

State of Vermont Liquor Control Board



Sixty-Sixth Annual Report

Year Ending June 30, 2000

HIGHLIGHTS OF OPERATIONS

FISCAL YEAR ENDING JUNE 30, 2000

REVENUE CREDITED TO GENERAL FUND:

State Liquor Tax	\$ 9,638,865.19
License Fees	434,938.46
Tobacco Violations Remitted	47,800.00
Liquor Violations Remitted	89,265.20

FUNDS TRANSFERRED TO:

A66 Transfer to General Fund	\$ 327,000.00
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TOTAL TO GENERAL FUND: \$ 10,537,868.85

FUNDS GENERATED FROM OPERATIONS:

Interest Earned	\$4,512.37
Adult ID Cards	\$ 85.00
License Fees	\$171,116.54



STATE OF VERMONT
DEPARTMENT OF LIQUOR CONTROL

LETTER OF TRANSMITTAL

January 1, 2001

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-sixth Annual Report of the Liquor Control Board for the fiscal year July 1, 1999 through June 30, 2000.

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, 2000
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ANNUAL COMPARISONS

ANNUAL COMPARISONS

	Year Ended June 30, 2000	Year Ended June 30, 1999
Total State Tax Collected	\$9,638,865.19	\$9,153,177.50
Receipts from Licenses:		
Credited to State Treasurer	434,938.41	422,863.82
Receipts from Licenses Retained	171,116.54	179,291.18
Adult ID Cards	85.00	495.00
Interest	4,512.37	8,253.98
A66 Transfer to General Fund	327,000.00	327,000.00
Total Receipts to State Treasurer Collected by Dept. of Liquor Control	\$10,576,517.51	\$10,091,081.48
Malt & Vinous Beverage Tax Collected by Commissioner of Taxes	\$4,818,535.00	\$4,714,840.00
Total Receipts to State Treasurer	\$15,395,052.51	\$14,805,921.48
Receipts to Cities & Towns from Beer and Wine Licenses Issued	\$208,500.00	\$208,000.00
Total Revenue to State and Local Governmental Units	\$15,603,552.51	\$15,013,921.48

SALES COMPARISONS

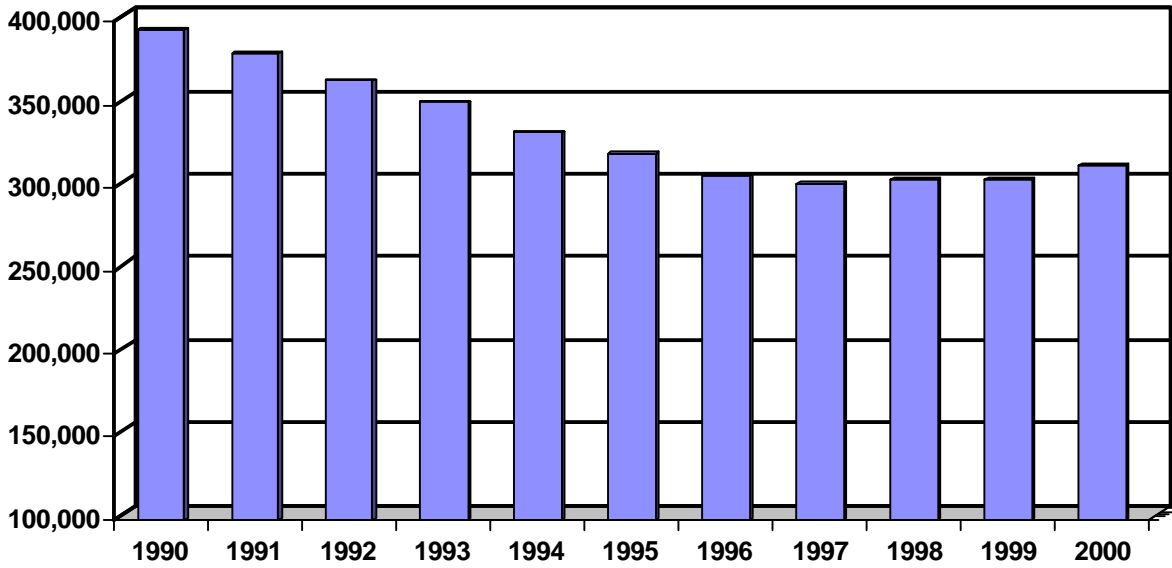
Gross Liquor Sales (Includes Tax)	\$38,621,181.50	\$36,679,041.30
Total Cases Spirituous Liquor Sold	294,859	286,578
Total Cases Fortified Wines Sold	18,345	18,489
Total Cases Alcohol Sold	64	58
Total Cases Sold	313,268	305,125

**COMPARISON OF CASES SOLD AND SALES DOLLARS
IN FISCAL YEARS 1990-2000**

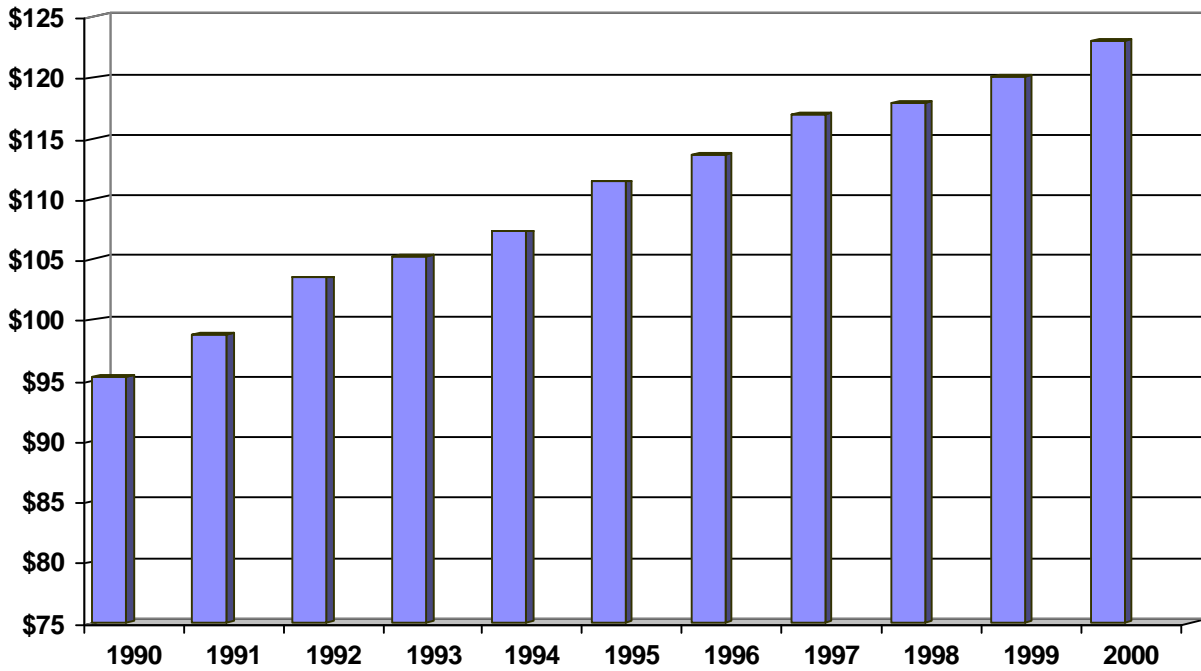
YEAR	CASES SOLD	AVG. CASE PRICE	SALES DOLLARS
1990	395,464	\$95.32	\$37,699,429
1991	380,823	\$98.81 *	\$37,628,726
1992	364,643	\$103.47	\$37,730,454
1993	351,344	\$105.26	\$36,983,222
1994	333,087	\$107.26	\$35,727,441
1995	320,084	\$111.41	\$35,659,130
1996	307,523	\$113.59	\$34,931,651
1997	302,593	\$116.96	\$35,390,069
1998	305,031	\$117.95	\$35,979,833
1999	305,125	\$120.05	\$36,630,780
2000	313,274	\$123.11	\$38,567,203

