

Annual Report

Fiscal Year June 30, 2010



**NEW HAMPSHIRE
LIQUOR COMMISSION**



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 B. Pignatelli

FIFTH DISTRICT

NEW HAMPSHIRE STATE LIQUOR COMMISSION

Commissioner
Joseph W. Mollica

Commissioner
Mark M. Bodi

Acting Commissioner
Earl M. Sweeney

Chief of Administration
Craig W. Bulkley

Chief of Enforcement
Eddie E. Edwards

Chief of Marketing and Merchandising
John D. Bunnell

Chief Financial Officer
George P. Tsiopras

Human Resources Administrator
Kelly M. Mathews

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**NEW HAMPSHIRE STATE LIQUOR COMMISSION (NHSLC)
ANNUAL REPORT AND STATISTICAL SECTION
FOR THE FISCAL YEAR ENDED JUNE 30, 2010**

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celebrate **NH**

A spirited collection of good taste and great value.

Wine Week Spectacular

INTRODUCTORY SECTION

W is for Wine

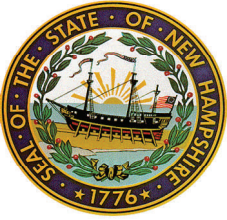
Stocking the
Perfect Home Bar

Michael Mondavi
Returns to New Hampshire

Check out our **lowest prices** in New England.



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John H. Lynch
Governor

State of New Hampshire LIQUOR COMMISSION

Storrs Street
P.O. Box 503
Concord, N.H. 03302-0503
(603) 230-7026

Joseph W. Mollica
Commissioner

Mark M. Bodi
Commissioner

Earl M. Sweeney
Acting Commissioner

March 1, 2011

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, 2010. It covers the results of operations from July 1, 2009 through June 30, 2010 and marks the 76th 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/2010annualreport.pdf>.

Governor’s Message

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 this great state. This dedication and commitment shows through everyday from the service given to our customers from the Granite State, from our boarding states, and from around the world.

The New Hampshire Liquor Commission is responsible for regulating the sale, distribution and consumption of alcoholic beverages in this state. The Commission also continues to focus their efforts of education to reduce alcohol abuse and the incidence of underage drinking by partnering with local communities and law enforcements throughout New Hampshire. I applaud that continued effort and cooperation from both the state and local communities. I encourage the continued effort in making New Hampshire a responsible control beverage state.

This past year was again a record-breaking year for sales with more than 9.9 million customers a year visiting our Liquor and Wine Outlets. This report outlines the financial performance and achievements of the Commission during the past year.



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

GOVERNOR JOHN H. LYNCH

Commissioner’s Message

As the Governor mentions in his message above, this 2010 fiscal year was another record-breaking year for the New Hampshire Liquor Commission. Total sales increased approximately \$23.4 million and profits were up \$11.8 million from fiscal year 2009.

A focus this year has been on renovating and relocating underperforming stores and enhancing our customer service and efficient product assortment (SKU / stock keeping unit management). At both the store level and behind the scenes everyone has made a concerted effort to better the New Hampshire Liquor Commission and add more profit to the bottom line, which in turn helps all the citizens of New Hampshire through the General Fund. For that achievement I am truly thankful to all our dedicated employees.

Along with my fellow Commissioners I am proud of the gains we have made as a team in these areas, but we cannot rest on our laurels, there is more to strive for and achieve in our future. . . . such as more on-line education for all the store staff to serve our customers more effectively, brighter and more efficient stores, better facility locations, greater selection and sharper prices. These are just a few initiatives that we will continue to work on in the coming year. It’s only with everyone’s help, dedication and forward thinking that these things will happen in the future. Albert Einstein was quoted as saying “The significant problems we face cannot be solved with the same level of thinking we used when we created them.”



A handwritten signature in black ink, which reads "Joe Mollica". The signature is cursive and stylized.

COMMISSIONER JOSEPH W. MOLLICA

A PUBLICATION OF THE NH LIQUOR COMMISSION & NH MAGAZINE **FREE**

CELEBRATE

New Hampshire

A SPIRITED COLLECTION OF GOOD TASTE & GREAT VALUES

NOVEMBER 2008

FINANCIAL SECTION

Wine Connoisseur
Things to Do Around NH
Preparing the Perfect Turkey
Seasonal Recipes

Lowest Prices in New England
Check out our price list inside!

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MANAGEMENT'S DISCUSSION AND ANALYSIS

The management of the New Hampshire State Liquor Commission (the Liquor Commission) offers 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, 2010. We encourage readers to consider the information presented herein in conjunction with additional information we have furnished in our letter of transmittal, on page 1 in the introductory section of this comprehensive annual financial report, as well as the Liquor Commission's financial statements, which follow this section.

Financial Highlights

- The Liquor Commission deposited \$530.8 million into the State's General Fund during fiscal year 2010.
- Net sales increased by \$23.5 million or 5.0% over the previous fiscal year to more than \$511.4 million.
- Liquor Commission operations earned net profits for the State of New Hampshire totaling \$133.3 million in fiscal year 2010, an increase of \$11.8 million or 9.7% over the previous fiscal year.

REVENUE/ EXPENSE ITEM	FY 2009-10* (In Millions \$)	FY 2008-09 (In Millions \$)	% INCREASE (DECREASE)
Gross Sales ¹	520.9	496.1	5.0%
Discounts	4.5	2.6	73.1%
Total Sales	516.4	493.5	4.6%
Fees (Bank, Credit Card, etc)	5.0	5.4	-7.4%
Net Sales	511.4	488.1	4.8%
Cost of Goods Sold	357.7	347.8	2.8%
Gross Revenue - Liquor	153.7	140.3	9.6%
Operating Expenses ²	39.5	37.5	5.3%
Miscellaneous Revenue	6.1	5.8	5.2%
Net Income (Not including taxes and grants) ³	120.3	108.6	10.8%
Specific Liquor Taxes	13.1	12.7	3.1%
Net Grants	-0.1	0.2	-150.0%
Total Net Revenue	133.3	121.5	9.7%

OTHER MERCHANDISING STATISTICS	FY 2009-10	FY 2008-09	% INCREASE (DECREASE)
Number of Cases Sold	4,678,926	4,545,945	2.9%
Average Price Per Case	111.32	109.13	2.0%
Items Available (brands and sizes)	15,213	13,971	8.9%
Number of Bottles Sold	43,524,464	41,851,396	4.0%
Average Price Per Bottle	10.75	11.85	-9.3%

APPARENT CONSUMPTION STATISTICS	FY 2009-10		FY 2008-09	
	Gallons	Per Capita ⁴	Gallons	Per Capita ⁴
Distilled Spirits	4,877,670	3.68	4,727,861	3.60
Wine (21% alcohol or less)	7,145,047	5.39	6,885,472	5.24
Beer	42,471,372	32.06	41,419,000	31.50

NOTES:

(1) For the current fiscal year, off premise licensees accounted for 18.82% or \$97.2 million of total liquor sales. On premise licensees, such as bars, restaurants, hotels and clubs accounted for 10.36% or \$53.5 million of total liquor sales.

(2) Operating Expenses do not include Liquor purchases and grants.

(3) Net Income is computed after deducting all operating expenses including the General Fund portion of Enforcement and Licensing Expenses.

(4) Based on 2009 population estimates of 1,324,575, from the Office of Energy and Planning(OEP).

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

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. The 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.

Chapter 106, Laws of 1996 reorganized the Liquor Commission into three bureaus, 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.

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.

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

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 and 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 Analysis

Net Assets and Changes in Net Assets

Per RSA 176:16 "the state treasurer shall credit all gross revenue derived by the commission from the sale of liquor, or from license fees, and interest received on such moneys, to a special fund, to be known as the liquor commission fund, from which the treasurer shall pay all expenses of the commission incident to the administration of this title. Any balance left in such fund after such expenses are paid shall be deposited in the general fund on a daily basis." As a result, the new assets of the Liquor Commission consist solely of capital assets, new of related debt.

The following is a condensed statement of net assets as of June 30, 2010 and 2009(in thousands).

Condensed Statement of Net Assets

Fiscal Years Ended 6/30/10 and 6/30/09

	(Amounts in thousands)	
	2010	2009
ASSETS:		
Current Assets	\$ 48,773	\$ 50,773
Noncurrent Assets (net of accumulated depreciation)	12,022	12,764
Total Assets	<u>\$ 60,795</u>	<u>\$ 63,537</u>
LIABILITIES:		
Current Liabilities	\$ 45,939	\$ 47,862
Non-current Liabilities	3,072	3,276
Total Liabilities	<u>49,011</u>	<u>51,138</u>
NET ASSETS:		
Invested in Capital Assets, net of related debt	11,784	12,399
Total Net Assets	<u>\$ 11,784</u>	<u>\$ 12,399</u>

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

Transfers

The Liquor Commission is required by law to deposit all excess revenue into 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 2010, the Liquor Commission made net transfers of \$140.3 million to the General Fund, an increase of \$18.6 million, or 15.3% over fiscal year 2009 transfers. Of the 140.3 million transferred, 134.1 million was from Liquor Operations and 6.2 million was from the sale of land to the New Hampshire Bureau of Turnpikes.

Assets

- The Liquor Commission ended fiscal year 2010 with a total of \$48.8 million in current assets, including \$32.6 million in wine and spirits inventory for resale.
- The Liquor Commission's total investment in fixed assets is \$28.9 million with accumulated depreciation of \$16.9 million netting to \$12.0 million invested in capital assets.
- In total, assets decreased from \$63.5 million in fiscal year 2009 to \$60.8 million in fiscal year 2010 due primarily to a decrease in unreimbursed expense at year end.
- Return on Assets increased slightly from the previous year to an impressive 229.7% in fiscal year 2010 as compared to other control states in the nation.

Liabilities

- Total liabilities were down \$2.1 million from the previous year. This was the result of a decrease in the liquor inventory that was purchased on account.

Condensed Statement of Liabilities

Fiscal Years Ended 6/30/10 and 6/30/09

(Amounts in thousands)

	2010	2009
Accounts Payable	\$ 41,162	\$ 43,142
Accrued Payroll	1,529	1,409
Compensated Absences	3,968	4,005
Deferred Income	1,916	1,988
Other Liabilities	436	594
Total Liabilities	\$ 49,011	\$ 51,138

Funding

- The Liquor Commission receives an annual appropriation from the State Legislature 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-six wine and spirit stores located throughout the State of New Hampshire as well as the two warehouse locations in Nashua and Concord. 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.

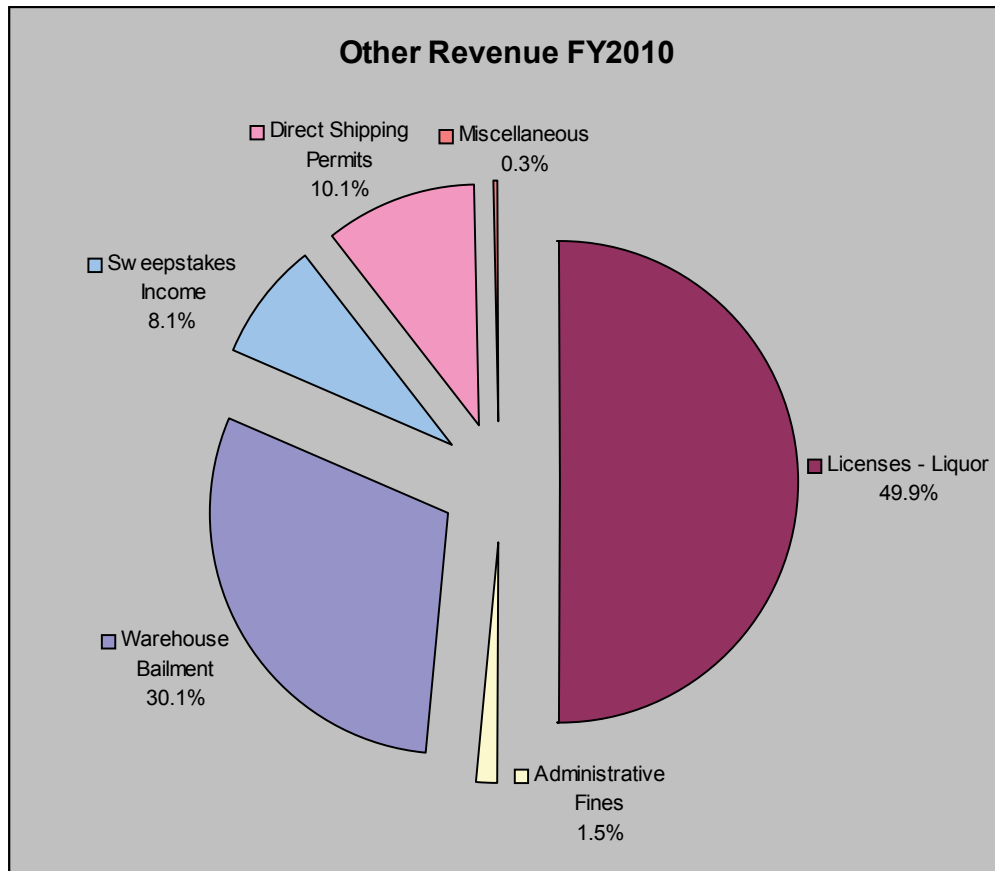
The beer tax and permit revenues have been relatively flat over the previous six years and increased 3.2% in fiscal year 2010 from the previous fiscal year. Liquor licenses increased 2.7% in fiscal year 2010 from the previous fiscal year and warehouse bailment increased 13.6% over the same period.

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. With the exception of a small quantity of inventory purchased in advance of distribution, the Liquor Commission does not own the inventory stored in the warehouses. As a result of new racking that was installed in the Concord Warehouse in February of 2008, the warehouse now has added capacity which led to a 13.6% increase in bailment revenue to over \$1.7 million during FY2010. 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 7.0% of the wine and spirit codes physically stored in the State.

The direct shipping permit program revenue increased 16.6% in FY 2010, and remained strong at over \$500,000. This program allows New Hampshire residents to order and have wine and/or spirits shipped from anywhere in the nation to their homes.

Sweepstakes revenue decreased 4.3% from the previous fiscal year due to a shrinking economy and waning consumer demand that was experienced by many state lotteries across the nation.

MANAGEMENT’S DISCUSSION AND ANALYSIS (continued)



Net Sales Increased 4.8 Over the Previous Year

1. Net sales increased \$23.3 million over the previous year as a result of the Liquor Commission’s excellent financial management, aggressive marketing and merchandising efforts, competitive pricing and new sales and distribution. 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.
2. A highly successful gift card promotion run during the year, as well as an increased presence on the internet via social networking sites such as Facebook and Twitter, helped increase sales growth and reward customer loyalty.
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 decreased in fiscal year 2010 to 69.9% from 71.3% of sales in the previous fiscal year. Gross profits from sales increased to \$153.7 million up over \$13.5 million from the previous fiscal year. Currently, there are over 2,200 spirit and 12,900 wine products in the system. All stores carry stock historically in high demand, selections of both wine and spirits. Stores with larger space generally located in heavily populated areas offer an expanded selection both in wines and spirits. On our website www.nh.gov/liquor, under the stores link, there is a list of all stores with their address along with stores identified that offer expanded selection.

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

Operating Expenses

1. Operating expenses excluding cost of goods sold, grew at approximately the same rate as sales and as a result, remained steady at 7.8% of sales. The 4.96% increase was a significant improvement over the 9.06% growth experienced in fiscal year 2009. The two main drivers behind the increase in operating expenses were: (1) an increase in benefit rates and (2) a greatly enlarged advertising budget.
2. In total at the end of fiscal year 2010, the Liquor Commission lapsed unexpended appropriations back to the General Fund totaling just over \$3.3 million or approximately 7.4% of the total appropriation for the year ended June 30, 2010.

Statement of Operating Expenses

Fiscal Years Ended 6/30/10 and 6/30/09

	(Amounts in thousands)	
	2010	2009
Operating Revenue		
Charges for Sale and Services	\$ 511,382	\$ 488,068
Operating Expenses		
Cost of Sales and Services	357,656	347,843
Administration	38,951	37,214
Depreciation	882	737
Total Operating Expenses	397,489	385,794
Operating Income	113,893	102,274
Non-Operating Revenues (Expenses)		
Licenses	3,705	3,592
Beer Taxes	12,865	12,467
Miscellaneous	2,796	3,133
Capital Contributions	187	219
Transfers in from Turnpike System	6,222	-
Total Nonoperating Revenue (Expense)	25,775	19,411
Income(loss) before Operating Transfers	139,668	121,685
Tranfers out to Governmental Funds	(140,283)	(121,687)
Change in Net Assets	(615)	(2)
Net Assets - July 1	12,399	12,401
Net Assets - June 30	\$ 11,784	\$ 12,399

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, 2010
(Expressed in Thousands)

ASSETS**Current Assets:**

Cash and Cash Equivalents	2,120
Receivables (Net of Allowances for Uncollectibles)	7,861
Due from Other Funds	6,201
Inventories	32,591
Total Current Assets	<u>48,773</u>

Noncurrent Assets

Land	2,077
Land Improvements	998
Buildings	19,037
Building Improvements	1,478
Equipment	5,342
Less: Allowance for Depreciation and Amortization	<u>(16,910)</u>
Net Capital Assets	<u>12,022</u>
Total Noncurrent Assets	<u>12,022</u>
Total Assets	<u>\$ 60,795</u>

LIABILITIES**Current Liabilities:**

Accounts Payable	41,162
Accrued Payroll	1,529
Due to Other Funds	199
Deferred Revenue	1,916
Compensated Absences Payable & Uninsured Claims	1,001
Other Liabilities	132
Total Current Liabilities	<u>45,939</u>

Noncurrent Liabilities:

Compensated Absences Payable & Uninsured Claims	2,967
Other Noncurrent Liabilities	105
Total Noncurrent Liabilities	<u>3,072</u>
Total Liabilities	<u>49,011</u>

NET ASSETS

Invested in Capital Assets, net of related debt	11,784
Total Net Assets	<u>\$ 11,784</u>

The notes to the financial statements are an integral part of this statement.

