

# Comparative Annual Reports

Fiscal Years 1997 and 1998

Idaho State Liquor Dispensary  
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Boise, Idaho 83717-9001  
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Idaho State Liquor Dispensary

*Serving Idaho Since 1935*





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Schedule Of Comparative Sales And Distribution Of Profits By City/County



Order-picking area. ISLD's Distribution Center is 58,000 square feet.



Assembled orders being verified prior to delivery to stores and outlets.

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997
<b>TWIN FALLS COUNTY</b>			\$ 119,926.00	\$ 136,738.00
Buhl	\$ 243,806.30	\$ 233,971.60	17,725.00	21,544.00
Castleford	-	-	1,963.00	2,308.00
Filer	93,961.75	93,276.40	7,059.00	7,638.00
Hansen	-	-	9,679.00	11,487.00
Hollister	14,073.55	16,808.40	1,068.00	1,001.00
Kimberly	115,163.60	114,219.00	9,190.00	9,724.00
Murtaugh	-	-	1,494.00	1,675.00
Twin Falls	2,117,120.66	2,064,746.00	146,990.00	161,337.00
<b>TOTAL</b>	<b>2,584,125.86</b>	<b>2,523,021.40</b>	<b>315,094.00</b>	<b>353,452.00</b>
<b>VALLEY COUNTY</b>			46,377.00	55,261.00
Cascade	174,470.85	171,029.55	11,382.00	13,008.00
Donnelly	117,711.60	114,127.35	6,989.00	7,900.00
McCall	728,254.95	721,343.05	45,207.00	54,778.00
Yellow Pine	-	-	-	-
<b>TOTAL</b>	<b>1,020,437.40</b>	<b>1,006,499.95</b>	<b>109,955.00</b>	<b>130,947.00</b>
<b>WASHINGTON COUNTY</b>			31,542.00	31,542.00
Cambridge	60,699.10	57,276.90	4,420.00	4,761.00
Hells Canyon	4,974.10	4,679.00	-	-
Midvale	-	-	3,104.00	3,104.00
Weiser	310,083.85	300,734.70	32,142.00	32,142.00
<b>TOTAL</b>	<b>375,757.05</b>	<b>362,690.60</b>	<b>71,208.00</b>	<b>71,549.00</b>
<b>FISCAL YEAR TOTALS</b>	<b>\$58,079,348.56</b>	<b>\$55,812,440.20</b>	<b>\$8,310,680.00</b>	<b>\$9,122,325.00</b>

## Schedule Of Comparative Sales And Distribution Of Profits By City/County

## History

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997
<b>NEZ PERCE COUNTY</b>			\$ 133,609.00	\$ 153,161.00
Culdesac	\$ 94,424.20	\$ 91,765.40	5,654.00	5,643.00
Lapwai	-	-	10,191.00	12,363.00
Lewiston	2,658,622.80	2,586,276.90	188,785.00	213,954.00
Peck	-	-	1,809.00	1,954.00
<b>TOTAL</b>	<b>2,753,047.00</b>	<b>2,678,042.30</b>	<b>340,048.00</b>	<b>387,075.00</b>
<b>ONEIDA COUNTY</b>			17,390.00	17,390.00
Malad	143,600.85	137,957.50	14,052.00	14,052.00
<b>TOTAL</b>	<b>143,600.85</b>	<b>137,957.50</b>	<b>31,442.00</b>	<b>31,442.00</b>
<b>OWYHEE COUNTY</b>			28,960.00	28,960.00
Bruneau	32,340.80	44,903.60	-	-
Grandview	38,485.20	32,400.05	3,293.00	3,293.00
Homedale	106,462.45	114,899.15	16,839.00	16,839.00
Marsing	152,122.55	142,251.20	10,354.00	11,635.00
<b>TOTAL</b>	<b>329,411.00</b>	<b>334,454.00</b>	<b>59,446.00</b>	<b>60,727.00</b>
<b>PAYETTE COUNTY</b>			46,904.00	46,904.00
Fruitland	-	-	30,922.00	33,999.00
New Plymouth	86,822.80	86,723.20	9,715.00	9,715.00
Payette	480,281.95	482,518.85	38,411.00	42,738.00
<b>TOTAL</b>	<b>567,104.75</b>	<b>569,242.05</b>	<b>125,952.00</b>	<b>133,356.00</b>
<b>POWER COUNTY</b>			24,622.00	24,622.00
American Falls	-	-	25,734.00	25,734.00
Rockland	-	-	3,095.00	3,369.00
<b>TOTAL</b>	<b>-</b>	<b>-</b>	<b>53,451.00</b>	<b>53,725.00</b>
<b>SHOSHONE COUNTY</b>			55,963.00	61,401.00
Kellogg	350,114.35	378,851.00	27,791.00	33,001.00
Mullan	-	-	8,361.00	9,089.00
Osburn	-	-	16,743.00	17,688.00
Pinehurst	245,428.40	225,792.35	16,979.00	18,987.00
Smelterville	-	-	5,767.00	6,095.00
Wallace	360,588.30	347,866.15	22,761.00	26,632.00
Wardner	-	-	2,622.00	2,820.00
<b>TOTAL</b>	<b>956,131.05</b>	<b>952,509.50</b>	<b>156,987.00</b>	<b>175,713.00</b>
<b>TETON COUNTY</b>			16,715.00	17,846.00
Driggs	320,131.95	289,213.50	18,437.00	21,588.00
Tetonia	-	-	1,671.00	1,862.00
Victor	-	-	5,305.00	6,346.00
<b>TOTAL</b>	<b>320,131.95</b>	<b>289,213.50</b>	<b>42,128.00</b>	<b>47,642.00</b>

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 alcoholic 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 148 retail outlets throughout the State. Of those, 48 are State liquor stores staffed and operated by Dispensary employees, 92 are contract stores and eight are retail outlets. The 48 state stores are staffed by 106 full-time employees and supplemented by 70 to 80 temporaries. Stores are typically open from 11:00 am. to 7:00 p.m. A few stores are open from 10:00 am to 8:00 p.m. for extended customer service. The largest store sells \$2.1 million annually. Statewide, stores sell 5.5 million bottles annually. Independent business owners operate contract and retail outlets under contractual agreements with the Dispensary to sell liquor as an additional line of 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 \$1.3 million for store leases.