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

**TOTAL CASES SOLD
FISCAL YEARS 1990-2000**



**AVERAGE RETAIL PRICE PER CASE
FISCAL YEARS 1990-2000**



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:

		Spirituous 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, 2000</u>	<u>June 30, 1999</u>
CURRENT ASSETS		
Cash On Hand	\$2,210,121.65	\$934,826.79
Petty Cash, Imprest Funds	4,700.00	4,700.00
Inventory Clearing	9,527.41	7,792.17
Accounts Receivable	311,536.55	104,990.74
Inventories		
Outlets	3,545,711.58	3,568,237.83
Warehouse	107,605.25	97,384.23
	<u>\$6,189,202.44</u>	<u>\$4,717,931.76</u>
FIXED ASSETS: (Less Depreciation)		
Equipment: Furniture & Fixtures	\$843,330.53	\$770,825.52
Operating Equipment	30,252.17	13,838.12
Warehouse & Office Building Improvements	69,040.88	61,426.30
	<u>\$942,623.58</u>	<u>\$846,089.94</u>
PREPAID EXPENSES		
Operating Supplies	\$18,160.19	\$4,152.85
Maintenance On Equipment	2,236.90	6,216.36
Unexpired Insurance	3,119.59	182.08
Federal License	750.00	750.00
Prepaid Membership Dues	1,000.02	1,000.02
	<u>\$25,266.70</u>	<u>\$12,301.31</u>
TOTAL ASSETS	<u>\$7,157,092.72</u>	<u>\$5,576,323.01</u>

LIABILITIES AND RETAINED EARNINGS

CURRENT LIABILITIES		
Accounts Payable:		
Liquor	\$5,281,426.81	\$4,274,577.33
Sundry	158,537.44	149,244.94
General Fund Tax Payable	492,796.34	186,707.49
Vouchers Payable	83,480.83	161,907.57
Accrued Salaries & Benefits	183,946.25	179,205.51
State Treasurer-Cash Funds Advance	4,700.00	4,700.00
	<u>\$6,204,887.67</u>	<u>\$4,956,342.84</u>
RETAINED EARNINGS	\$619,980.17	\$562,707.51
NET INCOME AFTER LEGIS. TRANSFER	<u>332,224.88</u>	<u>57,272.66</u>
TOTAL LIABILITIES & RETAINED EARNINGS	<u>\$7,157,092.72</u>	<u>\$5,576,323.01</u>

VERMONT DEPARTMENT OF LIQUOR CONTROL
COMPARATIVE STATEMENT OF OPERATIONS
EXHIBIT B

	F/Y 2000	%	F/Y 1999	%
Gross Sales:	\$38,621,181.50	100.00	\$36,679,041.30	100.00
Tax	9,638,865.19	24.96	9,153,177.50	24.95
Net Sales	<u>\$28,982,316.31</u>	<u>75.04</u>	<u>\$27,525,863.80</u>	<u>75.05</u>
 Cost of Goods Sold	 \$23,388,571.87	 60.56	 \$22,370,512.06	 60.99
 Gross Income on Sales	 \$5,593,744.44	 14.48	 \$5,155,351.74	 14.06
 Operating Expenses:				
Outlet Operations	\$2,877,595.42	7.45	\$2,759,875.60	7.52
Act 261 Recycling	190,282.59	0.49	256,422.99	0.70
Warehouse & Distribution	593,164.61	1.54	392,602.24	1.07
General Administration	1,116,938.84	2.89	995,842.24	2.72
Total Operating Expenses	<u>\$4,777,981.46</u>	<u>12.37</u>	<u>\$4,404,743.07</u>	<u>12.01</u>
 Gross Operating Income	 \$815,762.98	 2.11	 \$750,608.67	 2.05
 Other Income:				
Miscellaneous	\$685.26	0.00	\$1,478.42	0.00
Gain/Loss Disposal Equip.	14,785.69	0.04	(23,031.09)	(0.06)
License Fees Collected	606,055.00	1.57	602,155.00	1.64
Tobacco Violations Collected	47,800.00	0.12	16,050.00	0.04
Liquor Violations Collected	89,265.20	0.23	59,473.75	0.16
Adult ID Cards	85.00	0.00	495.00	0.00
Interest	4,512.37	0.01	8,253.98	0.02
Non Refunded Bottle Fund	113,705.85	0.29	110,514.30	0.30
Special Purchase Allowance	703,561.79	1.82	620,176.84	1.69
Penalties/Refund Labels	7,950.00	0.02	4,331.00	0.01
Total Other Income	<u>\$1,588,406.16</u>	<u>4.11</u>	<u>\$1,399,897.20</u>	<u>3.82</u>
 Other Expenses:				
Casualty Loss	\$714.38	0.00	\$253.48	0.00
Uncollected Checks	3,529.15	0.01	5,876.17	0.02
Total Other Expenses	<u>\$4,243.53</u>	<u>0.01</u>	<u>\$6,129.65</u>	<u>0.02</u>
 Net Operating Income	 \$2,399,925.61	 6.21	 \$2,144,376.22	 5.85
 Non-Operating Deductions:				
Education, Licensing & Enf.	\$1,168,697.07	3.03	\$1,261,715.99	3.44
Lic Fees Remitted St. Treas.	434,938.46	1.13	422,863.82	1.15
Tobacco Violations Remitted	47,800.00	0.12	16,050.00	0.04
Liquor Violations Remitted	89,265.20	0.23	59,473.75	0.16
Net Non-Operating Ded.	<u>\$1,740,700.73</u>	<u>4.51</u>	<u>\$1,760,103.56</u>	<u>4.80</u>
 Net Department Income	 \$659,224.88	 1.71	 \$384,272.66	 1.05
 Less: A66 Transfer to Gen Fund	 \$327,000.00	 0.85	 \$327,000.00	 0.89
 Profit/Loss for Period	 <u>\$332,224.88</u>	 <u>0.86</u>	 <u>\$57,272.66</u>	 <u>0.16</u>