**NEW HAMPSHIRE STATE LIQUOR COMMISSION
STATEMENT OF REVENUES, EXPENSES AND
CHANGES IN FUND NET ASSETS
FOR THE FISCAL YEAR ENDED JUNE 30, 2010
(Expressed in Thousands)**

OPERATING REVENUES

Charges for Sales and Services	511,383
Total Operating Revenue	<u>511,383</u>

OPERATING EXPENSES

Cost of Sales and Services	357,657
Administration	38,951
Depreciation	882
Total Operating Expenses	<u>397,490</u>
Operating Income (Loss)	<u>113,893</u>

NONOPERATING REVENUES (EXPENSES)

Licenses	3,705
Beer Taxes	12,865
Miscellaneous	2,796
Capital Contributions	187
Transfer in from Turnpike Fund	6,222
Total Nonoperating Revenues (Expenses)	<u>25,775</u>
Income (Loss) Before Operating Transfers	139,668
Transfers Out to Governmental Fund	<u>(140,283)</u>
Change in Net Assets	(615)
Net Assets - July 1	<u>12,399</u>
Net Assets - June 30	<u>\$ 11,784</u>

The notes to the financial statements are an integral part of this statement.

**NEW HAMPSHIRE STATE LIQUOR COMMISSION
STATEMENT OF CASH FLOWS
FOR THE FISCAL YEAR ENDED JUNE 30, 2010
(Expressed in Thousands)**

CASH FLOWS FROM OPERATING ACTIVITIES

Receipts from customers	510,366
Payments to employees	(23,048)
Payments to suppliers	(374,045)
Payments for Interfund Services	(4,085)
Net cash provided (used) by operating activities	<u>109,188</u>

CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES

Transfers to Other Funds	(133,848)
Proceeds from Collection of Licenses and Beer Tax	16,569
Net Cash Used for Noncapital and Related Financing Activities	<u>(117,279)</u>

CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES

Acquisition, Disposal and Construction of Capital Assets	(563)
Contributions from Other Funds	7,063
Net Cash Provided (Used) for Capital and Related Financing Activities	<u>6,500</u>

CASH FLOWS FROM INVESTING ACTIVITIES

Other Income	2,800
Net Cash Provided by Investing Activities	<u>2,800</u>
Net Increase (Decrease) in Cash and Cash Equivalents	1,209
Cash and Cash Equivalents - July 1	911
Cash and Cash Equivalents - June 30	<u>\$ 2,120</u>

Reconciliation of Operating Income (Loss) to Net Cash

Provided (Used) by Operating Activities:

Operating Income (Loss)	113,893
Adjustments to Reconcile Operating Income to Net Cash	
Provided (Used) by Operating Activities:	
Depreciation	882
Change in Operating Assets and Liabilities:	
(Increase) Decrease in Receivables	(945)
(Increase) Decrease in Inventories	(2,673)
Increase (Decrease) in Accounts Payable and other Accruals	(1,897)
Increase (Decrease) in Deferred Revenue	(72)
Net Cash Provided (Used) by Operating Activities	<u>\$ 109,188</u>

The notes to the financial statements are an integral part of this statement.

**NEW HAMPSHIRE STATE LIQUOR COMMISSION
NOTES TO THE FINANCIAL STATEMENTS
FOR THE FISCAL YEAR ENDED JUNE 30, 2010**

NOTE 1 – Summary of Significant Accounting Policies

A. Reporting Entity

The accompanying financial statements of the Liquor Commission have been prepared in accordance with accounting principles generally accepted in the United States of America (GAAP) and as prescribed by the Governmental Accounting Standards Board (GASB), which is the primary standard setting body for establishing governmental accounting and financial reporting principles.

Chapter 99, NH Laws of 1933, codified as RSAs 175 through 180, established the New Hampshire State Liquor Commission (the Liquor Commission). The Liquor Commission is comprised of three members who are appointed by the Governor with the consent of the 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 organized into three divisions: (1) Bureau of Enforcement, Licensing and Education, (2) Bureau of Marketing and Sales, and (3) Bureau of Administrative Services.

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 conjunction with the sale of liquor, the Liquor Commission also controls the responsible sale and use of alcoholic beverages, oversees and enforces the Youth Access to Tobacco law, educates licensees and educates consumers about various wines through the Wine and Food Programs, and continues to expand the number of locations and in-store merchandising and promotions in its seventy-six retail stores throughout the State.

For financial reporting purposes, the New Hampshire State Liquor Commission is considered a department of the State of New Hampshire. The financial activity of the Liquor Commission is reported as an enterprise fund of the State of New Hampshire and is included in the Comprehensive Annual Financial Report of the State. The Liquor Commission's financial statements include all spirits and wine sales and license fee activity in a separate enterprise fund and do not include any activity related to any other State agency or fund. The financial statements represent the financial position of only the New Hampshire State Liquor Commission as of June 30, 2010, and its change in financial position and its cash flows for the year then ended.

NOTE 1 – Summary of Significant Accounting Policies (continued)

B. Measurement Focus, Basis Of Accounting and Financial Statement Presentation*Measurement Focus and Basis of Accounting*

The Liquor Commission accounts for its operations as a single enterprise fund and accordingly uses the accrual basis of accounting. Under the accrual basis, revenues are recognized when earned and expenses are recognized when the related liability is incurred. The Liquor Commission's operations are accounted for on a flow of economic resources measurement focus. With this measurement focus, all assets and liabilities associated with the operation of the Liquor Commission are included on the Statement of Net Assets. The Statement of Revenues, Expenses, and Changes in Fund Net Assets presents increases (e.g. revenues) and decreases (e.g. expenses) in total net assets.

The Liquor Commission applies applicable GASB pronouncements as well as Financial Accounting Standards Board (FASB) Statements and Interpretations and Accounting Principles Board (APB) Opinions and Accounting Research Bulletins of the Committee of Accounting Procedures issued on or before November 30, 1989, unless those pronouncements conflict with or contradict the pronouncements of the GASB.

The accompanying financial statements of the Liquor Commission are presented as of June 30, 2010, and for the fiscal year then ended.

Financial Statement Presentation

A fund is a separate accounting entity with a self-balancing set of accounts. Fund accounting is designed to report financial position and the results of operations, to demonstrate legal compliance, and to aid financial management by segregating transactions related to certain government functions or activities.

C. Accounts Receivable

Receivables are reported at their gross value and consist of amounts due at June 30. Receivables consist of amounts due from wholesale distributors and beverage manufacturers for taxes on the sale of alcoholic beverages of \$1,400,056, the credit card processing company for debit/credit card sales of \$1,660,001, on-premise and off-premise licensees for stock purchased on fifteen day credit of \$4,538,484, liquor vendors for the warehousing of product of \$211,956, and the New Hampshire Department of Justice and Department of Highway Safety for grant reimbursement of \$50,387. Tax payments are due ten days after the close of each tax month.

D. Inventory

Wine and spirit inventory is valued at the lower of cost (average cost method) or market. The Liquor Commission maintains the salable liquor inventory at the Concord Warehouse, the Law Warehouse in Nashua and at the liquor stores throughout the State.

NOTE 1 – Summary of Significant Accounting Policies (continued)

E. Capital Assets

Capital assets, including equipment and real property, are recorded at historical cost. Depreciation is computed using the straight-line method over the estimated useful lives of the fixed asset which are as follows: buildings - 40 years, building improvements - 20 years, and other equipment - 5 years. The cost of normal maintenance and repairs that do not add to the value of the asset or materially extend assets lives are not capitalized. Improvements are capitalized and depreciated over the remaining useful lives of the related fixed assets, as applicable. Any income derived from surplus property sales is recorded in the Liquor Fund. Losses on the disposal of surplus equipment are recorded at the time of disposal.

F. Accounts Payable

The accounts payable at June 30, 2010 include expenses for purchases of liquor inventory and liquor freight.

G. Accrued Payroll

The accrued payroll at June 30, 2010 represents payroll and related benefit costs incurred from June 4th through June 30th and paid in July 2010.

H. Deferred Revenue

Deferred revenue is recognized when cash, receivables, or other assets are recorded prior to being earned. The Liquor Commission issues annual licenses to entities involved in the sale, transportation, warehousing, or manufacturing of alcoholic beverages. These licenses are generally effective for a twelve-month period and expire on the last day of the birth month of the licensee or the last day of the month of incorporation or organization. The Liquor Commission also receives cash from the sale of gift cards that allow the holder to redeem the cards for product at a future point in time. The deferred revenue reported by the Liquor Commission at June 30, 2010, represents the prorated portion of license fees and gift card sales collected by the Liquor Commission that had not been earned at June 30.

I. Compensated Absences

The Liquor Commission employs 300 full-time classified employees. Full-time classified employees of the Liquor Commission accrue annual, bonus, compensatory and sick leave at various rates within the limits prescribed by the collective bargaining agreement. In conformity with GASB Statement No. 16, the Liquor Commission accrues all types of leave benefits as earned by its classified employees. The compensated absences liability represents the total liability of the cumulative balance of employees' annual, bonus, compensatory, and sick leave based on years of service rendered along with the State's share of social security and retirement contributions. The current portion of the leave liability is calculated based on the characteristics of the type of leave and on a LIFO (last in first out) basis, which assumes employees use their most recent earned leave first. The accrued liability for annual leave does not exceed the maximum cumulative balance allowed, which ranges from thirty-two to fifty days based on years of service. The accrual for sick leave is made to the extent it is probable that the benefits will result in termination payments rather than be taken as absences due to illness.

NOTE 1 – Summary of Significant Accounting Policies (continued)

J. Net Assets

The capital assets of the Commission are contributed by the State's General Fund to the Liquor Fund, and the amount equal to capital assets, net of accumulated depreciation, is recorded as Net Assets.

K. Revenue and Expenses

Revenues and expenses are classified as operating or non-operating and are sub classified by object (e.g. administration and depreciation). Operating revenues and expenses generally result from providing services and producing and delivering goods. All other revenues and expenses are reported as non-operating.

Operating Revenues: The Liquor Commission controls the distribution of alcoholic beverages in the State through retail and wholesale sales from the seventy-six retail stores located throughout the state, wholesale sales from the Liquor Commission and bailment warehouses located in Concord and Nashua, and through regulated direct deliveries of product from vendors to licensees. For fiscal year 2010, the net sales of the Commission were \$511,382,587.

Cost Of Sales: The cost of sales includes the cost of products sold plus the cost of transporting the products purchased to retail stores. For fiscal year 2010, the cost of sales of the Liquor Commission was \$357,656,992.

Operating Expenses: This amount represents those expenses indirectly related to the purchase, sale, transportation, and warehousing of liquor inventory. These expenses consist mainly of employees' salaries and benefits and rent and utilities. Operating expenses were \$39,832,867 for fiscal year 2010.

Non-Operating Revenues: This amount represents income received from private distributors and retailers for permits and licenses to sell alcoholic beverages, an additional fee on alcoholic beverages sold by wholesale distributors and beverage manufacturers, and warehouse bailment. Non-operating revenues were \$25,775,358 for fiscal year 2010.

L. Interfund Activity and Balances

Interfund Activity: The transfers to the General Fund represent flows of assets (such as goods or cash) without equivalent flows of assets in return or a requirement for repayment. In addition, transfers are recorded when a fund receiving revenue provides it to the fund which expends the resources.

Interfund Balances: The interfund receivable represents amounts due from the General Fund. The interfund payable represents amounts due to the Lottery Commission.

NOTE 1 – Summary of Significant Accounting Policies (continued)

M. Budgetary Control and Reporting

The statutes of the State of New Hampshire require the Governor to submit a biennial operating budget to the Legislature. This budget, which includes annual budgets for each year of the biennium, consists of three parts: Part I is the Governor's program for meeting all expenditure needs as well as estimating revenues. There is no constitutional or statutory requirement that the Governor propose or the Legislature adopt a budget that does not resort to borrowing. Part II is a detailed breakdown of the budget at the department level for appropriations to meet the expenditure needs of the government. Part III consists of draft appropriation bills for the appropriations made in the proposed budget.

The operating budget is prepared principally on a modified cash basis and adopted for the governmental and proprietary fund types, with the exception of the Capital Projects Fund. The Capital Projects Fund budget represents appropriations for individual projects that may extend over several fiscal years.

In addition to the enacted biennial operating budget, the Governor may submit to the Legislature supplemental budget requests necessary to meet expenditures during the current biennium. Appropriation transfers can be made within a department without the approval of the Legislature; therefore, the legal level of budgetary control is at the departmental level.

Both the Executive and Legislative Branches of government maintain additional fiscal control procedures. The Executive Branch, represented by the Commissioner of the Department of Administrative Services, is directed to continually monitor the State's financial operations, needs, and resources, and to maintain an integrated financial accounting system. The Legislative Branch, represented by the Fiscal Committee, the Joint Legislative Capital Budget Overview Committee, and the Office of the Legislative Budget Assistant, monitors compliance with the budget and the effectiveness of budgeted programs.

Unexpended balances of appropriations at year end will lapse to undesignated fund balance and be available for future appropriations unless they have been encumbered or legally defined as non-lapsing, which means the balances are reported as reservation of fund balance. The balance of unexpended encumbrances are brought forward into the next fiscal year. Capital Projects Fund unencumbered appropriations lapse in two years unless extended or designated as non-lapsing by law.

NOTE 2 – Cash

The Liquor Commission's cash as reported on the Statement of Net Assets as of June 30, 2010 consists of the following:

Cash (carrying amount)	\$ 1,990,377
Petty Cash & Change Fund	<u>130,000</u>
<i>Total Cash</i>	<u>\$ 2,120,377</u>

Cash: GASB Statement 40, *Deposit and Investment Risk Disclosures-an amendment of GASB Statement No. 3* was implemented for the fiscal year ended June 30, 2005. As a result, the disclosures related to deposit risks were changed.

Primary Government: The State pools cash except for separate cash and investment accounts maintained in accordance with legal restrictions. The State Liquor Commission's share of the total pooled cash is included on the Statement of Net Assets under the caption "Cash".

NOTE 2 – Cash (continued)

Deposits: The following statutory requirements and Treasury Department policies have been adopted to minimize risk associated with deposits:

RSA 6:7 establishes the policy the State Treasurer must adhere to when depositing public monies. Operating funds are invested per investment policies that further define appropriate investment choices and constraints as they apply to those investment types.

Custodial Credit Risk: The custodial risk for deposits is the risk that in the event of a bank failure, the State's deposits may not be recovered.

Custodial credit risk is managed in a variety of ways. Although State law does not require deposits to be collateralized, the Treasurer does utilize such arrangements where prudent and/or cost effective. All banks, where the State has deposits and/or active accounts, are monitored as to their financial health through the services of Veribanc, Inc., a bank rating firm. In addition, ongoing reviews with officials of depository institutions are used to allow for frequent monitoring of custodial credit risk. The Governor and Executive Council must approve all depositories used by the State at least annually.

Whereas the Liquor Commission accepts payments in both US and Canadian currency, foreign currency risk is essentially non-existent on Liquor Commission deposits, as the volume of Canadian currency transactions is extremely low.

The bank balance of the Liquor Commission's cash accounts at June 30, 2010 was \$1,612,494, \$323,731 of which was covered by FDIC insurance. The difference between the carrying value and bank balances for these accounts is the result of deposits-in-transit.

NOTE 3 – Capital Assets

A summary of capital asset balances, which include the ten State-owned stores, the Concord warehouse and headquarters, at June 30, 2010 is presented below:

	Beg. Balance July 1, 2009	Increases	Decreases	End. Balance June 30, 2010
Capital Assets Not Being Depreciated:				
Land	\$ 2,354,581		(277,594.00)	\$ 2,076,987
Other Capital Assets:				
Land Improvements	1,048,695		(50,497)	998,198
Buildings	13,795,418		(724,937)	13,070,481
Building Improvement	6,532,364	724,937		7,257,301
Construction in Progress	0	186,834		186,834
Equipment	5,453,732	234,779	(346,007)	5,342,504
Total Capital Assets	29,184,790	1,146,550	(1,399,035)	28,932,305
Less: Accumulated Depreciation	(16,421,013)	(881,814)	392,482	(16,910,345)
Net Capital Assets	\$ 12,763,777	\$ 264,736	\$ (1,006,553)	\$ 12,021,960

NOTE 4 – Long Term Liabilities

A summary of capital leases, compensated absences, and workers' compensation activity for the year ended June 30, 2010 is presented below.

