



Manchester-Boston
Regional Airport

2012 ANNUAL REPORT

NEW HAMPSHIRE STATE LIQUOR COMMISSION

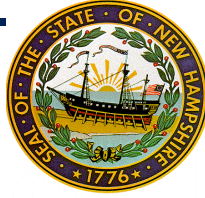


NH Liquor & Wine Outlet

Air travelers in New Hampshire can now purchase popular wines and spirits at the Manchester-Boston Regional Airport. The New Hampshire Liquor Commission (NHLC) has opened a New Hampshire Liquor & Wine Outlet within the airport's secure passenger area near Gate 8. At 625 square feet, the store is similar to duty-free stores found at airports around the world, providing customers a chance to purchase a variety of premium spirits, champagnes, wines and New Hampshire-made brands that are featured on a centerpiece display.

The store's location beyond airport security provides an opportunity for all air travelers to access the New Hampshire Liquor & Wine Outlet's everyday low, tax-free prices. It also generates exposure among visitors, tourists and business travelers to the great selection and price advantage the NHLC offers on wines and spirits at the other 76 stores throughout New Hampshire.

Passengers arriving at Manchester-Boston Regional Airport can carry their package directly from the terminal to their final destination. Departing travelers can take their items onboard but should check with their airline carrier on quantity and transport guidelines.



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

Chief of Administration
Craig W. Bulkley

Chief of Enforcement, Licensing and Education
Eddie E. Edwards

Director of Marketing, Merchandising and Warehouse
Richard D. Gerrish

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, 2012**

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Liquor and Wine Outlet scores

SEPTEMBER 2012

CELEBRATE NH

Complimentary Copy

World of Wine: Kendall-Jackson

Still a family-run producer
of handcrafted wines

Hosting a Scotch Tasting

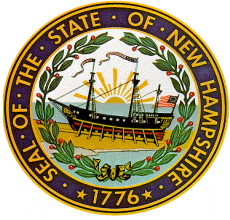
The Restaurateur:
Napa East
Wine Lounge

INTRODUCTORY SECTION

Check out our **tax-free**, lowest prices in New England!
New: complete list of regular- and sale-priced products
in our convenient buyer's guide.



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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, 2012

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 (NHSLC) as of and for the fiscal year ended June 30, 2012. It covers the results of operations from July 1, 2011 through June 30, 2012 and marks the 78th 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/2012annualreport.pdf>.

Governor's Message

On behalf of the residents of New Hampshire, I want to thank the Liquor Commission and its staff for their continued commitment to the dual mission of revenue generation to help fund important state programs as well as safe, responsible consumption. This dedication and commitment is demonstrated every day in the 77 New Hampshire Liquor and Wine Outlets throughout our great state and in the supporting departments.

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 its efforts on education to reduce alcohol abuse and the incidence of underage drinking by partnering with local communities and law enforcement agencies throughout New Hampshire. I applaud that effort and cooperation from both the state and local communities and encourage continued partnerships to ensure New Hampshire is a responsible control beverage state.

This past year was again a record-breaking year for sales with more than 10 million customers visiting our Liquor and Wine Outlets from within the Granite State, from our bordering states and from around the world. This report details the financial performance and achievements of the Liquor Commission during the last fiscal year.



GOVERNOR JOHN H. LYNCH



Chairman's Message

Reiterating the Governor's message, fiscal year 2012 was another record-breaking year for the New Hampshire Liquor Commission despite many challenges including a weakened economy and changing tax structures in border states. Total sales increased approximately \$18.8 and profits were up \$1.5 from fiscal year 2011.

We are continuously striving to increase revenue while meeting our regulatory and safety goals. Our focus this year has been on the development of new in-store programs that reinforce our outlet advantage pricing, aggressive out-of-state marketing campaigns and upgrading our New Hampshire Liquor & Wine Outlets. Consumers are responding to changes made at stores across the state and this is proven by increased sales.

Reaching this level of sales is a reflection of the hard work and dedication of our employees and business partners and I would like to thank each and every one of them for their contributions to this success.

We will continue our work for the citizens of New Hampshire - more efficiently, more effectively and with a greater emphasis on customer service. This will include providing customers with an enhanced shopping experience and greater selection of wines and spirits at our famous low prices.

No recognized brand has ever been established for the long term without delivering outstanding customer service. We are asking customers to rate our service; we are listening to what they're telling us; and we will deliver an improved experience through innovation, collaboration and continuous improvement. The New Hampshire Liquor Commission as a team remains committed to achieving excellence in customer service, which will in turn translate to accomplishment of our financial goals and responsibilities.

Sincerely,



Joseph W. Mollica, Chairman
New Hampshire Liquor Commission



LiquorandWineOutlets.com

NOVEMBER 2012

CELEBRATE NH

Complimentary Copy

Gift Giving Made Easy

Let's Entertain:
Holiday Hosting

The Restaurateur:
The Mountainview
Grand Hotel

FINANCIAL SECTION

Check out our **tax-free**, lowest prices in New England!
New: complete list of regular- and sale-priced products
in our convenient buyer's guide.



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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, 2012. 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 \$573.2 million into the State's General Fund during fiscal year 2012. Net sales increased by \$18.8 million or 3.5% over the previous fiscal year to more than \$553.5 million. Liquor Commission operations earned net profits for the State of New Hampshire totaling \$139.6 million in fiscal year 2012, an increase of \$1.5 million or 1.1% over the previous fiscal year.

