

# IDAHO STATE LIQUOR DIVISION



2016 Annual Report

## 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.



Koenig Distillery & Winery, Caldwell





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*Thanks to [visitidaho.org](http://visitidaho.org) for the images in this report.*

# GOVERNOR'S MESSAGE

Dear Friends,

The Idaho State Liquor Division once again delivered on its mission to responsibly provide distilled spirits throughout Idaho at convenient locations and fair and uniform prices, to keep the product out of the hands of minors and intemperate consumers as much as possible, and to optimize net revenues for the citizens of the Gem State.

Idaho's per capita consumption remains one of the lowest in the nation, while the Division's business plan met consumer interests and delivered record distributions and sales on moderated increases in units sold in fiscal 2016. Collecting more than 7 percent of total sales from Washington State consumers continues to provide benefits for Idaho.

Some big improvements in serving patrons were realized in the past fiscal year. As leases came due, one store in State Line and two in Boise received renovations, and seven stores in Meridian, McCall, Pocatello, Caldwell, Idaho Falls, Sandpoint and Boise were moved to better locations. This all led to a better retail customer experience with improved environments and product selection.

The Division's activities in the communities they serve were enhanced in many ways through the "mini-grant" program, designed to provide support for local Idahoans in preventing underage drinking and promoting responsible consumption and compliance with the law. The funds came through Idaho's membership in the National Alcohol Beverage Control Association (NABCA).

The responsible work of the Division also went beyond bottled spirits. Powdered alcohol emerged throughout the country and aroused great concern in many quarters about its propensity for abuse, underage consumption and conceal-ability. The Division proposed legislation in 2016 to keep this product off of Idaho shelves. The Idaho Legislature approved the proposed idea and I signed it into law, making Idaho one of over 30 states to approve similar proposals.

I have confidence in the leadership of Director Anderson and the associates of the Idaho State Liquor Division who responsibly serve us each and every day.

Please remember, the Liquor Division is **Citizen Owned for the Benefit of All.**

As Always – Idaho, "Esto Perpetua"



C.L. "Butch" Otter  
Governor of Idaho

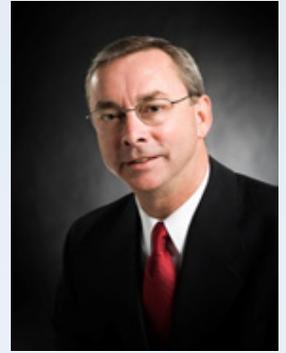


C.L. "Butch" Otter  
Governor of Idaho

# ISLD DIRECTOR'S MESSAGE

Dear Fellow Idahoans,

Imagine the good things that will come for all of Idaho as thousands of students gain essential skills from attending Idaho's community colleges every year. Hands-on training and a quality education for all those who are willing means a better Idaho. This educational opportunity was supported, in part, by over \$2,000,000 provided by Idaho State Liquor Division (ISLD) distributions to Idaho counties for their citizens to attend community colleges in Fiscal Year 2016. This is but one example of how the ISLD empowers Idahoans and enhances economic opportunity.



**Jeffery R. Anderson**  
Director

Benjamin Franklin's expression "well done is better than well said" guides the ISLD. We believe it takes more than talk to reduce underage and dangerous drinking throughout the Gem State. In addition to rigorous on-going training in responsible service for our associates, we actively engage in community partnerships that deliver measurable results to address these issues. National Alcohol Beverage Control Association (NABCA) funding allowed us to continue our collaboration with Community Coalitions of Idaho, the Northwest Alcohol Conference, and other worthy community partners aimed at youth education, the prevention of under-age drinking, and local law enforcement efforts.

For Fiscal Year 2016, the ISLD continued our excellent track record in meeting our established benchmarks of performance. Our dedicated associates met goals for key performance indicators: Distributions to the People of Idaho – *cities, counties, the General Fund, education, court services, and substance abuse and treatment programs* – increased nearly 7.0% to \$68,700,000; Sales improved 6.7% to \$191,000,000; Nine-Liter case depletions were up 4.2%; and non-adjusted per capita consumption increased only 3.4%. Border sales to Washington State consumers remain over 7% of total sales.

The ISLD's responsible emphasis on the customer – our retail patrons; on-premise retailers; stakeholders; and local, national, and international suppliers – remains paramount.

We will continue to responsibly administer the ISLD on behalf of the People of the Gem State because we are **Citizen Owned for the Benefit of All.**

Sincerely,

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

Jeffrey R. Anderson  
ISLD Director

# FINANCIAL RESULTS

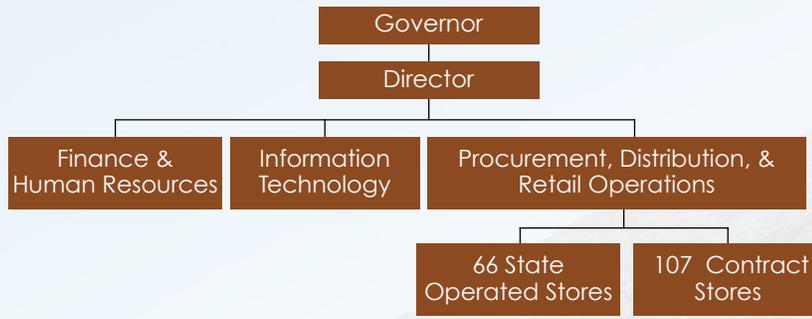
FISCAL YEAR	2012	2013	2014	2015	2016	2017 (Est.)
<b>STATE STORES</b>	66	66	66	65	66	66
<b>CONTRACT STORES</b>	97	100	103	105	107	107
<b>**9-Liter Case Sales</b>	970	1,015	1,020	1,050	1,094	1,115
Change vs. prior	4.3%	4.6%	0.5%	2.9%	4.2%	1.9%
<b>**Sales Dollars</b>	\$153,600	\$164,500	\$169,000	\$179,000	\$191,000	\$198,500
Change vs. prior	6.7%	7.1%	2.7%	5.9%	6.7%	3.9%
<b>**Gross Profit</b>	\$75,200	\$80,800	\$83,100	\$87,700	\$93,900	\$97,700
Change vs. prior	9.5%	7.4%	2.8%	5.5%	7.1%	4.0%
<b>**Net Income</b>	\$55,500	\$59,800	\$61,600	\$65,700	\$70,300	\$72,400
Change vs. prior	10.8%	7.7%	3.0%	6.6%	7.0%	3.0%
<b>**Distributions</b>	\$63,100*	\$60,100	\$63,000	\$64,400	\$68,700	\$72,300
Change vs. prior	25.7%	-4.8%	4.8%	2.2%	6.7%	5.2%

\* FY12 Distributions were enhanced by a one-time \$8 Million distribution to the General Fund.

\*\* All Figures in Thousands



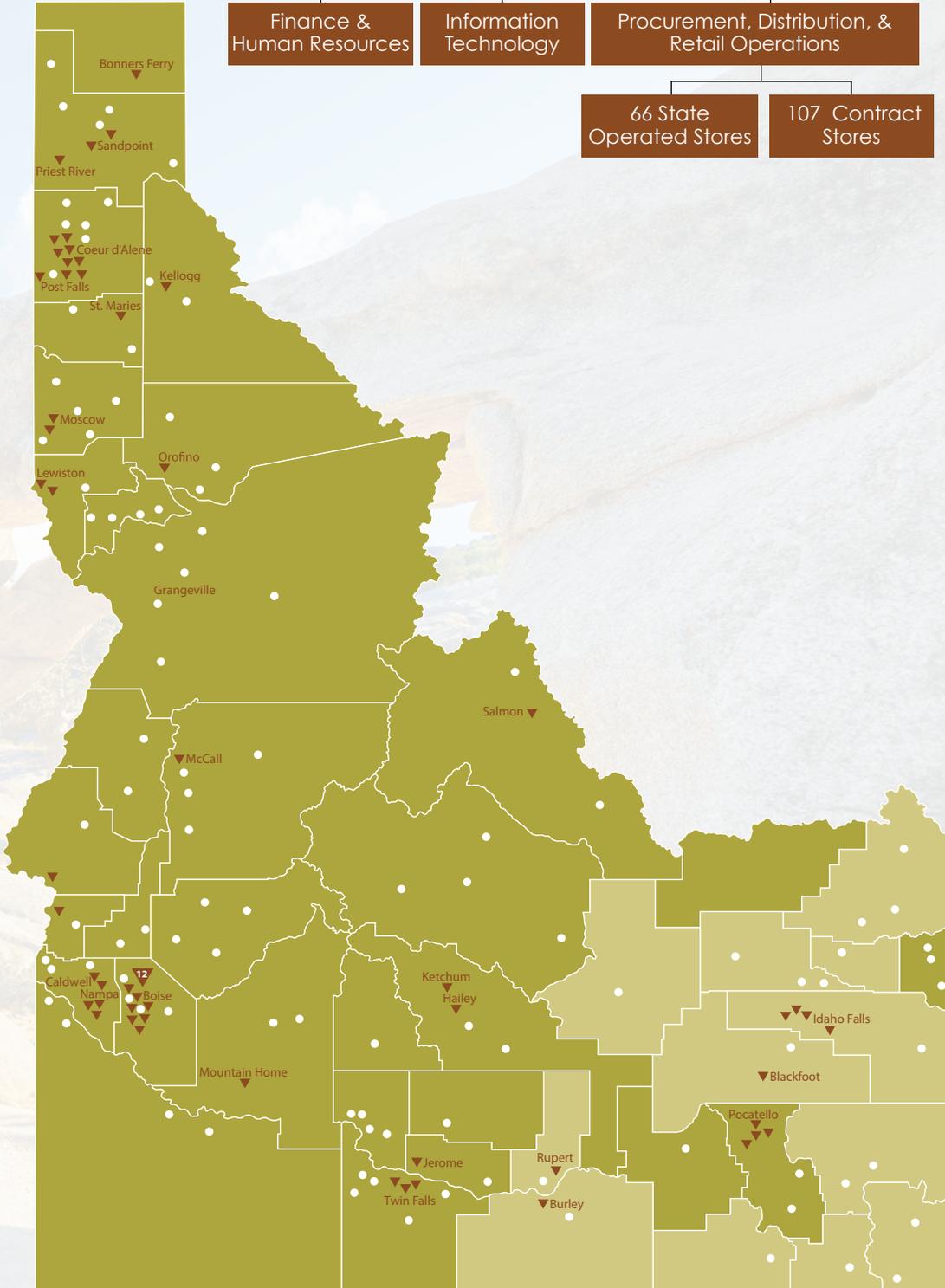
# ORGANIZATIONAL STRUCTURE & STORE LOCATIONS