The Dispensary's central office and warehouse is located in Boise. A staff of 21

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 700,000 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 9.2%. 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, net profits returned to the State of Idaho, its agencies, and communities have amounted to over \$180,000,000.

Schedule Of Comparative Sales And Distribution Of Profits By City/County



Bulk storage area.

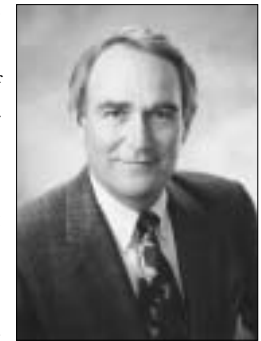
	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997
<b>LATAH COUNTY</b>			\$ 94,449.00	\$ 107,070.00
Bovill	\$ 15,637.55	\$ 15,594.90	2,279.00	2,279.00
Deary	33,127.45	37,214.05	2,967.00	2,864.00
Genesee	10,968.90	-	7,632.00	8,898.00
Juliaetta	-	-	5,284.00	6,307.00
Kendrick	81,561.30	72,353.60	4,818.00	6,142.00
Moscow	1,442,899.35	1,356,364.75	105,897.00	117,422.00
Onaway	-	-	2,190.00	2,431.00
Potlatch	109,711.75	108,518.55	7,691.00	10,057.00
Troy	130,877.30	151,266.15	9,861.00	12,066.00
<b>TOTAL</b>	<b>1,824,783.60</b>	<b>1,741,312.00</b>	<b>243,068.00</b>	<b>275,536.00</b>
<b>LEMHI COUNTY</b>			32,563.00	38,040.00
Leadore	8,894.95	6,437.00	1,026.00	1,036.00
North Fork	35,090.75	34,733.95	-	-
Salmon	580,737.65	562,941.65	39,483.00	47,824.00
<b>TOTAL</b>	<b>624,723.35</b>	<b>604,112.60</b>	<b>73,072.00</b>	<b>86,900.00</b>
<b>LEWIS COUNTY</b>			20,357.00	21,739.00
Craigmont	41,114.60	46,007.05	4,782.00	4,782.00
Kamiah	185,037.00	199,239.15	13,912.00	16,208.00
Nez Perce	43,016.70	54,145.55	4,254.00	5,023.00
Reubens	-	-	526.00	568.00
Winchester	29,503.90	33,821.55	2,493.00	2,866.00
<b>TOTAL</b>	<b>298,672.20</b>	<b>333,213.30</b>	<b>46,324.00</b>	<b>51,186.00</b>
<b>LINCOLN COUNTY</b>			17,650.00	17,650.00
Dietrich	-	-	1,573.00	1,583.00
Richfield	-	-	4,498.00	4,894.00
Shoshone	117,575.85	121,027.55	9,752.00	10,427.00
<b>TOTAL</b>	<b>117,575.85</b>	<b>121,027.55</b>	<b>33,473.00</b>	<b>34,554.00</b>
<b>MADISON COUNTY</b>			55,299.00	55,299.00
Rexburg	153,450.25	121,504.65	74,914.00	74,914.00
Sugar City	-	-	13,863.00	16,603.00
<b>TOTAL</b>	<b>153,450.25</b>	<b>121,504.65</b>	<b>144,076.00</b>	<b>146,816.00</b>
<b>MINIDOKA COUNTY</b>			57,782.00	57,782.00
Acequia	-	-	1,239.00	1,272.00
Heyburn	-	-	31,554.00	33,159.00
Minidoka	-	-	1,350.00	1,350.00
Paul	61,834.10	68,762.00	7,832.00	7,832.00
Rupert	376,682.05	375,369.80	44,057.00	44,057.00
Burley (see Cassia County)	-	-	-	-
<b>TOTAL</b>	<b>438,516.15</b>	<b>444,131.80</b>	<b>143,814.00</b>	<b>145,452.00</b>

