



 VERMONT
2006 ANNUAL REPORT
Department of Liquor Control



HIGHLIGHTS OF OPERATIONS

REVENUE CREDITED TO GENERAL FUND:

| | | |
|--------------------------------------|----|-------------------|
| State Liquor Tax | \$ | 13,244,297.10 |
| License Fees Remitted | | 427,839.36 |
| Tobacco Violations Remitted | | 3,250.00 |
| Liquor Violations Remitted | | 10,700.00 |
| Legislative Transfer to General Fund | | <u>263,305.00</u> |

TOTAL TO GENERAL FUND: \$ 13,949,391.46

FUNDS GENERATED FROM OPERATIONS:

License Fees \$ 227,765.69

State of Vermont
Department of Liquor Control
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Michael J. Hogan, Commissioner

LETTER OF TRANSMITTAL

January 1, 2007

Honorable James H. Douglas
Governor of Vermont
Montpelier, Vermont

Dear Governor Douglas:

In compliance with the provisions of section 109, Title 7, Vermont Statutes Annotated Revision of 1959, we have the honor to submit herewith the Seventy-Second Annual Report of the Liquor Control Board for the fiscal year July 1, 2005 through June 30, 2006.

Respectfully,

Daniel J. O'Brien, Chairman
Harry L. Daniels, Member
Walter E. Freed, Member

:sas



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HIGHLIGHTS OF OPERATIONS

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DISTRIBUTION PIE CHART

Annual Comparisons



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- Annual Comparisons 2006 - 2005
- Comparison of Cases Sold 1996-2006
- Bar Chart Comparison Cases Sold & Average Retail Price Per Case
- Average Retail Price per Case
- Vermont Tax on Liquor

ANNUAL COMPARISONS

| | Year Ended June 30, 2006 | Year Ended June 30, 2005 |
|------------------------------------------------------------------|-----------------------------|-----------------------------|
| Total State Tax Collected | \$13,244,297.10 | \$12,584,613.15 |
| Receipts from Licenses: | | |
| Credited to State Treasurer | 427,839.36 | 442,726.96 |
| Receipts from Licenses Retained | 227,765.69 | 217,128.04 |
| Adult ID Cards | 0.00 | 10.00 |
| Transfer to General Fund | 263,305.00 | 278,525.00 |
| | | |
| Total Receipts to State Treasurer | | |
| Collected by Dept. of Liquor Control | \$14,163,207.15 | \$13,523,003.15 |
| | | |
| Malt & Vinous Beverage Tax | | |
| Collected by Commissioner of Taxes | 5,456,808.71 | 5,302,915.42 |
| | | |
| Total Receipts to State Treasurer | 19,620,015.86 | 18,825,918.57 |
| | | |
| Receipts to Cities & Towns from Beer and Wine Licenses Issued | \$187,650.00 | \$194,950.00 |
| | | |
| Total Revenue to State and Local Governmental Units | \$19,807,665.86 | \$19,020,868.57 |

