



2011 New Hampshire Public Green  
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# 2011 ANNUAL REPORT

# NEW HAMPSHIRE LIQUOR COMMISSION

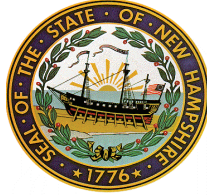


# Nashua NH Liquor & Wine Outlet IS GREEN!

In an effort to reduce our carbon footprint  
This new Liquor & Wine Outlet Store has been designed and built  
To LEED Gold Standards. Some of the special features include:

- 95% of Construction Waste was Recycled
- 95% of Demolition Material was Recycled
- 40% of new Construction Materials were made from Recycled Materials  
and 31% of these Materials came from within a 500 mile Radius
  - Energy Efficient LED Exterior Lighting
  - Renewable Geo-Thermal Heating and Cooling System
- Photovoltaic Roof Panels Provide 7% of Electric Use via Solar Power
  - 45% Less Energy Use than Building Code Standard
  - Daylight Harvesting Lighting Fixtures
- Low-Flow Plumbing Fixtures use 43% Less Water than Standard Fixtures
- Low VOC Products were used - Improves Health of Customers & Employees
  - Non-CFC [Chlorofluorocarbons] Refrigerants were Used
- Local Plants & Grasses in the Landscaping Required No Irrigation
  - Local New Hampshire Granite was Used

25 Coliseum Avenue Nashua New Hampshire



## STATE OF NEW HAMPSHIRE

**John H. Lynch**

GOVERNOR

### **Executive Council**

**Raymond S. Burton**

FIRST DISTRICT

**Dan St. Hilaire**

SECOND DISTRICT

**Christopher Sununu**

THIRD DISTRICT

**Raymond J. Wieczorek**

FOURTH DISTRICT

**David Wheeler**

FIFTH DISTRICT

## NEW HAMPSHIRE STATE LIQUOR COMMISSION

Chairman  
**Joseph W. Mollica**

Commissioner  
**Mark M. Bodi**

Commissioner  
**Michael R. Milligan**

Director of Administration  
**Craig W. Bulkley**

Director of Enforcement, Licensing and Education  
**Eddie E. Edwards**

Director of Marketing, Merchandising and Warehouse  
**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, 2011**

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# celebrate **NH**

A spirited collection of good taste and great value.

## INTRODUCTORY SECTION

### GIN:

The Other  
White Spirit

Outlet Power Buys

What's New for Summer

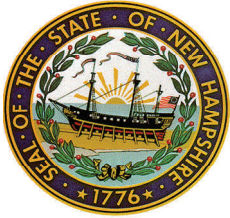
NH LIQUOR & WINE OUTLET  
**BUYER'S GUIDE**

Check out our **tax-free**, 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  
Chairman

Mark M. Bodi  
Commissioner

Micheal R. Milligan  
Commissioner

December 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, 2011. It covers the results of operations from July 1, 2010 through June 30, 2011 and marks the 77<sup>th</sup> year of operations for the Liquor Commission. The Liquor Commission Bureau of Finance and Accounting 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/2011annualreport.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 10.6 million customers 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, appearing to read "John H. Lynch".

GOVERNOR JOHN H. LYNCH

## Chairman's Message

As the Governor mentions in his message above, this 2011 fiscal year was another record-breaking year for the New Hampshire Liquor Commission. Total sales increased approximately \$23.24 million and profits were up \$4.8 million from fiscal year 2010.

Our focus this year has been on renovating and relocating under performing stores and enhancing our employee wine knowledge and customer service through a partnership with the broker/supplier community and our on-line wine education program. We will continue our (SKU/stock keeping unit) management program to include our cluster one and two stores; this is an ongoing effort to more effectively stock our stores with the best assortment of products. At both the store level and here at the home office on Storrs Street, everyone has made a team related effort to better the NHLC and add more profits to our bottom line while in turn maintaining our safe, responsible consumption mission.



We realize everyday, that we work for all the citizens of this great state and we take that responsibly very seriously. Our revenues comprise 23% of total statewide revenues and without the dedicated efforts of all our employees, the most vulnerable people in our state would go without. For all the achievements we have accomplished in the past, I am truly thankful, but our mission is to do more, be more efficient, effective and profitable. I would like to thank all of our employees both past and present who have dedicated themselves to this cause, but in these tenuous times we have been called upon to do better and, as a team, we will deliver.

Along with my fellow Commissioners and the whole team, I am proud of the strides we have made to bring our New Hampshire Liquor and Wine Outlet brand into the future with brighter more efficient stores, better store locations, greater employee product knowledge, unbridled selection, and of course, our outlet advantage pricing.

You have my commitment we will continue to work as a team, be forward thinkers and drive this business in order to achieve our goals. We will look ahead to everyday with energy and strength in order to "exceed consumer expectations".

**B.C. Forbes once said: "If you don't drive your business, you will be driven out of business"**

Sincerely,  
Joe M

A handwritten signature in black ink, appearing to read "Joe M".

CHAIRMAN JOSEPH W. MOLLICA

# celebrate **NH**

A curated collection of 2011 vintages and great deals

## FINANCIAL SECTION

Earth Friendly  
**Wines**

Cocktail Trends

New World  
Wines

NH LIQUOR & WINE OUTLET  
**BUYER'S GUIDE**

Check out our **tax-free**, lowest prices in New England



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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, 2011. 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 \$553.9 million into the State's General Fund during fiscal year 2011. Net sales increased by \$23.2 million or 4.5% over the previous fiscal year to more than \$534.6 million. Liquor Commission operations earned net profits for the State of New Hampshire totaling \$138.1 million in fiscal year 2011, an increase of \$4.8 million or 3.6% over the previous fiscal year.

REVENUE / EXPENSE ITEM	FY 2010-11* (In Millions \$)	FY 2009-10 (In Millions \$)	% INCREASE (DECREASE)
Gross Sales <sup>1</sup>	543.8	520.9	4.4%
Discounts	3.6	4.5	-20.0%
Total Sales	540.2	516.4	4.6%
Fees (Bank, Credit Card, etc)	5.6	5.0	12.0%
Net Sales	534.6	511.4	4.5%
Cost of Goods Sold	374.5	357.7	4.7%
Gross Revenue - Liquor	160.1	153.7	4.2%
Operating Expenses <sup>2</sup>	40.9	39.5	3.5%
Miscellaneous Revenue	6.1	6.1	0.0%
Net Income (Not including taxes and grants) <sup>3</sup>	125.3	120.3	4.2%
Specific Liquor Taxes	13.0	13.1	-0.8%
Net Grants	-0.1	-0.1	0.0%
Total Net Revenue	138.1	133.3	3.6%

OTHER MERCHANDISING STATISTICS	FY 2010-11	FY 2009-10	% INCREASE (DECREASE)
Number of Cases Sold	4,817,847	4,678,926	3.0%
Average Price Per Case	111.35	111.32	0.0%
Items Available (brands and sizes)	15,734	15,213	3.4%
Number of Bottles Sold	45,329,073	43,524,464	4.1%
Average Price Per Bottle	11.49	10.75	6.9%

APPARENT CONSUMPTION STATISTICS	FY 2010-11		FY 2009-10	
	Gallons	Per Capita <sup>4</sup>	Gallons	Per Capita <sup>4</sup>
Distilled Spirits	5,008,942	3.80	4,877,670	3.68
Wine (21% alcohol or less)	7,351,597	5.58	7,145,047	5.39
Beer	42,495,616	32.37	42,471,372	32.06

#### NOTES:

(1) For the current fiscal year, off premise licensees accounted for 18.82% or \$100.6 million of total liquor sales. On premise licensees, such as bars, restaurants, hotels and clubs accounted for 10.28% or \$54.9 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 2010 population estimates of 1,316,470 from the Office of Energy and Planning(OEP).

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**MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)**

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**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. The Liquor 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.

## 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 30<sup>th</sup> 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, net of related debt.

*The following is a condensed statement of net assets as of June 30, 2011 and 2010 (in thousands).*

	(Amounts in thousands)	
	<b>2011</b>	<b>2010</b>
<b>ASSETS:</b>		
Current Assets	\$ 46,066	\$ 48,773
Noncurrent Assets (net of accumulated depreciation)	14,413	12,022
Total Assets	<u>\$ 60,479</u>	<u>\$ 60,795</u>
<b>LIABILITIES:</b>		
Current Liabilities	\$ 43,286	\$ 45,939
Non-current Liabilities	3,318	3,072
Total Liabilities	<u>46,604</u>	<u>49,011</u>
<b>NET ASSETS:</b>		
Invested in Capital Assets, net of related debt	13,875	11,784
Total Net Assets	<u>\$ 13,875</u>	<u>\$ 11,784</u>

**MANAGEMENT’S DISCUSSION AND ANALYSIS (continued)**

**Transfers**

The Liquor Commission is required by law to deposit all excess revenue into the General Fund. During fiscal year 2011, the Liquor Commission made net transfers of \$140.7 million to the General Fund. Of the \$140.7 million transferred, \$138.6 million was from Liquor and Beer Operations and \$2.1 million was from the sale of land to the New Hampshire Bureau of Turnpikes. Net profit from Liquor Operations increased \$4.8 million, or 3.9%, over fiscal year 2010 net profit while net profit from Beer Operations was relatively flat.

**Assets**

- The Liquor Commission ended fiscal year 2011 with a total of \$46.1 million in current assets, including \$34.1 million in wine and spirits inventory for resale.
- The Liquor Commission’s total investment in fixed assets is \$31.6 million with accumulated depreciation of \$17.2 million netting to \$14.4 million invested in capital assets.
- In total, assets decreased from \$60.8 million in fiscal year 2010 to \$60.5 million in fiscal year 2011.
- Return on Assets increased slightly from the previous year to an impressive 236.1% in fiscal year 2011 as compared to other control states in the nation.

**Liabilities**

- Total liabilities were down \$2.4 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 6/30/11 and 6/30/10

(Amounts in thousands)

	<b>2011</b>	<b>2010</b>
Accounts Payable	38,354	\$ 41,162
Accrued Payroll	1,619	1,529
Compensated Absences	3,751	3,968
Deferred Income	2,047	1,916
Other Liabilities	833	436
<b>Total Liabilities</b>	<b>\$ 46,604</b>	<b>\$ 49,011</b>

**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.



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**MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)**

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**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.

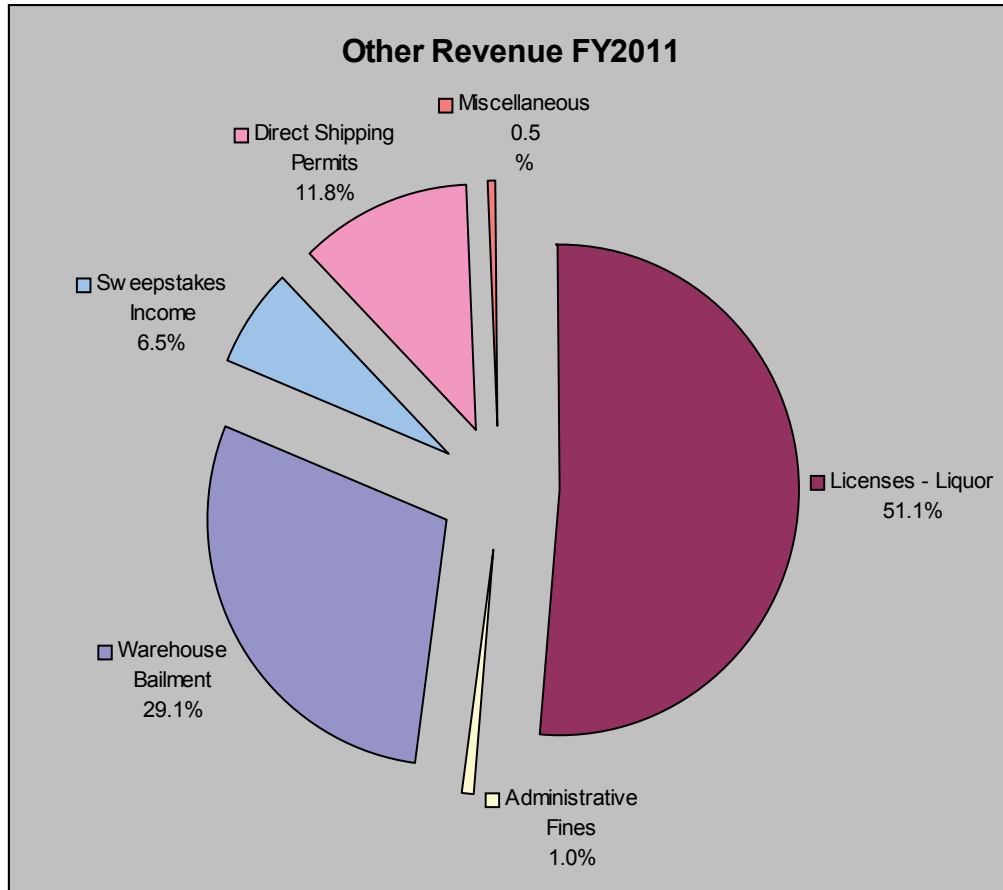
The beer tax and permit revenues have been relatively flat over the previous seven years and decreased 1.3% in fiscal year 2011 from the previous fiscal year. Liquor licenses increased 3.5% in fiscal year 2011 from the previous fiscal year and warehouse bailment decreased 2.2% over the same period.

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. 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. FY 2011 bailment revenue decreased by approximately \$39,000 or 2.2% over the prior fiscal year as product was moved to the contracted warehouse to make room for specialty wine purchases that the Commission believes will help boost the profit margin.

The direct shipping permit program revenue increased 17.7% in FY 2011, and remained strong at nearly \$700,000. 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 18.0% from the previous fiscal year. The sagging economy continues to dampen lottery sales. Additionally, the entry of Massachusetts into the Multi-State Lottery that offers the Powerball online game, among others, has caused a drop in lottery customers along the Massachusetts border. The expansion of Instant Ticket Vending Machines into other New Hampshire stores has also pulled lottery customers away from the liquor outlet stores.

**MANAGEMENT’S DISCUSSION AND ANALYSIS (continued)**



**Net Sales Increased 4.6% Over the Previous Year**

1. Net sales increased \$23.2 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. The continued success of innovative marketing programs and wine tastings conducted helped to increase the product knowledge of our customers and ultimately increased sales.

**Cost of Goods Sold/Gross Margin**

1. Cost of Goods Sold increased in fiscal year 2011 to 70.1% from 69.9% of sales in the previous fiscal year. Gross profits from sales increased to \$160.1 million up over \$6.4 million from the previous fiscal year. Currently, there are over 2,200 spirit and 11,700 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](http://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.

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**MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)**


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**Operating Expenses**

- Operating expenses excluding cost of goods sold, grew at a slightly slower rate than sales and as a result, declined to 7.7% of sales. The 3.72% increase was an improvement over the 4.96% growth experienced in fiscal year 2011. Increases in spending on information technology, store infrastructure improvements, and employee benefits were the main drivers behind operating expense growth in FY 2011.
- In total at the end of fiscal year 2011, the Liquor Commission lapsed unexpended appropriations back to the General Fund totaling just over \$3.2 million or approximately 7.1% of the total appropriation for the year ended June 30, 2011.

