

# Idaho State Liquor Dispensary

*Serving Idaho Since 1935*

## 1999 ANNUAL REPORT

1999

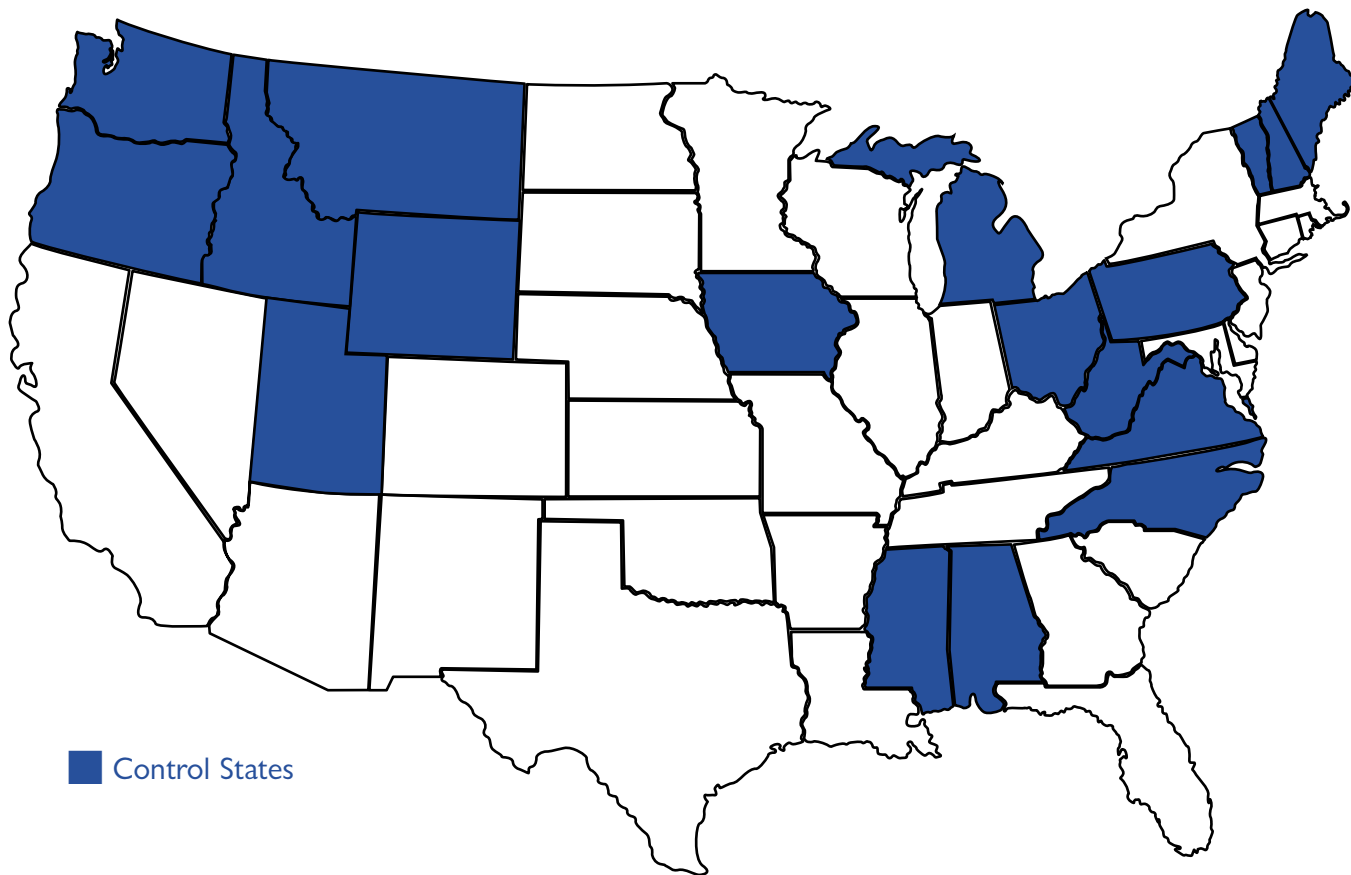


# 1999 ANNUAL REPORT

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## CONTROL STATES



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



## 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 product beverages. Organizationally, the Dispensary has been a division of the Office of the Governor since 1974. Idaho is one of 18 states in the nation where state government is directly responsible for regulating the sale of alcoholic beverages. The purpose of state control is to make liquor available to those adults who choose to drink responsibly without promoting intemperance.

The Dispensary operates 150 retail outlets throughout the State. Of those, 49 are State liquor stores staffed and operated by Dispensary employees, and 101 are contract agencies. The 49 state stores are staffed by 111 full-time employees and supplemented by 90 to 100 part-time employees. Stores are typically open from 11:00 am. to 7:00 p.m. A few stores are open from 10:00 am to 9:00 p.m. for extended customer service. The largest store has sales of \$2.5 million annually. Statewide, stores sell 5.7 million bottles annually. Independent business owners operate contract outlets under contractual agreements with the Dispensary offering liquor in addition to merchandise in their existing businesses. Each state and contract store is stocked and maintained with the customer in mind, featuring a selection

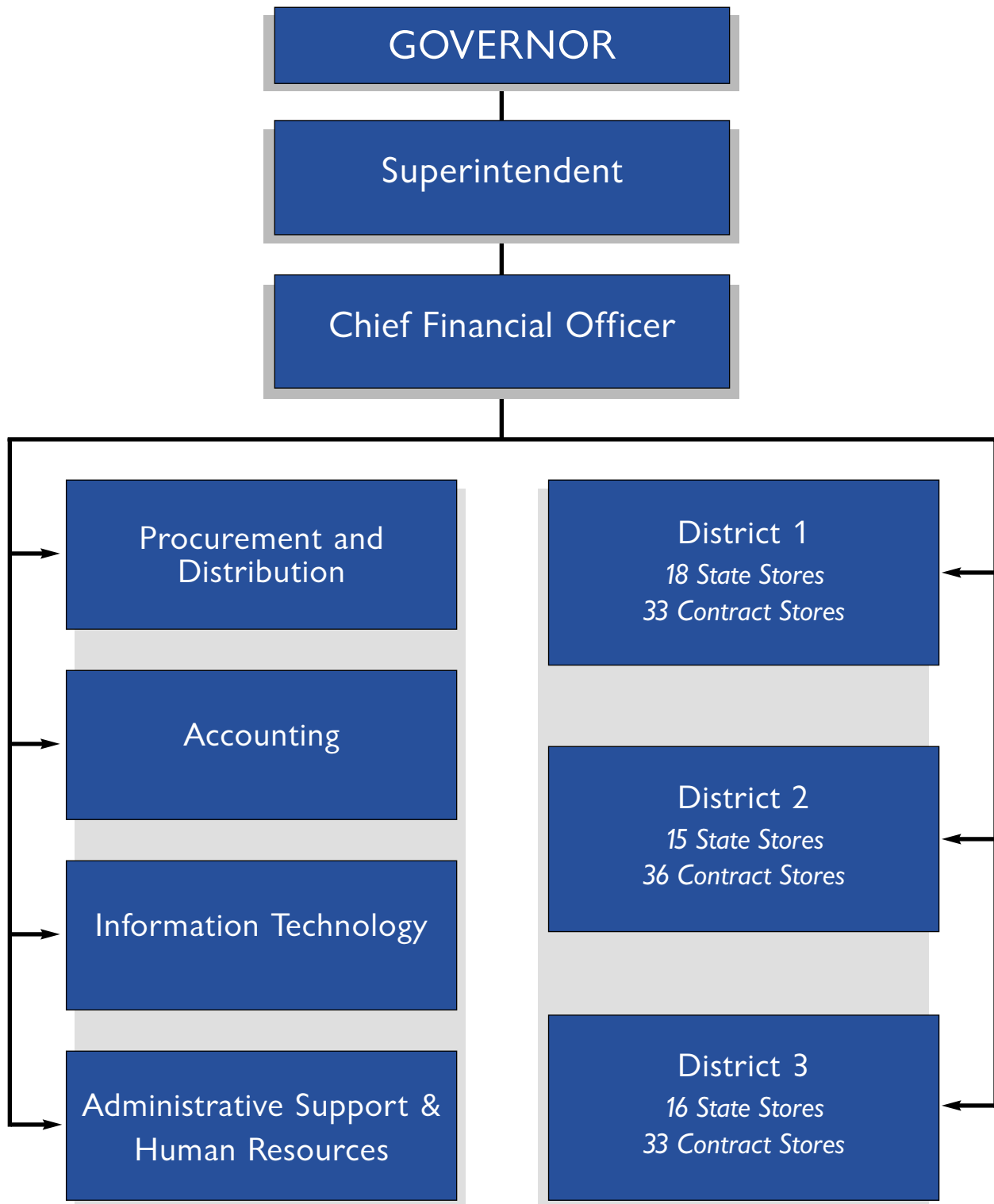
of products specific to the tastes and lifestyles of the local communities they serve. All products are priced uniformly throughout the state. The Dispensary pays \$1.2 million annually in contract fees and \$1.4 million for store leases.