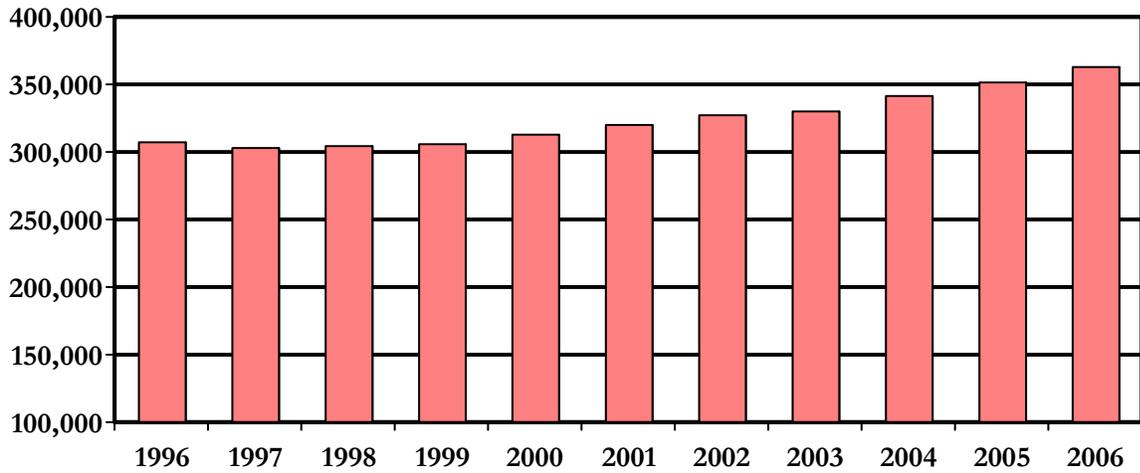
SALES COMPARISONS

| | | |
|------------------------------------|-----------------|-----------------|
| Gross Liquor Sales (Includes Tax) | \$52,983,696.20 | \$50,343,841.25 |
| | | |
| Total Cases Spirituous Liquor Sold | 347,361 | 335,261 |
| Total Cases Fortified Wines Sold | 15,349 | 15,714 |
| Total Cases Alcohol Sold | 50 | 43 |
| Total Cases Sold | 362,760 | 351,018 |

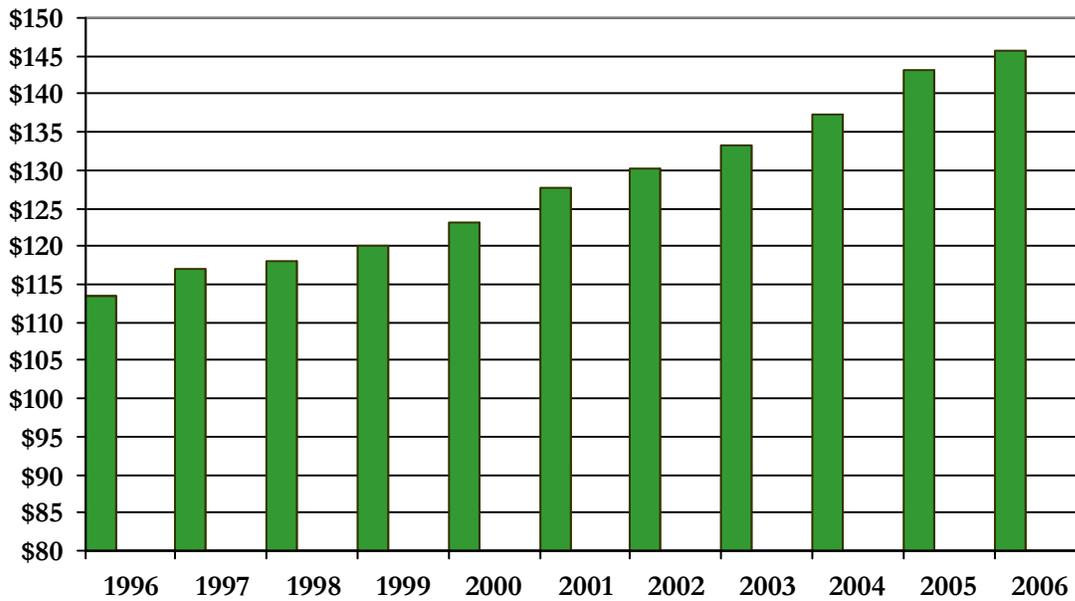
**COMPARISON OF CASES SOLD AND SALES DOLLARS IN
FISCAL YEARS 1996 - 2006**

| <u>YEAR</u> | <u>CASES SOLD</u> | <u>AVG. CASE PRICE</u> | <u>SALES DOLLARS</u> |
|-------------|-----------------------|--------------------------------|--------------------------|
| 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 |
| 2001 | 320,374 | \$127.65 | \$40,896,816 |
| 2002 | 326,691 | \$130.27 | \$42,559,547 |
| 2003 | 329,782 | \$133.37 | \$43,984,500 |
| 2004 | 342,035 | \$137.30 | \$46,962,360 |
| 2005 | 351,018 | \$143.17 | \$50,256,155 |
| 2006 | 362,760 | \$145.81 | \$52,895,612 |

TOTAL CASES SOLD
FISCAL YEARS 1996-2006



AVERAGE RETAIL PRICE PER CASE
FISCAL YEARS 1996-2006



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 | \$.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:

| | | <u>Spirituuous Liquors</u> | <u>Fortified Wines</u> |
|----------------|----------|----------------------------|------------------------|
| (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