**Statement of Operating Expenses**

Fiscal Years Ended 6/30/11 and 6/30/10

(Amounts in thousands)

	<b>2011</b>	<b>2010</b>
<b>Operating Revenue</b>		
Charges for Sale and Services	\$ 534,628	\$ 511,382
<b>Operating Expenses</b>		
Cost of Sales and Services	374,501	357,656
Administration	40,470	38,951
Depreciation	845	882
Total Operating Expenses	415,816	397,489
Operating Income	118,812	113,893
<b>Non-Operating Revenues (Expenses)</b>		
Licenses	3,862	3,705
Beer Taxes	12,748	12,865
Miscellaneous	5,287	2,796
Capital Contributions	-	187
Transfers in from Turnpike System	-	6,222
Total Nonoperating Revenue (Expense)	21,897	25,775
Income(loss) before Operating Transfers	140,709	139,668
Transfer of Capital Assets between State	2,080	-
Tranfers out to Governmental Funds	(140,698)	(140,283)
Change in Net Assets	2,091	(615)
<b>Net Assets - July 1</b>	11,784	12,399
<b>Net Assets - June 30</b>	\$ 13,875	\$ 11,784

**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](mailto:gtsiopras@liquor.state.nh.us).

**NEW HAMPSHIRE STATE LIQUOR COMMISSION**  
**STATEMENT OF NET ASSETS**  
**JUNE 30, 2011**  
**(Expressed in Thousands)**

**ASSETS****Current Assets:**

Cash and Cash Equivalents	744
Receivables (Net of Allowances for Uncollectibles)	8,992
Due from Other Funds	2,280
Inventories	34,050
Total Current Assets	<u>46,066</u>

**Noncurrent Assets**

Land	2,080
Land Improvements	998
Buildings	16,102
Building Improvements	7,406
Equipment	5,034
Less: Allowance for Depreciation and Amortization	<u>(17,207)</u>
Net Capital Assets	<u>14,413</u>
Total Noncurrent Assets	<u>14,413</u>
Total Assets	<u>\$ 60,479</u>

**LIABILITIES****Current Liabilities:**

Accounts Payable	38,354
Accrued Payroll	1,619
Due to Other Funds	295
Deferred Revenue	2,047
Compensated Absences Payable & Uninsured Claims	857
Other Liabilities	114
Total Current Liabilities	<u>43,286</u>

**Noncurrent Liabilities:**

Compensated Absences Payable & Uninsured Claims	2,894
Other Noncurrent Liabilities	424
Total Noncurrent Liabilities	<u>3,318</u>
Total Liabilities	<u>46,604</u>

**NET ASSETS**

Invested in Capital Assets, net of related debt	13,875
Total Net Assets	<u>\$ 13,875</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, 2011  
(Expressed in Thousands)**

**OPERATING REVENUES**

Charges for Sales and Services	534,628
Total Operating Revenue	<u>534,628</u>

**OPERATING EXPENSES**

Cost of Sales and Services	374,501
Administration	40,470
Depreciation	845
Total Operating Expenses	<u>415,816</u>
Operating Income (Loss)	<u>118,812</u>

**NONOPERATING REVENUES (EXPENSES)**

Licenses	3,862
Beer Taxes	12,748
Miscellaneous	5,287
Transfer of Capital Assets between State Agencies	<u>2,080</u>
Total Nonoperating Revenues (Expenses)	<u>23,977</u>
Income (Loss) Before Operating Transfers	142,789
Transfers Out to Governmental Fund	<u>(140,698)</u>
Change in Net Assets	2,091
Net Assets - July 1	<u>11,784</u>
Net Assets - June 30	<u><u>13,875</u></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, 2011  
(Expressed in Thousands)**

**CASH FLOWS FROM OPERATING ACTIVITIES**

Receipts from customers	533,628
Payments to employees	(23,495)
Payments to suppliers	(390,781)
Payments for Interfund Services	(4,354)
Net cash provided (used) by operating activities	<u>114,998</u>

**CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES**

Transfers to Other Funds	(137,783)
Proceeds from Collection of Licenses and Beer Tax	<u>16,610</u>
Net Cash Used for Noncapital and Related Financing Activities	<u>(121,173)</u>

**CASH FLOWS FROM CAPITAL AND RELATED**

**FINANCING ACTIVITIES**

Acquisition, Disposal and Construction of Capital Assets	(883)
Contributions from Other Funds	<u>2,963</u>
Net Cash Provided (Used) for Capital and Related Financing Activities	<u>2,080</u>

**CASH FLOWS FROM INVESTING ACTIVITIES**

Other Income	<u>2,719</u>
Net Cash Provided by Investing Activities	<u>2,719</u>
Net Increase (Decrease) in Cash and Cash Equivalents	(1,376)
Cash and Cash Equivalents - July 1	<u>2,120</u>
Cash and Cash Equivalents - June 30	<u>\$ 744</u>

**Reconciliation of Operating Income (Loss) to Net Cash**

**Provided (Used) by Operating Activities:**

Operating Income (Loss)	118,812
Adjustments to Reconcile Operating Income to Net Cash Provided (Used) by Operating Activities:	
Depreciation	845
Change in Operating Assets and Liabilities:	
(Increase) Decrease in Receivables	(1,131)
(Increase) Decrease in Inventories	(1,459)
Increase (Decrease) in Accounts Payable and other Accruals	(2,200)
Increase (Decrease) in Deferred Revenue	131
Net Cash Provided (Used) by Operating Activities	<u>\$ 114,998</u>

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

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**NEW HAMPSHIRE STATE LIQUOR COMMISSION  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE FISCAL YEAR ENDED JUNE 30, 2011**

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**NOTE 1 – Summary of Significant Accounting Policies**

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***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, 2011 and its change in financial position and its cash flows for the year then ended.

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**NOTE 1 – Summary of Significant Accounting Policies (continued)**

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***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, 2011 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 \$1,412,543, the credit card processing company for debit/credit card sales of \$2,337,211, on-premise and off-premise licensees for stock purchased on fifteen day credit of \$5,005,143 liquor vendors for the warehousing of product of \$149,658, and the New Hampshire Department of Justice and Department of Highway Safety for grant reimbursement of \$87,337. 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.



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**NOTE 1 – Summary of Significant Accounting Policies (continued)**

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***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, 2011 include expenses for purchases of liquor inventory and liquor freight.

***G. Accrued Payroll***

The accrued payroll at June 30, 2011 represents payroll and related benefit costs incurred from June 3<sup>rd</sup> through June 30<sup>th</sup> and paid in July 2011.

***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, 2011, 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 287 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.

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**NOTE 1 – Summary of Significant Accounting Policies (continued)**

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***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 2011, the net sales of the Commission were \$534,628,134.

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 2011, the cost of sales of the Liquor Commission was \$374,501,086.

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 \$41,314,832 for fiscal year 2011.

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 \$23,977,271 for fiscal year 2011.

***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, 2011 consists of the following:

Cash (carrying amount)	\$ 603,799
Petty Cash & Change Fund	<u>140,000</u>
<b><i>Total Cash</i></b>	<b><u>\$ 743,799</u></b>

**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, 2011 was \$94,986.41, all 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, 2011 is presented below:

	Beg. Balance July 1, 2010	Increases	Decreases	End. Balance June 30, 2011
Capital Assets Not Being Depreciated:				
Land	\$ 2,076,987	\$ 2,742		\$ 2,079,729
Other Capital Assets:				
Land Improvements	998,198			998,198
Buildings	13,070,481	434,169		13,504,650
Building Improvement	7,257,301	154,350	\$ (5,388)	7,406,263
Construction in Progress	186,834	2,411,006		2,597,840
Equipment	5,342,504	234,402	(542,564)	5,034,342
Total Capital Assets	28,932,305	3,236,669		31,621,022
Less: Accumulated Depreciation	(16,910,345)	(845,311)	547,952	(17,207,704)
Net Capital Assets	\$ 12,021,960	\$ 2,391,358	\$ 547,952	\$ 14,413,318

**NOTE 4 – Long Term Liabilities**

A summary of capital leases, compensated absences, and workers’ compensation activity for the year ended June 30, 2011 is presented below.

	Beginning Balance	Increase	Decrease	Ending Balance	Current	Long-Term
Capital Lease	\$ 237,013	\$ 434,169	\$ 133,479	\$ 537,703	\$ 113,955	\$ 423,748
Claims & Compensated Absenses Payable	3,968,024	1,751,280	1,968,464	3,750,840	856,530	2,894,310
Total	\$ 4,205,037	\$ 2,185,449	\$ 2,101,943	\$ 4,288,543	\$ 970,485	\$ 3,318,058

**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, 2011.

	Beginning Balance	Increases	Decreases	Ending Balance	Current	Long-Term
Workers Compensation Claims Payable	\$ 1,661,000	\$ 302,528	\$ 295,528	\$ 1,668,000	\$ 235,277	\$ 1,432,723

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**NOTE 6 – Interfund Receivables and Payables**

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The Liquor Commission had a net due from the General Fund of \$2.3 million at June 30, 2011. 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 \$295,098. This amount represents funds collected from the sale of lottery tickets.

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**NOTE 7 – Interfund Transfers**

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The Liquor Commission transferred 140.7 million to the General Fund for government operations during fiscal year 2011, 138.6 million of which came from Liquor Operations and 2.1 million of which came from the sale of land to the NH Bureau of Turnpikes.

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**NOTE 8 – Employee Benefit Plans**

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*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.

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**NOTE 8 – Employee Benefit Plans (continued)**

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**Funding Policy:** The Plan is financed by contributions from the members, the State and local employers, and investment earnings. During fiscal year 2011, 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 2011 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 2011, this totaled \$1,663,538. For fiscal years 2010 and 2009, the contributions amounts for Group I and Group II combined, were \$1,678,106 and \$1,303,675 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.

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**NOTE 9 – Leases**

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*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 2011 were approximately \$3,073,466. 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, 2011.

**NOTE 9 – Leases**

Fiscal Year	Lease Payment
2012	2,184,205
2013	2,036,274
2014	1,815,252
2015	1,785,364
2016	1,736,637
2017 - 2021	3,353,217
<b>Total</b>	<b>\$ 12,910,949</b>

*Capital Leases*

The Liquor Commission entered into a lease agreement for the installation of energy improvement fixtures and equipment at various Liquor Commission locations and a lease agreement for retail space in Peterborough, NH. The energy improvement lease is for the period November 15, 2002 to November 15, 2011. The Peterborough retail space lease is for the period May 1, 2011 to April 30, 2021. These lease agreements qualify as capital leases for accounting purposes and, therefore, have 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, 2011 are as follows:

Fiscal Year	Energy Improvements	Store Lease	Total
2012	\$ 108,886	\$ 113,496	\$ 222,382
2013	-	113,496	113,496
2014	-	113,496	113,496
2015	-	113,496	113,496
2016	-	115,387	115,387
2017-2021	-	603,418	603,418
Total Future Minimum Lease Payments	108,886	1,172,789	1,281,675
Less: Amount Representing Interest	(4,037)	(739,935)	(743,972)
Present Value of Net Future Minimum Lease Payments	\$ 104,849	\$ 432,854	\$ 537,703

The assets acquired through capital leases and included in capital assets at June 30, 2011 include the following:

Buildings and Building Improvements	\$ 1,563,059
Total	1,563,059
Less: Accumulated Depreciation	(579,639)
Net	\$ 983,420

**NOTE 10 – Sales Revenue**

Sales revenue is reported net of discounts and credit card fees. For the fiscal year-ended June 30, 2011, the Commission reported operating revenues of \$534,628,134, net of discounts of \$3,609,830 and credit card fees of \$5,535,719.



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**STATISTICAL SECTION**

Wine Picks  
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# NEW HAMPSHIRE STATE LIQUOR COMMISSION

## BALANCE SHEET AS OF JUNE 30, 2011

JUNE 30, 2011 AND JUNE 30, 2010 (unaudited)

(expressed in thousands)

	June 30, 2011	June 30, 2010	Comparative	
			Increase / (Decrease)	
			\$	%
<b>ASSETS:</b>				
<b>CURRENT ASSETS</b>				
Cash and Cash Equivalents	744	2,120	\$ (1,376)	(64.91)
Receivables (Net of Allowances for Uncollectibles)	8,992	7,861	1,131	14.39
Net Due from Other Agencies	2,280	6,201	(3,921)	(63.23)
Inventory	34,050	32,591	1,459	4.48
<b>Total Current Assets</b>	<b>46,066</b>	<b>48,773</b>	<b>(2,707)</b>	<b>(5.55)</b>
<b>PROPERTY, PLANT AND EQUIPMENT</b>				
Land	2,080	2,077	3	0.14
Land Improvements	998	998	-	-
Buildings	16,102	19,037	(2,935)	(15.42)
Building Improvements	7,406	1,478	5,928	401.08
Equipment	5,034	5,342	(308)	(5.77)
Less Allowance for Depreciation and Amortization	(17,207)	(16,910)	(297)	1.76
Net Capital Assets	14,413	12,022	2,391	19.89
Total Noncurrent Assets	14,413	12,022	2,391	19.89
<b>TOTAL ASSETS</b>	<b>60,479</b>	<b>60,795</b>	<b>(316)</b>	<b>(0.52)</b>
<b>LIABILITIES:</b>				
<b>CURRENT LIABILITIES</b>				
Accounts Payable	38,354	41,162	(2,808)	(6.82)
Accrued Payroll	1,619	1,529	90	5.89
Deferred Revenue	2,047	1,916	131	6.84
Claims & Compensated Absences	857	1,001	(144)	(14.39)
Due to Other Funds	295	199	96	48.24
Other Liabilities	114	132	(18)	(13.64)
Total Current Liabilities	43,286	45,939	(2,653)	(5.78)
<b>NONCURRENT LIABILITIES</b>				
Compensated Absences Payable & Uninsured Claims	2,894	2,967	(73)	(2.46)
Other Noncurrent Liabilities	424	105	319	303.81
Total Noncurrent Liabilities	3,318	3,072	246	8.01
Total Liabilities	46,604	49,011	(2,407)	(4.91)
<b>NET ASSETS</b>				
Invested in Capital Assets, net of related debt	13,875	11,784	2,091	17.74
Total Net Assets	\$ 13,875	\$ 11,784	\$2,091	17.74

# NEW HAMPSHIRE STATE LIQUOR COMMISSION

## COMMONSIZE COMPARATIVE INCOME STATEMENT

FISCAL YEARENDED JUNE 30, 2011 AND JUNE 30, 2010 (unaudited)

	July 01, 2010 through June 30, 2011	July 01, 2009 through June 30, 2010	Commonsize %      % FY 11   FY 10		Comparative Increase / (Decrease) \$              %	
<b>SALES</b>						
Sales - Retail	\$387,670,882	\$370,067,441	72.51	72.37	\$ 17,603,441	4.76
Sales - On-Premise	\$54,964,327	\$53,515,175	10.28	10.46	1,449,152	2.71
Sales - Off-Premise	\$100,677,899	\$97,245,920	18.83	19.02	3,431,979	3.53
Sales & Accessories	\$460,575	\$35,827	0.09	0.01	424,748	1185.55
<b>Total Sales</b>	<b>\$543,773,683</b>	<b>\$520,864,363</b>	<b>101.71</b>	<b>101.85</b>	<b>\$22,909,320</b>	<b>4.40</b>
Less Discounts						
Credit Card Fees, Etc.	(9,145,549)	(9,481,776)	(1.71)	(1.85)	336,227	(3.55)
Net Sales	\$534,628,134	\$511,382,587	100.00	100.00	23,245,547	4.55
<b>COST OF SALES</b>						
Inventory Change	(1,459,553)	(2,672,296)	(0.27)	(0.52)	1,212,743	(45.38)
Purchases - Net	372,801,524	357,421,648	69.73	69.89	15,379,876	4.30
Buy-In, Storage/Handling	769,676	743,330	0.14	0.15	26,346	3.54
Freight to Stores	2,389,439	2,164,310	0.45	0.42	225,129	10.40
<b>Total Cost of Sales</b>	<b>374,501,086</b>	<b>357,656,992</b>	<b>70.05</b>	<b>69.94</b>	<b>16,844,094</b>	<b>4.71</b>
<b>Gross Profit From Sales</b>	<b>160,127,048</b>	<b>153,725,595</b>	<b>29.95</b>	<b>30.06</b>	<b>6,401,453</b>	<b>4.16</b>
<b>OTHER REVENUES</b>						
Liquor Rep Fees	10,507	38,032	-	-	(27,525)	(72.37)
Licenses - Liquor	3,014,187	2,913,719	0.56	0.57	100,468	3.45
Check & Administrative Fines	62,983	92,722	0.01	0.02	(29,739)	(32.07)
Warehouse Bailment	1,719,743	1,758,735	0.32	0.34	(38,992)	(2.22)
Wine Tax	131,323	107,296	0.02	0.02	24,027	22.39
Sweepstakes Income	385,913	470,699	0.07	0.09	(84,786)	(18.01)
Inventory Information	4,944	5,040	-	-	(96)	(1.90)
Direct Shipping Permits	696,134	591,363	0.13	0.12	104,771	17.72
Processing/Investigation Fees	56,993	55,600	0.01	0.01	1,393	2.51
Miscellaneous	26,895	17,190	0.01	0.00	9,705	56.46
<b>Total Other Revenues</b>	<b>6,109,622</b>	<b>6,050,396</b>	<b>1.14</b>	<b>1.18</b>	<b>59,226</b>	<b>0.98</b>
<b>Total Gross Profit</b>	<b>\$ 166,236,670</b>	<b>\$ 159,775,991</b>	<b>31.09</b>	<b>31.24</b>	<b>\$ 6,460,679</b>	<b>4.04</b>

