-	-
Plummer	418,608	412,052	35,174	42,089
St. Maries	1,334,831	1,235,121	105,439	108,506
Tensed	-	-	3,932	5,626
<b>Total</b>	<b>\$1,915,675</b>	<b>\$1,789,554</b>	<b>\$265,599</b>	<b>\$282,216</b>
<b>BINGHAM COUNTY</b>			206,111	199,219
Aberdeen	-	-	78,512	91,112
Atomic City	-	-	-	-
Basalt	-	-	15,947	18,799
Blackfoot	2,601,923	2,462,983	210,280	208,798
Firth	-	-	23,156	22,915
Shelley	608,770	583,233	49,801	48,589
<b>Total</b>	<b>\$3,210,692</b>	<b>\$3,046,216</b>	<b>\$583,807</b>	<b>\$589,432</b>

# Sales & Distributions

	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
<b>BLAINE COUNTY</b>			\$642,201	\$624,240
Bellevue	865,727	841,704	71,848	70,958
Carey	94,666	85,887	7,331	7,635
Hailey	4,055,350	3,924,444	334,982	320,521
Ketchum	4,668,174	4,643,380	396,350	407,421
Sun Valley	-	-	79,255	2,759
<b>Total</b>	<b>\$9,683,917</b>	<b>\$9,495,415</b>	<b>\$1,531,967</b>	<b>\$1,433,534</b>
<b>BOISE COUNTY</b>			97,327	94,133
Crouch	576,908	552,077	47,123	50,133
Horseshoe Bend	487,941	465,086	39,702	32,500
Idaho City	367,490	373,973	31,922	34,297
Lowman	44,751	47,757	-	-
Placerville	-	-	2,010	2,653
<b>Total</b>	<b>\$1,477,090</b>	<b>\$1,438,893</b>	<b>\$218,084</b>	<b>\$213,716</b>
<b>BONNER COUNTY</b>			827,153	839,783
Clark Fork	649,251	603,757	51,537	51,763
Coolin	132,919	109,924	-	-
Dover	-	-	40,064	44,275
East Hope	-	-	10,442	10,566
Hope	-	-	4,369	4,665
Kootenai	-	-	43,778	46,837
Oldtown	2,067,961	1,970,648	168,208	151,694
Ponderay	3,352,521	3,146,877	268,607	282,514
Priest River	1,674,506	1,643,836	140,322	170,605
Sandpoint	4,338,379	4,075,676	347,906	358,476
Schweitzer	26,210	27,560	-	-
Tamrak	658,423	651,452	-	-
<b>Total</b>	<b>\$12,900,171</b>	<b>\$12,229,730</b>	<b>\$1,902,386</b>	<b>\$1,961,178</b>
<b>BONNEVILLE COUNTY</b>			1,105,199	1,061,461
Ammon	3,108,169	2,971,248	253,630	257,662
Idaho Falls	13,677,676	12,903,421	1,101,529	1,070,595
Iona	-	-	126,048	111,649
Irwin	230,202	248,083	21,176	23,338
Ririe	243,371	216,802	18,509	20,037
Swan Valley	-	-	11,097	13,722
Ucon	-	-	53,128	53,606
<b>Total</b>	<b>\$17,259,418</b>	<b>\$16,339,554</b>	<b>\$2,690,316</b>	<b>\$2,612,070</b>
<b>BOUNDARY COUNTY</b>			119,351	113,631
Bonniers Ferry	1,793,800	1,764,404	150,615	146,814
Moyie Springs	-	-	38,186	36,363
<b>Total</b>	<b>\$1,793,800</b>	<b>\$1,764,404</b>	<b>\$308,152</b>	<b>\$296,808</b>