The Dispensary's central office and warehouse is located in Boise. A staff of 22 handles all administrative aspects of the business; including purchasing, accounting, information technology, human resources, contracts and leases. Eleven warehouse personnel, co-located with the administrative office, receive and distribute nearly 500,000 cases annually over a geographic area of 83,000 square miles. The warehouse typically contains between \$5 and \$6 million dollars of inventory, or about 110,000 to 135,000 cases.

Overall, the operating costs for the entire wholesale/retail business are based on a salary to sales ratio of 9.1%. The private industry median for wholesale/retail organizations is 12.4%.

By statute, the Dispensary distributes profits to the state's General Fund, Alcohol Treatment Fund, Cooperative Welfare Fund, Public Schools Fund, and to community colleges and to each of the state's 201 incorporated cities and 44 counties. Over the past decade, over \$160,000,000 in net profits has been returned to the State of Idaho, its agencies, and communities.

## ORGANIZATION STRUCTURE



## SUPERINTENDENT'S MESSAGE



*I*t is a pleasure to submit the Annual Report for the Idaho State Liquor Dispensary for Fiscal Year 1999.

Sales for Fiscal Year 1999 were \$61.1 million, up 5.2% over sales of \$58.1 million in FY 98. Net profits for FY 99 were \$18.8 million, up 4.4% over FY 98 net profits of \$18.0 million. Projections for FY 2000 are \$64 million in sales and a net profit of nearly \$20 million.

It is important to note that in keeping with the theme of our statutory requirement to observe the temperate use of alcohol, Idaho's per capita consumption of distilled spirits remains one of the lowest in the nation.

Increases in sales are due to increases in population and the consumer purchasing more expensive products. Increased sales and profits will enhance the profit distribution to 44 counties and 201 cities throughout Idaho.

Under the leadership of Governor Dirk Kempthorne and with the support of his staff, we

continue to ensure sound fiscal management and enhanced service to the public.

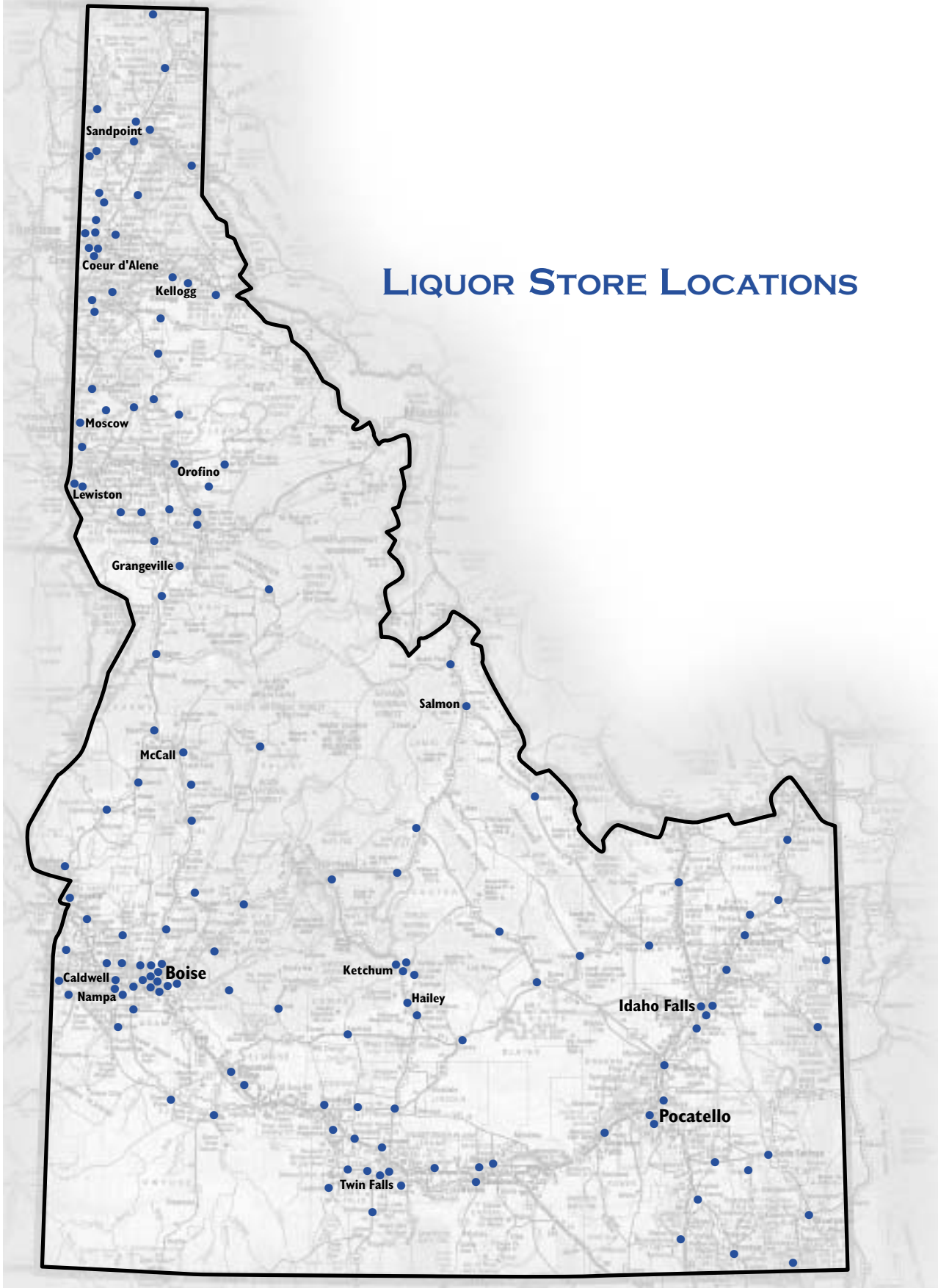
A five-year Strategic Plan has been completed to help prepare the Dispensary for the ever-increasing demands on our resources and to ensure the agency is prepared with adequate funding to meet the needs of a growing enterprise.

We continue to trim costs and provide more service to our customers. Our costs to sales ratio is lean compared to similar sized wholesale/retail operations in the private sector. A legislative interim committee studied the Dispensary operations for several months concluding that the state control system for the sale of packaged distilled spirits works well for Idaho and should not be altered. I congratulate the Dispensary team for its extra efforts toward achieving another prosperous year.