FINANCIAL COMPARISONS OF FISCAL 2006 TO FISCAL 2005

- Comparative Balance Sheet 2006-2005
- Comparative Statement of Operations 2006-2005
- Comparison of Sales Revenue & Cases Sold
- Schedule of Monthly Sales
- Outlet Sales & Locations

**VERMONT DEPARTMENT OF LIQUOR CONTROL
COMPARATIVE BALANCE SHEET**

ASSETS

| | <u>June 30, 2006</u> | <u>June 30, 2005</u> |
|------------------------------------------|------------------------------|------------------------------|
| CURRENT ASSETS | | |
| Cash On Hand | \$207,600.83 | \$578,242.12 |
| Cash In Transit | 947,261.47 | 1,454,048.93 |
| Petty Cash, Imprest Funds | 5,700.00 | 5,700.00 |
| Inventory Clearing | 3,772.63 | 4,333.51 |
| Accounts Receivable | 111,621.43 | 105,204.83 |
| Inventories: | | |
| Outlets | 4,151,889.46 | 3,915,275.78 |
| Warehouse | 212,104.26 | 180,330.25 |
| | <u>\$5,639,950.08</u> | <u>\$6,243,135.42</u> |
| FIXED ASSETS: (Less Depreciation) | | |
| Equipment: Furniture & Fixtures | <u>256,630.88</u> | <u>340,797.76</u> |
| TOTAL ASSETS | <u><u>\$5,896,580.96</u></u> | <u><u>\$6,583,933.18</u></u> |

LIABILITIES AND RETAINED EARNINGS

| | | |
|--------------------------------------------------|------------------------------|------------------------------|
| CURRENT LIABILITIES | | |
| Accounts Payable: | | |
| Liquor - Unprocessed | \$3,783,031.50 | \$5,057,690.57 |
| Sundry | 276,198.08 | 257,940.37 |
| General Fund Tax Payable | 255,528.43 | 427,804.46 |
| Vouchers Payable | 178,279.79 | 158,753.29 |
| Accrued Salaries & Benefits | 209,895.37 | 200,369.87 |
| State Treasurer-Cash Fund Advance | 5,700.00 | 5,700.00 |
| | <u>\$4,708,633.17</u> | <u>\$6,108,258.56</u> |
| RETAINED EARNINGS | 475,674.62 | (190,757.12) |
| NET INCOME AFTER LEGIS. TRANSFER | <u>712,273.17</u> | <u>666,431.74</u> |
| TOTAL LIABILITIES & RETAINED EARNINGS | <u><u>\$5,896,580.96</u></u> | <u><u>\$6,583,933.18</u></u> |