# NEW HAMPSHIRE STATE LIQUOR COMMISSION

## COMMONSIZE COMPARATIVE INCOME STATEMENT

FISCAL YEARENDED JUNE 30, 2011 AND JUNE 30, 2010(unaudited)

	July 01, 2010	July 01, 2009	Commonsize		Comparative	
	through June 30, 2011	through June 30, 2010	% FY 11	% FY 10	Increase / (Decrease) \$	%
<b>OPERATING EXPENSES</b>						
Office of the Commissioners	\$610,746	\$576,486	0.11	0.11	\$34,260	5.94
Information Technology	2,294,394	1,795,668	0.43	0.35	498,726	27.77
Financial Management	1,552,246	1,483,595	0.29	0.29	68,651	4.63
Merchandising Administration	866,353	789,350	0.16	0.15	77,003	9.76
Purchasing	90,775	91,218	0.02	0.02	(443)	(0.49)
Human Resources	152,706	241,113	0.03	0.05	(88,407)	(36.67)
Store Operations	30,466,002	29,374,323	5.70	5.74	1,091,679	3.72
Warehouse	1,087,285	1,064,911	0.20	0.21	22,374	2.10
Depreciation Expenses -						
Office of the Commission	54,297	64,503	0.01	0.01	(10,206)	(15.82)
Information Technology	-	150	-	0.00	(150)	(100.00)
Financial Management	-	199	-	0.00	(199)	(100.00)
Marketing	-	-	-	-	-	-
Human Resources	-	-	-	-	-	-
Store Operations	599,622	629,052	0.11	0.12	(29,430)	(4.68)
Warehouse	38,522	35,992	0.01	0.01	2,530	7.03
<b>Total Expenses</b>	<b>\$37,812,948</b>	<b>\$36,146,560</b>	<b>7.07</b>	<b>7.07</b>	<b>\$1,666,388</b>	<b>4.61</b>
Net Profit -						
•Liquor Operations	128,423,722	123,629,431	24.02	24.18	4,794,290	3.88
•Beer Operations	9,717,675	9,633,438	1.82	1.88	84,237	0.87
Gain - Disposal of Fixed Assets	2,080,000	6,218,384	-	-	(4,138,384)	(66.55)
Fixed Assets - Capital Funds	2,568,098	186,834	0.48	0.04	2,381,264	1,274.53
<b>Total Net Profit</b>	<b>142,789,495</b>	<b>139,668,087</b>	<b>26.71</b>	<b>27.31</b>	<b>3,121,407</b>	<b>2.23</b>
Transfer to General Fund	(140,698,826)	(140,282,638)	(26.32)	(27.43)	(416,188)	0.30
<b>Change in Net Assets</b>	<b>2,090,669</b>	<b>(614,551)</b>	<b>0.39</b>	<b>(0.12)</b>	<b>2,705,219</b>	<b>(440.19)</b>
<b>Net Assets July 1</b>	<b>11,784,950</b>	<b>12,399,501</b>	<b>2.20</b>	<b>2.42</b>	<b>(614,551)</b>	<b>(4.96)</b>
<b>Net Assets June 30</b>	<b>13,875,619</b>	<b>\$11,784,950</b>	<b>2.60</b>	<b>2.30</b>	<b>\$ 2,090,668</b>	<b>17.74</b>
<b>NOTE:</b>						
Beginning Inventory	32,590,666	29,918,370	-----		\$ 2,672,296	
Inventory Change	1,459,553	2,672,296	-----		(1,212,743)	
<b>Ending Inventory</b>	<b>\$34,050,219</b>	<b>\$32,590,666</b>	-----		<b>\$ 1,459,553</b>	

# NEW HAMPSHIRE STATE LIQUOR COMMISSION

## COMMONSIZE COMPARATIVE INCOME STATEMENT - ENFORCEMENT

FISCAL YEARENDED JUNE 30, 2011 AND JUNE 30, 2010 (unaudited)

<b>BEER OPERATIONS:</b>	<b>July 01, 2010</b>		<b>July 01, 2009</b>		<b>Commonsize</b>		<b>Comparative</b>	
<b>REVENUES</b>	<b>through</b>	<b>through</b>	<b>through</b>	<b>through</b>	<b>%</b>	<b>%</b>	<b>Increase / (Decrease)</b>	
	<b>June 30, 2011</b>	<b>June 30, 2010</b>	<b>FY 11</b>	<b>FY 10</b>			<b>\$</b>	<b>%</b>
Beer Tax	\$ 12,709,156	\$ 12,829,729	96.14	96.32			\$ (120,573)	(0.94)
Wine Cooler Tax	19,314	20,895	0.15	0.16			(1,581)	(7.57)
Distilled Spirits Tax	20,215	14,514	0.15	0.11			5,701	39.28
Beer Permits	151,460	199,431	1.15	1.50			(47,971)	(24.05)
Miscellaneous - Grants	319,414	255,175	2.42	1.92			64,239	25.17
<b>Total Revenues</b>	<b>13,219,559</b>	<b>13,319,744</b>	<b>100.00</b>	<b>100.00</b>			<b>(100,185)</b>	<b>(0.75)</b>
<b>OPERATING EXPENSES</b>								
Regulation - Enforcement	\$2,015,858	2,242,643	15.25%	16.84%			(226,785)	(10.11)
Regulation - Licensing	\$834,907	814,231	6.32%	6.11%			20,676	2.54
Regulation - Education	\$161,472	176,486	1.22%	1.32%			(15,014)	(8.51)
Miscellaneous - Grants	\$336,777	301,028	2.55%	2.26%			35,749	11.88
Depreciation - Enforcement	\$75,675	74,723	0.57%	0.56%			952	1.27
Depreciation - Grants	\$77,195	77,195	0.58%	0.58%			-	-
<b>Total Expenses</b>	<b>\$3,501,884</b>	<b>3,686,306</b>	<b>26.49%</b>	<b>27.68%</b>			<b>(184,422)</b>	<b>(5.00)</b>
<b>Net Profit From Beer Operations</b>	<b>\$ 9,717,675</b>	<b>\$ 9,633,438</b>	<b>73.51</b>	<b>72.32</b>			<b>\$ 84,237</b>	<b>0.87</b>

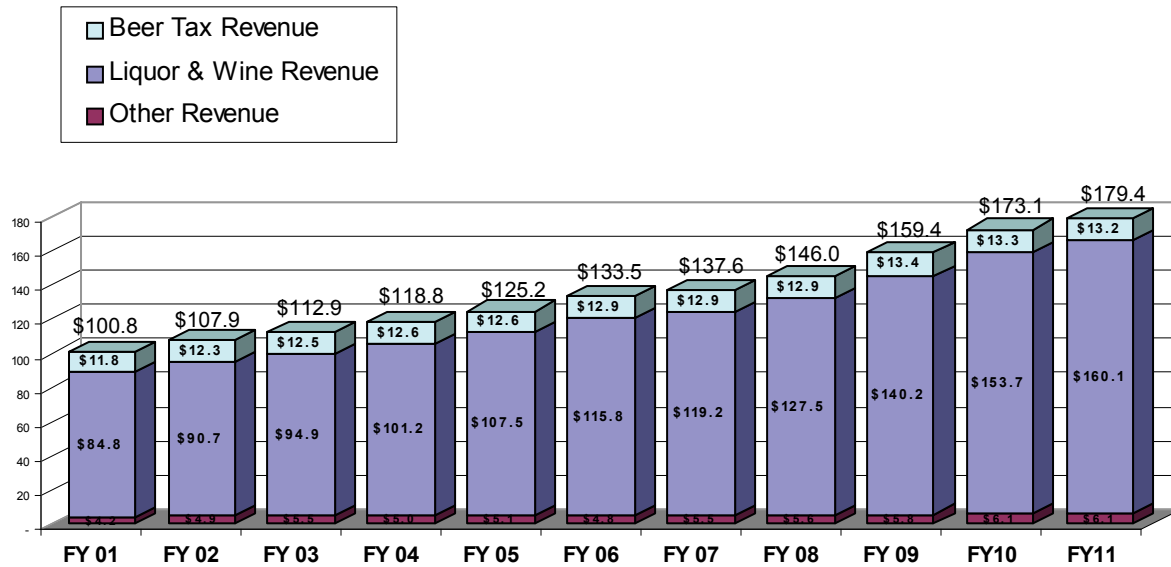
# NEW HAMPSHIRE STATE LIQUOR COMMISSION

## FIVE YEAR COMPARATIVE INCOME STATEMENT

FY 2007 TO FY 2011 (unaudited)

	<u>FY 2011</u>	<u>FY 2010</u>	<u>FY 2009</u>	<u>FY 2008</u>	<u>FY 2007</u>
<b><u>SALES</u></b>					
Sales - Retail	\$ 388,130	\$ 370,103	\$ 348,317	\$ 329,906	\$ 307,472
Sales - On-Premise	54,964	53,515	53,006	53,981	53,479
Sales - Off-Premise	100,678	97,245	94,774	86,356	82,785
<b>Total Sales</b>	<b>543,772</b>	<b>520,863</b>	<b>496,096</b>	<b>470,243</b>	<b>443,736</b>
Less Discounts, CC fees, Etc	(9,144)	(9,481)	(8,028)	(9,703)	(7,602)
<b>Net Sales</b>	<b>534,628</b>	<b>511,382</b>	<b>488,068</b>	<b>460,540</b>	<b>436,134</b>
Cost of Goods Sold	374,501	357,656	347,843	333,048	316,888
<b>Gross Profit from Sales</b>	<b>160,127</b>	<b>153,726</b>	<b>140,225</b>	<b>127,492</b>	<b>119,246</b>
<b><u>OTHER REVENUES</u></b>					
Liquor and Wine Licenses	3,014	2,913	2,838	2,849	3,058
Liquor Rep Fees	11	38	19	18	18
Sweepstakes Income	386	471	492	530	527
Miscellaneous	2,698	2,628	2,427	2,163	1,892
<b>Total Other Revenues</b>	<b>6,109</b>	<b>6,050</b>	<b>5,776</b>	<b>5,560</b>	<b>5,495</b>
<b>Total Gross Profit</b>	<b>166,236</b>	<b>159,776</b>	<b>146,001</b>	<b>133,052</b>	<b>124,741</b>
<b><u>OPERATING EXPENSES</u></b>					
Office of Commission	611	577	719	662	637
Information Technology	2,294	1,796	1,924	1,814	1,481
Financial Management	1,552	1,484	1,430	1,263	1,328
Merchandising Administration	866	789	703	629	628
Purchasing	91	91	86	80	72
Human Resources	153	241	214	176	140
Store Operations	30,466	29,374	27,689	25,851	23,442
Warehouse	1,087	1,065	1,077	839	939
Depreciation	692	729	561	627	787
<b>Total Operating Expenses</b>	<b>37,812</b>	<b>36,146</b>	<b>34,403</b>	<b>31,941</b>	<b>29,454</b>
<b>Net Profit Liquor Operations</b>	<b>128,424</b>	<b>123,630</b>	<b>111,598</b>	<b>101,112</b>	<b>95,287</b>
<b><u>BEER OPERATIONS:</u></b>					
Revenue - Beer Tax and Permits	13,219	13,320	13,417	12,859	12,903
Expenses - Enforc., Licens. & Educ.	(3,349)	(3,535)	(3,373)	(2,736)	(2,631)
Depreciation	(153)	(152)	(175)	(123)	(110)
<b>Net Profit Beer Operations</b>	<b>9,717</b>	<b>9,633</b>	<b>9,869</b>	<b>10,000</b>	<b>10,162</b>
Gain or (Loss) on Capital Assets	-	(4)	(1)	(8)	(8)
Capital Assets - Capital Funds	4,648	6,410	219	498	392
<b>TOTAL NET PROFIT</b>	<b>\$ 142,789</b>	<b>\$ 139,669</b>	<b>\$ 121,685</b>	<b>\$ 111,602</b>	<b>\$ 105,833</b>

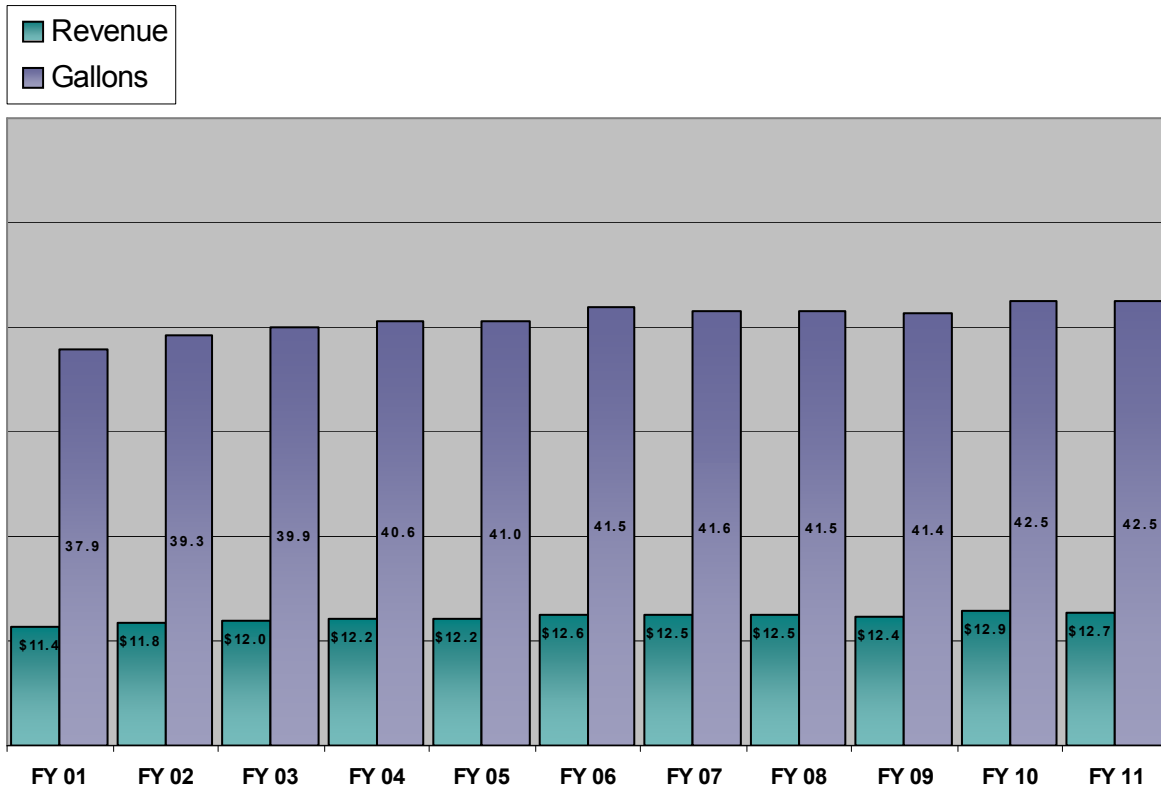
**NEW HAMPSHIRE STATE LIQUOR COMMISSION**  
**FY 2001 TO FY 2011 REVENUE (unaudited)**