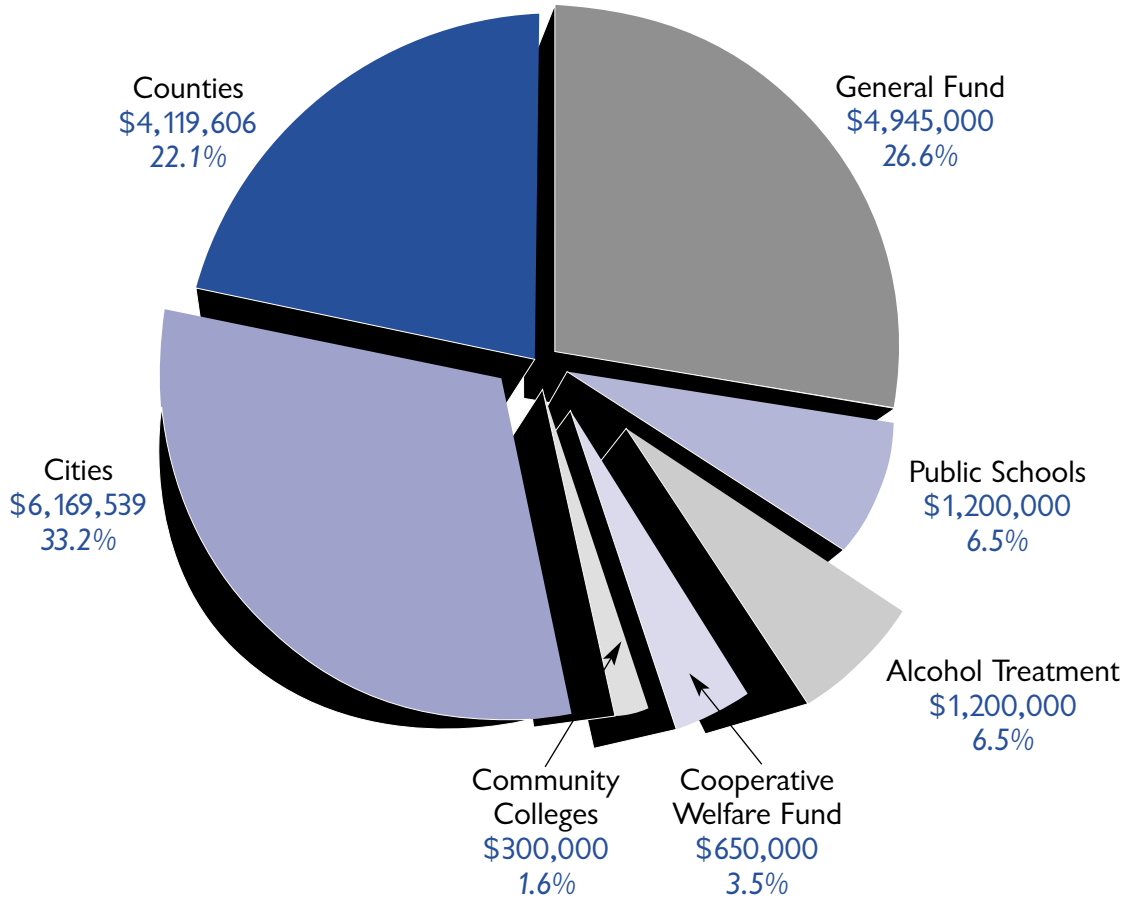
Respectfully submitted,

Dyke Nally  
Superintendent.

## LIQUOR STORE LOCATIONS



## PROFIT DISTRIBUTION



**FY 1999 TOTAL DISTRIBUTION \$18,584,145**

### *Statutory Profit Distribution Formula:*

Annual fixed distributions totaling \$8,295,000 to General Fund, Public Schools, Alcohol Treatment Fund, Cooperative Welfare Fund and Community Colleges.

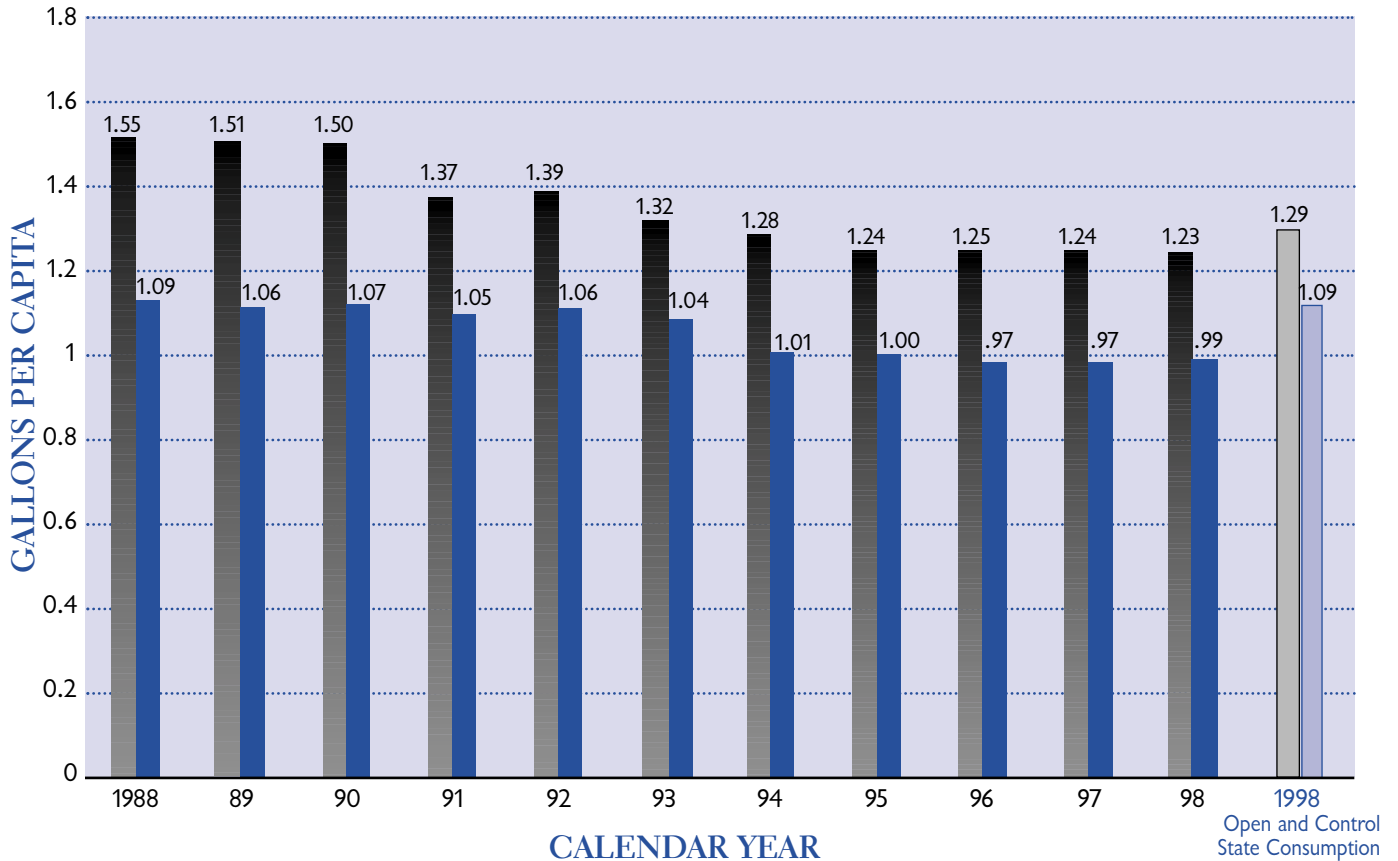
Remainder of profits distributed as follows:

- 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.