**VERMONT DEPARTMENT OF LIQUOR CONTROL
COMPARATIVE STATEMENT OF OPERATIONS**

| | F/Y 2006 | % | F/Y 2005 | % |
|------------------------------|----------------------|--------------|----------------------|--------------|
| Gross Sales: | \$52,983,696.20 | 100.00 | \$50,343,841.25 | 100.00 |
| Tax | <u>13,244,297.10</u> | <u>25.00</u> | <u>12,584,613.15</u> | <u>25.00</u> |
| Net Sales | \$39,739,399.10 | 75.00 | \$37,759,228.10 | 75.00 |
| | | | | |
| Cost of Goods Sold | \$32,180,958.67 | 60.74 | \$30,314,679.89 | 60.22 |
| | | | | |
| Gross Income on Sales | \$7,558,440.43 | 14.27 | \$7,444,548.21 | 14.79 |
| | | | | |
| Operating Expenses: | | | | |
| Outlet Operations | \$4,266,326.97 | 8.05 | \$4,012,990.17 | 7.97 |
| Warehouse & Distribution | 1,091,681.13 | 2.06 | 995,119.07 | 1.98 |
| General Administration | <u>1,465,332.24</u> | <u>2.77</u> | <u>1,499,309.83</u> | <u>2.98</u> |
| Total Operating Expenses | \$6,823,340.34 | 12.88 | \$6,507,419.07 | 12.93 |
| | | | | |
| Gross Operating Income | \$735,100.09 | 1.39 | \$937,129.14 | 1.86 |
| | | | | |
| Other Income: | | | | |
| Miscellaneous | \$478.55 | 0.00 | \$750.27 | 0.00 |
| Gain/Loss Disposal Equip. | 8,385.73 | 0.02 | (9,677.29) | (0.02) |
| License Fees Collected | 655,605.05 | 0.01 | 659,855.00 | 1.31 |
| Tobacco Violations Collected | 3,250.00 | 1.24 | 12,300.00 | 0.02 |
| Liquor Violations Collected | 10,700.00 | 0.02 | 9,600.00 | 0.02 |
| Adult ID Cards | 0.00 | 0.00 | 10.00 | 0.00 |
| Non Refunded Bottle Fund | 141,760.65 | 0.27 | 133,354.35 | 0.26 |
| Special Purchase Allowance | 1,361,428.38 | 2.57 | 1,090,972.65 | 2.17 |
| Penalties/Refund Labels | <u>9,464.50</u> | <u>0.02</u> | <u>8,175.00</u> | <u>0.02</u> |
| Total Other Income | \$2,191,072.86 | 4.14 | \$1,905,339.98 | 3.78 |
| Other Expenses: | | | | |
| Casualty Loss | \$1,146.64 | 0.00 | \$267.55 | 0.00 |
| Uncollected Checks | <u>(1,289.98)</u> | <u>0.00</u> | <u>(688.85)</u> | <u>0.00</u> |
| Total Other Expenses | (\$143.34) | 0.00 | (\$421.30) | 0.00 |
| | | | | |
| Net Operating Income | \$2,926,316.29 | 5.52 | \$2,842,890.42 | 5.65 |
| | | | | |
| Non-Operating Deductions: | | | | |
| Education, Licensing & Enf. | \$1,508,948.76 | 2.85 | \$1,433,306.72 | 2.85 |
| Lic Fees Remitted St. Treas. | 427,839.36 | 0.81 | 442,726.96 | 0.88 |
| Tobacco Violations Remitted | 3,250.00 | 0.01 | 12,300.00 | 0.02 |
| Liquor Violations Remitted | <u>10,700.00</u> | <u>0.02</u> | <u>9,600.00</u> | <u>0.02</u> |
| Net Non-Operating Ded. | \$1,950,738.12 | 3.68 | \$1,897,933.68 | 3.77 |
| | | | | |
| Net Department Income | \$975,578.17 | 1.84 | \$944,956.74 | 1.88 |
| | | | | |
| Less: Transfer to Gen. Fund | \$263,305.00 | 0.50 | \$278,525.00 | 0.55 |
| | | | | |
| Profit/Loss for Period | <u>\$712,273.17</u> | <u>1.34</u> | <u>\$666,431.74</u> | <u>1.32</u> |

**COMPARISON OF SALES REVENUE AND CASES SOLD
YEARLY COMPARISON
JUNE 30, 2006 & JUNE 30, 2005**

| | <u>2006</u> | <u>2005</u> | <u>INC/DEC</u> | <u>% INC/DEC</u> |
|-------------------|-----------------|-----------------|----------------|------------------|
| Total Sales | \$52,983,696.20 | \$50,343,841.25 | \$2,639,854.95 | 5.24% |
| State Tax | \$13,244,297.10 | \$12,584,613.15 | \$659,683.95 | 5.24% |
| Malt & Vinous Tax | \$5,456,808.71 | \$5,302,915.42 | \$153,893.29 | 2.90% |
| Cases Sold: | | | | |
| Liquor | 347,361 | 335,261 | 12,100 | 3.61% |
| Wines/Vermouth | 15,349 | 15,714 | -365 | -2.32% |
| Total Cases | <u>362,710</u> | <u>350,975</u> | <u>11,735</u> | <u>3.34%</u> |
| Alcohol | 50 | 43 | 7 | 16.28% |