# Sales & Distributions

	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
<b>BUTTE COUNTY</b>			\$29,886	\$28,788
Arco	425,515	441,648	37,704	37,184
Butte City	-	-	3,539	3,156
Moore	-	-	7,340	8,004
<b>Total</b>	<b>\$425,515</b>	<b>\$441,648</b>	<b>\$78,469</b>	<b>\$77,132</b>
<b>CAMAS COUNTY</b>			11,195	11,195
Fairfield	161,370	150,521	12,850	13,834
<b>Total</b>	<b>\$161,370</b>	<b>\$150,521</b>	<b>\$24,045</b>	<b>\$25,029</b>
<b>CANYON COUNTY</b>			1,632,186	1,556,169
Caldwell	7,982,326	7,685,505	638,175	640,865
Greenleaf	-	-	35,564	40,113
Melba	-	-	25,384	25,294
Middleton	1,940,430	1,719,829	146,804	124,426
Nampa	15,370,706	14,264,863	1,217,700	1,191,609
Notus	-	-	26,651	28,999
Parma	468,678	461,117	39,366	38,764
Wilder	-	-	72,352	82,879
<b>Total</b>	<b>\$25,762,141</b>	<b>\$24,131,314</b>	<b>\$3,834,182</b>	<b>\$3,729,118</b>
<b>CARIBOU COUNTY</b>			44,824	47,508
Bancroft	-	-	13,238	18,067
Grace	70,427	80,982	8,004	8,626
Soda Springs	652,762	581,358	49,638	52,749
<b>Total</b>	<b>\$723,189</b>	<b>\$662,340</b>	<b>\$115,704</b>	<b>\$126,950</b>
<b>CASSIA COUNTY</b>			150,767	153,980
Albion	-	-	10,573	12,715
Burley	2,345,827	2,228,479	190,253	198,947
Declo	-	-	15,204	16,878
Malta	-	-	7,384	9,514
Oakley	-	-	35,127	37,415
<b>Total</b>	<b>\$2,345,827</b>	<b>\$2,228,479</b>	<b>\$409,308</b>	<b>\$429,449</b>
<b>CLARK COUNTY</b>			11,475	11,475
Dubois	-	-	22,457	26,940
Spencer	-	-	1,267	1,509
<b>Total</b>	-	-	<b>\$35,199</b>	<b>\$39,924</b>
<b>CLEARWATER COUNTY</b>			109,451	104,496
Elk River	48,280	53,728	4,587	4,441
Orofino	1,359,992	1,323,188	143,087	142,706
Pierce	104,346	107,956	9,220	9,210
Weippe	145,286	133,034	11,359	11,461
<b>Total</b>	<b>\$1,657,903</b>	<b>\$1,617,906</b>	<b>\$277,704</b>	<b>\$272,314</b>

# Sales & Distributions

	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
CUSTER COUNTY			\$83,926	\$82,901
Challis	552,355	545,160	46,537	45,694
Clayton	-	-	393	366
Mackay	179,635	186,785	15,946	17,297
Stanley	540,671	508,771	43,427	44,120
<b>Total</b>	<b>\$1,272,661</b>	<b>\$1,240,716</b>	<b>\$190,229</b>	<b>\$190,378</b>
ELMORE COUNTY			211,104	208,827
Glenns Ferry	353,235	350,891	29,959	27,023
Mountain Home	2,777,671	2,632,792	224,764	225,457
Pine	142,977	124,762	-	-
Prarie	10,153	12,120	-	-
<b>Total</b>	<b>\$3,284,036</b>	<b>\$3,120,565</b>	<b>\$465,827</b>	<b>\$461,307</b>
FRANKLIN COUNTY			69,630	69,053
Clifton	-	-	18,700	14,271
Dayton	-	-	22,981	23,052
Franklin	-	-	46,399	39,198
Oxford	-	-	1,660	2,378
Preston	1,041,091	1,029,141	87,859	89,208
Weston	-	-	23,112	22,046
<b>Total</b>	<b>\$1,041,091</b>	<b>\$1,029,141</b>	<b>\$270,341</b>	<b>\$259,206</b>
FREMONT COUNTY			103,339	105,202
Ashton	265,433	270,197	23,069	25,479
Drummond	-	-	612	732
Island Park	640,012	557,299	47,569	49,677
Newdale	-	-	14,462	14,316
Parker	-	-	13,151	13,219
St. Anthony	770,120	699,986	59,762	60,763
Teton	-	-	35,215	34,167
Warm River	-	-	78	137
<b>Total</b>	<b>\$1,675,564</b>	<b>\$1,527,482</b>	<b>\$297,257</b>	<b>\$303,692</b>
GEM COUNTY			129,176	124,683
Emmett	1,966,826	1,836,538	156,783	153,823
Montour	61,558	72,981	-	-
<b>Total</b>	<b>\$2,028,384</b>	<b>\$1,909,519</b>	<b>\$285,959</b>	<b>\$278,506</b>
GOODING COUNTY			104,512	107,368
Bliss	114,977	110,466	9,430	10,450
Gooding	655,720	653,470	55,792	58,626
Hagerman	403,411	421,564	35,986	39,230
Wendell	375,842	359,323	30,677	30,417
<b>Total</b>	<b>\$1,549,950</b>	<b>\$1,544,823</b>	<b>\$236,397</b>	<b>\$246,091</b>