VERMONT DEPARTMENT OF LIQUOR CONTROL
OUTLET OPERATIONS EXPENSES

F/Y 2000

Outlet Commissions	\$2,592,203.19
Utilities	5,681.69
Supplies	42,869.58
Postage	28,981.99
Credit Card	112,706.44
Maintenance	3,870.33
Printing	24,638.39
Insurance	12,285.39
OSD Expense	9,883.19
Depreciation - Equipment	29,977.74
Miscellaneous	14,497.49
Total Expenses (Exhibit B)	<u><u>\$2,877,595.42</u></u>

Act 261 RECYCLING EXPENSES

Salaries	\$31,067.63
Retirement	2,316.61
Social Security	2,319.84
Insurance-Medical	5,385.29
Insurance-Life	61.48
Insurance-Dental	892.10
Wages-Overtime	2,981.19
Worker's Compensation	1,935.68
Total Personal Services Expenses	<u><u>\$46,959.82</u></u>
Vehicle Expenses	\$6,849.60
Recycling Services	45,015.55
Handling Fees - Administrative	75,114.27
Utilities	7,960.44
Supplies	2,150.38
Postage	2,240.18
Maintenance	1,031.82
Printing	393.40
Insurance	1,587.23
Depreciation - Equipment	119.75
Miscellaneous	860.15
Total Operating Expenses	<u><u>\$143,322.77</u></u>
Total Expenses (Exhibit B)	<u><u>190,282.59</u></u>

VERMONT DEPARTMENT OF LIQUOR CONTROL
WAREHOUSE & DISTRIBUTION EXPENSES

	FY 2000
Salaries	\$304,831.13
Retirement	23,984.80
Social Security	25,903.93
Insurance-Medical	26,943.83
Insurance-Life	1,184.13
Insurance-Dental	6,183.24
Wages-Overtime	43,433.25
Wages-Temporary	1,602.11
Worker's Compensation	5,807.04
Non Contract Prof. Services	520.00
Total Personal Services Expenses	<u>440,393.46</u>
Vehicle Expenses	\$16,371.27
Rental Truck Expense	21,229.39
Fork Lifts	5,435.15
Utilities	22,057.69
Supplies	18,987.63
Postage	4,480.34
Maintenance	3,264.44
Printing	410.57
Insurance	3,379.57
Federal License	750.00
OSD Expense	11,803.73
Stock Over/Short	3,162.11
Depreciation - Equipment	28,566.59
Depreciation - Building Impr.	5,726.53
Miscellaneous	7,146.14
Total Operating Expenses	<u>152,771.15</u>
Total Expenses (Exhibit B)	<u><u>593,164.61</u></u>

VERMONT DEPARTMENT OF LIQUOR CONTROL
GENERAL/ADMINISTRATION EXPENSES

	F/Y 2000
Salaries	
Board Per-Diem	\$2,506.26
Commissioner	61,511.60
Administrative Support	121,336.47
Retail Operations	113,387.52
Merchandising	66,964.76
Accounting & Data Proc.	295,385.70
Retirement	47,076.27
Social Security	50,135.22
Insurance-Medical	60,065.50
Insurance-Life	2,620.80
Insurance-Dental	8,700.46
Wages-Overtime	25,358.10
Worker's Compensation	1,935.68
Shift Differential	7.65
Office Allowance	4,517.12
Contractual Prof. Services	8,829.17
Non Contract Prof. Services	35,296.32
Total Personal Services Expenses	<u>\$905,634.60</u>
Travel Expenses	
Board Per-Diem	\$5,264.41
Commissioner	5,036.30
Administrative Support	7,136.38
Retail Operations	363.36
Merchandising	5,450.64
Accounting & Data Proc.	2,590.85
Vehicle Expenses	15,304.26
Utilities	22,556.04
Supplies	31,839.33
Postage	7,043.19
Advertising	49,516.78
Maintenance	4,997.90
Printing	2,845.87
Insurance	1,081.31
Membership Dues	2,000.00
Depreciation - Equipment	43,199.37
Depreciation - Oper. Equipment	19,504.92
Miscellaneous	(14,426.67)
Total Operating Expenses	<u>211,304.24</u>
Total Expenses (Exhibit B)	<u><u>1,116,938.84</u></u>

VERMONT DEPARTMENT OF LIQUOR CONTROL
EDUCATION, LICENSING & ENFORCEMENT EXPENSES

F/Y 2000

Salaries	\$710,420.81
Retirement	53,202.06
Social Security	58,712.06
Insurance-Medical	61,615.77
Insurance-Life	2,711.64
Insurance-Dental	8,714.77
Wages-Overtime	16,016.68
Wages-Temporary	10,380.10
Worker's Compensation	10,888.20
Shift Differential	6,300.39
Office Allowance	18,945.39
Non Contract Prof. Services	346.00
Total Personal Services Expenses	<u>958,253.87</u>

Travel Expense-Dir/Invest.	\$26,365.06
Vehicle Expenses	42,280.09
Utilities	29,437.81
Supplies	13,593.57
Postage	3,892.80
Maintenance	8,860.52
Printing	10,397.44
Insurance	2,851.09
Witness Imprest Fund Expense	673.44
Evidence Imprest Fund Expense	2,480.54
Depreciation - Equipment	60,863.00
Miscellaneous	8,747.84
Total Operating Expenses	<u>210,443.20</u>
Total Expenses (Exhibit B)	<u><u>1,168,697.07</u></u>

