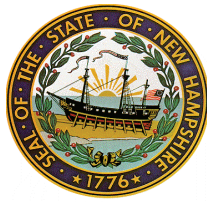


NEW HAMPSHIRE STATE LIQUOR COMMISSION

ANNUAL REPORT AND STATISTICAL SECTION
FISCAL YEAR JUNE 30, 2007





STATE OF NEW HAMPSHIRE

John H. Lynch

GOVERNOR

Executive Council

Raymond S. Burton

FIRST DISTRICT

John D. Shea

SECOND DISTRICT

Beverly A. Hollingworth

THIRD DISTRICT

Raymond J. Wieczorek

FOURTH DISTRICT

Debora Pignatelli

FIFTH DISTRICT

NEW HAMPSHIRE STATE LIQUOR COMMISSION

Commissioner
Patricia T. Russell

Chairman
Anthony C. Maiola

Commissioner
Mark M. Bodi

Chief of Administration
Craig W. Bulkley

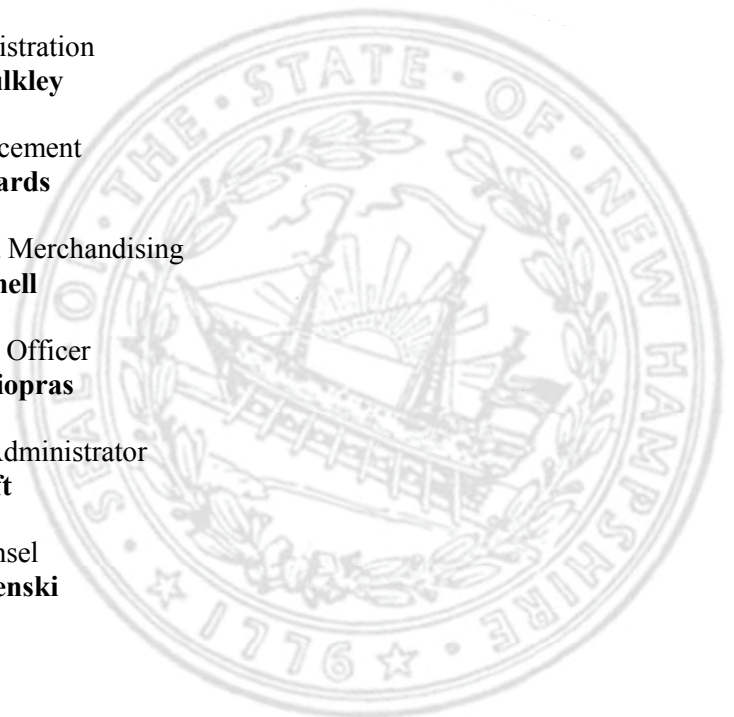
Chief of Enforcement
Eddie Edwards

Chief of Marketing and Merchandising
John Bunnell

Chief Financial Officer
George P. Tsiopras

Human Resources Administrator
Evie Taft

Legal Counsel
Steven Slovenski



**NEW HAMPSHIRE STATE LIQUOR COMMISSION (NHSLC)
ANNUAL REPORT AND STATISTICAL SECTION
FOR THE FISCAL YEAR ENDED JUNE 30, 2007**

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INTRODUCTORY SECTION

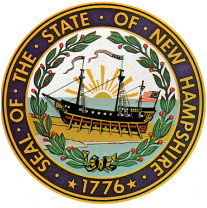


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\$120
OCTOBER 15-28
get
gift card **\$20**

Spring
for **\$120** of
wine & spirits
get a
free
\$20 gift
card



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State Of New Hampshire

LIQUOR COMMISSION

Storrs Street
P.O. Box 503
Concord, N.H. 03302-0503

Anthony C. Maiola
Chairman
(603) 271-3133

Patricia T. Russell
Commissioner
(603) 271-3131

Mark M. Bodi
Commissioner
(603) 271-3132

January 7, 2008

To: His Excellency the Governor and the Honorable Council, and
The Citizens of the State of New Hampshire

We are pleased to submit the Annual Report and Statistical Section of the New Hampshire State Liquor Commission as of and for the fiscal year ended June 30, 2007. It covers the results of operations from July 1, 2006 through June 30, 2007 and marks the 73rd year of operations for the Liquor Commission. The Liquor Commission Bureau of Administrative Services prepared this report. Responsibility for both the accuracy of the financial data along with the completeness and fairness of the presentation, including all disclosures, rests with the management of the Liquor Commission. To the best of our knowledge and belief, the enclosed data is accurate in all material respects and is reported in a manner designed to present fairly the financial position, results of operations and cash flows of the Liquor Commission.

This report is divided into three sections: introductory, financial and statistical. The introductory section includes a transmittal letter. The financial section contains the management's discussion and analysis (MD&A) and the financial statements. The statistical section includes relevant financial statistical information.

The Governmental Accounting Standards Board Statement No. 34 requires that management provide a narrative introduction, overview and analysis to accompany the basic financial statements in the form of MD&A. This letter of transmittal is intended to complement MD&A and should be read in conjunction with it.

The financial activity of the Liquor Commission is included within the State's Comprehensive Annual Financial Report. This annual report presents all activities of the Commission in a single enterprise fund and does not include data or information related to any other state agency or fund.

This report aims to summarize our many accomplishments over the past year, as well as our objectives for the future. We welcome your comments, questions and suggestions, and appreciate your continued support. This annual report may also be viewed on the State of New Hampshire – Liquor Commission web site located at <http://www.nh.gov/liquor/2007annualreport.pdf>.

Message From the Governor

On behalf of the people of New Hampshire, I want to thank the Commission and its staff for their continued dedication and commitment to the people of New Hampshire and their service to our many customers from around the world.

The New Hampshire Liquor Commission, under the authority granted to it by the New Hampshire Legislature, is directly responsible for regulating the sale, distribution, and consumption of alcoholic beverages in the state. In the past year, the Commission has also increased its efforts to reduce the incidence of underage drinking by partnering with local communities and law enforcement, and has created greater awareness about the danger of alcohol abuse.

With more than 8.7 million customers a year from across the state and around the nation, the work of the New Hampshire Liquor Commission continues to be a challenging one. This report outlines the financial performance and achievements of the Commission during the past year.

My special thanks to Chairman Anthony Maiola who will be retiring from the Commission following 18 years of dedicated service. Commissioner Maiola epitomizes the very best in public service and his contributions to the Commission will have a lasting, positive impact.



A handwritten signature in black ink, which reads "John H. Lynch". The signature is fluid and cursive.

GOVERNOR JOHN H. LYNCH

Chairman's Message

Fiscal year 2007 was another record-breaking year for the New Hampshire Liquor Commission. This year, total sales increased approximately \$21 million to \$443.7 million and profits were up \$3.0 million from fiscal year 2006.

While these impressive numbers point to our long commitment of offering value and a wide variety of premium and value brand wines and spirits, none of this extraordinary success could have been possible without the hard work and dedication of our employees.

So, on behalf of my fellow Commissioners, I'd like to take this opportunity to thank all of our employees for their service and contribution. Their work not only benefits the Liquor Commission, but also the State of New Hampshire.

In closing, it is with a great sense of honor and privilege that I conclude my service to the Commission and begin my retirement on January 15, 2008. My heartfelt thanks to our employees who have made my nearly two decades of service so professionally and personally gratifying.



A handwritten signature in black ink, which reads "Anthony C. Maiola". The signature is cursive and somewhat stylized.

ANTHONY C. MAIOLA, CHAIRMAN

FINANCIAL SECTION



HOLIDAY Great Gifts

Buy NOW SAVE NOW

Something for everyone on your list*
(including yourself!)

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MANAGEMENT'S DISCUSSION AND ANALYSIS

The management of the New Hampshire State Liquor Commission (the Liquor Commission) offer the readers of the financial statements this narrative overview and analysis of the financial activities of the Liquor Commission for the fiscal year ended June 30, 2007. We encourage readers to consider the information presented herein along with additional information we have furnished in our letter of transmittal, as well as the Liquor Commission's financial statements.

Overview

National prohibition was repealed in 1933 by the Twenty-First Amendment to the U.S. Federal Constitution. This provided each state freedom to adopt its own system of alcoholic beverage control. As a result, the New Hampshire State Liquor Commission was established in 1933 pursuant to Chapter 99, NH Laws of 1933. New Hampshire State liquor laws are codified in RSAs 175 through 180 and cover the establishment of the Commission, liquor store operations, liquor licenses and fees, beverage distributor contracts, and enforcement.

The Liquor Commission regulates the manufacture, possession, sale, consumption, importation, use, storage, transportation and delivery of wine, spirits, and malt or brewed beverages in New Hampshire. All sales of wine and spirits in New Hampshire, with the exception of wines sold by licensees of the Liquor Commission and direct shippers, are made through the wine and spirits stores operated by the Liquor Commission. These include both retail sales to individual consumers and wholesale sales to licensed establishments where wine and spirits are either sold and consumed on the licensed premise or sold and consumed off the licensed premise. In addition to liquor sales, the Liquor Commission collects license fees for the manufacturing, sale, transportation, or warehousing of alcoholic beverages and taxes on beer sold by wholesale distributors and beverage manufacturers equal to \$.30 per gallon sold to retailers in New Hampshire, in accordance with RSA 178:26.

The Liquor Commission is comprised of three members who are appointed by the Governor with the consent of the Executive Council. Commissioners are appointed to six-year terms with no more than two commissioners belonging to the same political party. Pursuant to RSA 176:3, the Liquor Commission's primary duties are to optimize profitability, maintain proper controls, assume responsibility for effective and efficient operations, and provide service to customers. The Liquor Commission is also statutorily required to enforce the laws and regulations governing the purchase, consumption, and maintenance of proper control over alcoholic beverages through the State of New Hampshire, in addition to monitoring youth access to tobacco products.

The Liquor Commission was reorganized into three bureaus, pursuant to Chapter 106, Laws of 1996, including: the Bureau of Enforcement, Licensing and Education; the Bureau of Marketing and Sales; and the Bureau of Administrative Services. The Bureau of Enforcement, Licensing and Education is responsible for the day-to-day activities of the Liquor Commission's enforcement and licensing functions; the Bureau of Marketing and Sales oversees the Liquor Commission's functions related to marketing, merchandising, purchasing, store operations, warehousing and distribution; and the Bureau of Administrative Services oversees all aspects of the Liquor Commission's administrative functions to include accounting, financial management, data processing, management information systems, human resources and contracting.

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

The Liquor Commission is responsible for the accounting and reporting of the Liquor Fund. The Liquor Fund is an enterprise fund which receives revenues primarily from the sale of goods through State Liquor Stores, fees from licensees and fines, and penalties from rule or law violations. The Liquor Fund serves as a pass-through account for receipts which are transferred to the General Fund on a daily basis. General Fund appropriations are provided to cover costs associated with the operation and administration of all Liquor Commission functions including the enforcement of the liquor laws and regulations. Although the Liquor Commission is classified as an enterprise fund in the State's Comprehensive Annual Financial Report, its operations are supported with General Fund appropriations.

Discussion of Basic Financial Statements

The activities of the Liquor Commission are accounted for on a fiscal year basis, comprised of twelve fiscal months ending on June 30th of each year. The Liquor Commission is accounted for as an enterprise fund, reporting all financial activity, assets, and liabilities using the accrual basis of accounting.

The financial statements prepared by the Liquor Commission include the Statement of Net Assets; Statement of Revenues, Expenses and Changes in Fund Net Assets; Statement of Cash Flows.

The Statement of Net Assets provides information about assets and liabilities and reflects the financial position at the fiscal year end. The Statement of Revenues, Expenses and Changes in Fund Net Assets reports the operating revenue activity and the expenses related to such activity for the fiscal year. The Statement of Cash Flows outlines the cash inflows and outflows relating to the operations for the fiscal year. These statements provide current and long-term information about the Liquor Commission's financial position.

The financial statements present the financial position of only the Liquor Commission. The following is a discussion on the current year results of operations for the Liquor Commission.

Financial Highlights

- The Liquor Commission deposited \$454.9 million into the State's General Fund during fiscal year 2007.
- Net sales increased by \$20.6 million or 5.0% over the previous fiscal year to more than \$436.1 million.
- Liquor Commission operations earned net profits for the State of New Hampshire totaling \$105.8 million in fiscal year 2007, an increase of \$3.0 million or 2.92% over the previous fiscal year.

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

Financial Analysis**Net Assets and Changes in Net Assets**

RSA 176:16 requires that "all gross revenue derived by the Liquor Commission from the sale of liquor, or from license fees, shall be deposited into the general funds of the state. The expenses of administration and all other expenditures provided for in this title shall be paid by the state treasurer on warrants of the governor with the advice and consent of council." As a result, the net assets of the Liquor Commission consist solely of capital assets, net of related debt.

The following is a condensed statement of net assets as of June 30, 2007 and 2006 (in thousands).

	(Amounts in thousands)	
	2007	2006
ASSETS:		
Current Assets	\$ 43,384	\$ 48,553
Noncurrent Assets (net of accumulated depreciation)	13,010	13,405
Total Assets	56,394	61,958
LIABILITIES:		
Current Liabilities	41,120	46,614
Non-current Liabilities	2,882	2,791
Total Liabilities	44,002	49,405
NET ASSETS:		
Invested in Capital Assets, net of related debt	12,392	12,553
Total Net Assets	\$ 12,392	\$ 12,553

Transfers

The Liquor Commission is required by law to deposit all gross revenue into the General Fund and pay all costs from the General Fund, as a result, the change in net assets does not reflect the actual results of Liquor operations. The results of Liquor operations are more accurately reflected by the amount of net transfers made to the General Fund. During fiscal year 2007, the Liquor Commission made net transfers of \$106.0 million to the General Fund, an increase of \$2.6 million, or 2.5% over fiscal year 2006 transfers. This increase represents an increase in sales and profitability during fiscal year 2007.

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

Assets

- The Liquor Commission ended fiscal year 2007 with a total of \$43.4 million in current assets, including \$22.3 million in wine and spirits inventory for resale.
- The Liquor Commission's total investment in fixed assets is \$32.1 million with accumulated depreciation of \$19.1 million netting to \$13.0 million invested in capital assets.
- In total, assets decreased from \$61.9 million in fiscal year 2006 to \$56.4 million in fiscal year 2007 due primarily to a decrease in Due From Other Funds resulting from a decrease in Accounts Payable at the end of the fiscal year.
- Return on Assets decreased slightly from the previous year but remained strong at 178.8% in fiscal year 2006 as compared to other control states in the nation.

Liabilities

- Total liabilities were down \$5.4 million from the previous year. This was the result of decrease in the age of trade accounts payable.

	(Amounts in thousands)	
	<u>2007</u>	<u>2006</u>
Accounts Payable	\$ 36,769	\$ 41,945
Accrued Payroll	1,577	1,229
Compensated Absences	3,327	3,319
Deferred Income	1,842	2,060
Other Liabilities	487	852
Total Liabilities	<u>\$ 44,002</u>	<u>\$ 49,405</u>

Funding

- The Liquor Commission receives an annual appropriation from the General Fund to meet its day-to-day operations as provided for in RSA 176. Any additional year end requirements/payables are supported by Due from Other Funds.

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

Revenues

The primary source of revenue for the Liquor Commission is derived from the retail and wholesale sales of wine and spirits from the seventy-seven wine and spirit stores located throughout the State of New Hampshire. The Liquor Commission attributes the growth in sales to (a) the positive impact of recent marketing initiatives designed to create excitement and to drive consumers to our clean and well merchandised outlet stores, and (b) an excellent selection coupled with competitive pricing.

In addition, the Liquor Commission also generates revenues from other sources including beer tax, licensing, warehouse bailment, sweepstakes sales, and direct shipping permits.