REVENUE/ EXPENSE ITEM	FY 2011-12* (In Millions \$)	FY 2010-11 (In Millions \$)	% INCREASE (DECREASE)
Gross Sales ¹	564.7	543.8	3.8%
Discounts	5.6	3.6	54.8%
Total Sales	559.1	540.2	3.5%
Fees (Bank, Credit Card, etc)	5.6	5.6	0.0%
Net Sales	553.5	534.6	3.5%
Cost of Goods Sold	390.6	374.5	4.3%
Gross Revenue - Liquor	162.9	160.1	1.8%
Operating Expenses ²	42.7	40.9	4.4%
Miscellaneous Revenue	6.5	6.1	6.6%
Net Income (Not including taxes and grants) ³	126.7	125.3	1.1%
Specific Liquor Taxes	13.0	13.0	0.0%
Net Grants	-0.1	-0.1	0.0%
Total Net Revenue	139.6	138.1	1.1%

OTHER MERCHANDISING STATISTICS	FY 2011-12	FY 2010-11	% INCREASE (DECREASE)
Number of Cases Sold	4,930,029	4,817,847	2.3%
Average Price Per Case	114.39	111.35	2.7%
Items Available (brands and sizes)	15,861	15,734	0.8%
Number of Bottles Sold	47,427,518	45,329,073	4.6%
Average Price Per Bottle	11.89	11.49	3.5%

APPARENT CONSUMPTION STATISTICS	FY 2011-12		FY 2010-11	
	Gallons	Per Capita ⁴	Gallons	Per Capita ⁴
Distilled Spirits	5,117,559	3.88	5,008,942	3.80
Wine (21% alcohol or less)	7,422,301	5.63	7,351,597	5.58
Beer	42,947,534	32.62	42,495,616	32.37

NOTES:

- (1) For the current fiscal year, off premise licensees accounted for 18.14% or \$100.4 million of total liquor sales. On premise licensees, such as bars, restaurants, hotels and clubs accounted for 10.5% or \$57.8 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).

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

Overview

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

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

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

Chapter 106, Laws of 1996 reorganized the Liquor Commission into three divisions, including: the Division of Enforcement, Licensing and Education; the Division of Marketing and Sales; and the Division of Administrative Services. The Division of Enforcement, Licensing and Education is responsible for the day-to-day activities of the Liquor Commission's enforcement and licensing functions; the Division of Marketing and Sales oversees the Liquor Commission's functions related to marketing, merchandising, purchasing, store operations, warehousing and distribution; and the Division 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 30th of each year. The Liquor Commission is accounted for as an enterprise fund, reporting all financial activity, assets, and liabilities using the accrual basis of accounting.

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

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

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

Financial Analysis

Net Assets and Changes in Net Assets

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

The following is a condensed statement of net assets as of June 30, 2012 and 2011 (in thousands).

	(Amounts in thousands)	
	2012	2011
ASSETS:		
Current Assets	\$ 66,193	\$ 46,066
Noncurrent Assets (net of accumulated depreciation)	15,426	14,413
Total Assets	<u>\$ 81,619</u>	<u>\$ 60,479</u>
LIABILITIES:		
Current Liabilities	\$ 63,435	\$ 43,286
Non-current Liabilities	3,182	3,318
Total Liabilities	<u>66,617</u>	<u>46,604</u>
NET ASSETS:		
Invested in Capital Assets, net of related debt	15,002	13,875
Total Net Assets	<u>\$ 15,002</u>	<u>\$ 13,875</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 2012, the Liquor Commission made net transfers of \$140.5 million to the General Fund. Net profit from Liquor Operations increased \$1.2 million, or 0.9%, over fiscal year 2011 net profit while net profit from Beer Operations increased 2.6%.

Assets

- The Liquor Commission ended fiscal year 2012 with a total of \$66.2 million in current assets, including \$41.5 million in wine and spirits inventory for resale.
- The Liquor Commission’s total investment in capital assets is \$32.2 million with accumulated depreciation of \$16.8 million netting to \$15.4 million invested in capital assets.
- In total, assets increased from \$60.5 million in fiscal year 2011 to \$81.6 million in fiscal year 2012.
- Return on Assets decreased from the previous year but remained an impressive 173.5% in fiscal year 2012 as compared to other control states in the nation.

Liabilities

- Total liabilities were up \$20.0 million from the previous year. This was the result of an increase in the liquor inventory that was purchased on account and in the amount due to the general fund at year end.

Condensed Statement of Liabilities

Fiscal Years Ended 6/30/12 and 6/30/11

(Amounts in thousands)

	2012	2011
Accounts Payable	\$ 52,026	\$ 38,354
Accrued Payroll	1,323	1,619
Due to Other Funds	7,020	-
Compensated Absences	3,742	3,751
Deferred Income	2,082	2,047
Other Liabilities	424	833
Total Liabilities	\$ 66,617	\$ 46,604

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 the excess of cash receipts over transfers to the General Fund.

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

Revenues

The primary source of revenue for the Liquor Commission is derived from the retail and wholesale sales of wine and spirits from the seventy-seven wine and spirit stores located throughout the State of New Hampshire 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, direct shipping permits, sweepstakes sales, and ATM Transaction Fees.

The beer tax and permit revenues have been relatively flat over the previous eight years and increased 1.0% in fiscal year 2012 from the previous year. Liquor licenses increased 9.4% in fiscal year 2012 from the previous fiscal year and warehouse bailment decreased 4.4% over the same period.

The main driver behind the increase in license revenue was the addition of direct shipper permit fees. Chapter 300, NH Laws of 2010, added paragraph V-b to RSA 178:29 which created annual direct shipper permit fees of \$100 for wine manufacturers and \$500 for importers, retailers and wholesalers. The adoption of these fees has resulted in an increase in annual license revenue of approximately \$150,000.