## Schedule Of Comparative Sales And Distribution Of Profits By City/County

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997
<b>IDAHO COUNTY</b>			\$ 42,983.00	\$ 43,479.00
Cottonwood	\$ 98,474.70	\$ 90,373.10	7,149.00	7,963.00
Elk City	31,429.70	10,904.65	-	-
Ferdinand	-	-	1,481.00	1,511.00
Grangeville	270,162.05	282,642.30	28,363.00	28,363.00
Kooskia	114,685.25	104,622.05	7,974.00	8,929.00
Riggins	158,749.45	158,318.90	10,401.00	11,955.00
Sites	-	-	2,337.00	2,574.00
Whitebird	61,377.40	42,280.25	2,849.00	3,509.00
<b>TOTAL</b>	<b>734,878.55</b>	<b>689,141.25</b>	<b>103,537.00</b>	<b>108,283.00</b>
<b>JEFFERSON COUNTY</b>			46,058.00	46,058.00
Hamer	-	-	1,113.00	1,113.00
Lewisville	-	-	5,685.00	7,602.00
Menan	-	-	7,668.00	10,910.00
Mud Lake	40,591.70	45,841.20	3,408.00	3,231.00
Rigby	250,844.65	238,165.75	29,017.00	29,017.00
Roberts	-	-	6,360.00	7,563.00
Ririe (see Bonneville County)	-	-	-	-
<b>TOTAL</b>	<b>291,436.35</b>	<b>284,006.95</b>	<b>99,309.00</b>	<b>105,494.00</b>
<b>JEROME COUNTY</b>			27,103.00	27,103.00
Eden	-	-	3,690.00	3,773.00
Hazelton	-	-	3,908.00	5,110.00
Jerome	517,667.79	507,168.05	32,628.00	32,628.00
<b>TOTAL</b>	<b>517,667.79</b>	<b>507,168.05</b>	<b>67,329.00</b>	<b>68,614.00</b>
<b>KOOTENAI COUNTY</b>			335,201.00	402,229.00
Athol	-	-	4,818.00	4,838.00
Bayview	180,000.45	179,636.25	-	-
Coeur d' Alene	3,428,790.75	3,378,865.85	216,566.00	268,744.00
Dalton Gardens	-	-	24,884.00	27,381.00
Fernan Lake	-	-	2,037.00	2,241.00
Harrison	89,835.85	91,023.25	5,675.00	5,959.00
Hauser	-	-	5,072.00	5,555.00
Hayden	1,304,961.00	1,228,828.65	74,841.00	85,049.00
Hayden Lake	-	-	4,932.00	4,657.00
Huetter	-	-	1,049.00	1,388.00
Post Falls	2,099,519.30	2,023,409.20	124,417.00	147,781.00
Rathdrum	440,758.65	408,749.10	25,174.00	30,865.00
Spirit Lake	300,981.30	275,987.25	17,135.00	20,267.00
State Line	-	-	364.00	350.00
Worley	67,753.25	69,134.30	4,368.00	5,345.00
<b>TOTAL</b>	<b>7,912,600.55</b>	<b>7,655,633.85</b>	<b>846,533.00</b>	<b>1,012,649.00</b>

## Superintendent's Message

WE ARE PLEASED TO PRESENT THE *Comparative Annual Reports for Fiscal Years 1997 and 1998 for the Idaho State Liquor Dispensary*. This report represents the results of the 63rd year of operations for the Idaho State Liquor Dispensary.



Sales through our 148 retail stores increased 4% from \$55.8 million in FY 97 to \$58.1 million in FY 98. Net income increased almost 4% from \$17.4 million to nearly \$18.1 million. In addition to obtaining a more efficient office and warehouse, we invested over \$200,000 in an up-graded Point-of-Sale system in 48 state stores to insure Year 2000 compliance and to enhance efficiency. These investments will result in increased distributions of profits to cities and counties in future years. Distributions are estimated to increase from \$16.6 million in FY 98 to over \$18 million in FY 99, with additional revenues for public programs in following years.

Under the leadership of Governor Philip E. Batt, and with the support of his staff, much progress has been made in assuring sound fiscal management and the best possible service to the public.

Some of the significant accomplishments during this period include:

- Continued strengthening of internal controls.
- Relocation to a modern and efficient distribution center and Central Office.
- New, less costly, more effective freight contract.
- A team of Central Office staff, state stores personnel, contract storeowners and suppliers all working in harmony to serve our customers.

- Participating with an interim legislative committee to review alcohol laws, the state liquor dispensary system and licensing issues.
- Two new stores were opened and one store was relocated.
- Upgraded statewide Point-of-Sale systems.

Improvements to the Liquor Dispensary operation have been made to maximize efficiency and minimize expenses, while providing the best possible service to our customers. Sobriety, temperance and responsible consumption are always of prime importance as we balance sales with upholding our constitutional mandate and fulfilling our control state mission.

My congratulations to our dedicated and hard-working employees for another successful year. The Dispensary extends thanks to Governor Batt, his staff, legislators and other supporters.

Respectfully submitted,

Dyke Nally  
Superintendent

Schedule Of Comparative Sales And Distribution Of Profits By City/County



Store clerk stocking shelves in State Liquor Store in Nampa, Idaho.



Typical customer area in State Liquor Store.