# Sales & Distributions

	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
IDAHO COUNTY			\$131,617	\$129,617
Cottonwood	162,595	155,032	14,103	13,607
Elk City	100,393	119,355	-	-
Ferdinand	-	-	5,942	7,501
Grangeville	824,885	753,649	68,401	66,142
Kooskia	351,760	337,920	28,777	29,651
Riggins	424,458	415,100	35,582	36,420
Stites	-	-	7,733	10,611
Whitebird	119,391	127,428	3,845	4,162
<b>Total</b>	<b>\$1,983,483</b>	<b>\$1,908,483</b>	<b>\$296,000</b>	<b>\$297,711</b>
JEFFERSON COUNTY			73,834	71,515
Hamer	-	-	3,845	4,711
Lewisville	-	-	18,612	23,693
Menan	-	-	31,588	36,911
Mud Lake	-	-	14,418	19,714
Rigby	1,179,880	1,052,595	93,147	92,368
Ririe (See Bonneville Co.)	-	-	-	-
Roberts	-	-	23,549	29,685
<b>Total</b>	<b>\$1,179,880</b>	<b>\$1,052,595</b>	<b>\$258,993</b>	<b>\$278,597</b>
JEROME COUNTY			128,117	122,836
Eden	-	-	17,345	19,576
Hazelton	165,579	177,859	13,674	15,606
Jerome	1,957,860	1,631,026	148,012	143,115
<b>Total</b>	<b>\$2,123,440</b>	<b>\$1,808,885</b>	<b>\$307,148</b>	<b>\$301,133</b>
KOOTENAI COUNTY			3,469,593	3,584,487
Athol	1,821,889	1,196,912	140,312	105,003
Coeur d'Alene	17,545,992	16,692,918	1,423,400	1,464,495
Dalton Gardens	-	-	111,673	110,826
Fernan Lake	-	-	7,296	7,959
Garwood	224,219	420,235	-	-
Harrison	237,071	261,377	20,061	22,931
Hauser	-	-	33,642	33,207
Hayden	7,312,884	6,767,397	594,438	593,686
Hayden Lake	-	-	28,923	28,770
Huetter	-	-	4,369	5,214
Post Falls	9,279,355	10,291,547	743,559	902,859
Rathdrum	2,811,716	2,393,185	237,638	209,949
Spirit Lake	1,032,543	1,174,060	93,051	103,000
State Line	11,795,647	12,392,017	1,002,012	1,087,101
Worley	1,173,865	1,208,376	101,766	106,007
<b>Total</b>	<b>\$53,235,181</b>	<b>\$52,798,025</b>	<b>\$8,011,733</b>	<b>\$8,365,494</b>