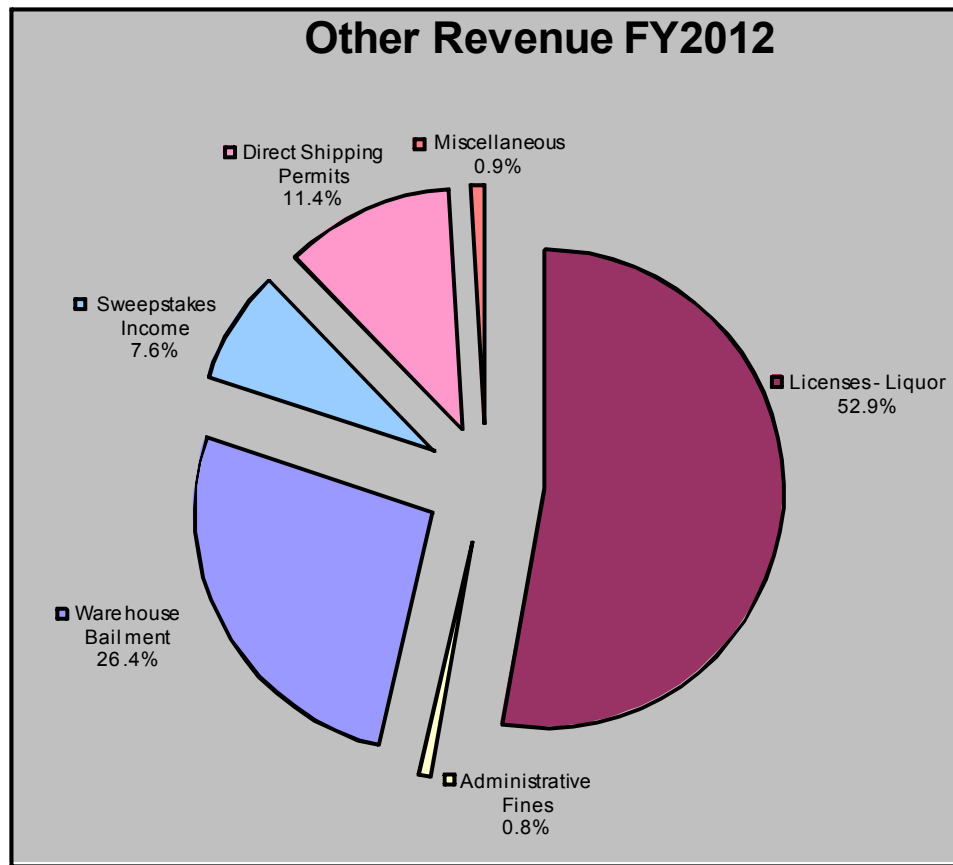
The Liquor Commission's warehousing operations generate bailment revenues, which are fees charged to vendors for the storage of product in the warehouse in anticipation of the purchase. With the exception of a small quantity of inventory purchased in advance of distribution, the Liquor Commission does not own the inventory stored in warehouses. 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. Fiscal year 2012 bailment revenue decreased by approximately \$76,000 or 4.4% over the prior fiscal year as product was moved to the contracted warehouse to make room for specialty purchases of wine and spirits offered by the vendors at reduced cost.

The direct shipping permit program revenue increased 2.4% in fiscal year 2012, and remained strong at just over \$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 increased 23.5% from the previous fiscal year, reversing the trend of the last three years. The Lottery Commission attributes the growth to 1) a revamped instant ticket prize structure which rewards players significantly more in prizes, up to 75% of sales for some games, 2) a record setting Mega Millions jackpot of \$656 million, 3) the doubling of the Powerball ticket price to \$2, and 4) the addition of a new online game called Lucky for Life.

In December 2011, the Liquor Commission commenced an agreement with CORD Financial Services to install and operate ATM machines at 25 state liquor stores. The Commission earns 60% of the surcharge and interchange fees on each transaction. The program resulted in fiscal year 2012 revenue of over \$25,000 and is anticipated to grow significantly in the coming years.

MANAGEMENT’S DISCUSSION AND ANALYSIS (continued)



Net Sales Increased 3.5% Over the Previous Year

1. Net sales increased \$18.8 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 2012 to 70.6% from 70.1% of sales in the previous fiscal year. Gross profits from sales increased to \$162.9 million up over \$2.8 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, under the stores link, there is a list of all stores with their address along with stores identified that offer expanded selection.

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

Operating Expenses

1. Operating expenses excluding cost of goods sold, grew at a slightly greater rate than sales and as a result, increased to 7.8% of sales. The 4.2% increase was slightly more than the 3.72% growth experienced in fiscal year 2012, but still below the ten year average of 5.23%. Increases in spending on information technology, worker's compensation, indirect cost and temporary workers were the main drivers behind operating expense growth in FY 2012.
2. In total at the end of fiscal year 2012, the Liquor Commission lapsed unexpended appropriations back to the General Fund totaling just over \$1.6 million or approximately 3.5% of the total appropriation for the year ended June 30, 2012.

Statement of Operating Expenses
Fiscal Years Ended 6/30/12 and 6/30/11

	(Amounts in thousands)	
	2012	2011
Operating Revenue		
Charges for Sale and Services	\$ 553,459	\$ 534,628
Operating Expenses		
Cost of Sales and Services	390,581	374,501
Administration	42,113	40,470
Depreciation	937	845
Total Operating Expenses	433,631	415,816
Operating Income	119,828	118,812
Non-Operating Revenues (Expenses)		
Licenses	4,160	3,862
Beer Taxes	12,885	12,748
Miscellaneous	4,729	5,287
Total Nonoperating Revenue (Expense)	21,774	21,897
Income(loss) before Operating Transfers	141,602	140,709
Transfer of Capital Assets between State	-	2,080
Tranfers out to Governmental Funds	(140,475)	(140,698)
Change in Net Assets	1,127	2,091
Net Assets - July 1	13,875	11,784
Net Assets - June 30	\$ 15,002	\$ 13,875

Requests for Information

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

NEW HAMPSHIRE STATE LIQUOR COMMISSION
STATEMENT OF NET ASSETS
JUNE 30, 2012
(Expressed in Thousands)

ASSETS**Current Assets:**

Cash and Cash Equivalents	\$ 13,719
Receivables (Net of Allowances for Uncollectibles)	11,009
Due from Other Funds	-
Inventories	41,465
Total Current Assets	<u>66,193</u>

Noncurrent Assets

Land	2,080
Land Improvements	998
Buildings	22,904
Building Improvements	1,473
Equipment	4,747
Less: Allowance for Depreciation and Amortization	<u>(16,776)</u>
Net Capital Assets	<u>15,426</u>
Total Noncurrent Assets	<u>15,426</u>
Total Assets	<u>81,619</u>

LIABILITIES**Current Liabilities:**

Accounts Payable	52,026
Accrued Payroll	1,323
Due to Other Funds	7,020
Deferred Revenue	2,082
Compensated Absences Payable & Uninsured Claims	972
Other Liabilities	<u>12</u>
Total Current Liabilities	<u>63,435</u>