	Beginning			Ending		
	Balance	Increase	Decrease	Balance	Current	Long-Term
Capital Lease	\$ 486,824	\$ -	\$ 122,546	\$ 364,278	\$ 127,265	\$ 237,013
Claims & Compensated Absences Payable	3,600,334	2,407,979	2,003,058	4,005,255	966,191	3,039,064
Total	\$ 4,087,158	\$ 2,407,979	\$ 2,125,604	\$ 4,369,533	\$ 1,093,456	\$ 3,276,077

NOTE 5 – Risk Management and Insurance

The Liquor Commission is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. The State generally retains the risk of loss except where the provisions of law allow for the purchase of commercial insurance or where commercial insurance has been proven beneficial for the general public. There are approximately 20 commercial insurance programs in effect including fleet automobile liability and faithful performance position schedule bond.

The State employs a blanket commercial policy that covers fleet automobile liability. The Liquor Commission pays an annual premium for its vehicles to be covered under this policy.

During fiscal year 2004, the state established an Employee Benefit Risk Management Fund, an internal service fund, to account for its uninsured risks of loss related to employee and retiree health benefits. Under this program, the Fund provides coverage for up to a maximum of \$500,000 for each employee per year. The state has purchased commercial insurance for claims in excess of coverage provided, as well as aggregate stop loss liability coverage set at 125.0% of the State's total expected claims per contract year.

Claim liabilities not covered by commercial insurance are recorded by the State when it is probable that a loss has occurred and the amount of the loss can be reasonably estimated. Liabilities include an amount for claims that have been incurred but not reported. The balance of claims liabilities is determined by an analysis of past, current, and future estimated loss experience. Because actual claims liabilities depend on such factors as inflation, changes in legal doctrines and damage awards, the process used in computing claims liability may not result in an exact amount. Claims liabilities are evaluated periodically to take into consideration recently settled claims, the frequency of claims, and other economic and social factors.

The following is a summary of the changes in claim liabilities during the fiscal year ending June 30, 2010.

	Beginning			Ending		
	Balance	Increases	Decreases	Balance	Current	Long-Term
Workers' Compensation Claims Payable	\$ 1,651,000	\$ 766,749	\$ 529,749	\$ 1,888,000	\$ 445,700	\$ 1,442,300

NOTE 6 – Interfund Receivables and Payables

The Liquor Commission had a net due from the General Fund of \$6.2 million at June 30, 2010. This amount represents requirements to fund the daily operations of the Liquor Commission, including the purchase of liquor stock. The Commission had a net due to the Lottery Commission of \$199,000. This amount represents funds collected from the sale of lottery tickets.

NOTE 7 – Interfund Transfers

The Liquor Commission transferred 140.3 million to the General Fund for government operations during fiscal year 2010, 134.1 million of which came from Liquor Operations and 6.2 million of which came from the sale of land to the NH Bureau of Turnpikes.

NOTE 8 – Employee Benefit Plans

Retirement Plan

Plan Description: The Liquor Commission, as an organization of the State government, participates in the New Hampshire Retirement System (the Plan) established in 1967 by RSA 100-A:2. The Plan is a contributory defined benefit plan providing service, disability, death, and vested retirement benefits to members and beneficiaries. It covers substantially all full-time employees of the Liquor Commission. The Plan qualifies as a tax-exempt organization under Sections 401 (a) and 501 (a) of the Internal Revenue Code. RSA 100-A established the Plan and the contribution requirements. The Plan, which is a cost-sharing multiple-employer Public Employees Retirement System (PERS), is divided into two membership groups. Group I consists of employees and teachers. Group II consists of firefighters and police officers. All assets are in a single trust and are available to pay retirement benefits to all members.

Group I - Members contributing through age sixty qualify for a normal service retirement allowance based on years of creditable service. The yearly pension amount is 1/60 (1.7%) of average final compensation (AFC), multiplied by years of creditable service. AFC is defined as the average of the three highest salary years. At age sixty-five, the yearly pension amount is recalculated at 1/66 (1.5%) of AFC multiplied by years of creditable service. Members in service with ten or more years of creditable service who are between ages fifty and sixty are entitled to a retirement allowance with appropriate graduated reduction based on years of creditable service. In addition, Group I members in service with ten or more years creditable service who are between age fifty and sixty or members in service with at least twenty years of creditable service that, when combined with his or her age equals at least seventy, are entitled to retire and have benefits commence immediately with appropriate graduated reductions based on years of creditable service.

Group II - After attaining the age of forty-five, members with twenty years of creditable service qualify to receive a retirement allowance at a rate of 2.5% of AFC for each year of creditable service, not to exceed forty years. Members in service at age sixty qualify to receive a prorated retirement allowance.

Members of both groups are entitled to vested deferred, disability allowances, and death benefit allowances subject to various requirements and rates based on AFC or earnable compensation. Liquor enforcement officers are members of Group II; all other covered Liquor Commission employees are members of Group I.

A special account has been established by RSA 100-A:16, II(h) for additional benefits. The account is credited with all of the earnings of the account assets in the account plus the earnings of the remaining assets of the Plan in excess of the assumed rate of return plus 1/2 of 1 percent.

NOTE 8 – Employee Benefit Plans (continued)

Funding Policy: The Plan is financed by contributions from the members, the State and local employers, and investment earnings. During fiscal year 2010, Group I and II members were required to contribute 5.0% and 9.3%, respectively, of gross earnings.

The Liquor Commission contributes an amount required to meet Plan costs, which is determined by a biennial actuarial valuation by the system's actuary using the open group aggregate funding method, and is expressed as a percentage of gross payroll. The Liquor Commission's payments for normal contribution costs for fiscal year 2010 amounted to 12.1% and 19.5% of the covered payroll for its Group I employees and Group II law enforcement officers, respectively. For fiscal year 2010, this totaled \$1,678,106. For fiscal years 2009 and 2008, the contributions amounts for Group I and Group II combined, were \$1,303,675 and \$1,222,540 respectively, which were equal to the required contributions for those years.

The Plan does not make separate measurements of assets and pension benefit obligation for individual employers. The New Hampshire Retirement System Comprehensive Annual Financial Report contains detailed information regarding the Plan as a whole, including information on payroll, contributors, actuarial assumptions and funding method, pension benefit obligation, and ten-year historical trend data. It may be obtained by writing to the New Hampshire Retirement System, 54 Regional Drive, Concord, New Hampshire, 03301-8509.

Post-Employment Health Care Benefits

In addition to providing pension benefits, RSA 21-I:30 specifies that the State provide certain health care insurance benefits for retired employees. These benefits include group hospitalization, hospital medical care, and surgical care. Substantially all of the State's employees who were hired on or before June 30, 2003 may become eligible for these benefits if they reach normal retirement age while working for the state and receive their pensions on a periodic basis rather than a lump sum. During fiscal year 2004, legislation was passed that requires state Group I employees hired on or after July 1, 2003 to have 20 years of state service in order to qualify for health insurance benefits. These and similar benefits for active employees are authorized by RSA 21-I:30 and provided through the Employee Benefit Risk Management Fund, which is the state's self-insurance fund implemented in October 2003 for active state employees and retirees. The state recognizes the cost of providing benefits by paying actuarially determined insurance contributions into the fund. The cost of providing these benefits to the eligible retired employees of the Liquor Commission is funded by the General Fund and is not reflected in the Liquor Commission's financial statements.

NOTE 9 – Leases

Operating Leases

The Liquor Commission has lease commitments for space requirements which are accounted for as operating leases. These leases, subject to continuing appropriation, extend forward a number of years and may contain renewal options. Rent expenditures for fiscal year 2010 were approximately \$3,080,663. The following is a schedule of future minimum rental payments required under operating leases that have initial or remaining unbreakable lease terms in excess of one year as of June 30, 2010.

NOTE 9 – Leases

Fiscal Year	Lease Payment
2011	\$ 2,411,157
2012	2,051,270
2013	1,829,982
2014	1,453,767
2015	1,116,625
2016 - 2020	<u>1,783,648</u>
Total	<u>\$ 10,646,449</u>

Capital Leases

The Liquor Commission entered into a lease agreement for the installation of energy improvement fixtures and equipment at various Liquor Commission locations. The lease is for the period November 15, 2002 to November 15, 2011. This lease agreement qualifies as capital lease for accounting purposes and, therefore, has been recorded at the present value of the future minimum lease payments.

The future minimum lease obligation and the net present value of minimum lease payments as of June 30, 2010 are as follows:

Fiscal Year	Energy Improvements
2011	\$ 141,289
2012	<u>108,886</u>
Total Future Minimum Lease Payments	250,175
Less: Amount Representing Interest	<u>(13,162)</u>
Present Value of Net Future Minimum Lease Payments	<u>\$ 237,013</u>

The assets acquired through capital leases and included in capital assets at June 30, 2010 include the following:

Buildings and Building Improvements	\$ 1,128,890
Total	<u>1,128,890</u>
Less: Accumulated Depreciation	<u>(479,778)</u>
Net	<u>\$ 649,112</u>

NOTE 10 – Sales Revenue

Sales revenue is reported net of discounts and credit card fees. For the fiscal year-ended June 30, 2009, the Commission reported operating revenues of \$511,382,587, net of discounts of \$4,528,997 and credit card fees of \$4,952,779.

A PUBLICATION OF THE NH LIQUOR COMMISSION & NH MAGAZINE

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NEW HAMPSHIRE STATE LIQUOR COMMISSION

BALANCE SHEET AS OF JUNE 30, 2010

JUNE 30, 2010 AND JUNE 30, 2009 (unaudited)

(expressed in thousands)

	June 30, 2010	June 30, 2009	Comparative	
			Increase / (Decrease)	
			\$	%
ASSETS:				
CURRENT ASSETS				
Cash and Cash Equivalents	\$2,120	\$911	\$1,209	132.71
Receivables (Net of Allowances for Uncollectibles)	7,861	6,916	945	13.66
Net Due from Other Agencies	6,201	13,028	(6,827)	(52.40)
Inventory	32,591	29,918	2,673	8.93
Total Current Assets	48,773	50,773	(2,000)	(3.94)
PROPERTY, PLANT AND EQUIPMENT				
Land	2,077	2,355	(278)	(11.80)
Land Improvements	998	1,048	(50)	(4.77)
Buildings	19,037	13,795	5,242	38.00
Building Improvements	1,478	6,533	(5,055)	(77.38)
Equipment	5,342	5,454	(112)	(2.05)
Less Allowance for Depreciation and Amortization	(16,910)	(16,421)	(489)	2.98
Net Capital Assets	12,022	12,764	(742)	(5.81)
Total Noncurrent Assets	12,022	12,764	(742)	(5.81)
TOTAL ASSETS	60,795	63,537	(2,742)	(4.32)
LIABILITIES:				
CURRENT LIABILITIES				
Accounts Payable	41,162	43,015	(1,853)	(4.31)
Accrued Payroll	1,529	1,409	120	8.52
Deferred Revenue	1,916	1,988	(72)	(3.62)
Claims & Compensated Absences	1,001	966	35	3.62
Due to Other Funds	199	357	(158)	(44.26)
Other Liabilities	132	127	5	3.94
Total Current Liabilities	45,939	47,862	(1,923)	(4.02)
NONCURRENT LIABILITIES				
Compensated Absences Payable & Uninsured Claims	2,967	3,039	(72)	(2.37)
Other Noncurrent Liabilities	105	237	(132)	(55.70)
Total Noncurrent Liabilities	3,072	3,276	(204)	(6.23)
Total Liabilities	49,011	51,138	(2,127)	(4.16)
NET ASSETS				
Invested in Capital Assets, net of related debt	11,784	12,399	(615)	(4.96)
Total Net Assets	\$11,784	\$12,399	(\$615)	(4.96)

NEW HAMPSHIRE STATE LIQUOR COMMISSION

COMMONSIZE COMPARATIVE INCOME STATEMENT

FISCAL YEARENDED JUNE 30, 2010 AND JUNE 30, 2009 (unaudited)

	July 01, 2009 through June 30, 2010	July 01, 2008 through June 30, 2009	Commonsize		Comparative	
			% FY 10	% FY 09	Increase / (Decrease) \$	%
SALES						
Sales - Retail	\$370,067,441	\$348,316,607	72.37	71.37	\$21,750,834	6.24
Sales - On-Premise	53,515,175	53,005,669	10.46	10.86	509,506	0.96
Sales - Off-Premise	97,245,920	94,773,696	19.02	19.42	2,472,224	2.61
Sales & Accessories	35,827	-	0.01	-	35,827	100.00
Total Sales	520,864,363	496,095,972	101.85	101.64	24,768,391	4.99
Less Discounts, Credit Card Fees, Etc.	(9,481,776)	(8,028,343)	(1.85)	(1.64)	(1,453,433)	18.10
Net Sales	511,382,587	488,067,629	100.00	100.00	23,314,958	4.78
COST OF SALES						
Inventory Change	(2,672,296)	(4,078,245)	(0.52)	(0.84)	1,405,949	(34.47)
Purchases - Net	357,421,648	349,082,811	69.89	71.52	8,338,837	2.39
Buy-In, Storage/Handling	743,330	787,887	0.15	0.16	(44,557)	(5.66)
Freight to Stores	2,164,310	2,050,642	0.42	0.42	113,668	5.54
Total Cost of Sales	357,656,992	347,843,095	69.94	71.27	9,813,897	2.82
Gross Profit From Sales	153,725,595	140,224,534	30.06	28.73	13,501,061	9.63
OTHER REVENUES						
Liquor Rep Fees	38,032	19,417	-	-	18,615	95.87
Licenses - Liquor	2,913,719	2,837,564	0.57	0.58	76,155	2.68
Check & Administrative Fines	92,722	204,487	0.02	0.04	(111,765)	(54.66)
Warehouse Bailment	1,758,735	1,547,772	0.34	0.32	210,963	13.63
Wine Tax	107,296	71,023	0.02	0.01	36,273	51.07
Sweepstakes Income	470,699	491,944	0.09	0.10	(21,245)	(4.32)
Inventory Information	5,040	4,968	-	-	72	1.45
Direct Shipping Permits	591,363	507,075	0.12	0.10	84,288	16.62
Processing/Investigation Fees	55,600	50,446	0.01	0.01	5,154	10.22
Miscellaneous	17,190	41,333	0.00	0.01	(24,143)	(58.41)
Total Other Revenues	6,050,396	5,776,029	1.18	1.18	274,367	4.75
Total Gross Profit	\$159,775,991	\$146,000,563	31	30	\$13,775,428	9.44

NEW HAMPSHIRE STATE LIQUOR COMMISSION

COMMONSIZE COMPARATIVE INCOME STATEMENT

FISCAL YEARENDED JUNE 30, 2010 AND JUNE 30, 2009(unaudited)

	July 01, 2009 through June 30, 2010	July 01, 2008 through June 30, 2009	Commonsize % FY 10 FY 09		Comparative Increase / (Decrease) \$ %	
OPERATING EXPENSES						
Office of the Commissioners	\$576,486	\$718,798	0.11	0.15	(\$142,312)	(19.80)
Information Technology	1,795,668	1,923,582	0.35	0.39	(127,914)	(6.65)
Financial Management	1,483,595	1,429,611	0.29	0.29	53,984	3.78
Merchandising Administration	789,350	702,514	0.15	0.14	86,836	12.36
Purchasing	91,218	86,461	0.02	0.02	4,757	5.50
Human Resources	241,113	213,933	0.05	0.04	27,180	12.70
Store Operations	29,374,323	27,688,907	5.74	5.67	1,685,416	6.09
Warehouse	1,064,911	1,077,028	0.21	0.22	(12,117)	(1.13)
Depreciation Expenses -						
Office of the Commission	64,503	57,209	0.01	0.01	7,294	12.75
Information Technology	150	8,842	0.00	0.00	(8,692)	(98.30)
Financial Management	199	-	0.00	-	199	100.00
Marketing	-	-	-	-	-	-
Human Resources	-	-	-	-	-	-
Store Operations	629,052	466,281	0.12	0.10	162,771	34.91
Warehouse	35,992	30,265	0.01	0.01	5,727	18.92
Total Expenses	\$36,146,560	\$34,403,431	7.07	7.05	\$1,743,129	5.07
Net Profit -						
Liquor Operations	123,629,431	111,597,132	24.18	22.87	12,032,298	10.78
Beer Operations	9,633,438	9,868,902	1.88	2.02	(235,464)	(2.39)
Transfer in-Turnpike System	6,222,405	-	1.22	-	6,222,405	100.00
Loss - Disposal of Fixed Assets	(4,021)	(199)	-	-	(3,822)	1,920.60
Fixed Assets - Capital Funds	186,834	219,411	0.04	0.04	(32,577)	(14.85)
Total Net Profit	139,668,087	121,685,246	27.31	24.93	17,982,840	14.78
Transfer to General Fund	(140,282,638)	(121,687,176)	(27.43)	(24.93)	(18,595,462)	15.28
Change in Net Assets	(614,551)	(1,930)	(0.12)	(0.00)	(612,622)	31,739.60
Net Assets July 1	12,399,504	12,401,431	2.42	2.54	(1,930)	(0.02)
Net Assets June 30	\$11,784,950	\$12,399,500	2.42	2.54	(\$614,552)	(4.96)
NOTE:						
Beginning Inventory	32,590,666	29,918,370	-----		2,672,296	
Inventory Change	2,672,296	4,078,245	-----		-1,405,949	
Ending Inventory	\$35,262,962	\$32,590,666	-----		\$1,266,347	

NEW HAMPSHIRE STATE LIQUOR COMMISSION

COMMONSIZE COMPARATIVE INCOME STATEMENT - ENFORCEMENT

FISCAL YEARENDED JUNE 30, 2010 AND JUNE 30, 2009 (unaudited)