## Liquor Store Locations

- ▼ **State - 66**
- **Contract - 107**
- **Shaded Areas -32**  
(Counties with Sunday Liquor Sales)

- Ada
- Adams
- Bannock
- Benewah
- Blaine
- Boise
- Bonner
- Boundary
- Camas
- Canyon
- Clark
- Clearwater
- Custer
- Elmore
- Gem
- Gooding
- Idaho
- Jerome
- Kootenai
- Latah
- Lewis
- Lemhi
- 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. The Division has been an agency in the Office of the Governor since 1974.

Idaho is one of 17 states along with several other jurisdictions nationwide that control the sale of alcoholic beverages. These jurisdictions account for almost 25% of the U.S. population, and regulate their own retail and/or wholesale distribution of beverage alcohol.

The Division oversees 173 retail outlets throughout the state that sell distilled spirits. Of those, 66 are state liquor stores staffed and operated by Division employees, and 107 are contract operators.

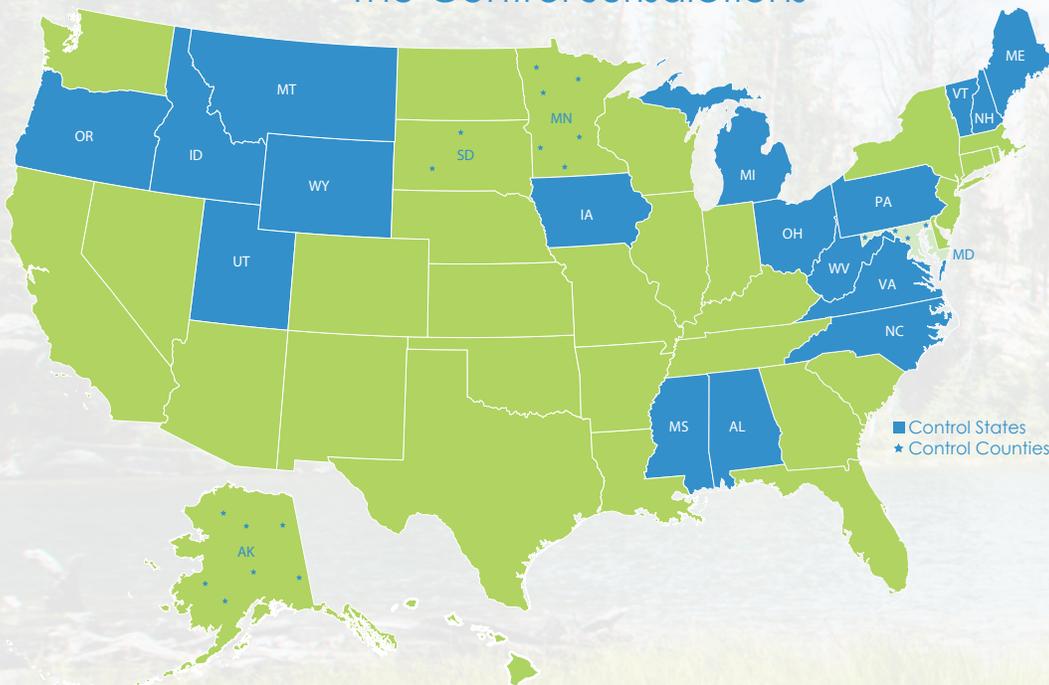
The state liquor store with the highest sales volume reported sales of \$7.1 million in FY 2016. Statewide, stores sell over eleven million bottles annually. Each state and contract store is stocked and maintained to meet the needs of customers including liquor-by-the-drink establishments. Outlets feature 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 \$6.5 million to the private sector for agency contract fees and store leases in FY 2016.

The Division's central office and warehouse are located in Boise. A central office staff of 23 and three district managers oversee all administrative aspects of the business including purchasing, finance, information technology, human resources,

contracts, and store supervision. Eighteen warehouse personnel, co-located with the administrative office, receive, store and distribute nearly 1,100,000 cases annually over a geographic area of 83,000 square miles. The warehouse contains about 200,000 cases valued at nearly \$15 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 \$540 million was distributed to state programs, counties and cities.

## The Control Jurisdictions



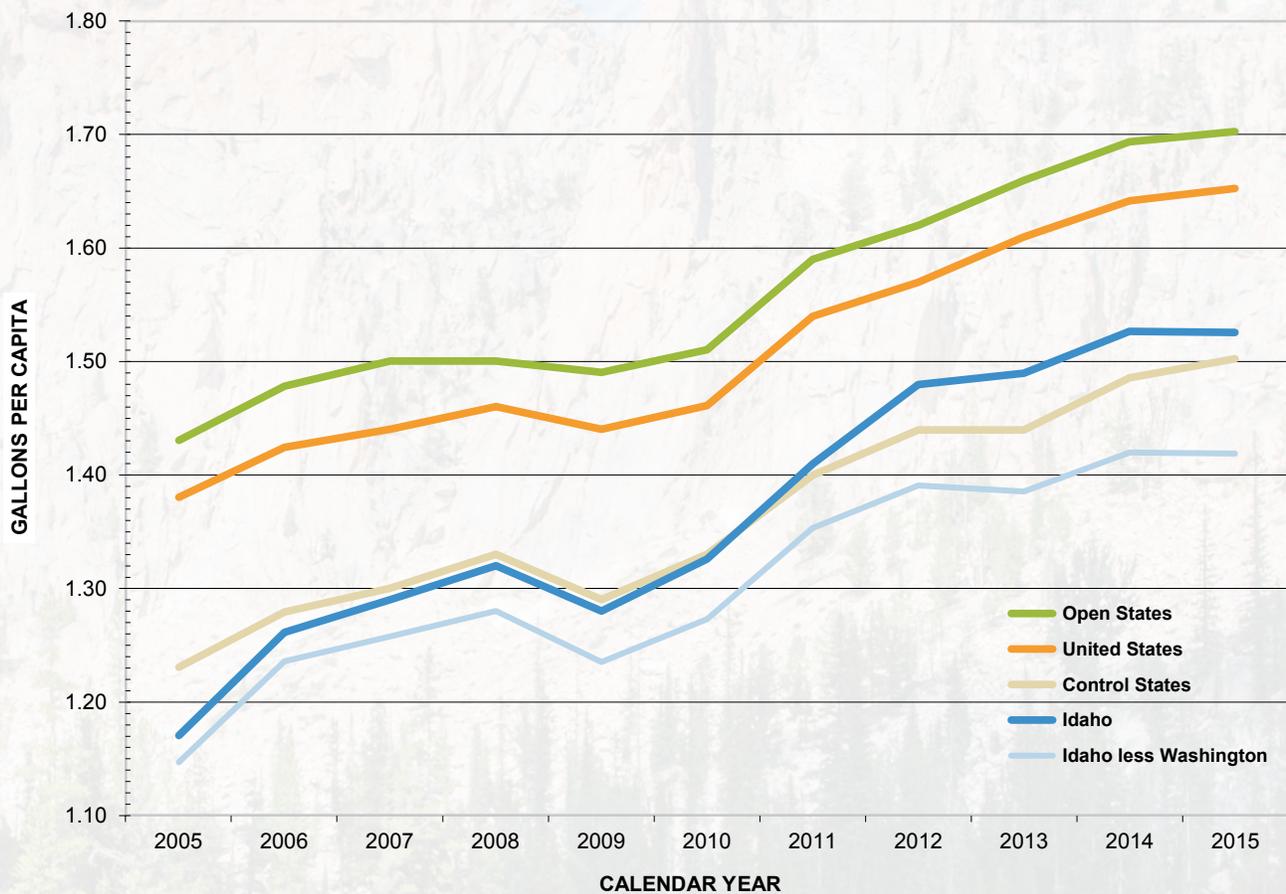
- Alabama
- Idaho
- Iowa
- Maine
- Michigan
- Mississippi
- Montana
- New Hampshire
- North Carolina
- Ohio
- Oregon
- Pennsylvania
- Utah
- Vermont
- Virginia
- West Virginia
- Wyoming
- Montgomery County, MD
- Worcester County, MD
- Wicomico County, MD
- Somerset County, MD
- Some Jurisdictions in Alaska, Minnesota & South Dakota

# PER CAPITA CONSUMPTION OF DISTILLED SPIRITS

## Idaho Consumption Metrics are Affected by Washington Consumers

Idaho consumption metrics are affected by significant cross-border sales at the Washington border. The ISLD estimates that non-resident consumption adds approximately 7.0% to ISLD sales and related consumption statistics. With the deregulation of Washington State's distilled spirits distribution model on June 1, 2012, Idaho now offers an even greater value to Washington consumers than it did prior to 2012. Currently, Idaho is experiencing a sizable sales lift at our outlets along the Washington border. We expect our consumption metrics to continue to be impacted in a significant manner by Washington consumers for the foreseeable future.