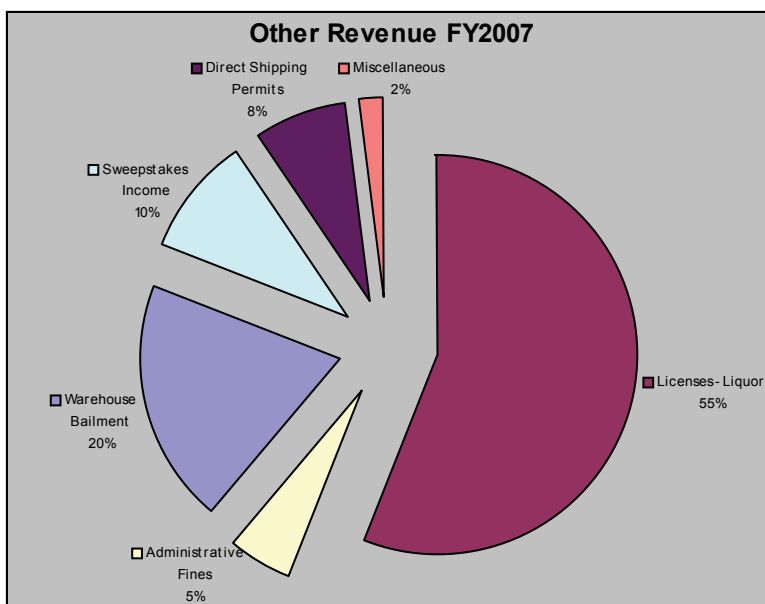
The beer tax and permit revenues have been relatively flat over the previous five years and decreased slightly in fiscal year 2007 under the trend to .81% versus the previous fiscal year. Liquor licenses increased 12.7% in fiscal year 2007 over the previous fiscal year and warehouse bailment increased by 7.8% over the same period.

The Liquor Commission's warehousing operations generate bailment revenues, which are fees charged to vendors for the storage of product in the warehouse in anticipation of the purchase. The Liquor Commission does not own inventory stored in the warehouses; the Liquor Commission purchases the inventory when needed to fulfill store requirements. This policy minimizes the Liquor Commission's investment in inventories while still fulfilling our requirement to adequately supply stores and meet consumer demands. Due to limited State-owned warehousing space, the Liquor Commission contracts with a private warehouse in Nashua for the majority of the State's warehouse bailment and transportation needs. The Concord warehouse stores approximately 19.0% of the Liquor Commission's wine and spirit codes physically stored in the State. This generated \$1.1 million in bailment revenues for the fiscal year ended June 30, 2007.

The direct shipping permit program continues to increase as many new suppliers have surfaced and increased the variety of products available for our consumers. This program allows New Hampshire residents to order and have wine and/or spirits shipped from anywhere in the nation to their homes. Revenues from this program increased by 31.1% from the prior fiscal year.

Sweepstakes income increased 7.2% over the previous fiscal year due to cooperative programs between the Liquor Commission and the NH Lottery Commission specifically aimed at increased sales of sweeps tickets in our retail store locations. During the year, the instant tickets received greater exposure at the point of sale which contributed greatly to the increases.

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)



Net Sales Increased 5.0% Over the Previous Year

1. Net sales increased \$20.6 million over the previous year as a result of the Liquor Commission's aggressive marketing and merchandising efforts and competitive prices. Throughout the year the Liquor Commission created excitement for our customers with targeted in-store promotions and creative merchandising campaigns utilizing all forms of advertising and the Internet, which translated into increased sales and profits. With approximately 21,024 dedicated email addresses and an aggressive goal of 100,000 addresses in two years, the web has proven to be very effective in its delivery of special values to our customers.
2. Increased Sunday hours of operations in targeted locations throughout the State also provided additional sales throughout the year. During this fiscal year, the Liquor Commission increased the number of stores open on Sundays from forty-six to fifty.
3. The continued success of innovative marketing programs and wine tastings conducted, helped to increase the product knowledge of our customers and ultimately increased sales.

Cost of Goods Sold/Gross Margin

1. Cost of Goods Sold increased slightly in fiscal year 2007 to 72.7% from 72.1% of sales in the previous fiscal year. Gross profits from sales increased to \$119.3 million up over 3.4 million from the previous fiscal year. Currently, there are over 2,056 spirit and 11,379 wine products in the system. Today, most stores supply the top 1,000 wine and spirit products and provide convenient access to the remaining products in the system.

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

Operating Expenses

1. Operating expenses excluding cost of goods sold, decreased slightly to 7.4% of sales from 7.5% in the previous fiscal year, while increasing by \$1.2 million, primarily due to a decrease in depreciation, advertising, and workers compensation expense, and slower growth of payroll and benefit expense.
2. In total at the end of fiscal year 2007, the Liquor Commission lapsed unexpended appropriations back to the General Fund totaling just over \$1.1 million or approximately 3.0% of the total appropriation for the year ended June 30, 2007.

	(Amounts in thousands)	
	2007	2006
Operating Revenue		
Charges for Sales and Services	\$ 436,135	\$ 415,532
Operating Expenses		
Cost of Sales and Services	316,888	299,718
Administration	31,299	29,804
Depreciation	897	1,179
Total Operating Expenses	<u>349,084</u>	<u>330,701</u>
Operating Income	<u>87,051</u>	<u>84,831</u>
NonOperating Revenues (Expenses)		
Licenses	3,697	3,224
Beer Taxes	12,520	12,624
Miscellaneous	2,565	2,150
Total NonOperating Revenues	<u>18,782</u>	<u>17,998</u>
Income Before Operating Transfers	<u>105,833</u>	<u>102,829</u>
Transfers Out to Governmental Fund	<u>(105,994)</u>	<u>(103,442)</u>
Change in Net Assets	(161)	(613)
Net Assets - July 1	<u>12,553</u>	<u>13,166</u>
Net Assets - June 30	<u>\$ 12,392</u>	<u>\$ 12,553</u>

Requests for Information

This annual report is designed to provide a general overview of the Liquor Commission's finances. Questions concerning any of the information presented in this report or requests for additional financial information should be addressed to the Chief Financial Officer, George Tsiopras at gtsiopras@liquor.state.nh.us.

NEW HAMPSHIRE STATE LIQUOR COMMISSION
STATEMENT OF NET ASSETS
JUNE 30, 2007
(Expressed in Thousands)

ASSETS**Current Assets:**

Cash	\$ 1,413
Receivables (Net of Allowances for Uncollectibles)	9,220
Due from Other Funds	10,463
Inventories	22,288
Total Current Assets	<u>43,384</u>

Noncurrent Assets:

Capital Assets:

Land	2,355
Land Improvements	877
Buildings	18,420
Building Improvements	1,498
Equipment	8,969
Less: Allowance for Depreciation and Amortization	<u>(19,109)</u>
Net Capital Assets	<u>13,010</u>
Total Noncurrent Assets	<u>13,010</u>
Total Assets	<u><u>56,394</u></u>

LIABILITIES**Current Liabilities:**

Accounts Payable	36,638
Accrued Payroll	1,577
Deferred Revenue	1,842
Claims and Compensated Absences Payable	932
Other Liabilities	131
Total Current Liabilities	<u>41,120</u>

Noncurrent Liabilities:

Claims and Compensated Absences Payable	2,395
Other Noncurrent Liabilities	487
Total Noncurrent Liabilities	<u>2,882</u>
Total Liabilities	<u>44,002</u>

NET ASSETS

Invested in Capital Assets, Net of Related Debt	<u>12,392</u>
Total Net Assets	<u><u>\$ 12,392</u></u>

**NEW HAMPSHIRE STATE LIQUOR COMMISSION
STATEMENT OF REVENUES, EXPENSES AND
CHANGES IN FUND NET ASSETS
FOR THE FISCAL YEAR ENDED JUNE 30, 2007
(Expressed in Thousands)**

OPERATING REVENUES

Charges for Sales and Services	\$ 436,135
Total Operating Revenues	<u>436,135</u>

OPERATING EXPENSES

Cost of Sales and Services	316,888
Administration	31,299
Depreciation	897
Total Operating Expenses	<u>349,084</u>
Operating Income	<u>87,051</u>

NONOPERATING REVENUES (EXPENSES)

Licenses	3,697
Beer Taxes	12,520
Miscellaneous	2,565
Total Nonoperating Revenues (Expenses)	<u>18,782</u>
Income Before Operating Transfers	<u>105,833</u>
Transfers Out to Governmental Fund	<u>(105,994)</u>
Change in Net Assets	(161)
Net Assets - July 1	<u>12,553</u>
Net Assets - June 30	<u>\$ 12,392</u>

NEW HAMPSHIRE STATE LIQUOR COMMISSION
STATEMENT OF CASH FLOWS
FOR THE FISCAL YEAR ENDED JUNE 30, 2007
(Expressed in Thousands)

CASH FLOWS FROM OPERATING ACTIVITIES	
Receipts from Customers	\$ 434,350
Payments to Suppliers	(18,140)
Payments to Employees	(333,533)
Payments for Interfund Services	(3,866)
Net Cash Provided (Used) by Operating Activities	<u>78,811</u>
CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES	
Transfers to Other Funds	(97,858)
Proceeds from Collection of Licenses and Beer Tax	16,217
Net Cash Provided (Used) for Noncapital and Related Financing Activities	<u>(81,641)</u>
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES	
Acquisition, Disposal and Construction of Capital Assets	(778)
Contributions from Other Funds	778
Net Cash Provided (Used) for Capital and Related Financing Activities	<u>-</u>
CASH FLOWS FROM INVESTING ACTIVITIES	
Other Income	2,573
Net Cash Provided (Used) by Investing Activities	<u>2,573</u>
Net Increase (Decrease) in Cash	(257)
Cash - July 1	1,670
Cash - June 30	<u>\$ 1,413</u>
Reconciliation of Operating Income (Loss) to Net Cash Provided (Used) by Operating Activities:	
Operating Income (Loss)	\$ 87,051
Adjustments to Reconcile Operating Income (Loss) to Net Cash Provided (Used) by Operating Activities:	
Depreciation	897
Change in Operating Assets and Liabilities:	
(Increase) Decrease in Receivables	(1,567)
(Increase) Decrease in Inventories	(2,167)
Increase (Decrease) in Accounts Payable and other Accruals	(5,185)
Increase (Decrease) in Deferred Revenue	(218)
Net Cash Provided (Used) by Operating Activities	<u>\$ 78,811</u>

STATISTICAL SECTION

FRIDAY SATURDAY SUNDAY
**AFTER THANKSGIVING
WEEKEND WINE SALE**
3 DAYS ONLY - NOV. 23-25
SAVE 20%
when you buy 12 bottles or more
of 375ml and 750ml
mixed or...



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New Hampshire State Liquor Commission

Comparative Balance Sheet

JUNE 30, 2007 AND JUNE 30, 2006 (unaudited)

(expressed in thousands)

	June 30, 2007	June 30, 2006	Comparative Increase / (Decrease)	
			\$	%
ASSETS:				
CURRENT ASSETS				
Cash and Cash Equivalents	\$ 1,413	\$ 1,670	\$ (257)	(15.39)
Receivables (Net of Allowances for Uncollectibles)	9,220	7,653	1,567	20.48
Due from Other Funds	10,463	19,109	(8,646)	(45.25)
Inventories	22,288	20,121	2,167	10.77
Total Current Assets	43,384	48,553	(5,169)	(10.65)
NONCURRENT ASSETS				
Land	2,355	2,355	-	-
Land Improvements	877	877	-	-
Buildings	13,795	13,775	20	0.15
Building Improvements	5,744	5,744	-	-
Construction in Progress	379	10	369	3,690.00
Equipment	8,969	9,007	(38)	(0.42)
Less Allowance for Depreciation and Amortization	(19,109)	(18,363)	(746)	4.06
Net Capital Assets	13,010	13,405	(395)	(2.95)
Total Noncurrent Assets	13,010	13,405	(395)	(2.95)
TOTAL ASSETS	56,394	61,958	(5,564)	(8.98)
LIABILITIES:				
CURRENT LIABILITIES				
Accounts Payable	36,638	41,945	(5,307)	(12.65)
Accrued Payroll	1,577	1,229	348	28.32
Deferred Revenue	1,842	2,060	(218)	(10.58)
Claims & Compensated Absences	932	1,145	(213)	(18.60)
Other Liabilities	131	235	(104)	(44.26)
Total Current Liabilities	41,120	46,614	(5,494)	(11.79)
NONCURRENT LIABILITIES				
Compensated Absences Payable & Uninsured Claims	2,395	2,174	221	10.17
Other Noncurrent Liabilities	487	617	(130)	(21.07)
Total Noncurrent Liabilities	2,882	2,791	91	3.26
Total Liabilities	44,002	49,405	(5,403)	(10.94)
NET ASSETS				
Invested in Capital Assets, net of related debt	12,392	12,553	(161)	(1.28)
Total Net Assets	\$ 12,392	\$ 12,553	\$ (161)	(1.28)

New Hampshire State Liquor Commission

Commonsize Comparative Income Statement

FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006 (unaudited)

	July 01, 2006 through June 30, 2007	July 01, 2005 through June 30, 2006	Commonsize		Comparative	
			% FY 07	% FY 06	Increase / (Decrease) \$	%
SALES						
Sales - Retail	\$ 307,472,230	\$ 293,704,148	70.50	70.68	\$ 13,768,082	4.69
Sales - On-Premise	53,479,293	51,423,269	12.26	12.38	2,056,024	4.00
Sales - Off-Premise	82,784,718	77,184,671	18.98	18.57	5,600,047	7.26
Total Sales	443,736,241	422,312,088	101.74	101.63	21,424,153	5.07
Less Discounts, Credit Card Fees, Etc.	(7,601,547)	(6,780,295)	(1.74)	(1.63)	(821,252)	12.11
Net Sales	436,134,694	415,531,793	100.00	100.00	20,602,901	4.96
COST OF SALES						
Inventory Change	(2,166,717)	4,091,316	(0.50)	0.98	(6,258,033)	(152.96)
Purchases - Net	316,558,868	293,335,457	72.58	70.59	23,223,411	7.92
Buy-In, Storage/Handling	787,941	723,282	0.18	0.17	64,659	8.94
Freight to Stores	1,707,853	1,567,884	0.39	0.38	139,969	8.93
Total Cost of Sales	316,887,945	299,717,939	72.66	72.13	17,170,006	5.73
Gross Profit From Sales	119,246,749	115,813,854	27.34	27.87	3,432,895	2.96
OTHER REVENUES						
Liquor Rep Fees	18,333	16,917	-	-	1,416	8.37
Licenses - Liquor	3,057,699	2,712,242	0.70	0.65	345,457	12.74
Check & Administrative Fines	286,756	188,771	0.07	0.05	97,985	51.91
Warehouse Bailment	1,086,924	1,008,682	0.25	0.24	78,242	7.76
Wine Tax	38,159	30,298	0.01	0.01	7,861	25.95
Sweepstakes Income	526,945	491,677	0.12	0.12	35,268	7.17
Inventory Information	5,112	5,232	-	-	(120)	(2.29)
Direct Shipping Permits	412,653	314,683	0.09	0.08	97,970	31.13
Processing/Investigation Fees	51,025	54,445	0.01	0.01	(3,420)	(6.28)
Miscellaneous	11,252	16,118	0.00	0.00	(4,866)	(30.19)
Total Other Revenues	5,494,858	4,839,065	1.26	1.16	655,793	13.55
Total Gross Profit	\$ 124,741,607	\$ 120,652,919	28.60	29.04	\$ 4,088,688	3.39

New Hampshire State Liquor Commission

Commonsize Comparative Income Statement

FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006 (unaudited)

