

State of Vermont Liquor Control Board



Sixty-Fourth Annual Report

Year Ending June 30, 1998

HIGHLIGHTS OF OPERATIONS

FISCAL YEAR ENDING JUNE 30, 1998

REVENUE CREDITED TO GENERAL FUND:

State Liquor Tax	\$ 8,995,368.65
License Fees	455,679.00
Tobacco Violations Remitted	16,500.00
Liquor Violations Remitted	24,000.00

FUNDS TRANSFERRED TO:

A66 Transfer to General Fund	\$ 150,000.00
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TOTAL TO GENERAL FUND: \$ 9,641,547.65

FUNDS GENERATED FROM OPERATIONS:

Interest Earned	\$7,307.58
Adult ID Cards	\$3,290.00
License Fees	\$172,911.00



STATE OF VERMONT
DEPARTMENT OF LIQUOR CONTROL

LETTER OF TRANSMITTAL

January 1, 1999

Honorable Howard Dean, M.D.
Governor of Vermont
Montpelier, Vermont

Dear Governor Dean:

In compliance with the provisions of section 109, Title 7, Vermont Statutes Annotated Revision of 1959, we have the honor to submit herewith the Sixty-fourth Annual Report of the Liquor Control Board for the fiscal year July 1, 1997 thru June 30, 1998.

Respectfully,

Daniel J. O'Brien, Chairman
Lloyd A. Kelley, Jr., Member
David B. Shaffe, Member



ANNUAL FINANCIAL REPORT
FOR THE FISCAL YEAR ENDED JUNE 30, 1998
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ANNUAL COMPARISONS

ANNUAL COMPARISONS

	Year Ended June 30, 1998	Year Ended June 30, 1997
Total State Tax Collected	\$8,995,368.65	\$8,842,640.39
Receipts from Licenses:		
Credited to State Treasurer	455,679.00	454,198.20
Receipts from Licenses Retained	172,911.00	186,276.80
Adult ID Cards	3,290.00	3,280.00
Interest	7,307.58	10,642.19
Paid To SRS Alcohol & Drug Abuse	0.00	707,013.00
A66 Transfer to General Fund	<u>150,000.00</u>	<u>0.00</u>
Total Receipts to State Treasurer		
Collected by Dept. of Liquor Control	\$9,784,556.23	\$10,204,050.58
Malt & Vinous Beverage Tax		
Collected by Commissioner of Taxes	\$4,699,502.00	\$4,592,148.00
Total Receipts to State Treasurer	\$14,484,058.23	\$14,796,198.58
Receipts to Cities & Towns from Beer and Wine Licenses Issued	218,300.00	218,100.00
Total Revenue to State and Local Governmental Units	<u>\$14,702,358.23</u>	<u>\$15,014,298.58</u>

SALES COMPARISONS

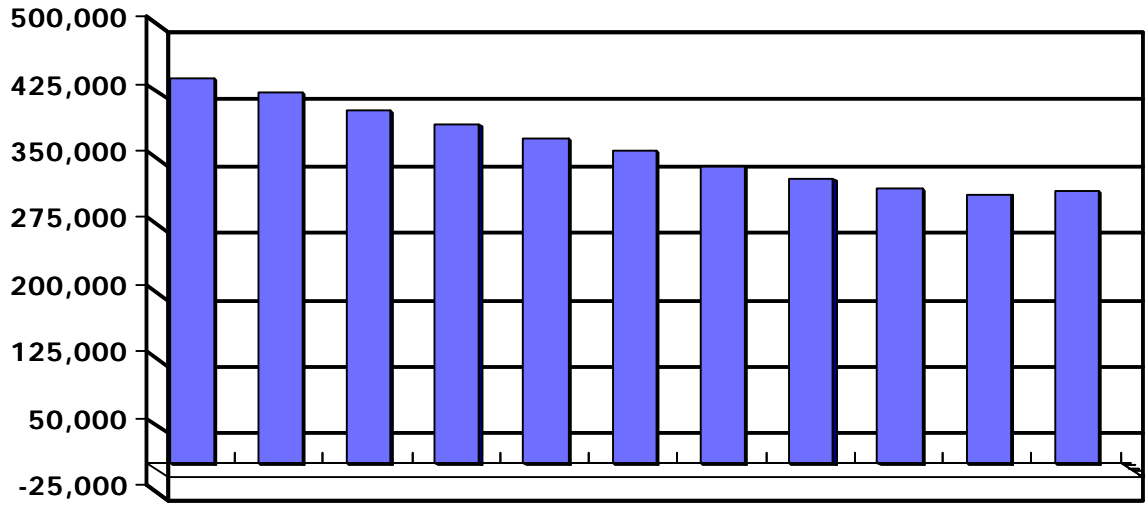
Net Liquor Sales (Includes Tax)	\$36,034,064.90	\$35,438,480.65
Total Cases Spirituous Liquor Sold	285,764	283,031
Total Cases Fortified Wines Sold	19,212	19,520
Total Cases Alcohol Sold	<u>54</u>	<u>42</u>
Total Cases Sold	305,030	302,593

**COMPARISON OF CASES SOLD AND SALES DOLLARS
IN FISCAL YEARS 1988-1998**

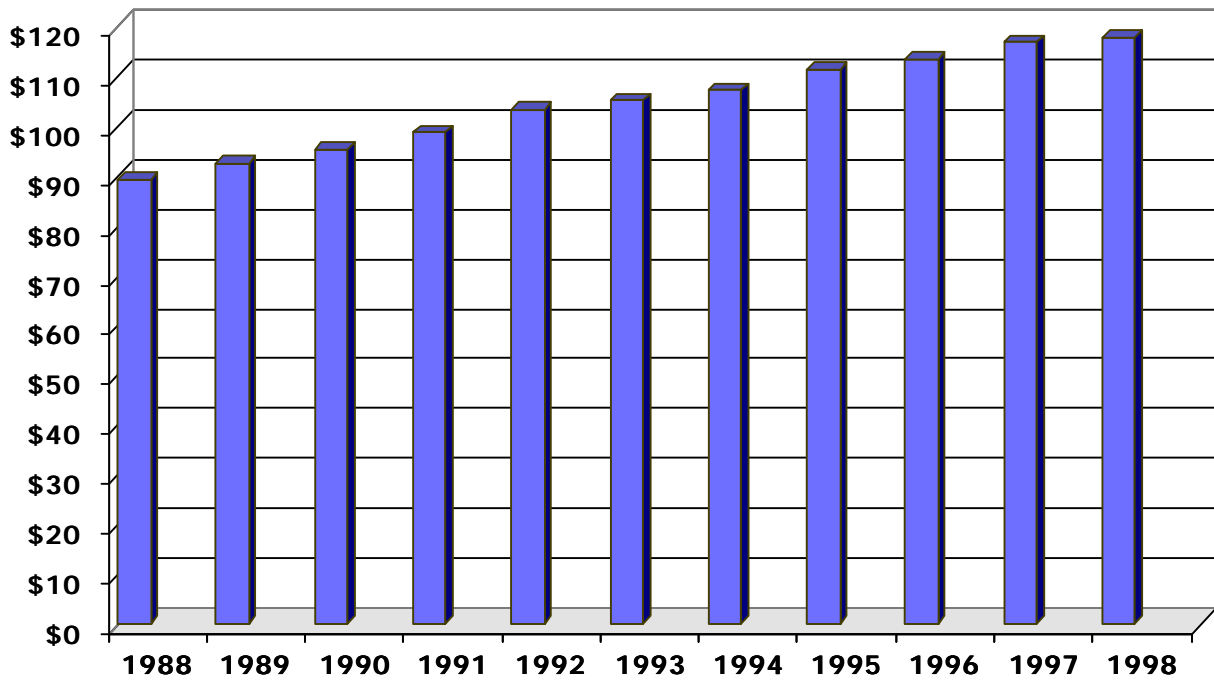
YEAR	CASES SOLD	AVG. CASE PRICE	SALES DOLLARS
1988	432,331	89.33	\$38,621,544
1989	415,883	92.61	\$38,515,952
1990	395,464	95.32	\$37,699,429
1991	380,823	98.81 *	\$37,628,726
1992	364,643	103.47	\$37,730,454
1993	351,344	105.26	\$36,983,222
1994	333,087	107.26	\$35,727,441
1995	320,084	111.41	\$35,659,130
1996	307,523	113.59	\$34,931,651
1997	302,593	116.96	\$35,390,069
1998	305,031	117.95	\$35,979,833