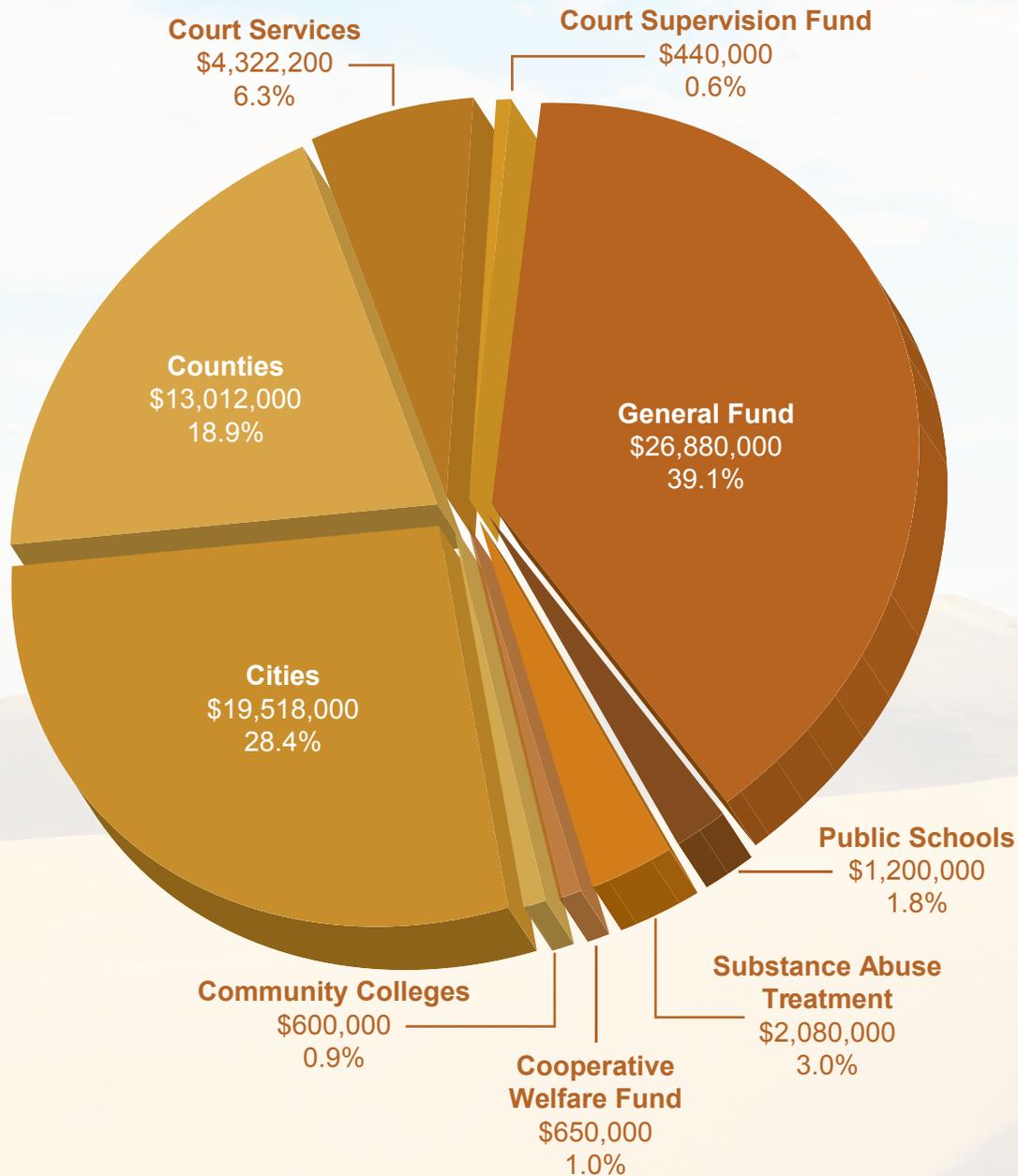
### Apparent Per Capita Consumption Of Distilled Spirits



Source: Distilled Spirits Council of the United States & U.S. Census Data

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 1.53 gallons in calendar year 2015 compared with 1.50 gallons for all control states and 1.70 gallons in open states. Consumption in open states is 13.0% more than in all control states and 20.0% more than in Idaho, when we factor out the estimated impact of cross-border sales to Washington residents.

# FISCAL YEAR 2016 PROFIT DISTRIBUTION = \$68,702,200



## Statutory Profit Distribution Formula:

**Two percent surcharge on liquor sales to the Drug Court, Mental Health Court and Family Court Services Fund. 50% of profits are distributed as follows:**

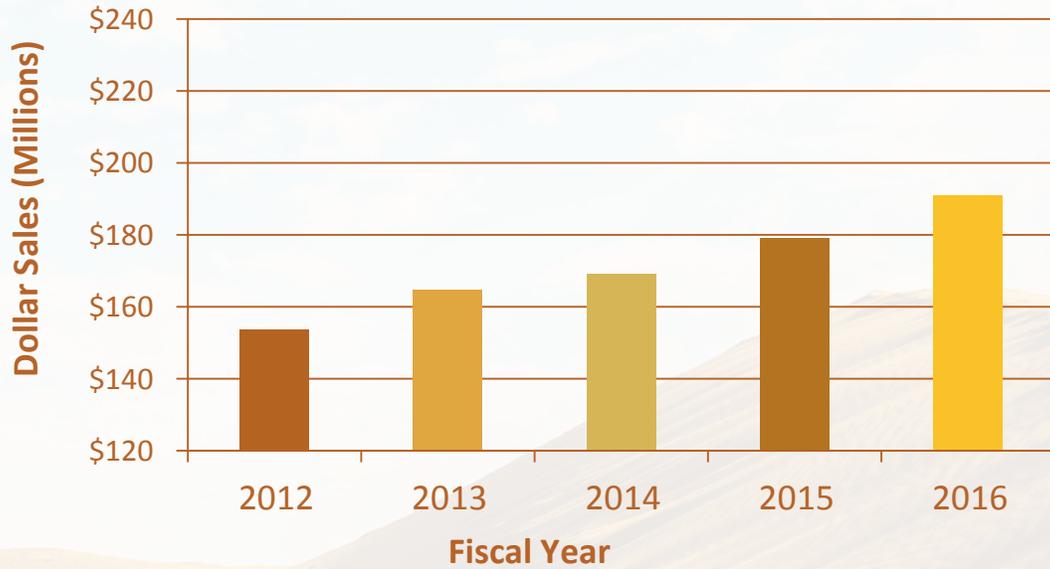
- Annual fixed distributions totaling \$5,650,000 to Substance Abuse Treatment Fund, Community Colleges, Public Schools, Cooperative Welfare Fund, Court Services and Court Supervision Funds.
- Remaining balance to the General Fund.

**50% of profits are distributed as follows:**

- 40% to counties in proportion to each county's liquor sales to total State liquor sales
- 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

## Dollar Sales



Dollar sales increased 24% from \$154 million in 2012 to \$191 million in 2016.

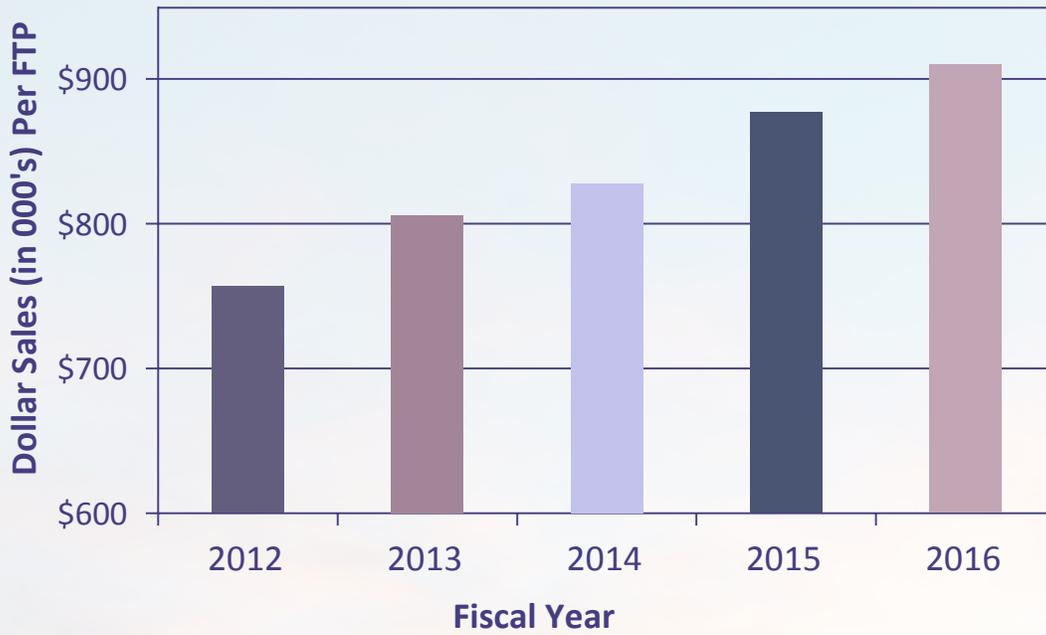
## 9-Liter Case Sales



9-Liter case sales increased 13% from 968,000 in 2012 to 1,094,000 in 2016.