<b>Revenues</b> (millions)	FY 01	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11
Liquor & Wine Revenue	\$84.8	\$90.7	\$94.9	\$101.2	\$107.5	\$115.8	\$119.2	\$127.5	\$140.2	\$153.7	\$160.1
Other Revenue	4.2	4.9	5.5	5.0	5.1	4.8	5.5	5.6	5.8	6.1	6.1
Beer Tax Revenue	11.8	12.3	12.5	12.6	12.6	12.9	12.9	12.9	13.4	13.3	13.2
<b>Total Revenue</b>	<b>\$100.8</b>	<b>\$107.9</b>	<b>\$112.9</b>	<b>\$118.8</b>	<b>\$125.2</b>	<b>\$133.5</b>	<b>\$137.6</b>	<b>\$146.0</b>	<b>\$159.4</b>	<b>\$173.1</b>	<b>\$179.4</b>

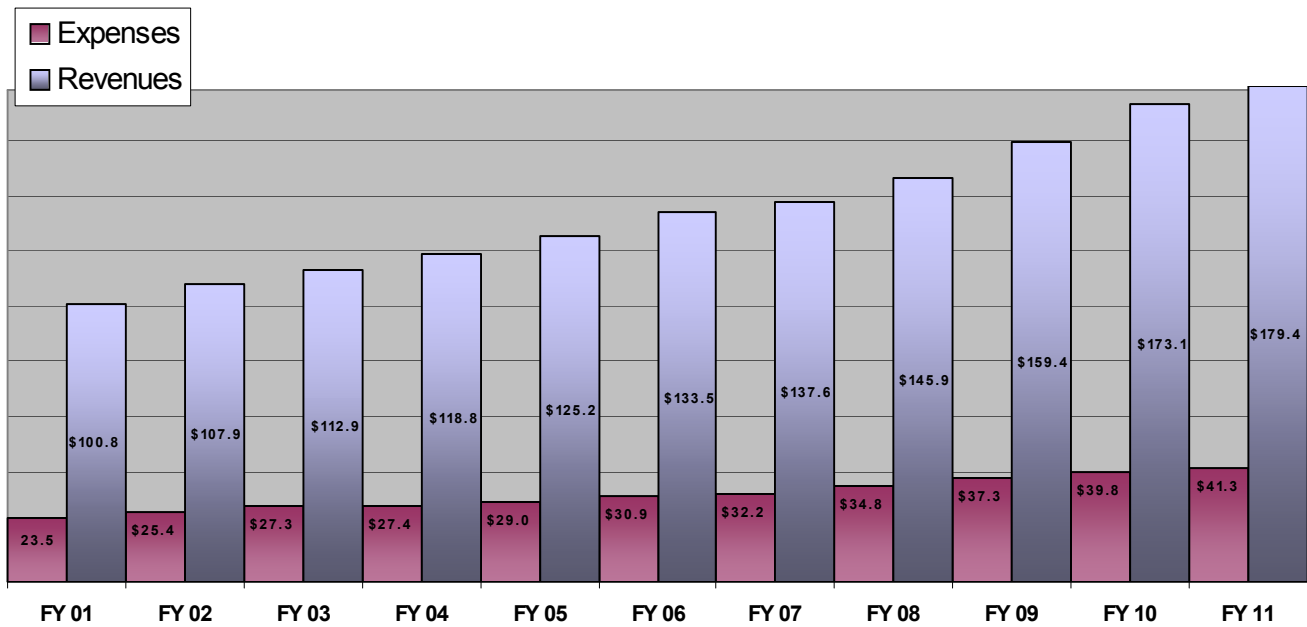


**NEW HAMPSHIRE STATE LIQUOR COMMISSION**  
**FY 2001 TO FY 2011 BEER REVENUE AND GALLONAGE (unaudited)**



Beer Tax	FY 01	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11
Millions	\$11.4	\$11.8	\$12.0	\$12.2	\$12.2	\$12.6	\$12.5	\$12.5	\$12.4	\$12.9	\$12.7
Gallons	37.9	39.3	39.9	40.6	41.0	41.5	41.6	41.5	41.4	42.5	42.5

**NEW HAMPSHIRE STATE LIQUOR COMMISSION  
FY2001 TO FY2011 REVENUE AND EXPENSES (unaudited)**



(Millions)	FY 01	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11
Revenues	\$100.8	\$107.9	\$112.9	\$118.8	\$125.2	\$133.5	\$137.6	\$145.9	\$159.4	\$173.1	\$179.4
Expenses	\$23.5	\$25.4	\$27.3	\$27.4	\$29.0	\$30.9	\$32.2	\$34.8	\$37.3	\$39.8	\$41.3

# New Hampshire State Liquor Commission

## Total Operating Expenses

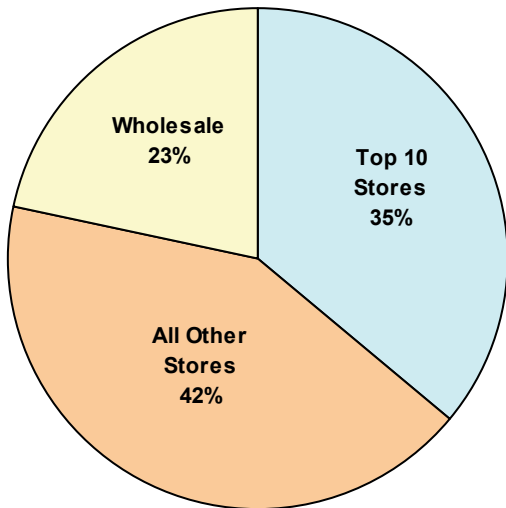
FISCAL YEARS ENDED JUNE 30, 2011 AND JUNE 30, 2010

OPERATING EXPENSES:	JUNE 30, 2011	JUNE 30, 2010	INCREASE / (DECREASE)	
			AMOUNT	%
Personnel Services - Permanent	\$12,361,178.27	\$12,824,571.59	(\$463,393.32)	(3.61)
Personnel Services - Temporary	6,223,868.94	5,743,637.56	480,231.38	8.36
Personnel Services - Overtime	1,175,726.70	1,186,014.97	(10,288.27)	(0.87)
Personnel Services - Holiday	166,989.49	248,459.92	(81,470.43)	(32.79)
Commissioners Salaries	298,478.44	239,522.68	58,955.76	24.61
Office of Information Technology	2,299,734.19	1,795,668.09	504,066.10	28.07
Supplies	609,827.89	791,292.93	(181,465.04)	(22.93)
Publications	11,554.27	7,895.91	3,658.36	46.33
Clothing	15,277.45	29,080.96	(13,803.51)	(47.47)
Heat, Electricity, Water	1,300,314.01	1,140,415.97	159,898.04	14.02
Telephone	167,004.04	182,353.28	(15,349.24)	(8.42)
Postage and Freight	62,684.17	68,482.75	(5,798.58)	(8.47)
Printing and Binding	78,476.21	87,345.79	(8,869.58)	(10.15)
Contract Repairs-Buildings & Grounds	309,915.90	165,643.56	144,272.34	87.10
Equipment Repairs	622,788.82	560,036.89	62,751.93	11.20
License/Maintenance Software	31,875.00	499.00	31,376.00	6,287.78
Repairs - Buildings and Grounds	78,724.83	61,470.99	17,253.84	28.07
Advertising	2,171,825.79	2,058,410.08	113,415.71	5.51
Rents & Rentals	20,804.23	14,567.74	6,236.49	42.81
Rents - Stores	3,098,488.51	3,086,397.86	12,090.65	0.39
Insurance	10,645.26	8,372.94	2,272.32	27.14
Membership Fees	2,280.00	2,756.00	(476.00)	(17.27)
Educational/Development Training	7,266.00	12,257.00	(4,991.00)	(40.72)
Rental/Lease - Office Equipment	11,984.10	2,607.31	9,376.79	359.63
Trash Removal Services	126,587.72	143,990.69	(17,402.97)	(12.09)
Snow Removal Services	125,130.24	136,364.95	(11,234.71)	(8.24)
Janitorial Services	86,429.10	74,596.50	11,832.60	15.86
Equipment	381,671.20	177,933.26	203,737.94	114.50
Benefits	7,507,442.61	7,201,136.48	306,306.13	4.25
Employee Assistance Program	10,000.00	10,000.00	-	-
Vehicle Maintenance	2,644.88	15,118.50	(12,473.62)	(82.51)
Travel - In-State	132,473.75	120,788.23	(10,696.96)	(8.86)
Travel - Out-of-State	11,617.83	14,594.27	(2,976.44)	(20.39)
Indirect Costs to Admin. Services	349,883.78	349,881.48	2.30	0.00
Workmen's Compensation	311,257.91	248,744.38	62,513.53	25.13
Unemployment Compensation	89,084.15	47,051.78	42,032.37	89.33
Miscellaneous	124,512.67	25,225.60	99,287.07	393.60
Registration fees	-	195.00	1,274.00	653.33
Fleet Unleaded Gasoline & Diesel	73,073.11	67,669.55	27,786.04	41.06
<b>TOTAL OPERATING EXPENSES:</b>	<b>\$40,469,521.46</b>	<b>38,951,052.44</b>	<b>1,518,469.02</b>	<b>3.90</b>
Depreciation	845,310.53	881,814.57	(36,504.04)	(4.14)
	<b>\$41,314,831.99</b>	<b>\$39,832,867.01</b>	<b>\$1,418,964.98</b>	<b>3.72</b>

# NHSLC Top 10 Sales Locations

Store Locations (unaudited)  
(Sales in Millions)

	Annual Gross Sales
1 HAMPTON-North*	\$31.2
2 HAMPTON-South*	\$27.3
3 PORTSMOUTH*	\$23.4
4 SALEM*	\$22.2
5 NASHUA	\$19.4
6 HOOKSETT-North	\$18.7
7 HOOKSETT-South	\$14.9
8 NASHUA*	\$14.2
9 W. LEBANON	\$11.3
10 KEENE*	\$9.7
Total:	<u><u>\$192.3</u></u>



# New Hampshire State Liquor Commission

## Total Sales by Location

FISCAL YEARS ENDED JUNE 30, 2011 AND JUNE 30, 2010 (unaudited)

ST #	LOCATION	JUNE 30, 2011	JUNE 30, 2010	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 11	FY 10	FY 11	FY 10
1	CONCORD	6,116,829.99	5,758,580.05	358,249.94	6.22	1.13	1.11	18	16
2	W. CHESTERFIELD	4,206,278.77	4,192,310.39	13,968.38	0.33	0.78	0.81	31	29
3	MANCHESTER	-	1,378,899.12	(1,378,899.12)	(100.00)	-	0.27	77	66
4	HOOKSETT	3,514,911.18	3,040,520.96	474,390.22	15.60	0.65	0.59	40	43
5	BERLIN	1,187,072.70	1,148,436.44	38,636.26	3.36	0.22	0.22	70	71
6	PORTSMOUTH	6,209,452.12	5,878,319.93	331,132.19	5.63	1.15	1.14	17	15
7	LITTLETON	4,920,604.24	4,728,222.48	192,381.76	4.07	0.91	0.91	24	23
8	CLAREMONT	3,239,344.58	3,143,936.48	95,408.10	3.03	0.60	0.61	45	42
9	DOVER	5,118,575.51	5,073,315.55	45,259.96	0.89	0.95	0.98	23	20
10	MANCHESTER	5,389,444.91	3,765,901.20	1,623,543.71	43.11	1.00	0.73	22	32
11	LEBANON	4,349,941.09	3,714,059.04	635,882.05	17.12	0.81	0.72	28	33
12	CENTER HARBOR	2,907,593.28	2,875,870.77	31,722.51	1.10	0.54	0.56	46	45
13	SOMERS WORTH	1,937,437.15	1,949,308.37	(11,871.22)	(0.61)	0.36	0.38	56	54
14	ROCHESTER	4,409,861.41	4,402,701.51	7,159.90	0.16	0.82	0.85	27	27
15	KEENE	9,660,676.33	9,683,149.46	(22,473.13)	(0.23)	1.79	1.87	10	10
16	WOODS VILLE	1,482,141.85	1,380,504.44	101,637.41	7.36	0.27	0.27	64	65
17	FRANKLIN	1,603,001.43	1,579,649.06	23,352.37	1.48	0.30	0.31	61	60
18	COLEBROOK	1,152,892.43	1,134,952.93	17,939.50	1.58	0.21	0.22	71	72
19	PLYMOUTH	2,230,315.81	2,109,823.46	120,492.35	5.71	0.41	0.41	53	53
20	DERRY	3,825,582.55	3,696,791.43	128,791.12	3.48	0.71	0.72	32	34
21	PETERBOROUGH	3,682,612.57	4,407,265.22	(724,652.65)	(16.44)	0.68	0.85	37	26
22	BROOKLINE	3,795,543.16	3,669,808.44	125,734.72	3.43	0.70	0.71	33	36
23	CONWAY	7,918,388.91	7,895,714.09	22,674.82	0.29	1.47	1.53	13	13
24	NEWPORT	1,404,688.70	1,363,461.77	41,226.93	3.02	0.26	0.26	67	68
25	STRATHAM	6,020,695.58	5,748,317.66	272,377.92	4.74	1.12	1.11	19	17
26	GROVETON	363,446.82	343,828.37	19,618.45	5.71	0.07	0.07	76	78
27	NASHUA	2,397,489.64	2,449,924.85	(52,435.21)	(2.14)	0.44	0.47	51	49
28	SEABROOK-BCH	1,333,069.93	1,150,880.94	182,188.99	15.83	0.25	0.22	69	70
29	WHITEFIELD	467,311.55	444,147.96	23,163.59	5.22	0.09	0.09	75	77
30	MILFORD	2,785,984.38	2,945,550.11	(159,565.73)	(5.42)	0.52	0.57	47	44
31	MANCHESTER	3,712,565.43	2,729,530.47	983,034.96	36.01	0.69	0.53	36	46
32	NASHUA	5,966,544.13	4,862,851.43	1,103,692.70	22.70	1.11	0.94	20	21
33	MANCHESTER	6,271,139.20	4,531,391.22	1,739,747.98	38.39	1.16	0.88	16	24
34	SALEM	22,237,226.58	21,621,057.84	616,168.74	2.85	4.12	4.18	4	4
35	HILLSBORO	1,984,709.24	1,943,835.71	40,873.53	2.10	0.37	0.38	55	55
36	JAFFREY	638,805.63	652,190.61	(13,384.98)	(2.05)	0.12	0.13	74	75
37	LANCASTER	927,931.16	925,492.90	2,438.26	0.26	0.17	0.18	73	74
38	PORTSMOUTH	23,380,784.67	22,784,391.27	596,393.40	2.62	4.33	4.41	3	3
39	WOLFEBORO	3,424,726.21	3,324,719.53	100,006.68	3.01	0.63	0.64	42	39
40	WALPOLE	1,880,836.44	1,861,177.60	19,658.84	1.06	0.35	0.36	58	59
41	SEABROOK	8,164,908.55	7,959,189.44	205,719.11	2.58	1.51	1.54	12	12
42	MEREDITH	2,567,248.32	2,412,795.99	154,452.33	6.40	0.48	0.47	50	50
43	FARMINGTON	1,573,674.44	1,538,779.64	34,894.80	2.27	0.29	0.30	62	62

# New Hampshire State Liquor Commission

## Total Sales by Location

FISCAL YEARS ENDED JUNE 30, 2011 AND JUNE 30, 2010 (unaudited)