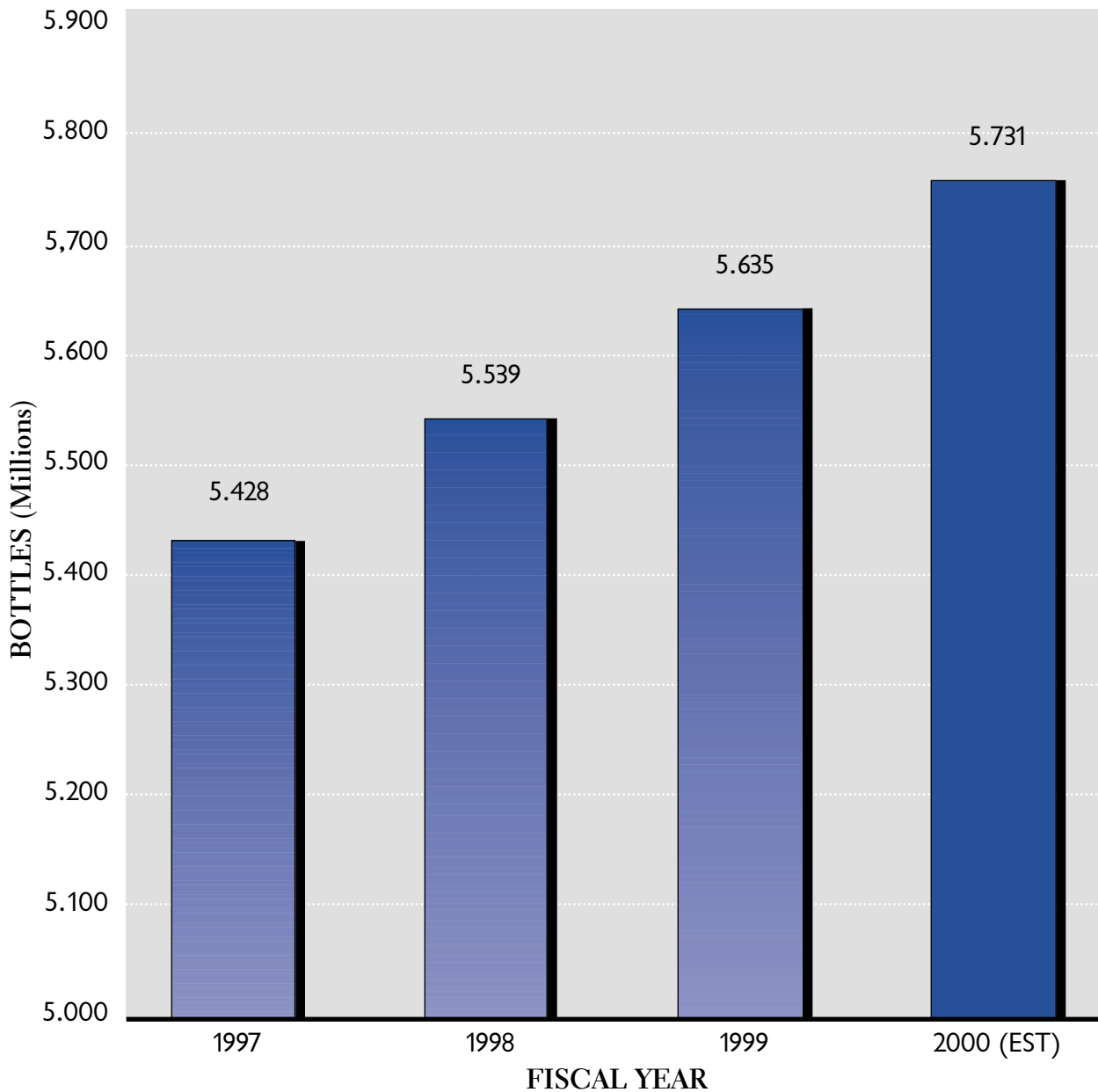
## UNITED STATES AND IDAHO APPARENT PER CAPITA CONSUMPTION OF DISTILLED SPIRITS

■ US ■ IDAHO ■ OPEN STATES ■ CONTROL STATES

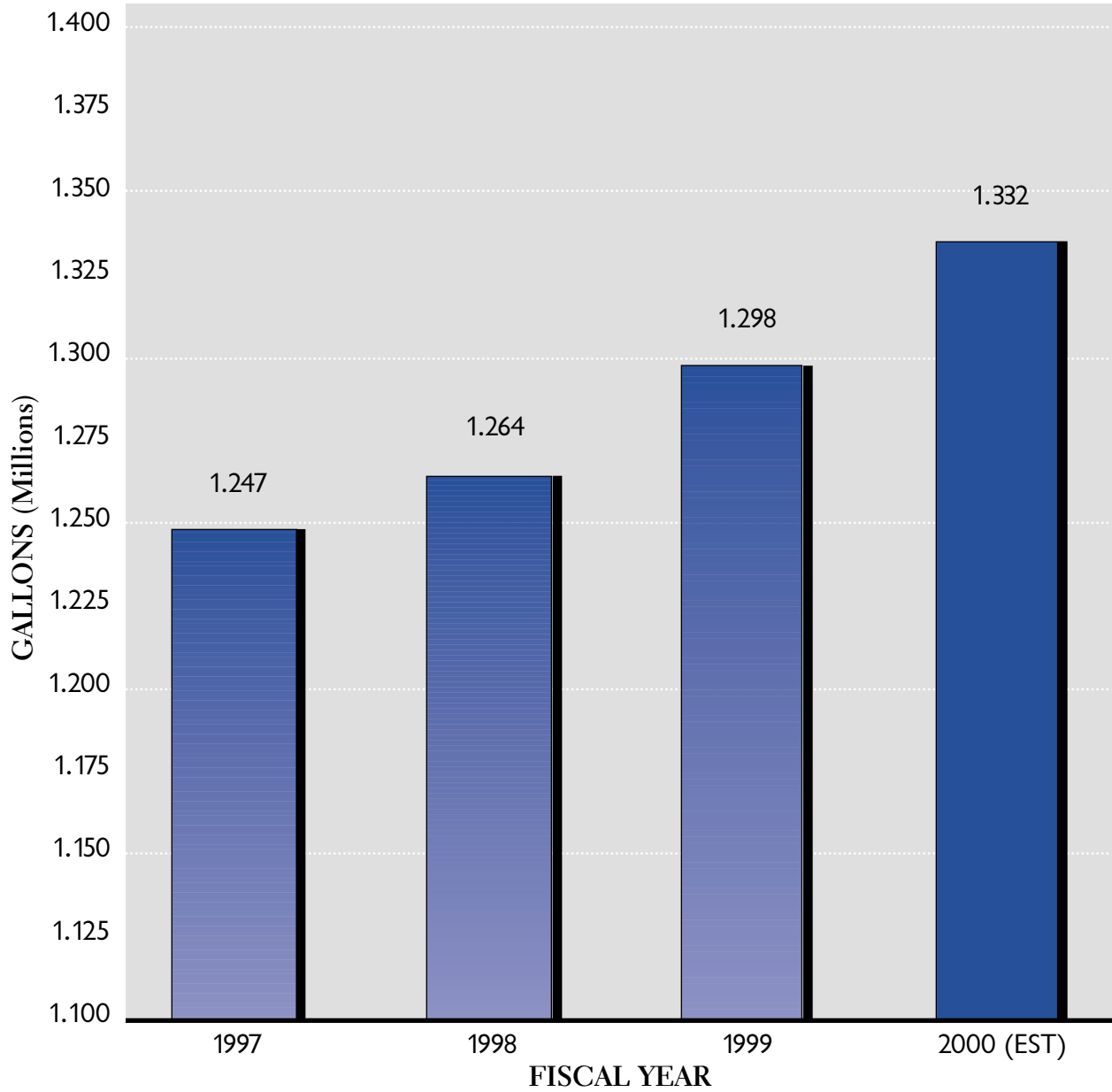


Apparent per capita consumption is based on total population and not adults age 21 and over. Statistics are based on point of sale and do not take into account cross-border traffic in distilled spirits. Consumption in Idaho was .99 gallons in 1998 compared with 1.09 gallons for all control states and 1.29 gallons in open states. Consumption in open states is 18% more than in all control states and 30% more than in Idaho.