* Federal Excise Tax increase of \$1 per 100 proof gallon.

TOTAL CASES SOLD



AVERAGE RETAIL PRICE PER CASE FISCAL YEARS 1988-1998



VERMONT STATE TAX ON LIQUOR
MALT AND VINOUS BEVERAGES

On all sales of MALT BEVERAGES, the alcoholic content of which is not more than six percent by volume at sixty degrees Fahrenheit, a tax of twenty-six and one half cents per gallon or its equivalent is paid to the Commissioner of Taxes by Wholesale Dealers and Bottlers.

On all sales of VINOUS BEVERAGES the alcoholic content of which is not more than sixteen percent by volume at sixty degrees Fahrenheit, a tax of fifty-five cents per gallon or its equivalent is paid to the Commissioner of Taxes by Wholesale Dealers and Bottlers.

Effective May 1, 1933, the original tax was \$1.00 per 31 gallon barrel which approximates \$0.0323 per gallon. Since that time, the rate of tax has changed as follows:

June	1, 1934	\$0.0325 per gallon
January	1, 1936	.05 per gallon
May	1, 1937	.10 per gallon
May	12, 1949	.15 per gallon
August	1, 1957	.20 per gallon
June	1, 1968	.25 per gallon
May	1, 1976	.50 per gallon
July	1, 1981	.55 per gallon

The history of changes in the tax rate on SPIRITUOUS LIQUORS, and FORTIFIED WINES, as of May 1, 1935, is as follows:

		Spirituuous Liquors	Fortified Wines
(Original tax)		\$.10 per pt.	\$.10 per pt.
May	1, 1937	.23 per pt.	.12 1/2 pt.
May	1, 1939	.25 per pt.	No Change
May	1, 1945	.35 per pt.	No Change
May	1, 1947	.45 per pt.	No Change
August	1, 1957	5.10 per gal.	1.20 per gal.
June	1, 1969	5.60 per gal.	1.40 per gal.
February	12, 1974	24% on Retail Sales	
July	1, 1981	25% on Retail Sales	

FINANCIAL STATEMENTS

VERMONT DEPARTMENT OF LIQUOR CONTROL
COMPARATIVE BALANCE SHEET
EXHIBIT A

ASSETS

	<u>June 30, 1998</u>	<u>June 30, 1997</u>
CURRENT ASSETS		
Cash On Hand	\$1,010,529.42	\$983,342.11
Petty Cash, Witness Imprest Fund	1,700.00	1,220.00
Inventory Clearing	3,317.79	2,106.30
Accounts Receivable	94,818.44	182,256.12
Inventories		
Outlets	3,524,261.97	3,394,454.61
Warehouse	120,080.08	65,694.25
	<u>\$4,754,707.70</u>	<u>\$4,629,073.39</u>
 FIXED ASSETS: (Less Depreciation)		
Equipment: Furniture & Fixtures	\$762,365.69	\$754,775.84
Operating Equipment	13,687.91	7,132.91
Warehouse & Office Building Improvements	11,453.79	13,627.92
	<u>\$787,507.39</u>	<u>\$775,536.67</u>
 PREPAID EXPENSES		
Operating Supplies	\$0.00	\$13,885.55
Maintenance On Equipment	751.08	47,454.89
Unexpired Insurance	182.08	60.64
Federal License	750.00	750.00
Prepaid Membership Dues	750.00	750.00
	<u>\$2,433.16</u>	<u>\$62,901.08</u>
 TOTAL ASSETS	 <u><u>\$5,544,648.25</u></u>	 <u><u>\$5,467,511.14</u></u>

LIABILITIES AND RETAINED EARNINGS

CURRENT LIABILITIES		
Accounts Payable:		
Liquor	\$4,207,538.74	\$4,433,340.54
Sundry	105,380.15	150,681.72
General Fund Tax Payable	349,952.57	222,150.10
Vouchers Payable	142,791.11	129,303.89
Accrued Salaries & Benefits	174,578.17	177,761.74
State Treasurer-Cash Funds Advance	1,700.00	1,220.00
	<u>\$4,981,940.74</u>	<u>\$5,114,457.99</u>
 RETAINED EARNINGS	 \$353,053.15	 \$507,214.66
NET INCOME AFTER OADAP/LEGIS. TRANS.	<u>209,654.36</u>	<u>(154,161.51)</u>
 TOTAL LIABILITIES & RETAINED EARNINGS	 <u><u>\$5,544,648.25</u></u>	 <u><u>\$5,467,511.14</u></u>

