

State of Vermont



Liquor Control Board
Sixty-Third Annual Report

Year Ending June 30, 1997

HIGHLIGHTS OF OPERATIONS
FISCAL YEAR ENDING JUNE 30, 1997

REVENUE CREDITED TO GENERAL FUND:

State Liquor Tax	\$ 8,842,640.39
License Fees	\$454,198.20

FUNDS TRANSFERRED TO:

Alcohol & Drug Abuse Program	<u>\$707,013.00</u>
------------------------------	---------------------

TOTAL TO GENERAL FUND & ADAP: \$10,003,851.59

FUNDS GENERATED FROM OPERATIONS:
(other than from liquor sales)

Interest Earned	\$10,642.19
Adult ID Cards	\$3,280.00
License Fees	\$186,276.80

15 GREEN MOUNTAIN DRIVE
DRAWER 20
MONTPELIER, VT 05620-4501

ADMINISTRATION: (802) 828-2875
ENFORCEMENT/LICENSING: (802) 828-2339
FAX: (802) 828-2803



STATE OF VERMONT
DEPARTMENT OF LIQUOR CONTROL

JANUARY 7, 1998

LETTER OF TRANSMITTAL

January 1, 1998

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-third Annual Report of the Liquor Control Board for the fiscal year July 1, 1996 thru June 30, 1997.

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, 1997

- TABLE OF CONTENTS -

ANNUAL COMPARISONS:

Annual Comparisons 1997-1996	1
Comparison of Cases Sold and Sales Dollars 1987-1997.....	2
Bar Chart Comparison Cases Sold & Average Retail Price Per Case.....	3
Vermont State Tax on Liquor.....	4

FINANCIAL STATEMENTS:

Comparative Balance Sheet 1997-1996.....	6
Comparative Statement of Income 1997-1996.....	7
Schedule 1 Direct Retail Store & Agency Expenses.....	8
Schedule 2 Warehouse Expenses	9
Schedule 3 Administrative & General Expenses.....	10
Schedule 4 Act 261 Bottle Deposit Expenses.....	11
Schedule 5 & 6 Enforcement, Licensing & Education & ADAP Expenses.....	12
Comparison of Sales Revenue & Cases Sold, Monthly Sales.....	13
Schedule 5 Detail of Operations for Stores & Agencies.....	14-15

ENFORCEMENT & LICENSING:

Action on Licenses - Summary.....	17
License Fees.....	18-19
Action on Licenses & Licenses Suspended.....	20
Adult Identification Cards & Law Enforcement.....	21
Educational Programs & Statistics.....	22-23
Investigations of Licenses & Violations of Alcohol Beverage Laws.....	24
License Fees Collected.....	25
Location of Vermont State Liquor Outlets.....	26-27
Department of Liquor Control Employee Comparison.....	28

ANNUAL COMPARISONS

ANNUAL COMPARISONS

	Year Ended June 30, 1997	Year Ended June 30, 1996
Total State Tax Collected	\$8,842,640.39	\$8,715,445.51
Receipts from Licenses:		
Credited to State Treasurer	454,198.20	452,509.45
Receipts from Licenses Retained	186,276.80	177,490.55
Lottery Revenue	0.00	2,611.50
Adult ID Cards	3,280.00	4,860.00
Interest	10,642.19	13,839.74
Paid To SRS Alcohol & Drug Abuse	<u>707,013.00</u>	<u>513,017.00</u>
Total Receipts to State Treasurer Collected by Dept. of Liquor Control	\$10,204,050.58	\$9,879,773.75
Malt & Vinous Beverage Tax Collected by Commissioner of Taxes	\$4,592,148.00	\$4,661,175.00
Total Receipts to State Treasurer	\$14,796,198.58	\$14,540,948.75
Receipts to Cities, Towns from Beer and Wine Licenses Issued	218,100.00	225,450.00
Total Revenue to State and Local Governmental Units	<u>\$15,014,298.58</u>	<u>\$14,766,398.75</u>

SALES COMPARISON

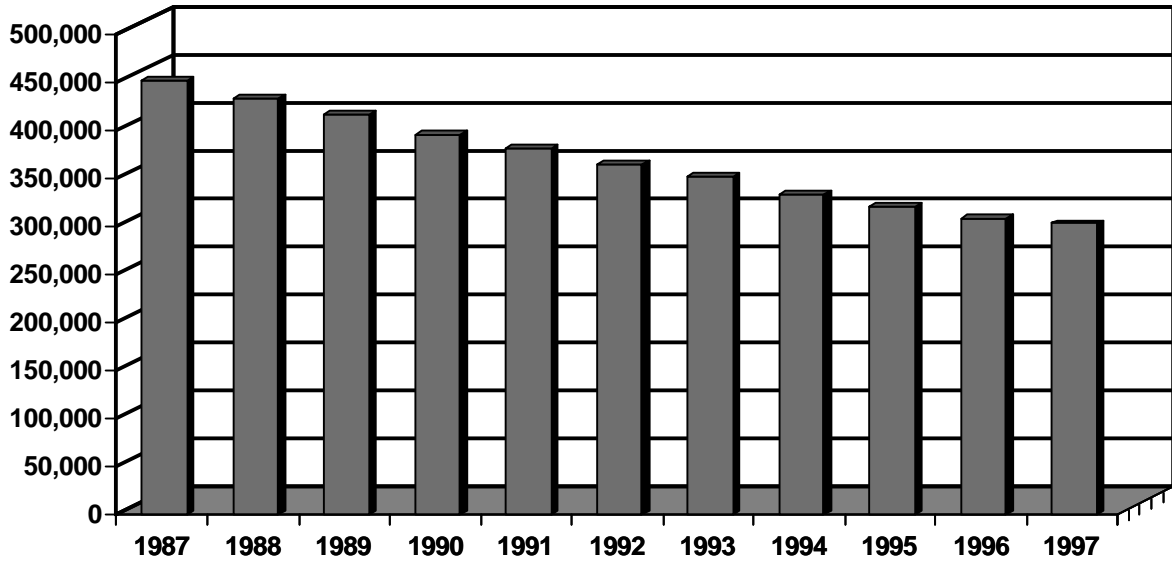
Net Liquor Sales (Includes Tax)	\$35,438,480.65	\$34,931,651.33
Total Cases Spirituous Liquor Sold	283,031	286,972
Total Cases Fortified Wines Sold	19,520	20,502
Total Cases Alcohol Sold	<u>42</u>	<u>49</u>
Total Cases Sold	302,593	307,523