## BOTTLES SOLD



## GALLONS SOLD



## RETAIL PRICE COMPONENTS BREAKDOWN



Retail Price  
\$10.95

Sales Tax  
52¢

Markup  
& Handling  
\$4.72

Federal  
Alcohol Tax  
\$2.16

Product Cost  
\$3.55

## BALANCE SHEET

	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998
<i>Assets</i>		
Cash . . . . .	\$ 8,513,335.09	\$ 5,148,088.78
Accounts Receivable . . . . .	46,415.77	42,273.82
Inventory . . . . .	5,697,328.12	5,706,607.76
Prepaid Expenses . . . . .	162,763.21	139,713.94
Land . . . . .	297,943.39	297,943.39
Fixed Assets . . . . .	2,257,146.46	1,931,747.58
Building Under Capital Lease . . . . .	2,500,000.00	2,500,000.00
Accumulated Depreciation . . . . .	(1,279,180.23)	(1,111,937.83)
<b>TOTAL ASSETS</b> . . . . .	<b>\$ 18,195,751.81</b>	<b>\$ 14,654,437.44</b>
<i>Liabilities And Fund Equity</i>		
Liquor Accounts Payable . . . . .	\$ 3,751,984.82	\$ 3,897,303.97
Payroll Payable . . . . .	266,692.22	272,582.99
Other Accounts Payable . . . . .	135,787.49	181,007.81
Distributions Payable . . . . .	4,311,894.00	798,986.00
Capital Lease Payable . . . . .	2,454,908.52	2,487,227.29
<b>TOTAL LIABILITIES</b> . . . . .	<b>10,921,267.05</b>	<b>7,637,108.06</b>
Fund Equity . . . . .	7,274,484.76	7,017,329.38
<b>TOTAL LIABILITIES AND FUND EQUITY</b> . . . . .	<b>\$ 18,195,751.81</b>	<b>\$ 14,654,437.44</b>

## STATEMENT OF CHANGES IN FUND EQUITY

	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998
<b>FUND EQUITY AT BEGINNING OF YEAR</b> . . . . .	\$ 7,017,329.38	\$ 5,571,760.79
<i>Additions</i>		
<hr/>		
Net Income . . . . .	18,832,390.38	18,047,536.09
Reserved For Facility Maintenance . . . . .	8,910.00	3,712.50
<b>TOTAL ADDITIONS</b> . . . . .	<b>18,841,300.38</b>	<b>18,051,248.59</b>
<i>Distributions</i>		
<hr/>		
Cities . . . . .	(6,169,539.00)	(4,994,001.00)
Counties . . . . .	(4,119,606.00)	(3,316,679.00)
General Fund . . . . .	(4,945,000.00)	(4,945,000.00)
Welfare Fund . . . . .	(650,000.00)	(650,000.00)
Alcohol Treatment Fund . . . . .	(1,200,000.00)	(1,200,000.00)
Public Schools . . . . .	(1,200,000.00)	(1,200,000.00)
Community Colleges . . . . .	(300,000.00)	(300,000.00)
<b>TOTAL DISTRIBUTIONS</b> . . . . .	<b>(18,584,145.00)</b>	<b>(16,605,680.00)</b>
<b>FUND EQUITY AT END OF YEAR</b> . . . . .	<b>\$ 7,274,484.76</b>	<b>\$ 7,017,329.38</b>

## INCOME STATEMENT

	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998
<i>Sales</i>		
Retail Liquor Sales .....	\$ 43,544,465.55	\$ 41,164,224.61
Discount Liquor Sales .....	17,309,726.69	16,667,614.05
Military Liquor Sales .....	182,072.50	161,371.00
Non Liquor Sales .....	110,477.27	86,138.90
<b>TOTAL SALES</b> .....	<b>61,146,742.01</b>	<b>58,079,348.56</b>
 <i>Cost of Sales</i> .....	 32,815,500.40	 31,250,180.36
<b>Gross Profit</b> .....	<b>28,331,241.61</b>	<b>26,829,168.20</b>
 <i>Operating Expenses</i> .....	 9,769,800.20	 9,074,041.65
<b>Net Operating Income</b> .....	<b>18,561,441.41</b>	<b>17,755,126.55</b>
 <i>Other Income And Losses</i> .....	 270,948.97	 292,409.54
<b>NET INCOME</b> .....	<b>\$ 18,832,390.38</b>	<b>\$ 18,047,536.09</b>

## OPERATING EXPENSES

	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998
Salaries And Wages . . . . .	\$ 4,200,682.66	\$ 4,030,363.71
Employee Benefits . . . . .	1,339,469.82	1,285,330.66
Special Distributor Commissions . . . . .	1,190,947.51	1,166,211.29
Rent . . . . .	1,354,728.86	1,346,361.74
Utilities . . . . .	208,962.82	200,211.54
Supplies . . . . .	202,864.82	185,734.12
Bank Card Fees . . . . .	144,125.90	92,391.36
Communications . . . . .	122,088.42	131,540.61
Other Services . . . . .	99,403.13	105,287.61
Repairs And Maintenance . . . . .	55,825.44	45,308.88
State Government Overhead . . . . .	53,648.06	54,814.79
Travel . . . . .	50,668.44	38,240.30
Leasehold Repairs And Maintenance . . . . .	50,605.47	47,741.77
Professional Services . . . . .	42,941.62	21,000.00
Employee Development Services . . . . .	35,258.59	25,682.28
Insurance . . . . .	13,418.13	15,858.94
Miscellaneous Expense . . . . .	9,676.09	8,827.36
Interest On Capital Lease . . . . .	324,219.92	108,581.84
Depreciation . . . . .	270,264.50	164,552.85
<b>TOTAL OPERATING EXPENSES . . . . .</b>	<b>\$ 9,769,800.20</b>	<b>\$ 9,074,041.65</b>