Noncurrent Liabilities:

Compensated Absences Payable & Uninsured Claims	2,770
Other Noncurrent Liabilities	<u>412</u>
Total Noncurrent Liabilities	<u>3,182</u>
Total Liabilities	<u>66,617</u>

NET ASSETS

Invested in Capital Assets, net of related debt	<u>15,002</u>
Total Net Assets	<u>\$ 15,002</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, 2012
(Expressed in Thousands)**

OPERATING REVENUES

Charges for Sales and Services	\$ 553,459
Total Operating Revenue	<u>553,459</u>

OPERATING EXPENSES

Cost of Sales and Services	390,581
Administration	42,113
Depreciation	937
Total Operating Expenses	<u>433,631</u>
Operating Income (Loss)	<u>119,828</u>

NONOPERATING REVENUES (EXPENSES)

Licenses	4,160
Beer Taxes	12,885
Miscellaneous	4,729
Total Nonoperating Revenues (Expenses)	<u>21,774</u>
Income (Loss) Before Operating Transfers	141,602
Transfers Out to Governmental Fund	<u>(140,475)</u>
Change in Net Assets	1,127
Net Assets - July 1	<u>13,875</u>
Net Assets - June 30	<u><u>\$ 15,002</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, 2012
(Expressed in Thousands)

CASH FLOWS FROM OPERATING ACTIVITIES

Receipts from customers	\$ 551,477
Payments to employees	(24,033)
Payments to suppliers	(398,410)
Payments for Interfund Services	(3,979)
Net cash provided (used) by operating activities	<u>125,055</u>

CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES

Transfers to Other Funds	(133,854)
Proceeds from Collection of Licenses and Beer Tax	17,045
Net Cash Used for Noncapital and Related Financing Activities	<u>(116,809)</u>

CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES

Acquisition, Disposal, Sale and Construction of Capital Assets	(2,455)
Contributions from Other Funds	2,455
Net Cash Provided (Used) for Capital and Related Financing Activities	<u>-</u>

CASH FLOWS FROM INVESTING ACTIVITIES

Other Income	4,729
Net Cash Provided by Investing Activities	<u>4,729</u>
Net Increase (Decrease) in Cash and Cash Equivalents	12,975
Cash and Cash Equivalents - July 1	744
Cash and Cash Equivalents - June 30	<u>\$ 13,719</u>

Reconciliation of Operating Income (Loss) to Net Cash

Provided (Used) by Operating Activities:

Operating Income (Loss)	119,828
Adjustments to Reconcile Operating Income to Net Cash	
Provided (Used) by Operating Activities:	
Depreciation	937
Change in Operating Assets and Liabilities:	
(Increase) Decrease in Receivables	(2,017)
(Increase) Decrease in Inventories	(7,415)
Increase (Decrease) in Accounts Payable and other Accruals	13,687
Increase (Decrease) in Deferred Revenue	35
Net Cash Provided (Used) by Operating Activities	<u>\$ 125,055</u>

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

**NEW HAMPSHIRE STATE LIQUOR COMMISSION
NOTES TO THE FINANCIAL STATEMENTS
FOR THE FISCAL YEAR ENDED JUNE 30, 2012**

NOTE 1 – Summary of Significant Accounting Policies

A. Reporting Entity

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

Chapter 99, NH Laws of 1933, codified as RSAs 175 through 180, established the New Hampshire State Liquor Commission (the Liquor Commission). The Liquor Commission is comprised of three members who are appointed by the Governor with the consent of the Council. Commissioners are appointed to six-year terms with no more than two commissioners belonging to the same political party. Pursuant to RSA 176:3, the Liquor Commission's primary duties are to optimize profitability, maintain proper controls, assume responsibility for effective and efficient operations, and provide service to customers. The Liquor Commission is organized into three divisions: (1) Division of Enforcement, Licensing and Education, (2) Division of Marketing and Sales, and (3) Division 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-seven 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, 2012 and its change in financial position and its cash flows for the year then ended.

NOTE 1 – Summary of Significant Accounting Policies (continued)

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

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

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

The accompanying financial statements of the Liquor Commission are presented as of June 30, 2012 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 \$1,391,508, the credit card processing company for debit/credit card sales of \$4,498,617, on-premise and off-premise licensees for stock purchased on fifteen day credit of \$4,861,606 liquor vendors for the warehousing of product of \$203,846, ATM Transaction Fees of \$4,309 and the New Hampshire Department of Justice, Food and Drug Administration, Department of Highway Safety for grant reimbursement of \$49,075. Tax payments are due ten days after the close of each tax month.

D. Inventory

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

NOTE 1 – Summary of Significant Accounting Policies (continued)

E. Capital Assets

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

F. Accounts Payable

The accounts payable at June 30, 2012 include expenses for purchases of liquor inventory and liquor freight.

G. Accrued Payroll

The accrued payroll at June 30, 2012 represents payroll and related benefit costs incurred from June 15th through June 30th and paid in July 2012.

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 15, 2012, 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 285 full-time classified employees. Full-time classified employees of the Liquor Commission accrue annual, bonus, compensatory and sick leave at various rates within the limits prescribed by the collective bargaining agreement. In conformity with GASB Statement No. 16, the Liquor Commission accrues all types of leave benefits as earned by its classified employees. The compensated absences liability represents the total liability of the cumulative balance of employees' annual, bonus, compensatory, and sick leave based on years of service rendered along with the State's share of social security and retirement contributions. The current portion of the leave liability is calculated based on the characteristics of the type of leave and on a LIFO (last in first out) basis, which assumes employees use their most recent earned leave first. The accrued liability for annual leave does not exceed the maximum cumulative balance allowed, which ranges from thirty-two to fifty days based on years of service. The accrual for sick leave is made to the extent it is probable that the benefits will result in termination payments rather than be taken as absences due to illness.

NOTE 1 – Summary of Significant Accounting Policies (continued)

J. Net Assets

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

K. Revenue and Expenses

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

Operating Revenues: The Liquor Commission controls the distribution of alcoholic beverages in the State through retail and wholesale sales from the seventy-seven 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 2012, the net sales of the Commission were \$553,458,805.