	July 01, 2006 through June 30, 2007	July 01, 2005 through June 30, 2006	Commonsize % FY 07 FY 06		Comparative Increase / (Decrease) \$ %	
OPERATING EXPENSES						
Office of the Commissioners	\$ 637,236	\$ 565,094	0.15	0.14	\$ 72,142	12.77
Information Technology	1,481,008	1,266,514	0.34	0.30	214,494	16.94
Financial Management	1,327,969	1,253,096	0.30	0.30	74,873	5.98
Merchandising Administration	628,178	613,416	0.14	0.15	14,762	2.41
Purchasing	72,344	69,897	0.02	0.02	2,447	3.50
Human Resources	139,499	117,743	0.03	0.03	21,756	18.48
Store Operations	23,441,669	22,412,492	5.37	5.39	1,029,177	4.59
Warehouse	939,414	936,862	0.22	0.23	2,552	0.27
Depreciation Expenses -						
▪ Office of the Commission	58,950	75,617	0.01	0.02	(16,667)	(22.04)
▪ Information Technology	115,817	258,853	0.03	0.06	(143,036)	(55.26)
▪ Financial Management	5,493	6,033	-	-	(540)	(8.95)
▪ Marketing	-	18	-	-	(18)	(100.00)
▪ Human Resources	-	-	-	-	-	-
▪ Store Operations	580,620	671,003	0.13	0.16	(90,383)	(13.47)
▪ Warehouse	25,760	39,200	0.01	0.01	(13,440)	(34.29)
Total Expenses	29,453,957	28,285,838	6.75	6.81	1,168,119	4.13
Net Profit -						
▪ Liquor Operations	95,287,650	92,367,081	21.85	22.23	2,920,568	3.16
▪ Beer Operations	10,161,667	10,216,847	2.33	2.46	(55,180)	(0.54)
Loss - Disposal of Fixed Assets	(7,970)	(20,828)	-	(0.01)	12,858	(61.73)
Fixed Assets - Capital Funds	391,597	267,098	0.09	0.06	124,500	46.61
Total Net Profit	105,832,944	102,830,198	24.27	24.75	3,002,745	2.92
Transfer to General Fund	(105,993,580)	(103,442,743)	(24.30)	(24.89)	(2,550,837)	2.47
Change in Net Assets	(160,636)	(612,545)	(0.04)	(0.15)	451,908	(73.78)
Net Assets July 1	12,552,967	13,165,512	2.88	3.17	(612,545)	(4.65)
Net Assets June 30	\$ 12,392,331	\$ 12,552,967	2.84	3.02	\$ (160,637)	(1.28)
NOTE:						
Beginning Inventory	\$ 20,121,231	\$ 24,212,547	-----		\$ (4,091,316)	
Inventory Change	2,166,717	(4,091,316)	-----		6,258,033	
Ending Inventory	\$ 22,287,948	\$ 20,121,231	-----		\$ 2,166,717	

New Hampshire State Liquor Commission

Commonsize Comparative Income Statement - Enforcement

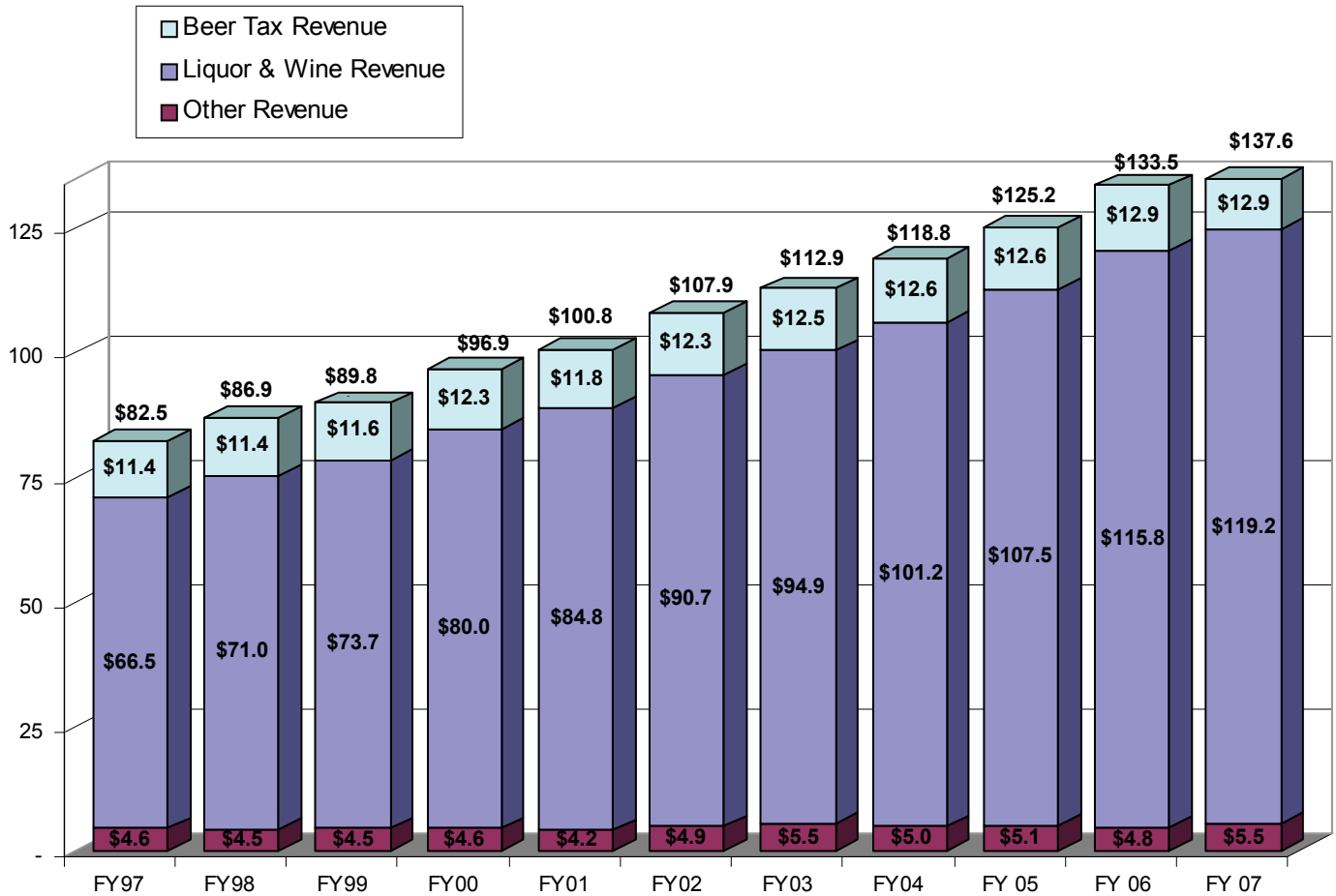
FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006 (unaudited)

BEER OPERATIONS:	July 01, 2006 through June 30, 2007	July 01, 2005 through June 30, 2006	Commonsize		Comparative	
<u>REVENUES</u>			% FY 07	% FY 06	Increase / (Decrease) \$	%
Beer Tax	\$ 12,470,074	\$ 12,572,269	96.64	97.36	\$ (102,195)	(0.81)
Wine Cooler Tax	27,861	30,150	0.22	0.23	(2,289)	(7.59)
Distilled Spirits Tax	21,649	21,984	0.17	0.17	(335)	(1.52)
Beer Permits	207,928	180,382	1.61	1.40	27,546	15.27
Miscellaneous - Grants	175,637	108,869	1.36	0.84	66,768	61.33
Total Revenues	12,903,149	12,913,654	100.00	100.00	(10,505)	(0.08)
<u>OPERATING EXPENSES</u>						
Regulation - Enforcement	1,671,050	1,553,392	12.95	12.03	117,658	7.57
Regulation - Licensing	727,434	658,407	5.64	5.10	69,027	10.48
Regulation - Education	84,524	117,674	0.66	0.91	(33,150)	(28.17)
Miscellaneous - Grants	148,429	170,487	1.15	1.32	(22,058)	(12.94)
Depreciation - Enforcement	103,905	111,051	0.81	0.86	(7,146)	(6.43)
Depreciation - Licensing	1,501	7,371	0.01	0.06	(5,870)	(79.64)
Depreciation - Grants	4,639	9,372	0.04	0.07	(4,733)	(50.50)
Total Expenses	2,741,482	2,627,754	21.25	20.35	113,728	4.33
Net Profit From Beer Operations	\$ 10,161,667	\$ 10,285,900	78.75	79.65	\$ (124,233)	(1.21)

New Hampshire State Liquor Commission
Five Year Comparative Income Statement- FY 2003 To FY 2007 (unaudited)
(Expressed In Thousands)

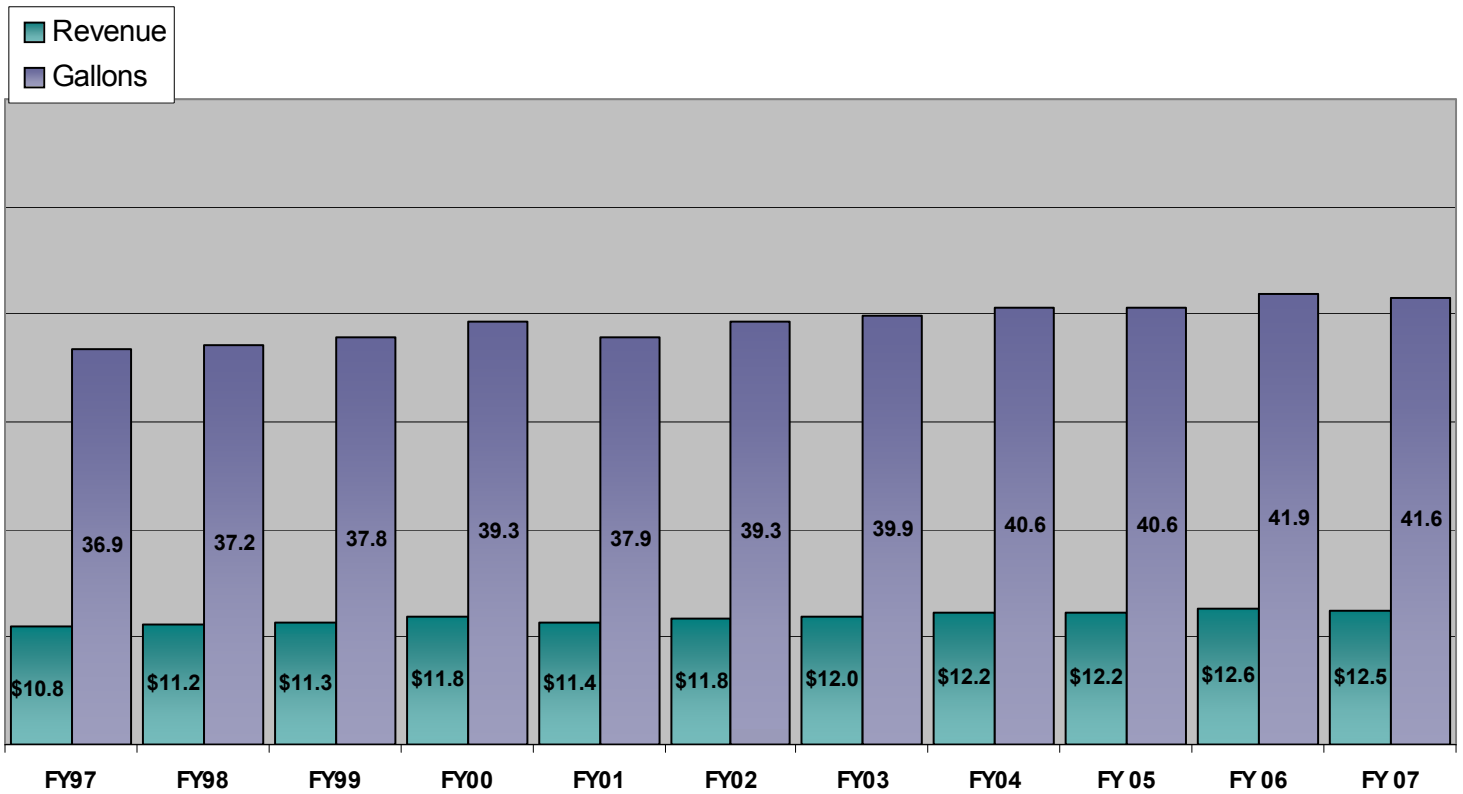
	<u>FY 2007</u>	<u>FY 2006</u>	<u>FY 2005</u>	<u>FY 2004</u>	<u>FY 2003</u>
<u>SALES</u>					
Sales - Retail	\$ 307,472	\$ 293,704	\$ 281,517	\$ 263,313	\$ 246,560
Sales - On-Premise	53,479	51,423	48,439	47,470	44,120
Sales - Off-Premise	82,785	77,185	71,351	66,435	60,057
Total Sales	443,736	422,312	401,307	377,218	350,737
Less Discounts, CC fees, Etc	(7,602)	(6,780)	(8,971)	(7,544)	(6,003)
Net Sales	436,134	415,532	392,336	369,674	344,734
Cost of Goods Sold	316,888	299,718	284,866	268,427	249,850
Gross Profit from Sales	119,246	115,814	107,470	101,247	94,884
<u>OTHER REVENUES</u>					
Liquor and Wine Licenses	3,058	2,712	3,024	2,848	2,919
Liquor Rep Fees	18	17	16	8	4
Sweepstakes Income	527	492	376	481	445
Miscellaneous	1,892	1,618	1,670	1,641	2,161
Total Other Revenues	5,495	4,839	5,086	4,978	5,529
Total Gross Profit	124,741	120,653	112,556	106,225	100,413
<u>OPERATING EXPENSES</u>					
Office of Commission	637	565	569	503	497
Information Technology	1,481	1,267	1,351	894	979
Financial Management	1,328	1,253	1,147	1,197	1,258
Merchandising Administration	628	613	583	529	541
Purchasing	72	70	62	61	58
Human Resources	140	118	107	51	125
Store Operations	23,442	22,412	20,647	19,345	19,380
Warehouse	939	936	812	806	758
Depreciation	787	1,052	1,324	1,493	1,502
Total Operating Expenses	29,454	28,286	26,602	24,879	25,098
Net Profit Liquor Operations	95,287	92,367	85,954	81,346	75,315
<u>BEER OPERATIONS:</u>					
Revenue - Beer Tax and Permits	12,903	12,914	12,572	12,566	12,500
Expenses - Enforc., Licens. & Educ.	(2,631)	(2,569)	(2,235)	(2,370)	(2,070)
Depreciation	(110)	(128)	(134)	(122)	(116)
Net Profit Beer Operations	10,162	10,217	10,203	10,074	10,314
Gain or (Loss) on Capital Assets	(8)	(21)	(18)	(2)	(14)
Capital Assets - Capital Funds	392	267	1,787	-	-
TOTAL NET PROFIT	\$ 105,833	\$ 102,830	\$ 97,926	\$ 91,418	\$ 85,615