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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998
<b>ADA COUNTY</b>				
Boise	\$ 12,432,792.31	\$ 11,470,303.30	1,056,467.00	\$ 653,237.00
Eagle	703,154.00	597,117.45	51,198.00	33,497.00
Garden City	1,054,683.95	1,036,575.55	89,695.00	62,927.00
Kuna	245,769.05	181,743.95	16,719.00	12,298.00
Meridian	1,204,185.45	1,086,365.85	96,897.00	65,822.00
Star	134,220.55	118,165.10	9,611.00	5,909.00
<b>TOTAL</b>	<b>15,774,805.31</b>	<b>14,490,271.20</b>	<b>2,249,534.00</b>	<b>1,625,900.00</b>
<b>ADAMS COUNTY</b>				
Council	103,688.05	97,056.20	17,444.00	17,444.00
New Meadows	102,861.35	97,419.30	9,351.00	8,439.00
<b>TOTAL</b>	<b>206,549.40</b>	<b>194,475.50</b>	<b>35,704.00</b>	<b>32,941.00</b>
<b>BANNOCK COUNTY</b>				
Arimo	-	-	206,303.00	173,819.00
Chubbuck	683,678.84	628,341.95	3,707.00	3,195.00
Downey	24,958.55	25,061.25	44,914.00	40,247.00
Inkom	-	-	3,354.00	3,354.00
Lava Hot Springs	122,574.05	114,863.60	9,747.00	8,224.00
McCammon	-	-	10,237.00	7,106.00
Pocatello	2,497,647.70	2,399,761.60	9,956.00	8,358.00
<b>TOTAL</b>	<b>3,328,859.14</b>	<b>3,168,028.40</b>	<b>550,639.00</b>	<b>506,724.00</b>
<b>BEAR LAKE COUNTY</b>				
Bloomington	-	-	26,631.00	26,631.00
Fish Haven	38,667.70	29,661.90	2,698.00	2,121.00
Georgetown	-	-	-	-
Montpelier	253,207.90	206,332.00	7,754.00	6,182.00
Paris	-	-	20,610.00	20,576.00
St. Charles	-	-	7,995.00	6,442.00
<b>TOTAL</b>	<b>291,875.60</b>	<b>235,993.90</b>	<b>68,204.00</b>	<b>63,973.00</b>
<b>BENEWAH COUNTY</b>				
Chatcolet	-	-	44,113.00	35,272.00
Fernwood	58,042.35	53,940.25	996.00	807.00
Plummer	182,047.60	172,795.75	-	-
St. Maries	425,304.50	432,673.70	15,357.00	9,628.00
Tensed	-	-	39,851.00	32,446.00
<b>TOTAL</b>	<b>665,394.45</b>	<b>659,409.70</b>	<b>101,769.00</b>	<b>79,605.00</b>
<b>BINGHAM COUNTY</b>				
Aberdeen	-	-	98,726.00	98,726.00
Atomic City	-	-	20,772.00	16,314.00
Basalt	-	-	341.00	282.00
Blackfoot	569,099.05	552,787.10	5,922.00	4,698.00
Firth	-	-	84,239.00	84,239.00
Shelley	98,880.05	90,775.70	5,937.00	4,745.00
<b>TOTAL</b>	<b>667,979.10</b>	<b>643,562.80</b>	<b>246,533.00</b>	<b>239,600.00</b>

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

	<u>SALES</u>		<u>DISTRIBUTIONS</u>	
	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998
<b>BLAINE COUNTY</b>			\$ 175,437.00	\$ 122,092.00
Carey	\$ —	\$ —	6,704.00	4,837.00
Bellevue	346,370.30	302,576.60	26,053.00	19,553.00
Hailey	657,962.25	670,494.95	57,559.00	40,852.00
Ketchum	1,949,991.35	1,870,786.88	152,724.00	105,640.00
Sun Valley	25,622.90	23,465.10	6,459.00	13,765.00
<b>TOTAL</b>	<b>2,979,946.80</b>	<b>2,867,323.53</b>	<b>424,936.00</b>	<b>306,739.00</b>
<b>BOISE COUNTY</b>			19,986.00	16,337.00
Crouch	118,991.80	114,273.95	9,370.00	6,962.00
Horseshoe Bend	64,230.55	61,038.90	7,172.00	7,172.00
Idaho City	92,981.95	98,194.40	8,491.00	5,841.00
Lowman	10,059.15	18,201.45	—	—
Placerville	—	—	223.00	188.00
<b>TOTAL</b>	<b>286,263.45</b>	<b>291,708.70</b>	<b>45,242.00</b>	<b>36,500.00</b>
<b>BONNER COUNTY</b>			185,906.00	131,950.00
Clark Fork	160,187.45	148,157.75	13,289.00	9,692.00
Coolin	70,975.45	60,950.70	—	—
Dover	—	—	5,028.00	3,912.00
East Hope	—	—	3,788.00	2,934.00
Hope	—	—	1,639.00	1,292.00
Kootenai	—	—	5,055.00	3,937.00
Oldtown	—	—	30,300.00	18,556.00
Ponderay	409,206.65	411,030.15	34,111.00	24,688.00
Priest River	856,606.59	834,402.38	42,415.00	32,216.00
Sandpoint	1,295,249.45	1,231,303.25	109,834.00	78,933.00
Schweitzer	31,655.25	22,503.30	—	—
Tamrak	209,543.05	205,276.65	—	—
<b>TOTAL</b>	<b>3,033,423.89</b>	<b>2,913,624.18</b>	<b>431,365.00</b>	<b>308,110.00</b>
<b>BONNEVILLE COUNTY</b>			218,666.00	175,175.00
Ammon	—	—	82,128.00	60,959.00
Idaho Falls	3,308,442.18	3,141,615.10	295,585.00	247,606.00
Iona	—	—	13,312.00	10,898.00
Irwin	67,184.20	60,435.10	5,005.00	3,737.00
Swan Valley	—	—	2,098.00	1,626.00
Ucon	—	—	11,332.00	9,208.00
Ririe	—	—	5,983.00	5,974.00
<b>TOTAL</b>	<b>3,375,626.38</b>	<b>3,202,050.20</b>	<b>634,109.00</b>	<b>515,183.00</b>
<b>BOUNDARY COUNTY</b>			33,412.00	28,344.00
Bonnars Ferry	476,721.65	488,250.60	44,309.00	34,157.00
Moyie Springs	—	—	7,499.00	5,704.00
Porthill	1,428.35	—	—	—
<b>TOTAL</b>	<b>478,150.00</b>	<b>488,250.60</b>	<b>85,220.00</b>	<b>68,205.00</b>

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998
<b>BUTTE COUNTY</b>			\$ 17,386.00	\$ 17,386.00
Arco	\$ 109,097.35	\$ 88,401.40	10,834.00	10,816.00
Butte City	-	-	827.00	726.00
Howe	2,484.30	-	-	-
Moore	-	-	2,582.00	2,166.00
<b>TOTAL</b>	<b>111,581.65</b>	<b>88,401.40</b>	<b>31,629.00</b>	<b>31,094.00</b>
<b>CAMAS COUNTY</b>			11,195.00	11,195.00
Fairfield	52,650.60	55,869.50	5,196.00	4,144.00
<b>TOTAL</b>	<b>52,650.60</b>	<b>55,869.50</b>	<b>16,391.00</b>	<b>15,339.00</b>
<b>CANYON COUNTY</b>			202,509.00	201,053.00
Caldwell	1,017,612.50	996,217.75	109,757.00	109,757.00
Greenleaf	-	-	10,449.00	8,148.00
Melba	34,624.50	30,096.00	2,774.00	2,218.00
Middleton	248,281.65	220,650.75	20,288.00	14,196.00
Nampa	1,701,504.25	1,494,909.64	185,653.00	185,653.00
Notus	-	-	5,697.00	4,406.00
Parma	111,508.35	107,341.10	11,797.00	11,797.00
Wilder	-	-	16,864.00	14,096.00
<b>TOTAL</b>	<b>3,113,531.25</b>	<b>2,849,215.24</b>	<b>565,788.00</b>	<b>551,324.00</b>
<b>CARIBOU COUNTY</b>			30,366.00	30,366.00
Bancroft	-	-	5,480.00	4,384.00
Grace	46,453.60	44,125.45	8,004.00	8,004.00
Soda Springs	251,181.65	244,246.85	26,503.00	26,503.00
<b>TOTAL</b>	<b>297,635.25</b>	<b>288,372.30</b>	<b>70,353.00</b>	<b>69,257.00</b>
<b>CASSIA COUNTY</b>			57,455.00	57,455.00
Albion	-	-	4,441.00	3,563.00
Declo	-	-	3,945.00	3,038.00
Malta	-	-	2,427.00	1,969.00
Oakley	-	-	9,052.00	7,301.00
Burley	604,331.15	587,603.45	66,376.00	66,376.00
<b>TOTAL</b>	<b>604,331.15</b>	<b>587,603.45</b>	<b>143,696.00</b>	<b>139,702.00</b>
<b>CLARK COUNTY</b>			11,475.00	11,475.00
Dubois	19,620.75	20,377.20	3,649.00	3,644.00
Spencer	-	-	315.00	262.00
<b>TOTAL</b>	<b>19,620.75</b>	<b>20,377.20</b>	<b>15,439.00</b>	<b>15,381.00</b>
<b>CLEARWATER COUNTY</b>			35,656.00	33,424.00
Elk River	11,379.85	13,327.75	2,327.00	2,327.00
Orofino	384,427.05	401,150.45	37,183.00	29,610.00
Pierce	58,782.80	59,798.90	8,208.00	8,208.00
Weippe	37,694.60	32,287.70	5,773.00	5,773.00
<b>TOTAL</b>	<b>492,284.30</b>	<b>506,564.80</b>	<b>89,147.00</b>	<b>79,342.00</b>