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 2012, the cost of sales of the Liquor Commission was \$390,581,227.

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 \$43,049,910 for fiscal year 2012.

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 \$21,774,214 for fiscal year 2012.

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 payable represents amounts due to the General Fund and 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, 2012 consists of the following:

Cash in Banks (carrying amount)	\$ 1,474,952
Cash in State Treasury	12,104,319
Petty Cash & Change Fund	<u>140,000</u>
<i>Total Cash</i>	<u>\$ 13,719,271</u>

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.

Section 343 of the Dodd-Frank Wall Street Reform and Consumer Protection Act provides temporary unlimited deposit insurance coverage for noninterest-bearing transaction accounts at all FDIC-insured depository institutions. The provisions are effective from December 31, 2010 to December 31, 2012. Therefore, a large portion of State deposits is insured at June 30, 2012.

All commercial paper must be from issuers having an A1/P1 rating or better and an AA– or better long-term debt rating from one or more of the nationally recognized rating agencies. Certificates of deposits must be with state or federally chartered banking institutions with a branch in New Hampshire. The institution must have the highest rating as measured by Veribanc, Inc.

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, 2012 was \$105,747.92, 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, 2012 is presented below:

	Beg. Balance July 1, 2011	Increases	Decreases	End. Balance June 30, 2012
Capital Assets Not Being Depreciated:				
Land	\$ 2,079,729			\$ 2,079,729
Other Capital Assets:				
Land Improvements	998,198			998,198
Buildings	13,504,650	\$ 4,437,431	\$ (932,360)	17,009,721
Building Improvement	7,406,263		(192,713)	7,213,550
Construction in Progress	2,597,840	153,827	(2,597,840)	153,827
Equipment	5,034,342	239,606	(526,295)	4,747,653
Total Capital Assets	31,621,022	4,830,864	(4,249,208)	32,202,678
Less: Accumulated Depreciation	(17,207,704)	(937,217)	1,368,820	(16,776,101)
Net Capital Assets	\$ 14,413,318	\$ 3,893,647	\$ (2,880,388)	\$ 15,426,577

NOTE 4 – Long Term Liabilities

A summary of capital leases, compensated absences, and workers' compensation activity for the year ended June 30, 2012 is presented below.

	Beginning Balance	Increase	Decrease	Ending Balance	Current	Long-Term
Capital Lease	\$ 537,703	\$ -	\$ 113,956	\$ 423,747	\$ 11,587	\$ 412,160
Claims & Compensated Absences Payable	3,750,840	1,999,840	2,009,129	3,741,551	971,442	2,770,109
Total	\$ 4,288,543	\$ 1,999,840	\$ 2,123,085	\$ 4,165,298	\$ 983,029	\$ 3,182,269

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, 2012.

	Beginning Balance	Increases	Decreases	Ending Balance	Current	Long-Term
Workers Compensation Claims Payable	\$ 1,668,000	\$ 695,349	\$ 504,349	\$ 1,859,000	\$ 463,626	\$ 1,395,374

NOTE 6 – Interfund Receivables and Payables

The Liquor Commission had a net due to other Funds of \$7.0 million at June 30, 2012. The Commission had a net due to the General Fund of \$6.7 million which represents an excess of net cash receipts over transfers. The Commission had a net due to the Lottery Commission of \$362,258. This amount represents funds collected from the sale of lottery tickets.

NOTE 7 – Interfund Transfers

The Liquor Commission transferred 140.5 million to the General Fund for government operations during fiscal year 2012.

NOTE 8 – Employee Benefit Plans

Retirement Plan

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

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

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

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

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

NOTE 8 – Employee Benefit Plans (continued)

Funding Policy: The Plan is financed by contributions from the members, the State and local employers, and investment earnings. During fiscal year 2012, Group I and II members were required to contribute 7.0% and 11.55%, 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 2012 amounted to 10.8% and 19.95% of the covered payroll for its Group I employees and Group II law enforcement officers, respectively. For fiscal year 2012, this totaled \$1,564,450. For fiscal years 2011 and 2010, the contributions amounts for Group I and Group II combined, were \$1,663,538 and \$1,678,106 respectively, which were equal to the required contributions for those years.

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

Post-Employment Health Care Benefits

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

NOTE 9 – Leases

Operating Leases

The Liquor Commission has lease commitments for space requirements which are accounted for as operating leases. These leases, subject to continuing appropriation, extend forward a number of years and may contain renewal options. Rent expenditures for fiscal year 2012 were approximately \$3,298,841. 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, 2012.

NOTE 9 – Leases (continued)

Fiscal Year	Lease Payment
2013	\$ 2,121,969
2014	1,889,353
2015	1,852,081
2016	1,783,872
2017	1,350,011
2018 - 2021	<u>1,908,914</u>
Total	<u>\$ 10,906,200</u>

Capital Leases

The Liquor Commission entered into a lease agreement for the installation of energy improvement fixtures and equipment at various Liquor Commission locations and a lease agreement for retail space in Peterborough, NH. The energy improvement lease ended 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, 2012 are as follows:

Fiscal Year	Store Lease
2013	\$ 113,496
2014	113,496
2015	113,496
2016	115,387
2017	124,845
2018-2021	<u>478,573</u>
Total Future Minimum Lease Payments	1,059,293
Less: Amount Representing Interest	<u>(635,545)</u>
Present Value of Net Future Minimum Lease Payments	<u>\$ 423,748</u>

The assets acquired through capital leases and included in capital assets at June 30, 2012 include the following:

Buildings and Building Improvements	<u>\$ 1,563,059</u>
Total	1,563,059
Less: Accumulated Depreciation	<u>(679,501)</u>
Net	<u>\$ 883,558</u>

NOTE 10 – Sales Revenue

Sales revenue is reported net of discounts and credit card fees. For the fiscal year-ended June 30, 2012, the Commission reported operating revenues of \$553,458,805 net of discounts of \$5,574,414 and credit card fees of \$5,642,129.