BEER OPERATIONS:	July 01, 2009	July 01, 2008	Commonsize		Comparative	
REVENUES	through	through	%	%	Increase / (Decrease)	
	June 30, 2010	June 30, 2009	FY 10	FY 09	\$	%
Beer Tax	\$12,829,729	\$12,425,700	96.32	92.61	\$404,029	3.25
Wine Cooler Tax	20,895	24,583	0.16	0.18	(3,688)	(15.00)
Distilled Spirits Tax	14,514	16,693	0.11	0.12	(2,179)	(13.05)
Beer Permits	199,431	228,430	1.50	1.70	(28,999)	(12.69)
Miscellaneous - Grants	255,175	721,201	1.92	5.38	(466,026)	(64.62)
Total Revenues	13,319,744	13,416,607	100.00	100.00	(96,863)	(0.72)
OPERATING EXPENSES						
Regulation - Enforcement	2,242,643	1,970,838	16.84	14.69	271,805	13.79
Regulation - Licensing	814,231	803,510	6.11	5.99	10,721	1.33
Regulation - Education	176,486	272,288	1.32	2.03	(95,802)	(35.18)
Miscellaneous - Grants	301,028	326,448	2.26	2.43	(25,420)	(7.79)
Depreciation - Enforcement	74,723	99,772	0.56	0.74	(25,049)	(25.11)
Depreciation - Grants	77,195	74,849	0.58	0.56	2,346	3.13
Total Expenses	3,686,306	3,547,705	27.68	26.44	138,601	3.91
Net Profit From Beer Operations	\$9,633,438	\$9,868,902	72.32	73.56	(\$235,464)	(2.39)

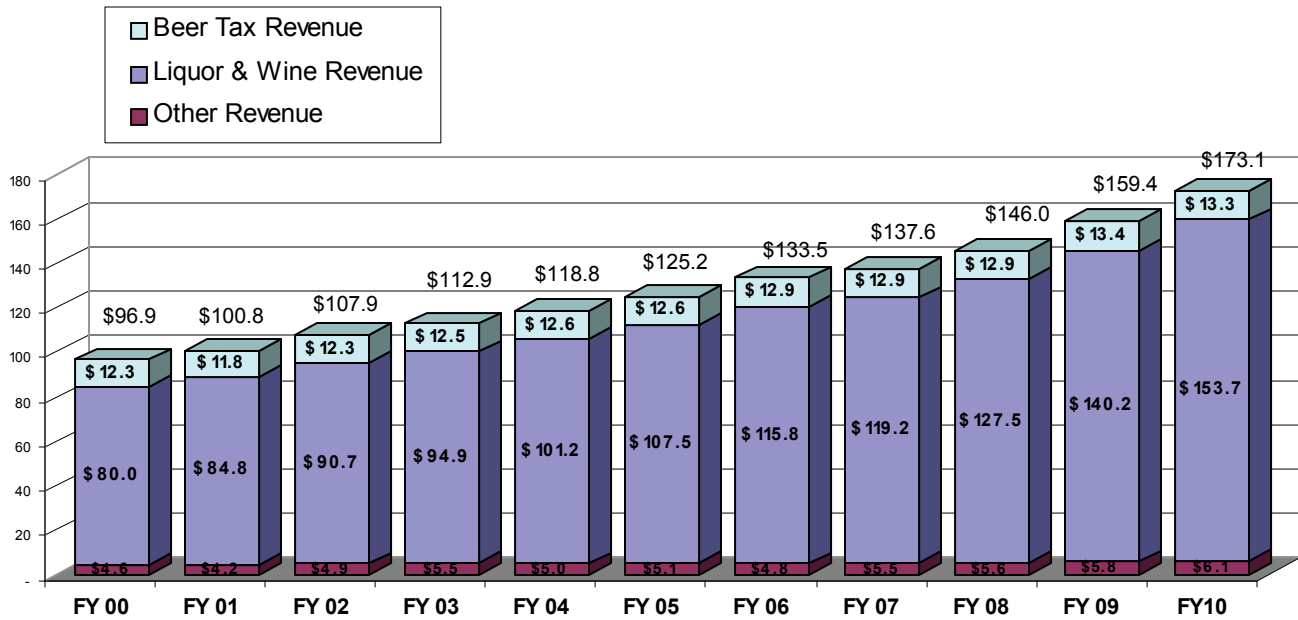
NEW HAMPSHIRE STATE LIQUOR COMMISSION

FIVE YEAR COMPARATIVE INCOME STATEMENT

FY 2006 TO FY 2010 (unaudited)

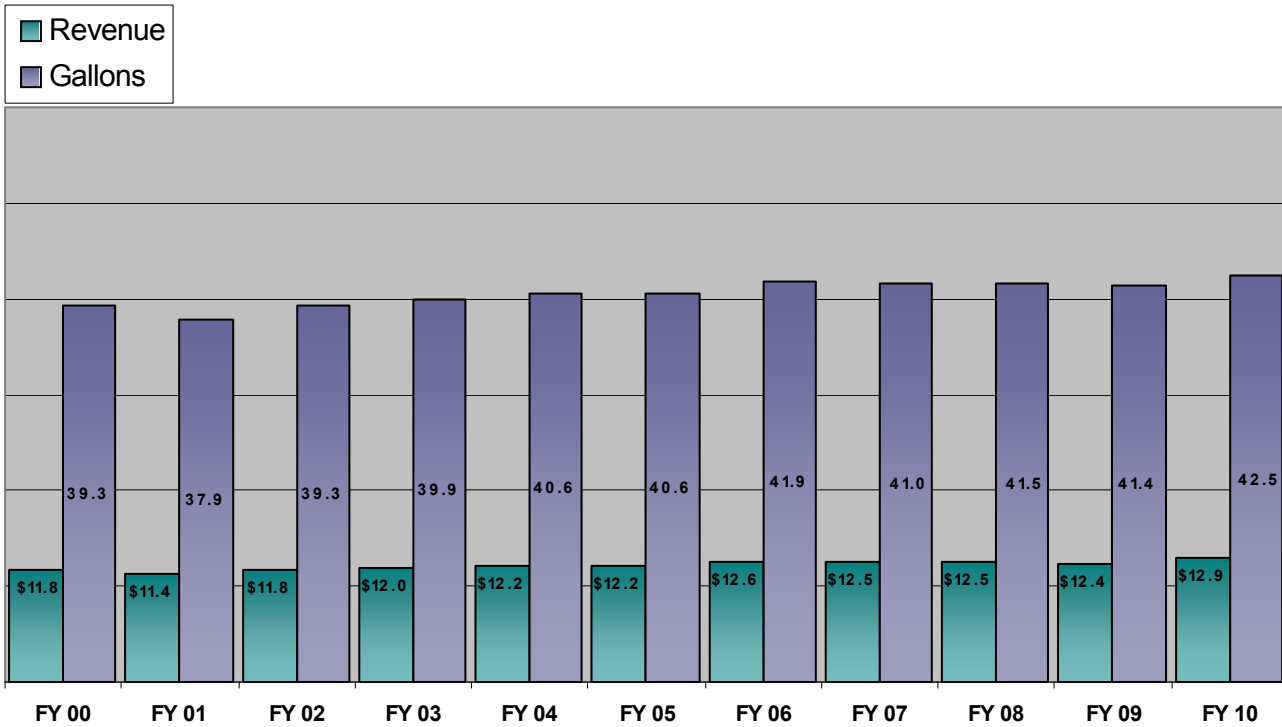
	<u>FY 2010</u>	<u>FY 2009</u>	<u>FY 2008</u>	<u>FY 2007</u>	<u>FY 2006</u>
<u>SALES</u>					
Sales - Retail	\$370,103	\$348,317	\$329,906	\$307,472	\$293,704
Sales - On-Premise	53,515	53,006	53,981	53,479	51,423
Sales - Off-Premise	97,245	94,774	86,356	82,785	77,185
Total Sales	520,863	496,096	470,243	443,736	422,312
Less Discounts, CC fees, Etc	(9,481)	(8,028)	(9,703)	(7,602)	(6,780)
Net Sales	511,382	488,068	460,540	436,134	415,532
Cost of Goods Sold	357,657	347,843	333,048	316,888	299,718
Gross Profit from Sales	153,725	140,225	127,492	119,246	115,814
<u>OTHER REVENUES</u>					
Liquor and Wine Licenses	2,913	2,838	2,849	3,058	2,712
Liquor Rep Fees	38	19	18	18	17
Sweepstakes Income	471	492	530	527	492
Miscellaneous	2,628	2,427	2,163	1,892	1,618
Total Other Revenues	6,050	5,776	5,560	5,495	4,839
Total Gross Profit	159,775	146,001	133,052	124,741	120,653
<u>OPERATING EXPENSES</u>					
Office of Commission	577	719	662	637	565
Information Technology	1,796	1,924	1,814	1,481	1,267
Financial Management	1,484	1,430	1,263	1,328	1,253
Merchandising Administration	789	703	629	628	613
Purchasing	91	86	80	72	70
Human Resources	241	214	176	140	118
Store Operations	29,374	27,689	25,851	23,442	22,412
Warehouse	1,065	1,077	839	939	936
Depreciation	729	561	627	787	1,052
Total Operating Expenses	36,146	34,403	31,941	29,454	28,286
Net Profit Liquor Operations	123,629	111,598	101,112	95,287	92,367
<u>BEER OPERATIONS:</u>					
Revenue - Beer Tax and Permits	13,320	13,417	12,859	12,903	12,914
Expenses - Enforc., Licens. & Educ.	(3,535)	(3,373)	(2,736)	(2,631)	(2,569)
Depreciation	(152)	(175)	(123)	(110)	(128)
Net Profit Beer Operations	9,633	9,869	10,000	10,162	10,217
Gain or (Loss) on Capital Assets	(4)	(1)	(8)	(8)	(21)
Capital Assets - Capital Funds	6,410	219	498	392	267
TOTAL NET PROFIT	\$139,668	\$121,685	\$111,602	\$105,833	\$102,830

NEW HAMPSHIRE STATE LIQUOR COMMISSION
FY 2000 TO FY 2010 REVENUE (unaudited)



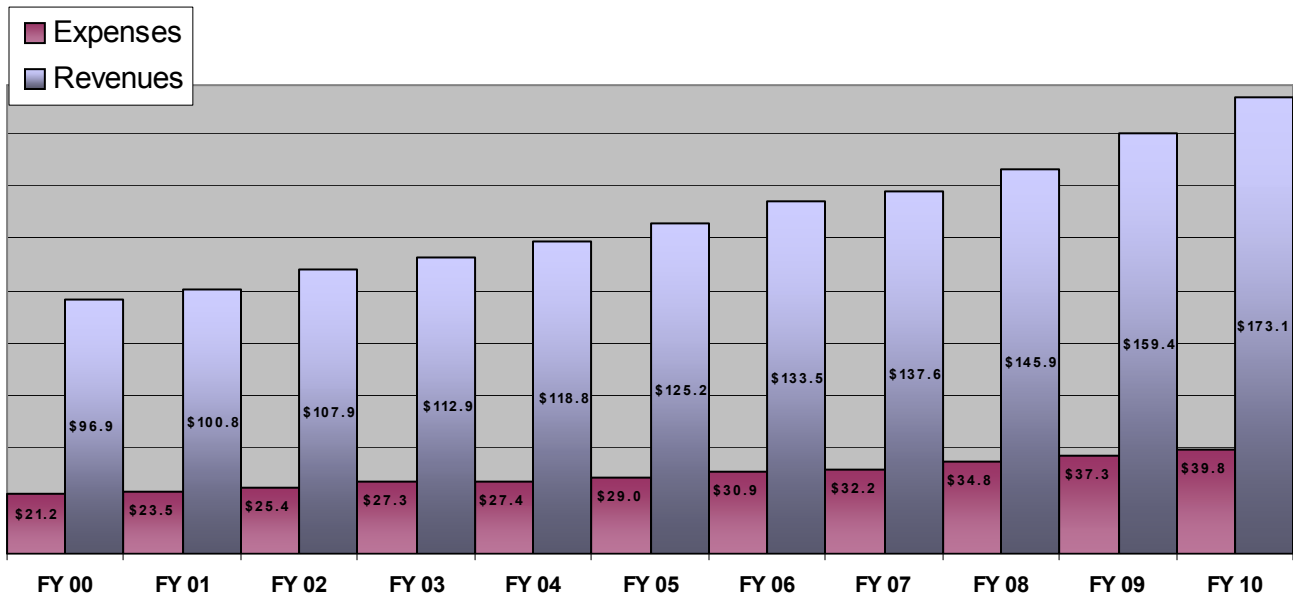
Revenues (millions)	FY 00	FY 01	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10
Liquor & Wine Revenue	\$80.0	\$84.8	\$90.7	\$94.9	\$101.2	\$107.5	\$115.8	\$119.2	\$127.5	\$140.2	\$153.7
Other Revenue	4.6	4.2	4.9	5.5	5.0	5.1	4.8	5.5	5.6	5.8	6.1
Beer Tax Revenue	12.3	11.8	12.3	12.5	12.6	12.6	12.9	12.9	12.9	13.4	13.3
Total Revenue	\$96.9	\$100.8	\$107.9	\$112.9	\$118.8	\$125.2	\$133.5	\$137.6	\$146.0	\$159.4	\$173.1

**NEW HAMPSHIRE STATE LIQUOR COMMISSION
FY 2000 TO FY 2010 BEER REVENUE AND GALLONAGE (unaudited)**



Beer Tax	FY 00	FY 01	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10
Millions	\$11.8	\$11.4	\$11.8	\$12.0	\$12.2	\$12.2	\$12.6	\$12.5	\$12.5	\$12.4	\$12.9
gallons	39.3	37.9	39.3	39.9	40.6	41.0	41.5	41.6	41.5	41.4	42.5

**NEW HAMPSHIRE STATE LIQUOR COMMISSION
FY2000 TO FY2010 REVENUE AND EXPENSES (unaudited)**



(Millions)	FY 00	FY 01	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10
Revenues	\$96.9	\$100.8	\$107.9	\$112.9	\$118.8	\$125.2	\$133.5	\$137.6	\$145.9	\$159.4	\$173.1
Expenses	\$23.1	\$23.5	\$25.4	\$27.3	\$27.4	\$29.0	\$30.9	\$32.2	\$34.8	\$37.3	\$39.8

New Hampshire State Liquor Commission

Total Operating Expenses

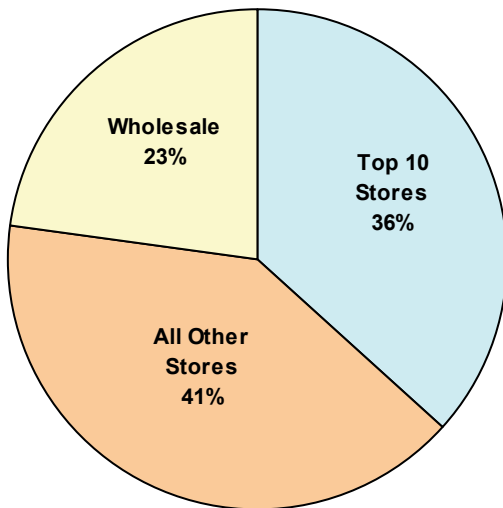
FISCAL YEARS ENDED JUNE 30, 2010 AND JUNE 30, 2009

OPERATING EXPENSES:	JUNE 30, 2010	JUNE 30, 2009	INCREASE / (DECREASE)	
			AMOUNT	%
Personnel Services - Permanent	\$12,824,571.59	\$12,653,747.98	\$170,823.61	1.35
Personnel Services - Temporary	5,743,637.56	5,144,746.79	598,890.77	11.64
Personnel Services - Overtime	1,186,014.97	1,102,656.14	83,358.83	7.56
Personnel Services - Holiday	248,459.92	189,822.68	58,637.24	30.89
Commissioners Salaries	239,522.68	252,071.83	(12,549.15)	(4.98)
Office of Information Technology	1,795,668.09	1,923,582.06	(127,913.97)	(6.65)
Supplies	791,292.93	560,157.06	231,135.87	41.26
Publications	7,895.91	4,922.93	2,972.98	60.39
Clothing	29,080.96	87,509.92	(58,428.96)	(66.77)
Heat, Electricity, Water	1,140,415.97	1,280,619.10	(140,203.13)	(10.95)
Telephone	182,353.28	111,985.55	70,367.73	62.84
Postage and Freight	68,482.75	57,018.43	11,464.32	20.11
Printing and Binding	87,345.79	84,362.67	2,983.12	3.54
Contract Repairs-Buildings&Grounds	165,643.56	165,123.88	519.68	0.31
Equipment Repairs	560,036.89	511,497.07	48,539.82	9.49
License/Maintenance Software	499.00	7,218.00	(6,719.00)	(93.09)
Repairs - Buildings and Grounds	61,470.99	82,193.21	(20,722.22)	(25.21)
Advertising	2,058,410.08	1,592,142.21	466,267.87	29.29
Rents & Rentals	14,567.74	7,697.68	6,870.06	89.25
Rents - Stores	3,086,397.86	2,945,696.43	140,701.43	4.78
Insurance	8,372.94	7,574.04	798.90	10.55
Membership Fees	2,756.00	2,675.00	81.00	3.03
Educational/Development Training	12,257.00	11,075.06	1,181.94	10.67
Rental/Lease - Office Equipment	2,607.31	3,793.29	(1,185.98)	(31.27)
Trash Removal Services	143,990.69	157,079.75	(13,089.06)	(8.33)
Snow Removal Services	136,364.95	139,216.34	(2,851.39)	(2.05)
Janitorial Services	74,596.50	77,291.74	(2,695.24)	(3.49)
Equipment	177,933.26	277,112.56	(99,179.30)	(35.79)
Benefits	7,201,136.48	6,354,022.51	847,113.97	13.33
Employee Assistance Program	10,000.00	10,000.00	-	-
Vehicle Maintenance	15,118.50	7,264.65	7,853.85	108.11
Travel - In-State	188,457.78	194,521.63	(6,063.85)	(3.12)
Travel - Out-of-State	14,594.27	2,471.12	12,123.15	490.59
Indirect Costs to Admin. Services	349,881.48	385,223.05	(35,341.57)	(9.17)
Workmen's Compensation	248,744.38	742,817.16	(494,072.78)	(66.51)
Unemployment Compensation	47,051.78	23,402.96	23,648.82	101.05
Miscellaneous	25,225.60	944.31	24,281.29	2,571.33
Vehicles New	0.00	50,458.27	(50,458.27)	(100.00)
Registration fees	195.00	2,202.80	(2,007.80)	(91.15)
TOTAL OPERATING EXPENSES:	38,951,052.44	37,213,917.86	1,737,134.58	4.67
Depreciation	881,814.57	737,218.00	144,596.57	19.61
TOTAL EXPENSES:	\$39,832,867.01	\$37,951,135.86	\$1,881,731.15	4.96