VERMONT DEPARTMENT OF LIQUOR CONTROL
COMPARATIVE STATEMENT OF OPERATIONS
EXHIBIT B

	F/Y 1998	%	F/Y 1997	%
Gross Sales:	\$36,034,064.90	100.00	\$35,438,480.65	100.00
Tax	8,995,368.65	24.96	8,842,640.39	24.95
Net Sales	<u>\$27,038,696.25</u>	<u>75.04</u>	<u>\$26,595,840.26</u>	<u>75.04</u>
Cost of Goods Sold	\$22,003,951.48	61.06	\$21,417,091.09	60.43
Gross Income on Sales	\$ 5,034,744.77	13.97	\$ 5,178,749.17	14.61
Operating Expenses:				
Outlet Operations	\$2,744,144.68	7.62	\$2,697,184.93	7.61
Act 261 Recycling	249,176.15	0.69	236,556.04	0.66
Warehouse & Distribution	388,923.34	1.08	390,596.81	1.10
General Administration	1,037,617.04	2.88	1,016,945.15	2.86
Total Operating Expenses	<u>\$4,419,861.21</u>	<u>12.27</u>	<u>\$4,341,282.93</u>	<u>12.25</u>
Gross Operating Income	\$614,883.56	1.71	\$837,466.24	2.36
Other Income:				
Miscellaneous	\$935.62	0.00	\$22,968.97	0.06
Gain/Loss Disposal Equip.	2,332.07	0.01	(17,463.85)	(0.04)
License Fees Collected	628,590.00	1.74	640,475.00	1.80
Tobacco Violations Collected	16,500.00	0.05	0.00	0.00
Liquor Violations Collected	24,000.00	0.07	0.00	0.00
Adult ID Cards	3,290.00	0.01	3,280.00	0.00
Interest	7,307.58	0.02	10,642.19	0.03
Non Refunded Bottle Fund	109,366.20	0.30	109,859.55	0.31
Special Purchase Allowance	644,569.67	1.79	566,901.22	1.59
Penalties/Refund Labels	4,220.00	0.01	5,993.00	0.01
Total Other Income	<u>\$1,441,111.14</u>	<u>4.00</u>	<u>\$1,342,656.08</u>	<u>3.78</u>
Other Expenses:				
Casualty Loss	973.22	0.00	169.60	0.00
Uncollected Checks	5,367.88	0.01	2,480.10	0.00
Total Other Expenses	<u>\$6,341.10</u>	<u>0.02</u>	<u>\$2,649.70</u>	<u>0.00</u>
Net Operating Income	2,049,653.60	5.69	2,177,472.62	6.14
Non-Operating Deductions:				
Education, Licensing & Enf.	\$1,193,820.24	3.31	\$1,170,422.93	3.30
Lic Fees Remitted St. Treas.	455,679.00	1.26	454,198.20	1.28
Tobacco Violations Remitted	16,500.00	0.05	0.00	0.00
Liquor Violations Remitted	24,000.00	0.07	0.00	0.00
Net Non-Operating Ded.	<u>\$1,689,999.24</u>	<u>4.69</u>	<u>\$1,624,621.13</u>	<u>4.58</u>
Net Department Income	\$359,654.36	1.00	\$552,851.49	1.55
Less: A66 Transfer to Gen Fund	\$150,000.00	0.42	\$707,013.00	1.99
Profit/Loss for Period	<u>\$209,654.36</u>	<u>0.58</u>	<u>(\$154,161.51)</u>	<u>(0.43)</u>

VERMONT DEPARTMENT OF LIQUOR CONTROL
OUTLET OPERATIONS EXPENSES

F/Y 1998

Outlet Commissions	2,427,783.85
Rent	13,652.10
Telephone	8,762.01
Electricity	136.06
Fuel	6.72
Supplies	69,027.64
Postage	29,818.68
Miscellaneous	3,938.45
Credit Card	69,344.83
Rep Non Agree Maint Equipt.	517.50
Maintenance Agreements	34,183.37
Printing	29,224.15
Insurance	5,955.30
OSD Expense	11,973.04
Depreciation	39,820.98
Total Expenses (Exhibit B)	<u><u>2,744,144.68</u></u>

Act 261 RECYCLING EXPENSES

Salaries	64,310.84
Retirement	6,881.18
Social Security	5,436.88
Insurance-Medical	9,787.87
Insurance-Life	307.45
Insurance-Dental	1,322.44
Wages-Overtime	7,773.13
Worker's Compensation	3,108.96
Total Personal Services Expenses	<u><u>98,928.75</u></u>

Travel	70.70
Trucks	3,490.38
Recycling Services	45,569.92
Handling Fees - Administrative	73,165.32
Repair & Maintenance	5,417.23
Water & Sewer	238.02
Vehicle Equipment Supplies	568.99
Repair & Maint. Other	1,560.77
Depreciation	8,764.66
Electricity	2,622.45
Miscellaneous	1,092.32
Supplies	360.74
Postage	2,176.61
Heating Fuel	1,073.20
Insurance	781.47
Printing	1,355.00
Telephone	1,939.62
Total Operating Expenses	<u><u>150,247.40</u></u>

Total Expenses (Exhibit B)	<u><u>249,176.15</u></u>
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VERMONT DEPARTMENT OF LIQUOR CONTROL
WAREHOUSE & DISTRIBUTION EXPENSES

F/Y 1998

Salaries	221,721.56
Retirement	
Social Security	17,091.60
Insurance-Medical	
Insurance-Life	1,096.46
Insurance-Dental	
Wages-Overtime	2,713.86
Wages-Temporary	
Worker's Compensation	9,326.88
Non Contract Prof. Services	
Total Personal Services Expenses	<u>299,821.58</u>
Trucks	10,644.47
Fork Lifts	5,806.09
Telephone	5,500.60
Electricity	9,615.73
Fuel	6,132.52
Water & Sewer	872.69
Supplies	12,686.81
Postage	4,353.23
Miscellaneous	4,229.88
Rental Uniforms	4,965.06
Rep Non Agree Maint Equipt.	411.75
Maintenance Agreements	3,134.14
Printing	832.59
Insurance	1,686.67
Federal License	750.00
OSD Expense	7,458.12
Stock Over/Short	1,103.37
Depreciation - Equipment	8,918.04
Total Operating Expenses	<u>89,101.76</u>
Total Expenses (Exhibit B)	<u><u>388,923.34</u></u>

VERMONT DEPARTMENT OF LIQUOR CONTROL
GENERAL/ADMINISTRATION EXPENSES

F/Y 1998

Salaries	
Board Per-Diem	2,803.27
Commissioner	60,551.11
Administrative Support	133,077.29
Retail Operations	97,932.24
Merchandising	56,537.47
Accounting & Data Proc.	234,571.22
Retirement	59,413.15
Social Security	46,525.37
Insurance-Medical	54,099.88
Insurance-Life	3,391.09
Insurance-Dental	9,081.98
Wages-Overtime	29,799.64
Worker's Compensation	3,162.09
Office Allowance	4,459.41
Contractual Prof. Services	19,735.05
Non Contract Prof. Services	15,060.00
Total Personal Services Expenses	830,200.26
Expenses	
Board Per-Diem	3,953.01
Commissioner	2,226.10
Retail Operations	69.10
Merchandising	5,142.94
Accounting & Data Proc.	4,028.07
Administrative Support	7,959.37
Vehicle Exp. Ret. Oper.	9,495.39
Vehicle Exp. Operations	2,188.24
Telephone	20,866.66
Electricity	3,496.64
Fuel	306.62
Water & Sewer	317.35
Supplies	20,400.69
Postage	6,844.13
Miscellaneous	21,060.31
Advertising	29,238.26
Rep Non Agree Maint Equipt.	714.40
Maintenance Agreements	6,090.28
Printing	5,911.32
Insurance	507.31
Membership Dues	1,500.00
Depreciation - Equipment	53,364.61
Depreciation-Oper. Equipt.	1,735.98
Total Operating Expenses	207,416.78
Total Expenses (Exhibit B)	1,037,617.04

VERMONT DEPARTMENT OF LIQUOR CONTROL
EDUCATION, LICENSING & ENFORCEMENT EXPENSES

F/Y 1998

Salaries	732,231.13
Shift Differential	5,990.72
Retirement	73,885.76
Social Security	58,095.34
Insurance-Medical	57,161.43
Insurance-Life	4,343.77
Insurance-Dental	9,997.57
Wages-Overtime	12,013.95
Wages-Temporary	2,988.02
Office Allowance	20,808.66
Worker's Compensation	23,317.20
Contractual Prof. Services	7,250.00
Total Personal Services Expenses	<u>1,008,083.55</u>
Travel Expense-Dir/Invest.	26,323.67
Vehicle Expense	26,439.43
Telephone	21,065.84
Electricity	1,748.31
Fuel	153.31
Water & Sewer	158.67
Supplies	14,469.35
Postage	4,769.68
Miscellaneous	8,365.63
Advertising	209.00
Maintenance Agreements	10,426.14
Printing	25,674.80
Repair & Maint. Other	1,702.81
Hearing Costs	2,196.16
Depreciation - Equipment	42,033.89
Total Operating Expenses	<u>185,736.69</u>
Total Expenses (Exhibit B)	<u><u>1,193,820.24</u></u>