COMPARISON OF SALES, REVENUE AND CASES SOLD
YEARLY COMPARISON
YEAR TO DATE
JUNE 30, 1999 & JUNE 30, 2000

	<u>2000</u>	<u>1999</u>	<u>INC/DEC</u>	<u>%INC/DEC</u>
Total Sales	\$ 38,621,181.50	\$ 36,679,041.30	\$ 1,942,140.20	5.29
State Tax	\$ 9,638,865.19	\$ 9,153,177.50	\$ 485,687.69	5.31
Malt & Vinous Tax	\$ 4,818,535.00	\$ 4,714,840.00	\$ 103,695.00	2.20
Cases Sold:				
Liquor	294,859	286,578	8,281	2.89
Wines/Vermouth	18,345	18,489	(144)	-0.78
Total Cases	<u>313,204</u>	<u>305,067</u>	8,137	<u>2.67</u>
Alcohol	64	58	6	10.34

SCHEDULE SHOWING TOTAL MONTHLY SALES
FISCAL YEAR 2000

<u>1999</u>	<u>VALUE</u>	<u>CASES</u>
JULY	\$3,521,574.80	29,900
AUGUST	3,137,831.55	25,885
SEPTEMBER	2,952,604.35	24,616
OCTOBER	3,100,358.70	25,536
NOVEMBER	2,985,843.55	24,460
DECEMBER	4,945,068.20	38,116
<u>2000</u>		
JANUARY	\$2,817,521.35	22,379
FEBRUARY	3,114,314.00	24,317
MARCH	3,064,320.60	24,535
APRIL	2,625,565.00	21,953
MAY	3,044,701.00	25,043
JUNE	3,257,499.55	26,534

**DETAIL OF OUTLET OPERATIONS
FOR FISCAL YEAR ENDING JUNE 30, 2000**

	Sales Total	Tax	Net Sales	Cost of Goods Sold	Gross Income	Outlet Expense	Other Expense
A 1 Poultney	214,958	53,978	160,980	131,921	32,999	18,081	9,572
A 2 Barton	134,864	33,736	101,127	82,763	20,827	12,818	5,982
A 3 Island Pond	107,014	26,989	80,025	64,173	17,822	9,988	4,786
A 4 Winooski	1,991,932	497,365	1,494,566	1,189,190	341,680	138,065	88,195
A 5 Londonderry	523,701	131,089	392,612	319,489	82,691	39,922	23,245
A 6 Randolph	349,462	86,750	262,712	208,276	60,768	26,205	15,383
A 7 Hardwick	300,549	75,183	225,366	181,865	48,989	23,579	13,332
A 8 Alburg	260,392	64,580	195,811	164,861	35,664	23,296	11,452
A 9 Arlington	308,722	77,111	231,611	191,602	45,638	25,204	13,674
A10 Jeffersonville	331,828	82,894	248,934	202,253	52,732	25,411	14,699
A11 Canaan	56,582	14,458	42,124	34,943	8,236	6,160	2,564
A12 Richford	168,747	42,411	126,336	102,701	26,731	14,932	7,520
A13 Norwich	311,142	78,075	233,067	191,577	47,189	25,294	13,845
A14 Morrisville	618,032	154,222	463,810	375,843	99,224	46,048	27,347
A15 Wilmington	515,988	129,161	386,827	312,652	83,603	38,087	22,903
A16 Bethel	206,959	52,050	154,909	123,237	35,471	16,780	9,230
A17 Waitsfield	656,303	163,861	492,442	402,315	102,088	49,773	29,056
A18 Colchester	554,985	138,800	416,185	337,601	88,715	41,610	24,613
A19 Orleans	159,308	39,519	119,789	96,391	26,283	13,982	7,008
A20 Northfield	320,032	80,003	240,030	192,492	53,378	24,461	14,186
A21 Waterbury	522,993	130,125	392,869	318,233	84,134	39,693	23,074
A22 Swanton	356,960	88,678	268,282	217,145	57,610	28,146	15,725
A23 Enosburg Falls	254,181	63,617	190,564	155,154	40,054	20,727	11,281
A24 Lyndonville	585,233	146,511	438,722	349,753	99,663	42,131	25,980
A25 So. Hero	346,660	86,750	259,910	213,819	52,423	28,006	15,383
A26 Killington	1,020,267	254,466	765,801	616,406	167,969	71,608	45,123
A27 Richmond	242,016	60,725	181,291	147,075	38,648	20,192	10,768
A28 Springfield	779,419	194,705	584,714	469,189	129,736	55,941	34,526
A29 Rochester	108,173	26,989	81,184	66,205	16,950	10,064	4,786
A30 Montgomery	113,885	27,953	85,932	69,883	18,089	10,947	4,957
A31 Milton	364,666	90,605	274,060	218,011	62,662	28,341	16,066
A32 Brandon	311,034	78,075	232,960	188,146	50,513	24,635	13,845
A33 Bradford	341,916	85,786	256,130	201,956	60,436	25,865	15,212
A34 Stamford	198,392	49,158	149,234	122,426	30,396	16,876	8,717
A35 Vergennes	537,227	133,980	403,246	332,047	80,979	40,968	23,758
A36 White River	171,219	42,411	128,808	104,828	27,076	10,781	7,520
A37 Windsor	256,422	62,617	192,806	153,360	44,090	19,816	11,281
A38 Bristol	289,524	72,291	217,233	175,096	47,413	22,901	12,819
A39 Shelburne	808,071	201,452	606,618	487,599	133,723	59,451	35,722