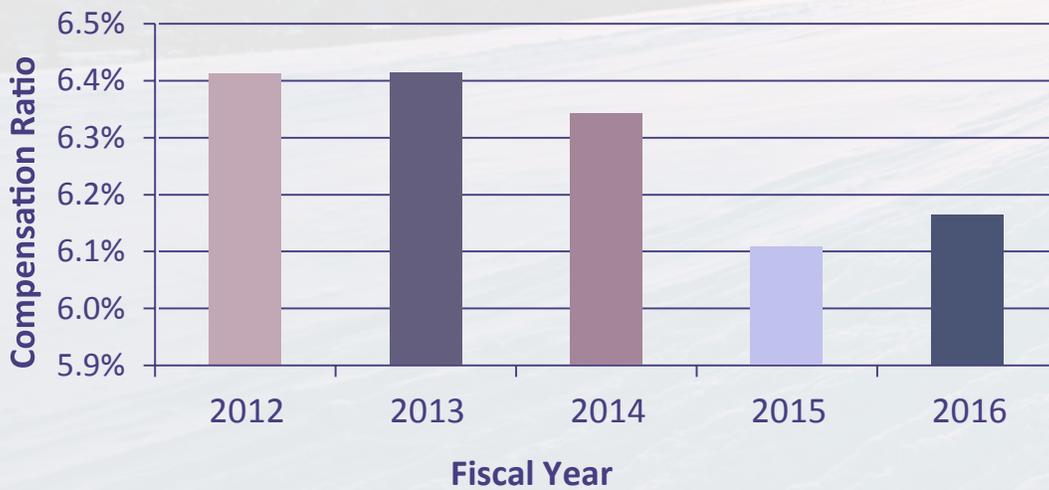
# FIVE YEAR COMPARISONS

## Sales Per Full-Time Position (FTP)



The average dollar sales per FTP was \$910,000 in FY16, up from \$757,000 in FY12.

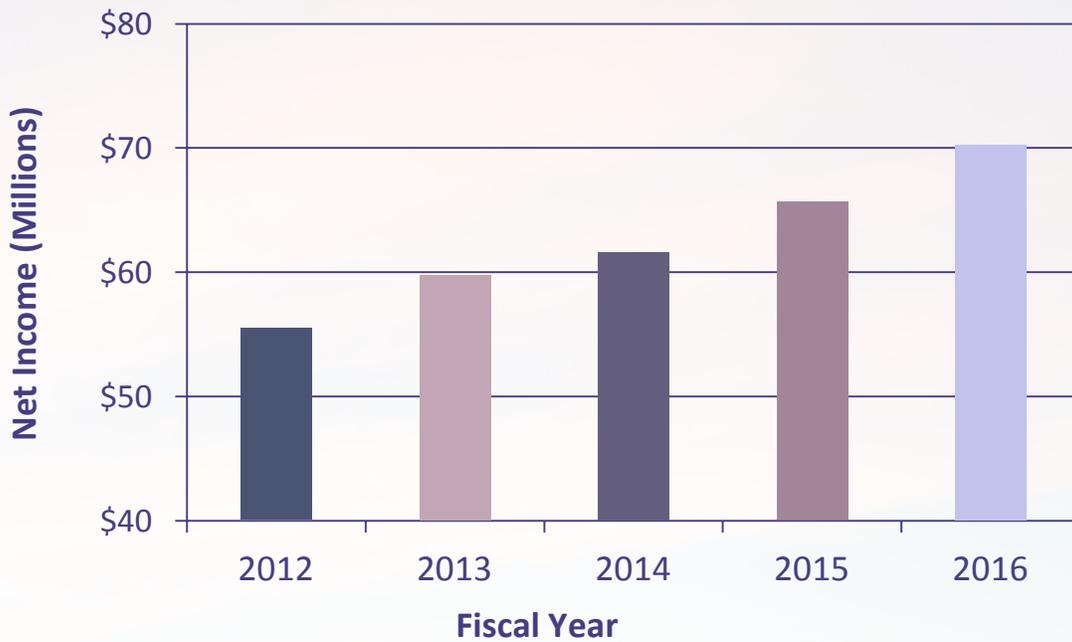
## Employee Compensation as a Percent of Sales



The ratio of employee compensation to sales dollars decreased from 6.4% in 2012 to 6.2% in 2016. Between 2012-2016, the employee compensation ratio averaged 6.3%.

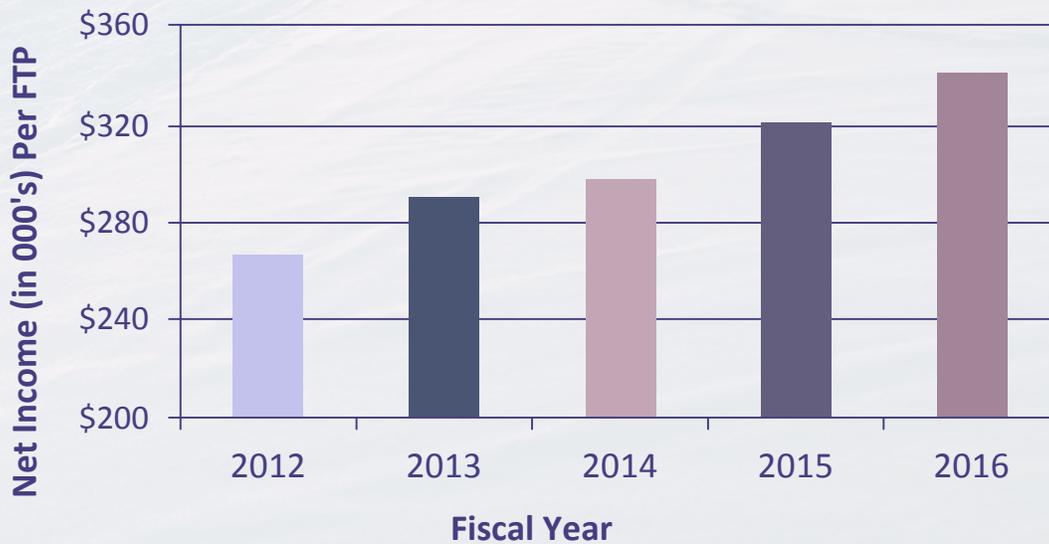
# FIVE YEAR COMPARISONS

## Net Income



Net income increased 27% from \$55.5 million in 2012 to \$70.3 million in 2016.

## Net Income Per FTP



The Net Income per employee was \$335,000 in FY16, up from \$273,000 in FY12.

# INCOME STATEMENT

	Fiscal Year Ending June 30, 2016	Fiscal Year Ending June 30, 2015
<b>Sales</b>		
Retail Liquor Sales	\$155,899,238	\$146,025,003
Discount Liquor Sales	32,891,691	31,127,769
Military Liquor Sales	17,459	14,067
Non-Liquor Sales	2,239,059	1,861,253
<b>Total Sales</b>	<b>191,047,447</b>	<b>179,028,091</b>
<b>Cost of Sales</b>	<b>97,170,175</b>	<b>91,290,942</b>
<b>Gross Profit</b>	<b>93,877,272</b>	<b>87,737,149</b>
Operating Expenses	23,797,822	22,192,690
<b>Net Operating Income</b>	<b>70,079,450</b>	<b>65,544,459</b>
Other Income & (Losses)	195,081	113,101
<b>Net Income</b>	<b>\$70,274,531</b>	<b>\$65,657,560</b>

## Good Spirits Magazine

There was a time not long ago when making a decision about what distilled spirit to enjoy wasn't very difficult for most folks. The bartender would say "the usual?" or many just chose "what Dad liked." In today's vibrant marketplace the choices aren't as simple anymore. But they are more enjoyable.

The distilled spirits industry is an innovative and growing segment of the beverage alcohol business. The introduction of the myriad of new flavors and products from the great distillers, exciting mixology ideas, and the expansion of local distilleries have led to exciting choices.

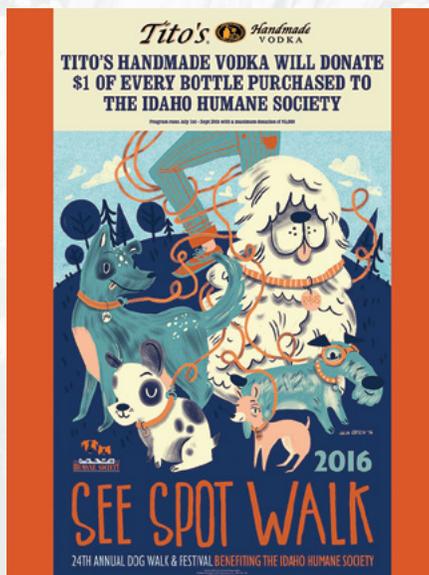
The first issue of Good Spirits introduced fantastic products, some for the holidays; "Taste Idaho" outlined the growing local wine and spirits options from the Gem State; some of the best ideas from local mixologists; and important suggestions for responsible serving at holiday parties.

In this issue of Good Spirits, we also outlined some important initiatives that are essential components of the Idaho State Liquor Division's (ISLD) mission. The efforts we sponsored throughout Idaho address responsible consumption and the prevention of underage drinking. The ISLD and the National Alcohol Beverage Control Association (NABCA) provided financial support for the Community Coalitions of Idaho and others in their work within local cities and towns all across this beautiful state we call home.