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998
<b>CUSTER COUNTY</b>			\$ 28,190.00	\$ 20,696.00
Challis	\$ 158,604.95	\$ 167,749.80	15,264.00	12,218.00
Clayton	33,964.60	33,579.51	2,745.00	2,123.00
Mackay	80,128.65	78,215.80	7,329.00	5,171.00
Stanley	-	-	11,835.00	6,075.00
<b>TOTAL</b>	<b>272,698.20</b>	<b>279,545.11</b>	<b>65,363.00</b>	<b>46,283.00</b>
<b>ELMORE COUNTY</b>			62,520.00	62,520.00
Glenns Ferry	111,285.25	106,448.20	13,317.00	13,317.00
Military	182,001.10	161,042.80	-	-
Mountain Home	552,862.30	534,435.50	67,481.00	67,481.00
Pine	51,938.75	49,167.15	-	-
<b>TOTAL</b>	<b>898,087.40</b>	<b>851,093.65</b>	<b>143,318.00</b>	<b>143,318.00</b>
<b>FRANKLIN COUNTY</b>			30,746.00	30,746.00
Clifton	-	-	3,522.00	2,681.00
Dayton	-	-	5,799.00	4,284.00
Franklin	-	-	7,283.00	5,487.00
Oxford	-	-	695.00	541.00
Preston	226,308.55	220,680.35	26,453.00	26,453.00
Weston	-	-	5,565.00	4,402.00
<b>TOTAL</b>	<b>226,308.55</b>	<b>220,680.35</b>	<b>80,063.00</b>	<b>74,594.00</b>
<b>FREMONT COUNTY</b>			36,377.00	36,377.00
Ashton	68,798.10	51,734.80	11,000.00	11,000.00
Drummond	-	-	549.00	415.00
Island Park	150,137.35	152,414.15	12,577.00	9,112.00
Newdale	-	-	5,565.00	3,886.00
Parker	-	-	4,299.00	3,301.00
St. Anthony	251,717.55	271,868.30	26,207.00	23,784.00
Teton	-	-	8,647.00	6,593.00
Warm River	-	-	144.00	115.00
<b>TOTAL</b>	<b>470,653.00</b>	<b>476,017.25</b>	<b>105,365.00</b>	<b>94,583.00</b>
<b>GEM COUNTY</b>			36,777.00	36,777.00
Emmett	367,946.85	351,181.65	40,282.00	40,282.00
<b>TOTAL</b>	<b>367,946.85</b>	<b>351,181.65</b>	<b>77,059.00</b>	<b>77,059.00</b>
<b>GOODING COUNTY</b>			38,144.00	36,729.00
Bliss	-	-	4,731.00	2,729.00
Gooding	235,083.70	227,819.55	24,290.00	24,290.00
Hagerman	-	-	9,183.00	7,420.00
Wendell	167,530.50	157,856.85	14,943.00	12,510.00
<b>TOTAL</b>	<b>402,614.20</b>	<b>385,676.40</b>	<b>91,291.00</b>	<b>83,678.00</b>

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998
<b>IDAHO COUNTY</b>			\$ 50,903.00	\$ 42,983.00
Cottonwood	\$ 100,898.15	\$ 98,474.70	9,275.00	7,149.00
Elk City	33,119.60	31,429.70	-	-
Ferdinand	-	-	1,875.00	1,481.00
Grangeville	275,376.15	270,162.05	28,363.00	28,363.00
Kooskia	104,933.35	114,685.25	10,681.00	7,974.00
Riggins	172,893.95	158,749.45	14,218.00	10,401.00
Stites	-	-	2,975.00	2,337.00
Whitebird	67,135.15	61,377.40	5,449.00	2,849.00
<b>TOTAL</b>	<b>754,356.35</b>	<b>734,878.55</b>	<b>123,739.00</b>	<b>103,537.00</b>
<b>JEFFERSON COUNTY</b>			46,058.00	46,058.00
Hamer	-	-	1,273.00	1,113.00
Lewisville	-	-	7,210.00	5,685.00
Menan	-	-	9,302.00	7,668.00
Mud Lake	39,484.00	40,591.70	3,821.00	3,408.00
Rigby	261,762.90	250,844.65	29,017.00	29,017.00
Roberts	-	-	8,005.00	6,360.00
Ririe (see Bonneville County)	-	-	-	-
<b>TOTAL</b>	<b>301,246.90</b>	<b>291,436.35</b>	<b>104,686.00</b>	<b>99,309.00</b>
<b>JEROME COUNTY</b>			29,766.00	27,103.00
Eden	-	-	4,729.00	3,690.00
Hazelton	-	-	5,607.00	3,908.00
Jerome	544,141.04	517,667.79	35,177.00	32,628.00
<b>TOTAL</b>	<b>544,141.04</b>	<b>517,667.79</b>	<b>75,279.00</b>	<b>67,329.00</b>
<b>KOOTENAI COUNTY</b>			478,446.00	335,201.00
Athol	-	-	6,405.00	4,818.00
Bayview	194,193.85	180,000.45	-	-
Coeur d' Alene	3,671,503.80	3,428,790.75	303,669.00	216,566.00
Dalton Gardens	-	-	31,916.00	24,884.00
Fernan Lake	-	-	2,933.00	2,037.00
Harrison	90,335.30	89,835.85	7,651.00	5,675.00
Hauser	-	-	6,626.00	5,072.00
Hayden	1,434,433.80	1,304,961.00	107,685.00	74,841.00
Hayden Lake	-	-	6,347.00	4,932.00
Huetter	-	-	1,374.00	1,049.00
Post Falls	2,107,873.85	2,099,519.30	175,356.00	124,417.00
Rathdrum	456,549.95	440,758.65	36,913.00	25,174.00
Spirit Lake	307,627.05	300,981.30	25,505.00	17,135.00
State Line	-	-	510.00	364.00
Worley	76,938.55	67,753.25	5,879.00	4,368.00
<b>TOTAL</b>	<b>8,339,456.15</b>	<b>7,912,600.55</b>	<b>1,197,215.00</b>	<b>846,533.00</b>