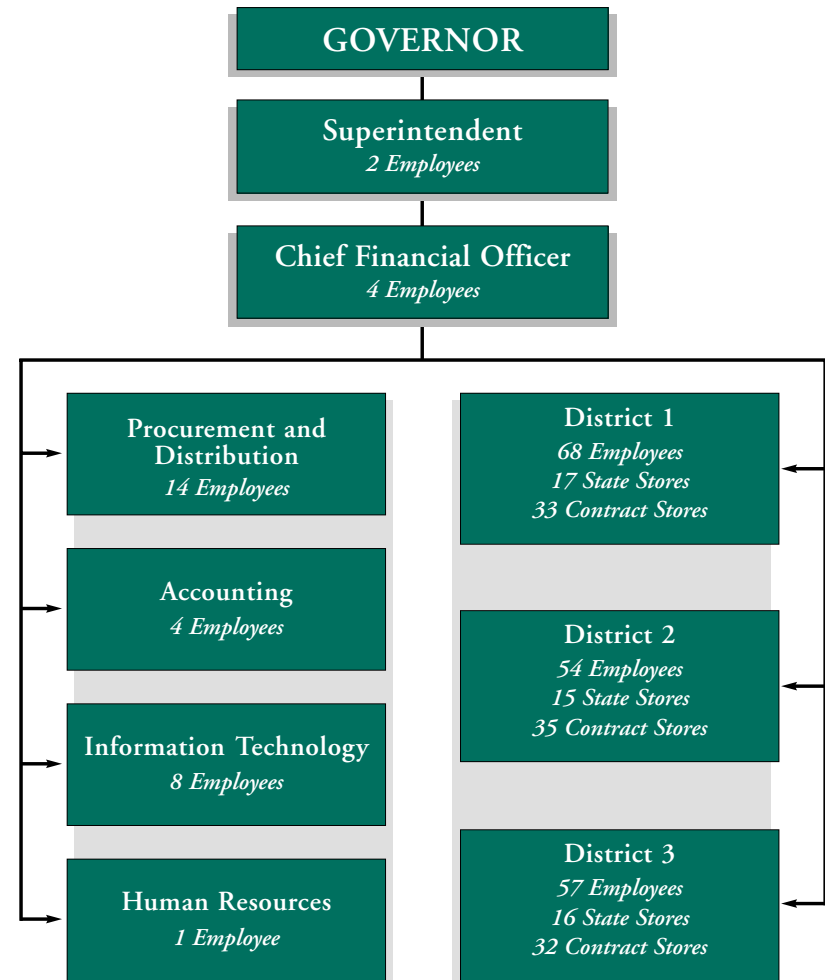
	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997
<b>CUSTER COUNTY</b>			\$ 20,696.00	\$ 24,983.00
Challis	\$ 167,749.80	\$ 178,383.15	12,218.00	15,441.00
Clayton	33,579.51	34,958.75	2,123.00	2,293.00
Mackay	78,215.80	64,456.60	5,171.00	5,859.00
Stanley	-	-	6,075.00	8,844.00
<b>TOTAL</b>	<b>279,545.11</b>	<b>277,798.50</b>	<b>46,283.00</b>	<b>57,420.00</b>
<b>ELMORE COUNTY</b>			62,520.00	62,520.00
Glenns Ferry	106,448.20	98,296.35	13,317.00	13,317.00
Military	161,042.80	152,477.30	-	-
Mountain Home	534,435.50	526,071.95	67,481.00	67,481.00
Pine	49,167.15	49,115.15	-	-
<b>TOTAL</b>	<b>851,093.65</b>	<b>825,960.75</b>	<b>143,318.00</b>	<b>143,318.00</b>
<b>FRANKLIN COUNTY</b>			30,746.00	30,746.00
Clifton	-	-	2,681.00	2,885.00
Dayton	-	-	4,284.00	4,546.00
Franklin	-	-	5,487.00	5,900.00
Oxford	-	-	541.00	546.00
Preston	220,680.35	204,857.30	26,453.00	26,453.00
Weston	-	-	4,402.00	5,021.00
<b>TOTAL</b>	<b>220,680.35</b>	<b>204,857.30</b>	<b>74,594.00</b>	<b>76,097.00</b>
<b>FREMONT COUNTY</b>			36,377.00	36,377.00
Ashton	51,734.80	51,652.10	11,000.00	11,000.00
Drummond	-	-	415.00	451.00
Island Park	152,414.15	149,402.00	9,112.00	11,438.00
Newdale	-	-	3,886.00	4,234.00
Parker	-	-	3,301.00	3,403.00
St. Anthony	271,868.30	250,510.55	23,784.00	23,784.00
Teton	-	-	6,593.00	7,162.00
Warm River	-	-	115.00	113.00
<b>TOTAL</b>	<b>476,017.25</b>	<b>451,564.65</b>	<b>94,583.00</b>	<b>97,962.00</b>
<b>GEM COUNTY</b>			36,777.00	36,777.00
Emmett	351,181.65	350,966.30	40,282.00	40,282.00
<b>TOTAL</b>	<b>351,181.65</b>	<b>350,966.30</b>	<b>77,059.00</b>	<b>77,059.00</b>
<b>GOODING COUNTY</b>			36,729.00	39,357.00
Bliss	-	-	2,729.00	3,849.00
Gooding	227,819.55	226,256.15	24,290.00	24,290.00
Hagerman	-	-	7,420.00	12,888.00
Wendell	157,856.85	160,788.65	12,510.00	13,193.00
<b>TOTAL</b>	<b>385,676.40</b>	<b>387,044.80</b>	<b>83,678.00</b>	<b>93,577.00</b>



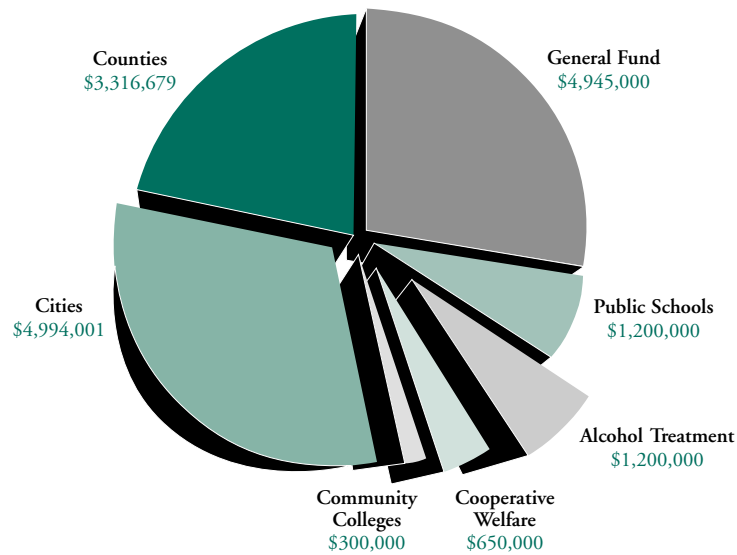
Schedule Of Comparative Sales And Distribution Of Profits By City/County