**NEW HAMPSHIRE STATE LIQUOR COMMISSION
FY1997 TO FY2007 REVENUE (unaudited)**



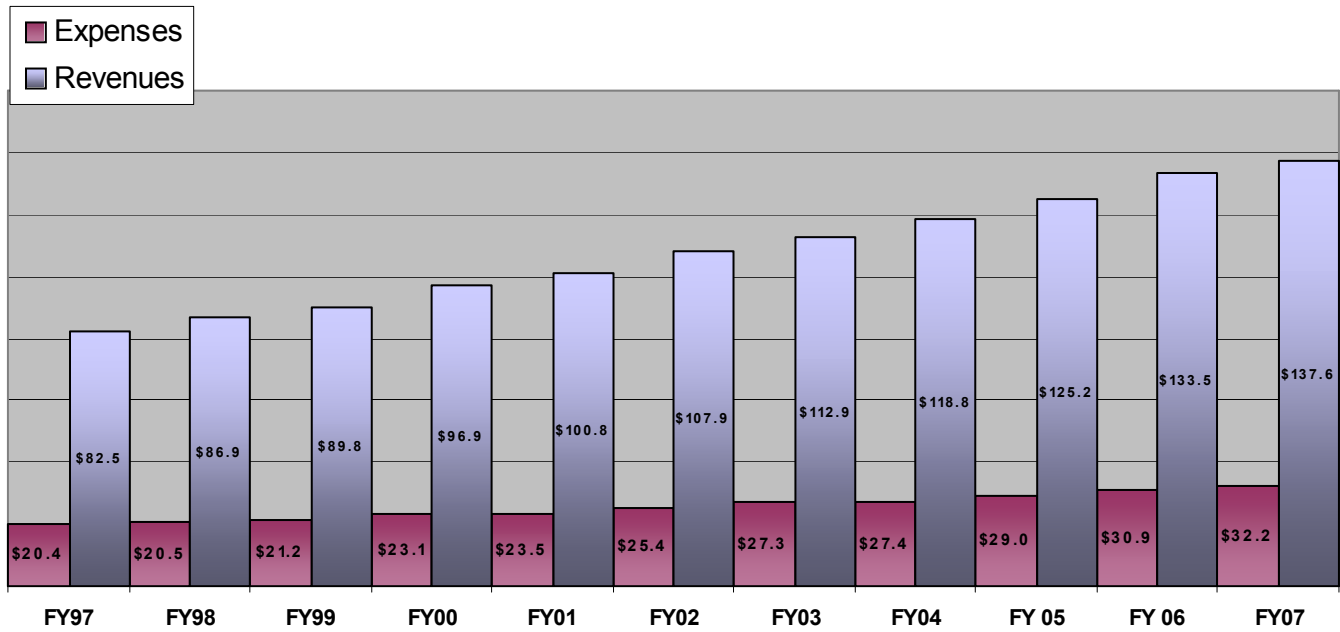
Revenues: (millions)	FY97	FY98	FY99	FY00	FY01	FY02	FY03	FY04	FY05	FY06	FY07
Liquor & Wine Revenue	\$66.5	\$71.0	\$73.7	\$80.0	\$84.8	\$90.7	\$94.9	\$101.2	\$107.5	\$115.8	\$119.2
Other Revenue	4.6	4.5	4.5	4.6	4.2	4.9	5.5	5.0	5.1	4.8	5.5
Beer Tax Revenue	11.4	11.4	11.6	12.3	11.8	12.3	12.5	12.6	12.6	12.9	12.9
Total Revenue:	\$82.5	\$86.9	\$89.8	\$96.9	\$100.8	\$107.9	\$112.9	\$118.8	\$125.2	\$133.5	\$137.6

**NEW HAMPSHIRE STATE LIQUOR COMMISSION
FY1997 TO FY2007 BEER REVENUE AND GALLONAGE (unaudited)**



Beer Tax	FY97	FY98	FY99	FY00	FY01	FY02	FY03	FY04	FY05	FY06	FY07
Millions	\$11.1	\$11.2	\$11.3	\$11.8	\$11.4	\$11.8	\$12.0	\$12.2	\$12.2	\$12.6	\$12.5
gallons	36.9	37.2	37.8	39.3	37.9	39.3	39.9	40.6	41.0	41.5	41.6

**NEW HAMPSHIRE STATE LIQUOR COMMISSION
FY1997 TO FY2007 REVENUE AND EXPENSES (unaudited)**



(Millions)	FY97	FY98	FY99	FY00	FY01	FY02	FY03	FY04	FY05	FY06	FY07
Revenues:	\$82.5	\$86.9	\$89.8	\$96.9	\$100.8	\$107.9	\$112.9	\$118.8	\$125.2	\$133.5	\$137.6
Expenses:	\$20.4	\$20.5	\$21.2	\$23.1	\$23.5	\$25.4	\$27.3	\$27.4	\$29.0	\$30.9	\$32.2

New Hampshire State Liquor Commission

Total Operating Expenses

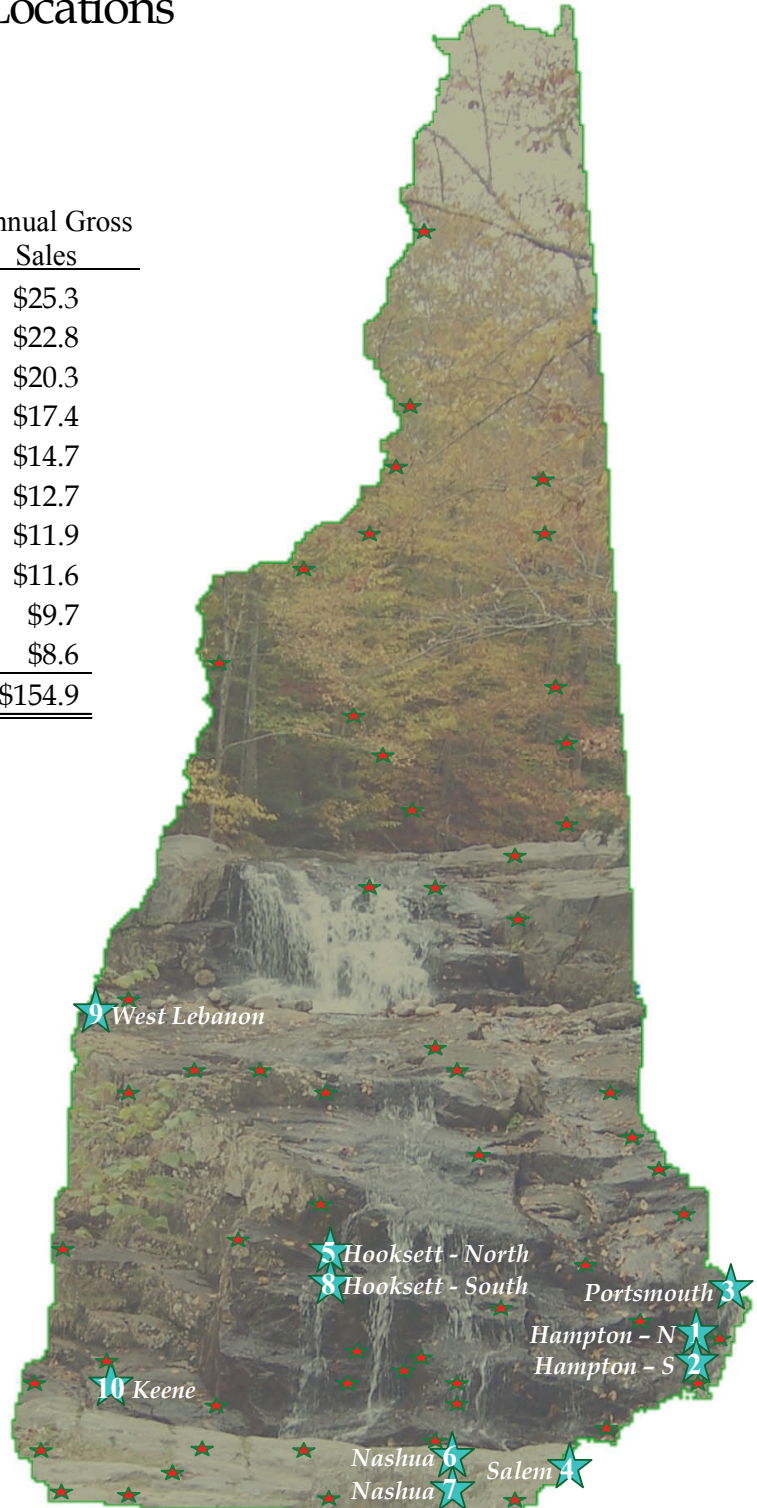
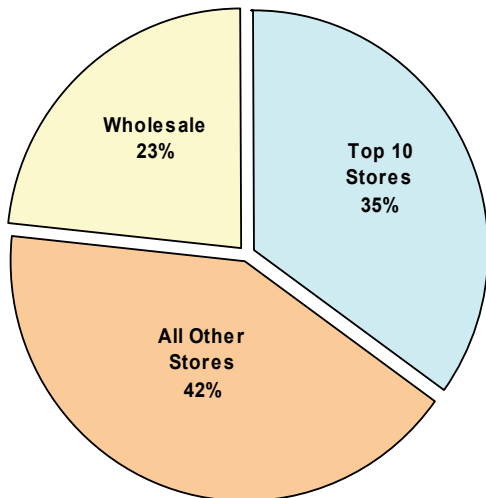
FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006

OPERATING EXPENSES:	JUNE 30, 2007	JUNE 30, 2006	INCREASE / (DECREASE)	
			AMOUNT	%
Personnel Services - Permanent	\$10,737,624.47	\$10,418,369.03	\$319,255.44	3.06
Personnel Services - Temporary	4,318,579.89	4,060,293.53	258,286.36	6.36
Personnel Services - Overtime	947,005.01	858,594.46	88,410.55	10.30
Personnel Services - Holiday	170,184.28	161,958.71	8,225.57	5.08
Commissioners Salaries	258,417.45	259,013.20	(595.75)	(0.23)
Consultants	(922.29)	-	(922.29)	100.00
Transfer to Data Center	1,481,007.73	1,385,305.57	95,702.16	6.91
Supplies	538,658.00	410,603.77	128,054.23	31.19
Publications	7,026.80	7,736.76	(709.96)	(9.18)
Clothing	47,794.46	22,808.79	24,985.67	109.54
Heat, Electricity, Water	1,071,433.49	995,441.26	75,992.23	7.63
Telephone	109,101.42	121,274.97	(12,173.55)	(10.04)
Postage and Freight	59,917.21	58,073.55	1,843.66	3.17
Printing and Binding	68,575.14	87,431.67	(18,856.53)	(21.57)
Contract Repairs-Buildings&Grounds	116,598.48	98,605.20	17,993.28	18.25
Equipment Repairs	444,895.04	302,442.02	142,453.02	47.10
License/Maintenance Software	3,175.01	850.00	2,325.01	273.53
Repairs - Buildings and Grounds	64,123.73	30,084.77	34,038.96	113.14
Advertising	1,208,114.77	1,219,936.04	(11,821.27)	(0.97)
Rents & Rentals	77,935.78	63,364.96	14,570.82	23.00
Rents - Stores	2,021,325.79	1,956,669.00	64,656.79	3.30
Insurance	6,476.63	6,887.96	(411.33)	(5.97)
Membership Fees	2,860.00	2,925.00	(65.00)	(2.22)
Educational/Development Training	7,432.00	10,327.00	(2,895.00)	(28.03)
Rental/Lease - Office Equipment	14,202.95	(98,124.71)	112,327.66	(114.47)
Trash Removal Services	128,690.61	114,907.00	13,783.61	12.00
Snow Removal Services	135,835.25	139,833.25	(3,998.00)	(2.86)
Janitorial Services	55,145.00	47,474.00	7,671.00	16.16
Equipment	188,735.41	156,769.08	31,966.33	20.39
Vehicles New	11,446.81	-	11,446.81	100.00
Benefits	5,930,511.75	5,837,869.14	92,642.61	1.59
Employee Assistance Program	10,000.00	10,000.00	-	-
Vehicle Maintenance	26,525.73	13,218.46	13,307.27	100.67
Travel - In-State	138,931.79	154,828.28	(15,896.49)	(10.27)
Travel - Out-of-State	2,958.06	2,298.32	659.74	28.71
Indirect Costs to Admin. Services	362,377.57	258,214.60	104,162.97	40.34
Workmen's Compensation	511,566.17	608,735.76	(97,169.59)	(15.96)
Unemployment Compensation	13,067.48	12,565.44	502.04	4.00
Miscellaneous	1,319.03	6,541.98	(5,222.95)	(79.84)
Registration fees	100.00	-	100.00	100.00
TOTAL OPERATING EXPENSES:	\$31,298,753.90	\$29,804,127.82	\$1,494,626.08	5.01
Depreciation	896,685.00	1,178,518.00	(281,833.00)	(23.91)
TOTAL EXPENSES:	\$32,195,438.90	\$30,982,645.82	\$1,212,793.08	3.91

NHSLC Top 10 Sales Locations

Store Locations (unaudited)
(Sales in Millions)

	Annual Gross Sales
1. Hampton - North	\$25.3
2. Hampton - South	\$22.8
3. Portsmouth Traffic Circle	\$20.3
4. Salem	\$17.4
5. Hooksett - North	\$14.7
6. Nashua - Coliseum Ave	\$12.7
7. Nashua - DW Highway	\$11.9
8. Hooksett - South	\$11.6
9. West Lebanon	\$9.7
10. Keene	\$8.6
Total:	<u><u>\$154.9</u></u>



New Hampshire State Liquor Commission

Total Sales by Location

FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006

ST #	LOCATION	JUNE 30, 2007	JUNE 30, 2006	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 07	FY 06	FY 07	FY 06
1	CONCORD	\$4,887,928.64	\$4,827,302.24	\$60,626.40	1.26	1.11	1.15	19	16
2	CHESTERFIELD	3,566,759.17	3,428,771.33	137,987.84	4.02	0.81	0.82	29	29
3	MANCHESTER	1,483,669.57	1,544,583.40	(60,913.83)	(3.94)	0.34	0.37	61	58
4	HOOKSETT	2,719,129.78	2,735,361.20	(16,231.42)	(0.59)	0.62	0.65	36	36
5	BERLIN	1,036,907.28	989,587.68	47,319.60	4.78	0.24	0.24	69	68
6	PORTSMOUTH	5,124,808.02	5,171,268.82	(46,460.80)	(0.90)	1.16	1.23	16	15
7	LITTLETON	4,230,974.81	3,948,477.23	282,497.58	7.15	0.96	0.94	24	24
8	CLAREMONT	3,034,784.60	2,836,233.02	198,551.58	7.00	0.69	0.68	33	34
9	DOVER	4,608,373.02	4,345,851.83	262,521.19	6.04	1.04	1.04	21	22
10	MANCHESTER	2,954,134.59	2,698,997.26	255,137.33	9.45	0.67	0.64	34	38
11	LEBANON	3,261,046.96	3,296,906.36	(35,859.40)	(1.09)	0.74	0.79	31	31
12	CENTRE HARBOR	2,411,236.58	2,081,104.50	330,132.08	15.86	0.55	0.50	45	51
13	SOMERSWORTH	1,729,651.88	1,705,778.04	23,873.84	1.40	0.39	0.41	56	57
14	ROCHESTER	3,870,957.08	3,615,657.12	255,299.96	7.06	0.88	0.86	27	27
15	KEENE	8,591,478.86	7,256,108.29	1,335,370.57	18.40	1.95	1.73	10	11
16	WOODSVILLE	1,156,894.25	1,118,519.22	38,375.03	3.43	0.26	0.27	67	66
17	FRANKLIN	1,381,932.21	1,312,095.60	69,836.61	5.32	0.31	0.31	63	62
18	COLEBROOK	1,142,682.11	1,084,123.58	58,558.53	5.40	0.26	0.26	68	67
19	PLYMOUTH	2,353,524.43	2,413,885.53	(60,361.10)	(2.50)	0.53	0.58	46	43
20	DERRY	2,852,232.19	2,737,563.89	114,668.30	4.19	0.65	0.65	35	35
21	PETERBOROUGH	2,647,459.30	2,615,319.82	32,139.48	1.23	0.60	0.62	40	39
22	BROOKLINE	2,591,861.88	2,344,066.98	247,794.90	10.57	0.59	0.56	42	45
23	CONWAY	7,256,240.77	6,845,717.38	410,523.39	6.00	1.65	1.63	12	13
24	NEWPORT	1,215,570.92	1,220,765.76	(5,194.84)	(0.43)	0.28	0.29	66	63
25	STRATHAM	4,963,765.36	4,755,472.81	208,292.55	4.38	1.13	1.13	17	18
26	GROVETON	475,884.60	566,458.57	(90,573.97)	(15.99)	0.11	0.14	75	74
27	NASHUA	2,217,994.19	2,172,983.15	45,011.04	2.07	0.50	0.52	50	48
28	SEABROOK-BCH	917,877.95	824,950.63	92,927.32	11.26	0.21	0.20	71	71
29	WHITEFIELD	474,425.13	475,066.61	(641.48)	(0.14)	0.11	0.11	76	75
30	MILFORD	2,619,531.71	2,842,830.06	(223,298.35)	(7.85)	0.59	0.68	41	33
31	MANCHESTER	2,338,715.80	2,380,404.78	(41,688.98)	(1.75)	0.53	0.57	47	44
32	NASHUA	1,493,053.71	-	1,493,053.71	100.00	0.34	-	60	76
33	MANCHESTER	4,814,171.24	4,820,982.73	(6,811.49)	(0.14)	1.09	1.15	20	17
34	SALEM	17,410,509.60	16,353,198.63	1,057,310.97	6.47	3.95	3.90	4	4
35	HILLSBORO	1,630,657.83	1,424,180.48	206,477.35	14.50	0.37	0.34	58	61
36	JAFFREY	659,531.88	629,087.21	30,444.67	4.84	0.15	0.15	73	72
37	LANCASTER	889,361.32	863,877.89	25,483.43	2.95	0.20	0.21	72	70
38	PORTSMOUTH	20,313,692.27	19,325,262.75	988,429.52	5.11	4.61	4.61	3	3
39	WOLFEBORO	3,132,914.70	3,056,668.26	76,246.44	2.49	0.71	0.73	32	32
40	WALPOLE	1,906,304.26	1,905,387.44	916.82	0.05	0.43	0.45	52	53
41	SEABROOK	5,871,614.49	5,547,950.30	323,664.19	5.83	1.33	1.32	13	14
42	MEREDITH	2,654,257.27	2,703,446.83	(49,189.56)	(1.82)	0.60	0.65	39	37
43	FARMINGTON	1,439,099.42	1,442,080.85	(2,981.43)	(0.21)	0.33	0.34	62	60