**COMPARISON OF CASES SOLD AND SALES DOLLARS
IN FISCAL YEARS 1987-1997**

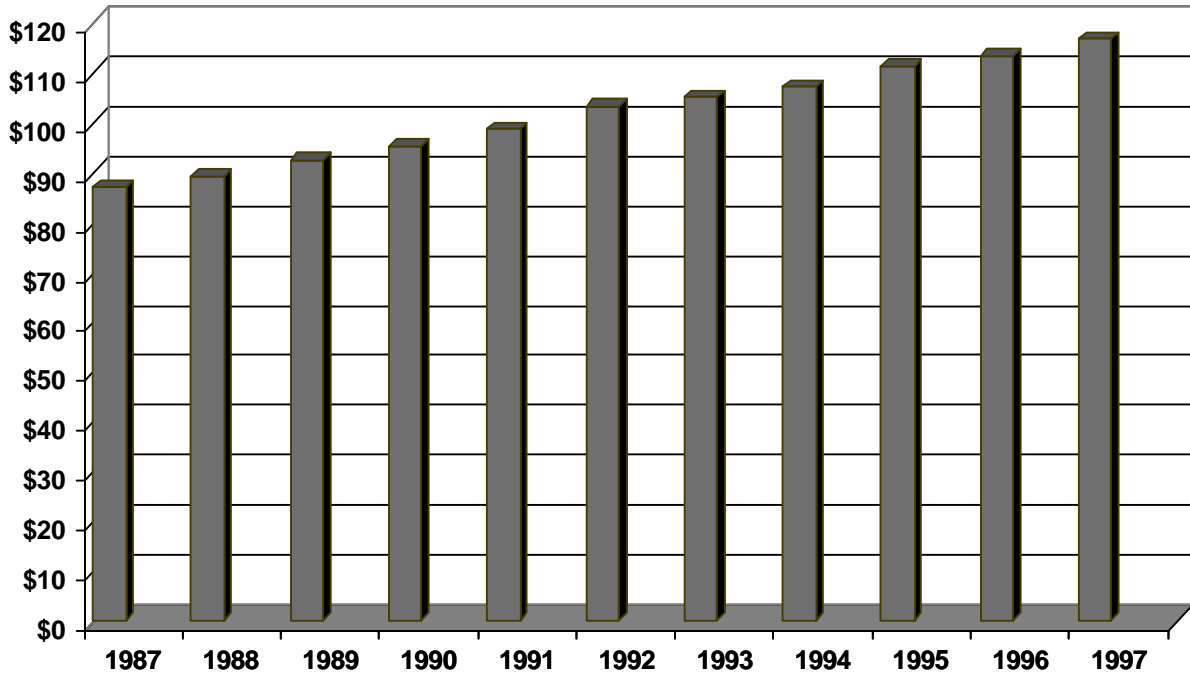
YEAR	CASES SOLD	AVG. CASE PRICE	SALES
1987	451,067	87.09	\$39,283,287
1988	432,331	89.33	\$38,621,544
1989	415,883	92.61	\$38,515,952
1990	395,464	95.32	\$37,699,429
1991	380,823	98.81 *	\$37,628,726
1992	364,643	103.47	\$37,730,454
1993	351,344	105.26	\$36,983,222
1994	333,087	107.26	\$35,727,441
1995	320,084	111.41	\$35,659,130
1996	307,523	113.59	\$34,931,651
1997	302,593	116.96	\$35,390,069

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

TOTAL CASES SOLD FISCAL YEARS 1987-1997



AVERAGE RETAIL PRICE PER CASE FISCAL YEARS 1987-1997



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:

	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.
Feb. 27, 1974	24% on Retail Sales	
July 1, 1981	25% on Retail Sales	

FINANCIAL STATEMENTS

VERMONT DEPARTMENT OF LIQUOR CONTROL

COMPARATIVE BALANCE SHEET

EXHIBIT A

<u>ASSETS</u>	<u>June 30, 1997</u>	<u>June 30, 1996</u>
<u>CURRENT ASSETS:</u>		
Cash on Hand	\$983,342.11	\$1,537,559.62
Petty Cash, Travel & Change Funds	1,220.00	1,220.00
Inventory Clearing	2,106.30	5,520.72
Accounts Receivable	182,256.12	149,430.25
Inventories:		
Stores/Agencies	3,394,454.61	3,134,118.00
Warehouse	65,694.25	159,842.25
	<u>\$4,629,073.39</u>	<u>\$4,987,690.84</u>
<u>FIXED ASSETS:</u> (Less Depreciation)		
Equipment:Furniture & Fixtures	754,775.84	780,552.41
Operating Equipment	7,132.91	7,632.20
Warehouse & Office Improvements	13,627.92	11,199.23
Leaseheld Building Improvement	0.00	1,786.57
	<u>\$775,536.67</u>	<u>\$801,170.41</u>
<u>PREPAID EXPENSES:</u>		
Operating Supplies	13,885.55	19,902.63
Maintenance on Equipment	47,454.89	37,940.95
Unexpired Insurance	60.64	0.00
Federal License	750.00	750.00
Prepaid Membership Dues	750.00	750.00
	<u>\$62,901.08</u>	<u>\$59,343.58</u>
<u>TOTAL ASSETS</u>	<u>\$4,467,511.14</u>	<u>\$5,848,204.83</u>
<u>LIABILITIES & RETAINED EARNINGS</u>		
<u>CURRENT LIABILITIES:</u>		
Accounts Payable:		
Liquor	\$4,433,340.54	\$4,882,025.98
Sundry	150,681.72	123,457.32
General Fund Tax Payable	222,150.10	0.00
Vouchers Payable	129,303.89	137,828.85
Accrued Salaries & Benefits	177,761.74	196,458.02
State Treasurer-Cash Funds Advanced	1,220.00	1,220.00
	<u>\$5,114,457.99</u>	<u>\$5,340,990.17</u>
<u>RETAINED EARNINGS</u>	<u>\$507,214.66</u>	<u>\$603,231.38</u>
<u>NET INCOME YTD AFTER ADAP TRANSFER</u>	<u>\$ (154,161.51)</u>	<u>\$ (96,016.72)</u>
<u>TOTAL LIABILITIES & RETAINED EARNINGS</u>	<u>\$4,467,511.14</u>	<u>\$5,848,204.83</u>