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NEW HAMPSHIRE STATE LIQUOR COMMISSION

BALANCE SHEET AS OF JUNE 30, 2012

JUNE 30, 2012 AND JUNE 30, 2011 (unaudited)

(expressed in thousands)

	June 30, 2012	June 30, 2011	Comparative Increase / (Decrease)	
			\$	%
ASSETS:				
CURRENT ASSETS				
Cash and Cash Equivalents	\$13,719	\$744	\$12,975	1,743.95
Receivables (Net of Allowances for Uncollectibles)	11,009	8,992	2,017	22.43
Net Due from Other Agencies	-	2,280	(2,280)	(100.00)
Inventory	41,465	34,050	7,415	21.78
Total Current Assets	\$66,193	\$46,066	\$20,127	43.69
PROPERTY, PLANT AND EQUIPMENT				
Land	\$2,080	\$2,080	-	-
Land Improvements	998	998	-	-
Buildings	22,904	16,102	6,802	42.24
Building Improvements	1,473	7,406	(5,933)	(80.11)
Equipment	4,747	5,034	(287)	(5.70)
Less Allowance for Depreciation and Amortization	(16,776)	(17,207)	431	(2.50)
Net Capital Assets	15,426	14,413	1,013	7.03
Total Noncurrent Assets	15,426	14,413	1,013	7.03
TOTAL ASSETS	\$81,619	\$60,479	\$21,140	34.95
LIABILITIES:				
CURRENT LIABILITIES				
Accounts Payable	\$52,026	\$38,354	\$13,672	35.65
Accrued Payroll	1,323	1,619	(296)	(18.28)
Deferred Revenue	2,082	2,047	35	1.71
Claims & Compensated Absenses	972	857	115	13.42
Due to Other Funds	7,020	295	6,725	2,279.66
Other Liabilities	12	114	(102)	(89.47)
Total Current Liabilities	\$63,435	\$43,286	\$20,149	46.55
NONCURRENT LIABILITIES				
Compensated Absences Payable & Uninsured Claims	\$2,770	\$2,894	(\$124)	(4.28)
Other Noncurrent Liabilities	412	424	(12)	(2.83)
Total Noncurrent Liabilities	3,182	3,318	(136)	(4.10)
Total Liabilities	\$66,617	\$46,604	\$20,013	42.94
NET ASSETS				
Invested in Capital Assets, net of related debt	15,002	13,875	1,127	8.12
Total Net Assets	\$15,002	\$13,875	\$1,127	8.12

NEW HAMPSHIRE STATE LIQUOR COMMISSION

COMMONSIZE COMPARATIVE INCOME STATEMENT

FISCAL YEARENDED JUNE 30, 2012 AND JUNE 30, 2011 (unaudited)

	July 01, 2011 through June 30, 2012	July 01, 2010 through June 30, 2011	Commonsize % % FY 12 FY 11		Comparative Increase / (Decrease) \$ %	
SALES						
Sales - Retail	\$405,702,157	\$387,670,882	73.30	72.51	\$18,031,275	4.65
Sales - On-Premise	57,848,932	54,964,327	10.45	10.28	2,884,605	5.25
Sales - Off-Premise	100,406,817	100,677,899	18.14	18.83	(271,082)	(0.27)
Sales & Accessories	717,442	460,575	0.13	0.09	256,867	55.77
Total Sales	564,675,348	543,773,683	102.03	101.71	20,901,665	3.84
Credit Card Fees, Etc.	(11,216,543)	(9,145,549)	(2.03)	(1.71)	(2,070,994)	22.64
Net Sales	\$553,458,805	\$534,628,134	100.00	100.00	\$18,830,671	3.52
COST OF SALES						
Inventory Change	(\$7,414,621)	(\$1,459,553)	(1.34)	(0.27)	(\$5,955,068)	408.01
Purchases - Net	394,505,235	372,801,524	71.28	69.73	21,703,711	5.82
Buy-In, Storage/Handling	849,783	769,676	0.15	0.14	80,107	10.41
Freight to Stores	2,640,830	2,389,439	0.48	0.45	251,391	10.52
Total Cost of Sales	390,581,227	374,501,086	70.57	70.05	16,080,141	4.29
Gross Profit From Sales	\$162,877,578	\$160,127,048	29.43	29.95	\$2,750,530	1.72
OTHER REVENUES						
Liquor Rep Fees	\$11,742	\$10,507	-	-	\$1,235	11.75
Licenses - Liquor	3,297,867	3,014,187	0.60	0.56	283,680	9.41
Check & Administrative Fines	56,074	62,983	0.01	0.01	(6,909)	(10.97)
Warehouse Bailment	1,643,418	1,719,743	0.30	0.32	(76,325)	(4.44)
Wine Tax	155,680	131,323	0.03	0.02	24,357	18.55
Sweepstakes Income	476,432	385,913	0.09	0.07	90,519	23.46
Inventory Information	3,168	4,944	-	-	(1,776)	(35.92)
Direct Shipping Permits	712,904	696,134	0.13	0.13	16,770	2.41
Processing/Investigation Fees	56,311	56,993	0.01	0.01	(682)	(1.20)
ATM Transaction Fees	25,346					
Miscellaneous	53,158	26,895	0.01	0.01	26,263	97.65
Total Other Revenues	6,492,100	6,109,622	1.17	1.14	382,478	6.26
Total Gross Profit	\$169,369,678	\$166,236,670	30.60	31.09	\$3,133,008	1.88

NEW HAMPSHIRE STATE LIQUOR COMMISSION

COMMONSIZE COMPARATIVE INCOME STATEMENT

FISCAL YEARENDED JUNE 30, 2012 AND JUNE 30, 2011 (unaudited)