New Hampshire State Liquor Commission

Total Sales by Location

FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006

ST #	LOCATION	JUNE 30, 2007	JUNE 30, 2006	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 07	FY 06	FY 07	FY 06
44	BRISTOL	\$1,281,465.00	\$1,215,188.29	\$66,276.71	5.45	0.29	0.29	64	64
45	PITTSFIELD	981,812.79	940,360.20	41,452.59	4.41	0.22	0.22	70	69
46	ASHLAND	1,513,547.28	1,459,937.27	53,610.01	3.67	0.34	0.35	59	59
47	N. WOODSTOCK	1,886,295.85	1,945,988.74	(59,692.89)	(3.07)	0.43	0.46	53	52
48	HINSDALE	5,198,790.85	6,922,593.00	(1,723,802.15)	(24.90)	1.18	1.65	15	12
49	PLAISTOW	7,497,267.61	7,496,796.12	471.49	0.01	1.70	1.79	11	10
50	NASHUA	11,888,435.64	11,014,591.22	873,844.42	7.93	2.70	2.63	7	8
51	PELHAM	2,678,387.43	2,576,501.38	101,886.05	3.95	0.61	0.61	38	40
52	GORHAM	1,845,046.33	1,787,077.02	57,969.31	3.24	0.42	0.43	55	55
53	HUDSON	2,559,791.99	2,521,757.15	38,034.84	1.51	0.58	0.60	43	42
54	GLEN	3,436,282.05	3,388,580.24	47,701.81	1.41	0.78	0.81	30	30
55	BEDFORD	5,459,819.77	4,546,333.66	913,486.11	20.09	1.24	1.08	14	20
56	GILFORD	4,305,145.50	4,062,737.09	242,408.41	5.97	0.98	0.97	23	23
57	OSSIPEE	1,876,682.53	1,811,576.94	65,105.59	3.59	0.43	0.43	54	54
58	GOFFSTOWN	2,243,801.85	2,178,757.44	65,044.41	2.99	0.51	0.52	49	47
59	MERRIMACK	1,930,436.43	2,083,546.32	(153,109.89)	(7.35)	0.44	0.50	51	50
60	W. LEBANON	9,681,815.76	9,494,369.91	187,445.85	1.97	2.20	2.27	9	9
61	FITZWILLIAM	605,680.44	615,485.88	(9,805.44)	(1.59)	0.14	0.15	74	73
62	RAYMOND	2,266,119.75	2,109,216.29	156,903.46	7.44	0.51	0.50	48	49
63	WINCHESTER	1,233,020.18	1,189,414.22	43,605.96	3.67	0.28	0.28	65	65
64	NEW LONDON	4,108,545.29	3,894,811.41	213,733.88	5.49	0.93	0.93	25	25
65	CAMPTON	353,401.54	-	353,401.54	100.00	0.08	-	77	76
66	HOOKSETT-NO	14,660,249.31	13,917,929.44	742,319.87	5.33	3.32	3.32	5	5
67	HOOKSETT-SO	11,614,085.77	11,143,949.56	470,136.21	4.22	2.63	2.66	8	7
68	N. HAMPTON	4,487,503.71	4,366,090.14	121,413.57	2.78	1.02	1.04	22	21
69	NASHUA	12,673,241.34	12,850,836.29	(177,594.95)	(1.38)	2.87	3.07	6	6
70	SWANZEY	1,650,865.97	1,724,011.70	(73,145.73)	(4.24)	0.37	0.41	57	56
71	LEE	3,679,268.17	3,516,076.90	163,191.27	4.64	0.83	0.84	28	28
72	CONCORD	4,029,639.80	3,672,800.21	356,839.59	9.72	0.91	0.88	26	26
73	HAMPTON-SO	22,813,698.66	21,183,029.52	1,630,669.14	7.70	5.17	5.05	2	2
74	LONDONDERRY	4,892,905.60	4,689,565.64	203,339.96	4.34	1.11	1.12	18	19
75	BELMONT	2,681,007.84	2,558,337.94	122,669.90	4.79	0.61	0.61	37	41
76	HAMPTON-NO	25,290,032.29	23,909,105.41	1,380,926.88	5.78	5.73	5.70	1	1
77	RINDGE	2,464,338.31	2,305,851.65	158,486.66	6.87	0.56	0.55	44	46
	TOTAL STORES	\$338,102,030.26	323,357,540.25	\$14,744,490.01	4.56	76.66	77.15		
900	WHSE-CONCORD	669,639.51	585,338.88	84,300.63	14.40	0.15	0.14		
905	WHSE-NASHUA	102,293,683.90	95,171,270.18	7,122,413.72	7.48	23.19	22.71		
	TOTAL WHSES	102,963,323.41	95,756,609.06	7,206,714.35	7.53	23.34	22.85		
	GRAND TOTAL	\$441,065,353.67	\$419,114,149.31	\$21,951,204.36	5.24	100.00	100.00		

New Hampshire State Liquor Commission

Sales by Type

FISCAL YEAR ENDED JUNE 30, 2007

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	DISCOUNTS	TOTAL
1	CONCORD	\$4,390,045.68	\$471,980.24	\$59,351.53	(\$33,448.81)	\$4,887,928.64
2	CHESTERFIELD	3,555,404.82	16,405.53	15,273.32	(20,324.50)	3,566,759.17
3	MANCHESTER	1,085,608.11	356,832.64	44,852.13	(3,623.31)	1,483,669.57
4	HOOKSETT	2,408,426.74	193,463.28	153,414.71	(36,174.95)	2,719,129.78
5	BERLIN	806,650.36	132,933.09	99,795.79	(2,471.96)	1,036,907.28
6	PORTSMOUTH	2,586,187.28	2,486,140.98	99,190.98	(46,711.22)	5,124,808.02
7	LITTLETON	3,555,071.06	617,411.31	93,266.45	(34,774.01)	4,230,974.81
8	CLAREMONT	2,617,824.38	409,301.37	28,829.17	(21,170.32)	3,034,784.60
9	DOVER	3,564,405.45	1,042,155.35	32,834.19	(31,021.97)	4,608,373.02
10	MANCHESTER	2,092,703.80	827,781.36	41,710.48	(8,061.05)	2,954,134.59
11	LEBANON	3,044,329.74	197,530.03	60,828.84	(41,641.65)	3,261,046.96
12	CENTRE HARBOR	2,170,777.44	221,986.41	44,899.92	(26,427.19)	2,411,236.58
13	SOMERSWORTH	1,536,031.00	191,217.32	6,777.77	(4,374.21)	1,729,651.88
14	ROCHESTER	3,270,919.01	584,825.96	26,325.93	(11,113.82)	3,870,957.08
15	KEENE	7,725,523.68	907,263.13	44,027.25	(85,335.20)	8,591,478.86
16	WOODSVILLE	1,110,619.60	38,773.23	11,065.80	(3,564.38)	1,156,894.25
17	FRANKLIN	1,209,389.84	154,654.15	19,975.20	(2,086.98)	1,381,932.21
18	COLEBROOK	861,509.20	181,666.06	102,565.76	(3,058.91)	1,142,682.11
19	PLYMOUTH	2,132,494.88	210,427.44	21,016.77	(10,414.66)	2,353,524.43
20	DERRY	2,462,464.71	363,468.18	39,130.37	(12,831.07)	2,852,232.19
21	PETERBOROUGH	2,371,647.16	277,494.50	29,629.89	(31,312.25)	2,647,459.30
22	BROOKLINE	2,515,893.54	74,596.81	20,480.12	(19,108.59)	2,591,861.88
23	CONWAY	5,875,614.52	1,305,522.12	133,354.08	(58,249.95)	7,256,240.77
24	NEWPORT	1,046,019.03	155,979.74	18,849.04	(5,276.89)	1,215,570.92
25	STRATHAM	4,354,353.96	611,631.81	41,770.62	(43,991.03)	4,963,765.36
26	GROVETON	454,751.64	15,514.37	6,219.01	(600.42)	475,884.60
27	NASHUA	1,754,595.08	423,661.45	45,853.03	(6,115.37)	2,217,994.19
28	SEABROOK-BCH	920,226.00	-	-	(2,348.05)	917,877.95
29	WHITEFIELD	367,249.44	65,515.37	43,493.13	(1,832.81)	474,425.13
30	MILFORD	2,278,730.14	317,887.05	37,554.39	(14,639.87)	2,619,531.71
31	MANCHESTER	2,161,488.91	150,746.54	32,213.38	(5,733.03)	2,338,715.80
32	NASHUA	1,444,185.69	63,094.24	560.50	(14,786.72)	1,493,053.71
33	MANCHESTER	3,331,635.39	1,480,233.07	31,990.65	(29,687.87)	4,814,171.24
34	SALEM	16,928,781.88	541,741.41	93,370.28	(153,383.97)	17,410,509.60
35	HILLSBORO	1,351,465.36	231,850.15	56,506.44	(9,164.12)	1,630,657.83
36	JAFFREY	521,419.12	134,835.94	8,436.12	(5,159.30)	659,531.88
37	LANCASTER	755,427.08	133,857.23	5,145.23	(5,068.22)	889,361.32
38	PORTSMOUTH	20,467,764.84	26,720.78	1,144.66	(181,938.01)	20,313,692.27
39	WOLFEBORO	2,788,697.33	347,722.16	30,646.46	(34,151.25)	3,132,914.70
40	WALPOLE	1,791,972.01	111,950.95	17,155.93	(14,774.63)	1,906,304.26
41	SEABROOK	5,071,677.21	767,304.14	55,300.62	(22,667.48)	5,871,614.49
42	MEREDITH	2,286,334.41	365,969.11	33,087.96	(31,134.21)	2,654,257.27
43	FARMINGTON	1,327,735.72	100,989.53	13,764.19	(3,390.02)	1,439,099.42

New Hampshire State Liquor Commission

Sales by Type

FISCAL YEAR ENDED JUNE 30, 2007

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	DISCOUNTS	TOTAL
44	BRISTOL	\$1,108,323.96	\$154,554.41	\$27,921.68	(\$9,335.05)	1,281,465.00
45	PITTSFIELD	900,341.89	43,573.58	40,255.03	(2,357.71)	981,812.79
46	ASHLAND	990,284.36	523,753.82	27,188.23	(27,679.13)	1,513,547.28
47	N. WOODSTOCK	1,286,739.60	592,041.97	21,872.19	(14,357.91)	1,886,295.85
48	HINSDALE	5,180,461.24	33,165.22	21,911.26	(36,746.87)	5,198,790.85
49	PLAISTOW	6,969,266.75	497,541.05	69,267.03	(38,807.22)	7,497,267.61
50	NASHUA	11,740,637.55	203,221.04	15,962.71	(71,385.66)	11,888,435.64
51	PELHAM	2,491,816.05	174,264.13	22,809.73	(10,502.48)	2,678,387.43
52	GORHAM	1,644,009.71	201,854.87	6,041.71	(6,859.96)	1,845,046.33
53	HUDSON	2,404,380.37	156,633.41	4,280.83	(5,502.62)	2,559,791.99
54	GLEN	2,458,617.73	953,436.23	66,008.34	(41,780.25)	3,436,282.05
55	BEDFORD	4,603,213.04	846,503.21	72,583.02	(62,479.50)	5,459,819.77
56	GILFORD	3,139,769.85	1,159,218.42	55,139.05	(48,981.82)	4,305,145.50
57	OSSIPEE	1,619,534.05	193,780.24	70,433.22	(7,064.98)	1,876,682.53
58	GOFFSTOWN	1,951,587.76	269,671.41	29,312.43	(6,769.75)	2,243,801.85
59	MERRIMACK	1,752,889.63	167,715.29	17,762.71	(7,931.20)	1,930,436.43
60	W. LEBANON	9,094,641.97	612,490.76	67,819.49	(93,136.46)	9,681,815.76
61	FITZWILLIAM	565,913.70	27,487.21	15,499.32	(3,219.79)	605,680.44
62	RAYMOND	1,865,743.36	345,489.36	62,592.10	(7,705.07)	2,266,119.75
63	WINCHESTER	1,195,677.22	42,247.78	164.29	(5,069.11)	1,233,020.18
64	NEW LONDON	3,502,332.53	628,088.67	45,360.38	(67,236.29)	4,108,545.29
65	CAMPTON	266,723.98	86,649.59	1,927.90	(1,899.93)	353,401.54
66	HOOKSETT-NO	14,574,215.75	148,798.45	33,563.40	(96,328.29)	14,660,249.31
67	HOOKSETT-SO	11,666,838.07	32,288.48	11,552.28	(96,593.06)	11,614,085.77
68	N. HAMPTON	3,738,023.15	740,033.26	57,531.85	(48,084.55)	4,487,503.71
69	NASHUA	11,441,339.38	1,329,117.35	81,483.44	(178,698.83)	12,673,241.34
70	SWANZEY	1,078,481.60	519,306.66	60,880.85	(7,803.14)	1,650,865.97
71	LEE	3,443,385.44	225,235.67	30,321.78	(19,674.72)	3,679,268.17
72	CONCORD	3,112,059.49	798,287.68	134,885.61	(15,592.98)	4,029,639.80
73	HAMPTON-SO	22,905,443.03	110,733.70	11,258.28	(213,736.35)	22,813,698.66
74	LONDONDERRY	4,428,351.58	460,285.65	23,813.42	(19,545.05)	4,892,905.60
75	BELMONT	2,137,682.88	527,277.06	26,839.30	(10,791.40)	2,681,007.84
76	HAMPTON-NO	25,476,113.04	46,303.68	10,999.57	(243,384.00)	25,290,032.29
77	RINDGE	2,372,125.11	83,578.52	19,337.05	(10,702.37)	2,464,338.31
	TOTAL STORES	307,461,017.06	30,245,663.36	3,066,237.57	(2,670,887.73)	338,102,030.26
	% OF TYPE	100.00	56.56	3.70	100.00	76.66
	% OF LOCATION	90.94	8.95	0.91	(0.79)	100.00
900	WHSE-CONCORD	11,213.32	(130.45)	658,556.64	-	669,639.51
905	WHSE-NASHUA	-	23,233,759.92	79,059,923.98	-	102,293,683.90
	TOTAL WHSES	11,213.32	23,233,629.47	79,718,480.62	-	102,963,323.41
	% OF TYPE		43.44	96.30		23.34
	% OF LOCATION	0.01	22.56	77.42		100.00
	GRAND TOTAL	\$307,472,230.38	\$53,479,292.83	\$82,784,718.19	(\$2,670,887.73)	\$441,065,353.67
	% OF TOTAL	69.71	12.13	18.77	(0.61)	100.00