NHSLC Top 10 Sales Locations

Store Locations (unaudited)
(Sales in Millions)

	Annual Gross Sales
1 HAMPTON-North*	\$29.8
2 HAMPTON-South*	\$26.4
3 PORTSMOUTH*	\$22.8
4 SALEM*	\$21.6
5 HOOKSETT-North*	\$17.8
6 NASHUA	\$17.8
7 HOOKSETT-South	\$14.2
8 NASHUA*	\$14.0
9 W. LEBANON	\$11.2
10 KEENE*	\$9.7
Total:	<u><u>\$185.3</u></u>



New Hampshire State Liquor Commission

Total Sales by Location

FISCAL YEARS ENDED JUNE 30, 2010 AND JUNE 30, 2009 (unaudited)

ST #	LOCATION	JUNE 30, 2010	JUNE 30, 2009	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 10	FY 09	FY 10	FY 09
1	CONCORD	\$5,758,580.05	\$5,343,715.61	\$414,864.44	7.76	1.11	1.08	16	18
2	CHESTERFIELD	4,192,310.39	3,844,839.32	347,471.07	9.04	0.81	0.78	29	30
3	MANCHESTER	1,378,899.12	1,549,856.42	(170,957.30)	(11.03)	0.27	0.31	66	60
4	HOOKSETT	3,040,520.96	2,923,450.81	117,070.15	4.00	0.59	0.59	43	40
5	BERLIN	1,148,436.44	1,141,801.69	6,634.75	0.58	0.22	0.23	71	70
6	PORTSMOUTH	5,878,319.93	5,629,822.54	248,497.39	4.41	1.14	1.14	15	16
7	LITTLETON	4,728,222.48	4,469,463.12	258,759.36	5.79	0.91	0.91	23	24
8	CLAREMONT	3,143,936.48	2,987,260.57	156,675.91	5.24	0.61	0.61	42	39
9	DOVER	5,073,315.55	4,968,780.30	104,535.25	2.10	0.98	1.01	20	20
10	MANCHESTER	3,765,901.20	3,330,819.51	435,081.69	13.06	0.73	0.67	32	35
11	LEBANON	3,714,059.04	3,844,817.43	(130,758.39)	(3.40)	0.72	0.78	33	31
12	CENTER HARBOR	2,875,870.77	2,647,216.46	228,654.31	8.64	0.56	0.54	45	47
13	SOMERS WORTH	1,949,308.37	1,987,151.34	(37,842.97)	(1.90)	0.38	0.40	54	53
14	ROCHESTER	4,402,701.51	4,187,228.23	215,473.28	5.15	0.85	0.85	27	28
15	KEENE	9,683,149.46	9,863,583.10	(180,433.64)	(1.83)	1.87	2.00	10	10
16	WOODSVILLE	1,380,504.44	1,327,414.01	53,090.43	4.00	0.27	0.27	65	68
17	FRANKLIN	1,579,649.06	1,563,460.29	16,188.77	1.04	0.31	0.32	60	59
18	COLEBROOK	1,134,952.93	1,194,078.96	(59,126.03)	(4.95)	0.22	0.24	72	69
19	PLYMOUTH	2,109,823.46	2,101,217.99	8,605.47	0.41	0.41	0.43	53	51
20	DERRY	3,696,791.43	3,578,479.97	118,311.46	3.31	0.72	0.73	34	34
21	PETERBOROUGH	4,407,265.22	2,849,460.52	1,557,804.70	54.67	0.85	0.58	26	43
22	BROOKLINE	3,669,808.44	4,243,161.78	(573,353.34)	(13.51)	0.71	0.86	36	26
23	CONWAY	7,895,714.09	7,701,627.04	194,087.05	2.52	1.53	1.56	13	13
24	NEWPORT	1,363,461.77	1,344,153.81	19,307.96	1.44	0.26	0.27	68	65
25	STRATHAM	5,748,317.66	5,554,518.39	193,799.27	3.49	1.11	1.13	17	17
26	GROVETON	343,828.37	352,709.12	(8,880.75)	(2.52)	0.07	0.07	78	77
27	NASHUA	2,449,924.85	2,399,036.75	50,888.10	2.12	0.47	0.49	49	49
28	SEABROOK-BCH	1,150,880.94	1,098,309.87	52,571.07	4.79	0.22	0.22	70	71
29	WHITEFIELD	444,147.96	503,172.29	(59,024.33)	(11.73)	0.09	0.10	77	76
30	MILFORD	2,945,550.11	2,905,166.55	40,383.56	1.39	0.57	0.59	44	41
31	MANCHESTER	2,729,530.47	2,678,860.45	50,670.02	1.89	0.53	0.54	46	45
32	NASHUA	4,862,851.43	3,760,340.40	1,102,511.03	29.32	0.94	0.76	21	32
33	MANCHESTER	4,531,391.22	4,676,266.94	(144,875.72)	(3.10)	0.88	0.95	24	21
34	SALEM	21,621,057.84	19,424,902.02	2,196,155.82	11.31	4.18	3.94	4	4
35	HILLSBORO	1,943,835.71	1,853,293.71	90,542.00	4.89	0.38	0.38	55	57
36	JAFFREY	652,190.61	639,268.65	12,921.96	2.02	0.13	0.13	75	74
37	LANCASTER	925,492.90	924,205.53	1,287.37	0.14	0.18	0.19	74	73
38	PORTSMOUTH	22,784,391.27	22,139,954.13	644,437.14	2.91	4.41	4.49	3	3
39	WOLFEBORO	3,324,719.53	3,203,332.27	121,387.26	3.79	0.64	0.65	39	36
40	WALPOLE	1,861,177.60	1,940,953.08	(79,775.48)	(4.11)	0.36	0.39	59	55
41	SEABROOK	7,959,189.44	6,967,996.14	991,193.30	14.22	1.54	1.41	12	14
42	MEREDITH	2,412,795.99	2,538,756.52	(125,960.53)	(4.96)	0.47	0.51	50	48
43	FARMINGTON	1,538,779.64	1,513,471.61	25,308.03	1.67	0.30	0.31	62	61

New Hampshire State Liquor Commission

Total Sales by Location

FISCAL YEARS ENDED JUNE 30, 2010 AND JUNE 30, 2009 (unaudited)

ST #	LOCATION	JUNE 30, 2010	JUNE 30, 2009	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 10	FY 09	FY 10	FY 09
44	BRISTOL	\$1,374,611.01	\$1,329,806.59	\$44,804.42	3.37	0.27	0.27	67	67
45	PITTSFIELD	1,042,877.20	1,045,644.68	(2,767.48)	(0.26)	0.20	0.21	73	72
46	ASHLAND	1,346,196.66	1,336,287.46	9,909.20	0.74	0.26	0.27	69	66
47	N. WOODSTOCK	1,899,617.16	1,853,914.49	45,702.67	2.47	0.37	0.38	57	56
48	HINSDALE	3,694,630.19	8,804,126.15	(5,109,495.96)	(58.04)	0.71	1.78	35	11
49	PLAISTOW	8,712,690.16	8,431,445.14	281,245.02	3.34	1.69	1.71	11	12
50	NASHUA	17,777,866.16	15,889,953.93	1,887,912.23	11.88	3.44	3.22	5	6
51	PELHAM	3,546,593.40	3,183,108.67	363,484.73	11.42	0.69	0.65	37	37
52	GORHAM	1,862,605.67	1,819,779.54	42,826.13	2.35	0.36	0.37	58	58
53	HUDSON	3,431,572.70	3,064,061.66	367,511.04	11.99	0.66	0.62	38	38
54	GLEN	3,785,547.51	3,657,775.79	127,771.72	3.49	0.73	0.74	31	33
55	BEDFORD	6,868,525.35	6,573,011.35	295,514.00	4.50	1.33	1.33	14	15
56	GILFORD	4,487,878.67	4,525,073.20	(37,194.53)	(0.82)	0.87	0.92	25	23
57	OSSIPEE	1,914,645.83	1,953,433.48	(38,787.65)	(1.99)	0.37	0.40	56	54
58	GOFFSTOWN	2,516,065.39	2,385,826.98	130,238.41	5.46	0.49	0.48	48	50
59	MERRIMACK	2,227,745.75	2,009,255.41	218,490.34	10.87	0.43	0.41	52	52
60	W. LEBANON	11,157,306.42	10,917,015.82	240,290.60	2.20	2.16	2.21	9	9
61	FITZWILLIAM	538,548.14	605,147.42	(66,599.28)	(11.01)	0.10	0.12	76	75
62	RAYMOND	2,654,217.92	2,695,367.35	(41,149.43)	(1.53)	0.51	0.55	47	44
63	WINCHESTER	1,442,830.84	1,428,158.22	14,672.62	1.03	0.28	0.29	64	64
64	NEW LONDON	4,238,060.68	4,206,205.15	31,855.53	0.76	0.82	0.85	28	27
65	CAMPTON	1,568,821.77	1,511,401.12	57,420.65	3.80	0.30	0.31	61	62
66	HOOKSETT-NO	17,776,785.28	16,378,328.09	1,398,457.19	8.54	3.44	3.32	6	5
67	HOOKSETT-SO	14,222,213.14	12,849,263.53	1,372,949.61	10.69	2.75	2.60	7	8
68	N. HAMPTON	5,123,027.83	4,637,869.09	485,158.74	10.46	0.99	0.94	19	22
69	NASHUA	14,051,567.10	13,181,118.61	870,448.49	6.60	2.72	2.67	8	7
70	SWANZEY	1,446,864.91	1,484,267.39	(37,402.48)	(2.52)	0.28	0.30	63	63
71	LEE	4,165,146.17	4,043,859.92	121,286.25	3.00	0.81	0.82	30	29
72	CONCORD	4,733,493.97	4,446,369.65	287,124.32	6.46	0.92	0.90	22	25
73	HAMPTON-SO	26,401,140.99	23,891,872.16	2,509,268.83	10.50	5.11	4.84	2	2
74	LONDONDERRY	5,660,730.97	5,245,657.42	415,073.55	7.91	1.10	1.06	18	19
75	BELMONT	3,232,731.23	2,893,736.74	338,994.49	11.71	0.63	0.59	40	42
76	HAMPTON-NO	29,770,364.46	27,447,749.44	2,322,615.02	8.46	5.76	5.56	1	1
77	RINDGE	3,191,489.93	2,672,879.31	518,610.62	19.40	0.62	0.54	41	46
78	HAMPS TEAD	\$2,273,390.68	-	\$2,273,390.68	-	0.44	-	51	78
	TOTAL STORES	\$398,339,957.37	\$378,096,146.19	\$20,243,811.18	5.35	77.06	76.62		
900	WHSE-CONCORD	1,191,447.46	891,467.39	299,980.07	33.65	0.23	0.18		
905	WHSE-NASHUA	117,379,182.76	114,479,473.65	2,899,709.11	2.53	22.71	23.20		
	TOTAL WHSES	118,570,630.22	115,370,941.04	3,199,689.18	2.77	22.94	23.38		
	GRAND TOTAL	\$516,910,587.59	\$493,467,087.23	\$23,443,500.36	4.75	100.00	100.00		

New Hampshire State Liquor Commission

Sales by Type

FISCAL YEAR ENDED JUNE 30, 2010 (unaudited)

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	DISCOUNTS	TOTAL
1	CONCORD	\$5,202,807.39	\$564,314.68	\$47,559.18	(\$56,101.20)	\$5,758,580.05
2	CHESTERFIELD	4,182,341.59	17,605.87	19,127.26	(26,764.33)	4,192,310.39
3	MANCHESTER	901,847.63	469,254.55	12,128.16	(4,331.22)	1,378,899.12
4	HOOKSETT	2,673,843.43	329,785.49	70,870.96	(33,978.92)	3,040,520.96
5	BERLIN	893,321.56	136,940.30	122,716.04	(4,541.46)	1,148,436.44
6	PORTSMOUTH	3,196,025.46	2,661,826.74	79,415.59	(58,947.86)	5,878,319.93
7	LITTLETON	4,045,443.04	663,475.80	67,353.19	(48,049.55)	4,728,222.48
8	CLAREMONT	2,858,708.51	277,547.47	28,195.16	(20,514.66)	3,143,936.48
9	DOVER	4,086,065.94	977,289.80	46,744.59	(36,784.78)	5,073,315.55
10	MANCHESTER	2,613,203.51	1,108,365.33	56,994.06	(12,661.70)	3,765,901.20
11	LEBANON	3,568,749.07	179,360.71	10,565.57	(44,616.31)	3,714,059.04
12	CENTER HARBOR	2,707,997.53	199,766.83	3,278.69	(35,172.28)	2,875,870.77
13	SOMERS WORTH	1,720,368.13	219,763.93	15,853.34	(6,677.03)	1,949,308.37
14	ROCHESTER	3,832,569.74	556,271.47	30,600.22	(16,739.92)	4,402,701.51
15	KEENE	8,726,920.83	993,585.36	78,586.22	(115,942.95)	9,683,149.46
16	WOODSVILLE	1,333,469.00	47,410.35	5,811.98	(6,186.89)	1,380,504.44
17	FRANKLIN	1,342,568.34	228,388.23	14,368.27	(5,675.78)	1,579,649.06
18	COLEBROOK	850,631.03	182,701.05	107,703.01	(6,082.16)	1,134,952.93
19	PLYMOUTH	1,995,417.44	114,589.94	16,260.57	(16,444.49)	2,109,823.46
20	DERRY	3,344,183.95	350,693.15	27,430.43	(25,516.10)	3,696,791.43
21	PETERBOROUGH	4,095,116.72	336,469.80	47,824.29	(72,145.59)	4,407,265.22
22	BROOKLINE	3,580,663.77	115,356.43	3,298.12	(29,509.88)	3,669,808.44
23	CONWAY	6,531,392.82	1,271,368.21	164,229.17	(71,276.11)	7,895,714.09
24	NEWPORT	1,150,140.80	188,982.31	32,285.60	(7,946.94)	1,363,461.77
25	STRATHAM	5,246,076.05	478,314.91	73,745.90	(49,819.20)	5,748,317.66
26	GROVETON	328,147.22	9,318.25	7,654.66	(1,291.76)	343,828.37
27	NASHUA	2,099,044.46	342,465.08	19,827.87	(11,412.56)	2,449,924.85
28	SEABROOK-BCH	1,137,511.72	17,918.18	631.74	(5,180.70)	1,150,880.94
29	WHITEFIELD	363,008.69	35,151.75	48,798.37	(2,810.85)	444,147.96
30	MILFORD	2,559,314.57	393,558.42	16,989.64	(24,312.52)	2,945,550.11
31	MANCHESTER	2,483,667.73	233,463.00	23,795.33	(11,395.59)	2,729,530.47
32	NASHUA	4,776,036.27	136,435.07	4,239.33	(53,859.24)	4,862,851.43
33	MANCHESTER	3,733,754.17	805,764.06	21,429.62	(29,556.63)	4,531,391.22
34	SALEM	21,228,847.80	553,740.81	73,264.12	(234,794.89)	21,621,057.84
35	HILLSBORO	1,626,788.04	275,998.87	56,727.01	(15,678.21)	1,943,835.71
36	JAFFREY	549,149.20	103,952.62	7,134.75	(8,045.96)	652,190.61
37	LANCASTER	824,172.29	86,588.91	20,284.17	(5,552.47)	925,492.90
38	PORTSMOUTH	22,940,727.54	118,787.25	764.90	(275,888.42)	22,784,391.27
39	WOLFEBORO	3,044,116.64	307,086.35	16,248.60	(42,732.06)	3,324,719.53
40	WALPOLE	1,820,865.93	46,994.40	5,962.92	(12,645.65)	1,861,177.60
41	SEABROOK	7,212,443.26	712,229.31	80,293.44	(45,776.57)	7,959,189.44
42	MEREDITH	2,101,120.06	308,770.00	30,878.00	(27,972.07)	2,412,795.99
43	FARMINGTON	1,449,737.83	79,899.16	14,227.21	(5,084.56)	1,538,779.64
44	BRISTOL	1,235,653.55	\$137,364.12	\$13,490.21	(\$11,896.87)	\$1,374,611.01