Organization Structure

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997
<b>BUTTE COUNTY</b>			\$ 17,386.00	\$ 17,386.00
Arco	\$ 88,401.40	\$ 91,649.35	10,816.00	\$ 10,816.00
Butte City	-	-	726.00	726.00
Moore	-	-	2,166.00	2,244.00
<b>TOTAL</b>	<b>88,401.40</b>	<b>91,649.35</b>	<b>31,094.00</b>	<b>31,172.00</b>
<b>CAMAS COUNTY</b>			11,195.00	11,195.00
Fairfield	55,869.50	55,982.15	4,144.00	4,210.00
<b>TOTAL</b>	<b>55,869.50</b>	<b>55,982.15</b>	<b>15,339.00</b>	<b>15,405.00</b>
<b>CANYON COUNTY</b>			201,053.00	201,053.00
Caldwell	996,217.75	968,748.15	109,757.00	109,757.00
Greenleaf	-	-	8,148.00	7,462.00
Melba	30,096.00	31,221.65	2,218.00	1,985.00
Middleton	220,650.75	192,951.55	14,196.00	15,898.00
Nampa	1,494,909.64	1,391,478.50	185,653.00	185,653.00
Notus	-	-	4,406.00	5,463.00
Parma	107,341.10	110,558.40	11,797.00	11,797.00
Wilder	-	-	14,096.00	19,902.00
<b>TOTAL</b>	<b>2,849,215.24</b>	<b>2,694,958.25</b>	<b>551,324.00</b>	<b>558,970.00</b>
<b>CARIBOU COUNTY</b>			30,366.00	30,366.00
Bancroft	-	-	4,384.00	4,551.00
Grace	44,125.45	37,927.85	8,004.00	8,004.00
Soda Springs	244,246.85	233,298.75	26,503.00	26,503.00
<b>TOTAL</b>	<b>288,372.30</b>	<b>271,226.60</b>	<b>69,257.00</b>	<b>69,424.00</b>
<b>CASSIA COUNTY</b>			57,455.00	57,455.00
Albion	-	-	3,563.00	3,456.00
Declo	-	-	3,038.00	3,401.00
Malta	-	-	1,969.00	1,946.00
Oakley	-	-	7,301.00	6,905.00
Burley	587,603.45	588,814.50	66,376.00	66,376.00
<b>TOTAL</b>	<b>587,603.45</b>	<b>588,814.50</b>	<b>139,702.00</b>	<b>139,539.00</b>
<b>CLARK COUNTY</b>			11,475.00	11,475.00
Dubois	20,377.20	17,565.15	3,644.00	3,644.00
Spencer	-	-	262.00	262.00
<b>TOTAL</b>	<b>20,377.20</b>	<b>17,565.15</b>	<b>15,381.00</b>	<b>15,381.00</b>
<b>CLEARWATER COUNTY</b>			33,424.00	34,747.00
Elk River	13,327.75	11,567.35	2,327.00	2,327.00
Orofino	401,150.45	404,120.96	29,610.00	34,719.00
Pierce	59,798.90	62,354.55	8,208.00	8,208.00
Weippe	32,287.70	31,757.20	5,773.00	5,773.00
<b>TOTAL</b>	<b>506,564.80</b>	<b>509,800.06</b>	<b>79,342.00</b>	<b>85,774.00</b>



Profit Distribution



FY 1998 TOTAL DISTRIBUTION \$16,605,680

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.

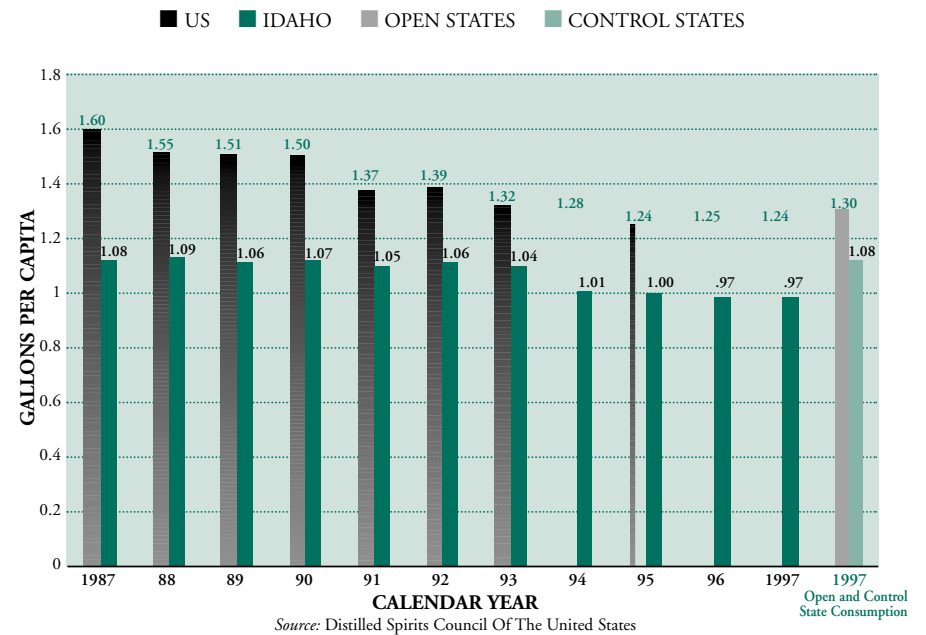
Schedule Of Comparative Sales And Distribution Of Profits By City/County