**SCHEDULE SHOWING TOTAL MONTHLY SALES
FISCAL YEAR 2006**

| <u>2005</u> | <u>\$ VALUE</u> | <u>CASES</u> |
|-------------|-----------------|--------------|
| JULY | 4,790,255.70 | 33,522 |
| AUGUST | 4,453,569.90 | 30,345 |
| SEPTEMBER | 4,208,063.90 | 29,420 |
| OCTOBER | 4,236,486.10 | 29,364 |
| NOVEMBER | 4,138,521.40 | 28,297 |
| DECEMBER | 6,583,735.15 | 43,332 |
| <u>2006</u> | | |
| JANUARY | 3,892,685.80 | 26,434 |
| FEBRUARY | 4,170,839.60 | 28,130 |
| MARCH | 4,179,540.30 | 28,520 |
| APRIL | 3,566,130.40 | 25,100 |
| MAY | 4,177,011.10 | 28,924 |
| JUNE | 4,498,773.05 | 31,081 |

**DETAIL OF OUTLET OPERATIONS
FOR FISCAL YEAR ENDING JUNE 30, 2006**

| <u>Agency</u> | <u>Location</u> | Total <u>Sales \$</u> |
|---------------------|-------------------------------------------------------|--------------------------|
| A 1 Poultney | Preseau's Place, 206 Main St. | 254,619 |
| A 2 Barton | Barton Village Corner Store, 155 Main St. | 234,159 |
| A 3 Island Pond | Mike's Market, 12 Railroad St. | 134,354 |
| A 4 Winooski | Beverage Warehouse, 1 East St. | 2,351,312 |
| A 5 Londonderry | Jelley's Auto Care Ctr., Simonsville Rd. | 488,300 |
| A 6 Randolph | M & M Beverage, 6 Salisbury St. | 470,834 |
| A 7 Hardwick | D & L Beverage, Woodbury Rd. | 387,572 |
| A 8 Alburg | Alburg Beverage Mart, 136 Main St. | 235,629 |
| A 9 Arlington | Paulin Inc. of Arlington, Route 7A | 325,571 |
| A10 Jeffersonville | Hanley's Market, 30 Main St. | 442,230 |
| A11 Canaan | Pure Country Motel & Cabins, 4555 VT Rte. 114 | 71,741 |
| A12 Richford | Wetherby's, Inc., 75 Main St. | 132,041 |
| A13 Norwich | Norwich Wine & Spirits, Elm St. | 390,561 |
| A14 Morrisville | Tomlinson's Store, Inc., 81 Bridge St. | 992,020 |
| A15 Wilmington | McBreairty's Marketplace, 34 West Main St. | 563,854 |
| A16 Bethel | McCullough's Quik Stop, Rte. 107 | 266,326 |
| A17 Waitsfield | Mehuron's Market, Village Square | 837,510 |
| A18 Colchester | Dick Mazza's General Store, 777 W. Lake Shore Dr. | 595,224 |
| A19 Orleans | Orleans General Store, 72 Main St. | 167,985 |
| A20 Northfield | Convenience Plus Redemption & Deli, 438 No. Main St. | 446,133 |
| A21 Waterbury | Crossroads Beverage & Deli, 52 No. Main St. | 642,382 |
| A22 Swanton | Swanton Beverage, 75 First St. | 380,307 |
| A23 Enosburg Falls | Beverage Gallery, Main St. | 295,275 |
| A24 Lyndonville | Lyndonville Redemption, 406 Broad St. | 929,027 |
| A25 So. Hero | Keeler's Bay Variety, 500 Rte. 2 | 553,235 |
| A26 Killington | Cordially Yours, Routes 4 & 100 N | 1,238,007 |
| A27 Richmond | Richmond Beverage, Bridge St. | 382,201 |
| A28 Springfield | Joe's Discount Beverage, 335 River St. | 853,168 |
| A29 Rochester | Mac's Market, 67 North Main St. (opened 6/27/05) | 112,409 |
| A30 Montgomery Ctr. | Sylvester's Market, 1012 Mountain Rd. | 196,705 |
| A31 Milton | Middle Road Market, 69 Middle Rd. | 586,740 |
| A32 Brandon | Dr. Lightning's Wine & Spirits, 34 Conant Sq. | 461,999 |
| A33 Bradford | Bradford Bottle Shoppe, 82 Main St., Rte. 5 West Side | 483,524 |
| A34 Stamford | Billmont's Country Store, 544 Main Rd. | 252,239 |
| A35 Vergennes | Vergennes Wine & Beverage, 209 Main St. | 824,702 |
| A36 So. Burlington | Simon's Store, 974 Shelburne Rd. | 1,462,486 |
| A37 Windsor | Village Emporium, 2757 US Rte. 5 N | 267,175 |