COMPARISON OF SALES, REVENUE, AND CASES SOLD

YEARLY COMPARISON

YEAR TO DATE JUNE 30, 1998 AND JUNE 30, 1997

	<u>1998</u>	<u>1997</u>	<u>INC/DEC</u>	<u>%INC/DEC</u>
TOTAL SALES	\$36,034,064.90	\$35,438,480.65	\$595,584.25	1.68
STATE TAX	\$8,995,368.65	\$8,842,640.39	\$152,728.26	1.73
MALT & VINOUS TAX	\$4,699,502.00	\$4,592,148.00	\$107,354.00	2.34
CASES SOLD:				
LIQUOR	285,764	283,031	2,733	.97
WINES/VERMOUTH	<u>19,212</u>	<u>19,520</u>	<u>(308)</u>	<u>-1.58</u>
TOTAL CASES	304,976	302,551	2,425	.80
ALCOHOL	54	42	12	28.57

SCHEDULE SHOWING TOTAL MONTHLY SALES FISCAL YEAR 1998

<u>1997</u>	<u>VALUE</u>	<u>CASES</u>
JULY	\$3,250,476.45	28,592
AUGUST	3,257,769.00	28,072
SEPTEMBER	2,730,406.80	23,545
OCTOBER	3,018,075.85	25,569
NOVEMBER	2,888,834.70	24,483
DECEMBER	4,486,320.40	35,965
<u>1998</u>		
JANUARY	\$2,798,823.15	23,126
FEBRUARY	2,736,235.35	22,547
MARCH	2,654,874.35	22,137
APRIL	2,440,011.55	21,080
MAY	2,936,248.65	25,751
JUNE	2,781,756.30	24,164

**DETAIL OF OUTLET OPERATIONS
FOR FISCAL YEAR ENDING JUNE 30, 1998**

	Sales Total	Tax	Net Sales	Cost of Goods	Gross Income	Outlet Expense	Other Expense
A 1 Poultney	200,452	50,374	150,078	124,955	28,733	17,446	8,338
A 2 Barton	166,333	41,379	124,954	103,219	24,700	14,881	6,849
A 3 Island Pond	105,236	26,087	79,149	63,656	17,363	10,081	4,318
A 4 Winooski	1,948,103	486,649	1,461,453	1,168,878	327,447	135,468	80,552
A 5 Londonderry	494,626	123,237	371,390	303,704	76,517	38,382	20,398
A 6 Randolph	334,581	83,657	250,924	199,299	57,620	25,381	13,847
A 7 Hardwick	254,857	63,867	190,990	156,338	39,228	20,819	10,571
A 8 Alburg	310,720	77,360	233,360	206,028	32,875	27,576	12,805
A 9 Arlington	302,920	75,561	227,359	189,543	43,230	24,923	12,507
A10 Jeffersonville	277,584	69,264	208,319	170,162	43,120	21,797	11,465
A11 Beecher Falls	82,077	20,689	61,387	49,375	13,495	8,202	3,425
A12 Richford	178,416	44,977	133,439	109,930	26,732	15,953	7,445
A13 Norwich	249,162	62,068	187,094	154,711	36,831	20,900	10,274
A14 Morrisville	577,697	143,926	433,772	353,000	91,085	43,156	23,823
A15 Wilmington	482,179	120,538	361,641	294,257	76,021	35,957	19,952
A16 Bethel	209,498	52,173	157,324	124,800	36,264	16,999	8,636
A17 Waitsfield	611,604	152,921	458,682	378,066	91,575	46,030	25,312
A18 Colchester	528,319	132,232	396,088	323,668	81,895	40,040	21,887
A19 Orleans	132,859	33,283	99,576	80,787	21,174	12,265	5,509
A20 Northfield	288,540	71,963	216,577	174,866	46,869	22,516	11,912
A21 Waterbury	491,502	122,337	369,165	301,384	76,547	37,234	20,250
A22 Swanton	374,615	93,552	281,063	232,401	55,366	29,941	15,485
A23 Enosburg Falls	245,144	61,169	183,975	150,336	38,023	20,276	10,125
A24 Lyndonville	506,871	126,835	380,036	305,653	83,471	37,104	20,994
A25 So. Hero	318,731	79,159	239,571	198,016	47,227	26,070	13,103
A26 Killington	1,009,138	251,870	757,268	616,260	159,056	71,657	41,690
A27 Richmond	207,049	51,274	155,776	126,092	33,358	17,628	8,487
A28 Springfield	612,854	152,921	459,932	372,573	98,317	44,392	25,312
A29 Rochester	96,543	24,288	72,255	59,158	14,837	9,404	4,020
A30 Montgomery	98,788	24,288	74,500	61,874	14,366	10,410	4,020
A31 Milton	349,998	87,255	262,743	210,162	58,833	26,988	14,443
A32 Brandon	316,384	79,159	237,224	195,215	47,682	25,115	13,103
A33 Bradford	305,321	76,461	228,860	185,634	48,705	23,735	12,656
A34 Stamford	182,708	45,876	136,832	112,728	27,390	15,812	7,594
A35 Vergennes	473,457	117,839	355,618	294,931	69,131	36,319	19,505
A36 White River	366,545	91,753	274,792	222,893	58,474	27,446	15,187
A37 Windsor	232,080	57,570	174,509	139,706	38,929	18,498	9,529
A38 Bristol	239,795	60,269	179,526	146,552	37,294	19,654	9,976
A39 Shelburne	824,041	205,994	618,047	499,019	133,789	60,369	34,097