**DETAIL OF OUTLET OPERATIONS
FOR FISCAL YEAR ENDING JUNE 30, 2000**

	Sales Total	Tax	Net Sales	Cost of Goods Sold	Gross Income	Outlet Expense	Other Expense
A40 Rockingham	254,537	63,617	190,920	153,596	41,968	19,835	11,281
A41 West Dover	549,667	136,872	412,795	329,247	93,538	40,975	24,271
A42 Derby Ctr.	355,288	88,678	266,610	217,368	55,715	27,512	15,725
A43 North Troy	100,397	25,061	75,335	61,440	15,724	9,771	4,444
A44 Fairfax	179,607	45,303	134,304	107,739	29,872	15,804	8,033
A45 Sharon	123,463	30,844	92,619	74,172	20,698	11,286	5,469
A46 Shelburne Rd	1,215,336	303,624	911,712	725,233	208,640	86,699	53,840
A47 Fair Haven	616,594	154,222	462,373	377,558	96,072	46,028	27,347
A48 Pownal	545,567	135,908	409,659	338,051	81,528	42,850	24,100
A49 St Johnsbury	570,805	142,655	428,149	344,832	93,731	42,222	25,296
A50 Woodstock	627,777	157,114	470,664	380,451	101,681	43,769	27,860
A51 North Ave	442,111	109,883	332,228	268,404	71,844	33,252	19,485
A52 Townshend	181,108	45,303	135,805	107,531	31,581	15,171	8,033
A53 Essex Ctr	688,732	171,572	517,160	420,002	109,681	49,102	30,424
A54 Chelsea	78,466	19,278	59,188	46,756	13,839	7,866	3,418
A55 W. Brattleboro	781,526	194,705	586,821	470,169	130,864	55,400	34,526
A56 Wallingford	380,035	94,461	285,574	229,650	62,819	28,264	16,750
A57 Ludlow	166,269	41,447	124,822	99,939	27,908	13,219	7,350
A58 W. Rutland	327,672	81,930	245,741	195,684	56,038	25,427	14,528
A59 Middlebury	873,736	217,838	655,898	526,889	144,910	63,760	38,628
A60 Tafts Corner	623,944	156,150	467,794	379,814	99,378	49,498	27,689
A61 Pearl Street	1,307,690	326,758	980,933	777,759	227,025	94,545	57,942
A62 Essex Jct	493,477	123,377	370,100	297,168	81,938	36,032	21,878
A63 Stowe	1,084,417	270,852	813,565	661,590	171,745	78,113	48,029
A64 Jay	57,185	14,458	42,727	35,239	8,543	6,429	2,564
A65 Bennington	1,480,797	369,169	1,111,628	900,741	237,833	108,647	65,462
A66 Brattleboro	208,403	52,050	156,353	124,203	35,949	17,512	9,230
A67 Montpelier	749,509	186,994	562,515	453,438	122,726	56,115	33,159
A68 St Albans Cty	631,474	158,077	473,396	382,928	102,006	46,161	28,031
A69 St Albans Twn	473,266	118,558	354,708	286,408	76,954	36,076	21,023
A70 Newport	426,021	106,028	319,993	259,519	68,213	27,124	18,801
A71 Manchester	1,506,906	375,916	1,130,991	924,485	233,944	110,761	66,659
A72 Rutland	1,502,961	374,952	1,128,009	908,189	247,189	107,756	66,488
A73 S. Burlington	1,237,913	309,408	928,505	749,157	201,932	90,583	54,865
A74 Rutland Town	598,721	149,402	449,319	364,968	95,256	38,962	26,493
A75 Barre	1,370,292	342,180	1,028,112	829,943	223,145	98,278	60,677

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, 2000 a total of 9,575 inspections were made at 4,912 licensed premises. Of the premises licensed during this fiscal year, 407 were new applications which necessitated special investigations by the Liquor Control Investigators.

During fiscal year ending June 30, 2000, 1,453 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, 2000, the Liquor Control Board sent 161 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 imposed suspensions or fines on 380 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 2000, of the 380 licensees who received suspensions or fines, 352 requested waivers and accepted fines or suspensions of their license(s) without formal hearing.

During fiscal year ended June 30, 2000, 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 totaling \$88,300.00 on 255 licensees and suspended 73 licenses for sale of alcoholic beverages to minors and the suspensions averaged 5 days. Of the 328 licensees, 323 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, 2000, 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 1,541 retailers. Of the 1,541 retailers tested, three hundred seventy-six (376) 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 Permits representative of a holder of a Certificate of Approval or Wholesale Dealer to solicit orders for malt and vinous beverages from Retail Licensees.	Year	10.00
Caterer's Permit Authorizes holders of 1st & 3rd Class Restaurant, Hotel and Cabaret licenses to serve alcohol beverages at off-premise unlicensed locations.	Year	100.00
Special Events Permit Authorizes holders of a Manufacturers or Rectifier's License to sell alcohol beverages to the public at an event apart from their licensed premises.	Event	25.00
Festival Permit Authorizes an individual to conduct an event at which malt or vinous beverages or both are sold by the glass to the public.	Event	50.00
Manufacturer Vinous Direct Sales Authorizes the sale of vinous beverages directly to second class licensees.	Year	200.00
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) Authorizes sale of malt and vinous beverages for on-premise consumption.	Year	100.00
Second Class License (Retail Licensees) Authorizes sale of malt and vinous beverages for off-premise consumption.	Year	50.00
Tobacco License Authorizes a retailer to sell tobacco at their licensed premise. (Fee is not assessed if the retailer has a license to sell alcohol beverages.)	Year	10.00

ENFORCEMENT & LICENSING
ACTION ON LICENSEES 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 Board.

Type of License	APPROVED Years Ended June 30				DISAPPROVED Years Ended June 30			
	1997	1998	1999	2000	1997	1998	1999	2000
First Class	1,439	1,454	1,377	1,379	1	1	3	2
First Class (Club)	115	114	114	115				1
First Class (Boat)	6	6	6	6				
First Class (Dining Car)	1	1	1	1				
Second Class	1,254	1,230	1,178	1,182	0	1	1	4
Third Class:					1	0	0	0
Hotel (Yearly)	144	145	154	157				
Hotel (6 Months)	19	26	22	22				
Restaurant (Yearly)	487	468	463	453				
Restaurant (6 Months)	75	82	68	69				
Club (Yearly)	104	108	107	108				
Club (6 Months)	10	7	7	7				
Cabaret (Yearly)	372	366	357	355				
Cabaret (6 Months)	65	71	55	53				
Dining Car	1	1	1	1				
Boat Yearly	4	1	1	1				
Boat (6 Months)	1	4	4	4				
Druggist Permit	0	0	0	0				
Wholesale Dealer	21	19	16	14				
Malt Beverages	52	45	36	41				
Vinous Beverages	152	176	169	182				
Solicitor Permit	515	489	458	499				
Wholesale Alcohol Permits	5	6	6	6				
Mfg's or Rect's License	36	34	31	27				
Caterer's Permit	201	199	206	193				
Special Events Permit	19	14	15	15				
4th Class Vinous	7	9	9	13				
Festival Permit	1	1	3	4				
MVDS			6	5				
TOTALS	<u>5,106</u>	<u>5,076</u>	<u>4,870</u>	<u>4,912</u>	<u>2</u>	<u>2</u>	<u>4</u>	<u>7</u>

LICENSES SUSPENDED

Type of License:	Years Ended June 30			
	1997	1998	1999	2000
First Class	9	25	9	5
Second Class	94	34	55	51
Third Class: Hotel	0	0	1	0
Restaurant	1	6	10	10
Club	0	1	0	0
Cabaret	8	16	32	7
Wholesale Dealer	0	0	0	0
Solicitor Permit	0	0	0	0
	<u>112</u>	<u>82</u>	<u>107</u>	<u>73</u>

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 2000, the Department issued 17 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	115	Fines Assessed (\$18,394)	95
Misrepresent age to procure	79	Court Action/Diversion	64
Miscellaneous	34	Court Action Pending	41
	_____	Dismissed by S.A.	<u>28</u>
Totals	228		228

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

Selling/furnishing tobacco	45		
Purchase/Possession of tobacco	<u>102</u>		
	147	VTT'S Issued (\$9,217.50)	147

EDUCATIONAL PROGRAMS

In 1980-81 the Enforcement Division of the Department initiated three programs; Teenage 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 Education, Licensing and Enforcement Division, during fiscal year 2000, actively participated in the national youth program D.A.R.E. (Drug Abuse Resistance Education). Two Liquor Control Investigators conducted weekly classes in 6 Vermont schools. The department currently has 6 investigators who are D.A.R.E. certified to teach the course to school children.