**DETAIL OF OUTLET OPERATIONS
FOR FISCAL YEAR ENDING JUNE 30, 2006**

| <u>Agency</u> | <u>Location</u> | Total <u>Sales \$</u> |
|--------------------|------------------------------------------------------|--------------------------|
| A38 Bristol | Champlain Farms, 3 West St. | 438,525 |
| A39 Shelburne | Shelburne Discount Beverage, 2572 Shelburne Rd. | 1,080,718 |
| A40 Bellows Falls | Fleming Food Mart, 97 Westminster St. | 238,079 |
| A41 West Dover | 7-Eleven Store, Route 100 | 691,969 |
| A42 Derby Ctr. | Derby Village Store, Main St. | 370,381 |
| A43 North Troy | B & D Super Market, Main St. | 152,573 |
| A44 Fairfax | Minor's Country Store, 874 Main St. | 268,274 |
| A45 Sharon | Sharon Trading Post, Rte. 14, Main St. | 208,380 |
| A47 Fair Haven | Liberty Discount, 7 Liberty St. | 809,228 |
| A48 Pownal | Next Door Beer & Wine, Rte. 7 | 714,290 |
| A49 St Johnsbury | Price Chopper, Jct. Rte. 5 & I-91 | 621,885 |
| A50 Woodstock | Woodstock Discount Beverage, Rte. 4 E | 791,594 |
| A51 Burlington | Merola's Market, 1563 North Ave. | 791,268 |
| A52 Newfane | Newfane Market, 596 Rte. 30 | 95,675 |
| A53 Essex Ctr | Essex Discount Beverage, 76 Center Rd. | 996,421 |
| A54 Chelsea | Upham's Store, Main St. | 120,236 |
| A55 W. Brattleboro | Discount Beverage, 157 Marlboro Rd. | 1,339,632 |
| A56 Wallingford | Wallingford Country Store & Deli, 19 Main St. | 314,838 |
| A57 Proctorsville | Singleton's Store, 356 Main St. | 684,245 |
| A58 W. Rutland | Rite Aid Pharmacy, 124 Main St. | 455,404 |
| A59 Middlebury | Hannaford's Food & Drug, 260 Court St. | 1,115,147 |
| A60 Williston | Hannaford Superstore, Taft Corners, 78 Marshall Ave. | 1,009,789 |
| A61 Burlington | Pearl Street Beverage, 240 Pearl St. | 2,397,898 |
| A62 Essex Jct | Five Corners Discount Beverage, 39 Park St. | 785,033 |
| A63 Stowe | Stowe Beverage, 1880 Mountain Rd. | 1,550,051 |
| A64 Danville | Diamond Hill Store, Rte. 2, 11 East | 123,479 |
| A65 Bennington | Bennington Beverage Outlet, 125 Northside Dr. | 1,856,775 |
| A66 Brattleboro | Rite Aid, Putney Road, Rte. 5 | 269,789 |
| A67 Montpelier | Yankee Spirits, 126 Main St. | 1,160,581 |
| A68 St Albans City | Beverage Mart, 211 Lake St. | 923,662 |
| A69 St Albans Town | Colonial Mart, 191 Swanton Rd. | 630,174 |
| A70 Newport | Azur's, Inc., 33 Railroad Sq. | 588,662 |
| A71 Manchester | Manchester Discount Beverage & Deli, Routes 11 & 30 | 1,971,133 |
| A72 Rutland City | GU Market, 12 North Main St. | 1,786,868 |
| A73 So. Burlington | Gracey's, 26 Hinesburg Rd., Unit #1 | 2,267,981 |
| A74 Rutland Town | Hannaford Food & Drug, 241 South Main St. | 1,053,251 |
| A75 Barre | Beverage Baron, 411 North Main St. | 1,938,237 |
| A76 Bondville | Guest Convenience Store, Rte. 30 | 354,949 |