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997
<b>BLAINE COUNTY</b>			\$ 122,092.00	\$ 141,386.00
Carey	\$ -	\$ -	4,837.00	3,377.00
Bellevue	302,576.60	311,515.95	19,553.00	21,624.00
Hailey	670,494.95	651,983.10	40,852.00	48,843.00
Ketchum	1,870,786.88	1,842,834.15	105,640.00	120,303.00
Sun Valley	23,465.10	35,312.65	13,765.00	3,960.00
<b>TOTAL</b>	<b>2,867,323.53</b>	<b>2,841,645.85</b>	<b>306,739.00</b>	<b>339,493.00</b>
<b>BOISE COUNTY</b>			16,337.00	17,759.00
Crouch	114,273.95	114,579.90	6,962.00	8,023.00
Horseshoe Bend	61,038.90	58,218.25	7,172.00	7,172.00
Idaho City	98,194.40	92,620.15	5,841.00	7,450.00
Lowman	18,201.45	17,091.25	-	-
Placerville	-	-	188.00	181.00
<b>TOTAL</b>	<b>291,708.70</b>	<b>282,509.55</b>	<b>36,500.00</b>	<b>40,585.00</b>
<b>BONNER COUNTY</b>			131,950.00	156,775.00
Clark Fork	148,157.75	146,995.10	9,692.00	11,728.00
Coolin	60,950.70	61,068.40	-	-
Dover	-	-	3,912.00	3,904.00
East Hope	-	-	2,934.00	2,759.00
Hope	-	-	1,292.00	1,329.00
Kootenai	-	-	3,937.00	3,659.00
Oldtown	-	-	18,556.00	18,905.00
Ponderay	411,030.15	403,232.95	24,688.00	28,453.00
Priest River	834,402.38	784,736.16	32,216.00	41,529.00
Sandpoint	1,231,303.25	1,215,453.80	78,933.00	96,863.00
Schweitzer	22,503.30	12,840.20	-	-
Tamrak	205,276.65	193,581.25	-	-
<b>TOTAL</b>	<b>2,913,624.18</b>	<b>2,817,907.86</b>	<b>308,110.00</b>	<b>365,904.00</b>
<b>BONNEVILLE COUNTY</b>			175,175.00	191,940.00
Ammon	-	-	60,959.00	65,627.00
Idaho Falls	3,141,615.10	2,974,648.94	247,606.00	260,086.00
Iona	-	-	10,898.00	12,344.00
Irwin	60,435.10	61,090.95	3,737.00	4,609.00
Swan Valley	-	-	1,626.00	1,646.00
Ucon	-	-	9,208.00	10,269.00
Ririe	-	-	5,974.00	5,974.00
<b>TOTAL</b>	<b>3,202,050.20</b>	<b>3,035,739.89</b>	<b>515,183.00</b>	<b>552,495.00</b>
<b>BOUNDARY COUNTY</b>			28,344.00	30,081.00
Bonnars Ferry	488,250.60	500,636.10	34,157.00	38,417.00
Moyie Springs	-	-	5,704.00	5,122.00
<b>TOTAL</b>	<b>488,250.60</b>	<b>500,636.10</b>	<b>68,205.00</b>	<b>73,620.00</b>

### Schedule Of Comparative Sales And Distribution Of Profits By City/County

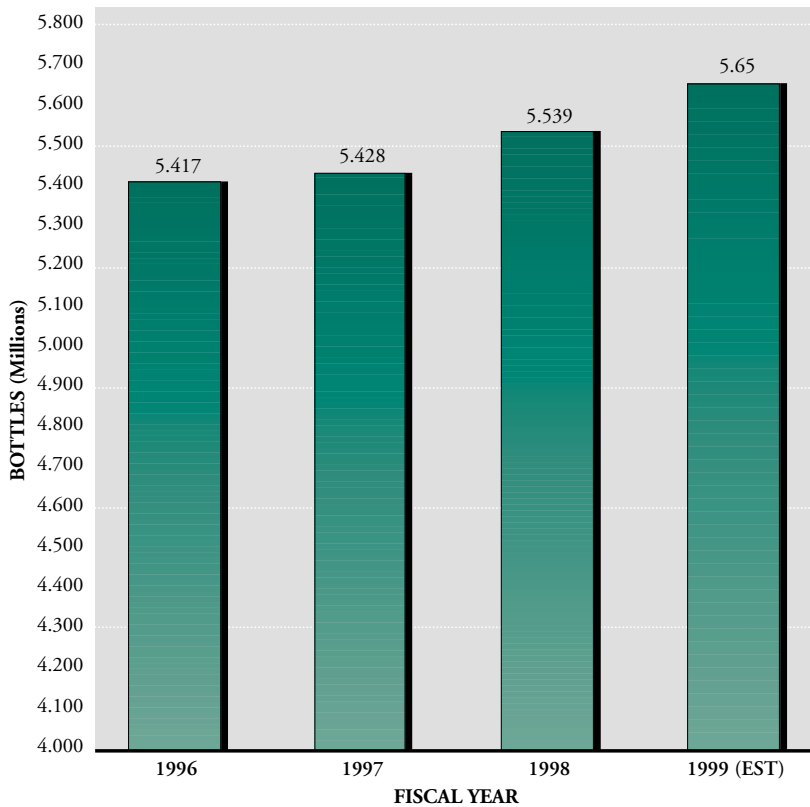
### United States And Idaho Apparent Per Capita Consumption Of Distilled Spirits