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

	<u>SALES</u>		<u>DISTRIBUTIONS</u>	
	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998
<b>LATAH COUNTY</b>			\$ 122,045.00	\$ 94,449.00
Bovill	\$ 13,385.45	\$ 15,637.55	2,283.00	2,279.00
Deary	46,681.20	33,127.45	3,192.00	2,967.00
Genesee	42,545.65	10,968.90	5,240.00	7,632.00
Juliaetta	-	-	6,526.00	5,284.00
Kendrick	78,444.15	81,561.30	7,294.00	4,818.00
Moscow	1,475,701.50	1,442,899.35	135,698.00	105,897.00
Onaway	-	-	2,645.00	2,190.00
Potlatch	106,305.65	109,711.75	10,042.00	7,691.00
Troy	128,721.40	130,877.30	11,778.00	9,861.00
<b>TOTAL</b>	<b>1,891,785.00</b>	<b>1,824,783.60</b>	<b>306,743.00</b>	<b>243,068.00</b>
<b>LEMHI COUNTY</b>			41,747.00	32,563.00
Leadore	13,115.10	8,894.95	1,028.00	1,026.00
North Fork	31,383.85	35,090.75	-	-
Salmon	558,317.10	580,737.65	52,958.00	39,483.00
<b>TOTAL</b>	<b>602,816.05</b>	<b>624,723.35</b>	<b>95,733.00</b>	<b>73,072.00</b>
<b>LEWIS COUNTY</b>			21,119.00	20,357.00
Craigmont	44,901.90	41,114.60	4,782.00	4,782.00
Kamiah	190,581.55	185,037.00	16,958.00	13,912.00
Nez Perce	41,729.40	43,016.70	4,173.00	4,254.00
Reubens	-	-	656.00	526.00
Winchester	35,753.20	29,503.90	2,773.00	2,493.00
<b>TOTAL</b>	<b>312,966.05</b>	<b>298,672.20</b>	<b>50,461.00</b>	<b>46,324.00</b>
<b>LINCOLN COUNTY</b>			17,650.00	17,650.00
Dietrich	-	-	2,042.00	1,573.00
Richfield	-	-	5,595.00	4,498.00
Shoshone	111,505.50	117,575.85	11,275.00	9,752.00
<b>TOTAL</b>	<b>111,505.50</b>	<b>117,575.85</b>	<b>36,562.00</b>	<b>33,473.00</b>
<b>MADISON COUNTY</b>			55,299.00	55,299.00
Rexburg	159,173.80	153,450.25	74,914.00	74,914.00
Sugar City	-	-	17,028.00	13,863.00
<b>TOTAL</b>	<b>159,173.80</b>	<b>153,450.25</b>	<b>147,241.00</b>	<b>144,076.00</b>
<b>MINIDOKA COUNTY</b>			57,782.00	57,782.00
Acequia	-	-	1,508.00	1,239.00
Heyburn	-	-	38,766.00	31,554.00
Minidoka	-	-	1,350.00	1,350.00
Paul	56,737.85	61,834.10	7,845.00	7,832.00
Rupert	376,101.25	376,682.05	44,057.00	44,057.00
Burley (see Cassia County)	-	-	-	-
<b>TOTAL</b>	<b>432,839.10</b>	<b>438,516.15</b>	<b>151,308.00</b>	<b>143,814.00</b>

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

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998
<b>NEZ PERCE COUNTY</b>			\$ 179,323.00	\$ 133,609.00
Culdesac	\$ 13,834.50	\$ 94,424.20	7,922.00	5,654.00
Lapwai	-	-	12,704.00	10,191.00
Lewiston	2,743,361.60	2,658,622.80	245,484.00	188,785.00
Peck	-	-	2,230.00	1,809.00
<b>TOTAL</b>	<b>2,757,196.10</b>	<b>2,753,047.00</b>	<b>447,663.00</b>	<b>340,048.00</b>
<b>ONEIDA COUNTY</b>			17,390.00	17,390.00
Malad	168,590.15	143,600.85	14,052.00	14,052.00
<b>TOTAL</b>	<b>168,590.15</b>	<b>143,600.85</b>	<b>31,442.00</b>	<b>31,442.00</b>
<b>OWYHEE COUNTY</b>			28,960.00	28,960.00
Bruneau	27,597.65	32,340.80	-	-
Grandview	46,363.85	38,485.20	3,701.00	3,293.00
Homedale	105,018.05	106,462.45	16,839.00	16,839.00
Marsing	157,692.65	152,122.55	14,000.00	10,354.00
<b>TOTAL</b>	<b>336,672.20</b>	<b>329,411.00</b>	<b>63,500.00</b>	<b>59,446.00</b>
<b>PAYETTE COUNTY</b>			46,904.00	46,904.00
Fruitland	-	-	41,207.00	30,922.00
New Plymouth	87,594.10	86,822.80	9,715.00	9,715.00
Payette	484,979.70	480,281.95	45,746.00	38,411.00
<b>TOTAL</b>	<b>572,573.80</b>	<b>567,104.75</b>	<b>143,572.00</b>	<b>125,952.00</b>
<b>POWER COUNTY</b>			24,622.00	24,622.00
American Falls	-	-	25,734.00	25,734.00
Rockland	-	-	3,862.00	3,095.00
<b>TOTAL</b>	<b>-</b>	<b>-</b>	<b>54,218.00</b>	<b>53,451.00</b>
<b>SHOSHONE COUNTY</b>			66,110.00	55,963.00
Kellog	330,777.50	350,114.35	32,637.00	27,791.00
Mullan	-	-	10,115.00	8,361.00
Osburn	-	-	20,659.00	16,743.00
Pinehurst	260,874.10	245,428.40	22,775.00	16,979.00
Smeltonville	-	-	5,923.00	5,767.00
Wallace	329,547.60	360,588.30	32,215.00	22,761.00
Wardner	-	-	3,176.00	2,622.00
<b>TOTAL</b>	<b>921,199.20</b>	<b>956,131.05</b>	<b>193,610.00</b>	<b>156,987.00</b>
<b>TETON COUNTY</b>			21,760.00	16,715.00
Driggs	375,916.25	320,131.95	28,100.00	18,437.00
Tetonia	-	-	2,007.00	1,671.00
Victor	-	-	7,432.00	5,305.00
<b>TOTAL</b>	<b>375,916.25</b>	<b>320,131.95</b>	<b>59,299.00</b>	<b>42,128.00</b>

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

	<u>SALES</u>		<u>DISTRIBUTIONS</u>	
	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 1998
<b>TWIN FALLS COUNTY</b>			\$ 162,973.00	\$ 119,926.00
Buhl	\$ 264,857.00	\$ 243,806.30	22,745.00	17,725.00
Castleford	-	-	2,475.00	1,963.00
Filer	95,202.35	93,961.75	8,794.00	7,059.00
Hansen	-	-	12,276.00	9,679.00
Hollister	14,345.50	14,073.55	1,242.00	1,068.00
Kimberly	113,521.25	115,163.60	10,993.00	9,190.00
Murtaugh	-	-	1,899.00	1,494.00
Twin Falls	2,225,742.25	2,117,120.66	190,069.00	146,990.00
<b>TOTAL</b>	<b>2,713,668.35</b>	<b>2,584,125.86</b>	<b>413,466.00</b>	<b>315,094.00</b>
<b>VALLEY COUNTY</b>			64,840.00	46,377.00
Cascade	179,450.70	174,470.85	15,678.00	11,382.00
Donnelly	120,457.15	117,711.60	9,775.00	6,989.00
McCall	738,184.40	728,254.95	62,479.00	45,207.00
Yellow Pine	4,107.90	-	-	-
<b>TOTAL</b>	<b>1,042,200.15</b>	<b>1,020,437.40</b>	<b>152,772.00</b>	<b>109,955.00</b>
<b>WASHINGTON COUNTY</b>			31,542.00	31,542.00
Cambridge	68,841.20	60,699.10	5,691.00	4,420.00
Hells Canyon	3,367.65	4,974.10	-	-
Midvale	-	-	3,104.00	3,104.00
Weiser	317,414.35	310,083.85	32,142.00	32,142.00
<b>TOTAL</b>	<b>389,623.20</b>	<b>375,757.05</b>	<b>72,479.00</b>	<b>71,208.00</b>
<b>FISCAL YEAR TOTALS</b>	<b>\$61,146,742.01</b>	<b>\$58,079,348.56</b>	<b>\$10,289,145.00</b>	<b>\$8,310,680.00</b>





**Idaho State  
Liquor Dispensary**

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