**COMPARATIVE STATEMENT OF INCOME
FOR FISCAL YEARS ENDING**

EXHIBIT B

June 30, 1997 & June 30, 1996

	<u>1997</u>	<u>% SALES</u>	<u>1996</u>	<u>% SALES</u>
<u>GROSS SALES</u>	\$35,438,480.65	100.00%	\$34,931,651.33	100.00%
Less : Tax	8,842,640.39	<u>24.95%</u>	8,715,445.51	<u>24.95%</u>
Net Sales	\$26,595,840.26	75.04%	\$26,216,205.82	75.05%
 <u>COST OF GOODS SOLD</u>	 \$21,417,091.09	 60.43%	 \$21,491,200.97	 61.52%
 <u>Gross Income on Sales</u>	 \$5,178,749.17	 14.61%	 \$4,725,004.85	 13.52%
 <u>OPERATING EXPENSES:</u>				
Retail Store/Agency Sch 1	\$2,697,184.93	7.61%	\$2,749,093.70	7.86%
Warehouse Sch 2	390,596.81	1.10%	426,188.96	1.22%
Administrative/Gen Sch 3	1,016,945.15	2.86%	1,022,356.36	2.92%
Act 261 Bottle Fund Sch 4	236,556.04	<u>0.66%</u>	197,579.26	<u>0.56%</u>
<u>Total Operating Expenses</u>	\$4,341,282.93	12.25%	\$4,395,218.28	12.58%
 <u>Gross Operating Income</u>	 \$837,466.24	 2.36%	 \$329,786.57	 0.94%
 <u>OTHER INCOME:</u>				
Miscellaneous Income	\$22,968.97	0.06%	\$29,803.07	0.08%
Gain/Loss Disposal Equipment	(17,463.85)	(0.04)%	(5,479.64)	(0.01)%
Lottery Revenue	0.00	0.00%	2,611.50	0.00%
License Fees Collected	640,475.00	1.80%	630,000.00	1.80%
Adult ID Cards	3,280.00	0.00%	4,860.00	0.01%
Interest	10,642.19	0.03%	13,839.74	0.03%
Non Refunded Bottle Fund	109,859.55	0.31%	114,527.25	0.32%
S.P.A. Income	566,901.22	1.59%	890,422.94	2.54%
Penalties/Ref Stamp Labels	5,993.00	<u>0.01%</u>	0.00	<u>0.00%</u>
<u>Total Other Income</u>	\$1,342,656.08	3.78%	\$1,680,584.86	4.81%
 <u>OTHER EXPENSES:</u>				
Casualty Loss	\$169.60	0.00%	\$0.00	0.00%
Lottery & Uncollect. Chk. Exp.	2,480.10	<u>0.00%</u>	1,426.35	<u>0.00%</u>
<u>Total Other Expenses</u>	\$2,649.70	0.00%	\$1,426.35	0.00%
 <u>Net Operating Income</u>	 \$2,177,472.62	 6.14%	 \$2,008,945.08	 5.75%
 <u>NON-OPERATING DEDUCTIONS:</u>				
Enforcement Div. Sch 5	\$1,170,422.93	3.30%	\$1,139,435.35	3.26%
Lic. Fees Remitted St. Treas.	454,198.20	<u>1.28%</u>	452,509.45	<u>1.29%</u>
<u>Net Non-Operating Ded.</u>	\$1,624,621.13	4.58%	\$1,591,944.80	4.55%
<u>Net Department Income</u>	\$552,851.49	1.55%	\$417,000.28	1.19%
<u>Less: Leg. Mandated Outlay</u>	\$707,013.00	1.99%	\$513,017.00	1.46%
<u>Gain/Loss for Period:</u>	\$(154,161.51)	(0.43)%	\$(96,016.72)	(0.27)%

STATE OF VERMONT
DEPARTMENT OF LIQUOR CONTROL

DIRECT RETAIL STORE & AGENCY EXPENSES

SCHEDULE 1

JULY 1, 1996 THRU JUNE 30, 1997

Salaries	\$2,264.58
Retirement	13.61
Social Security	414.88
Insurance: Dental	7.62
Unemployment Compensation	13,348.72

Total Personal Services **\$16,049.41**

Agency Payroll (Commissions)	\$2,376,207.54
Rent	24,012.60
Telephone	7,493.13
Electricity	248.86
Fuel	220.66
Supplies	70,834.44
Postage	25,161.37
Miscellaneous	4,857.61
Rental Uniforms	14.40
Credit Card Expense	56,514.10
Maintenance Agreements	32,825.45
Printing	25,421.44
Insurance	7,527.48
OSD Expense	12,256.98
Misc. Freight Expense	284.53
Depreciation	37,254.93