**DETAIL OF OUTLET OPERATIONS
FOR FISCAL YEAR ENDING JUNE 30, 1998**

	Sales Total	Tax	Net Sales	Cost of Goods	Gross Income	Outlet Expense	Other Expense
A40 Bellows Falls	201,487	50,374	151,113	121,568	33,155	16,397	8,338
A41 West Dover	465,971	116,040	349,930	282,171	76,075	35,175	19,207
A42 Derby Ctr.	318,274	79,159	239,114	195,150	49,636	25,143	13,103
A43 North Troy	95,285	23,388	71,897	58,150	15,422	9,496	3,871
A44 Fairfax	170,671	42,278	128,393	104,007	27,416	15,217	6,998
A45 Sharon	48,971	12,594	36,377	29,453	7,827	4,976	2,085
A46 Shelburne Rd	997,085	249,172	747,913	602,027	163,741	71,539	41,244
A47 Fair Haven	552,703	137,629	415,074	338,574	86,362	41,609	22,781
A48 Pownal	496,895	124,136	372,759	310,531	71,124	39,467	20,547
A49 St Johnsbury	583,411	145,725	437,686	355,505	92,623	42,820	24,121
A50 Woodstock	556,303	138,529	417,774	341,520	86,180	40,054	22,930
A51 North Ave	400,797	99,849	300,949	241,618	66,486	30,372	16,527
A52 Townshend	172,248	43,178	129,070	103,160	29,004	14,688	7,147
A53 Essex Ctr	610,775	152,022	458,753	374,512	95,134	44,377	25,163
A54 Chelsea	63,235	16,192	47,043	38,037	10,166	6,791	2,680
A55 W. Brattleboro	752,328	188,003	564,325	455,134	122,662	53,461	31,119
A56 Wallingford	315,492	79,159	236,333	191,761	50,244	24,420	13,103
A57 Ludlow	446,866	111,543	335,324	272,857	70,459	33,970	18,463
A58 W. Rutland	295,648	73,762	221,886	177,596	49,575	23,691	12,209
A59 Middlebury	837,048	208,693	628,356	512,561	130,749	61,563	34,543
A60 Tafts Corner	484,336	120,538	363,798	296,273	76,162	37,804	19,952
A61 Pearl Street	1,167,948	291,450	876,499	701,597	195,786	83,575	48,242
A62 Essex Jct	416,169	103,447	312,722	254,618	65,517	31,957	17,123
A63 Stowe	993,139	248,272	744,866	609,174	153,482	71,464	41,095
A64 Jay	56,883	14,393	42,491	35,601	7,921	6,490	2,382
A65 Bennington	1,443,812	360,714	1,083,098	883,719	225,226	105,871	59,707
A66 Brattleboro	234,188	58,470	175,718	140,765	39,143	19,098	9,678
A67 Montpelier	686,249	170,912	515,337	417,194	110,390	51,038	28,290
A68 St Albans Cty	557,091	139,428	417,663	340,862	86,792	41,347	23,079
A69 St Albans Twn	388,301	97,150	291,151	236,115	61,997	30,370	16,081
A70 Newport	593,794	148,424	445,370	363,724	92,282	45,726	24,568
A71 Manchester	1,424,047	355,317	1,068,730	878,187	216,004	104,832	58,813
A72 Rutland	1,346,821	336,427	1,010,395	820,882	213,619	97,833	55,686
A73 S. Burlington	1,029,167	257,268	771,899	636,167	154,167	77,575	42,584
A74 Rutland Town	635,994	158,318	477,676	390,216	98,804	47,657	26,205
A75 Barre	1,188,581	296,847	891,734	721,780	191,225	85,659	49,135

EDUCATION

LICENSING

ENFORCEMENT

EDUCATION, LICENSING & ENFORCEMENT DIVISION ACTION BY THE LIQUOR CONTROL BOARD

Applications for first and second class licenses are obtained from the town or city clerk's office. Once the applications are approved by the local control commissioners, they are forwarded to the Liquor Control Board for consideration. New applicants are investigated by the Department of Liquor Control before the licenses are approved and issued. The cooperation of local authorities has been sought in all instances. Fees collected for first and second class licenses go to the town or city in which the license is issued. Applications for third class licenses are obtained from the Department of Liquor Control and they retain the fees collected for the benefit of the State.

During the fiscal year ended June 30, 1998 a total of 10,616 inspections were made at 3,131 licensed premises. Of the premises licensed during this fiscal year, 591 were new applications which necessitated special investigations by the Liquor Control Investigators.

During fiscal year ending June 30, 1998, 1,196 investigations of illegal sales and alleged violations of the liquor laws and regulations were made by fourteen Liquor Control Investigators. Those which resulted in suspensions or letters of warning to licensees are included in the statistics shown under those categories.

Under the provisions of the Administrative Procedures Act, during the fiscal year ended June 30, 1998, the Liquor Control Board sent 164 warning letters relative to violations of the alcohol beverage laws and regulations observed by Investigators in their visits to licensed premises.

The Liquor Control Board revoked 2 licenses and imposed suspensions or fines on 137 different licensees. A procedure instituted in 1979 is the acceptance by the Liquor Control Board of waivers of formal hearing from licensees after they have been cited to appear before the Board for violation of the Liquor Control laws or regulations. During fiscal year 1998, of the 137 licensees who received suspensions or fines, 118 requested waivers and accepted fines or suspensions of their license(s) without formal hearing.

During fiscal year ended June 30, 1998, there were no suspensions of liquor licenses reported by local control commissioners.

The Liquor Control Board is especially concerned with purchase and acquisition of alcohol beverages by persons under the legal age of 21 years. As a result of this concern, the Board imposed fines totalling \$24,600.00 on 82 licensees and suspended 42 licenses for sale of alcoholic beverages to minors and the suspensions averaged 9 days. One hundred and thirteen (113) of these suspensions/fines were a result of alcohol compliance testing, which was instituted by the Liquor Control Board during Fiscal Year 1996.

Additionally, during fiscal year ending June 30, 1998, investigations of alleged violations of the Tobacco Law were conducted, resulting in the statistics which are included on page 24. During the year, tobacco compliance testing was conducted on 1,348 retailers. Of the 1,348 retailers tested, seventy-eight (78) sold tobacco products to persons under the age of eighteen.

LICENSE FEES

For convenient reference the following information is submitted regarding license fees collected by the Department for each type of license or permit issued. All licenses expire April 30th of each year.

Manufacturers and/or Rectifier's License	Year	\$ 150.00
Fourth Class License for Vinous Beverages Authorizes a Vermont manufacturer or rectifier to sell their vinous beverages to the public at their licensed premise.	Year	50.00
Bottler's License Any person other than a brewer who shall bottle malt or vinous beverages for sale or for distribution in this state.	Year	750.00
Certificate of Approval, Malt Beverages Authorizes the sale of malt beverages not exceeding 8% alcohol content by volume; by manufacturers or dealers to Vermont Wholesale Dealers.	Year	1,500.00
Certificate of Approval, Vinous Beverages Authorizes sale of vinous beverages not exceeding 16% alcoholic content by volume; except all vermouths of any alcoholic content by manufacturers or dealers to Vermont Wholesale Dealers.	Year	200.00
Wholesale Dealers License Authorizes sale of malt beverages not exceeding 8% alcoholic content by volume; and vinous beverages not exceeding 16% alcoholic content by volume; except all vermouths of any alcoholic content to Retail Licensees.	Year	600.00
Third Class License Authorizes sale of spirituous liquors for on-premise consumption in a hotel, restaurant, club, cabaret, boat or dining car.	Year 1/2 Year	400.00 250.00
Druggist Permit Permits sale of spirituous liquor upon prescription of doctors.	Year	20.00

LICENSE FEES (con't)

Solicitor's Permit	Year	10.00
Permits representative of a holder of a Certificate of Approval or Wholesale Dealer to solicit orders for malt and vinous beverages from Retail Licensees.		

Caterer's Permit	Year	100.00
Authorizes holders of 1st & 3rd Class Restaurant, Hotel and Cabaret licenses to serve alcohol beverages at off-premise unlicensed locations.		

Special Events Permit	Event	25.00
Authorizes holders of a Manufacturers or Rectifier's License to sell alcohol beverages to the public at an event apart from their licensed premises.		

Festival Permit	Event	50.00
Authorizes an individual to conduct an event at which malt or vinous beverages or both are sold by the glass to the public.		

Fees for First and Second Class Licenses and Tobacco Licenses, listed below are paid to the respective towns and cities in which the licenses are granted.

First Class License (Retail Licensees)	Year	100.00
Authorizes sale of malt and vinous beverages for on-premise consumption.		

Second Class License (Retail Licensees)	Year	50.00
Authorizes sale of malt and vinous beverages for off-premise consumption.		

Tobacco License	Year	10.00
Authorizes a retailer to sell tobacco at their licensed premise. (Fee is not assessed if the retailer has a license to sell alcohol beverages.)		