New Hampshire State Liquor Commission

Retail Sales By Location

FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006

ST #	LOCATION	JUNE 30, 2007	JUNE 30, 2006	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 07	FY 06	FY 07	FY 06
1	CONCORD	\$4,390,045.68	\$4,221,946.60	\$168,099.08	3.98	1.43	1.44	17	15
2	CHESTERFIELD	3,555,404.82	3,425,541.61	129,863.21	3.79	1.16	1.17	21	21
3	MANCHESTER	1,085,608.11	1,165,370.67	(79,762.56)	(6.84)	0.35	0.40	64	59
4	HOOKSETT	2,408,426.74	2,297,649.93	110,776.81	4.82	0.78	0.78	37	37
5	BERLIN	806,650.36	774,462.46	32,187.90	4.16	0.26	0.26	71	70
6	PORTSMOUTH	2,586,187.28	2,552,709.60	33,477.68	1.31	0.84	0.87	32	31
7	LITTLETON	3,555,071.06	3,312,848.85	242,222.21	7.31	1.16	1.13	22	23
8	CLAREMONT	2,617,824.38	2,516,302.49	101,521.89	4.03	0.85	0.86	31	32
9	DOVER	3,564,405.45	3,436,417.75	127,987.70	3.72	1.16	1.17	20	20
10	MANCHESTER	2,092,703.80	1,884,495.10	208,208.70	11.05	0.68	0.64	47	49
11	LEBANON	3,044,329.74	2,985,807.46	58,522.28	1.96	0.99	1.02	29	27
12	CENTRE HARBOR	2,170,777.44	1,950,129.98	220,647.46	11.31	0.71	0.66	43	46
13	SOMERSWORTH	1,536,031.00	1,484,468.46	51,562.54	3.47	0.50	0.51	55	55
14	ROCHESTER	3,270,919.01	3,098,217.80	172,701.21	5.57	1.06	1.05	26	26
15	KEENE	7,725,523.68	6,553,958.37	1,171,565.31	17.88	2.51	2.23	10	12
16	WOODSVILLE	1,110,619.60	1,082,705.55	27,914.05	2.58	0.36	0.37	62	62
17	FRANKLIN	1,209,389.84	1,160,607.69	48,782.15	4.20	0.39	0.40	60	60
18	COLEBROOK	861,509.20	822,506.85	39,002.35	4.74	0.28	0.28	70	69
19	PLYMOUTH	2,132,494.88	2,130,774.10	1,720.78	0.08	0.69	0.73	46	44
20	DERRY	2,462,464.71	2,406,458.79	56,005.92	2.33	0.80	0.82	35	34
21	PETERBOROUGH	2,371,647.16	2,293,590.52	78,056.64	3.40	0.77	0.78	40	38
22	BROOKLINE	2,515,893.54	2,258,882.39	257,011.15	11.38	0.82	0.77	33	40
23	CONWAY	5,875,614.52	5,580,498.33	295,116.19	5.29	1.91	1.90	12	13
24	NEWPORT	1,046,019.03	1,033,302.95	12,716.08	1.23	0.34	0.35	66	64
25	STRATHAM	4,354,353.96	4,052,614.66	301,739.30	7.45	1.42	1.38	18	17
26	GROVETON	454,751.64	547,493.41	(92,741.77)	(16.94)	0.15	0.19	75	73
27	NASHUA	1,754,595.08	1,748,217.97	6,377.11	0.36	0.57	0.60	51	52
28	SEABROOK-BCH	920,226.00	827,719.86	92,506.14	11.18	0.30	0.28	68	68
29	WHITEFIELD	367,249.44	367,754.97	(505.53)	(0.14)	0.12	0.13	76	75
30	MILFORD	2,278,730.14	2,449,294.83	(170,564.69)	(6.96)	0.74	0.83	42	33
31	MANCHESTER	2,161,488.91	2,213,173.81	(51,684.90)	(2.34)	0.70	0.75	44	43
32	NASHUA	1,444,185.69	-	1,444,185.69	100.00	0.47	-	56	76
33	MANCHESTER	3,331,635.39	3,260,653.88	70,981.51	2.18	1.08	1.11	25	24
34	SALEM	16,928,781.88	15,876,352.26	1,052,429.62	6.63	5.51	5.41	4	4
35	HILLSBORO	1,351,465.36	1,209,123.42	142,341.94	11.77	0.44	0.41	57	58
36	JAFFREY	521,419.12	508,735.61	12,683.51	2.49	0.17	0.17	74	74
37	LANCASTER	755,427.08	745,016.52	10,410.56	1.40	0.25	0.25	72	71
38	PORTSMOUTH	20,467,764.84	19,551,239.82	916,525.02	4.69	6.66	6.66	3	3
39	WOLFEBORO	2,788,697.33	2,661,785.67	126,911.66	4.77	0.91	0.91	30	30
40	WALPOLE	1,791,972.01	1,816,920.19	(24,948.18)	(1.37)	0.58	0.62	50	50
41	SEABROOK	5,071,677.21	4,766,737.06	304,940.15	6.40	1.65	1.62	14	14
42	MEREDITH	2,286,334.41	2,244,839.63	41,494.78	1.85	0.74	0.76	41	41
43	FARMINGTON	1,327,735.72	1,308,446.55	19,289.17	1.47	0.43	0.45	58	56

New Hampshire State Liquor Commission

Retail Sales By Location

FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006

ST #	LOCATION	JUNE 30, 2007	JUNE 30, 2006	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 07	FY 06	FY 07	FY 06
44	BRISTOL	\$1,108,323.96	\$1,041,023.51	\$67,300.45	6.46	0.36	0.35	63	63
45	PITTSFIELD	900,341.89	867,606.80	32,735.09	3.77	0.29	0.30	69	67
46	ASHLAND	990,284.36	955,564.80	34,719.56	3.63	0.32	0.33	67	66
47	N. WOODSTOCK	1,286,739.60	1,267,690.10	19,049.50	1.50	0.42	0.43	59	57
48	HINSDALE	5,180,461.24	6,957,955.41	(1,777,494.17)	(25.55)	1.68	2.37	13	10
49	PLAISTOW	6,969,266.75	6,848,732.26	120,534.49	1.76	2.27	2.33	11	11
50	NASHUA	11,740,637.55	10,942,235.91	798,401.64	7.30	3.82	3.73	6	8
51	PELHAM	2,491,816.05	2,406,040.33	85,775.72	3.57	0.81	0.82	34	35
52	GORHAM	1,644,009.71	1,596,607.28	47,402.43	2.97	0.53	0.54	53	53
53	HUDSON	2,404,380.37	2,308,791.50	95,588.87	4.14	0.78	0.79	38	36
54	GLEN	2,458,617.73	2,292,990.57	165,627.16	7.22	0.80	0.78	36	39
55	BEDFORD	4,603,213.04	3,914,000.66	689,212.38	17.61	1.50	1.33	15	18
56	GILFORD	3,139,769.85	2,949,682.07	190,087.78	6.44	1.02	1.00	27	29
57	OSSIPEE	1,619,534.05	1,550,975.90	68,558.15	4.42	0.53	0.53	54	54
58	GOFFSTOWN	1,951,587.76	1,894,565.57	57,022.19	3.01	0.63	0.65	48	48
59	MERRIMACK	1,752,889.63	1,936,045.14	(183,155.51)	(9.46)	0.57	0.66	52	47
60	W. LEBANON	9,094,641.97	8,946,116.96	148,525.01	1.66	2.96	3.05	9	9
61	FITZWILLIAM	565,913.70	585,784.59	(19,870.89)	(3.39)	0.18	0.20	73	72
62	RAYMOND	1,865,743.36	1,780,975.47	84,767.89	4.76	0.61	0.61	49	51
63	WINCHESTER	1,195,677.22	1,159,612.10	36,065.12	3.11	0.39	0.39	61	61
64	NEW LONDON	3,502,332.53	3,353,007.27	149,325.26	4.45	1.14	1.14	23	22
65	CAMPTON	266,723.98	-	266,723.98	100.00	0.09	-	77	76
66	HOOKSETT-NO	14,574,215.75	13,827,880.99	746,334.76	5.40	4.74	4.71	5	5
67	HOOKSETT-SO	11,666,838.07	11,224,494.27	442,343.80	3.94	3.79	3.82	7	7
68	N. HAMPTON	3,738,023.15	3,667,783.90	70,239.25	1.92	1.22	1.25	19	19
69	NASHUA	11,441,339.38	11,585,188.46	(143,849.08)	(1.24)	3.72	3.94	8	6
70	SWANZEY	1,078,481.60	1,032,653.97	45,827.63	4.44	0.35	0.35	65	65
71	LEE	3,443,385.44	3,241,301.67	202,083.77	6.23	1.12	1.10	24	25
72	CONCORD	3,112,059.49	2,961,750.56	150,308.93	5.08	1.01	1.01	28	28
73	HAMPTON-SO	22,905,443.03	21,362,569.50	1,542,873.53	7.22	7.45	7.27	2	2
74	LONDONDERRY	4,428,351.58	4,211,369.91	216,981.67	5.15	1.44	1.43	16	16
75	BELMONT	2,137,682.88	2,053,440.64	84,242.24	4.10	0.70	0.70	45	45
76	HAMPTON-NO	25,476,113.04	24,173,859.36	1,302,253.68	5.39	8.29	8.23	1	1
77	RINDGE	2,372,125.11	2,214,418.38	157,706.73	7.12	0.77	0.75	39	42
	TOTAL STORES	\$307,461,017.06	\$293,698,490.23	\$13,762,526.83	4.69	100.00	100.00		
900	WHSE-CONCORD	11,213.32	5,657.88	5,555.44	98.19	0.00	0.00		
905	WHSE-NASHUA	-	-	-	-	-	-		
	TOTAL WHSES	11,213.32	5,657.88	5,555.44	98.19	0.00	0.00		
	GRAND TOTAL	\$307,472,230.38	\$293,704,148.11	\$13,768,082.27	4.69	100.00	100.00		

New Hampshire State Liquor Commission

On-Premise Sales By Location

FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006

ST #	LOCATION	JUNE 30, 2007	JUNE 30, 2006	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 07	FY 06	FY 07	FY 06
1	CONCORD	\$471,980.24	\$563,297.85	(\$91,317.61)	(16.21)	0.88	1.10	25	21
2	CHESTERFIELD	16,405.53	15,014.87	1,390.66	9.26	0.03	0.03	75	72
3	MANCHESTER	356,832.64	338,037.41	18,795.23	5.56	0.67	0.66	31	32
4	HOOKSETT	193,463.28	390,384.05	(196,920.77)	(50.44)	0.36	0.76	45	30
5	BERLIN	132,933.09	135,657.39	(2,724.30)	(2.01)	0.25	0.26	58	54
6	PORTSMOUTH	2,486,140.98	2,548,720.54	(62,579.56)	(2.46)	4.65	4.96	1	1
7	LITTLETON	617,411.31	592,109.44	25,301.87	4.27	1.15	1.15	15	20
8	CLAREMONT	409,301.37	328,095.23	81,206.14	24.75	0.77	0.64	28	33
9	DOVER	1,042,155.35	906,287.64	135,867.71	14.99	1.95	1.76	6	7
10	MANCHESTER	827,781.36	786,218.81	41,562.55	5.29	1.55	1.53	10	8
11	LEBANON	197,530.03	279,756.91	(82,226.88)	(29.39)	0.37	0.54	43	36
12	CENTRE HARBOR	221,986.41	149,470.60	72,515.81	48.52	0.42	0.29	39	52
13	SOMERS WORTH	191,217.32	206,836.04	(15,618.72)	(7.55)	0.36	0.40	46	43
14	ROCHESTER	584,825.96	496,293.57	88,532.39	17.84	1.09	0.97	19	24
15	KEENE	907,263.13	779,138.95	128,124.18	16.44	1.70	1.52	8	9
16	WOODSVILLE	38,773.23	34,057.05	4,716.18	13.85	0.07	0.07	70	69
17	FRANKLIN	154,654.15	132,399.73	22,254.42	16.81	0.29	0.26	52	56
18	COLEBROOK	181,666.06	169,027.55	12,638.51	7.48	0.34	0.33	47	48
19	PLYMOUTH	210,427.44	276,684.43	(66,256.99)	(23.95)	0.39	0.54	40	37
20	DERRY	363,468.18	315,604.77	47,863.41	15.17	0.68	0.61	30	34
21	PETERBOROUGH	277,494.50	301,477.64	(23,983.14)	(7.96)	0.52	0.59	35	35
22	BROOKLINE	74,596.81	71,990.24	2,606.57	3.62	0.14	0.14	64	63
23	CONWAY	1,305,522.12	1,214,947.58	90,574.54	7.46	2.44	2.36	4	4
24	NEWPORT	155,979.74	174,985.13	(19,005.39)	(10.86)	0.29	0.34	51	46
25	STRATHAM	611,631.81	715,798.63	(104,166.82)	(14.55)	1.14	1.39	17	11
26	GROVETON	15,514.37	13,911.12	1,603.25	11.52	0.03	0.03	76	74
27	NASHUA	423,661.45	393,292.29	30,369.16	7.72	0.79	0.76	27	29
28	SEABROOK-BCH	-	-	-	-	-	-	77	75
29	WHITEFIELD	65,515.37	64,490.89	1,024.48	1.59	0.12	0.13	65	64
30	MILFORD	317,887.05	359,838.38	(41,951.33)	(11.66)	0.59	0.70	34	31
31	MANCHESTER	150,746.54	152,968.66	(2,222.12)	(1.45)	0.28	0.30	54	51
32	NASHUA	63,094.24	-	63,094.24	100.00	0.12	-	66	75
33	MANCHESTER	1,480,233.07	1,543,751.09	(63,518.02)	(4.11)	2.77	3.00	2	2
34	SALEM	541,741.41	554,660.43	(12,919.02)	(2.33)	1.01	1.08	20	22
35	HILLSBORO	231,850.15	188,446.66	43,403.49	23.03	0.43	0.37	37	45
36	JAFFREY	134,835.94	111,404.98	23,430.96	21.03	0.25	0.22	56	59
37	LANCASTER	133,857.23	117,322.82	16,534.41	14.09	0.25	0.23	57	58
38	PORTSMOUTH	26,720.78	14,360.00	12,360.78	86.08	0.05	0.03	74	73
39	WOLFEBORO	347,722.16	406,261.14	(58,538.98)	(14.41)	0.65	0.79	32	28
40	WALPOLE	111,950.95	92,052.16	19,898.79	21.62	0.21	0.18	59	60
41	SEABROOK	767,304.14	752,661.75	14,642.39	1.95	1.43	1.46	12	10
42	MEREDITH	365,969.11	455,629.93	(89,660.82)	(19.68)	0.68	0.89	29	26
43	FARMINGTON	100,989.53	125,515.26	(24,525.73)	(19.54)	0.19	0.24	61	57