Total Operating Expenses **\$2,681,135.52**

Total Schedule 1 **\$2,697,184.93**

STATE OF VERMONT
DEPARTMENT OF LIQUOR CONTROL

WAREHOUSE EXPENSES

SCHEDULE 2

JULY 1, 1996 THRU JUNE 30, 1997

Salaries	\$ 200,969.33
Retirement	21,701.04
Social Security	16,503.72
Insurance: Hospital	22,097.24
Insurance: Life	413.39
Insurance: Dental	3,906.75
Wages: Overtime	6,458.69
Wages: Temporary	4,783.19
Unemployment Compensation	4,983.46
Workers' Compensation	11,846.40
Non Contract Prof. Services	328.00

Total Personal Services **\$ 293,991.21**

Travel Expense	\$ 56.73
Van Expense	16,154.98
Fork Lift Expense	5,875.68
Telephone	4,196.63
Electricity	9,970.20
Fuel	9,137.65
Water & Sewer	829.87
Supplies	6,972.92
Postage	3,961.79
Miscellaneous	4,775.37
Rental Uniforms	4,051.05
Rep.Non-Agree. Maint. Equipment	840.66
Maintenance Agreement	3,042.89
Printing	3,033.04
Insurance	2,271.21
Federal License	750.00
OSD Expense	8,307.40
Stock Over/Short	399.58
Depreciation Equipment	11,965.26
Depreciation Bldg. Improvement	12.69

Total Operating Expenses **\$ 96,605.60**

Total Schedule 2 **\$ 390,596.81**

DEPARTMENT OF LIQUOR CONTROL
ADMINISTRATIVE & GENERAL EXPENSES

SCHEDULE 3

JULY 1, 1996 THRU JUNE 30, 1997

Salaries:		
Board	\$	2,981.36
Commissioner		58,314.93
Admin. Support		108,378.30
Retail Operations		98,254.11
Merchandising		53,978.85
Accounting & Data Processing		222,977.38
Retirement		58,257.70
Social Security		44,362.88
Insurance: Hospital		53,082.48
Insurance: Life		1,133.46
Insurance: Dental		6,546.20
Wages: Overtime		28,039.17
Unemp. Compensation		2,254.52
Workers' Compensation		3,948.80
Office Allowance		4,408.98
Contractual Prof. Services		12,844.38
Non-Contract Prof. Services		16,455.47
<u>Total Personal Services</u>	\$	<u>776,218.97</u>

Expenses:		
Board	\$	4,416.09
Commissioner		1,000.92
Retail Operations		469.30
Merchandising		6,200.08
Accounting & Data Processing		9,555.54
Admin. & General		7,886.89
Vehicle Expense Retail Operations		14,029.85
Vehicle Expense Operations		3,348.96
Telephone		18,360.38
Electricity		3,557.34
Fuel		1,052.19
Water & Sewer		301.97
Supplies		64,454.04
Postage		5,288.92
Miscellaneous		39,940.15
Rental Uniforms		48.60
Repair Non-Agreement Maint. Equip.		1,660.30
Maintenance Agreements		6,187.52
Printing		7,080.27
Insurance		1,204.06
Membership Dues		1,500.00
Depreciation Equipment		42,180.52
Depreciation Operating Equipment		1,002.29
<u>Total Operating Expenses</u>	\$	<u>240,726.18</u>

<u>Total Schedule 3</u>	\$	<u>1,016,945.15</u>
--------------------------------	-----------	----------------------------

STATE OF VERMONT
DEPARTMENT OF LIQUOR CONTROL

ACT 261 BOTTLE DEPOSIT EXPENSES

SCHEDULE 4

JULY 1, 1996 THRU JUNE 30, 1997

Salaries	\$62,385.34
Retirement	7,612.93
Social Security	5,707.27
Insurance: Hospital	8,331.09
Insurance: Life	76.98
Insurance: Dental	1,459.94
Wages Overtime	10,422.78
Wages Temporary	1,323.54
Workers' Compensation	3,948.80
<u>Total Personal Services</u>	<u>\$101,268.67</u>

Travel Expense	\$1,134.87
Fuel Truck	4,521.34
Recycling Services	27,937.29
Handling Fees Admin.	71,940.06
Repair & Maintenance	2,898.93
Water & Sewer	226.49
Vehicle Equipment Supplies	2,961.01
Repair & Maintenance Other	1,515.30
Depreciation Expense	8,694.27
Electricity	2,480.51
Miscellaneous	1,118.47
Supplies	818.29
Postage	2,983.34
Heating Fuel	1,003.79
Insurance	565.15
Printing	3,468.26
Telephone	1,020.00

<u>Total Operating Expenses</u>	<u>\$135,287.37</u>
--	----------------------------

<u>Total Schedule 4</u>	<u>\$236,556.04</u>
--------------------------------	----------------------------

STATE OF VERMONT
DEPARTMENT OF LIQUOR CONTROL
ENFORCEMENT & LICENSING EXPENSES

SCHEDULE 5

JULY 1, 1996 THRU JUNE 30, 1997

Salaries	\$ 718,894.24
Retirement	6,155.96
Social Security	77,860.33
Insurance: Hospital	57,712.37
Insurance: Life	54,121.72
Insurance: Dental	1,521.90
Wages: Overtime	7,716.37
Wages: Temporary	24,060.06
Office Allowance	2,447.87
Workers' Compensation	21,113.68
Shift Differential	29,616.00
Non-Contract Prof. Services	44.10

Total Personal Services **\$1,001,264.60**

Expenses: Director/Investigators	\$29,880.91
Automobile Expense	31,226.92
Telephone	20,412.41
Electricity	1,778.65
Fuel	228.45
Water & Sewer	151.53
Supplies	11,929.04
Postage	4,441.82
Miscellaneous	7,203.35
Repair Non-Agreement Maint. Equip.	613.50
Maintenance Agreement	10,497.86
Printing	5,136.65
Insurance	575.76
Expense of Hearings	2,594.54
Depreciation Equipment	42,486.94

Total Operating Expenses **\$169,158.33**

Total Schedule 5 **\$1,170,422.93**

MISCELLANEOUS EXPENSE

SCHEDULE 6

JULY 1, 1996 THRU JUNE 30, 1997

Alcohol & Drug Abuse Program Transfer	\$707,013.00
---------------------------------------	--------------