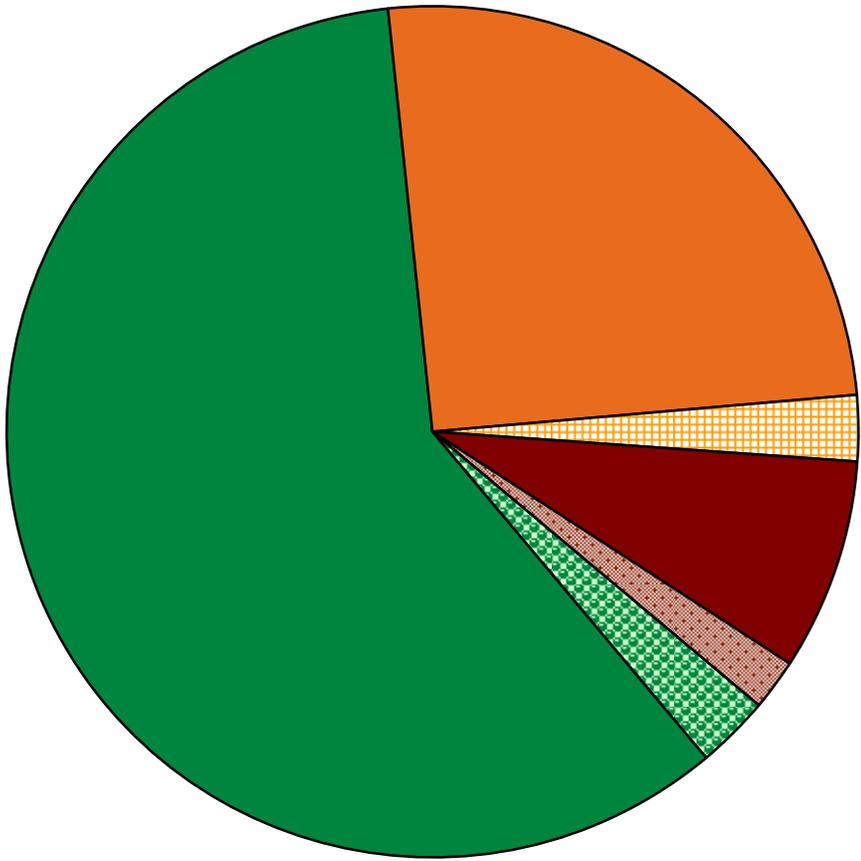
Employee Comparison



NUMBER OF POSITIONS

| | June 30 2006 | June 30 2005 |
|------------------------------------------------|-----------------|-----------------|
| 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 |
| Network Administrator II | 1 | 1 |
| District Coordinators | 3 | 3 |
| Systems Developer I | 1 | 1 |
| Personnel Administrator B | 1 | 1 |
| Accountant C | 1 | 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 |
| | <u>19</u> | <u>19</u> |
| EDUCATION, LICENSING & ENFORCEMENT: | | |
| Liquor Control Training Specialist | 1 | 0 |
| Director of Enforcement | 1 | 1 |
| Administrative Secretary | 1 | 1 |
| Administrative Assistant B | 0 | 1 |
| Executive Office Manager | 1 | 0 |
| Program Technician I | 1 | 1 |
| Investigator Supervisor | 2 | 1 |
| Liquor Investigators | 15 | 16 |
| Clerk C | 1 | 1 |
| Administrative Assistant A | 1 | 1 |
| | <u>24</u> | <u>23</u> |
| WAREHOUSE: | | |
| Liquor Warehouse Operations Supervisor | 1 | 1 |
| Liquor Warehouse Supervisor | 1 | 1 |
| Warehouse Maintenance Worker | 1 | 1 |
| Program Services Clerk | 1 | 1 |
| Warehouse Worker I & II | 10 | 10 |
| | <u>14</u> | <u>14</u> |
| TOTAL NUMBER OF POSITIONS: | 57 | 56 |

Distribution of Sales Revenue and Expenses
Fiscal Year Ending June 30, 2006



| | |
|-----------------------------------------------|-------|
| ■ Cost of Goods Sold | 60.7% |
| ■ General Fund Revenue | 25.8% |
| ■ Administrative Expenses | 2.8% |
| ■ Retail Outlet Expenses | 8.1% |
| ■ Warehouse & Distribution Expenses | 2.1% |
| ■ Education, Licensing & Enforcement Expenses | 2.9% |