New Hampshire State Liquor Commission

Sales by Type

FISCAL YEAR ENDED JUNE 30, 2010 (unaudited)

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	DISCOUNTS	TOTAL
45	PITTSFIELD	\$978,793.22	\$31,344.15	\$37,996.78	(5,256.95)	\$1,042,877.20
46	ASHLAND	1,090,970.69	236,455.93	33,955.69	(15,185.65)	1,346,196.66
47	N. WOODSTOCK	1,421,088.20	486,870.01	13,532.75	(21,873.80)	1,899,617.16
48	HINSDALE	3,693,614.47	6,397.89	15,977.81	(21,359.98)	3,694,630.19
49	PLAISTOW	8,354,199.84	407,201.58	38,496.21	(87,207.47)	8,712,690.16
50	NASHUA	17,740,066.40	252,194.68	19,047.09	(233,442.01)	17,777,866.16
51	PELHAM	3,404,146.58	146,995.20	22,143.96	(26,692.34)	3,546,593.40
52	GORHAM	1,653,838.20	205,096.48	13,751.46	(10,080.47)	1,862,605.67
53	HUDSON	3,177,402.16	240,338.36	26,060.02	(12,227.84)	3,431,572.70
54	GLEN	2,789,564.02	976,204.80	68,882.99	(49,104.30)	3,785,547.51
55	BEDFORD	6,083,575.49	809,678.61	49,651.28	(74,380.03)	6,868,525.35
56	GILFORD	3,487,066.36	993,065.69	53,108.32	(45,361.70)	4,487,878.67
57	OSSIPEE	1,646,651.67	197,007.11	80,489.63	(9,502.58)	1,914,645.83
58	GOFFSTOWN	2,216,792.12	297,730.32	11,781.02	(10,238.07)	2,516,065.39
59	MERRIMACK	1,897,418.99	317,637.56	29,232.91	(16,543.71)	2,227,745.75
60	W. LEBANON	10,627,060.46	568,097.60	96,575.31	(134,426.95)	11,157,306.42
61	FITZWILLIAM	495,544.82	24,886.42	21,541.13	(3,424.23)	538,548.14
62	RAYMOND	2,257,816.57	334,909.79	71,210.05	(9,718.49)	2,654,217.92
63	WINCHESTER	1,417,545.43	32,934.92	54.32	(7,703.83)	1,442,830.84
64	NEW LONDON	3,745,406.43	513,885.11	39,667.27	(60,898.13)	4,238,060.68
65	CAMPTON	1,202,116.33	379,266.40	2,770.40	(15,331.36)	1,568,821.77
66	HOOKSETT-NO	17,796,925.98	150,016.36	8,161.16	(178,318.22)	17,776,785.28
67	HOOKSETT-SO	14,322,409.08	59,803.15	1,554.18	(161,553.27)	14,222,213.14
68	N. HAMPTON	4,456,829.71	705,884.10	22,463.76	(62,149.74)	5,123,027.83
69	NASHUA	13,170,366.98	1,052,851.98	71,207.99	(242,859.85)	14,051,567.10
70	SWANZEY	1,052,759.89	377,330.67	22,295.41	(5,521.06)	1,446,864.91
71	LEE	3,928,477.61	238,034.97	23,160.58	(24,526.99)	4,165,146.17
72	CONCORD	3,985,453.15	710,115.91	66,471.63	(28,546.72)	4,733,493.97
73	HAMPTON-SO	26,639,823.15	46,177.61	5,552.76	(290,412.53)	26,401,140.99
74	LONDONDERRY	5,143,361.94	542,575.59	6,816.74	(32,023.30)	5,660,730.97
75	BELMONT	2,643,820.73	583,749.69	21,046.98	(15,886.17)	3,232,731.23
76	HAMPTON-NO	30,022,553.57	77,871.07	2,256.05	(332,316.23)	29,770,364.46
77	RINDGE	3,108,642.46	89,582.23	10,604.97	(17,339.73)	3,191,489.93
78	HAMPSTEAD	2,220,272.90	57,729.51	13,607.34	(18,219.07)	\$2,273,390.68
	TOTAL STORES	\$370,066,355.85	\$29,524,835.77	\$2,666,713.41	(\$3,917,947.66)	\$398,339,957.37
	% OF TYPE	100.00	55.17	2.74	100.00	77.06
	% OF LOCATION	92.90	7.41	0.67	(0.98)	-
900	WHSE-CONCORD	1,084.71	-	1,190,362.75	-	1,191,447.46
905	WHSE-NASHUA	-	23,990,338.79	93,388,843.97	-	117,379,182.76
	TOTAL WHSES	1,084.71	23,990,338.79	94,579,206.72	0.00	118,570,630.22
	% OF TYPE	-	44.83	97.26	-	22.94
	% OF LOCATION	0.00	20.23	79.77	-	100.00
	GRAND TOTAL	\$370,067,440.56	\$53,515,174.56	\$97,245,920.13	(\$3,917,947.66)	\$516,910,587.59
	% OF TOTAL	71.59	10.35	18.81	(0.76)	100.00

New Hampshire State Liquor Commission

Retail Sales By Location

FISCAL YEARS ENDED JUNE 30, 2010 AND JUNE 30, 2009 (unaudited)

ST #	LOCATION	JUNE 30, 2010	JUNE 30, 2009	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 10	FY 09	FY 10	FY 09
1	CONCORD	\$5,202,807.39	\$4,906,072.35	\$296,735.04	6.05	1.41	1.41	16	17
2	CHESTERFIELD	4,182,341.59	3,823,762.19	358,579.40	9.38	1.13	1.10	20	22
3	MANCHESTER	901,847.63	977,184.28	(75,336.65)	(7.71)	0.24	0.28	71	69
4	HOOKSETT	2,673,843.43	2,662,260.79	11,582.64	0.44	0.72	0.76	42	38
5	BERLIN	893,321.56	887,022.28	6,299.28	0.71	0.24	0.25	72	71
6	PORTSMOUTH	3,196,025.46	3,036,861.94	159,163.52	5.24	0.86	0.87	35	33
7	LITTLETON	4,045,443.04	3,800,570.99	244,872.05	6.44	1.09	1.09	23	23
8	CLAREMONT	2,858,708.51	2,611,493.44	247,215.07	9.47	0.77	0.75	39	39
9	DOVER	4,086,065.94	3,882,753.63	203,312.31	5.24	1.10	1.11	22	21
10	MANCHESTER	2,613,203.51	2,409,951.09	203,252.42	8.43	0.71	0.69	44	45
11	LEBANON	3,568,749.07	3,694,858.16	(126,109.09)	(3.41)	0.96	1.06	31	26
12	CENTER HARBOR	2,707,997.53	2,487,720.93	220,276.60	8.85	0.73	0.71	41	43
13	SOMERS WORTH	1,720,368.13	1,732,915.23	(12,547.10)	(0.72)	0.46	0.50	55	53
14	ROCHESTER	3,832,569.74	3,688,148.77	144,420.97	3.92	1.04	1.06	26	27
15	KEENE	8,726,920.83	8,884,551.00	(157,630.17)	(1.77)	2.36	2.55	10	10
16	WOODSVILLE	1,333,469.00	1,286,599.72	46,869.28	3.64	0.36	0.37	63	61
17	FRANKLIN	1,342,568.34	1,320,182.02	22,386.32	1.70	0.36	0.38	62	60
18	COLEBROOK	850,631.03	873,941.08	(23,310.05)	(2.67)	0.23	0.25	73	72
19	PLYMOUTH	1,995,417.44	1,980,566.95	14,850.49	0.75	0.54	0.57	52	51
20	DERRY	3,344,183.95	3,209,363.36	134,820.59	4.20	0.90	0.92	34	32
21	PETERBOROUGH	4,095,116.72	2,544,117.54	1,550,999.18	60.96	1.11	0.73	21	41
22	BROOKLINE	3,580,663.77	4,180,007.00	(599,343.23)	(14.34)	0.97	1.20	30	19
23	CONWAY	6,531,392.82	6,308,491.84	222,900.98	3.53	1.76	1.81	13	13
24	NEWPORT	1,150,140.80	1,138,289.61	11,851.19	1.04	0.31	0.33	66	65
25	STRATHAM	5,246,076.05	4,987,226.58	258,849.47	5.19	1.42	1.43	15	16
26	GROVETON	328,147.22	335,328.84	(7,181.62)	(2.14)	0.09	0.10	78	77
27	NASHUA	2,099,044.46	2,026,030.23	73,014.23	3.60	0.57	0.58	51	50
28	SEABROOK-BCH	1,137,511.72	1,080,791.10	56,720.62	5.25	0.31	0.31	67	66
29	WHITEFIELD	363,008.69	394,894.58	(31,885.89)	(8.07)	0.10	0.11	77	76
30	MILFORD	2,559,314.57	2,521,484.41	37,830.16	1.50	0.69	0.72	45	42
31	MANCHESTER	2,483,667.73	2,431,705.03	51,962.70	2.14	0.67	0.70	46	44
32	NASHUA	4,776,036.27	3,642,801.63	1,133,234.64	31.11	1.29	1.05	18	28
33	MANCHESTER	3,733,754.17	3,574,321.81	159,432.36	4.46	1.01	1.03	28	30
34	SALEM	21,228,847.80	18,895,820.91	2,333,026.89	12.35	5.74	5.42	4	4
35	HILLSBORO	1,626,788.04	1,528,290.21	98,497.83	6.44	0.44	0.44	58	57
36	JAFFREY	549,149.20	522,318.30	26,830.90	5.14	0.15	0.15	75	75
37	LANCASTER	824,172.29	788,034.44	36,137.85	4.59	0.22	0.23	74	73
38	PORTSMOUTH	22,940,727.54	22,263,604.80	677,122.74	3.04	6.20	6.39	3	3
39	WOLFEBORO	3,044,116.64	2,917,551.80	126,564.84	4.34	0.82	0.84	38	35
40	WALPOLE	1,820,865.93	1,880,310.58	(59,444.65)	(3.16)	0.49	0.54	54	52
41	SEABROOK	7,212,443.26	6,250,488.93	961,954.33	15.39	1.95	1.79	12	14
42	MEREDITH	2,101,120.06	2,208,607.35	(107,487.29)	(4.87)	0.57	0.63	50	47
43	FARMINGTON	1,449,737.83	1,418,469.12	31,268.71	2.20	0.39	0.41	59	58

New Hampshire State Liquor Commission

Retail Sales By Location

FISCAL YEARS ENDED JUNE 30, 2010 AND JUNE 30, 2009 (unaudited)

ST #	LOCATION	JUNE 30, 2010	JUNE 30, 2009	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 10	FY 09	FY 10	FY 09
44	BRISTOL	\$1,235,653.55	\$1,159,418.87	\$76,234.68	6.58	0.33	0.33	64	63
45	PITTSFIELD	978,793.22	973,047.21	5,746.01	0.59	0.26	0.28	70	70
46	ASHLAND	1,090,970.69	1,023,090.34	67,880.35	6.63	0.29	0.29	68	68
47	N. WOODSTOCK	1,421,088.20	1,280,784.64	140,303.56	10.95	0.38	0.37	60	62
48	HINSDALE	3,693,614.47	8,832,944.17	(5,139,329.70)	(58.18)	1.00	2.54	29	11
49	PLAISTOW	8,354,199.84	8,044,779.88	309,419.96	3.85	2.26	2.31	11	12
50	NASHUA	17,740,066.40	15,662,165.39	2,077,901.01	13.27	4.79	4.50	6	6
51	PELHAM	3,404,146.58	2,962,366.44	441,780.14	14.91	0.92	0.85	33	34
52	GORHAM	1,653,838.20	1,619,871.04	33,967.16	2.10	0.45	0.47	56	56
53	HUDSON	3,177,402.16	2,833,657.05	343,745.11	12.13	0.86	0.81	36	36
54	GLEN	2,789,564.02	2,695,576.31	93,987.71	3.49	0.75	0.77	40	37
55	BEDFORD	6,083,575.49	5,715,916.35	367,659.14	6.43	1.64	1.64	14	15
56	GILFORD	3,487,066.36	3,352,907.33	134,159.03	4.00	0.94	0.96	32	31
57	OSSIPEE	1,646,651.67	1,713,478.80	(66,827.13)	(3.90)	0.44	0.49	57	54
58	GOFFSTOWN	2,216,792.12	2,135,862.60	80,929.52	3.79	0.60	0.61	49	49
59	MERRIMACK	1,897,418.99	1,668,065.31	229,353.68	13.75	0.51	0.48	53	55
60	W. LEBANON	10,627,060.46	10,330,535.87	296,524.59	2.87	2.87	2.97	9	9
61	FITZWILLIAM	495,544.82	579,708.19	(84,163.37)	(14.52)	0.13	0.17	76	74
62	RAYMOND	2,257,816.57	2,208,589.02	49,227.55	2.23	0.61	0.63	47	48
63	WINCHESTER	1,417,545.43	1,386,905.17	30,640.26	2.21	0.38	0.40	61	59
64	NEW LONDON	3,745,406.43	3,640,526.02	104,880.41	2.88	1.01	1.05	27	29
65	CAMPTON	1,202,116.33	1,142,747.00	59,369.33	5.20	0.32	0.33	65	64
66	HOOKSETT-NO	17,796,925.98	16,367,498.54	1,429,427.44	8.73	4.81	4.70	5	5
67	HOOKSETT-SO	14,322,409.08	12,913,360.07	1,409,049.01	10.91	3.87	3.71	7	7
68	N. HAMPTON	4,456,829.71	4,065,717.52	391,112.19	9.62	1.20	1.17	19	20
69	NASHUA	13,170,366.98	12,159,448.35	1,010,918.63	8.31	3.56	3.49	8	8
70	SWANZEY	1,052,759.89	1,035,895.62	16,864.27	1.63	0.28	0.30	69	67
71	LEE	3,928,477.61	3,774,885.77	153,591.84	4.07	1.06	1.08	25	24
72	CONCORD	3,985,453.15	3,741,523.64	243,929.51	6.52	1.08	1.07	24	25
73	HAMPTON-SO	26,639,823.15	24,039,262.68	2,600,560.47	10.82	7.20	6.90	2	2
74	LONDONDERRY	5,143,361.94	4,796,354.07	347,007.87	7.23	1.39	1.38	17	18
75	BELMONT	2,643,820.73	2,325,510.59	318,310.14	13.69	0.71	0.67	43	46
76	HAMPTON-NO	30,022,553.57	27,556,894.40	2,465,659.17	8.95	8.11	7.91	1	1
77	RINDGE	3,108,642.46	2,580,325.82	528,316.64	20.47	0.84	0.74	37	40
78	HAMPS TEAD	\$2,220,272.90	\$0.00	\$2,220,272.90	-	0.60	-	48	-
	TOTAL STORES	\$370,066,355.85	\$348,315,386.91	\$21,750,968.94	6.24	100.00	100.00		
900	WHSE-CONCORD	1,084.71	1,220.07	(135.36)	(11.09)	-	-		
905	WHSE-NASHUA	0.00	0.00	0.00	-	-	-		
	TOTAL WHSES	1,084.71	1,220.07	-135.36	(11.09)	-	-		
	GRAND TOTAL	\$370,067,440.56	\$348,316,606.98	\$21,750,833.58	6.24	100.00	100.00		