TOTAL SCHEDULE 6 **\$707,013.00**

COMPARISON OF SALES, REVENUE, AND CASES SOLD

YEARLY COMPARISON

YEAR TO DATE JUNE 30,1997 & JUNE 30,1996

	<u>1997</u>	<u>1996</u>	<u>INC/DEC</u>	<u>%INC/DEC</u>
TOTAL SALES	\$35,438,480.65	\$34,931,651.33	\$506,829.32	1.45%
STATE TAX	\$8,842,640.39	\$8,715,445.51	\$127,194.88	1.46%
MALT & VINOUS TAX	\$4,592,148.00	\$4,661,175.00	\$(69,027.00)	(1.48)%
CASES SOLD:				
LIQUOR	283,031	286,972	(3,941.00)	(1.37)%
WINES/VERMOUTH	<u>19,520</u>	<u>20,502</u>	<u>(982.00)</u>	<u>(4.79)%</u>
TOTAL CASES	302,551	307,474	(4,923.00)	(1.60)%
ALCOHOL	42	49	(7)	(14.29)%

SCHEDULE SHOWING TOTAL MONTHLY SALES FISCAL YEAR 1997

<u>1996</u>	<u>VALUE</u>	<u>CASES</u>
JULY	\$3,184,077.40	28,218
AUGUST	3,281,486.20	28,637
SEPTEMBER	2,655,541.95	22,878
OCTOBER	2,934,295.15	25,071
NOVEMBER	3,007,167.45	25,476
DECEMBER	4,318,111.50	34,864
<u>1997</u>		
JANUARY	\$2,695,085.95	22,744
FEBRUARY	2,652,332.25	21,822
MARCH	2,687,808.60	23,022
APRIL	2,347,333.50	20,572
MAY	2,940,415.90	25,497
JUNE	2,686,412.65	23,792

**DETAIL OF OUTLET OPERATIONS
FOR FISCAL YEAR ENDING JUNE 30, 1997**

	Sales Total	Tax	Net Sales	Cost of Goods	Gross Income	Outlet Expense	Other Expense
Store 1 St Albans	0	0	0	0	0	5,454	0
Store 4 Bennington	0	0	0	0	0	1,151	0
Store 10 Montpelier	0	0	0	0	0	2,606	0
Store 11 Barre	0	0	0	0	0	1,423	0
Store 12 So Burl	0	0	0	0	0	4,594	0
Store 19 Manchester	0	0	0	0	0	19,002	0
Store 21 Rutland	0	0	0	0	0	8,717	0
A 1 Poultney	207,115	51,680	155,435	126,255	32,493	17,621	9,423
A 2 Barton	175,641	43,826	131,815	107,519	27,106	15,374	8,123
A 3 Island Pond	104,532	26,083	78,449	62,269	17,852	9,987	4,712
A 4 Winooski	1,782,234	444,705	1,337,529	1,062,722	303,317	123,558	81,721
A 5 So. Londndry	490,521	122,395	368,126	299,923	76,049	37,307	22,420
A 6 Randolph	332,771	83,033	249,738	195,977	59,084	25,060	15,272
A 7 Hardwick	262,403	65,475	196,928	158,622	42,503	21,273	12,023
A 8 Alburg	312,715	78,029	234,686	194,881	44,807	26,735	14,297
A 9 Arlington	309,681	77,272	232,409	190,740	46,623	25,015	14,135
A10 Jeffersonville	294,856	73,573	221,283	178,595	47,405	22,783	13,485
A11 Beecher Falls	91,885	22,927	68,958	54,935	15,493	8,826	4,224
A12 Richford	182,317	45,492	136,825	110,550	29,192	15,901	8,286
A13 Norwich	271,794	67,818	203,976	167,297	41,027	22,075	12,510
A14 Morrisville	573,924	143,206	430,718	346,723	93,176	42,283	26,320
A15 Wilmington	466,672	116,444	350,228	282,701	74,992	34,609	21,446
A16 Bethel	218,629	54,553	164,076	129,265	38,308	17,500	10,073
A17 Waitsfield	604,813	150,914	453,899	372,331	91,243	45,333	27,782
A18 Colchester	551,046	137,498	413,548	333,498	88,865	41,223	25,182
A19 Orleans	145,387	36,277	109,110	87,544	23,892	12,865	6,661
A20 Northfield	238,583	59,531	179,052	143,251	39,617	19,190	10,885
A21 Waterbury	480,825	119,976	360,849	291,312	77,229	36,033	22,096
A22 Swanton	354,599	88,480	266,119	215,379	56,412	27,927	16,247
A23 Enosburg Fils	240,696	60,059	180,637	145,323	39,164	19,710	11,048
A24 Lyndonville	474,835	118,481	356,354	283,759	80,191	34,538	21,771
A25 So. Hero	318,721	79,528	239,193	195,192	49,100	25,686	14,622
A26 Killington	976,906	243,759	733,147	594,261	154,513	68,795	44,841
A27 Richmond	249,072	62,149	186,923	149,373	41,534	20,176	11,373
A28 Springfield	628,538	156,833	471,705	378,485	103,275	45,241	28,757
A29 Rochester	104,348	26,037	78,311	63,111	16,869	9,818	4,712
A30 Montgomery	106,655	26,613	80,042	66,131	15,617	10,486	4,874
A31 Milton	329,910	82,319	247,591	196,403	56,465	25,368	15,109
A32 Brandon	306,889	76,575	230,314	185,230	49,993	24,072	14,135
A33 Bradford	318,427	79,454	238,973	191,515	52,552	24,363	14,622
A34 Stamford	176,109	43,943	132,166	106,790	28,193	15,034	8,123
A35 Vergennes	458,357	114,370	343,987	278,413	72,906	34,767	20,958