ST #	LOCATION	JUNE 30, 2011	JUNE 30, 2010	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 11	FY 10	FY 11	FY 10
44	BRISTOL	\$1,401,064.67	\$1,374,611.01	\$26,453.66	1.92	0.26	0.27	68	67
45	PITTSFIELD	1,063,943.15	1,042,877.20	21,065.95	2.02	0.20	0.20	72	73
46	ASHLAND	1,414,209.80	1,346,196.66	68,013.14	5.05	0.26	0.26	66	69
47	LINCOLN	1,996,987.30	1,899,617.16	97,370.14	5.13	0.37	0.37	54	57
48	HINSDALE	3,644,647.03	3,694,630.19	(49,983.16)	(1.35)	0.68	0.71	38	35
49	PLAISTOW	9,034,819.69	8,712,690.16	322,129.53	3.70	1.67	1.69	11	11
50	NASHUA	19,393,103.20	17,777,866.16	1,615,237.04	9.09	3.59	3.44	5	5
51	PELHAM	3,718,937.86	3,546,593.40	172,344.46	4.86	0.69	0.69	34	37
52	GORHAM	1,803,370.76	1,862,605.67	(59,234.91)	(3.18)	0.33	0.36	59	58
53	HUDSON	3,462,332.98	3,431,572.70	30,760.28	0.90	0.64	0.66	41	38
54	GLEN	3,716,800.79	3,785,547.51	(68,746.72)	(1.82)	0.69	0.73	35	31
55	BEDFORD	7,464,477.21	6,868,525.35	595,951.86	8.68	1.38	1.33	14	14
56	GILFORD	4,523,820.71	4,487,878.67	35,942.04	0.80	0.84	0.87	26	25
57	OSSIPEE	1,907,888.57	1,914,645.83	(6,757.26)	(0.35)	0.35	0.37	57	56
58	GOFFSTOWN	2,584,039.29	2,516,065.39	67,973.90	2.70	0.48	0.49	49	48
59	MERRIMACK	3,580,226.56	2,227,745.75	1,352,480.81	60.71	0.66	0.43	39	52
60	W. LEBANON	11,345,217.84	11,157,306.42	187,911.42	1.68	2.10	2.16	9	9
61	FITZWILLIAM	-	538,548.14	(538,548.14)	(100.00)	-	0.10	77	76
62	RAYMOND	2,770,119.00	2,654,217.92	115,901.08	4.37	0.51	0.51	48	47
63	WINCHESTER	1,467,501.01	1,442,830.84	24,670.17	1.71	0.27	0.28	65	64
64	NEW LONDON	4,274,879.26	4,238,060.68	36,818.58	0.87	0.79	0.82	30	28
65	CAMPTON	1,671,102.84	1,568,821.77	102,281.07	6.52	0.31	0.30	60	61
66	HOOKSETT-NO	18,677,238.45	17,776,785.28	900,453.17	5.07	3.46	3.44	6	6
67	HOOKSETT-SO	14,874,879.79	14,222,213.14	652,666.65	4.59	2.75	2.75	7	7
68	N. HAMPTON	5,544,363.46	5,123,027.83	421,335.63	8.22	1.03	0.99	21	19
69	NASHUA	14,232,933.62	14,051,567.10	181,366.52	1.29	2.64	2.72	8	8
70	SWANZEY	1,536,315.61	1,446,864.91	89,450.70	6.18	0.28	0.28	63	63
71	LEE	4,319,943.69	4,165,146.17	154,797.52	3.72	0.80	0.81	29	30
72	CONCORD	4,720,781.27	4,733,493.97	(12,712.70)	(0.27)	0.87	0.92	25	22
73	HAMPTON-SO	27,308,885.52	26,401,140.99	907,744.53	3.44	5.06	5.11	2	2
74	LONDONDERRY	6,293,527.89	5,660,730.97	632,796.92	11.18	1.17	1.10	15	18
75	BELMONT	3,305,298.71	3,232,731.23	72,567.48	2.24	0.61	0.63	44	40
76	HAMPTON-NO	31,212,328.26	29,770,364.46	1,441,963.80	4.84	5.78	5.76	1	1
77	RINDGE	3,402,799.04	3,191,489.93	211,309.11	6.62	0.63	0.62	43	41
78	HAMPS TEAD	\$2,361,481.78	2,273,390.68	\$88,091.10	3.87	0.44	0.44	52	51
	<b>TOTAL STORES</b>	<b>\$416,392,555.18</b>	<b>\$398,339,957.37</b>	<b>\$18,052,597.81</b>	<b>4.53</b>	<b>77.12</b>	<b>76.87</b>		
900	WHSE-CONCORD	1,080,764.95	1,191,447.46	(110,682.51)	(9.29)	0.20	0.23		
905	WHSE-NASHUA	122,462,087.79	117,379,182.76	5,082,905.03	4.33	22.68	22.89		
	<b>TOTAL WHSES</b>	<b>123,542,852.74</b>	<b>118,570,630.22</b>	<b>4,972,222.52</b>	<b>4.19</b>	<b>22.88</b>	<b>23.13</b>		
	<b>GRAND TOTAL</b>	<b>\$539,935,407.92</b>	<b>\$516,910,587.59</b>	<b>\$23,024,820.33</b>	<b>4.45</b>	<b>100.00</b>	<b>100.00</b>		

# New Hampshire State Liquor Commission

## Sales by Type

FISCAL YEAR ENDED JUNE 30, 2011 (unaudited)

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	DISCOUNTS	TOTAL
1	CONCORD	\$5,410,188.08	\$699,069.65	\$61,360.61	(\$53,788.35)	\$6,116,829.99
2	CHESTERFIELD	4,200,366.33	14,549.11	17,713.70	(26,350.37)	4,206,278.77
3	MANCHESTER	-	-	-	-	-
4	HOOKSETT	3,156,151.45	334,584.65	59,625.38	(35,450.30)	3,514,911.18
5	BERLIN	942,603.11	145,373.70	103,399.56	(\$4,303.67)	1,187,072.70
6	PORTSMOUTH	3,311,235.49	2,914,278.00	39,535.88	(55,597.25)	6,209,452.12
7	LITTLETON	4,202,146.50	692,093.46	72,457.16	(46,092.88)	4,920,604.24
8	CLAREMONT	2,988,157.35	245,605.56	24,690.64	(19,108.97)	3,239,344.58
9	DOVER	4,228,423.75	884,746.13	36,581.76	(31,176.13)	5,118,575.51
10	MANCHESTER	4,183,347.68	1,155,349.71	65,851.70	(15,104.18)	5,389,444.91
11	LEBANON	4,178,184.40	217,842.72	9,008.82	(55,094.85)	4,349,941.09
12	CENTER HARBOR	2,712,282.52	227,992.93	659.66	(33,341.83)	2,907,593.28
13	SOMERS WORTH	1,748,115.71	183,752.06	11,181.72	(612.34)	1,942,437.15
14	ROCHESTER	3,861,161.45	524,998.58	38,764.31	(15,062.93)	4,409,861.41
15	KEENE	8,597,744.34	1,068,432.40	88,380.32	(93,880.73)	9,660,676.33
16	WOODSVILLE	1,433,453.13	47,156.30	7,184.75	(5,652.33)	1,482,141.85
17	FRANKLIN	1,383,441.36	209,800.76	15,232.36	(5,473.05)	1,603,001.43
18	COLEBROOK	881,782.35	173,696.22	103,296.98	(5,883.12)	1,152,892.43
19	PLYMOUTH	2,053,130.88	175,437.42	16,869.15	(15,121.64)	2,230,315.81
20	DERRY	3,547,191.36	277,555.20	25,787.99	(24,952.00)	3,825,582.55
21	PETERBOROUGH	3,345,016.78	333,985.12	61,821.10	(58,210.43)	3,682,612.57
22	BROOKLINE	3,779,009.42	42,469.56	1,530.95	(27,466.77)	3,795,543.16
23	CONWAY	6,668,816.50	1,141,503.25	171,071.78	(63,002.62)	7,918,388.91
24	NEWPORT	1,155,389.14	220,940.18	33,877.80	(5,518.42)	1,404,688.70
25	STRATHAM	5,498,690.21	507,700.92	62,037.86	(47,733.41)	6,020,695.58
26	GROVETON	347,473.68	7,785.08	9,483.36	(1,295.30)	363,446.82
27	NASHUA	2,080,674.72	310,846.97	13,521.67	(7,553.72)	2,397,489.64
28	SEABROOK-BCH	1,314,322.27	22,047.73	2,374.52	(5,674.59)	1,333,069.93
29	WHITEFIELD	400,162.56	28,952.00	40,234.44	(2,037.45)	467,311.55
30	MILFORD	2,410,373.71	374,335.07	15,858.81	(14,583.21)	2,785,984.38
31	MANCHESTER	3,294,229.38	403,169.98	27,129.38	(11,963.31)	3,712,565.43
32	NASHUA	5,781,176.15	218,345.24	2,806.08	(35,783.34)	5,966,544.13
33	MANCHESTER	5,263,605.75	1,046,833.09	13,428.78	(52,728.42)	6,271,139.20
34	SALEM	21,789,897.23	585,870.05	56,644.85	(195,185.55)	22,237,226.58
35	HILLSBORO	1,679,932.38	264,205.39	53,523.88	(12,952.41)	1,984,709.24
36	JAFFREY	527,347.25	109,179.62	6,259.87	(3,981.11)	638,805.63
37	LANCASTER	825,668.44	86,729.59	19,508.05	(3,974.92)	927,931.16
38	PORTSMOUTH	23,487,696.22	141,758.54	3,275.39	(251,945.48)	23,380,784.67
39	WOLFEBORO	3,094,266.01	359,324.53	10,766.75	(39,631.08)	3,424,726.21
40	WALPOLE	1,840,437.39	45,937.48	5,911.99	(11,450.42)	1,880,836.44
41	SEABROOK	7,523,573.30	662,302.87	27,231.03	(48,198.65)	8,164,908.55
42	MEREDITH	2,238,303.84	329,847.15	31,033.08	(31,935.75)	2,567,248.32
43	FARMINGTON	1,469,745.31	91,415.98	17,076.70	(4,563.55)	1,573,674.44

# New Hampshire State Liquor Commission

## Sales by Type

FISCAL YEAR ENDED JUNE 30, 2011 (unaudited)

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	DISCOUNTS	TOTAL
44	BRISTOL	1,255,211.03	\$142,948.44	\$12,323.32	(9,418.12)	1,401,064.67
45	PITTSFIELD	991,783.07	38,579.17	37,515.42	(3,934.51)	1,063,943.15
46	ASHLAND	1,123,718.40	270,779.43	34,633.31	(14,921.34)	1,414,209.80
47	LINCOLN	1,534,306.14	467,211.24	12,908.49	(17,438.57)	1,996,987.30
48	HINSDALE	3,644,524.08	2,383.89	17,099.71	(19,360.65)	3,644,647.03
49	PLAISTOW	8,684,587.22	384,328.51	28,185.10	(62,281.14)	9,034,819.69
50	NASHUA	19,248,835.17	272,315.05	12,692.46	(140,739.48)	19,393,103.20
51	PELHAM	3,573,740.02	155,295.92	10,850.07	(20,948.15)	3,718,937.86
52	GORHAM	1,611,225.16	185,426.79	14,780.11	(8,061.30)	1,803,370.76
53	HUDSON	3,247,407.54	204,860.36	20,521.84	(10,456.76)	3,462,332.98
54	GLEN	2,808,662.91	895,845.41	53,962.14	(41,669.67)	3,716,800.79
55	BEDFORD	6,606,042.59	875,871.82	55,755.20	(73,192.40)	7,464,477.21
56	GILFORD	3,543,822.55	985,303.37	33,066.32	(38,371.53)	4,523,820.71
57	OSSIPEE	1,641,061.64	185,618.80	89,852.42	(8,644.29)	1,907,888.57
58	GOFFSTOWN	2,306,021.81	276,204.54	11,137.37	(9,324.43)	2,584,039.29
59	MERRIMACK	3,296,426.86	283,971.06	20,508.14	(20,679.50)	3,580,226.56
60	W. LEBANON	10,831,499.66	549,599.12	99,024.28	(134,905.22)	11,345,217.84
61	FITZWILLIAM	-	-	-	-	-
62	RAYMOND	2,421,849.44	307,719.27	48,806.12	(8,255.83)	2,770,119.00
63	WINCHESTER	1,443,225.19	31,096.17	318.46	(7,138.81)	1,467,501.01
64	NEW LONDON	3,814,824.35	482,964.61	37,527.79	(60,437.49)	4,274,879.26
65	CAMPTON	1,284,997.89	397,192.58	1,050.09	(12,137.72)	1,671,102.84
66	HOOKSETT-NO	18,649,499.24	144,591.14	14,563.72	(131,415.65)	18,677,238.45
67	HOOKSETT-SO	14,934,894.67	64,499.66	986.82	(125,501.36)	14,874,879.79
68	N. HAMPTON	4,750,180.52	832,554.46	21,824.33	(60,195.85)	5,544,363.46
69	NASHUA	13,218,900.94	1,190,318.35	65,101.61	(241,387.28)	14,232,933.62
70	SWANZEY	1,181,994.33	338,586.22	20,622.22	(4,887.16)	1,536,315.61
71	LEE	4,088,106.56	238,840.64	16,153.76	(23,157.27)	4,319,943.69
72	CONCORD	4,127,936.50	559,522.67	57,273.51	(23,951.41)	4,720,781.27
73	HAMPTON-SO	27,474,662.19	53,800.32	4,246.43	(223,823.42)	27,308,885.52
74	LONDONDERRY	5,778,546.45	537,292.03	10,024.67	(32,335.26)	6,293,527.89
75	BELMONT	2,726,572.88	574,213.73	19,295.21	(14,783.11)	3,305,298.71
76	HAMPTON-NO	31,392,000.09	83,490.68	305.25	(263,467.76)	31,212,328.26
77	RINDGE	3,297,343.54	111,567.40	11,081.65	(17,193.55)	3,402,799.04
78	HAMPS TEAD	2,299,645.66	66,082.47	4,619.76	(8,866.11)	2,361,481.78
	<b>TOTAL STORES</b>	<b>\$387,668,971.17</b>	<b>\$29,718,675.27</b>	<b>\$2,382,607.67</b>	<b>(\$3,377,698.93)</b>	<b>\$416,392,555.18</b>
	% OF TYPE	100.00	54.07	2.37	100.00	77.12
	% OF LOCATION	93.10	7.14	0.57	(0.81)	
900	WHSE-CONCORD	1,365.88	-	1,079,399.07	-	1,080,764.95
905	WHSE-NASHUA	544.53	25,245,651.27	97,215,891.99	-	122,462,087.79
	<b>TOTAL WHSES</b>	<b>1,910.41</b>	<b>25,245,651.27</b>	<b>98,295,291.06</b>	<b>-</b>	<b>123,542,852.74</b>
	% OF TYPE	0.00	45.93	97.63	-	22.88
	% OF LOCATION	0.00	20.43	79.56	-	100.00
	<b>GRAND TOTAL</b>	<b>\$387,670,881.58</b>	<b>\$54,964,326.54</b>	<b>\$100,677,898.73</b>	<b>(\$3,377,698.93)</b>	<b>\$539,935,407.92</b>
	<b>% OF TOTAL</b>	<b>71.80</b>	<b>10.18</b>	<b>18.65</b>	<b>(0.63)</b>	<b>100.00</b>



# New Hampshire State Liquor Commission

## Retail Sales By Location

FISCAL YEARS ENDED JUNE 30, 2011 AND JUNE 30, 2010 (unaudited)