# BALANCE SHEET

	Fiscal Year Ending June 30, 2016	Fiscal Year Ending June 30, 2015
<b>Assets</b>		
Cash	\$16,019,751	\$12,281,970
Accounts Receivable	148,170	100,611
Inventory	17,074,438	15,613,792
Prepaid Expenses	429,554	407,516
Land	297,943	297,943
Building	9,630,661	9,630,661
Other Fixed Assets	4,945,915	4,795,186
Accumulated Depreciation	(7,325,777)	(6,542,064)
<b>Total Assets</b>	<b>\$41,470,668</b>	<b>\$36,585,614</b>
<b>Liabilities And Fund Equity</b>		
Liquor Accounts Payable	\$11,216,520	\$10,266,373
Payroll Payable	863,411	754,308
Other Accounts Payable	462,653	254,828
Distributions Payable	13,453,454	11,407,806
<b>Total Liabilities</b>	<b>25,996,038</b>	<b>22,683,315</b>
<b>Unrestricted Fund Equity</b>	<b>15,474,630</b>	<b>13,902,299</b>
<b>Total Liabilities &amp; Fund Equity</b>	<b>\$41,470,668</b>	<b>\$36,585,614</b>



## See Spot Walk

The 24th annual dog walk & festival, benefiting the Idaho Humane Society, had a record breaking year. Tito's Handmade Vodka donated \$1.00 of every bottle purchased from July 1st - September 30th in 2016 to the Idaho Humane Society. Tito's and many other sponsors made this year's event a total success.

# STATEMENT OF CHANGES IN FUND EQUITY

	Fiscal Year Ending June 30, 2016	Fiscal Year Ending June 30, 2015
<b>Unrestricted Fund Equity At Beginning Of Year</b>	<b>\$13,902,299</b>	<b>\$12,657,483</b>
<b>Additions</b>		
Net Income	70,274,531	65,657,560
<b>Total Additions</b>	<b>70,274,531</b>	<b>65,657,560</b>
<b>Distributions</b>		
Cities	(19,518,000)	(18,300,000)
Counties	(13,012,000)	(12,200,000)
General Fund	(26,080,000)	(24,850,000)
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	(3,642,200)	(3,412,744)
Court Services	(680,000)	(680,000)
Court Supervision Fund	(440,000)	(440,000)
<b>Total Distributions</b>	<b>(68,702,200)</b>	<b>(64,412,744)</b>
<b>Unrestricted Fund Equity At End Of Year</b>	<b>\$15,474,630</b>	<b>\$13,902,299</b>



# OPERATING EXPENSES

	Fiscal Year Ending June 30, 2016	Fiscal Year Ending June 30, 2015
Salaries & Wages	\$ 7,786,737	\$7,315,725
Employee Benefits	3,988,395	3,620,069
Rent	3,458,405	3,256,323
Special Distributor Commissions	2,993,362	2,811,876
Bank Card Fees	1,783,547	1,568,165
Utilities	503,424	485,331
Store Furnishings, Fixtures, & Supplies	422,377	473,740
Communications	465,058	370,838
Other Services	408,770	358,843
Leasehold Repairs & Maintenance	497,517	339,928
State Government Overhead	150,546	140,299
Other Professional Services	1,000	135,364
Software, Development, & Maintenance	211,554	152,459
Travel	109,938	82,696
Employee Development Services	24,680	49,559
Insurance	24,178	34,451
Repairs & Maintenance	52,859	59,733
Professional Services	14,500	14,500
Depreciation	900,793	922,792
<b>Total Operating Expenses</b>	<b>\$23,797,822</b>	<b>\$22,192,690</b>



# ISLD Partners Helping Idaho

Our supplier partners are committed to making a positive impact in our communities. Below are just a few examples of how we work with our partners to make a difference.

## Salute to the New Heroes

When our veterans return home, what's their next mission? Finding a job. To show support and raise awareness, UV Vodka launched the "Salute to the New Heroes" program to help Veterans find jobs. With each bottle sold and social post shared, UV Vodka donated money to Veteran Job Fairs.



## Stop Under Age Drinking

New Amsterdam Spirits donated \$3.00 per case to the Community Coalitions of Idaho for every case sold of New Amsterdam Vodka. Community Coalitions of Idaho worked to prevent underage drinking. The mission is to support community coalitions efforts to prevent substance abuse in Idaho. The vision is safe and healthy Idaho communities free of substance abuse.



## A Great Product of Idaho, for a Great Cause

She's Wild Vodka was born of the dream of its founders to do medical missions and help orphans around the world. A portion of profits supported medical mission trips and organizations, such as Loves Bridge, in their efforts to give orphans a chance for a better life.



## Honoring Our Warriors Supporting Their Families

Idaho's American Revolution Vodka, donated one dollar from every bottle sold, to the Navy Seal Foundation. A portion of every bottle sold went to helping returning veterans get back to work.



# Partnerships That Make a Difference

## The ISLD in Action

The ISLD recognizes a strong need for resources for agencies and coalitions throughout the state who are implementing various educational programs in our communities. To help with this need, a National Alcohol Beverage Control Association Education Award has been granted the past three years to the Idaho State Liquor Division to develop and implement an Alcohol Education Mini-Grant Program. Schools, agencies, communities, and coalitions in the state of Idaho are eligible to apply for a resource request that does not exceed \$20,000. We have partnered with the following organizations so far and look forward to working with many more action driven organizations in the future. The ISLD also continues to partner by volunteering and providing financial support to the Northwest Alcohol Conference, the Idaho Department of Education Prevention Conference, and to various programs with the Alcohol Beverage Control Bureau within the Idaho State Police.

## NABCA/ISLD Mini Grant Past Recipients

- Boise County Sheriff's Office
- Caldwell Youth Master Plan Committee
- Canyon-Owyhee School Service Agency
- DrugFree Idaho, Inc.
- Horseshoe Bend High School
- Idaho Drug Free Youth
- Idaho State Police
- Idaho State University Doctoral Students
- Kamiah Community Partners
- Lake Pend Oreille School District
- Lapwai Community Coalition
- MADD PowerTalk 21
- Middleton United Substance Abuse Coalition
- Nez Perce Tribal Police Department
- Sage Valley Middle School
- St. Luke's Coalition for Drug Free Youth
- Treasure Valley Alcohol/Drug Coalition

## Examples of Programs Funded

- 21 Matters Ambassador Program - *Statewide*
- Teens and Risky Behavior Symposium - *Wilder*
- Town Hall / Community Reality Party Event - *Kamiah*
- Natural High Graduation Night & Social Host Campaign - *Boise*
- Underage Drinking Enforcement Electronic Surveillance Equipment - *Statewide*
- Tall Cop Says Stop Presentation - *Lapwai*
- Impairment and Responsible Choices Campaign - *Nez Perce Tribal Police Department*
- Alcohol Free Prom Night - *Weiser*
- Fatal Vision Community Alcohol Awareness - *Fruitland, Payette, Weiser*
- Youth Forums Against Alcohol - *Statewide*
- Take Pride and Ride Event - *Boise*
- UNITY Idaho - *Statewide*
- School Counselor Workshop - *Boise*
- Peer Public Service Announcements - *Boise, Meridian, Nampa, Pocatello*
- Project Sticker Shock - *Boise*
- PowerTalk 21 - *Statewide*
- Mock DUI Crash - *Homedale, Marsing, Wilder*

## Licensing and Enforcement

The Idaho State Police – Alcohol Beverage Control (ABC) Bureau is responsible for enforcing liquor laws for all on-premise by-the-drink establishments and for off-premise beer and wine retailers. Idaho ABC is a separate agency from the Idaho State Liquor Division.

# ALCOHOL EDUCATION AND RESPONSIBILITY IN IDAHO

The Idaho State Liquor Division works with many Idaho community partners as well as two national organizations, all with the same goal: the responsible enjoyment of alcoholic beverages.

Just like Benjamin Franklin's expression, "well done is better than well said," the Idaho State Liquor Division (ISLD) believes it takes more than talk to reduce underage and dangerous drinking throughout the Gem State. The Division engages in community partnerships that deliver measurable results in its endeavor to address this issue.

Established in 1935, the Division has played an integral role in overseeing the import, distribution, sales and consumption of distilled spirits in Idaho. As part of its overall mission, it is charged with managing responsible consumption of alcoholic beverages as well as generating revenue which, among other avenues, goes back to cities, counties, public schools and substance abuse treatment programs in the state.

Cultivating relationships with organizations that are working toward maintaining healthy communities is an important goal of the ISLD. "Through strong community efforts and statewide partnerships, the Division provides training and much needed educational information that allows partners to continue the great work that they do in raising alcohol awareness prevention," says Jeff Anderson, Director, Idaho State Liquor Division.



At the Northwest Conference, back row from left: Michelle Jarvis, Jessica Galloway, Jermaine Galloway  
Seated: Matt McCarter, Kay Bennett

## GET INVOLVED WITH COMMUNITY PARTNERS

"There are several coalitions and prevention partners throughout Idaho if someone is interested in getting involved," says Anderson. One such prevention partner is the Community Coalitions of Idaho (CCI).

This non-profit organization was created in 2009 to strengthen advocacy efforts for substance abuse prevention. CCI, a statewide network, facilitates collaboration and encourages cooperation among its 29 community coalitions and prevention partners to address policies and issues with a united voice.

"Each coalition is doing great work in the local areas," says Tammy Rubino, CCI executive Director. "We all work together to reduce substance abuse among youth through media campaigns, mentoring programs, trainings, victim panels and other environmental strategies," she adds.



Kay Bennett - Education Outreach & Industry Relations.

The coalitions are comprised of law enforcement, school officials, business owners, mental health services, various community non-profits, youth services and other community members. "CCI reaches all demographics from the far northern counties to the southeastern counties in urban and rural areas," says Rubino.

## EDUCATIONAL CONFERENCES TO NETWORK AND SHARE PRACTICES

The ISLD plays an active role in two outstanding events, the Northwest Alcohol Conference and the Idaho Department of Education Prevention Conference.