ENFORCEMENT AND LICENSING
ACTION ON LICENSES BY THE LIQUOR CONTROL BOARD

The following tabulation sets forth action taken by the Liquor Control Board on applications for licenses and permits. Statistics are not available to indicate the number of applications disapproved by the control commissioners.

Type of License	APPROVED				DISAPPROVED			
	Years Ended June 30				Years Ended June 30			
	1995	1996	1997	1998	1995	1996	1997	1998
First Class	1,299	1,521	1439	1454	0	4	1	1
First Class (Club)	115	113	115	114				
First Class (Boat)	5	6	6	6				
First Class (Dining Car)	1	1	1	1				
Second Class	1,254	1,241	1254	1230	1	1	0	1
Third Class:					0	4	1	0
Hotel (Yearly)	152	147	144	145				
Hotel (6 Months)	17	25	19	26				
Restaurant (Yearly)	531	443	487	468				
Restaurant (6 Months)	98	84	75	82				
Club (Yearly)	106	104	104	108				
Club (6 Months)	9	9	10	7				
Cabaret (Yearly)	215	415	372	366				
Cabaret (6 Months)	19	92	65	71				
Dining Car	1	1	1	1				
Boat Yearly		1	4	1				
Boat (6 Months)	4	4	1	4				
Druggist Permit	0	0	0	0				
Wholesale Dealer	15	16	21	19				
Malt Beverages	46	46	52	45				
Vinous Beverages	132	136	152	176				
Solicitor Permit	462	460	515	489				
Wholesale Alcohol Permits	5	6	5	6				
Mfg's or Rect's License	17	21	36	34				
Caterer's Permit	171	174	201	199				
Special Events Permit	11	12	19	14				
4th Class Vinous	4	3	7	9				
Festival Permit	0	0	1	1				
TOTALS	4,689	5,081	5106	5076	1	9	2	2

LICENSES SUSPENDED - YEARS ENDED JUNE 30

Type of License:	1994	1995	1996	1997	1998
First Class	9	8	15	9	25
Second Class	13	6	9	94	34
Third Class: Hotel	0	0	0	0	0
Restaurant	5	4	6	1	6
Club	1	0	0	0	1
Cabaret	6	4	9	8	16
Wholesale Dealer	0	0	0	0	0
Solicitor Permit	0	0	0	0	0
TOTALS	34	22	39	112	82

LIQUOR CONTROL ADULT IDENTIFICATION CARDS

Vermont Liquor Control Adult Identification cards are obtained by making application at any of the State Liquor Agencies located throughout the state. The cards are processed at the central office in Montpelier, Vermont. The processing takes about fifteen days. Complete information is obtainable for those persons between twenty-one and thirty years of age by contacting any State Liquor Agency.

State Liquor Agency personnel are required to demand this card in the case of persons who, because of their appearance, are of questionable age.

For all persons of questionable age attempting to purchase alcohol beverages, all licensees should demand presentation of a Liquor Control Adult Identification Card, a valid photographic driver's license or valid photographic nondriver identification card issued by Vermont or another state or foreign jurisdiction, a United States military identification card, or a valid passport.

During fiscal year 1998, the Department issued 656 Liquor Control Adult Identification cards.

INVESTIGATIONS AND PROSECUTION OF MINORS FOR PROCURING, POSSESSION, CONSUMING ALCOHOL BEVERAGES, OR MISREPRESENTING AGE TO PROCURE

Cases Investigated		Action Taken	
Possession/Procuring	144	Fines Assessed (\$19,195)	135
False ID application	2	Court Action/Diversion	64
Misrepresent age to procure	76	Cited by other agencies	4
Miscellaneous	40	Court Action Pending	50
		Dismissed by S.A.	9
Totals	262		262

INVESTIGATIONS/PROSECUTION OF MINORS FOR POSSESSION OF TOBACCO AND SALE OF TOBACCO PRODUCTS TO MINORS

Selling/furnishing tobacco	10	VTT'S Issued (\$7,965.)	171
Purchase/Possession of tobacco	161		

EDUCATIONAL PROGRAMS

In 1980-81 the Enforcement Division of the Department initiated three programs; Teen-Age Liquor Law Awareness Program, Alcohol Servers Awareness Program, and Law Enforcement Officer's Seminar. These programs emphasize the liquor laws and Liquor Control Board regulations pertaining to each group, with a general presentation of all rules relating to the sale, serving and consumption of alcohol beverages.

Additionally, the Enforcement Division, during fiscal year 1998, actively participated in the national youth program D.A.R.E. (Drug Abuse Resistance Education). Three Liquor Control Investigators conducted weekly classes in 8 Vermont schools.

In 1995, the Enforcement Division undertook a statewide project designed to address the problem of underage alcohol purchase and consumption. The programs are HOOLA, Cops in Shops, T.A.P., and P.O.P. as outlined below.

Teenage Liquor Law Awareness - Liquor Control Investigators, in a class room setting, discuss alcohol beverage and tobacco laws, as they pertain to underage persons. The Enforcement Division, by taking an informative and preventive approach to the illegal purchase and use of alcohol and tobacco, hopes to reduce the problem of use and abuse by Vermont's youth.

ASAP - Alcohol Servers Awareness Programs conducted by Liquor Control Investigators to provide licensees with an understanding of Vermont alcohol and tobacco laws and regulations in order to increase compliance and reduce violations.

HOOLA - is an alcohol and drug resistance program designed for second through sixth grade students. The program uses a multimedia approach including a cartoon-like character, and provides decision making skills which encourage the younger age students to think before making decisions, particularly concerning the use of alcohol and drugs.

COPS IN SHOPS™ - is designed to reduce underage purchase, possession and consumption of alcoholic beverages. Liquor Control Investigators, acting in an undercover capacity, work with cooperating license holders on their premises in an attempt to deter minors from purchasing alcohol and to educate store employees.

T.A.P. (Teenage Alcohol Patrol) - is a saturation type use of liquor control investigators in areas where it is known that large numbers of minors will be congregating and consuming or purchasing alcoholic beverages and likely operating a motor vehicle afterwards. This enforcement activity is designed to reduce the number of underage drinkers as well as lessen the incidence of motor vehicle accidents involving underage drinkers.

POP (Public Outreach Program) - is structured to provide the general public with information regarding laws and regulations relating to alcohol and tobacco. The Enforcement Division provides outreach education at locations such as fairs, malls, health fairs, home shows, business and educational group conventions. The program is designed to educate and encourage public participation in an effort to reduce violations through increased awareness and by empowering adults and minors by informing them of the civil and criminal liabilities, thus reducing the number of incidents involving alcohol and minors.

EDUCATIONAL PROGRAM STATISTICS

T.A.P. (Teenage Alcohol Patrol)

During Fiscal Year 1998 this program was conducted eight times at locations including, but not limited to, festival sites, concerts, ski areas and Spring Fling. Hundreds of contacts were made, resulting in several arrests for possession/procurement of alcohol, sale/furnishing alcohol to minors. Statistics are included with information concerning minors on page 21.

Cops in Shops™ Program

During the year, Liquor Control Investigators conducted 21 Cops in Shops programs involving 18 different stores or patrol areas, making 178 contacts. They issued eleven (11) court citations and/or Vermont traffic tickets. The citations were issued for misrepresenting age to procure alcohol or tobacco, possession of altered/fake ID's, possession of tobacco.