ST #	LOCATION	JUNE 30, 2011	JUNE 30, 2010	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 11	FY 10	FY 11	FY 10
1	CONCORD	\$5,410,188.08	\$5,202,807.39	\$207,380.69	3.99	1.40	1.41	18	16
2	CHESTERFIELD	4,200,366.33	4,182,341.59	18,024.74	0.43	1.08	1.13	23	20
3	MANCHESTER	-	901,847.63	(901,847.63)	(100.00)	0.00	0.24	77	71
4	HOOKSETT	3,156,151.45	2,673,843.43	482,308.02	18.04	0.81	0.72	41	42
5	BERLIN	942,603.11	893,321.56	49,281.55	5.52	0.24	0.24	71	72
6	PORTSMOUTH	3,311,235.49	3,196,025.46	115,210.03	3.60	0.85	0.86	36	35
7	LITTLETON	4,202,146.50	4,045,443.04	156,703.46	3.87	1.08	1.09	22	23
8	CLAREMONT	2,988,157.35	2,858,708.51	129,448.84	4.53	0.77	0.77	43	39
9	DOVER	4,228,423.75	4,086,065.94	142,357.81	3.48	1.09	1.10	21	22
10	MANCHESTER	4,183,347.68	2,613,203.51	1,570,144.17	60.09	1.08	0.71	24	44
11	LEBANON	4,178,184.40	3,568,749.07	609,435.33	17.08	1.08	0.96	25	31
12	CENTER HARBOR	2,712,282.52	2,707,997.53	4,284.99	0.16	0.70	0.73	46	41
13	SOMERS WORTH	1,748,115.71	1,720,368.13	27,747.58	1.61	0.45	0.46	55	55
14	ROCHESTER	3,861,161.45	3,832,569.74	28,591.71	0.75	1.00	1.04	28	26
15	KEENE	8,597,744.34	8,726,920.83	(129,176.49)	(1.48)	2.22	2.36	11	10
16	WOODSVILLE	1,433,453.13	1,333,469.00	99,984.13	7.50	0.37	0.36	62	63
17	FRANKLIN	1,383,441.36	1,342,568.34	40,873.02	3.04	0.36	0.36	63	62
18	COLEBROOK	881,782.35	850,631.03	31,151.32	3.66	0.23	0.23	72	73
19	PLYMOUTH	2,053,130.88	1,995,417.44	57,713.44	2.89	0.53	0.54	53	52
20	DERRY	3,547,191.36	3,344,183.95	203,007.41	6.07	0.92	0.90	33	34
21	PETERBOROUGH	3,345,016.78	4,095,116.72	(750,099.94)	(18.32)	0.86	1.11	35	21
22	BROOKLINE	3,779,009.42	3,580,663.77	198,345.65	5.54	0.97	0.97	30	30
23	CONWAY	6,668,816.50	6,531,392.82	137,423.68	2.10	1.72	1.76	13	13
24	NEWPORT	1,155,389.14	1,150,140.80	5,248.34	0.46	0.30	0.31	68	66
25	STRATHAM	5,498,690.21	5,246,076.05	252,614.16	4.82	1.42	1.42	17	15
26	GROVETON	347,473.68	328,147.22	19,326.46	5.89	0.09	0.09	76	78
27	NASHUA	2,080,674.72	2,099,044.46	(18,369.74)	(0.88)	0.54	0.57	52	51
28	SEABROOK-BCH	1,314,322.27	1,137,511.72	176,810.55	15.54	0.34	0.31	64	67
29	WHITEFIELD	400,162.56	363,008.69	37,153.87	10.23	0.10	0.10	75	77
30	MILFORD	2,410,373.71	2,559,314.57	(148,940.86)	(5.82)	0.62	0.69	48	45
31	MANCHESTER	3,294,229.38	2,483,667.73	810,561.65	32.64	0.85	0.67	39	46
32	NASHUA	5,781,176.15	4,776,036.27	1,005,139.88	21.05	1.49	1.29	15	18
33	MANCHESTER	5,263,605.75	3,733,754.17	1,529,851.58	40.97	1.36	1.01	19	28
34	SALEM	21,789,897.23	21,228,847.80	561,049.43	2.64	5.62	5.74	4	4
35	HILLSBORO	1,679,932.38	1,626,788.04	53,144.34	3.27	0.43	0.44	56	58
36	JAFFREY	527,347.25	549,149.20	(21,801.95)	(3.97)	0.14	0.15	74	75
37	LANCASTER	825,668.44	824,172.29	1,496.15	0.18	0.21	0.22	73	74
38	PORTSMOUTH	23,487,696.22	22,940,727.54	546,968.68	2.38	6.06	6.20	3	3
39	WOLFEBORO	3,094,266.01	3,044,116.64	50,149.37	1.65	0.80	0.82	42	38
40	WALPOLE	1,840,437.39	1,820,865.93	19,571.46	1.07	0.47	0.49	54	54
41	SEABROOK	7,523,573.30	7,212,443.26	311,130.04	4.31	1.94	1.95	12	12
42	MEREDITH	2,238,303.84	2,101,120.06	137,183.78	6.53	0.58	0.57	51	50
43	FARMINGTON	1,469,745.31	1,449,737.83	20,007.48	1.38	0.38	0.39	60	59

# New Hampshire State Liquor Commission

## Retail Sales By Location

FISCAL YEARS ENDED JUNE 30, 2011 AND JUNE 30, 2010 (unaudited)

ST #	LOCATION	JUNE 30, 2011	JUNE 30, 2010	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 11	FY 10	FY 11	FY 10
44	BRISTOL	1,255,211.03	1,235,653.55	19,557.48	1.58	0.32	0.33	66	64
45	PITTSFIELD	991,783.07	978,793.22	12,989.85	1.33	0.26	0.26	70	70
46	ASHLAND	1,123,718.40	1,090,970.69	32,747.71	3.00	0.29	0.29	69	68
47	LINCOLN	1,534,306.14	1,421,088.20	113,217.94	7.97	0.40	0.38	59	60
48	HINSDALE	3,644,524.08	3,693,614.47	(49,090.39)	(1.33)	0.94	1.00	31	29
49	PLAISTOW	8,684,587.22	8,354,199.84	330,387.38	3.95	2.24	2.26	10	11
50	NASHUA	19,248,835.17	17,740,066.40	1,508,768.77	8.50	4.97	4.79	5	6
51	PELHAM	3,573,740.02	3,404,146.58	169,593.44	4.98	0.92	0.92	32	33
52	GORHAM	1,611,225.16	1,653,838.20	(42,613.04)	(2.58)	0.42	0.45	58	56
53	HUDSON	3,247,407.54	3,177,402.16	70,005.38	2.20	0.84	0.86	40	36
54	GLEN	2,808,662.91	2,789,564.02	19,098.89	0.68	0.72	0.75	44	40
55	BEDFORD	6,606,042.59	6,083,575.49	522,467.10	8.59	1.70	1.64	14	14
56	GILFORD	3,543,822.55	3,487,066.36	56,756.19	1.63	0.91	0.94	34	32
57	OSSIPEE	1,641,061.64	1,646,651.67	(5,590.03)	(0.34)	0.42	0.44	57	57
58	GOFFSTOWN	2,306,021.81	2,216,792.12	89,229.69	4.03	0.59	0.60	49	49
59	MERRIMACK	3,296,426.86	1,897,418.99	1,399,007.87	73.73	0.85	0.51	38	53
60	W. LEBANON	10,831,499.66	10,627,060.46	204,439.20	1.92	2.79	2.87	9	9
61	FITZWILLIAM	-	495,544.82	(495,544.82)	(100.00)	0.00	0.13	77	76
62	RAYMOND	2,421,849.44	2,257,816.57	164,032.87	7.27	0.62	0.61	47	47
63	WINCHESTER	1,443,225.19	1,417,545.43	25,679.76	1.81	0.37	0.38	61	61
64	NEW LONDON	3,814,824.35	3,745,406.43	69,417.92	1.85	0.98	1.01	29	27
65	CAMPTON	1,284,997.89	1,202,116.33	82,881.56	6.89	0.33	0.32	65	65
66	HOOKSETT-NO	18,649,499.24	17,796,925.98	852,573.26	4.79	4.81	4.81	6	5
67	HOOKSETT-SO	14,934,894.67	14,322,409.08	612,485.59	4.28	3.85	3.87	7	7
68	N. HAMPTON	4,750,180.52	4,456,829.71	293,350.81	6.58	1.23	1.20	20	19
69	NASHUA	13,218,900.94	13,170,366.98	48,533.96	0.37	3.41	3.56	8	8
70	SWANZEY	1,181,994.33	1,052,759.89	129,234.44	12.28	0.30	0.28	67	69
71	LEE	4,088,106.56	3,928,477.61	159,628.95	4.06	1.05	1.06	27	25
72	CONCORD	4,127,936.50	3,985,453.15	142,483.35	3.58	1.06	1.08	26	24
73	HAMPTON-SO	27,474,662.19	26,639,823.15	834,839.04	3.13	7.09	7.20	2	2
74	LONDONDERRY	5,778,546.45	5,143,361.94	635,184.51	12.35	1.49	1.39	16	17
75	BELMONT	2,726,572.88	2,643,820.73	82,752.15	3.13	0.70	0.71	45	43
76	HAMPTON-NO	31,392,000.09	30,022,553.57	1,369,446.52	4.56	8.10	8.11	1	1
77	RINDGE	3,297,343.54	3,108,642.46	188,701.08	6.07	0.85	0.84	37	37
78	HAMPS TEAD	2,299,645.66	2,220,272.90	79,372.76	3.57	0.59	0.60	50	48
	TOTAL STORES	\$387,668,971.17	\$370,066,355.85	\$17,602,615.32	4.76	100.00	100.00		
900	WHSE-CONCORD	1,365.88	1,084.71	281.17	25.92	-	-		
905	WHSE-NASHUA	544.53	-	544.53	100.00	-	-		
	TOTAL WHSES	1,910.41	1,084.71	825.70	76.12	-	-		
	GRAND TOTAL	\$387,670,881.58	\$370,067,440.56	\$17,603,441.02	\$4.76	100.00	100.00		

# New Hampshire State Liquor Commission

## On-Premise Sales By Location

FISCAL YEARS ENDED JUNE 30, 2011 AND JUNE 30, 2010

ST #	LOCATION	JUNE 30, 2011	JUNE 30, 2010	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 11	FY 10	FY 11	FY 10
1	CONCORD	\$699,069.65	\$564,314.68	\$134,754.97	23.88	1.27	1.05	12	17
2	CHESTERFIELD	14,549.11	17,605.87	(\$3,056.76)	(17.36)	0.03	0.03	74	76
3	MANCHESTER	-	469,254.55	(469,254.55)	(100.00)	-	0.88	77	24
4	HOOKSETT	334,584.65	329,785.49	4,799.16	1.46	0.61	0.62	30	33
5	BERLIN	145,373.70	136,940.30	8,433.40	6.16	0.26	0.26	55	56
6	PORTSMOUTH	2,914,278.00	2,661,826.74	252,451.26	9.48	5.30	4.97	1	1
7	LITTLETON	692,093.46	663,475.80	28,617.66	4.31	1.26	1.24	13	14
8	CLAREMONT	245,605.56	277,547.47	(31,941.91)	(11.51)	0.45	0.52	41	38
9	DOVER	884,746.13	977,289.80	(92,543.67)	(9.47)	1.61	1.83	9	7
10	MANCHESTER	1,155,349.71	1,108,365.33	46,984.38	4.24	2.10	2.07	3	3
11	LEBANON	217,842.72	179,360.71	38,482.01	21.46	0.40	0.34	46	52
12	CENTER HARBOR	227,992.93	199,766.83	28,226.10	14.13	0.41	0.37	43	48
13	SOMERS WORTH	183,752.06	219,763.93	(36,011.87)	(16.39)	0.33	0.41	51	46
14	ROCHESTER	524,998.58	556,271.47	(31,272.89)	(5.62)	0.96	1.04	20	18
15	KEENE	1,068,432.40	993,585.36	74,847.04	7.53	1.94	1.86	5	5
16	WOODS VILLE	47,156.30	47,410.35	(254.05)	(0.54)	0.09	0.09	67	68
17	FRANKLIN	209,800.76	228,388.23	(18,587.47)	(8.14)	0.38	0.43	47	45
18	COLEBROOK	173,696.22	182,701.05	(9,004.83)	(4.93)	0.32	0.34	53	51
19	PLYMOUTH	175,437.42	114,589.94	60,847.48	53.10	0.32	0.21	52	60
20	DERRY	277,555.20	350,693.15	(73,137.95)	(20.86)	0.50	0.66	36	29
21	PETERBOROUGH	333,985.12	336,469.80	(2,484.68)	(0.74)	0.61	0.63	31	31
22	BROOKLINE	42,469.56	115,356.43	(72,886.87)	(63.18)	0.08	0.22	69	59
23	CONWAY	1,141,503.25	1,271,368.21	(129,864.96)	(10.21)	2.08	2.38	4	2
24	NEWPORT	220,940.18	188,982.31	31,957.87	16.91	0.40	0.35	44	50
25	STRATHAM	507,700.92	478,314.91	29,386.01	6.14	0.92	0.89	21	23
26	GROVETON	7,785.08	9,318.25	(1,533.17)	(16.45)	0.01	0.02	75	77
27	NASHUA	310,846.97	342,465.08	(31,618.11)	(9.23)	0.57	0.64	33	30
28	SEABROOK-BCH	22,047.73	17,918.18	4,129.55	23.05	0.04	0.03	73	75
29	WHITEFIELD	28,952.00	35,151.75	(6,199.75)	(17.64)	0.05	0.07	72	71
30	MILFORD	374,335.07	393,558.42	(19,223.35)	(4.88)	0.68	0.74	27	26
31	MANCHESTER	403,169.98	233,463.00	169,706.98	72.69	0.73	0.44	24	44
32	NASHUA	218,345.24	136,435.07	81,910.17	60.04	0.40	0.25	45	57
33	MANCHESTER	1,046,833.09	805,764.06	241,069.03	29.92	1.90	1.51	6	10
34	SALEM	585,870.05	553,740.81	32,129.24	5.80	1.07	1.03	15	19
35	HILLSBORO	264,205.39	275,998.87	(11,793.48)	(4.27)	0.48	0.52	40	39
36	JAFFREY	109,179.62	103,952.62	5,227.00	5.03	0.20	0.19	60	61
37	LANCASTER	86,729.59	86,588.91	140.68	0.16	0.16	0.16	62	63
38	PORTSMOUTH	141,758.54	118,787.25	22,971.29	19.34	0.26	0.22	58	58
39	WOLFEBORO	359,324.53	307,086.35	52,238.18	17.01	0.65	0.57	28	36
40	WALPOLE	45,937.48	46,994.40	(1,056.92)	(2.25)	0.08	0.09	68	69
41	SEABROOK	662,302.87	712,229.31	(49,926.44)	(7.01)	1.20	1.33	14	11
42	MEREDITH	329,847.15	308,770.00	21,077.15	6.83	0.60	0.58	32	35
43	FARMINGTON	91,415.98	79,899.16	11,516.82	14.41	0.17	0.15	61	64