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997
<b>ADA COUNTY</b>			\$ 653,237.00	\$ 748,579.00
Boise	\$ 11,470,303.30	\$ 10,661,703.87	792,210.00	879,533.00
Eagle	597,117.45	534,467.85	33,497.00	41,241.00
GardenCity	1,036,575.55	997,142.30	62,927.00	76,267.00
Kuna	181,743.95	169,270.45	12,298.00	14,131.00
Meridian	1,086,365.85	1,010,075.25	65,822.00	71,351.00
Star	118,165.10	99,196.00	5,909.00	-
<b>TOTAL</b>	<b>14,490,271.20</b>	<b>13,471,855.72</b>	<b>1,625,900.00</b>	<b>1,831,102.00</b>
<b>ADAMS COUNTY</b>			17,444.00	17,444.00
Council	97,056.20	86,783.75	8,439.00	8,439.00
NewMeadows	97,419.30	101,179.45	7,058.00	8,287.00
<b>TOTAL</b>	<b>194,475.50</b>	<b>187,963.20</b>	<b>32,941.00</b>	<b>34,170.00</b>
<b>BANNOCK COUNTY</b>			173,819.00	195,895.00
Arimo	-	-	3,195.00	3,478.00
Chubbuck	628,341.95	591,810.32	40,247.00	51,315.00
Downey	25,061.25	21,883.20	3,354.00	3,354.00
Inkom	-	-	8,224.00	9,136.00
Lava Hot Springs	114,863.60	109,789.55	7,106.00	8,018.00
McCammon	-	-	8,358.00	8,573.00
Pocatello	2,399,761.60	2,365,468.00	262,421.00	262,421.00
<b>TOTAL</b>	<b>3,168,028.40</b>	<b>3,088,951.07</b>	<b>506,724.00</b>	<b>542,190.00</b>
<b>BEAR LAKE COUNTY</b>			26,631.00	26,631.00
Bloomington	-	-	2,121.00	2,039.00
Fish Haven	29,661.90	27,721.20	-	-
Georgetown	-	-	6,182.00	7,083.00
Montpelier	206,332.00	199,514.15	20,576.00	20,576.00
Paris	-	-	6,442.00	6,725.00
St. Charles	-	-	2,021.00	2,480.00
<b>TOTAL</b>	<b>235,993.90</b>	<b>227,235.35</b>	<b>63,973.00</b>	<b>65,534.00</b>
<b>BENEWAH COUNTY</b>			35,272.00	39,003.00
Chatcolet	-	-	807.00	862.00
Fernwood	53,940.25	54,273.65	-	-
Plummer	172,795.75	147,502.05	9,628.00	11,068.00
St. Maries	432,673.70	456,273.65	32,446.00	37,042.00
Tensed	-	-	1,452.00	1,452.00
<b>TOTAL</b>	<b>659,409.70</b>	<b>658,049.35</b>	<b>79,605.00</b>	<b>89,427.00</b>
<b>BINGHAM COUNTY</b>			98,726.00	98,726.00
Aberdeen	-	-	16,314.00	20,504.00
Atomic City	-	-	282.00	317.00
Basalt	-	-	4,698.00	5,819.00
Blackfoot	552,787.10	529,107.85	84,239.00	84,239.00
Firth	-	-	4,745.00	5,394.00
Shelley	90,775.70	87,767.25	30,596.00	30,596.00
<b>TOTAL</b>	<b>643,562.80</b>	<b>616,875.10</b>	<b>239,600.00</b>	<b>245,595.00</b>



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 .97 gallons in 1997 compared with 1.08 gallons for all control states and 1.3 gallons in open states. Consumption in open states is 20% more than in all control states and 34% more than in Idaho.