The Northwest Alcohol Conference brings together law enforcement and prevention providers to collaborate and addresses topics related to deterring underage drinking. This includes presentations about getting parents and youths to talk about the consequences of drinking alcohol early, hearing the latest research about the negative effects of alcohol on developing bodies and other proactive enforcement strategies.

The Idaho Department of Education Prevention Conference brings together individuals to motivate each other and problem-solve ways that would most effectively support students' successes.

## NATIONAL PARTNERS

ISLD's desire to help its community partners involves a relationship with the National Alcohol Beverage Control Association (NABCA), a trade association.

"NABCA understands the importance of supporting local communities and has created an annual award that each member state can apply for to use for prevention and education," says Anderson.



For the past five years, the ISLD has chosen to use its NABCA funds to implement a competitive mini-grant program and has given more than \$60,000 throughout Idaho. Kay Bennett, the Division's manager of education and community outreach oversees the program.

"Community organizations, law enforcement, schools, colleges, universities, nonprofit agencies, or for profit organizations are encouraged to apply," she says. For more information visit [liquor.idaho.gov](http://liquor.idaho.gov).



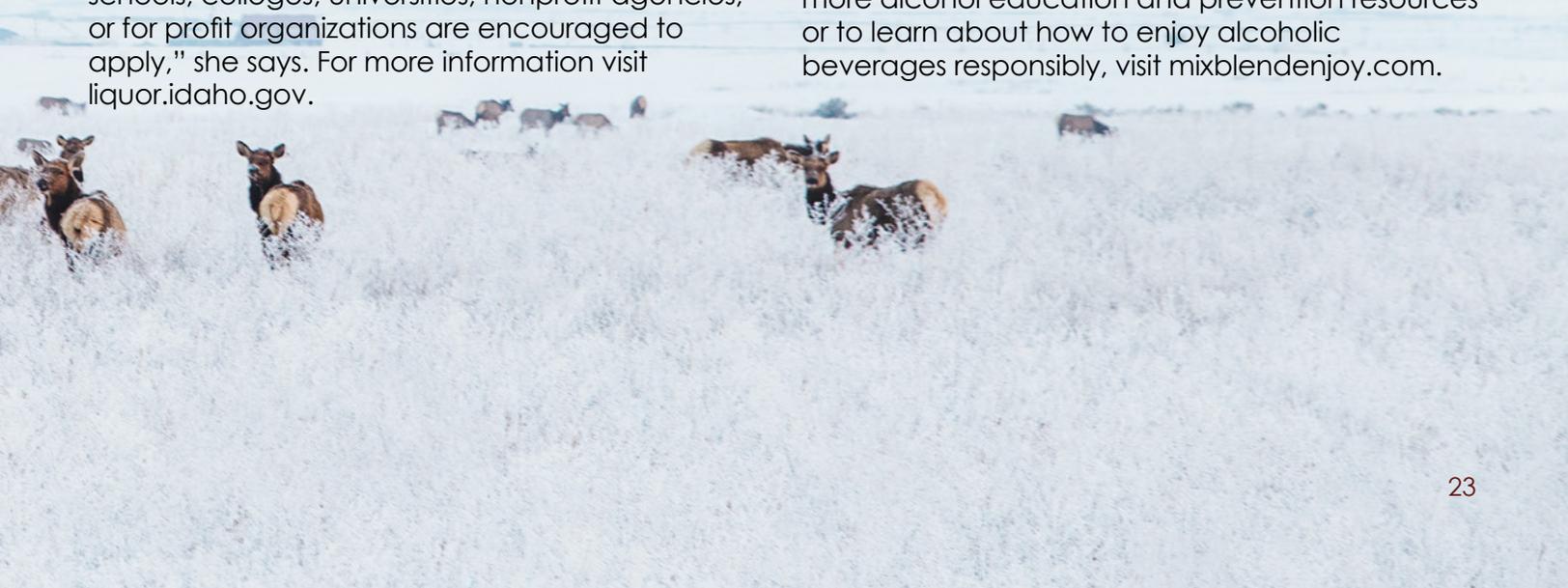
## STRIVING FOR A SAFE IDAHO

ISLD works closely with the Idaho State Police Alcohol Beverage Control (ABC) and the Idaho Office of Drug Policy (ODP). The ABC ensures all establishments selling or producing liquor, beer and wine are properly licensed and conform to the law.

The ODP leads substance abuse policy and prevention efforts to improve the health and safety of all Idahoans. They develop and implement strategic action plans and collaborative partnerships to reduce drug use and related crime. They envision an Idaho free from the devastating social, health and economic consequences of substance abuse and have a pulse on what preventative measures are taking place.

## BRINGING IT HOME

ISLD retail employees are trained to responsibly sell alcohol through the Training for Intervention Procedures Program (TIPS) and are encouraged to be ambassadors for responsible drinking. The ISLD aims to provide consumers with information to make responsible choices regarding alcohol. For more alcohol education and prevention resources or to learn about how to enjoy alcoholic beverages responsibly, visit [mixblendenjoy.com](http://mixblendenjoy.com).



# SALES AND DISTRIBUTION OF PROFITS BY CITY/COUNTY

	Fiscal Year Ending June 30, 2016	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2016	Fiscal Year Ending June 30, 2015
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
<b>ADA COUNTY</b>			<b>3,786,654</b>	<b>3,482,183</b>
Boise	40,242,105	37,059,471	3,683,819	3,410,044
Eagle	4,436,863	4,147,521	412,248	368,477
Garden City	2,114,076	2,078,106	206,609	181,841
Kuna	1,579,798	1,476,190	146,746	131,925
Meridian	8,677,606	6,833,946	679,318	602,760
Star	772,027	710,894	70,655	59,319
<b>Total</b>	<b>\$57,822,475</b>	<b>\$52,306,127</b>	<b>\$8,986,049</b>	<b>\$8,246,522</b>
<b>ADAMS COUNTY</b>			<b>33,006</b>	<b>30,781</b>
Council	203,555	192,838	19,192	19,129
New Meadows	287,820	262,222	26,077	22,921
<b>Total</b>	<b>\$491,376</b>	<b>\$455,060</b>	<b>\$78,275</b>	<b>\$72,831</b>
<b>BANNOCK COUNTY</b>			<b>573,635</b>	<b>546,262</b>
Arimo	--	--	13,086	13,943
Chubbuck	1,603,786	1,582,807	157,428	147,394
Downey	57,771	56,676	22,679	24,324
Inkom	--	--	31,721	33,658
Lava Hot Springs	348,307	289,736	28,807	26,482
McCammon	--	--	29,295	31,411
Pocatello	6,357,767	5,988,081	595,970	567,388
<b>Total</b>	<b>\$8,367,631</b>	<b>\$7,917,300</b>	<b>\$1,452,621</b>	<b>\$1,390,862</b>
<b>BEAR LAKE COUNTY</b>			<b>36,612</b>	<b>34,081</b>
Bloomington	--	--	7,682	8,017
Fish Haven	206,185	181,875	--	--
Georgetown	--	--	17,276	18,010
Montpelier	327,853	322,459	32,113	30,219
Paris	--	--	18,673	19,521
St. Charles	--	--	4,962	5,151
<b>Total</b>	<b>\$534,039</b>	<b>\$504,334</b>	<b>\$117,318</b>	<b>\$114,999</b>
<b>BENEWAH COUNTY</b>			<b>106,382</b>	<b>102,968</b>
Fernwood	100,194	96,074	--	--
Plummer	472,185	565,975	56,267	51,553
St. Maries	782,020	806,375	80,217	79,611
Tensed	--	--	4,448	4,687
<b>Total</b>	<b>\$1,354,399</b>	<b>\$1,468,425</b>	<b>\$247,314</b>	<b>\$238,819</b>
<b>BINGHAM COUNTY</b>			<b>132,922</b>	<b>125,279</b>
Aberdeen	--	--	71,713	76,263
Atomic City	--	--	1,066	1,123
Basalt	--	--	14,298	15,183
Blackfoot	1,632,995	1,573,813	156,683	146,425
Firth	--	--	17,313	18,398
Shelly	287,631	257,094	30,596	30,596
<b>Total</b>	<b>\$1,920,626</b>	<b>\$1,830,908</b>	<b>\$424,591</b>	<b>\$413,267</b>