# New Hampshire State Liquor Commission

## On-Premise Sales By Location

FISCAL YEARS ENDED JUNE 30, 2011 AND JUNE 30, 2010

ST #	LOCATION	JUNE 30, 2011	JUNE 30, 2010	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 11	FY 10	FY 11	FY 10
44	BRISTOL	\$142,948.44	\$137,364.12	\$5,584.32	4.07	0.26	0.26	57	55
45	PITTSFIELD	38,579.17	31,344.15	7,235.02	23.08	0.07	0.06	70	73
46	ASHLAND	270,779.43	236,455.93	34,323.50	14.52	0.49	0.44	39	43
47	LINCOLN	467,211.24	486,870.01	(19,658.77)	(4.04)	0.85	0.91	23	22
48	HINSDALE	2,383.89	6,397.89	(4,014.00)	(62.74)	0.00	0.01	76	78
49	PLAISTOW	384,328.51	407,201.58	(22,873.07)	(5.62)	0.70	0.76	26	25
50	NASHUA	272,315.05	252,194.68	20,120.37	7.98	0.50	0.47	38	40
51	PELHAM	155,295.92	146,995.20	8,300.72	5.65	0.28	0.27	54	54
52	GORHAM	185,426.79	205,096.48	(19,669.69)	(9.59)	0.34	0.38	50	47
53	HUDSON	204,860.36	240,338.36	(35,478.00)	(14.76)	0.37	0.45	48	41
54	GLEN	895,845.41	976,204.80	(80,359.39)	(8.23)	1.63	1.82	8	8
55	BEDFORD	875,871.82	809,678.61	66,193.21	8.18	1.59	1.51	10	9
56	GILFORD	985,303.37	993,065.69	(7,762.32)	(0.78)	1.79	1.86	7	6
57	OSSIPEE	185,618.80	197,007.11	(11,388.31)	(5.78)	0.34	0.37	49	49
58	GOFFSTOWN	276,204.54	297,730.32	(21,525.78)	(7.23)	0.50	0.56	37	37
59	MERRIMACK	283,971.06	317,637.56	(33,666.50)	(10.60)	0.52	0.59	35	34
60	W. LEBANON	549,599.12	568,097.60	(18,498.48)	(3.26)	1.00	1.06	18	16
61	FITZWILLIAM	-	24,886.42	(24,886.42)	(100.00)	-	0.05	77	74
62	RAYMOND	307,719.27	334,909.79	(27,190.52)	(8.12)	0.56	0.63	34	32
63	WINCHESTER	31,096.17	32,934.92	(1,838.75)	(5.58)	0.06	0.06	71	72
64	NEW LONDON	482,964.61	513,885.11	(30,920.50)	(6.02)	0.88	0.96	22	21
65	CAMPTON	397,192.58	379,266.40	17,926.18	4.73	0.72	0.71	25	27
66	HOOKSETT-NO	144,591.14	150,016.36	(5,425.22)	(3.62)	0.26	0.28	56	53
67	HOOKSETT-SO	64,499.66	59,803.15	4,696.51	7.85	0.12	0.11	65	66
68	N. HAMPTON	832,554.46	705,884.10	126,670.36	17.94	1.51	1.32	11	13
69	NASHUA	1,190,318.35	1,052,851.98	137,466.37	13.06	2.17	1.97	2	4
70	SWANZEY	338,586.22	377,330.67	(38,744.45)	(10.27)	0.62	0.71	29	28
71	LEE	238,840.64	238,034.97	805.67	0.34	0.43	0.44	42	42
72	CONCORD	559,522.67	710,115.91	(150,593.24)	(21.21)	1.02	1.33	17	12
73	HAMPTON-SO	53,800.32	46,177.61	7,622.71	16.51	0.10	0.09	66	70
74	LONDONDERRY	537,292.03	542,575.59	(5,283.56)	(0.97)	0.98	1.01	19	20
75	BELMONT	574,213.73	583,749.69	(9,535.96)	(1.63)	1.04	1.09	16	15
76	HAMPTON-NO	83,490.68	77,871.07	5,619.61	7.22	0.15	0.15	63	65
77	RINDGE	111,567.40	89,582.23	21,985.17	24.54	0.20	0.17	59	62
78	HAMPSTEAD	66,082.47	57,729.51	8,352.96	14.47	0.12	0.11	64	67
	<b>TOTAL STORES</b>	<b>\$29,718,675.27</b>	<b>\$29,524,835.77</b>	<b>\$193,839.50</b>	<b>0.66</b>	<b>54.07</b>	<b>55.17</b>		
900	WHSE-CONCORD	-	-	-	-	-	-		
905	WHSE-NASHUA	25,245,651.27	23,990,338.79	1,255,312.48	5.23	45.93	44.83		
	<b>TOTAL WHSES</b>	<b>25,245,651.27</b>	<b>23,990,338.79</b>	<b>1,255,312.48</b>	<b>5.23</b>	<b>45.93</b>	<b>44.83</b>		
	<b>GRAND TOTAL</b>	<b>\$54,964,326.54</b>	<b>\$53,515,174.56</b>	<b>\$1,449,151.98</b>	<b>2.71</b>	<b>100.00</b>	<b>100.00</b>		

# New Hampshire State Liquor Commission

## Off-Premise Sales By Location

FISCAL YEARS ENDED JUNE 30, 2011 AND JUNE 30, 2010

ST #	LOCATION	JUNE 30, 2011	JUNE 30, 2010	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 11	FY 10	FY 11	FY 10
1	CONCORD	\$61,360.61	\$47,559.18	\$13,801.43	29.02	0.06	0.05	12	23
2	CHESTERFIELD	17,713.70	19,127.26	(1,413.56)	(7.39)	0.02	0.02	41	46
3	MANCHESTER	-	12,128.16	(12,128.16)	(100.00)	-	0.01	77	59
4	HOOKSETT	59,625.38	70,870.96	(11,245.58)	(15.87)	0.06	0.07	13	13
5	BERLIN	103,399.56	122,716.04	(19,316.48)	(15.74)	0.10	0.13	2	2
6	PORTSMOUTH	39,535.88	79,415.59	(39,879.71)	(50.22)	0.04	0.08	21	7
7	LITTLETON	72,457.16	67,353.19	5,103.97	7.58	0.07	0.07	7	15
8	CLAREMONT	24,690.64	28,195.16	(3,504.52)	(12.43)	0.02	0.03	34	33
9	DOVER	36,581.76	46,744.59	(10,162.83)	(21.74)	0.04	0.05	25	24
10	MANCHESTER	65,851.70	56,994.06	8,857.64	15.54	0.07	0.06	8	17
11	LEBANON	9,008.82	10,565.57	(1,556.75)	(14.73)	0.01	0.01	62	62
12	CENTER HARBOR	659.66	3,278.69	(2,619.03)	(79.88)	0.00	0.00	74	72
13	SOMERS WORTH	11,181.72	15,853.34	(4,671.62)	(29.47)	0.01	0.02	55	52
14	ROCHESTER	38,764.31	30,600.22	8,164.09	26.68	0.04	0.03	22	31
15	KEENE	88,380.32	78,586.22	9,794.10	12.46	0.09	0.08	6	8
16	WOODSVILLE	7,184.75	5,811.98	1,372.77	23.62	0.01	0.01	63	68
17	FRANKLIN	15,232.36	14,368.27	864.09	6.01	0.02	0.01	47	53
18	COLEBROOK	103,296.98	107,703.01	(4,406.03)	(4.09)	0.10	0.11	3	3
19	PLYMOUTH	16,869.15	16,260.57	608.58	3.74	0.02	0.02	44	49
20	DERRY	25,787.99	27,430.43	(1,642.44)	(5.99)	0.03	0.03	33	34
21	PETERBOROUGH	61,821.10	47,824.29	13,996.81	29.27	0.06	0.05	11	22
22	BROOKLINE	1,530.95	3,298.12	(1,767.17)	(53.58)	0.00	0.00	71	71
23	CONWAY	171,071.78	164,229.17	6,842.61	4.17	0.17	0.17	1	1
24	NEWPORT	33,877.80	32,285.60	1,592.20	4.93	0.03	0.03	27	29
25	STRATHAM	62,037.86	73,745.90	(11,708.04)	(15.88)	0.06	0.08	10	9
26	GROVETON	9,483.36	7,654.66	1,828.70	23.89	0.01	0.01	61	64
27	NASHUA	13,521.67	19,827.87	(6,306.20)	(31.80)	0.01	0.02	50	45
28	SEABROOK-BCH	2,374.52	631.74	1,742.78	275.87	0.00	0.00	70	77
29	WHITEFIELD	40,234.44	48,798.37	(8,563.93)	(17.55)	0.04	0.05	20	21
30	MILFORD	15,858.81	16,989.64	(1,130.83)	(6.66)	0.02	0.02	46	48
31	MANCHESTER	27,129.38	23,795.33	3,334.05	14.01	0.03	0.02	32	36
32	NASHUA	2,806.08	4,239.33	(1,433.25)	(33.81)	0.00	0.00	69	70
33	MANCHESTER	13,428.78	21,429.62	(8,000.84)	(37.34)	0.01	0.02	51	42
34	SALEM	56,644.85	73,264.12	(16,619.27)	(22.68)	0.06	0.08	15	10
35	HILLSBORO	53,523.88	56,727.01	(3,203.13)	(5.65)	0.05	0.06	18	18
36	JAFFREY	6,259.87	7,134.75	(874.88)	(12.26)	0.01	0.01	64	65
37	LANCASTER	19,508.05	20,284.17	(776.12)	(3.83)	0.02	0.02	39	44
38	PORTSMOUTH	3,275.39	764.90	2,510.49	328.21	0.00	0.00	68	76
39	WOLFEBORO	10,766.75	16,248.60	(5,481.85)	(33.74)	0.01	0.02	59	50
40	WALPOLE	5,911.99	5,962.92	(50.93)	(0.85)	0.01	0.01	65	67
41	SEABROOK	27,231.03	80,293.44	(53,062.41)	(66.09)	0.03	0.08	31	6
42	MEREDITH	31,033.08	30,878.00	155.08	0.50	0.03	0.03	29	30
43	FARMINGTON	17,076.70	14,227.21	2,849.49	20.03	0.02	0.01	43	54

# New Hampshire State Liquor Commission

## Off-Premise Sales By Location

FISCAL YEARS ENDED JUNE 30, 2011 AND JUNE 30, 2010

ST #	LOCATION	JUNE 30, 2010	JUNE 30, 2008	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 11	FY 10	FY 11	FY 10
44	BRISTOL	\$12,323.32	\$13,490.21	(\$1,166.89)	(8.65)	0.01	0.01	54	58
45	PITTSFIELD	37,515.42	37,996.78	(481.36)	(1.27)	0.04	0.04	24	27
46	ASHLAND	34,633.31	33,955.69	677.62	2.00	0.03	0.03	26	28
47	LINCOLN	12,908.49	13,532.75	(624.26)	(4.61)	0.01	0.01	52	57
48	HINSDALE	17,099.71	15,977.81	1,121.90	7.02	0.02	0.02	42	51
49	PLAISTOW	28,185.10	38,496.21	(10,311.11)	(26.78)	0.03	0.04	30	26
50	NASHUA	12,692.46	19,047.09	(6,354.63)	(33.36)	0.01	0.02	53	47
51	PELHAM	10,850.07	22,143.96	(11,293.89)	(51.00)	0.01	0.02	58	40
52	GORHAM	14,780.11	13,751.46	1,028.65	7.48	0.01	0.01	48	55
53	HUDSON	20,521.84	26,060.02	(5,538.18)	(21.25)	0.02	0.03	37	35
54	GLEN	53,962.14	68,882.99	(14,920.85)	(21.66)	0.05	0.07	17	14
55	BEDFORD	55,755.20	49,651.28	6,103.92	12.29	0.06	0.05	16	20
56	GILFORD	33,066.32	53,108.32	(20,042.00)	(37.74)	0.03	0.05	28	19
57	OSSIPEE	89,852.42	80,489.63	9,362.79	11.63	0.09	0.08	5	5
58	GOFFSTOWN	11,137.37	11,781.02	(643.65)	(5.46)	0.01	0.01	56	60
59	MERRIMACK	20,508.14	29,232.91	(8,724.77)	(29.85)	0.02	0.03	38	32
60	W. LEBANON	99,024.28	96,575.31	2,448.97	2.54	0.10	0.10	4	4
61	FITZWILLIAM	-	21,541.13	(21,541.13)	(100.00)	-	0.02	77	41
62	RAYMOND	48,806.12	71,210.05	(22,403.93)	(31.46)	0.05	0.07	19	11
63	WINCHESTER	318.46	54.32	264.14	486.27	0.00	0.00	75	78
64	NEW LONDON	37,527.79	39,667.27	(2,139.48)	(5.39)	0.04	0.04	23	25
65	CAMPTON	1,050.09	2,770.40	(1,720.31)	(62.10)	0.00	0.00	72	73
66	HOOKSETT-NO	14,563.72	8,161.16	6,402.56	78.45	0.01	0.01	49	63
67	HOOKSETT-SO	986.82	1,554.18	(567.36)	(36.51)	0.00	0.00	73	75
68	N. HAMPTON	21,824.33	22,463.76	(639.43)	(2.85)	0.02	0.02	35	38
69	NASHUA	65,101.61	71,207.99	(6,106.38)	(8.58)	0.06	0.07	9	12
70	SWANZEY	20,622.22	22,295.41	(1,673.19)	(7.50)	0.02	0.02	36	39
71	LEE	16,153.76	23,160.58	(7,006.82)	(30.25)	0.02	0.02	45	37
72	CONCORD	57,273.51	66,471.63	(9,198.12)	(13.84)	0.06	0.07	14	16
73	HAMPTON-SO	4,246.43	5,552.76	(1,306.33)	(23.53)	0.00	0.01	67	69
74	LONDONDERRY	10,024.67	6,816.74	3,207.93	47.06	0.01	0.01	60	66
75	BELMONT	19,295.21	21,046.98	(1,751.77)	(8.32)	0.02	0.02	40	43
76	HAMPTON-NO	305.25	2,256.05	(1,950.80)	(86.47)	0.00	0.00	76	74
77	RINDGE	11,081.65	10,604.97	476.68	4.49	0.01	0.01	57	61
78	HAMPS TEAD	\$4,619.76	\$13,607.34	(\$8,987.58)	(66.05)	0.00	0.01	66	56
	TOTAL STORES	\$2,382,607.67	\$2,666,713.41	(\$284,105.74)	(10.65)	2.37	2.74		
900	WHSE-CONCORD	1,079,399.07	1,190,362.75	(110,963.68)	(9.32)	1.07	1.22		
905	WHSE-NASHUA	97,215,891.99	93,388,843.97	3,827,048.02	4.10	96.56	96.03		
	TOTAL WHSES	98,295,291.06	94,579,206.72	3,716,084.34	3.93	97.63	97.26		
	GRAND TOTAL	\$100,677,898.73	\$97,245,920.13	\$3,431,978.60	3.53	100.00	100.00		

# New Hampshire State Liquor Commission

## Discounts By Location

FISCAL YEARS ENDED JUNE 30, 2011 AND JUNE 30, 2010 (unaudited)

ST #	LOCATION	JUNE 30, 2011	JUNE 30, 2010	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 11	FY 10	FY 11	FY 10
1	CONCORD	\$53,788.35	\$56,101.20	(\$2,312.85)	(4.12)	1.59	1.43	19	18
2	CHESTERFIELD	26,350.37	26,764.33	(413.96)	(1.55)	0.78	0.68	34	35
3	MANCHESTER	-	4,331.22	(4,331.22)	(100.00)	-	0.11	77	75
4	HOOKSETT	35,450.30	33,978.92	1,471.38	4.33	1.05	0.87	28	29
5	BERLIN	4,303.67	4,541.46	(237.79)	(5.24)	0.13	0.12	71	74
6	PORTSMOUTH	55,597.25	58,947.86	(3,350.61)	(5.68)	1.65	1.50	17	17
7	LITTLETON	46,092.88	48,049.55	(1,956.67)	(4.07)	1.36	1.23	23	22
8	CLAREMONT	19,108.97	20,514.66	(1,405.69)	(6.85)	0.57	0.52	41	42
9	DOVER	31,176.13	36,784.78	(5,608.65)	(15.25)	0.92	0.94	32	27
10	MANCHESTER	15,104.18	12,661.70	2,442.48	19.29	0.45	0.32	45	52
11	LEBANON	55,094.85	44,616.31	10,478.54	23.49	1.63	1.14	18	25
12	CENTER HARBOR	33,341.83	35,172.28	(1,830.45)	(5.20)	0.99	0.90	29	28
13	SOMERS WORTH	5,612.34	6,677.03	(1,064.69)	(15.95)	0.17	0.17	66	65
14	ROCHESTER	15,062.93	16,739.92	(1,676.99)	(10.02)	0.45	0.43	46	45
15	KEENE	93,880.73	115,942.95	(22,062.22)	(19.03)	2.78	2.96	10	10
16	WOODSVILLE	5,652.33	6,186.89	(534.56)	(8.64)	0.17	0.16	65	66
17	FRANKLIN	5,473.05	5,675.78	(202.73)	(3.57)	0.16	0.14	68	68
18	COLEBROOK	5,883.12	6,082.16	(199.04)	(3.27)	0.17	0.16	63	67
19	PLYMOUTH	15,121.64	16,444.49	(1,322.85)	(8.04)	0.45	0.42	44	47
20	DERRY	24,952.00	25,516.10	(564.10)	(2.21)	0.74	0.65	35	37
21	PETERBOROUGH	58,210.43	72,145.59	(13,935.16)	(19.32)	1.72	1.84	16	13
22	BROOKLINE	27,466.77	29,509.88	(2,043.11)	(6.92)	0.81	0.75	33	32
23	CONWAY	63,002.62	71,276.11	(8,273.49)	(11.61)	1.87	1.82	12	14
24	NEWPORT	5,518.42	7,946.94	(2,428.52)	(30.56)	0.16	0.20	67	63
25	STRATHAM	47,733.41	49,819.20	(2,085.79)	(4.19)	1.41	1.27	22	20
26	GROVETON	1,295.30	1,291.76	3.54	0.27	0.04	0.03	76	78
27	NASHUA	7,553.72	11,412.56	(3,858.84)	(33.81)	0.22	0.29	61	56
28	SEABROOK-BCH	5,674.59	5,180.70	493.89	9.53	0.17	0.13	64	72
29	WHITEFIELD	2,037.45	2,810.85	(773.40)	(27.51)	0.06	0.07	75	77
30	MILFORD	14,583.21	24,312.52	(9,729.31)	(40.02)	0.43	0.62	49	39
31	MANCHESTER	11,963.31	11,395.59	567.72	4.98	0.35	0.29	52	57
32	NASHUA	35,783.34	53,859.24	(18,075.90)	(33.56)	1.06	1.37	27	19
33	MANCHESTER	52,728.42	29,556.63	23,171.79	78.40	1.56	0.75	20	31
34	SALEM	195,185.55	234,794.89	(39,609.34)	(16.87)	5.78	5.99	5	5
35	HILLSBORO	12,952.41	15,678.21	(2,725.80)	(17.39)	0.38	0.40	50	49
36	JAFFREY	3,981.11	8,045.96	(4,064.85)	(50.52)	0.12	0.21	72	62
37	LANCASTER	3,974.92	5,552.47	(1,577.55)	(28.41)	0.12	0.14	73	69
38	PORTSMOUTH	251,945.48	275,888.42	(23,942.94)	(8.68)	7.46	7.04	2	3
39	WOLFEBORO	39,631.08	42,732.06	(3,100.98)	(7.26)	1.17	1.09	25	26
40	WALPOLE	11,450.42	12,645.65	(1,195.23)	(9.45)	0.34	0.32	53	53
41	SEABROOK	48,198.65	45,776.57	2,422.08	5.29	1.43	1.17	21	23
42	MEREDITH	31,935.75	27,972.07	3,963.68	14.17	0.95	0.71	31	34
43	FARMINGTON	4,563.55	5,084.56	(521.01)	(10.25)	0.14	0.13	70	73