In 1995, the Enforcement Division undertook a statewide project designed to address the problem of underage alcohol purchase and consumption. The programs are H.O.O.L.A., Cops in Shops, T.A.P., and P.O.P. as outlined below. Additionally, all 15 investigators actively work with S.T.A.R.T. (Stop Teen Alcohol Risk Team) programs throughout the state, working with local and state law enforcement agencies.

In 1999, the Education Section became a more defined part of the Division. In the Education Section there is now an Education Programs Coordinator, two Education Investigators and an administrative person solely working together to improve the department's educational programs. The section has been developing updated programs for licensees, as well as working on improved educational programs for students and their communities.

Teenage Liquor Law Awareness: - Liquor Control Investigators, in a classroom setting, discuss alcohol beverage and tobacco laws, as they pertain to underage persons. The Education, Licensing and 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.

H.O.O.L.A.: - 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 that 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.

P.O.P. (Public Outreach Program): - is structured to provide the general public with information regarding laws and regulations relating to alcohol and tobacco. The Education, Licensing and 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.

S.T.A.R.T. (Stop Teen Alcohol Risk Team): - The S.T.A.R.T. team recognizes the need in Law Enforcement to coordinate a cooperative and planned response to the demonstrated problem of alcohol abuse by our youth in the State of Vermont. The S.T.A.R.T. team will be both proactive and reactive to meet the needs of the communities, with a goal and attitude of 0% tolerance toward underage drinking and procurement of alcohol. All those who furnish alcohol to minors and host underage parties will be vigorously targeted in the investigations. Each investigator works together with the 14 different S.T.A.R.T. groups in each of the 14 counties throughout the state. The Education, Licensing and Enforcement Division also conducts its own S.T.A.R.T. activities in conjunction with its T.A.P. program.

D.A.R.E. (Drug Abuse Resistance Education): - D.A.R.E. is a 17-week program taught by specially trained, uniformed law enforcement officers. Through D.A.R.E., fifth and sixth graders, their teachers and parents all learn to identify and resist the social pressures to use dangerous drugs. The curriculum is well designed and expertly taught. D.A.R.E. is a step toward a generation of non-users. D.A.R.E. was created in Los Angeles in 1983. Convinced that prevention is the only long-term answer to our alcohol and drug problem, the Los Angeles Police Department and Unified School District collaborated to develop this innovative program. D.A.R.E. uses the specially trained, uniformed law enforcement officers to teach pre-teens the skills necessary to resist drug experimentation. D.A.R.E. is currently taught in schools in all 50 states. The D.A.R.E. program is positive and substantive. It avoids scare tactics and relies on accurate information and a straightforward approach. The D.A.R.E. lessons focus on:

- providing accurate information about drugs, alcohol, violence and gangs
- teaching students decision-making skills
- showing them how to resist peer pressure
- suggesting health alternatives to drug use
- building self-esteem

In addition to classroom hours, officers visit other classes in the school, conduct faculty workshops, and present programs to PTAs and other parent groups. Officers spend time on the playground with students and share lunch in the cafeteria. To students, D.A.R.E. officers are more than law enforcement representatives and instructors -- they are friends.

LAW ENFORCEMENT SEMINARS: - Education course provided to law enforcement officers throughout the state, to educate them on the laws, rules and regulations as they pertain to Vermont Statutes Annotated Title 7.

EDUCATIONAL PROGRAM STATISTICS

TEENAGE LIQUOR LAW AWARENESS: - Liquor Control Investigators presented the program 42 times at 32 schools or sites through the state, reaching a total of over 1,196 students, teachers and community members.

ASAP: - Investigators conducted 473 seminars, providing training to 4,638 licensees and their employees.

H.O.O.L.A.:

The program was presented during the year at 6 different elementary, middle and high schools, reaching 471 students in K through 6th grade. Fifty (50) middle school and high school students were trained to present the program in Vermont schools.

Cops in Shops™ :

During the year, Liquor Control Investigators conducted Cops in Shops programs at 70 different stores and restaurants, making 734 contacts. They issued 14 court citations and 12 Vermont traffic complaints. The citations/traffic complaints were issued for misrepresenting age to procure alcohol or tobacco, possession of altered/fake identification, and possession of tobacco products by a minor.

T.A.P. (Teenage Alcohol Patrol):

During Fiscal Year 2000 this program was conducted 8 times at locations including, but not limited to, festival sites, concerts and ski areas. Three hundred fifty-six (356) contacts were made, resulting in 30 arrests for possession/procurement of alcohol, sale/furnishing alcohol to minors. Of the 30 arrests, 14 were persons under the age of 18 years old, with 10 between the ages of 18 and 20 years. Six (6) individuals were over the age of 21 years.

P.O.P. (Public Outreach Program):

During Fiscal Year 2000 the Education, Licensing & Enforcement Division provided information and education on 22 days at 11 locations. This program reached over 140,000 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, Law Enforcement Day, D.A.R.E. Fundraisers, County Field Days and S.T.A.R.T. meetings.

S.T.A.R.T. (Stop Teen Alcohol Risk Team): - The Education, Licensing and Enforcement Division worked together with both state and local law enforcement, substance abuse counselors, communities and students throughout all 14 counties, both pro-active and reactive in reducing teenage alcohol parties. All investigators worked during the busier times, such as graduations, proms, school dance functions, and sporting events to patrol the communities to reduce the underage drinking parties, thereby reducing the potential for motor vehicle accidents, injuries and property damage. The investigators worked 19 different functions in 13 different locations. A total of 883 contacts were made, with 30 court citations issued for possession of alcohol by a minor. Nine (9) of those were under the age of 18 years, and 21 were between the ages of 18 and 20 years. For other offenses, 3 were arrested and issued court citations, 1 was under 18 years of age and 2 were between the ages of 18 and 21 years. Of the 883 contacts, 94 were considered underage drinkers. Forty-six (46) parents were notified of all the offenses. Three (3) Vermont Traffic Complaints were issued to 3 individuals under the age of 18 years for tobacco violations.