## Bottles Sold



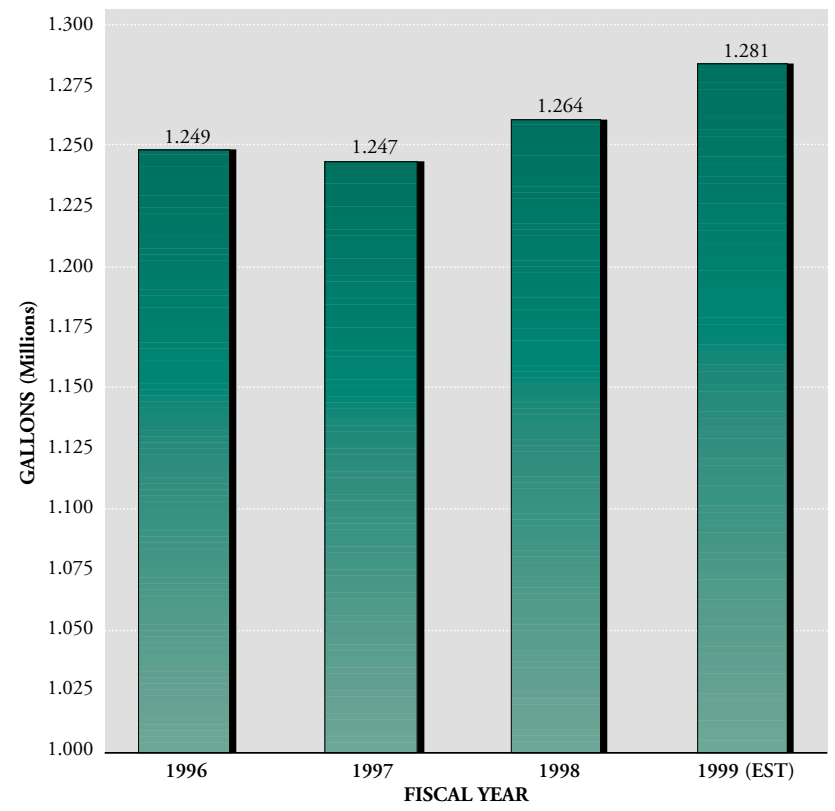
## Operating Expenses

	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997
Salaries And Wages . . . . .	\$ 4,030,363.71	\$ 3,855,022.74
Employee Benefits . . . . .	1,285,330.66	1,151,481.12
Special Distributor Commissions . . . . .	1,166,211.29	1,145,744.50
Rent . . . . .	1,346,361.74	1,306,659.42
Utilities . . . . .	200,211.54	194,679.74
Supplies . . . . .	185,734.12	159,978.64
Communications . . . . .	131,540.61	110,305.43
Bank Card Fees . . . . .	92,391.36	86,856.62
Professional Services . . . . .	51,972.11	78,524.06
Other Services . . . . .	74,315.50	74,299.32
State Government Overhead . . . . .	54,814.79	43,091.66
Leasehold Repairs And Maintenance . . . . .	47,741.77	37,644.30
Repairs And Maintenance . . . . .	45,308.88	53,925.65
Travel . . . . .	38,240.30	42,011.49
Employee Development Services . . . . .	25,682.28	30,097.87
Insurance . . . . .	15,858.94	20,858.36
Miscellaneous Expense . . . . .	8,827.36	8,862.23
Interest On Capital Lease . . . . .	108,581.84	—
Depreciation . . . . .	164,552.85	156,884.04
<b>TOTAL OPERATING EXPENSES . . . . .</b>	<b>\$ 9,074,041.65</b>	<b>\$ 8,556,927.19</b>

Income Statement

Gallons Sold

	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997
<b>Sales</b>		
Retail Liquor Sales . . . . .	\$ 41,164,224.61 . . . . .	\$ 39,480,053.00
Discount Liquor Sales . . . . .	16,667,614.05 . . . . .	16,113,954.95
Military Liquor Sales . . . . .	161,371.00 . . . . .	152,477.30
Non Liquor Sales . . . . .	86,138.90 . . . . .	65,954.95
<b>TOTAL SALES</b> . . . . .	<b>58,079,348.56 . . . . .</b>	<b>55,812,440.20</b>
<b>Cost of Sales</b> . . . . .	<b>31,250,180.36 . . . . .</b>	<b>30,211,831.08</b>
<b>Gross Profit</b> . . . . .	<b>26,829,168.20 . . . . .</b>	<b>25,600,609.12</b>
<b>Operating Expenses</b> . . . . .	<b>9,074,041.65 . . . . .</b>	<b>8,556,927.19</b>
<b>Net Operating Income</b> . . . . .	<b>17,755,126.55 . . . . .</b>	<b>17,043,681.93</b>
<b>Other Income And Losses</b>		
Lottery Income (net) . . . . .	10,091.93 . . . . .	21,224.65
Interest Income . . . . .	303,749.98 . . . . .	337,046.64
All Other Income . . . . .	12,329.13 . . . . .	14,727.07
Disposal Of Fixed Assets . . . . .	(31,976.59) . . . . .	(33,347.60)
Other Losses . . . . .	(1,784.91) . . . . .	(4,466.57)
<b>NET INCOME</b> . . . . .	<b>\$ 18,047,536.09 . . . . .</b>	<b>\$ 17,378,866.12</b>



**Balance Sheet**

	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997
<i>Assets</i>		
Cash . . . . .	\$ 5,148,088.78	\$ 5,200,947.92
Accounts Receivable . . . . .	42,273.82	46,435.64
Inventory . . . . .	5,706,607.76	4,483,521.28
Prepaid Expenses . . . . .	139,713.94	125,866.97
Land . . . . .	297,943.39	296,062.52
Fixed Assets . . . . .	1,931,747.58	1,697,430.40
Building Under Capital Lease . . . . .	2,500,000.00	-
Accumulated Depreciation . . . . .	(1,111,937.83)	(1,114,913.58)
<b>TOTAL ASSETS . . . . .</b>	<b>\$ 14,654,437.44</b>	<b>\$ 10,735,351.15</b>
<i>Liabilities And Fund Equity</i>		
Liquor Accounts Payable . . . . .	\$ 3,897,303.97	\$ 2,731,707.15
Payroll Payable . . . . .	272,582.99	206,774.48
Other Accounts Payable . . . . .	181,007.81	102,783.73
Distributions Payable . . . . .	798,986.00	2,122,325.00
Capital Lease Payable . . . . .	2,487,227.29	-
Total Liabilities . . . . .	7,637,108.06	5,163,590.36
Fund Equity . . . . .	7,017,329.38	5,571,760.79
<b>TOTAL LIABILITIES AND FUND EQUITY . . . . .</b>	<b>\$ 14,654,437.44</b>	<b>\$ 10,735,351.15</b>

**Statement Of Changes In Fund Equity**

	Fiscal Year Ending June 30, 1998	Fiscal Year Ending June 30, 1997
<b>FUND EQUITY AT BEGINNING OF YEAR . . . . .</b>	<b>\$ 5,571,760.79</b>	<b>\$ 5,609,132.37</b>
<i>Additions</i>		
Net Income . . . . .	18,047,536.09	17,378,866.12
Reserved For Facility Maintenance . . . . .	3,712.50	-
Prior Period Adjustment . . . . .	-	1,087.30
<b>TOTAL ADDITIONS . . . . .</b>	<b>\$ 18,051,248.59</b>	<b>\$ 17,379,953.42</b>
<i>Distributions</i>		
Cities . . . . .	(4,994,001.00)	(5,473,395.00)
Counties . . . . .	(3,316,679.00)	(3,648,930.00)
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>\$ (16,605,680.00)</b>	<b>\$ (17,417,325.00)</b>
<b>FUND EQUITY AT END OF YEAR . . . . .</b>	<b>\$ 7,017,329.38</b>	<b>\$ 5,571,760.79</b>