	July 01, 2011	July 01, 2010	Commonsize		Comparative	
	through June 30, 2012	through June 30, 2011	% FY 12	% FY 11	Increase / (Decrease) \$	%
OPERATING EXPENSES						
Office of the Commissioners	\$626,397	\$610,746	0.11	0.11	\$15,651	2.56
Information Technology	2,636,206	2,294,394	0.48	0.43	341,812	14.90
Financial Management	2,055,157	1,552,246	0.37	0.29	502,911	32.40
Merchandising Administration	880,926	866,353	0.16	0.16	14,573	1.68
Purchasing	92,817	90,775	0.02	0.02	2,042	2.25
Human Resources	295,992	152,706	0.05	0.03	143,286	93.83
Store Operations	31,439,109	30,466,002	5.68	5.70	973,107	3.19
Warehouse	890,496	1,087,285	0.16	0.20	(196,789)	(18.10)
Depreciation Expenses -			-	-		-
Office of the Commission	51,267	54,297	0.01	0.01	(3,030)	(5.58)
Information Technology	-	-	-	-	-	-
Financial Management	3,049	-	0.00	-	3,049	-
Marketing	-	-	-	-	-	-
Human Resources	-	-	-	-	-	-
Store Operations	715,304	599,622	0.13	0.11	115,682	19.29
Warehouse	43,955	38,522	0.01	0.01	5,433	14.10
Total Expenses	\$39,730,675	\$37,812,948	7.18	7.07	\$1,917,727	5.07
Net Profit -						
● Liquor Operations	\$129,639,003	\$128,423,722	23.42	24.02	\$1,215,281	0.95
● Beer Operations	9,969,460	9,717,675	1.80	1.82	251,785	2.59
Gain - Disposal of Fixed Assets	-	2,080,000	-	0.39	(2,080,000)	100.00
Fixed Assets - Capital Funds	1,993,419	2,568,098	0.36	0.48	(574,679)	(22.38)
Total Net Profit	\$141,601,882	\$142,789,495	25.58	26.71	(\$1,187,613)	(0.83)
Transfer to General Fund	(\$140,474,668)	(\$140,698,826)	(25.38)	(26.32)	\$224,158	(0.16)
Change in Net Assets	1,127,214	2,090,669	0.20	0.39	(963,455)	(46.08)
Net Assets July 1	13,875,619	11,784,950	2.51	2.20	2,090,669	17.74
Net Assets June 30	\$15,002,833	\$13,875,619	2.71	2.60	\$1,127,214	8.12
NOTE:						
Beginning Inventory	\$34,050,219	\$32,590,666	-----		\$1,459,553	
Inventory Change	7,414,621	1,459,553	-----		5,955,068	
Ending Inventory	\$41,464,840	\$34,050,219	-----		\$7,414,621	

NEW HAMPSHIRE STATE LIQUOR COMMISSION
COMMONSIZE COMPARATIVE INCOME STATEMENT - ENFORCEMENT
 FISCAL YEARENDED JUNE 30, 2012 AND JUNE 30, 2011 (unaudited)

BEER OPERATIONS:	July 01, 2011 through June 30, 2012	July 01, 2010 through June 30, 2011	Commonsize % FY 12	% FY 11	Comparative Increase / (Decrease)	
<u>REVENUES</u>					\$	%
Beer Tax	\$12,840,378	\$12,709,156	96.63	96.14	\$131,222	1.03
Wine Cooler Tax	31,266	19,314	0.24	0.15	11,952	61.88
Distilled Spirits Tax	13,680	20,215	0.10	0.15	(6,535)	(32.33)
Beer Permits	149,294	151,460	1.12	1.15	(2,166)	(1.43)
Miscellaneous - Grants	254,077	319,414	1.91	2.42	(65,337)	(20.46)
Total Revenues	\$13,288,695	\$13,219,559	100.00	100.00	\$69,136	0.52
<u>OPERATING EXPENSES</u>						
Regulation - Enforcement	\$2,956,440	\$3,012,237	22.25	22.79	(\$55,797)	(1.85)
Miscellaneous - Grants	239,153	336,777	1.80	3.47	35,749	10.62
Depreciation - Enforcement	46,447	75,675	0.35	0.78	952	1.26
Depreciation - Grants	77,195	77,195	0.58	0.79	-	-
Total Expenses	\$3,319,235	\$3,501,884	24.98	36.04	(\$184,422)	(5.27)
Net Profit From Beer Operations	\$9,969,460	\$9,717,675	75.02	100.00	\$84,237	0.87

NEW HAMPSHIRE STATE LIQUOR COMMISSION

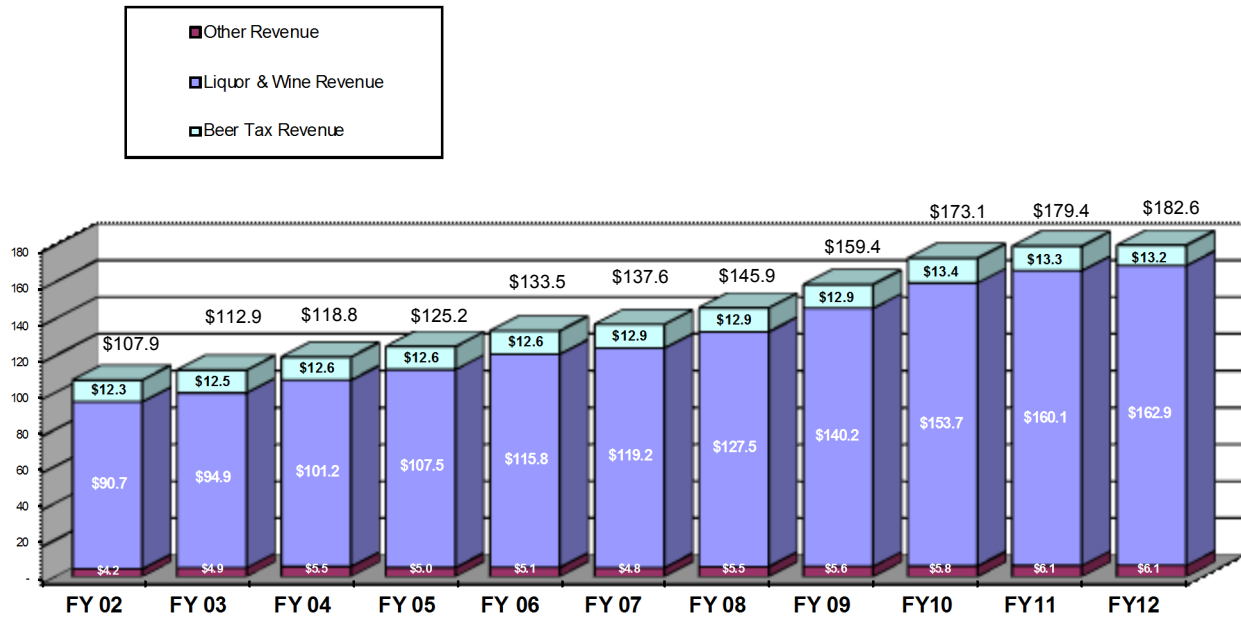
FIVE YEAR COMPARATIVE INCOME STATEMENT

FY 2008 TO FY 2012 (unaudited)