D.A.R.E. (Drug Abuse Resistance Education): - During Fiscal Year 2000 the Education, Licensing and Enforcement Division had 3 D.A.R.E.-certified officers teaching in 6 different schools. Approximately 897 students were taught the D.A.R.E. program in grades K-6.

LAW ENFORCEMENT SEMINARS: - During Fiscal Year 2000 5 classes were taught by investigators from the Education, Licensing and Enforcement Division to state, county and local law enforcement officers. A total of 86 officers received training on Title 7, covering the laws, rules and regulations pertaining to alcohol beverages in the State of Vermont.

INVESTIGATION OF LICENSES & NON-LICENSEES FOR VIOLATIONS

Alcohol Law & Regulation Violations

Sell/furnish/serve minors	549
Serve intoxicated patrons/allow to consume & loiter on premises	50
Fail to control conduct of patrons & unlawful conduct	32
Other State Agencies: Tax laws/Health Dept./Fire Marshall	9
Hours of Sale violations	6
Employees Drinking on Duty	17
Purchase/Possess alcohol unlawfully	2
Not more than one drink served at a time	25
Education regulations	6
Invalid/illegal corporations	3
Failure to keep records	4
Sell/furnish without a license	1
Gambling	6
Wholesale Dealer regulations	20
Misrepresent on license application	11
Club regulations	11
Happy hour violations	6
Keg Law	2
Doors locked while customer inside	8
Sublease food/liquor business	12
Other law/regulation violations	53
FY 1999 cases	<u>50</u>
Total	883

Action Taken

Letters of Warning	184
Liquor Control Board Action Suspensions or Fines (\$88,600)	380
Court Action/Fines (\$9,377)	47
Court Action/Diversion	49
Court Action/Reparative Board	4
Court Action Pending	97
Dismissed by Court/States Atty	37
No Action/unfounded or out of business	57
LCB Action Pending FY00	28
Total	<u>883</u>

Tobacco Law Violations*

Sale to underage persons	567
Sale without a license	1
Vending Machine	5
Other Violations	7
Total	580

Action Taken*

Administrative Fines (\$50,800)	349
Warning Letters	10
Court Action Pending	9
VTT's Issued (\$9,300)	203
No Action/Unfounded	9
Total	580

*In addition to the above there were thirty-one 1-weekday suspensions, two 2-weekday suspensions, and one 10-day suspension.

LICENSE FEES COLLECTED FOR FISCAL YEAR 2000

	<u>Licenses Issued</u>	<u>Fee</u>	<u>Total Collected</u>
1st Class License: (Paid to Town/City)	1,379	\$100	\$137,900.00
1st Class Club License: (Paid to Town/City)	115	\$100	\$11,500.00
2nd Class License: (Paid to Town/City)	1,182	\$50	\$59,100.00
3rd Class Restaurant:	453	\$400	\$181,200.00
3rd Class Restaurant - half year:	69	\$250	\$17,250.00
3rd Class Hotel:	157	\$400	\$62,800.00
3rd Class Hotel - half year:	22	\$250	\$5,500.00
3rd Class Club:	108	\$400	\$43,200.00
3rd Class Club - half year:	7	\$250	\$1,750.00
3rd Class Cabaret:	356	\$400	\$142,400.00
3rd Class Cabaret - half year:	53	\$250	\$13,250.00
Wholesale Dealer License:	14	\$600	\$8,400.00
Malt License:	41	\$1,500	\$61,500.00
Vinous License:	182	\$200	\$36,400.00
Solicitor Permit:	499	\$10	\$4,990.00
1st Class Boat License:	6	\$100	\$600.00
3rd Class Boat License:	1	\$400	\$400.00
3rd Class Boat License - half year:	3	\$250	\$750.00
Manufacturer:	27	\$150	\$4,050.00
Special Events Permit:	15	\$25	\$375.00
Caterer's Permit:	193	\$100	\$19,300.00
1st Class Dining Car:	1	\$100	\$100.00
3rd Class Dining Car:	1	\$400	\$400.00
Fourth Class Vinous:	13	\$50	\$650.00
Festival Permit:	4	\$50	\$200.00
Manufacturer - Vinous Direct Sales:	5	\$200	\$1,000.00
Total Paid to Town/City:			\$208,500.00
Total Paid to State:			\$606,465.00
Grand Totals:			\$814,965.00
Wholesale Alcohol - no fee:	6		
Total Licenses Issued:	4,912		