# Sales & Distributions

	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
LATAH COUNTY			\$535,879	\$519,844
Bovill	-	-	8,389	11,938
Deary	192,800	189,451	16,172	17,417
Genesee	109,242	104,029	8,882	44,641
Juliaetta	-	-	27,613	27,764
Kendrick	309,041	258,005	22,024	19,983
Moscow	6,783,479	6,814,460	581,712	583,676
Onaway	-	-	8,826	9,056
Potlatch	315,487	229,317	19,577	14,323
Troy	330,417	327,363	27,945	30,802
<b>Total</b>	<b>\$8,040,466</b>	<b>\$7,922,625</b>	<b>\$1,257,019</b>	<b>\$1,279,444</b>
LEMHI COUNTY			115,195	111,695
Leadore	32,126	42,479	3,626	3,528
North Fork	62,856	63,054	-	-
Salmon	1,695,759	1,597,403	136,364	135,188
<b>Total</b>	<b>\$1,790,741</b>	<b>\$1,702,936</b>	<b>\$255,185</b>	<b>\$250,411</b>
LEWIS COUNTY			58,354	57,380
Craigmont	75,891	75,546	6,451	6,198
Kamiah	659,511	636,024	54,294	56,034
Nez Perce	108,349	111,097	9,485	9,390
Reubens	-	-	2,053	3,110
Winchester	82,327	39,882	3,405	2,511
<b>Total</b>	<b>\$926,078</b>	<b>\$862,549</b>	<b>\$134,042</b>	<b>\$134,623</b>
LINCOLN COUNTY			23,657	23,314
Dietrich	-	-	12,801	15,597
Richfield	-	-	19,311	22,458
Shoshone	390,600	349,540	29,841	30,108
<b>Total</b>	<b>\$390,600</b>	<b>\$349,540</b>	<b>\$85,610</b>	<b>\$91,477</b>
MADISON COUNTY			55,299	55,299
Rexburg	800,980	735,992	74,914	74,914
Sugar City	-	-	114,295	69,066
<b>Total</b>	<b>\$800,980</b>	<b>\$735,992</b>	<b>\$244,508</b>	<b>\$199,279</b>
MINIDOKA COUNTY			86,898	74,803
Acequia	-	-	5,811	5,946
Burley (See Cassia Co.)	-	-	-	-
Heyburn	-	-	161,306	158,120
Minidoka	-	-	3,888	5,169
Paul	302,681	260,239	22,218	7,832
Rupert	1,068,879	1,023,828	87,416	91,541
<b>Total</b>	<b>\$1,371,560</b>	<b>\$1,284,067</b>	<b>\$367,537</b>	<b>\$343,411</b>

# Sales & Distributions

	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
NEZ PERCE COUNTY			\$582,664	\$601,899
Culdesac	-	-	18,263	17,564
Lapwai	-	-	51,773	52,691
Lewiston	8,758,331	8,614,279	735,366	777,780
Peck	-	-	7,340	9,011
<b>Total</b>	<b>\$8,758,331</b>	<b>\$8,614,279</b>	<b>\$1,395,406</b>	<b>\$1,458,945</b>
ONEIDA COUNTY			44,329	46,293
Malad	697,890	655,211	55,934	59,807
<b>Total</b>	<b>\$697,890</b>	<b>\$655,211</b>	<b>\$100,263</b>	<b>\$106,100</b>
OWYHEE COUNTY			91,745	90,074
Bruneau	56,992	55,927	-	-
Grand View	142,637	140,732	12,014	11,962
Homedale	685,757	672,209	57,387	59,089
Marsing	517,627	487,293	41,598	40,032
<b>Total</b>	<b>\$1,403,012</b>	<b>\$1,356,161</b>	<b>\$202,744</b>	<b>\$201,157</b>
PAYETTE COUNTY			281,979	254,675
Fruitland	535,273	519,496	44,348	46,564
New Plymouth	2,187,341	2,080,756	177,627	165,125
Payette	-	-	175,900	163,843
<b>Total</b>	<b>\$2,722,614</b>	<b>\$2,600,252</b>	<b>\$679,854</b>	<b>\$630,207</b>
POWER COUNTY			32,371	33,386
American Falls	493,596	478,289	40,840	43,128
Rockland	-	-	10,529	12,761
<b>Total</b>	<b>\$493,596</b>	<b>\$478,289</b>	<b>\$83,740</b>	<b>\$89,275</b>
SHOSHONE COUNTY			196,257	195,369
Avery	44,541	42,572	-	-
Kellogg	1,853,314	1,807,509	154,294	147,151
Mullan	-	-	29,098	31,606
Osburn	-	-	70,997	71,765
Pinehurst	616,519	580,825	49,585	52,261
Smelterville	-	-	30,190	28,404
Wallace	500,602	470,233	40,144	48,759
Wardner	-	-	8,651	8,370
<b>Total</b>	<b>\$3,014,976</b>	<b>\$2,901,139</b>	<b>\$579,216</b>	<b>\$583,685</b>
TETON COUNTY			212,998	210,593
Driggs	1,696,114	1,664,114	142,046	140,927
Teton Distillery	134,627	169,642	-	-
Tetonia	-	-	13,588	13,264
Victor	1,259,074	1,315,499	112,287	115,727
<b>Total</b>	<b>\$3,089,815</b>	<b>\$3,149,255</b>	<b>\$480,919</b>	<b>\$480,511</b>