# SALES AND DISTRIBUTION OF PROFITS BY CITY/COUNTY

	Fiscal Year Ending June 30, 2016	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2016	Fiscal Year Ending June 30, 2015
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
<b>BLAINE COUNTY</b>			<b>401,699</b>	<b>375,474</b>
Bellevue	648,825	704,990	70,088	71,204
Carey	58,440	60,373	6,000	5,729
Hailey	1,845,306	1,705,018	169,499	156,040
Ketchum	3,404,613	3,053,985	303,584	278,605
Sun Valley	32,374	24,949	2,759	2,759
<b>Total</b>	<b>\$5,989,557</b>	<b>\$5,549,316</b>	<b>\$953,629</b>	<b>\$889,811</b>
<b>BOISE COUNTY</b>			<b>55,438</b>	<b>53,012</b>
Crouch	376,862	353,998	35,186	32,909
Horseshoe Bend	211,667	193,062	19,211	18,117
Idaho City	185,447	185,046	18,398	18,072
Lowman	33,536	33,064	--	--
Placerville	--	--	1,911	2,014
<b>Total</b>	<b>\$807,511</b>	<b>\$765,170</b>	<b>\$130,114</b>	<b>\$124,124</b>
<b>BONNER COUNTY</b>			<b>573,542</b>	<b>554,610</b>
Clark Fork	391,903	391,531	38,930	37,595
Coolin	124,322	136,178	--	--
Dover	--	--	22,312	21,264
East Hope	--	--	7,866	8,095
Hope	--	--	3,235	3,292
Kootenai	--	--	28,303	28,623
Oldtown	1,584,768	1,564,055	155,458	150,994
Ponderay	2,086,978	1,900,010	188,852	172,555
Priest River	1,020,690	1,009,898	100,430	97,719
Sandpoint	2,617,194	2,455,883	244,208	244,165
Schweitzer	21,415	19,838	--	--
Tamrak/Priest Lake	441,733	444,711	--	--
<b>Total</b>	<b>\$8,289,002</b>	<b>\$7,922,105</b>	<b>\$1,363,136</b>	<b>\$1,318,912</b>
<b>BONNEVILLE COUNTY</b>			<b>646,599</b>	<b>602,409</b>
Ammon	2,110,874	1,516,707	150,829	136,624
Idaho Falls	7,073,723	7,091,051	705,544	655,812
Iona	--	--	71,787	72,041
Irwin/Palisades	173,046	153,153	15,224	16,121
Ririe	158,530	164,612	16,379	15,767
Swan Valley	--	--	7,903	8,211
Ucon	--	--	41,462	43,341
<b>Total</b>	<b>\$9,516,172</b>	<b>\$8,925,523</b>	<b>\$1,655,727</b>	<b>\$1,550,326</b>
<b>BOUNDARY COUNTY</b>			<b>81,978</b>	<b>78,478</b>
Bonniers Ferry	1,171,089	1,131,314	112,505	107,297
Moyie Springs	--	--	25,803	27,151
<b>Total</b>	<b>\$1,171,089</b>	<b>\$1,131,314</b>	<b>\$220,286</b>	<b>\$212,926</b>
<b>BUTTE COUNTY</b>			<b>17,727</b>	<b>17,386</b>
Arco	238,244	243,922	24,277	22,728
Butte City	--	--	2,463	2,711
Howe	--	--	--	--
Moore	--	--	6,322	6,972
<b>Total</b>	<b>\$238,244</b>	<b>\$243,922</b>	<b>\$50,789</b>	<b>\$49,797</b>

# SALES AND DISTRIBUTION OF PROFITS BY CITY/COUNTY

	Fiscal Year Ending June 30, 2016	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2016	Fiscal Year Ending June 30, 2015
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
<b>CAMAS COUNTY</b>			<b>11,195</b>	<b>11,195</b>
Fairfield	128,041	110,582	11,001	10,481
<b>Total</b>	<b>\$128,041</b>	<b>\$110,582</b>	<b>\$22,196</b>	<b>\$21,676</b>
<b>CANYON COUNTY</b>			<b>871,492</b>	<b>796,499</b>
Caldwell	3,469,351	3,097,237	302,020	274,001
Greenleaf	--	--	32,273	33,348
Melba	--	--	19,444	20,102
Middleton	844,094	834,085	82,934	76,770
Nampa	8,318,347	7,868,896	782,660	714,873
Notus	--	--	20,033	20,799
Parma	253,925	231,089	23,005	19,721
Wilder	--	--	58,701	60,422
<b>Total</b>	<b>\$12,885,717</b>	<b>\$12,031,308</b>	<b>\$2,192,5362</b>	<b>\$2,016,535</b>
<b>CARIBOU COUNTY</b>			<b>33,302</b>	<b>34,324</b>
Bancroft	--	--	13,637	14,253
Grace	77,676	76,263	8,004	8,004
Soda Springs	396,402	382,113	38,061	39,424
<b>Total</b>	<b>\$474,078</b>	<b>\$458,376</b>	<b>\$93,004</b>	<b>\$96,005</b>
<b>CASSIA COUNTY</b>			<b>96,514</b>	<b>91,593</b>
Albion	--	--	9,998	10,458
Burley	1,403,101	1,330,276	132,422	125,184
Declo	--	--	12,938	13,440
Malta	--	--	7,315	7,553
Oakley	--	--	29,038	30,095
<b>Total</b>	<b>\$1,403,101</b>	<b>\$1,330,276</b>	<b>\$288,225</b>	<b>\$278,323</b>
<b>CLARK COUNTY</b>			<b>11,475</b>	<b>11,475</b>
Dubois	--	--	21,944	23,200
Spencer	--	--	1,213	1,278
<b>Total</b>	<b>--</b>	<b>--</b>	<b>\$34,632</b>	<b>\$35,953</b>
<b>CLEARWATER COUNTY</b>			<b>73,545</b>	<b>71,726</b>
Elk River	17,938	67,110	6,677	6,352
Orofino	813,465	771,785	76,779	74,530
Pierce	81,067	81,161	8,208	8,303
Weippe	96,153	94,260	9,386	8,884
<b>Total</b>	<b>\$1,008,622</b>	<b>\$1,014,316</b>	<b>\$174,595</b>	<b>\$169,795</b>
<b>CUSTER COUNTY</b>			<b>53,525</b>	<b>49,358</b>
Challis	311,219	308,439	30,679	31,960
Clayton	21,804	30,624	3,044	2,298
Mackay	132,452	121,097	12,052	9,498
Stanley	311,582	278,469	27,678	23,719
<b>Total</b>	<b>\$777,056</b>	<b>\$738,628</b>	<b>\$126,978</b>	<b>\$116,833</b>

# SALES AND DISTRIBUTION OF PROFITS BY CITY/COUNTY

	Fiscal Year Ending June 30, 2016	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2016	Fiscal Year Ending June 30, 2015
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
<b>ELMORE COUNTY</b>			<b>134,275</b>	<b>126,525</b>
Glenns Ferry	198,372	196,538	19,575	19,907
Mountain Home AFB	--	--	--	--
Mountain Home	1,599,126	1,538,338	153,105	142,093
Pine	121,408	103,117	--	--
Prairie	12,819	13,814	--	--
<b>Total</b>	<b>\$1,931,724</b>	<b>\$1,851,808</b>	<b>\$306,955</b>	<b>\$288,525</b>
<b>FRANKLIN COUNTY</b>			<b>36,843</b>	<b>35,906</b>
Clifton	--	--	10,402	10,535
Dayton	--	--	16,982	17,662
Franklin	--	--	27,237	27,732
Oxford	--	--	1,764	1,820
Preston	556,485	507,280	50,501	49,015
Weston	--	--	16,467	16,887
<b>Total</b>	<b>\$556,485</b>	<b>\$507,280</b>	<b>\$160,196</b>	<b>\$159,557</b>
<b>FREMONT COUNTY</b>			<b>69,167</b>	<b>66,565</b>
Ashton	112,495	131,107	13,065	13,065
Drummond	--	--	551	620
Island Park	404,161	385,000	38,269	38,354
Newdale	--	--	11,358	12,162
Parker	--	--	10,954	11,503
St. Anthony	440,316	437,537	43,561	39,552
Teton	--	--	26,171	27,809
Warm River	--	--	110	116
<b>Total</b>	<b>\$956,972</b>	<b>\$953,643</b>	<b>\$213,206</b>	<b>\$209,746</b>
<b>GEM COUNTY</b>			<b>73,841</b>	<b>70,048</b>
Emmett	1,023,672	973,140	96,845	91,460
Montour	50,506	45,062	--	--
<b>Total</b>	<b>\$1,074,178</b>	<b>\$1,018,202</b>	<b>\$170,686</b>	<b>\$161,508</b>
<b>GOODING COUNTY</b>			<b>78,175</b>	<b>75,025</b>
Bliss	98,341	92,314	9,179	8,115
Gooding	453,176	446,849	44,488	41,859
Hagerman	329,636	305,330	30,363	28,541
Wendell	267,925	233,612	23,254	24,056
<b>Total</b>	<b>\$1,149,079</b>	<b>\$1,078,105</b>	<b>\$185,459</b>	<b>\$177,596</b>
<b>IDAHO COUNTY</b>			<b>100,195</b>	<b>100,255</b>
Cottonwood	85,786	146,462	14,578	14,225
Elk City	77,190	78,830	--	--
Ferdinand	--	--	5,881	6,197
Grangeville	564,194	537,169	53,477	52,422
Kooskia	242,399	246,937	24,564	27,444
Riggins	305,598	301,166	29,949	29,103
Stites	--	--	8,123	8,637
Whitebird	73,796	71,460	3,418	3,603
<b>Total</b>	<b>\$1,348,963</b>	<b>\$1,382,023</b>	<b>\$240,185</b>	<b>\$241,886</b>