New Hampshire State Liquor Commission

On-Premise Sales By Location

FISCAL YEARS ENDED JUNE 30, 2010 AND JUNE 30, 2009

ST #	LOCATION	JUNE 30, 2010	JUNE 30, 2009	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 10	FY 09	FY 10	FY 09
1	CONCORD	\$564,314.68	\$409,760.81	\$154,553.87	37.72	1.05	0.77	17	26
2	CHESTERFIELD	17,605.87	17,702.70	(96.83)	(0.55)	0.03	0.03	76	74
3	MANCHESTER	469,254.55	548,514.81	(79,260.26)	(14.45)	0.88	1.03	24	20
4	HOOKSETT	329,785.49	204,345.93	125,439.56	61.39	0.62	0.39	33	47
5	BERLIN	136,940.30	141,860.70	(4,920.40)	(3.47)	0.26	0.27	56	55
6	PORTSMOUTH	2,661,826.74	2,534,266.17	127,560.57	5.03	4.97	4.78	1	1
7	LITTLETON	663,475.80	630,948.37	32,527.43	5.16	1.24	1.19	14	13
8	CLAREMONT	277,547.47	333,168.12	(55,620.65)	(16.69)	0.52	0.63	38	32
9	DOVER	977,289.80	1,088,401.88	(111,112.08)	(10.21)	1.83	2.05	7	6
10	MANCHESTER	1,108,365.33	877,025.04	231,340.29	26.38	2.07	1.65	3	9
11	LEBANON	179,360.71	183,047.98	(3,687.27)	(2.01)	0.34	0.35	52	51
12	CENTER HARBOR	199,766.83	164,304.96	35,461.87	21.58	0.37	0.31	48	53
13	SOMERS WORTH	219,763.93	237,551.53	(17,787.60)	(7.49)	0.41	0.45	46	42
14	ROCHESTER	556,271.47	473,418.60	82,852.87	17.50	1.04	0.89	18	22
15	KEENE	993,585.36	1,000,742.16	(7,156.80)	(0.72)	1.86	1.89	5	7
16	WOODSVILLE	47,410.35	36,874.90	10,535.45	28.57	0.09	0.07	68	72
17	FRANKLIN	228,388.23	221,233.07	7,155.16	3.23	0.43	0.42	45	44
18	COLEBROOK	182,701.05	195,395.52	(12,694.47)	(6.50)	0.34	0.37	51	49
19	PLYMOUTH	114,589.94	115,911.43	(1,321.49)	(1.14)	0.21	0.22	60	60
20	DERRY	350,693.15	356,061.67	(5,368.52)	(1.51)	0.66	0.67	29	30
21	PETERBOROUGH	336,469.80	291,230.92	45,238.88	15.53	0.63	0.55	31	37
22	BROOKLINE	115,356.43	77,050.55	38,305.88	49.72	0.22	0.15	59	64
23	CONWAY	1,271,368.21	1,292,399.47	(21,031.26)	(1.63)	2.38	2.44	2	2
24	NEWPORT	188,982.31	184,776.97	4,205.34	2.28	0.35	0.35	50	50
25	STRATHAM	478,314.91	519,664.14	(41,349.23)	(7.96)	0.89	0.98	23	21
26	GROVETON	9,318.25	11,492.81	(2,174.56)	(18.92)	0.02	0.02	77	76
27	NASHUA	342,465.08	343,470.65	(1,005.57)	(0.29)	0.64	0.65	30	31
28	SEABROOK-BCH	17,918.18	19,673.14	(1,754.96)	(8.92)	0.03	0.04	75	73
29	WHITEFIELD	35,151.75	62,461.36	(27,309.61)	(43.72)	0.07	0.12	71	66
30	MILFORD	393,558.42	380,599.68	12,958.74	3.40	0.74	0.72	26	28
31	MANCHESTER	233,463.00	228,389.77	5,073.23	2.22	0.44	0.43	44	43
32	NASHUA	136,435.07	136,312.84	122.23	0.09	0.25	0.26	57	56
33	MANCHESTER	805,764.06	1,107,460.15	(301,696.09)	(27.24)	1.51	2.09	10	5
34	SALEM	553,740.81	576,463.36	(22,722.55)	(3.94)	1.03	1.09	19	17
35	HILLSBORO	275,998.87	278,079.26	(2,080.39)	(0.75)	0.52	0.52	39	39
36	JAFFREY	103,952.62	120,461.57	(16,508.95)	(13.70)	0.19	0.23	61	58
37	LANCASTER	86,588.91	123,249.65	(36,660.74)	(29.75)	0.16	0.23	63	57
38	PORTSMOUTH	118,787.25	77,053.83	41,733.42	54.16	0.22	0.15	58	63
39	WOLFEBORO	307,086.35	290,308.01	16,778.34	5.78	0.57	0.55	36	38
40	WALPOLE	46,994.40	60,055.44	(13,061.04)	(21.75)	0.09	0.11	69	67
41	SEABROOK	712,229.31	697,955.25	14,274.06	2.05	1.33	1.32	11	11
42	MEREDITH	308,770.00	323,325.53	(14,555.53)	(4.50)	0.58	0.61	35	33
43	FARMINGTON	79,899.16	81,917.02	(2,017.86)	(2.46)	0.15	0.15	64	62

New Hampshire State Liquor Commission

On-Premise Sales By Location

FISCAL YEARS ENDED JUNE 30, 2010 AND JUNE 30, 2009

ST #	LOCATION	JUNE 30, 2010	JUNE 30, 2009	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 10	FY 09	FY 10	FY 09
44	BRISTOL	\$137,364.12	\$152,251.01	(\$14,886.89)	(9.78)	0.26	0.29	55	54
45	PITTSFIELD	31,344.15	39,601.27	(8,257.12)	(20.85)	0.06	0.07	73	71
46	ASHLAND	236,455.93	298,111.89	(61,655.96)	(20.68)	0.44	0.56	43	35
47	N. WOODSTOCK	486,870.01	567,090.49	(80,220.48)	(14.15)	0.91	1.07	22	18
48	HINSDALE	6,397.89	15,934.55	(9,536.66)	(59.85)	0.01	0.03	78	75
49	PLAISTOW	407,201.58	387,795.65	19,405.93	5.00	0.76	0.73	25	27
50	NASHUA	252,194.68	292,968.64	(40,773.96)	(13.92)	0.47	0.55	40	36
51	PELHAM	146,995.20	218,250.60	(71,255.40)	(32.65)	0.27	0.41	54	46
52	GORHAM	205,096.48	197,403.28	7,693.20	3.90	0.38	0.37	47	48
53	HUDSON	240,338.36	218,251.20	22,087.16	10.12	0.45	0.41	41	45
54	GLEN	976,204.80	937,153.53	39,051.27	4.17	1.82	1.77	8	8
55	BEDFORD	809,678.61	875,191.22	(65,512.61)	(7.49)	1.51	1.65	9	10
56	GILFORD	993,065.69	1,152,641.25	(159,575.56)	(13.84)	1.86	2.17	6	3
57	OSSIPEE	197,007.11	177,679.81	19,327.30	10.88	0.37	0.34	49	52
58	GOFFSTOWN	297,730.32	246,198.84	51,531.48	20.93	0.56	0.46	37	41
59	MERRIMACK	317,637.56	320,210.77	(2,573.21)	(0.80)	0.59	0.60	34	34
60	W. LEBANON	568,097.60	594,764.53	(26,666.93)	(4.48)	1.06	1.12	16	14
61	FITZWILLIAM	24,886.42	6,141.65	18,744.77	305.21	0.05	0.01	74	77
62	RAYMOND	334,909.79	419,555.69	(84,645.90)	(20.18)	0.63	0.79	32	25
63	WINCHESTER	32,934.92	43,887.17	(10,952.25)	(24.96)	0.06	0.08	72	69
64	NEW LONDON	513,885.11	577,129.15	(63,244.04)	(10.96)	0.96	1.09	21	16
65	CAMPTON	379,266.40	379,028.57	237.83	0.06	0.71	0.72	27	29
66	HOOKSETT-NO	150,016.36	120,395.10	29,621.26	24.60	0.28	0.23	53	59
67	HOOKSETT-SO	59,803.15	40,307.92	19,495.23	48.37	0.11	0.08	66	70
68	N. HAMPTON	705,884.10	586,058.87	119,825.23	20.45	1.32	1.11	13	15
69	NASHUA	1,052,851.98	1,125,439.35	(72,587.37)	(6.45)	1.97	2.12	4	4
70	SWANZEY	377,330.67	425,022.01	(47,691.34)	(11.22)	0.71	0.80	28	24
71	LEE	238,034.97	254,610.56	(16,575.59)	(6.51)	0.44	0.48	42	40
72	CONCORD	710,115.91	655,762.00	54,353.91	8.29	1.33	1.24	12	12
73	HAMPTON-SO	46,177.61	49,501.60	(3,323.99)	(6.71)	0.09	0.09	70	68
74	LONDONDERRY	542,575.59	458,689.38	83,886.21	18.29	1.01	0.87	20	23
75	BELMONT	583,749.69	552,031.13	31,718.56	5.75	1.09	1.04	15	19
76	HAMPTON-NO	77,871.07	85,544.66	(7,673.59)	(8.97)	0.15	0.16	65	61
77	RINDGE	89,582.23	76,263.51	13,318.72	17.46	0.17	0.14	62	65
78	HAMPS TEAD	57,729.51	-	57,729.51	-	0.11	-	67	78
	TOTAL STORES	\$29,524,835.77	\$29,601,254.57	(\$76,418.80)	(0.26)	55.17	55.85		
900	WHSE-CONCORD	-	(1,014.11)	1,014.11	(100.00)	-	-		
905	WHSE-NASHUA	23,990,338.79	23,405,428.49	584,910.30	2.50	44.83	44.16		
	TOTAL WHSES	23,990,338.79	23,404,414.38	585,924.41	2.50	44.83	44.15		
	GRAND TOTAL	\$53,515,174.56	\$53,005,668.95	\$509,505.61	0.96	100.00	100.00		

New Hampshire State Liquor Commission

Off-Premise Sales By Location

FISCAL YEARS ENDED JUNE 30, 2010 AND JUNE 30, 2009

ST #	LOCATION	JUNE 30, 2010	JUNE 30, 2009	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 10	FY 09	FY 10	FY 09
1	CONCORD	\$47,559.18	\$64,024.65	(\$16,465.47)	(25.72)	0.05	0.07	23	16
2	CHESTERFIELD	19,127.26	19,589.98	(462.72)	(2.36)	0.02	0.02	46	50
3	MANCHESTER	12,128.16	26,696.03	(14,567.87)	(54.57)	0.01	0.03	59	37
4	HOOKSETT	70,870.96	90,176.84	(19,305.88)	(21.41)	0.07	0.10	13	6
5	BERLIN	122,716.04	114,620.41	8,095.63	7.06	0.13	0.12	2	3
6	PORTSMOUTH	79,415.59	104,190.54	(24,774.95)	(23.78)	0.08	0.11	7	4
7	LITTLETON	67,353.19	73,355.77	(6,002.58)	(8.18)	0.07	0.08	15	10
8	CLAREMONT	28,195.16	55,580.08	(27,384.92)	(49.27)	0.03	0.06	33	18
9	DOVER	46,744.59	21,363.48	25,381.11	118.81	0.05	0.02	24	47
10	MANCHESTER	56,994.06	47,434.37	9,559.69	20.15	0.06	0.05	17	22
11	LEBANON	10,565.57	13,373.01	(2,807.44)	(20.99)	0.01	0.01	62	61
12	CENTER HARBOR	3,278.69	20,568.63	(17,289.94)	(84.06)	0.00	0.02	72	48
13	SOMERS WORTH	15,853.34	19,106.92	(3,253.58)	(17.03)	0.02	0.02	52	52
14	ROCHESTER	30,600.22	33,349.98	(2,749.76)	(8.25)	0.03	0.04	31	29
15	KEENE	78,586.22	69,840.04	8,746.18	12.52	0.08	0.07	8	11
16	WOODSVILLE	5,811.98	6,636.78	(824.80)	(12.43)	0.01	0.01	68	69
17	FRANKLIN	14,368.27	24,114.38	(9,746.11)	(40.42)	0.01	0.03	53	43
18	COLEBROOK	107,703.01	128,381.65	(20,678.64)	(16.11)	0.11	0.14	3	2
19	PLYMOUTH	16,260.57	13,802.82	2,457.75	17.81	0.02	0.01	49	60
20	DERRY	27,430.43	29,523.00	(2,092.57)	(7.09)	0.03	0.03	34	32
21	PETERBOROUGH	47,824.29	54,446.67	(6,622.38)	(12.16)	0.05	0.06	22	20
22	BROOKLINE	3,298.12	9,394.13	(6,096.01)	(64.89)	0.00	0.01	71	66
23	CONWAY	164,229.17	148,197.17	16,032.00	10.82	0.17	0.16	1	1
24	NEWPORT	32,285.60	25,469.54	6,816.06	26.76	0.03	0.03	29	38
25	STRATHAM	73,745.90	82,670.54	(8,924.64)	(10.80)	0.08	0.09	9	8
26	GROVETON	7,654.66	6,446.51	1,208.15	18.74	0.01	0.01	64	70
27	NASHUA	19,827.87	36,003.90	(16,176.03)	(44.93)	0.02	0.04	45	27
28	SEABROOK-BCH	631.74	-	631.74	100.00	0.00	-	77	76
29	WHITEFIELD	48,798.37	47,395.49	1,402.88	2.96	0.05	0.05	21	23
30	MILFORD	16,989.64	18,875.26	(1,885.62)	(9.99)	0.02	0.02	48	54
31	MANCHESTER	23,795.33	25,076.99	(1,281.66)	(5.11)	0.02	0.03	36	40
32	NASHUA	4,239.33	2,347.91	1,891.42	80.56	0.00	0.00	70	73
33	MANCHESTER	21,429.62	17,317.70	4,111.92	23.74	0.02	0.02	42	55
34	SALEM	73,264.12	89,758.71	(16,494.59)	(18.38)	0.08	0.09	10	7
35	HILLSBORO	56,727.01	54,890.09	1,836.92	3.35	0.06	0.06	18	19
36	JAFFREY	7,134.75	-	7,134.75	100.00	0.01	-	65	76
37	LANCASTER	20,284.17	16,370.70	3,913.47	23.91	0.02	0.02	44	57
38	PORTSMOUTH	764.90	10,063.48	(9,298.58)	(92.40)	0.00	0.01	76	64
39	WOLFEBORO	16,248.60	24,018.86	(7,770.26)	(32.35)	0.02	0.03	50	44
40	WALPOLE	5,962.92	10,137.72	(4,174.80)	(41.18)	0.01	0.01	67	63
41	SEABROOK	80,293.44	40,014.01	40,279.43	100.66	0.08	0.04	6	26
42	MEREDITH	30,878.00	31,090.27	(212.27)	(0.68)	0.03	0.03	30	30
43	FARMINGTON	14,227.21	15,294.63	(1,067.42)	(6.98)	0.01	0.02	54	59

New Hampshire State Liquor Commission

Off-Premise Sales By Location

FISCAL YEARS ENDED JUNE 30, 2010 AND JUNE 30, 2009

ST #	LOCATION	JUNE 30, 2010	JUNE 30, 2009	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 10	FY 09	FY 10	FY 09
44	BRISTOL	\$13,490.21	\$25,315.32	(\$11,825.11)	(46.71)	0.01	0.03	58	39
45	PITTSFIELD	37,996.78	35,719.35	2,277.43	6.38	0.04	0.04	27	28
46	ASHLAND	33,955.69	29,320.77	4,634.92	15.81	0.03	0.03	28	33
47	N. WOODSTOCK	13,532.75	19,755.14	(6,222.39)	(31.50)	0.01	0.02	57	49
48	HINSDALE	15,977.81	18,932.44	(2,954.63)	(15.61)	0.02	0.02	51	53
49	PLAISTOW	38,496.21	44,027.68	(5,531.47)	(12.56)	0.04	0.05	26	25
50	NASHUA	19,047.09	19,385.78	(338.69)	(1.75)	0.02	0.02	47	51
51	PELHAM	22,143.96	15,479.44	6,664.52	43.05	0.02	0.02	40	58
52	GORHAM	13,751.46	8,368.33	5,383.13	64.33	0.01	0.01	55	68
53	HUDSON	26,060.02	16,790.24	9,269.78	55.21	0.03	0.02	35	56
54	GLEN	68,882.99	65,264.98	3,618.01	5.54	0.07	0.07	14	15
55	BEDFORD	49,651.28	48,082.29	1,568.99	3.26	0.05	0.05	20	21
56	GILFORD	53,108.32	57,035.99	(3,927.67)	(6.89)	0.05	0.06	19	17
57	OSSIPEE	80,489.63	65,917.97	14,571.66	22.11	0.08	0.07	5	13
58	GOFFSTOWN	11,781.02	9,839.09	1,941.93	19.74	0.01	0.01	60	65
59	MERRIMACK	29,232.91	27,655.53	1,577.38	5.70	0.03	0.03	32	34
60	W. LEBANON	96,575.31	96,971.31	(396.00)	(0.41)	0.10	0.10	4	5
61	FITZWILLIAM	21,541.13	22,626.19	(1,085.06)	(4.80)	0.02	0.02	41	46
62	RAYMOND	71,210.05	74,710.48	(3,500.43)	(4.69)	0.07	0.08	11	9
63	WINCHESTER	54.32	391.43	(337.11)	(86.12)	0.00	0.00	78	75
64	NEW LONDON	39,667.27	44,081.98	(4,414.71)	(10.01)	0.04	0.05	25	24
65	CAMPTON	2,770.40	1,177.75	1,592.65	135.23	0.00	0.00	73	74
66	HOOKSETT-NO	8,161.16	11,384.21	(3,223.05)	(28.31)	0.01	0.01	63	62
67	HOOKSETT-SO	1,554.18	4,924.58	(3,370.40)	(68.44)	0.00	0.01	75	71
68	N. HAMPTON	22,463.76	27,184.18	(4,720.42)	(17.36)	0.02	0.03	38	35
69	NASHUA	71,207.99	67,405.47	3,802.52	5.64	0.07	0.07	12	12
70	SWANZEY	22,295.41	26,718.16	(4,422.75)	(16.55)	0.02	0.03	39	36
71	LEE	23,160.58	31,064.29	(7,903.71)	(25.44)	0.02	0.03	37	31
72	CONCORD	66,471.63	65,901.07	570.56	0.87	0.07	0.07	16	14
73	HAMPTON-SO	5,552.76	4,278.10	1,274.66	29.80	0.01	0.00	69	72
74	LONDONDERRY	6,816.74	8,667.66	(1,850.92)	(21.35)	0.01	0.01	66	67
75	BELMONT	21,046.98	24,483.44	(3,436.46)	(14.04)	0.02	0.03	43	42
76	HAMPTON-NO	2,256.05	23,880.09	(21,624.04)	(90.55)	0.00	0.03	74	45
77	RINDGE	10,604.97	24,639.41	(14,034.44)	(56.96)	0.01	0.03	61	41
78	HAMPS TEAD	\$13,607.34	\$0.00	\$13,607.34	-	0.01	-	56	76
	TOTAL STORES	\$2,666,713.41	\$2,808,389.78	(\$142,308.11)	(5.07)	2.74	2.96		
900	WHSE-CONCORD	1,190,362.75	891,261.43	299,101.32	33.56	1.22	0.94		
905	WHSE-NASHUA	93,388,843.97	91,074,045.16	2,314,798.81	2.54	96.03	96.10		
	TOTAL WHSES	94,579,206.72	91,965,306.59	2,613,900.13	2.84	97.26	96.61		
	GRAND TOTAL	\$97,245,920.13	\$94,773,696.37	\$2,471,592.02	2.61	100.00	100.00		