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

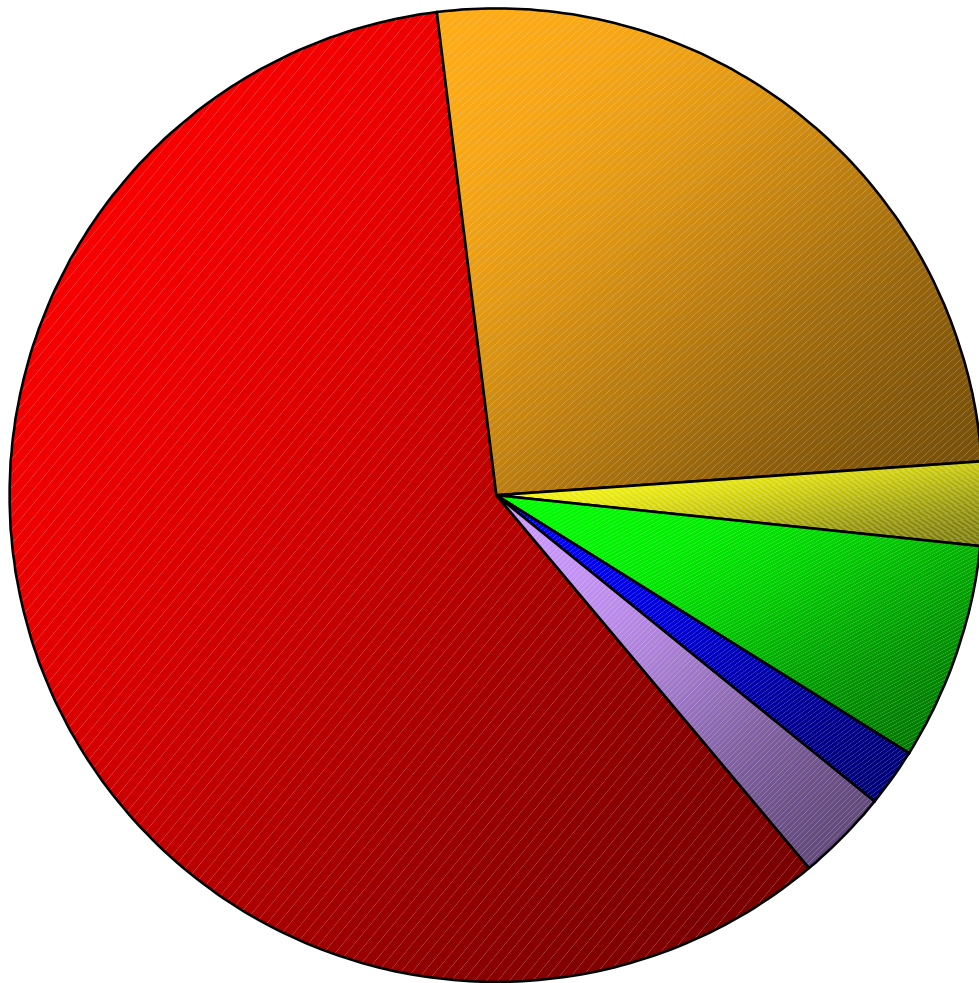
NUMBER OF POSITIONS

	<u>6-30-2000</u>	<u>6-30-1999</u>
EDUCATION, LICENSING & ENFORCEMENT		
Director of Enforcement	1	1
Administrative Secretary	1	1
Administrative Assistant B	1	1
Licensing Technician	1	1
Secretary B	1	1
Investigator Supervisor	1	
Liquor Investigators	16	14
Clerk C	1	
WAREHOUSE:		
Liquor Warehouse Operations Supervisor	1	1
Liquor Warehouse Supervisor	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 Retail Operations	1	1
Business Manager B	1	1
Information Technology Specialist III	1	1
Executive Assistant	1	1
Purchasing & Warehouse Chief	1	1
Systems Developer II	1	1
District Coordinators	3	3
Administrative Assistant B	1	1
Accountant B	1	1
Systems Developer I	2	1
Accountant A	1	1
Administrative Assistant A	1	1
Help Desk Analyst	1	1
Program Services Clerk	1	1
Account Clerk B	1	1
TOTALS:	56	51

Location of Vermont Liquor Outlets

1	Poultney	Preseau's Place, 27 Main Street
2	Barton	Barton Village Corner Store, 16 Church Street, Suite C
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, 6 Salisbury Street
7	Hardwick	D & L Beverage, Woodbury Road
8	Alburg	Alburg Beverage Market, 136 Main Street
9	Arlington	Paulin Inc. of Arlington, Route 7A
10	Jeffersonville	Hanley's Market, 30 Main Street
11	Canaan	Pure Country Motel & Cabins, 4555 VT Route 114
12	Richford	Blouin's IGA, 1 Noyes Street
13	Norwich	Norwich Wine & Spirits, Elm Street
14	Morrisville	Morrisville Beverage, 81 Bridge Street
15	Wilmington	Smitty's Sugar House, Routes 9 & 100
16	Bethel	McCullough's Quik Stop, Route 107
17	Waitsfield	Mehuron's Market, Village Square
18	Colchester	Dick Mazza's General Store, 777 W. Lake Shore Dr.
19	Orleans	Orleans General Store, 72 Main Street
20	Northfield	Convenience Plus Redemption & Deli, 59 North Main Street
21	Waterbury	Waterbury Beverage, 46 South Main Street
22	Swanton	Wood's Beverage Outlet, 75 First Street
23	Enosburg Falls	Beverage Gallery, Main Street
24	Lyndonville	Lyndonville Redemption, 406 Broad Street
25	South Hero	Keeler's Bay Variety, 500 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, Main Street
30	Montgomery Ctr.	Sylvester's Market, Main Street
31	Milton	Middle Road Market, 69 Middle Road
32	Brandon	Dr. Lightning's Wine & Spirits, 9 1/2 Conant Square
33	Bradford	Bradford Bottle Shoppe, 82 Main Street, Route 5 West Side
34	Stamford	Billmont's Country Store, 544 Main Road
35	Vergennes	Vergennes Wine & Beverage, 209 Main Street
36	White River	Closed
37	Windsor	Village Emporium, 2757 US Route 5 North
38	Bristol	Champlain Farms, 3 West Street
39	Shelburne	Shelburne Discount Beverage, 2659 Shelburne Road
40	Rockingham	Dayton Sunoco & Mini Mart, 809 Rockingham Road
41	West Dover	Christy's Market, Route 100
42	Derby Center	Derby Village Store, Main Street
43	North Troy	B&D Super Market, Main Street
44	Fairfax	Minor's Country Store, 874 Main Street
45	Sharon	Sharon Trading Post, Route 14, Main Street
46	So. Burlington	T J's Wines & Spirits, 1341 Shelburne Road
47	Fair Haven	Liberty Market, 7 Liberty Street
48	Pownal	Next Door Beer & Wine, Route 7
49	St. Johnsbury	Price Chopper, Jct. Rt. 5 & 191
50	Woodstock	Woodstock Discount Beverage, Route 4 East
51	Burlington	Merola's Market, 1563 North Avenue
52	Townshend	River Bend Farm Market, Route 30, North of Townshend
53	Essex Center	Essex Discount Beverage, 76 Center Rd
54	Chelsea	Upham's Store, Main Street
55	West Brattleboro	Discount Beverage, 157 Marlboro Road
56	Wallingford	Wallingford Country Store & Deli, 19 Main Street
57	Proctorsville	Singleton's Store, 356 Main Street
58	West Rutland	Rite Aid Pharmacy, 124 Main Street
59	Middlebury	Centre Beverage, The Centre Route 7
60	Williston	Hannaford Superstore, Taft Corners
61	Burlington	Pearl Street Beverage, 240 Pearl Street
62	Essex Junction	Five Corners Discount Bev., 39 Park Street
63	Stowe	Stowe Beverage, 1880 Mountain Road
64	Jay	Jay Country Store, Route 242
65	Bennington	Bottles & Cases, 125 Northside Drive
66	Brattleboro	Rite Aid, Putney Road, Route 5
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	Closed
71	Manchester	Manchester Discount Beverage & Deli, Rts. 11 & 30
72	Rutland City	Grand Union, 12 North Main Street
73	South Burlington	Gracey's, 26 Hinesburg Road, Unit # 1
74	Rutland Town	Grand Union, Green Mountain Plaza, Rt. 7 So.
75	Barre	Beverage Baron, 411 North Main St.

Distribution of Sales, Revenue, and Fees
Fiscal Year Ending June 30, 2000



■ Cost of Goods Sold	59.14%
■ General Fund Revenue	25.82%
■ Administrative Expenses	2.82%
■ Retail Outlet Expenses	7.28%
■ Warehouse & Recycling Expenses	1.98%
■ Education, Licensing & Enforcement	2.96%