# SALES AND DISTRIBUTION OF PROFITS BY CITY/COUNTY

	Fiscal Year Ending June 30, 2016	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2016	Fiscal Year Ending June 30, 2015
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
<b>JEFFERSON COUNTY</b>			<b>49,375</b>	<b>47,694</b>
Hamer	--	--	1,875	1,975
Lewisville	--	--	17,496	18,165
Menan	--	--	27,458	28,816
Mud Lake	32,260	33,385	3,327	3,685
Rigby	621,496	646,146	64,311	61,369
Roberts	--	--	21,172	22,503
Ririe (see Bonneville County)*	--	--	--	--
<b>Total</b>	<b>\$653,756</b>	<b>\$679,531</b>	<b>\$185,014</b>	<b>\$184,207</b>
<b>JEROME COUNTY</b>			<b>84,132</b>	<b>80,329</b>
Eden	--	--	14,850	15,570
Hazelton	127,366	142,567	14,179	13,135
Jerome	1,095,731	1,018,444	101,324	96,741
<b>Total</b>	<b>\$1,223,097</b>	<b>\$1,161,011</b>	<b>\$214,485</b>	<b>\$205,775</b>
<b>KOOTENAI COUNTY</b>			<b>2,344,639</b>	<b>2,228,297</b>
Athol	--	--	25,509	26,880
Bayview	174,902	177,924	--	--
Coeur d' Alene	11,904,095	11,626,940	1,155,887	1,074,248
Dalton Gardens	--	--	87,114	91,136
Fernan Lake	--	--	6,322	6,623
Garwood	442,637	404,373	--	--
Harrison	189,661	189,743	18,863	16,007
Hauser	--	--	24,995	26,260
Hayden	3,758,714	3,550,534	352,913	326,101
Hayden Lake	--	--	21,687	22,658
Huetter	--	--	3,712	3,912
Post Falls	6,636,895	6,466,076	642,728	658,546
Rathdrum	1,788,202	1,717,255	170,691	165,168
Spirit Lake	762,175	725,979	72,167	69,517
State Line	7,132,891	6,544,071	650,405	587,912
Worley	1,013,986	994,196	98,816	98,175
<b>Total</b>	<b>\$33,804,158</b>	<b>\$32,397,091</b>	<b>\$5,676,448</b>	<b>\$5,401,440</b>
<b>LATAH COUNTY</b>			<b>447,604</b>	<b>447,002</b>
Bovill	--	--	9,373	10,032
Deary	165,476	125,267	12,459	11,567
Genesee	78,654	91,264	9,085	7,632
Juliaetta	--	--	21,246	22,542
Kendrick	125,792	118,524	11,788	10,892
Moscow	5,848,176	5,742,949	571,089	528,462
Onaway	--	--	6,947	7,320
Potlatch	175,640	180,214	17,928	17,439
Troy	329,035	337,270	33,536	35,672
<b>Total</b>	<b>\$6,722,773</b>	<b>\$6,595,488</b>	<b>\$1,171,055</b>	<b>\$1,098,560</b>

\*City limits extend into both counties

# SALES AND DISTRIBUTION OF PROFITS BY CITY/COUNTY

	Fiscal Year Ending June 30, 2016	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2016	Fiscal Year Ending June 30, 2015
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
<b>LEMHI COUNTY</b>			<b>84,913</b>	<b>79,363</b>
Leadore	30,767	33,115	3,295	2,438
North Fork	54,803	52,610	--	--
Salmon	1,082,121	1,086,123	108,032	101,418
<b>Total</b>	<b>\$1,167,691</b>	<b>\$1,171,849</b>	<b>\$196,240</b>	<b>\$183,219</b>
<b>LEWIS COUNTY</b>			<b>42,508</b>	<b>39,236</b>
Craigmont	39,002	61,672	6,145	6,317
Kamiah	464,947	427,299	42,498	36,187
Nez Perce	71,684	72,241	7,192	8,403
Reubens	--	--	2,647	2,827
Winchester	27,747	24,989	2,490	2,719
<b>Total</b>	<b>\$603,381</b>	<b>\$586,201</b>	<b>\$103,480</b>	<b>\$95,689</b>
<b>LINCOLN COUNTY</b>			<b>19,725</b>	<b>17,650</b>
Dietrich	--	--	12,461	13,091
Richfield	--	--	17,974	18,785
Shoshone	299,102	271,514	27,016	22,793
<b>Total</b>	<b>\$299,102</b>	<b>\$271,514</b>	<b>\$77,176</b>	<b>\$72,319</b>
<b>MADISON COUNTY</b>			<b>55,299</b>	<b>55,299</b>
Rexburg	396,176	361,395	74,914	74,914
Sugar City	--	--	50,247	56,897
<b>Total</b>	<b>\$396,176</b>	<b>\$361,395</b>	<b>\$180,460</b>	<b>\$187,110</b>
<b>MINIDOKA COUNTY</b>			<b>57,782</b>	<b>57,782</b>
Acequia	--	--	4,558	4,764
Heyburn	--	--	116,997	120,998
Minidoka	--	--	4,117	4,299
Paul	100,930	103,033	10,265	10,102
Rupert	668,491	651,069	64,847	62,121
Burley (see Cassia County)*	--	--	--	--
<b>Total</b>	<b>\$769,421</b>	<b>\$754,101</b>	<b>\$258,566</b>	<b>\$260,066</b>
<b>NEZ PERCE COUNTY</b>			<b>462,468</b>	<b>443,546</b>
Culdesac	56,466	53,013	5,273	4,941
Lapwai	--	--	42,234	44,154
Lewiston	6,528,634	6,332,842	629,869	602,046
Peck	--	--	7,388	7,708
<b>Total</b>	<b>\$6,585,099</b>	<b>\$6,385,855</b>	<b>\$1,147,232</b>	<b>\$1,102,395</b>
<b>ONEIDA COUNTY</b>			<b>28,681</b>	<b>26,386</b>
Malad	427,053	395,293	39,332	36,038
<b>Total</b>	<b>\$427,053</b>	<b>\$395,293</b>	<b>\$68,013</b>	<b>\$62,424</b>
<b>OWYHEE COUNTY</b>			<b>54,498</b>	<b>51,542</b>
Bruneau	36,429	27,276	--	--
Grand View	57,781	54,689	5,446	6,026
Homedale	385,316	365,385	36,368	34,067
Marsing	315,828	304,021	30,241	27,544
<b>Total</b>	<b>\$795,354</b>	<b>\$751,372</b>	<b>\$126,553</b>	<b>\$119,179</b>

\*City limits extend into both counties

# SALES AND DISTRIBUTION OF PROFITS BY CITY/COUNTY

	Fiscal Year Ending June 30, 2016	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2016	Fiscal Year Ending June 30, 2015
	<b>SALES</b>		<b>DISTRIBUTIONS</b>	
<b>PAYETTE COUNTY</b>			<b>104,116</b>	<b>95,540</b>
Fruitland	--	--	181,910	182,930
New Plymouth	372,797	338,848	33,708	29,652
Payette	1,112,415	1,097,130	109,158	100,937
<b>Total</b>	<b>\$1,485,212</b>	<b>\$1,435,978</b>	<b>\$428,892</b>	<b>\$409,059</b>
<b>POWER COUNTY</b>			<b>25,378</b>	<b>25,506</b>
American Falls	349,034	349,218	34,789	34,824
Rockland	--	--	10,586	11,387
<b>Total</b>	<b>\$349,034</b>	<b>\$349,218</b>	<b>\$70,753</b>	<b>\$71,717</b>
<b>SHOSHONE COUNTY</b>			<b>129,514</b>	<b>124,585</b>
Kellogg	998,948	968,333	96,310	91,137
Mullan	--	--	24,738	26,725
Osburn	--	--	55,283	59,802
Pinehurst	454,974	456,369	45,403	42,566
Smelterville	--	--	22,165	24,130
Wallace	380,538	361,759	35,991	36,581
Wardner	--	--	6,800	7,320
<b>Total</b>	<b>\$1,834,460</b>	<b>\$1,786,462</b>	<b>\$416,204</b>	<b>\$412,846</b>
<b>TETON COUNTY</b>			<b>103,951</b>	<b>96,725</b>
Driggs	1,030,563	981,504	87,253	82,469
Tetonia	--	--	9,998	10,264
Victor	545,840	454,075	45,135	44,832
<b>Total</b>	<b>\$1,576,403</b>	<b>\$1,435,579</b>	<b>\$246,337</b>	<b>\$234,290</b>
<b>TWIN FALLS COUNTY</b>			<b>528,867</b>	<b>493,182</b>
Buhl	549,570	500,411	49,783	47,835
Castleford	50,843	55,215	5,491	5,627
Filer	232,200	160,934	16,014	15,337
Hansen	--	--	45,064	44,929
Hollister	44,707	39,946	3,972	3,678
Kimberly	426,111	388,376	38,628	38,175
Murtaugh	--	--	4,411	4,493
Twin Falls	6,724,327	6,159,570	612,548	564,385
<b>Total</b>	<b>\$8,027,759</b>	<b>\$7,304,451</b>	<b>\$1,304,778</b>	<b>\$1,217,641</b>
<b>VALLEY COUNTY</b>			<b>217,303</b>	<b>199,423</b>
Cascade	452,863	432,005	42,956	39,418
Donnelly	397,466	305,189	30,336	27,495
McCall	2,301,272	2,128,571	211,599	199,721
Lake Fork	133,131	119,226	--	--
Yellow Pine	15,343	16,745	--	--
<b>Total</b>	<b>\$3,300,074</b>	<b>\$3,001,735</b>	<b>\$502,194</b>	<b>\$466,057</b>
<b>WASHINGTON COUNTY</b>			<b>51,509</b>	<b>47,496</b>
Cambridge	129,593	129,845	12,918	8,442
Midvale	--	--	6,065	6,468
Weiser	701,716	580,070	196,870	56,467
<b>Total</b>	<b>\$831,309</b>	<b>\$709,915</b>	<b>\$267,362</b>	<b>\$118,873</b>
<b>FISCAL YEAR TOTALS</b>	<b>\$191,047,447</b>	<b>\$179,028,091</b>	<b>\$32,530,000</b>	<b>\$30,500,000</b>

# TOP SELLING BRANDS\* FOR FISCAL YEAR 2016



**#1 Crown Royal**  
**\$8,100,000**



**#6 Black Velvet**  
**\$5,260,000**



**#2 Jack Daniel's**  
**\$7,420,000**



**#7 Pendleton**  
**\$5,110,000**



**#3 Smirnoff**  
**\$7,100,000**



**#8 Seagram's**  
**\$4,000,000**



**#4 Fireball**  
**\$5,800,000**



**#9 Potter's**  
**\$3,830,000**



**#5 Captain Morgan**  
**\$5,370,000**



**#10 Bacardi**  
**\$3,480,000**

\* Includes all flavors and sizes for each brand.

VODKA



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