New Hampshire State Liquor Commission

Discounts By Location

FISCAL YEARS ENDED JUNE 30, 2010 AND JUNE 30, 2009 (unaudited)

ST #	LOCATION	JUNE 30, 2010	JUNE 30, 2009	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 10	FY 09	FY 10	FY 09
1	CONCORD	\$56,101.20	\$36,142.20	\$19,959.00	55.22	1.43	1.37	18	22
2	CHESTERFIELD	26,764.33	16,215.55	10,548.78	65.05	0.68	0.62	35	38
3	MANCHESTER	4,331.22	2,538.70	1,792.52	70.61	0.11	0.10	74	70
4	HOOKSETT	33,978.92	33,332.75	646.17	1.94	0.87	1.27	29	25
5	BERLIN	4,541.46	1,701.70	2,839.76	166.88	0.12	0.06	73	75
6	PORTSMOUTH	58,947.86	45,496.11	13,451.75	29.57	1.50	1.73	17	16
7	LITTLETON	48,049.55	35,412.01	12,637.54	35.69	1.23	1.35	22	23
8	CLAREMONT	20,514.66	12,981.07	7,533.59	58.04	0.52	0.49	42	43
9	DOVER	36,784.78	23,738.69	13,046.09	54.96	0.94	0.90	27	29
10	MANCHESTER	12,661.70	3,590.99	9,070.71	252.60	0.32	0.14	51	62
11	LEBANON	44,616.31	46,461.72	(1,845.41)	(3.97)	1.14	1.77	25	15
12	CENTER HARBOR	35,172.28	25,378.06	9,794.22	38.59	0.90	0.97	28	27
13	SOMERSWORTH	6,677.03	2,422.34	4,254.69	175.64	0.17	0.09	64	71
14	ROCHESTER	16,739.92	7,689.12	9,050.80	117.71	0.43	0.29	44	50
15	KEENE	115,942.95	91,550.10	24,392.85	26.64	2.96	3.48	10	9
16	WOODSVILLE	6,186.89	2,697.39	3,489.50	129.37	0.16	0.10	65	69
17	FRANKLIN	5,675.78	2,069.18	3,606.60	174.30	0.14	0.08	67	74
18	COLEBROOK	6,082.16	3,639.29	2,442.87	67.12	0.16	0.14	66	61
19	PLYMOUTH	16,444.49	9,063.21	7,381.28	81.44	0.42	0.34	46	46
20	DERRY	25,516.10	16,468.06	9,048.04	54.94	0.65	0.63	37	37
21	PETERBOROUGH	72,145.59	40,334.61	31,810.98	78.87	1.84	1.53	13	19
22	BROOKLINE	29,509.88	23,289.90	6,219.98	26.71	0.75	0.89	32	30
23	CONWAY	71,276.11	47,461.44	23,814.67	50.18	1.82	1.81	14	14
24	NEWPORT	7,946.94	4,382.31	3,564.63	81.34	0.20	0.17	62	59
25	STRATHAM	49,819.20	35,042.87	14,776.33	42.17	1.27	1.33	20	24
26	GROVETON	1,291.76	559.04	732.72	131.07	0.03	0.02	77	77
27	NASHUA	11,412.56	6,468.03	4,944.53	76.45	0.29	0.25	55	54
28	SEABROOK-BCH	5,180.70	2,154.37	3,026.33	140.47	0.13	0.08	71	73
29	WHITEFIELD	2,810.85	1,579.14	1,231.71	78.00	0.07	0.06	76	76
30	MILFORD	24,312.52	15,792.80	8,519.72	53.95	0.62	0.60	39	39
31	MANCHESTER	11,395.59	6,311.34	5,084.25	80.56	0.29	0.24	56	55
32	NASHUA	53,859.24	21,121.98	32,737.26	154.99	1.37	0.80	19	32
33	MANCHESTER	29,556.63	22,832.72	6,723.91	29.45	0.75	0.87	31	31
34	SALEM	234,794.89	137,140.96	97,653.93	71.21	5.99	5.22	5	5
35	HILLSBORO	15,678.21	7,965.85	7,712.36	96.82	0.40	0.30	48	49
36	JAFFREY	8,045.96	3,511.22	4,534.74	129.15	0.21	0.13	61	63
37	LANCASTER	5,552.47	3,449.26	2,103.21	60.98	0.14	0.13	68	64
38	PORTSMOUTH	275,888.42	210,767.98	65,120.44	30.90	7.04	8.02	3	2
39	WOLFEBORO	42,732.06	28,546.40	14,185.66	49.69	1.09	1.09	26	26
40	WALPOLE	12,645.65	9,550.66	3,094.99	32.41	0.32	0.36	52	45
41	SEABROOK	45,776.57	20,462.05	25,314.52	123.71	1.17	0.78	23	33
42	MEREDITH	27,972.07	24,266.63	3,705.44	15.27	0.71	0.92	34	28
43	FARMINGTON	5,084.56	2,209.16	2,875.40	130.16	0.13	0.08	72	72

New Hampshire State Liquor Commission

Discounts By Location

FISCAL YEARS ENDED JUNE 30, 2010 AND JUNE 30, 2009 (unaudited)

ST #	LOCATION	JUNE 30, 2010	JUNE 30, 2009	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 10	FY 09	FY 10	FY 09
44	BRISTOL	\$11,896.87	\$7,178.61	\$4,718.26	65.73	0.30	0.27	54	52
45	PITTSFIELD	5,256.95	2,723.15	2,533.80	93.05	0.13	0.10	70	68
46	ASHLAND	15,185.65	14,235.54	950.11	6.67	0.39	0.54	50	40
47	N. WOODSTOCK	21,873.80	13,715.78	8,158.02	59.48	0.56	0.52	40	41
48	HINSDALE	21,359.98	63,685.01	(42,325.03)	(66.46)	0.55	2.42	41	12
49	PLAISTOW	87,207.47	45,158.07	42,049.40	93.12	2.23	1.72	11	17
50	NASHUA	233,442.01	84,565.88	148,876.13	176.05	5.96	3.22	6	10
51	PELHAM	26,692.34	12,987.81	13,704.53	105.52	0.68	0.49	36	42
52	GORHAM	10,080.47	5,863.11	4,217.36	71.93	0.26	0.22	58	57
53	HUDSON	12,227.84	4,636.83	7,591.01	163.71	0.31	0.18	53	58
54	GLEN	49,104.30	40,219.03	8,885.27	22.09	1.25	1.53	21	20
55	BEDFORD	74,380.03	66,178.51	8,201.52	12.39	1.90	2.52	12	11
56	GILFORD	45,361.70	37,511.37	7,850.33	20.93	1.16	1.43	24	21
57	OSSIPEE	9,502.58	3,643.10	5,859.48	160.84	0.24	0.14	60	60
58	GOFFSTOWN	10,238.07	6,073.55	4,164.52	68.57	0.26	0.23	57	56
59	MERRIMACK	16,543.71	6,676.20	9,867.51	147.80	0.42	0.25	45	53
60	W. LEBANON	134,426.95	105,255.89	29,171.06	27.71	3.43	4.00	9	8
61	FITZWILLIAM	3,424.23	3,328.61	95.62	2.87	0.09	0.13	75	66
62	RAYMOND	9,718.49	7,487.84	2,230.65	29.79	0.25	0.28	59	51
63	WINCHESTER	7,703.83	3,025.55	4,678.28	154.63	0.20	0.12	63	67
64	NEW LONDON	60,898.13	55,532.00	5,366.13	9.66	1.55	2.11	16	13
65	CAMPTON	15,331.36	11,552.20	3,779.16	32.71	0.39	0.44	49	44
66	HOOKSETT-NO	178,318.22	120,949.76	57,368.46	47.43	4.55	4.60	7	6
67	HOOKSETT-SO	161,553.27	109,329.04	52,224.23	47.77	4.12	4.16	8	7
68	N. HAMPTON	62,149.74	41,091.48	21,058.26	51.25	1.59	1.56	15	18
69	NASHUA	242,859.85	171,174.56	71,685.29	41.88	6.20	6.51	4	4
70	SWANZEY	5,521.06	3,368.40	2,152.66	63.91	0.14	0.13	69	65
71	LEE	24,526.99	16,700.70	7,826.29	46.86	0.63	0.64	38	36
72	CONCORD	28,546.72	16,817.06	11,729.66	69.75	0.73	0.64	33	35
73	HAMPTON-SO	290,412.53	201,170.22	89,242.31	44.36	7.41	7.65	2	3
74	LONDONDERRY	32,023.30	18,053.69	13,969.61	77.38	0.82	0.69	30	34
75	BELMONT	15,886.17	8,288.42	7,597.75	91.67	0.41	0.32	47	48
76	HAMPTON-NO	332,316.23	218,569.71	113,746.52	52.04	8.48	8.31	1	1
77	RINDGE	17,339.73	8,349.43	8,990.30	107.68	0.44	0.32	43	47
78	HAMPS TEAD	18,219.07	-	\$18,219.07	100.00	0.47	-	78	0
	TOTAL STORES	\$3,917,947.66	\$2,628,885.07	\$1,289,062.59	49.03	100.00	100.00		
	GRAND TOTAL	\$3,917,947.66	\$2,628,885.07	\$1,289,062.59	49.03	100.00	100.00		

New Hampshire State Liquor Commission

Total Sales By Month

FISCAL YEARS ENDED JUNE 30, 2010 AND JUNE 30, 2009 (unaudited)

	2010	2009	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '10	SALES '09
JULY	\$51,706,327.87	\$51,797,705.63	(\$91,377.76)	(0.18)	10.00	10.50
AUGUST	43,510,965.80	43,361,372.92	149,592.88	0.34	8.42	8.79
SEPTEMBER	40,283,851.92	36,656,875.40	3,626,976.52	9.89	7.79	7.43
OCTOBER	49,301,977.91	46,084,319.37	3,217,658.54	6.98	9.54	9.34
NOVEMBER	42,033,557.70	40,898,541.37	1,135,016.33	2.78	8.13	8.29
DECEMBER	51,623,046.14	47,571,670.23	4,051,375.91	8.52	9.99	9.64
JANUARY	42,594,874.02	40,929,564.46	1,665,309.56	4.07	8.24	8.29
FEBRUARY	33,507,527.62	33,434,369.38	73,158.24	0.22	6.48	6.78
MARCH	32,249,845.47	30,269,159.05	1,980,686.42	6.54	6.24	6.13
APRIL	43,392,146.61	41,994,818.68	1,397,327.93	3.33	8.39	8.51
MAY	40,105,475.24	37,504,340.66	2,601,134.58	6.94	7.76	7.60
JUNE	46,600,991.29	42,964,350.08	3,636,641.21	8.46	9.02	8.71
TOTAL	\$516,910,587.59	\$493,467,087.23	\$23,443,500.36	4.75	100.00	100.00

Retail Sales By Month

FISCAL YEARS ENDED JUNE 30, 2010 AND JUNE 30, 2009 (unaudited)

	2010	2009	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '10	SALES '09
JULY	\$38,976,805.35	\$38,043,557.35	\$933,248.00	2.45	10.53	10.92
AUGUST	31,951,312.06	31,721,910.56	229,401.50	0.72	8.63	9.11
SEPTEMBER	29,314,843.17	25,481,807.51	3,833,035.66	15.04	7.92	7.32
OCTOBER	35,217,940.91	32,275,356.36	2,942,584.55	9.12	9.52	9.27
NOVEMBER	29,625,079.88	28,119,104.06	1,505,975.82	5.36	8.01	8.07
DECEMBER	38,223,595.19	34,903,406.80	3,320,188.39	9.51	10.33	10.02
JANUARY	29,913,461.51	28,328,731.76	1,584,729.75	5.59	8.08	8.13
FEBRUARY	23,204,594.10	22,984,782.83	219,811.27	0.96	6.27	6.60
MARCH	22,003,312.37	20,756,937.97	1,246,374.40	6.00	5.95	5.96
APRIL	29,435,534.23	28,461,262.54	974,271.69	3.42	7.95	8.17
MAY	28,282,099.24	26,801,719.95	1,480,379.29	5.52	7.64	7.69
JUNE	33,918,862.55	30,438,029.29	3,480,833.26	11.44	9.17	8.74
TOTAL	\$370,067,440.56	\$348,316,606.98	\$21,750,833.58	6.24	100.00	100.00

New Hampshire State Liquor Commission

On-Premise Sales By Month

FISCAL YEARS ENDED JUNE 30, 2010 AND JUNE 30, 2009 (unaudited)

	2010	2009	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '10	SALES '09
JULY	\$5,054,691.75	\$5,254,763.38	(\$200,071.63)	(3.81)	9.45	9.91
AUGUST	4,405,332.95	4,643,256.53	(237,923.58)	(5.12)	8.23	8.76
SEPTEMBER	4,240,931.12	4,193,607.05	47,324.07	1.13	7.92	7.91
OCTOBER	5,186,218.89	5,188,139.22	(1,920.33)	(0.04)	9.69	9.79
NOVEMBER	3,764,073.14	3,813,350.77	(49,277.63)	(1.29)	7.03	7.19
DECEMBER	3,813,982.36	3,637,531.59	176,450.77	4.85	7.13	6.86
JANUARY	5,066,006.07	4,924,065.28	141,940.79	2.88	9.47	9.29
FEBRUARY	4,132,219.11	3,972,361.66	159,857.45	4.02	7.72	7.49
MARCH	3,817,907.95	3,667,943.84	149,964.11	4.09	7.13	6.92
APRIL	4,789,335.28	4,698,223.51	91,111.77	1.94	8.95	8.86
MAY	4,316,310.34	4,136,781.89	179,528.45	4.34	8.07	7.80
JUNE	4,928,165.60	4,875,644.23	52,521.37	1.08	9.21	9.20
TOTAL	\$53,515,174.56	\$53,005,668.95	\$509,505.61	0.96	100.00	100.00

Off-Premise Sales By Month

FISCAL YEARS ENDED JUNE 30, 2010 AND JUNE 30, 2009 (unaudited)

	2010	2009	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '10	SALES '09
JULY	\$8,164,958.00	\$8,516,160.89	(\$351,202.89)	(4.12)	8.40	8.99
AUGUST	7,221,213.90	7,128,317.05	92,896.85	1.30	7.43	7.52
SEPTEMBER	6,983,539.29	7,168,386.24	(184,846.95)	(2.58)	7.18	7.56
OCTOBER	9,322,065.19	8,908,995.49	413,069.70	4.64	9.59	9.40
NOVEMBER	8,750,060.44	8,986,854.90	(236,794.46)	(2.63)	9.00	9.48
DECEMBER	9,769,969.37	9,058,446.87	711,522.50	7.85	10.05	9.56
JANUARY	8,277,232.63	8,299,422.79	(22,190.16)	(0.27)	8.51	8.76
FEBRUARY	6,730,087.01	6,705,266.77	24,820.24	0.37	6.92	7.08
MARCH	6,640,820.49	6,043,826.19	596,994.30	9.88	6.83	6.38
APRIL	9,232,191.50	8,918,831.01	313,360.49	3.51	9.49	9.41
MAY	7,713,840.47	6,804,652.21	909,188.26	13.36	7.93	7.18
JUNE	8,439,941.84	8,234,535.96	205,405.88	2.49	8.68	8.69
TOTAL	\$97,245,920.13	\$94,773,696.37	\$2,472,223.76	2.61	100.00	100.00

New Hampshire State Liquor Commission

Discounts By Month

FISCAL YEARS ENDED JUNE 30, 2010 AND JUNE 30, 2009 (unaudited)

	2010	2009	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '10	SALES '09
JULY	\$485,368.75	\$16,775.99	\$468,592.76	2,793.23	12.39	0.64
AUGUST	61,475.03	132,111.22	(70,636.19)	(53.47)	1.57	5.03
SEPTEMBER	180,019.52	186,925.40	(6,905.88)	(3.69)	4.59	7.11
OCTOBER	496,409.33	288,171.70	208,237.63	72.26	12.67	10.96
NOVEMBER	71,394.73	20,768.36	50,626.37	243.77	1.82	0.79
DECEMBER	188,463.92	27,715.03	160,748.89	580.01	4.81	1.05
JANUARY	499,651.29	622,655.37	(123,004.08)	(19.75)	12.75	23.69
FEBRUARY	641,877.75	228,041.88	413,835.87	181.47	16.38	8.67
MARCH	290,578.50	199,548.95	91,029.55	45.62	7.42	7.59
APRIL	98,697.08	83,498.38	15,198.70	18.20	2.52	3.18
MAY	147,162.23	238,813.39	(91,651.16)	(38.38)	3.76	9.08
JUNE	756,849.53	583,859.40	172,990.13	29.63	19.32	22.21
TOTAL	\$3,917,947.66	\$2,628,885.07	\$1,289,062.59	49.03	100.00	100.00

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NEW HAMPSHIRE STATE LIQUOR COMMISSION



Joseph W. Mollica
Commissioner



Mark M. Bodi
Commissioner



Earl M. Sweeney
Acting Commissioner

New Hampshire Liquor Commission
P.O. Box 503
Storrs Street
Concord, NH 03302-0503
800-543-4664 (*Sales information*)