New Hampshire State Liquor Commission

On-Premise Sales By Location

FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006

ST #	LOCATION	JUNE 30, 2007	JUNE 30, 2006	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 07	FY 06	FY 07	FY 06
44	BRISTOL	\$154,554.41	\$153,371.97	\$1,182.44	0.77	0.29	0.30	53	50
45	PITTSFIELD	43,573.58	41,387.68	2,185.90	5.28	0.08	0.08	68	67
46	ASHLAND	523,753.82	471,460.52	52,293.30	11.09	0.98	0.92	22	25
47	N. WOODSTOCK	592,041.97	678,816.89	(86,774.92)	(12.78)	1.11	1.32	18	14
48	HINSDALE	33,165.22	36,538.57	(3,373.35)	(9.23)	0.06	0.07	71	68
49	PLAISTOW	497,541.05	621,694.79	(124,153.74)	(19.97)	0.93	1.21	24	18
50	NASHUA	203,221.04	144,570.69	58,650.35	40.57	0.38	0.28	41	53
51	PELHAM	174,264.13	163,973.22	10,290.91	6.28	0.33	0.32	48	49
52	GORHAM	201,854.87	192,440.18	9,414.69	4.89	0.38	0.37	42	44
53	HUDSON	156,633.41	216,705.71	(60,072.30)	(27.72)	0.29	0.42	50	41
54	GLEN	953,436.23	1,062,433.81	(108,997.58)	(10.26)	1.78	2.07	7	6
55	BEDFORD	846,503.21	681,416.62	165,086.59	24.23	1.58	1.33	9	13
56	GILFORD	1,159,218.42	1,093,501.51	65,716.91	6.01	2.17	2.13	5	5
57	OSSIPEE	193,780.24	210,720.27	(16,940.03)	(8.04)	0.36	0.41	44	42
58	GOFFSTOWN	269,671.41	268,451.44	1,219.97	0.45	0.50	0.52	36	39
59	MERRIMACK	167,715.29	134,461.78	33,253.51	24.73	0.31	0.26	49	55
60	W. LEBANON	612,490.76	623,639.74	(11,148.98)	(1.79)	1.15	1.21	16	17
61	FITZWILLIAM	27,487.21	22,226.23	5,260.98	23.67	0.05	0.04	73	71
62	RAYMOND	345,489.36	274,875.48	70,613.88	25.69	0.65	0.53	33	38
63	WINCHESTER	42,247.78	33,934.04	8,313.74	24.50	0.08	0.07	69	70
64	NEW LONDON	628,088.67	598,549.51	29,539.16	4.94	1.17	1.16	14	19
65	CAMPTON	86,649.59	-	86,649.59	100.00	0.16	-	62	75
66	HOOKSETT-NO	148,798.45	169,579.97	(20,781.52)	(12.25)	0.28	0.33	55	47
67	HOOKSETT-SO	32,288.48	41,813.33	(9,524.85)	(22.78)	0.06	0.08	72	66
68	N. HAMPTON	740,033.26	704,054.23	35,979.03	5.11	1.38	1.37	13	12
69	NASHUA	1,329,117.35	1,391,899.31	(62,781.96)	(4.51)	2.49	2.71	3	3
70	SWANZEY	519,306.66	637,737.16	(118,430.50)	(18.57)	0.97	1.24	23	16
71	LEE	225,235.67	243,250.68	(18,015.01)	(7.41)	0.42	0.47	38	40
72	CONCORD	798,287.68	646,077.89	152,209.79	23.56	1.49	1.26	11	15
73	HAMPTON-SO	110,733.70	90,200.36	20,533.34	22.76	0.21	0.18	60	61
74	LONDONDERRY	460,285.65	452,675.98	7,609.67	1.68	0.86	0.88	26	27
75	BELMONT	527,277.06	501,323.16	25,953.90	5.18	0.99	0.97	21	23
76	HAMPTON-NO	46,303.68	45,192.80	1,110.88	2.46	0.09	0.09	67	65
77	RINDGE	83,578.52	85,766.72	(2,188.20)	(2.55)	0.16	0.17	63	62
	TOTAL STORES	\$30,245,663.36	\$30,003,601.85	\$242,061.51	0.81	56.56	58.35		
900	WHSE-CONCORD	(130.45)	(226.32)	95.87	(42.36)	(0.00)	(0.00)		
905	WHSE-NASHUA	23,233,759.92	21,419,893.96	1,813,865.96	8.47	43.44	41.65		
	TOTAL WHSES	23,233,629.47	21,419,667.64	1,813,961.83	8.47	43.44	41.65		
	GRAND TOTAL	\$53,479,292.83	\$51,423,269.49	\$2,056,023.34	4.00	100.00	100.00		

New Hampshire State Liquor Commission

Off-Premise Sales By Location

FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006

ST #	LOCATION	JUNE 30, 2007	JUNE 30, 2006	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 07	FY 06	FY 07	FY 06
1	CONCORD	\$59,351.53	\$82,429.53	(\$23,078.00)	(28.00)	0.07	0.11	18	9
2	CHESTERFIELD	15,273.32	10,700.76	4,572.56	42.73	0.02	0.01	61	61
3	MANCHESTER	44,852.13	44,519.36	332.77	0.75	0.05	0.06	26	29
4	HOOKSETT	153,414.71	94,275.19	59,139.52	62.73	0.19	0.12	1	4
5	BERLIN	99,795.79	81,165.51	18,630.28	22.95	0.12	0.11	5	10
6	PORTSMOUTH	99,190.98	131,800.85	(32,609.87)	(24.74)	0.12	0.17	6	1
7	LITTLETON	93,266.45	82,967.66	10,298.79	12.41	0.11	0.11	8	8
8	CLAREMONT	28,829.17	14,622.49	14,206.68	97.16	0.03	0.02	43	56
9	DOVER	32,834.19	31,424.10	1,410.09	4.49	0.04	0.04	36	37
10	MANCHESTER	41,710.48	35,524.78	6,185.70	17.41	0.05	0.05	30	33
11	LEBANON	60,828.84	83,397.89	(22,569.05)	(27.06)	0.07	0.11	17	7
12	CENTRE HARBOR	44,899.92	8,435.86	36,464.06	432.25	0.05	0.01	25	66
13	SOMERSWORTH	6,777.77	16,992.38	(10,214.61)	(60.11)	0.01	0.02	68	52
14	ROCHESTER	26,325.93	30,494.10	(4,168.17)	(13.67)	0.03	0.04	47	39
15	KEENE	44,027.25	23,007.65	21,019.60	91.36	0.05	0.03	27	43
16	WOODSVILLE	11,065.80	5,181.23	5,884.57	113.57	0.01	0.01	65	71
17	FRANKLIN	19,975.20	21,119.63	(1,144.43)	(5.42)	0.02	0.03	54	47
18	COLEBROOK	102,565.76	96,785.65	5,780.11	5.97	0.12	0.13	4	3
19	PLYMOUTH	21,016.77	19,570.75	1,446.02	7.39	0.03	0.03	52	49
20	DERRY	39,130.37	28,113.52	11,016.85	39.19	0.05	0.04	32	41
21	PETERBOROUGH	29,629.89	57,027.85	(27,397.96)	(48.04)	0.04	0.07	41	19
22	BROOKLINE	20,480.12	28,117.68	(7,637.56)	(27.16)	0.02	0.04	53	40
23	CONWAY	133,354.08	116,453.92	16,900.16	14.51	0.16	0.15	3	2
24	NEWPORT	18,849.04	19,710.99	(861.95)	(4.37)	0.02	0.03	56	48
25	STRATHAM	41,770.62	38,917.12	2,853.50	7.33	0.05	0.05	29	30
26	GROVETON	6,219.01	5,920.14	298.87	5.05	0.01	0.01	69	70
27	NASHUA	45,853.03	38,516.53	7,336.50	19.05	0.06	0.05	23	31
28	SEABROOK-BCH	-	-	-	-	-	-	77	75
29	WHITEFIELD	43,493.13	44,913.69	(1,420.56)	(3.16)	0.05	0.06	28	28
30	MILFORD	37,554.39	48,424.10	(10,869.71)	(22.45)	0.05	0.06	33	26
31	MANCHESTER	32,213.38	21,995.27	10,218.11	46.46	0.04	0.03	37	44
32	NASHUA	560.50	-	560.50	100.00	0.00	-	75	75
33	MANCHESTER	31,990.65	48,442.37	(16,451.72)	(33.96)	0.04	0.06	38	25
34	SALEM	93,370.28	88,227.94	5,142.34	5.83	0.11	0.11	7	6
35	HILLSBORO	56,506.44	33,554.94	22,951.50	68.40	0.07	0.04	20	34
36	JAFFREY	8,436.12	12,562.04	(4,125.92)	(32.84)	0.01	0.02	67	59
37	LANCASTER	5,145.23	6,080.40	(935.17)	(15.38)	0.01	0.01	71	68
38	PORTSMOUTH	1,144.66	1,108.82	35.84	3.23	0.00	0.00	74	73
39	WOLFEBORO	30,646.46	30,495.65	150.81	0.49	0.04	0.04	39	38
40	WALPOLE	17,155.93	10,486.30	6,669.63	63.60	0.02	0.01	58	62
41	SEABROOK	55,300.62	48,495.85	6,804.77	14.03	0.07	0.06	21	24
42	MEREDITH	33,087.96	38,207.78	(5,119.82)	(13.40)	0.04	0.05	35	32
43	FARMINGTON	13,764.19	12,697.04	1,067.15	8.40	0.02	0.02	62	58

New Hampshire State Liquor Commission

Off-Premise Sales By Location

FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006

ST #	LOCATION	JUNE 30, 2007	JUNE 30, 2006	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 07	FY 06	FY 07	FY 06
44	BRISTOL	\$27,921.68	\$31,767.64	(\$3,845.96)	(12.11)	0.03	0.04	44	36
45	PITTSFIELD	40,255.03	33,526.51	6,728.52	20.07	0.05	0.04	31	35
46	ASHLAND	27,188.23	58,217.42	(31,029.19)	(53.30)	0.03	0.08	45	16
47	N. WOODSTOCK	21,872.19	19,538.71	2,333.48	11.94	0.03	0.03	51	50
48	HINSDALE	21,911.26	16,585.10	5,326.16	32.11	0.03	0.02	50	53
49	PLAISTOW	69,267.03	68,276.64	990.39	1.45	0.08	0.09	12	13
50	NASHUA	15,962.71	10,996.95	4,965.76	45.16	0.02	0.01	59	60
51	PELHAM	22,809.73	17,012.35	5,797.38	34.08	0.03	0.02	49	51
52	GORHAM	6,041.71	6,039.74	1.97	0.03	0.01	0.01	70	69
53	HUDSON	4,280.83	1,743.49	2,537.34	145.53	0.01	0.00	72	72
54	GLEN	66,008.34	80,670.75	(14,662.41)	(18.18)	0.08	0.10	14	12
55	BEDFORD	72,583.02	15,459.86	57,123.16	369.49	0.09	0.02	10	54
56	GILFORD	55,139.05	55,772.82	(633.77)	(1.14)	0.07	0.07	22	20
57	OSSIPEE	70,433.22	57,600.71	12,832.51	22.28	0.09	0.07	11	17
58	GOFFSTOWN	29,312.43	23,465.73	5,846.70	24.92	0.04	0.03	42	42
59	MERRIMACK	17,762.71	21,863.62	(4,100.91)	(18.76)	0.02	0.03	57	46
60	W. LEBANON	67,819.49	57,264.81	10,554.68	18.43	0.08	0.07	13	18
61	FITZWILLIAM	15,499.32	10,020.73	5,478.59	54.67	0.02	0.01	60	65
62	RAYMOND	62,592.10	60,782.51	1,809.59	2.98	0.08	0.08	15	14
63	WINCHESTER	164.29	38.18	126.11	100.00	0.00	0.00	76	74
64	NEW LONDON	45,360.38	21,959.21	23,401.17	106.57	0.05	0.03	24	45
65	CAMPTON	1,927.90	-	1,927.90	100.00	0.00	-	73	75
66	HOOKSETT-NO	33,563.40	53,222.78	(19,659.38)	(36.94)	0.04	0.07	34	22
67	HOOKSETT-SO	11,552.28	8,430.53	3,121.75	37.03	0.01	0.01	63	67
68	N. HAMPTON	57,531.85	46,973.06	10,558.79	22.48	0.07	0.06	19	27
69	NASHUA	81,483.44	89,466.31	(7,982.87)	(8.92)	0.10	0.12	9	5
70	SWANZEY	60,880.85	60,553.09	327.76	0.54	0.07	0.08	16	15
71	LEE	30,321.78	53,495.87	(23,174.09)	(43.32)	0.04	0.07	40	21
72	CONCORD	134,885.61	80,744.62	54,140.99	67.05	0.16	0.10	2	11
73	HAMPTON-SO	11,258.28	10,457.46	800.82	7.66	0.01	0.01	64	63
74	LONDONDERRY	23,813.42	48,599.72	(24,786.30)	(51.00)	0.03	0.06	48	23
75	BELMONT	26,839.30	14,124.93	12,714.37	90.01	0.03	0.02	46	57
76	HAMPTON-NO	10,999.57	10,392.75	606.82	5.84	0.01	0.01	66	64
77	RINDGE	19,337.05	15,437.49	3,899.56	25.26	0.02	0.02	55	55
TOTAL STORES		\$3,066,237.57	\$2,853,387.40	\$212,850.17	7.46	3.70	3.70		
900	WHSE-CONCORD	658,556.64	579,907.32	78,649.32	13.56	0.80	0.75		
905	WHSE-NASHUA	79,059,923.98	73,751,376.22	5,308,547.76	7.20	95.50	95.55		
TOTAL WHSES		79,718,480.62	74,331,283.54	5,387,197.08	7.25	96.30	96.30		
GRAND TOTAL		82,784,718.19	\$77,184,670.94	\$5,600,047.25	7.26	100.00	100.00		