P.O.P. (Public Outreach Program)

During Fiscal Year 1998 the Education, Licensing & Enforcement Division on 48 days provided information and education at 24 locations, reaching over 160,000 parents, students, teachers, and the general public at such locations as Home Shows, Public Safety Awareness Days, State/County Fairs, Wellness Days, Health Fairs, state conventions of the PTA and Drivers Education teachers, Law Enforcement Day, DARE Fundraisers, County Field Days.

HOOLA

The program was presented during the year at 17 different elementary schools or locations, reaching 412 students in K through 6th grade. Additionally, special presentations of the HOOLA program were made at Home Shows, Health Fairs, Family Festival celebrations, Public Safety Awareness Days, Kids Safety Fairs, and summer school programs. Over 3,500 people were exposed to the program at the non-school locations. Also during this year, training sessions were conducted throughout the state and a total of 93 high school and college students were trained to present the program in Vermont schools.

TEENAGE LIQUOR LAW AWARENESS - Liquor Control Investigators presented the program 67 times at 32 schools or sites through the state, reaching a total of over 2,000 students.

ASAP - Investigators conducted 370 seminars, providing training to 3,950 licensees and their employees.

INVESTIGATIONS OF LICENSEES AND NON-LICENSEES FOR VIOLATIONS OF
THE TOBACCO AND ALCOHOL LAWS AND REGULATIONS, AND ACTION TAKEN

<u>Alcohol Law & Regulation Violations</u>		<u>Action Taken</u>	
Sell/furnish/serve minors	202	Letters of Warning	164
Serve intoxicated patrons/allow to consume & loiter on premises	33	Liquor Control Board Action Suspensions or Fines(\$24,600.)	149
Fail to control conduct of patrons & unlawful conduct	36	Court Action/Fines (\$4,312.)	20
		Court Action/Diversion	28
Other State Agencies: Tax laws/Health Dept./Fire Marshall	17	Court Action/Reparative Board	5
Hours of Sale violations	2	Court Action Pending	17
Employees Drinking on Duty	2	Dismissed by Court/States Atty	7
Purchase/Possess alcohol unlawfully	7	Referred to other agencies	4
Unlawful advertising	4	No Action/unfounded or out of	
Education regulations	14	business	37
Invalid/illegal corporations	8	LCB Action Pending FY98	12
Failure to keep records	4		
Sell/furnish without a license	6		
Gambling	9		
Wholesale Dealer regulations	2		
Misrepresent on license application	11		
Club regulations	14		
Happy hour violations	2		
Keg Law	4		
Sublease food/liquor business	7		
Other law/regulation violations	32		
FY 1997 cases	<u>27</u>		
Total	443		443

<u>Tobacco Law Violations</u>			
Sale to underage persons	100	Administrative Fines (\$15,950.)	117
Sale without a license	4	Warning Letters	45
Vending Machine	24	Court Action Pending	2
Other Violations	18	VTT's Issued (\$1,645.)	14
FY 1997 Cases	39	No Action/Unfounded	5
		Action Pending FY 1998	<u>2</u>
Total	185		185

LICENSE FEES COLLECTED FOR FISCAL YEAR 1998

License Type:	Amount	x	Fee	=	Total Collected
1st Class License: (Paid to Town/City)	1454	x	100.00	=	145,400.00
1st Class Club License: (Paid to Town/City)	114	x	100.00	=	11,400.00
2nd Class License: (Paid to Town/City)	1230	x	50.00	=	61,500.00
3rd Class Restaurant:	468	x	400.00	=	187,200.00
3rd Class Restaurant - half year:	82	x	250.00	=	20,500.00
3rd Class Hotel:	145	x	400.00	=	58,000.00
3rd Class Hotel - half year:	26	x	250.00	=	6,500.00
3rd Class Club:	108	x	400.00	=	43,200.00
3rd Class Club - half year:	7	x	250.00	=	1,750.00
3 rd Class Cabaret:	366	x	400.00	=	146,400.00
3rd Class Cabaret - half year:	71	x	250.00	=	17,750.00
Wholesale Dealer License:	19	x	600.00	=	11,400.00
Malt License:	45	x	1,500.00	=	67,500.00
Vinous License:	176	x	200.00	=	35,200.00
Solicitor Permit:	489	x	10.00	=	4,890.00
1st Class Boat License:	6	x	100.00	=	600.00
3rd Class Boat License:	1	x	400.00	=	400.00
3rd Class Boat License - half year:	4	x	250.00	=	1,000.00
Manufacturer:	34	x	150.00	=	5,100.00
Special Events Permit:	14	x	25.00	=	350.00
Caterer's Permit:	199	x	100.00	=	19,900.00
1t Class Dining Car:	1	x	100.00	=	100.00
3rd Class Dining Car	1	x	400.00	=	400.00
Fourth Class Vinous	9	x	50.00	=	450.00
Festival Permit	1	x	50.00	=	50.00
<i>Total Paid to Town/City:</i>					218,300.00
<i>Total Paid to State:</i>					628,640.00
Grand Totals:					\$846,940.00
Wholesale Alcohol - no fee	6				
Total Licenses Issued:	5076				

**All licenses and fees reported are for the fiscal year (July 1 to June 30)
and not the licensing year (May 1 to April 30).**

LOCATION OF VERMONT STATE LIQUOR OUTLETS - JUNE 1998

Retail Outlets	Address
1	Poultney Preseau's Place, 27 Main Street
2	Barton Pierce Pharmacy, Post Office Square
3	Island Pond John's Market, Main Street
4	Winooski Beverage Warehouse, 1 East Street
5	Londonderry Clark's IGA, Rts. 100 & 11
6	Randolph M&M Beverage, Depot Square
7	Hardwick Hall's Handy-Mart, 13 Mill Street
8	Alburg Alburg Beverage Market, 136 Main Street
9	Arlington Paulin Inc. of Arlington, Route 7A
10	Jeffersonville Hanley's Market, Main Street
11	Beecher Falls Noyes Express, Main St. & Route 253
12	Richford Blouin's IGA, 1 Noyes Street
13	Norwich Norwich Wine & Spirits, Elm Street
14	Morrisville Morrisville Beverage, North Gate Plaza
15	Wilmington Smitty's Sugar House, Routes 9 & 100
16	Bethel McCullough's Quik Stop, Route 107
17	Waitsfield Mehuron's Market, Route 100 East
18	Colchester Dick Mazza's General Store, Lake Shore Dr.
19	Orleans Orleans General Store, 72 Main Street
20	Northfield Convenience Plus, 69 North Main Street
21	Waterbury Waterbury Beverage, 46 South Main Street
22	Swanton Beverage Outlet, 75 First Street
23	Enosburg Falls Beverage Gallery, Main Street
24	Lyndonville Lyndonville Redemption, Route 5
25	South Hero Keeler's Bay Variety, Route 2
26	Killington Cordially Yours, Rt. 4 & 100 North
27	Richmond Richmond Beverage, Bridge Street
28	Springfield Joe's Discount Beverage, 335 River Street
29	Rochester The Store, Route 100
30	Montgomery Ctr. Sylvester's Market, Routes 242 & 118
31	Milton Middle Road Market, 69 Middle Road
32	Brandon Dr. Lightning's Wine & Spirits, 9 1/2 Conant St.
33	Bradford Bradford Bottle Shop, 82 Main Street, Route 5
34	Stamford Billmont's Country Store, Routes 8 & 100
35	Vergennes Vergennes Wine & Beverage, 209 Main Street
36	White River Tip Top One Stop, 35 N. Main Street
37	Windsor Village Emporium, Rt. 5, Grand Union Plaza
38	Bristol Champlain Farms, 3 West Street
39	Shelburne Shelburne Discount Beverage, Route 7