**DETAIL OF OUTLET OPERATIONS
FOR FISCAL YEAR ENDING JUNE 30, 1997**

	Sales Total	Tax	Net Sales	Cost of Goods	Gross Income	Outlet Expense	Other Expense
A36 White River	370,325	92,404	277,921	223,746	60,099	27,418	16,897
A37 Windsor	236,279	58,957	177,322	141,460	39,642	18,689	10,885
A38 Bristol	227,785	56,837	170,948	137,286	37,306	18,481	10,398
A39 Shelburne	837,061	208,864	628,197	502,294	139,293	60,722	38,342
A40 Bellows Falls	182,027	45,420	136,607	108,895	30,624	14,703	8,286
A41 West Dover	472,135	117,808	354,327	286,473	75,407	35,446	21,608
A42 Derby Ctr.	290,721	72,541	218,180	174,911	47,920	23,043	13,322
A43 North Troy	107,178	26,743	80,435	64,058	18,091	10,108	4,874
A44 Fairfax	164,537	41,055	123,482	98,603	27,511	14,499	7,473
A46 Shelburne Rd	944,291	235,620	708,671	566,351	157,426	67,687	43,216
A47 Fair Haven	550,210	137,289	412,921	333,113	88,610	41,276	25,182
A48 Pownal	520,984	129,996	390,988	320,715	78,607	40,453	23,883
A49 St Johnsbury	560,831	139,939	420,892	338,866	90,997	40,746	25,670
A50 Woodstock	537,036	134,002	403,034	328,271	83,354	38,590	24,695
A51 North Ave	409,240	102,114	307,126	244,741	68,932	30,760	18,684
A52 Townshend	54,507	13,601	40,906	32,766	9,431	4,789	2,879
A53 Essex Ctr	595,713	148,643	447,070	361,915	94,685	43,111	27,294
A54 Chelsea	58,983	14,717	44,266	35,038	10,236	5,942	3,530
A55 W. Brattleboro	854,754	213,279	641,475	514,481	140,667	60,939	39,155
A56 Wallingford	322,757	80,535	242,222	194,623	52,762	24,674	14,785
A57 Ludlow	483,657	120,683	362,974	296,048	74,663	36,077	22,096
A58 W. Rutland	293,573	73,253	220,320	174,716	50,300	23,492	13,485
A59 Middlebury	841,006	209,849	631,157	508,093	136,517	60,889	38,505
A60 Tafts Corner	84,349	21,047	63,302	51,081	13,559	6,986	4,230
A61 Pearl Street	1,149,904	286,925	862,979	685,893	195,481	81,754	52,639
A62 Essex Jct	456,019	113,786	342,233	276,023	73,505	34,379	20,958
A63 Stowe	1,005,275	250,837	754,438	613,787	156,732	71,934	46,141
A64 Jay	54,096	13,498	40,598	33,366	8,097	6,126	2,437
A65 Bennington	1,472,941	367,530	1,105,411	894,541	234,432	107,172	67,586
A66 Brattleboro	229,735	57,324	172,411	137,526	38,560	17,971	10,560
A67 Montpelier	665,937	166,164	499,773	397,276	113,150	48,786	30,544
A68 St Albans Cty	540,479	134,861	405,618	324,530	89,734	39,961	24,857
A69 St Albans Twn	404,790	101,003	303,787	240,993	69,269	30,832	18,521
A70 Newport	635,534	158,578	476,956	382,531	104,591	47,986	29,082
A71 Manchester	1,442,636	359,967	1,082,669	887,566	218,180	105,381	66,124
A72 Rutland	1,273,468	317,757	955,711	768,484	205,177	91,528	51,502
A73 S. Burlington	1,122,128	279,994	842,134	682,893	176,778	82,113	76,866
A74 Rutland Town	613,615	153,109	460,506	373,306	96,948	44,485	27,064
A75 Barre	1,208,999	301,670	907,329	721,212	207,597	83,926	50,070

EDUCATION

ENFORCEMENT

LICENCING

**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, 1997 a total of 11,658 inspections were made at 3104 licensed premises. Of the 3104 premises licensed during fiscal year 1997, 656 were new applications which necessitated special investigations by the Liquor Control Investigators.

During fiscal year ending June 30, 1997, 1,396 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, 1997, the Liquor Control Board sent warning letters relative to 166 violations of the alcohol beverage laws and regulations observed by Investigators in their visits to licensed premises.

The Liquor Control Board revoked 1 license and imposed suspensions on 103 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 1997, of the 103 licensees who received suspensions, 94 requested waivers and accepted suspensions of their license(s) without formal hearing.

During fiscal year ended June 30, 1997, 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 suspended 95 licenses for sale of alcoholic beverages to minors and the suspensions averaged six days. Ninety-two (92) of these suspensions were a result of alcohol compliance testing, which was instituted by the Liquor Control Board last year.

Additionally, during fiscal year ending June 30, 1997, 263 investigations of alleged violations of the Tobacco Law were made by Liquor Control Investigators, resulting in 150 administrative fines imposed by the Liquor Control Commissioner. 15 letters of warning were issued and 52 were cited to appear in court for either sale of tobacco without a license or sale of tobacco to a person under the age of eighteen. No action was taken on 7 cases and 39 cases are still pending.

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 on April 30th of each year.

Manufacturers and/or Rectifier's License	Year	\$ 150.00
Fourth Class License for Vinous Beverages Authorizes a 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 other 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 or locate a tobacco vending machine on the 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 local control commissioners.