# New Hampshire State Liquor Commission

## Discounts By Location

FISCAL YEARS ENDED JUNE 30, 2011 AND JUNE 30, 2010 (unaudited)

ST #	LOCATION	JUNE 30, 2011	JUNE 30, 2010	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 11	FY 10	FY 11	FY 10
44	BRISTOL	\$9,418.12	\$11,896.87	(\$2,478.75)	(20.84)	0.28	0.30	55	55
45	PITTSFIELD	3,934.51	5,256.95	(1,322.44)	(25.16)	0.12	0.13	74	71
46	ASHLAND	14,921.34	15,185.65	(264.31)	(1.74)	0.44	0.39	47	51
47	LINCOLN	17,438.57	21,873.80	(4,435.23)	(20.28)	0.52	0.56	42	40
48	HINSDALE	19,360.65	21,359.98	(1,999.33)	(9.36)	0.57	0.55	40	41
49	PLAISTOW	62,281.14	87,207.47	(24,926.33)	(28.58)	1.84	2.23	13	11
50	NASHUA	140,739.48	233,442.01	(92,702.53)	(39.71)	4.17	5.96	6	6
51	PELHAM	20,948.15	26,692.34	(5,744.19)	(21.52)	0.62	0.68	38	36
52	GORHAM	8,061.30	10,080.47	(2,019.17)	(20.03)	0.24	0.26	60	59
53	HUDSON	10,456.76	12,227.84	(1,771.08)	(14.48)	0.31	0.31	54	54
54	GLEN	41,669.67	49,104.30	(7,434.63)	(15.14)	1.23	1.25	24	21
55	BEDFORD	73,192.40	74,380.03	(1,187.63)	(1.60)	2.17	1.90	11	12
56	GILFORD	38,371.53	45,361.70	(6,990.17)	(15.41)	1.14	1.16	26	24
57	OSSIPEE	8,644.29	9,502.58	(858.29)	(9.03)	0.26	0.24	58	61
58	GOFFSTOWN	9,324.43	10,238.07	(913.64)	(8.92)	0.28	0.26	56	58
59	MERRIMACK	20,679.50	16,543.71	4,135.79	25.00	0.61	0.42	39	46
60	W. LEBANON	134,905.22	134,426.95	478.27	0.36	3.99	3.43	7	9
61	FITZWILLIAM	-	3,424.23	(3,424.23)	(100.00)	-	0.09	77	76
62	RAYMOND	8,255.83	9,718.49	(1,462.66)	(15.05)	0.24	0.25	59	60
63	WINCHESTER	7,138.81	7,703.83	(565.02)	(7.33)	0.21	0.20	62	64
64	NEW LONDON	60,437.49	60,898.13	(460.64)	(0.76)	1.79	1.55	14	16
65	CAMPTON	12,137.72	15,331.36	(3,193.64)	(20.83)	0.36	0.39	51	50
66	HOOKSETT-NO	131,415.65	178,318.22	(46,902.57)	(26.30)	3.89	4.55	8	7
67	HOOKSETT-SO	125,501.36	161,553.27	(36,051.91)	(22.32)	3.72	4.12	9	8
68	N. HAMPTON	60,195.85	62,149.74	(1,953.89)	(3.14)	1.78	1.59	15	15
69	NASHUA	241,387.28	242,859.85	(1,472.57)	(0.61)	7.15	6.20	3	4
70	SWANZEY	4,887.16	5,521.06	(633.90)	(11.48)	0.14	0.14	69	70
71	LEE	23,157.27	24,526.99	(1,369.72)	(5.58)	0.69	0.63	37	38
72	CONCORD	23,951.41	28,546.72	(4,595.31)	(16.10)	0.71	0.73	36	33
73	HAMPTON-SO	223,823.42	290,412.53	(66,589.11)	(22.93)	6.63	7.41	4	2
74	LONDONDERRY	32,335.26	32,023.30	311.96	0.97	0.96	0.82	30	30
75	BELMONT	14,783.11	15,886.17	(1,103.06)	(6.94)	0.44	0.41	48	48
76	HAMPTON-NO	263,467.76	332,316.23	(68,848.47)	(20.72)	7.80	8.48	1	1
77	RINDGE	17,193.55	17,339.73	(146.18)	(0.84)	0.51	0.44	43	44
78	HAMPSTEAD	8,866.11	18,219.07	(\$9,352.96)	(51.34)	0.26	0.47	57	43
TOTAL STORES		\$3,377,698.93	\$3,917,947.66	(540,248.73)	(13.79)	100.00	100.00		
GRAND TOTAL		\$3,377,698.93	\$3,917,947.66	(540,248.73)	(13.79)	100.00	100.00		



# New Hampshire State Liquor Commission

## Total Sales By Month

FISCAL YEARS ENDED JUNE 30, 2011 AND JUNE 30, 2010 (unaudited)

	2011	2010	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '11	SALES '10
JULY	\$53,065,288.99	\$51,706,327.87	\$1,358,961.12	2.63	9.83	10.00
AUGUST	46,612,282.82	43,510,965.80	3,101,317.02	7.13	8.63	8.42
SEPTEMBER	41,084,503.20	40,283,851.92	800,651.28	1.99	7.61	7.79
OCTOBER	51,975,075.13	49,301,977.91	2,673,097.22	5.42	9.63	9.54
NOVEMBER	45,183,985.23	42,033,557.70	3,150,427.53	7.50	8.37	8.13
DECEMBER	53,971,613.33	51,623,046.14	2,348,567.19	4.55	10.00	9.99
JANUARY	44,013,763.88	42,594,874.02	1,418,889.86	3.33	8.15	8.24
FEBRUARY	34,996,666.99	33,507,527.62	1,489,139.37	4.44	6.48	6.48
MARCH	33,072,679.23	32,249,845.47	822,833.76	2.55	6.13	6.24
APRIL	45,650,664.16	43,392,146.61	2,258,517.55	5.20	8.45	8.39
MAY	40,229,121.98	40,105,475.24	123,646.74	0.31	7.45	7.76
JUNE	50,079,762.98	46,600,991.29	3,478,771.69	7.47	9.28	9.02
<b>TOTAL</b>	<b>\$539,935,407.92</b>	<b>\$516,910,587.59</b>	<b>\$23,024,820.33</b>	<b>4.45</b>	<b>100.00</b>	<b>100.00</b>

## Retail Sales By Month

FISCAL YEARS ENDED JUNE 30, 2011 AND JUNE 30, 2010 (unaudited)

	2011	2010	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '11	SALES '10
JULY	\$40,729,034.34	\$38,976,805.35	\$1,752,228.99	4.50	10.51	10.53
AUGUST	34,666,538.95	31,951,312.06	2,715,226.89	8.50	8.94	8.63
SEPTEMBER	29,946,166.18	29,314,843.17	631,323.01	2.15	7.72	7.92
OCTOBER	37,356,510.30	35,217,940.91	2,138,569.39	6.07	9.64	9.52
NOVEMBER	31,789,242.21	29,625,079.88	2,164,162.33	7.31	8.20	8.01
DECEMBER	40,017,251.61	38,223,595.19	1,793,656.42	4.69	10.32	10.33
JANUARY	30,974,984.24	29,913,461.51	1,061,522.73	3.55	7.99	8.08
FEBRUARY	23,837,781.44	23,204,594.10	633,187.34	2.73	6.15	6.27
MARCH	22,655,815.06	22,003,312.37	652,502.69	2.97	5.84	5.95
APRIL	30,991,271.12	29,435,534.23	1,555,736.89	5.29	7.99	7.95
MAY	28,458,530.98	28,282,099.24	176,431.74	0.62	7.34	7.64
JUNE	36,247,755.15	33,918,862.55	2,328,892.60	6.87	9.35	9.17
<b>TOTAL</b>	<b>\$387,670,881.58</b>	<b>\$370,067,440.56</b>	<b>\$17,603,441.02</b>	<b>4.76</b>	<b>100.00</b>	<b>100.00</b>

# New Hampshire State Liquor Commission

## On-Premise Sales By Month

FISCAL YEARS ENDED JUNE 30, 2011 AND JUNE 30, 2010 (unaudited)

	2011	2010	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '11	SALES '10
<b>JULY</b>	<b>\$4,803,506.70</b>	\$5,054,691.75	(\$251,185.05)	(4.97)	<b>8.74</b>	9.45
<b>AUGUST</b>	<b>4,617,993.22</b>	4,405,332.95	212,660.27	4.83	<b>8.40</b>	8.23
<b>SEPTEMBER</b>	<b>4,257,236.94</b>	4,240,931.12	16,305.82	0.38	<b>7.75</b>	7.92
<b>OCTOBER</b>	<b>5,385,736.09</b>	5,186,218.89	199,517.20	3.85	<b>9.80</b>	9.69
<b>NOVEMBER</b>	<b>3,973,033.84</b>	3,764,073.14	208,960.70	5.55	<b>7.23</b>	7.03
<b>DECEMBER</b>	<b>3,865,650.56</b>	3,813,982.36	51,668.20	1.35	<b>7.03</b>	7.13
<b>JANUARY</b>	<b>5,043,755.95</b>	5,066,006.07	(22,250.12)	(0.44)	<b>9.18</b>	9.47
<b>FEBRUARY</b>	<b>4,190,117.73</b>	4,132,219.11	57,898.62	1.40	<b>7.62</b>	7.72
<b>MARCH</b>	<b>3,892,857.40</b>	3,817,907.95	74,949.45	1.96	<b>7.08</b>	7.13
<b>APRIL</b>	<b>5,061,735.10</b>	4,789,335.28	272,399.82	5.69	<b>9.21</b>	8.95
<b>MAY</b>	<b>4,605,801.04</b>	4,316,310.34	289,490.70	6.71	<b>8.38</b>	8.07
<b>JUNE</b>	<b>5,266,901.97</b>	4,928,165.60	338,736.37	6.87	<b>9.58</b>	9.21
<b>TOTAL</b>	<b>\$54,964,326.54</b>	\$53,515,174.56	\$1,449,151.98	2.71	<b>100.00</b>	100.00

## Off-Premise Sales By Month

FISCAL YEARS ENDED JUNE 30, 2011 AND JUNE 30, 2010 (unaudited)

	2011	2010	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '11	SALES '10
<b>JULY</b>	<b>\$7,780,253.92</b>	\$8,164,958.00	(\$384,704.08)	(4.71)	<b>7.73</b>	8.40
<b>AUGUST</b>	<b>7,445,479.25</b>	7,221,213.90	224,265.35	3.11	<b>7.40</b>	7.43
<b>SEPTEMBER</b>	<b>7,116,657.24</b>	6,983,539.29	133,117.95	1.91	<b>7.07</b>	7.18
<b>OCTOBER</b>	<b>9,642,832.82</b>	9,322,065.19	320,767.63	3.44	<b>9.58</b>	9.59
<b>NOVEMBER</b>	<b>9,444,370.55</b>	8,750,060.44	694,310.11	7.93	<b>9.38</b>	9.00
<b>DECEMBER</b>	<b>10,242,246.24</b>	9,769,969.37	472,276.87	4.83	<b>10.17</b>	10.05
<b>JANUARY</b>	<b>8,922,415.74</b>	8,277,232.63	645,183.11	7.79	<b>8.86</b>	8.51
<b>FEBRUARY</b>	<b>7,073,211.84</b>	6,730,087.01	343,124.83	5.10	<b>7.03</b>	6.92
<b>MARCH</b>	<b>6,669,594.93</b>	6,640,820.49	28,774.44	0.43	<b>6.62</b>	6.83
<b>APRIL</b>	<b>9,736,368.43</b>	9,232,191.50	504,176.93	5.46	<b>9.67</b>	9.49
<b>MAY</b>	<b>7,374,443.88</b>	7,713,840.47	(339,396.59)	(4.40)	<b>7.32</b>	7.93
<b>JUNE</b>	<b>9,230,023.89</b>	8,439,941.84	790,082.05	9.36	<b>9.17</b>	8.68
<b>TOTAL</b>	<b>\$100,677,898.73</b>	\$97,245,920.13	\$3,431,978.60	3.53	<b>100.00</b>	100.00

# New Hampshire State Liquor Commission

## Discounts By Month

FISCAL YEARS ENDED JUNE 30, 2011 AND JUNE 30, 2010 (unaudited)

	2011	2010	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '11	SALES '10
<b>JULY</b>	<b>\$247,505.97</b>	<b>\$485,368.75</b>	<b>(\$237,862.78)</b>	<b>(49.01)</b>	<b>7.33</b>	12.39
<b>AUGUST</b>	<b>117,728.60</b>	61,475.03	56,253.57	91.51	<b>3.49</b>	1.57
<b>SEPTEMBER</b>	<b>235,557.16</b>	180,019.52	55,537.64	30.85	<b>6.97</b>	4.59
<b>OCTOBER</b>	<b>410,004.08</b>	496,409.33	(86,405.25)	(17.41)	<b>12.14</b>	12.67
<b>NOVEMBER</b>	<b>22,661.37</b>	71,394.73	(48,733.36)	(68.26)	<b>0.67</b>	1.82
<b>DECEMBER</b>	<b>153,535.08</b>	188,463.92	(34,928.84)	(18.53)	<b>4.55</b>	4.81
<b>JANUARY</b>	<b>927,392.05</b>	499,651.29	427,740.76	85.61	<b>27.46</b>	12.75
<b>FEBRUARY</b>	<b>104,444.02</b>	641,877.75	(537,433.73)	(83.73)	<b>3.09</b>	16.38
<b>MARCH</b>	<b>145,588.16</b>	290,578.50	(144,990.34)	(49.90)	<b>4.31</b>	7.42
<b>APRIL</b>	<b>138,710.49</b>	98,697.08	40,013.41	40.54	<b>4.11</b>	2.52
<b>MAY</b>	<b>209,653.92</b>	147,162.23	62,491.69	42.46	<b>6.21</b>	3.76
<b>JUNE</b>	<b>664,918.03</b>	756,849.53	(91,931.50)	(12.15)	<b>19.69</b>	19.32
<b>TOTAL</b>	<b>3,377,698.93</b>	<b>3,917,947.66</b>	<b>(540,248.73)</b>	<b>(13.79)</b>	<b>100.00</b>	100.00

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## NEW HAMPSHIRE STATE LIQUOR COMMISSION



Joseph W. Mollica  
Chairman



Mark M. Bodi  
Commissioner



Michael R. Milligan  
Commissioner

New Hampshire Liquor Commission

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