LOCATION OF VERMONT STATE LIQUOR OUTLETS

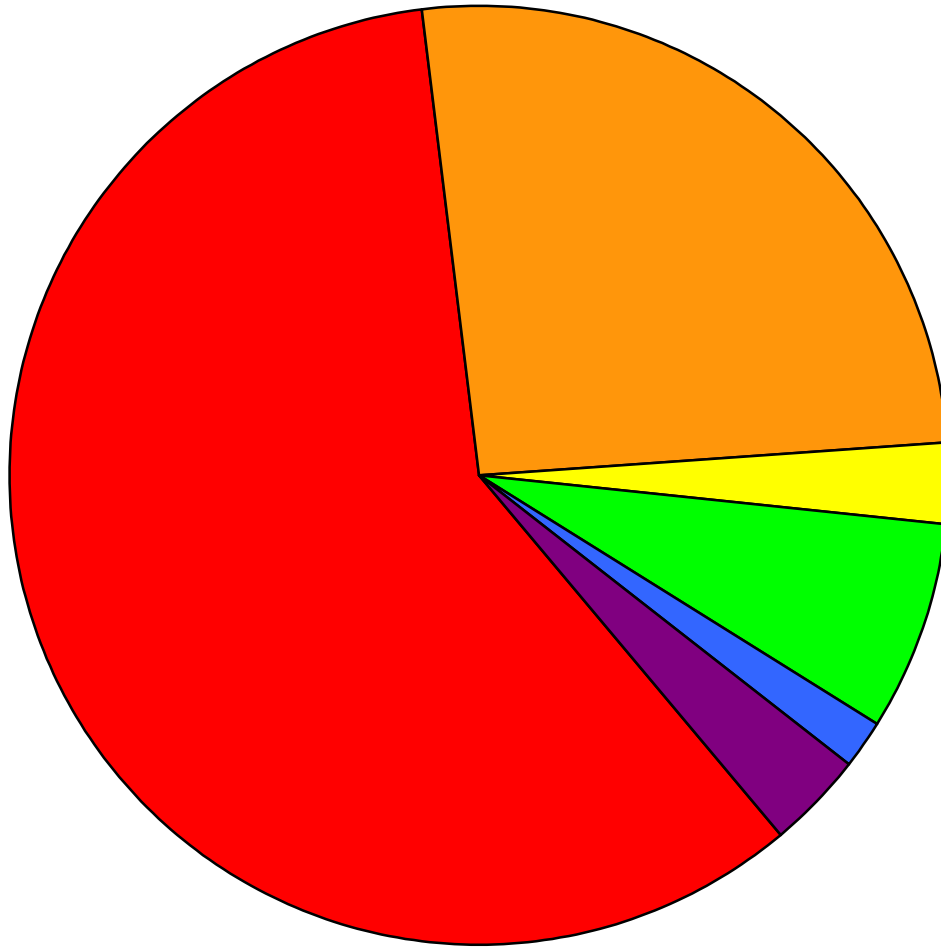
Retail Outlets (con't):	Address	
40	Rockingham	Dayton Sunoco & Mini Mart, Jct.103 & I91
41	West Dover	Christy's Market, Route 100
42	Derby Center	Derby Village Store, Routes 5 & 111
43	North Troy	B&D Super Market, Main Street
44	Fairfax	Minor's Country Store, Route 104
45	Sharon	Sharon Trading Post, I89, Exit 2, Route 14
46	So. Burlington	T J's Wines & Spirits, Shelburne Road
47	Fair Haven	Liberty Market, 7 Liberty Street
48	Pownal	Next Door, Route 7
49	St. Johnsbury	Price Chopper, Jct. Rt. 5 & I91
50	Woodstock	Woodstock Discount Beverage, Route 4 East
51	Burlington	Merola's Market ,1563 North Avenue
52	Townshend	River Bend Market, RR 1
53	Essex Center	Essex Discount Beverage, 76 Center Rd
54	Chelsea	Upham's Store, Main Street
55	West Brattleboro	Discount Beverage, Route 9
56	Wallingford	Wallingford Country Store & Deli, 19 Main St.
57	Ludlow	Okemo Wine & Spirits, 57 Pond Street
58	West Rutland	Rite Aid, Westway Mall
59	Middlebury	Centre Beverage, The Centre Route 7
60	Taft Corners	Hannaford Food & Drug, 14 Marshall Avenue
61	Burlington	Pearl Street Beverage, 238 Pearl Street
62	Essex Junction	Five Corners Discount Bev., 76 Center Road
63	Stowe	Stowe Beverage, Rt.108, Gale Farm Center
64	Jay	Jay Country Store, Route 242
65	Bennington	Bottles & Cases, 215 North Street
66	Brattleboro	Rite Aid, Ames Plaza, Rt. 5 North
67	Montpelier	Yankee Spirits, 126 Main Street
68	St. Albans City	Beverage Mart, 211 Lake Street
69	St. Albans Town	Colonial Mart, 191 Swanton Road
70	Newport	The Package Store, Waterfront Plaza
71	Manchester	Manchester Discount Beverage, Rts. 11 & 30
72	Rutland City	Grand Union, North Main Street, Rt. 7
73	Williston Road	Simon's, 1333 Williston Road
74	Rutland Town	Grand Union, Green Mountain Plaza, Rt. 7 So.
75	Barre	Beverage Baron, 411 North Main St.

NUMBER OF POSITIONS

	<u>6-30-1998</u>	<u>6-30-1997</u>
ENFORCEMENT, LICENSING & EDUCATION:		
Director of Enforcement	1	1
Administrative Secretary	1	1
Administrative Assistant B	1	1
Licensing Technician	1	1
Secretary B	1	1
Liquor Investigators	14	14
WAREHOUSE:		
Liquor Warehouse Operations Sup.	1	1
Senior Warehouse Worker	1	1
Warehouse Maintenance Worker	1	1
Data Clerk	1	1
Warehouse Worker I & II	8	8
Redemption Service Aide	2	2
ADMINISTRATIVE & GENERAL:		
Commissioner	1	1
Director of Operations	1	1
Business Manager B	1	1
Data Processing Systems Analyst	1	1
Marketing/Customer Serv. Supervisor	1	1
Purchasing Pricing Specialist	1	1
Computer Analyst Programmer	1	1
District Coordinators	3	3
Administrative Assistant B	1	1
Accountant B	1	1
Computer Programmer	1	1
Accountant A	1	1
Administrative Assistant A	1	1
Automated Systems Technician	1	1
Program Services Clerk	1	0
Clerk C	0	2
Secretary C	1	1
Clerk B	0	1
TOTALS:	51	53

DISTRIBUTION OF SALES REVENUE AND FEES

FISCAL YEAR ENDING JUNE 30, 1998



- Cost of Goods Sold
- General Fund Revenue
- Administrative Expenses
- Retail Outlet Expenses
- Warehouse & Recycling Expenses
- Education, Licensing & Enforcement