Type of License	APPROVED				DISAPPROVED			
	Years Ended June 30				Years Ended June 30			
	1994	1995	1996	1997	1994	1995	1996	1997
First Class	1,260	1,299	1,521	1439	0	0	4	0
First Class (Club)	115	115	113	115				
First Class (Boat)	4	5	6	6				
First Class (Dining Car)	1	1	1	1				
Second Class	1,222	1,254	1,241	1254	0	1	1	0
Third Class:					0	0	4	0
Hotel (Yearly)	159	152	147	144				
Hotel (6 Months)	24	17	25	19				
Restaurant (Yearly)	601	531	443	487				
Restaurant (6 Months)	97	98	84	75				
Club (Yearly)	105	106	104	104				
Club (6 Months)	10	9	9	10				
Cabaret (Yearly)	80	215	415	372				
Cabaret (6 Months)	18	19	92	65				
Dining Car	1	1	1	1				
Boat Yearly			1	4				
Boat (6 Months)	2	4	4	1				
Druggist Permit	0	0	0	0				
Wholesale Dealer	13	15	16	21				
Malt Beverages	39	46	46	52				
Vinous Beverages	116	132	136	152				
Solicitor Permit	357	462	460	515				
Wholesale Alcohol Permits	5	5	6	5				
Mfg's or Rect's License	11	17	21	36				
Caterer's Permit	160	171	174	201				
Special Events Permit	14	11	12	19				
Festival Permit	0	0	0	1				
4th Class Vinous	3	4	3	7				
TOTALS	4,417	4,689	5,081	5106	0	1	9	0

LICENSES SUSPENDED - YEARS ENDED JUNE 30

Type of License:	1993	1994	1995	1996	1997
First Class	16	9	8	15	9
Second Class	14	13	6	9	94
Third Class: Hotel	2	0	0	0	0
Restaurant	8	5	4	6	1
Club	0	1	0	0	0
Cabaret	6	6	4	9	8
Wholesale Dealer	0	0	0	0	0
Solicitor Permit	1	0	0	0	0
TOTALS	47	34	22	39	112

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.

All licensees should demand presentation of a Liquor Control Adult Identification Card, a Vermont photographic driver's license, a United States military identification card, a Vermont photographic non-driver identification card, or a valid passport before sale of alcoholic beverages to a person of questionable age.

During fiscal year 1997, the Department issued 657 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	247	Fines (total of \$17,970)	149
False ID application	2	Court Action/Diversion	67
Misrepresent age to procure	34	Cited by other agencies	2
Miscellaneous	16	Court Action Pending	73
	<hr/>		<hr/>
Totals	299		299

**INVESTIGATIONS AND PROSECUTION OF MINORS
FOR SALE OF TOBACCO PRODUCTS TO MINORS**

Selling/furnishing tobacco	align="right">13	Court Action/Fines (\$355.00)	4
		Court Action/Diversion	7
		Court Action Pending	2

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 Seminar. The 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 1997, actively participated in the national youth program D.A.R.E. (Drug Abuse Resistance Education). Three Liquor Control Investigators conducted classes in 10 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 1997 this program was conducted sixteen times at locations including, but not limited to, the Reggae Festival, Lollapalooza Concert, Spring Fling. Hundreds of contacts were made, resulting in 188 arrests for possession/procurement of alcohol, sale/furnishing alcohol to minors.

Cops in Shops™ Program

During the year, Liquor Control Investigators conducted 21 Cops in Shops programs involving 16 different stores or patrol areas, making 157 contacts. They issued eighteen (18) court citations, two Vermont traffic tickets, and referred two juvenile cases. The citations were issued for misrepresenting age to procure alcohol or tobacco, sale or furnishing alcohol to minors.

P.O.P. (Public Outreach Program)

During Fiscal Year 1997 the Education, Licensing & Enforcement Division spent 45 days providing information and education at 18 locations, reaching over 100,000 parents, students, teachers, and the general public at locations including Home Shows, Public Safety Awareness Days, three State and County Fairs, Wellness Days, Health Fairs, state conventions of the PTA and Drivers Education teachers, Law Enforcement Day, DARE Fundraisers, Kids Festivals/Fun Days, County Field Days, etc

HOOLA

The program was presented during the year at 13 different elementary schools, reaching 980 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, YMCA and Boy Scout summer camps, etc. Over 15,000 people were exposed to the program at the non-school locations. Also during Fiscal Year 1997, training sessions were conducted throughout the state and a total of 185 high school and college students were trained to present the program in schools.

Teenage Liquor Law Awareness - Liquor Control Investigators presented the program 70 times at 35 schools or sites through the state, reaching a total of over 2,500 high school age students.

ASAP - Investigators conducted 453 seminars, providing training to 3,356 licensees and their employees.

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

Alcohol Law & Regulation Violations

Sell/furnish/serve minors	208
Serve intoxicated patrons/allow to consume & loiter on premises	52
Fail to control conduct of patrons	27
Illegal importation	4
Hours of Sale violations	3
Serving multiple drinks	5
Employees drinking on duty	5
Unlawful advertising	10
Education regulations	13
Invalid/illegal corporations	4
Failure to keep records	10
Sell/furnish without a license	8
Gambling/unlawful activity	12
Wholesale Dealer regulations	6
Misrepresent on license application	12
Club regulations	5
Happy hour violations	4
Other law/regulation violations	32
Pending from FY 1996	<u>15</u>
Total	435

Action Taken

Letters of Warning	168
Liquor Control Board Action Suspensions or Fines	109
Court Action/Fines (\$5,618.)	19
Court Action/Diversion	28
Court Action Pending	21
Dismissed by States Attorney	3
Referred to other agencies	7
No Action/unfounded/out of business/unfounded	53
Action Pending FY 1997	27
	<u> </u>
Total	435

Tobacco Law Violations

Sale to underage persons	230
Sale without a license	6
Other violations	10
Cases pending from FY 1996	4
	<u> </u>
Total	250

Administrative Fines (\$19,300.)	150
Warning Letters	15
Court Action/Fines (\$ 2,875.)	25
Court Action/Diversion	14
No Action/dismissed	7
Action Pending FY 1997	<u>39</u>
	<u> </u>
Total	250