New Hampshire State Liquor Commission

Discounts By Location

FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006

ST #	LOCATION	JUNE 30, 2007	JUNE 30, 2006	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 07	FY 06	FY 07	FY 06
1	CONCORD	\$33,448.81	\$40,371.74	(\$6,922.93)	(17.15)	1.25	1.26	25	23
2	CHESTERFIELD	20,324.50	22,485.91	(2,161.41)	(9.61)	0.76	0.70	34	34
3	MANCHESTER	3,623.31	3,344.04	279.27	8.35	0.14	0.10	66	67
4	HOOKSETT	36,174.95	46,947.97	(10,773.02)	(22.95)	1.35	1.47	22	20
5	BERLIN	2,471.96	1,697.68	774.28	45.61	0.09	0.05	71	74
6	PORTSMOUTH	46,711.22	61,962.17	(15,250.95)	(24.61)	1.75	1.94	16	15
7	LITTLETON	34,774.01	39,448.72	(4,674.71)	(11.85)	1.30	1.23	23	24
8	CLAREMONT	21,170.32	22,787.19	(1,616.87)	(7.10)	0.79	0.71	33	33
9	DOVER	31,021.97	28,277.66	2,744.31	9.70	1.16	0.88	28	29
10	MANCHESTER	8,061.05	7,241.43	819.62	11.32	0.30	0.23	51	55
11	LEBANON	41,641.65	52,055.90	(10,414.25)	(20.01)	1.56	1.63	19	17
12	CENTRE HARBOR	26,427.19	26,931.94	(504.75)	(1.87)	0.99	0.84	31	30
13	SOMERSWORTH	4,374.21	2,518.84	1,855.37	73.66	0.16	0.08	65	70
14	ROCHESTER	11,113.82	9,348.35	1,765.47	18.89	0.42	0.29	44	48
15	KEENE	85,335.20	99,996.68	(14,661.48)	(14.66)	3.20	3.13	9	9
16	WOODSVILLE	3,564.38	3,424.61	139.77	4.08	0.13	0.11	67	66
17	FRANKLIN	2,086.98	2,031.45	55.53	2.73	0.08	0.06	74	73
18	COLEBROOK	3,058.91	4,196.47	(1,137.56)	(27.11)	0.11	0.13	70	63
19	PLYMOUTH	10,414.66	13,143.75	(2,729.09)	(20.76)	0.39	0.41	48	42
20	DERRY	12,831.07	12,613.19	217.88	1.73	0.48	0.39	43	43
21	PETERBOROUGH	31,312.25	36,776.19	(5,463.94)	(14.86)	1.17	1.15	26	25
22	BROOKLINE	19,108.59	14,923.33	4,185.26	28.05	0.72	0.47	37	39
23	CONWAY	58,249.95	66,182.45	(7,932.50)	(11.99)	2.18	2.07	13	13
24	NEWPORT	5,276.89	7,233.31	(1,956.42)	(27.05)	0.20	0.23	61	56
25	STRATHAM	43,991.03	51,857.60	(7,866.57)	(15.17)	1.65	1.62	17	18
26	GROVETON	600.42	866.10	(265.68)	(30.68)	0.02	0.03	77	75
27	NASHUA	6,115.37	7,043.64	(928.27)	(13.18)	0.23	0.22	58	57
28	SEABROOK-BCH	2,348.05	2,769.23	(421.18)	(15.21)	0.09	0.09	73	68
29	WHITEFIELD	1,832.81	2,092.94	(260.13)	(12.43)	0.07	0.07	76	72
30	MILFORD	14,639.87	14,727.25	(87.38)	(0.59)	0.55	0.46	41	40
31	MANCHESTER	5,733.03	7,732.96	(1,999.93)	(25.86)	0.21	0.24	59	51
32	NASHUA	14,786.72	-	14,786.72	100.00	0.55	-	39	76
33	MANCHESTER	29,687.87	31,864.61	(2,176.74)	(6.83)	1.11	1.00	29	28
34	SALEM	153,383.97	166,042.00	(12,658.03)	(7.62)	5.74	5.19	5	5
35	HILLSBORO	9,164.12	6,944.54	2,219.58	31.96	0.34	0.22	50	58
36	JAFFREY	5,159.30	3,615.42	1,543.88	42.70	0.19	0.11	62	65
37	LANCASTER	5,068.22	4,541.85	526.37	11.59	0.19	0.14	64	62
38	PORTSMOUTH	181,938.01	241,445.89	(59,507.88)	(24.65)	6.81	7.55	3	3
39	WOLFEBORO	34,151.25	41,874.20	(7,722.95)	(18.44)	1.28	1.31	24	22
40	WALPOLE	14,774.63	14,071.21	703.42	5.00	0.55	0.44	40	41
41	SEABROOK	22,667.48	19,944.36	2,723.12	13.65	0.85	0.62	32	37
42	MEREDITH	31,134.21	35,230.51	(4,096.30)	(11.63)	1.17	1.10	27	27
43	FARMINGTON	3,390.02	4,578.00	(1,187.98)	(25.95)	0.13	0.14	68	61

New Hampshire State Liquor Commission

Discounts By Location

FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006

ST #	LOCATION	JUNE 30, 2007	JUNE 30, 2006	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 07	FY 06	FY 07	FY 06
44	BRISTOL	\$9,335.05	\$10,974.83	(\$1,639.78)	(14.94)	0.35	0.34	49	44
45	PITTSFIELD	2,357.71	2,160.79	196.92	9.11	0.09	0.07	72	71
46	ASHLAND	27,679.13	25,305.47	2,373.66	9.38	1.04	0.79	30	31
47	N. WOODSTOCK	14,357.91	20,056.96	(5,699.05)	(28.41)	0.54	0.63	42	36
48	HINSDALE	36,746.87	88,486.08	(51,739.21)	(58.47)	1.38	2.77	21	10
49	PLAISTOW	38,807.22	41,907.57	(3,100.35)	(7.40)	1.45	1.31	20	21
50	NASHUA	71,385.66	83,212.33	(11,826.67)	(14.21)	2.67	2.60	10	11
51	PELHAM	10,502.48	10,524.52	(22.04)	(0.21)	0.39	0.33	47	46
52	GORHAM	6,859.96	8,010.18	(1,150.22)	(14.36)	0.26	0.25	56	50
53	HUDSON	5,502.62	5,483.55	19.07	0.35	0.21	0.17	60	60
54	GLEN	41,780.25	47,514.89	(5,734.64)	(12.07)	1.56	1.49	18	19
55	BEDFORD	62,479.50	64,543.48	(2,063.98)	(3.20)	2.34	2.02	12	14
56	GILFORD	48,981.82	36,219.31	12,762.51	35.24	1.83	1.13	14	26
57	OSSIPEE	7,064.98	7,719.94	(654.96)	(8.48)	0.26	0.24	55	53
58	GOFFSTOWN	6,769.75	7,725.30	(955.55)	(12.37)	0.25	0.24	57	52
59	MERRIMACK	7,931.20	8,824.22	(893.02)	(10.12)	0.30	0.28	52	49
60	W. LEBANON	93,136.46	132,651.60	(39,515.14)	(29.79)	3.49	4.15	8	7
61	FITZWILLIAM	3,219.79	2,545.67	674.12	26.48	0.12	0.08	69	69
62	RAYMOND	7,705.07	7,417.17	287.90	3.88	0.29	0.23	54	54
63	WINCHESTER	5,069.11	4,170.10	899.01	21.56	0.19	0.13	63	64
64	NEW LONDON	67,236.29	78,704.58	(11,468.29)	(14.57)	2.52	2.46	11	12
65	CAMPTON	1,899.93	-	1,899.93	100.00	0.07	-	75	76
66	HOOKSETT-NO	96,328.29	132,754.30	(36,426.01)	(27.44)	3.61	4.15	7	6
67	HOOKSETT-SO	96,593.06	130,788.57	(34,195.51)	(26.15)	3.62	4.09	6	8
68	N. HAMPTON	48,084.55	52,721.05	(4,636.50)	(8.79)	1.80	1.65	15	16
69	NASHUA	178,698.83	215,717.79	(37,018.96)	(17.16)	6.69	6.75	4	4
70	SWANZEY	7,803.14	6,932.52	870.62	12.56	0.29	0.22	53	59
71	LEE	19,674.72	21,971.32	(2,296.60)	(10.45)	0.74	0.69	35	35
72	CONCORD	15,592.98	15,772.86	(179.88)	(1.14)	0.58	0.49	38	38
73	HAMPTON-SO	213,736.35	280,197.80	(66,461.45)	(23.72)	8.00	8.76	2	2
74	LONDONDERRY	19,545.05	23,079.97	(3,534.92)	(15.32)	0.73	0.72	36	32
75	BELMONT	10,791.40	10,550.79	240.61	2.28	0.40	0.33	45	45
76	HAMPTON-NO	243,384.00	320,339.50	(76,955.50)	(24.02)	9.11	10.02	1	1
77	RINDGE	10,702.37	9,770.94	931.43	9.53	0.40	0.31	46	47
TOTAL STORES		\$2,670,887.73	\$3,197,939.23	(\$527,051.50)	(16.48)	100.00	100.00		
GRAND TOTAL		\$2,670,887.73	\$3,197,939.23	(\$527,051.50)	(16.48)	100.00	100.00		

New Hampshire State Liquor Commission Total Sales By Month

FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006

			INCREASE/(DECREASE)		% OF TOTAL	
	2007	2006	AMOUNT	%	SALES '07	SALES '06
JULY	\$ 48,769,193.77	\$ 39,814,348.55	\$ 8,954,845.22	22.49	10.99	9.50
AUGUST	37,195,043.72	35,065,906.27	2,129,137.45	6.07	8.38	8.37
SEPTEMBER	32,197,779.77	30,586,215.22	1,611,564.55	5.27	7.26	7.30
OCTOBER	42,728,546.74	38,904,118.76	3,824,427.98	9.83	9.63	9.28
NOVEMBER	38,206,227.06	34,945,093.63	3,261,133.43	9.33	8.61	8.34
DECEMBER	49,013,164.36	44,390,761.96	4,622,402.40	10.41	11.05	10.59
JANUARY	31,953,151.02	34,683,252.26	(2,730,101.24)	(7.87)	7.20	8.28
FEBRUARY	28,287,478.55	27,847,442.73	440,035.82	1.58	6.37	6.64
MARCH	27,809,257.73	25,968,832.59	1,840,425.14	7.09	6.27	6.20
APRIL	36,934,200.78	34,155,954.19	2,778,246.59	8.13	8.32	8.15
MAY	33,920,491.26	31,767,832.93	2,152,658.33	6.78	7.64	7.58
JUNE	36,721,706.64	40,984,390.22	(4,262,683.58)	(10.40)	8.28	9.78
TOTAL	\$ 443,736,241.40	\$ 419,114,149.31	\$ 24,622,092.09	5.87	100.00	100.00

New Hampshire State Liquor Commission Retail Sales By Month

FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006

			INCREASE/(DECREASE)		% OF TOTAL	
	2007	2006	AMOUNT	%	SALES '07	SALES '06
JULY	\$ 36,160,632.44	\$ 30,664,778.24	\$ 5,495,854.20	17.92	11.76	10.44
AUGUST	26,938,207.81	25,377,787.36	1,560,420.45	6.15	8.76	8.64
SEPTEMBER	22,186,921.67	21,734,521.35	452,400.32	2.08	7.22	7.40
OCTOBER	28,874,037.83	26,661,959.37	2,212,078.46	8.30	9.39	9.08
NOVEMBER	26,581,250.37	24,204,338.59	2,376,911.78	9.82	8.65	8.24
DECEMBER	36,105,326.32	32,692,884.90	3,412,441.42	10.44	11.74	11.13
JANUARY	20,838,124.68	23,928,589.15	(3,090,464.47)	(12.92)	6.78	8.15
FEBRUARY	18,426,844.34	18,693,765.93	(266,921.59)	(1.43)	5.99	6.36
MARCH	18,131,580.08	17,411,954.64	719,625.44	4.13	5.90	5.93
APRIL	24,359,908.54	22,318,682.58	2,041,225.96	9.15	7.92	7.60
MAY	23,297,894.77	21,728,919.17	1,568,975.60	7.22	7.58	7.40
JUNE	25,571,501.53	28,285,966.83	(2,714,465.30)	(9.60)	8.32	9.63
TOTAL	\$ 307,472,230.38	\$ 293,704,148.11	\$ 13,768,082.27	4.69	100.00	100.00

New Hampshire State Liquor Commission On-Premise Sales By Month

FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006

	2007	2006	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '07	SALES '06
JULY	\$ 5,479,559.40	\$ 4,545,592.45	\$ 933,966.95	20.55	10.25	8.84
AUGUST	4,338,111.67	4,156,870.55	181,241.12	4.36	8.11	8.08
SEPTEMBER	4,165,425.36	3,900,675.09	264,750.27	6.79	7.79	7.59
OCTOBER	5,329,126.22	4,960,307.42	368,818.80	7.44	9.96	9.65
NOVEMBER	3,975,836.09	3,708,529.71	267,306.38	7.21	7.43	7.21
DECEMBER	4,275,382.89	3,956,143.66	319,239.23	8.07	7.99	7.69
JANUARY	4,544,456.00	4,772,721.96	(228,265.96)	(4.78)	8.50	9.28
FEBRUARY	3,992,112.18	3,915,360.52	76,751.66	1.96	7.46	7.61
MARCH	3,730,251.34	3,579,672.65	150,578.69	4.21	6.98	6.96
APRIL	4,908,041.38	4,542,239.16	365,802.22	8.05	9.18	8.83
MAY	4,194,926.29	4,108,645.54	86,280.75	2.10	7.84	7.99
JUNE	4,546,064.01	5,276,510.78	(730,446.77)	(13.84)	8.50	10.26
TOTAL	\$ 53,479,292.83	\$ 51,423,269.49	\$ 2,056,023.34	4.00	100.00	100.00

New Hampshire State Liquor Commission Off-Premise Sales By Month

FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006

	2007	2006	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '07	SALES '06
JULY	\$ 7,129,001.93	\$ 5,436,483.28	\$ 1,692,518.65	31.13	8.61	7.04
AUGUST	5,918,724.24	5,558,067.17	360,657.07	6.49	7.15	7.20
SEPTEMBER	5,845,432.74	5,153,961.73	691,471.01	13.42	7.06	6.68
OCTOBER	8,525,382.69	7,359,020.33	1,166,362.36	15.85	10.30	9.53
NOVEMBER	7,649,140.60	7,034,680.62	614,459.98	8.73	9.24	9.11
DECEMBER	8,632,455.15	8,300,928.31	331,526.84	3.99	10.43	10.75
JANUARY	6,570,570.34	6,360,659.00	209,911.34	3.30	7.94	8.24
FEBRUARY	5,868,522.03	5,413,665.15	454,856.88	8.40	7.09	7.01
MARCH	5,947,426.31	5,171,459.33	775,966.98	15.00	7.18	6.70
APRIL	7,666,250.86	7,370,759.88	295,490.98	4.01	9.26	9.55
MAY	6,427,670.20	6,116,709.70	310,960.50	5.08	7.76	7.92
JUNE	6,604,141.10	7,908,276.44	(1,304,135.34)	(16.49)	7.98	10.25
TOTAL	\$ 82,784,718.19	\$ 77,184,670.94	\$ 5,600,047.25	7.26	100.00	100.00

New Hampshire State Liquor Commission

Discounts By Month

FISCAL YEARS ENDED JUNE 30, 2007 AND JUNE 30, 2006 (unaudited)

			INCREASE/(DECREASE)		% OF TOTAL	
	2007	2006	AMOUNT	%	SALES '07	SALES '06
JULY	\$ 428,842.72	\$ 832,505.42	\$ (403,662.70)	(48.49)	16.06	26.03
AUGUST	1,255.98	26,818.81	(25,562.83)	(95.32)	0.05	0.84
SEPTEMBER	6,800.59	202,942.95	(196,142.36)	(96.65)	0.25	6.35
OCTOBER	42,039.67	77,168.36	(35,128.69)	(45.52)	1.57	2.41
NOVEMBER	576,758.21	2,455.29	574,302.92	23,390.43	21.59	0.08
DECEMBER	546,090.81	559,194.91	(13,104.10)	(2.34)	20.45	17.49
JANUARY	380,183.70	378,717.85	1,465.85	0.39	14.23	11.84
FEBRUARY	38,063.14	175,348.87	(137,285.73)	(78.29)	1.43	5.48
MARCH	115,059.23	194,254.03	(79,194.80)	(40.77)	4.31	6.07
APRIL	137,496.04	75,727.43	61,768.61	81.57	5.15	2.37
MAY	157,934.05	186,441.48	(28,507.43)	(15.29)	5.91	5.83
JUNE	240,363.59	486,363.83	(246,000.24)	(50.58)	9.00	15.21
TOTAL	<u>\$ 2,670,887.73</u>	<u>\$ 3,197,939.23</u>	<u>\$ (527,051.50)</u>	(16.48)	<u>100.00</u>	<u>100.00</u>

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NEW HAMPSHIRE STATE LIQUOR COMMISSION



Anthony C. Maiola
Chairman



Patricia T. Russell
Commissioner



Mark M. Bodi
Commissioner

New Hampshire Liquor Commission

P.O. Box 503

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