# Sales & Distributions

	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022	Fiscal Year Ending June 30, 2023	Fiscal Year Ending June 30, 2022
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
<b>TWIN FALLS COUNTY</b>			\$850,747	\$829,650
Buhl	691,078	683,692	58,366	62,266
Castleford	95,212	90,294	7,708	6,265
Filer	383,160	349,190	29,809	29,462
Hansen	-	-	48,278	59,003
Hollister	53,881	55,452	4,733	4,698
Kimberly	456,535	472,217	40,312	46,137
Murtaugh	-	-	5,330	8,233
Twin Falls	11,375,060	10,927,669	932,808	923,278
<b>Total</b>	<b>\$13,054,927</b>	<b>\$12,578,514</b>	<b>\$1,978,091</b>	<b>\$1,968,992</b>
<b>VALLEY COUNTY</b>			386,093	383,583
Cascade	773,437	722,577	61,680	64,285
Donnelly	804,485	651,507	55,611	49,387
Lake Fork	117,927	129,800	-	-
McCall	4,430,703	4,195,356	358,106	368,007
Yellow Pine	13,242	9,402	-	-
<b>Total</b>	<b>\$6,139,794</b>	<b>\$5,708,642</b>	<b>\$861,490</b>	<b>\$865,262</b>
<b>WASHINGTON COUNTY</b>			89,032	92,029
Cambridge	170,048	169,714	14,488	16,702
Midvale	81,106	17,435	8,913	7,410
Weiser	1,155,084	1,128,862	253,843	249,872
<b>Total</b>	<b>\$1,406,237</b>	<b>\$1,316,011</b>	<b>\$366,276</b>	<b>\$366,013</b>
	<b>\$319,852,301</b>	<b>\$305,619,168</b>	<b>\$48,849,500</b>	<b>\$48,286,284</b>





# Top 10 Selling Products 2023

#1

*Tito's*  *Handmade*  
VODKA

\$15,597,000

#2

PENDLETON<sup>®</sup>  
WHISKY

\$8,828,200

#3

FIREBALL  
  
CINNAMON WHISKY

\$7,387,000

#4

  
*Crown Royal*

\$6,682,600

#5

JACK DANIEL'S

\$6,604,700

#6

JAMESON<sup>®</sup>  
IRISH WHISKEY

\$5,930,600

#7

SMIRNOFF<sup>®</sup>

\$4,782,100

#8

Captain Morgan

\$4,396,700

#9

BLACK  
VELVET<sup>®</sup>

\$4,030,900

#10

Maker's  
 Mark<sup>®</sup>

\$3,594,300