LICENSE FEES COLLECTED FOR FISCAL YEAR 1997

License Type:	Amount	Fee	Total Collected
1st Class License: (Paid to Town/City)	1,439 x	100.00	= 143,900.00
1st Class Club License: (Paid to Town/City)	115 x	100.00	= 11,500.00
2nd Class License: (Paid to Town/City)	1,254 x	50.00	= 62,700.00
3rd Class Restaurant:	487 x	400.00	= 194,800.00
3rd Class Restaurant - half year:	75 x	250.00	= 18,750.00
3rd Class Hotel:	144 x	400.00	= 57,600.00
3rd Class Hotel - half year:	19 x	250.00	= 4,750.00
3rd Class Club:	104 x	400.00	= 41,600.00
3rd Class Club - half year:	10 x	250.00	= 2,500.00
3rd Class Cabaret:	372 x	400.00	= 148,800.00
3rd Class Cabaret - half year:	65 x	250.00	= 16,250.00
Wholesale Dealer License:	21 x	600.00	= 12,600.00
Malt License:	52 x	1,500.00	= 78,000.00
Vinous License:	152 x	200.00	= 30,400.00
Solicitor Permit:	515 x	10.00	= 5,150.00
1st Class Boat License:	6 x	100.00	= 600.00
3rd Class Boat License:	4 x	400.00	= 1,600.00
3rd Class Boat License - half year:	1 x	250.00	= 250.00
Manufacturer:	36 x	150.00	= 5,400.00
Special Events Permit:	19 x	25.00	= 475.00
Caterer's Permit:	201 x	100.00	= 20,100.00
1st Class Dining Car:	1 x	100.00	= 100.00
3rd Class Dining Car	1 x	400.00	= 400.00
Fourth Class Vinous	7 x	50.00	= 350.00
Festival Permit	1 x	50.00	= 50.00
<i>Total Paid to Town/City:</i>			218,100.00
<i>Total Paid to State:</i>			640,525.00
Grand Totals:			\$858,625.00
Wholesale Alcohol - no fee	5		
Total Licenses Issued:	5106		

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 1997

Retail Outlets	Address
1 Poultney	Preseau's Place, 29 Main Street
2 BartonPierce	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 AlburgAlburg	Beverage Market, 136 Main Street
9 Arlington	Arlington Variety, 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 BethelMcCullough'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	Reed's Beverage, 9 1/2 Conant Street
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

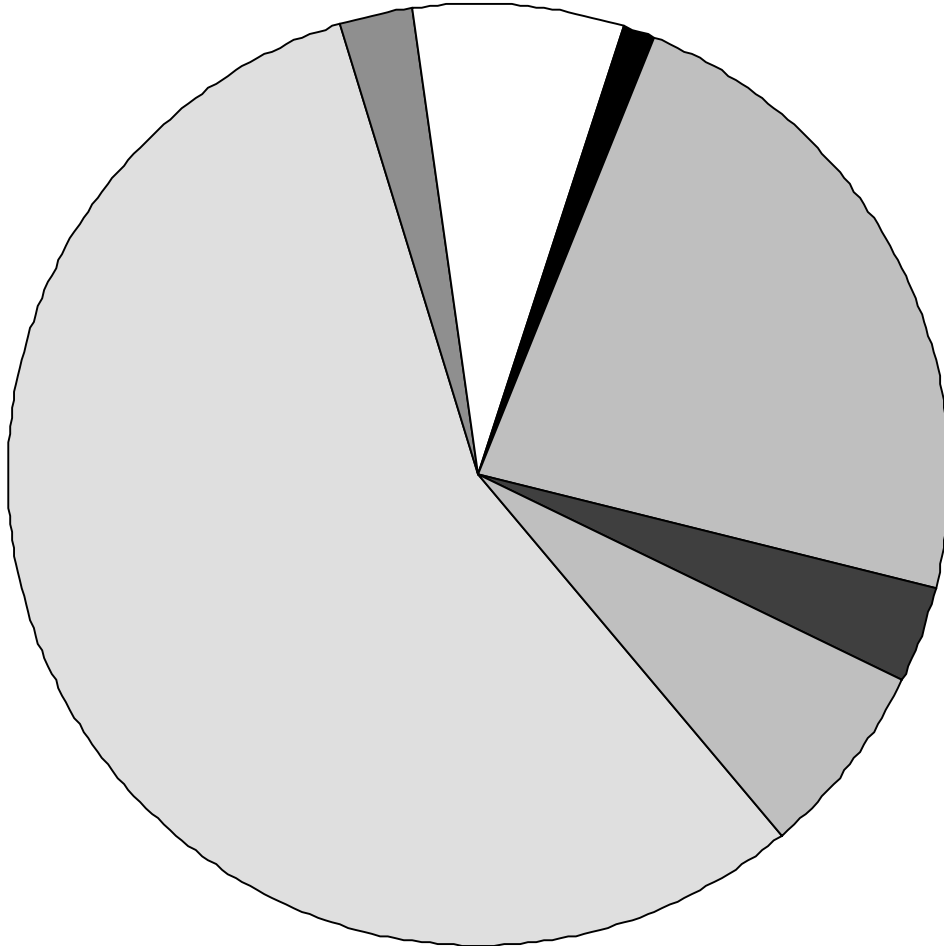
LOCATION OF VERMONT STATE LIQUOR OUTLETS

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
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	W. Brattleboro	Discount Beverage, Route 9
56	Wallingford	Wallingford Country Store & Deli, 19 Main St.
57	Ludlow	Lawlor and Son, Route 103, South
58	W. 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	J & D Enterprises, A & P Plaza, Rt. 15
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	Capital Market, 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, 19 Gable Place

NUMBER OF POSITIONS

	<u>6-30-1997</u>	<u>6-30-1996</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
STORES:	0	9
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	0
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
Clerk C	2	2
Secretary C	1	1
Clerk B	1	1
TOTALS:	53	61

DISTRIBUTION OF RETAIL SALES
\$35,438,481
FISCAL YEAR ENDING JUNE 30, 1997



- Cost of Goods Sold**
- Administrative Expenses**
- Retail Outlet Expenses**
- Warehouse & Recycling Expenses**
- General Fund Revenue**
- Education, Licensing & Enforcement**
- Alcohol and Drug Abuse Program**