(Expressed In Thousands)

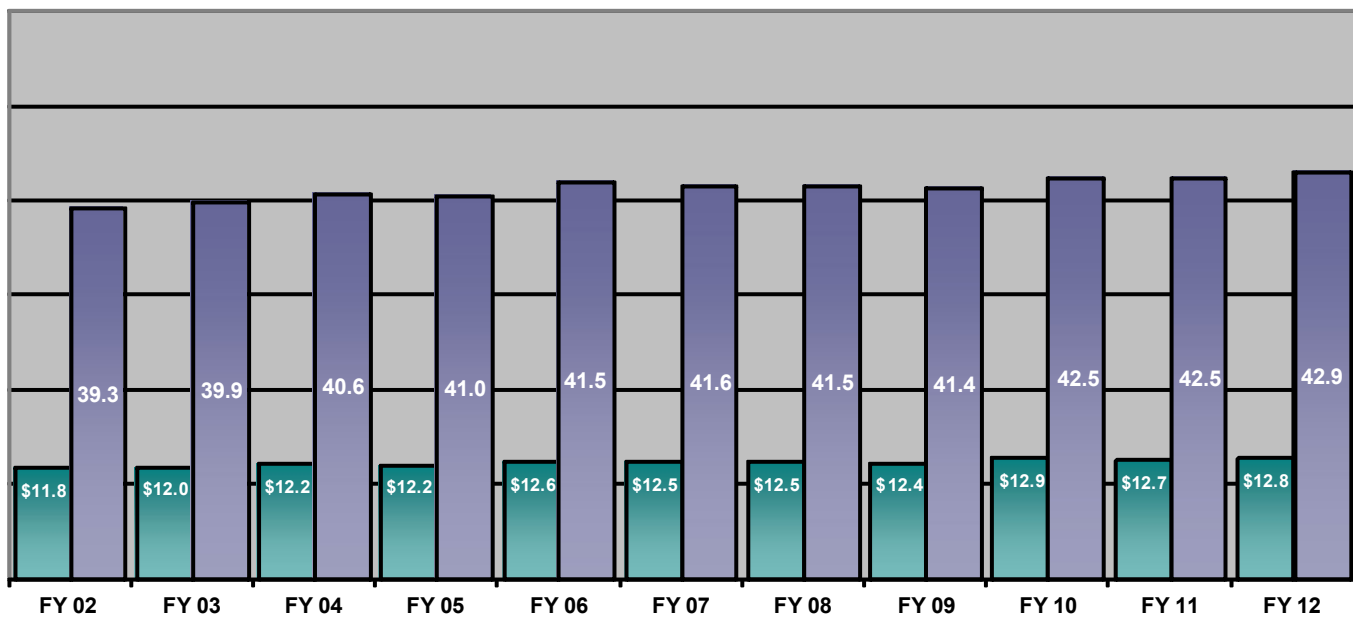
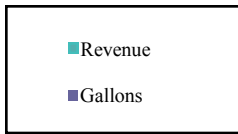
	<u>FY 2012</u>	<u>FY 2011</u>	<u>FY 2010</u>	<u>FY 2009</u>	<u>FY 2008</u>
<u>SALES</u>					
Sales - Retail	\$406,420	\$388,130	\$370,103	\$348,317	\$329,906
Sales - On-Premise	57,848	54,964	53,515	53,006	53,981
Sales - Off-Premise	100,406	100,678	97,245	94,774	86,356
Total Sales	564,674	543,772	520,863	496,096	470,243
Less Discounts, CC fees, Etc	(11,216)	(9,144)	(9,481)	(8,028)	(9,703)
Net Sales	553,458	534,628	511,382	488,068	460,540
Cost of Goods Sold	390,581	374,501	357,656	347,843	333,048
Gross Profit from Sales	\$162,877	\$160,127	\$153,726	\$140,225	\$127,492
<u>OTHER REVENUES</u>					
Liquor and Wine Licenses	\$3,928	\$3,014	\$2,913	\$2,838	\$2,849
Liquor Rep Fees	12	11	38	19	18
Sweepstakes Income	476	386	471	492	530
Miscellaneous	2,076	2,698	2,628	2,427	2,163
Total Other Revenues	6,492	6,109	6,050	5,776	5,560
Total Gross Profit	\$169,369	\$166,236	\$159,776	\$146,001	\$133,052
<u>OPERATING EXPENSES</u>					
Office of Commission	\$626	\$611	\$577	\$719	\$662
Information Technology	2,636	2,294	1,796	1,924	1,814
Financial Management	2,055	1,552	1,484	1,430	1,263
Merchandising Administration	881	866	789	703	629
Purchasing	93	91	91	86	80
Human Resources	296	153	241	214	176
Store Operations	31,439	30,466	29,374	27,689	25,851
Warehouse	890	1,087	1,065	1,077	839
Depreciation	813	692	729	561	627
Total Operating Expenses	\$39,729	\$37,812	\$36,146	\$34,403	\$31,941
Net Profit Liquor Operations	\$129,640	\$128,424	\$123,630	\$111,598	\$101,112
<u>BEER OPERATIONS:</u>					
Revenue - Beer Tax and Permits	\$13,289	\$13,219	\$13,320	\$13,417	\$12,859
Expenses - Enforc., Licens. & Educ.	(3,196)	(3,349)	(3,535)	(3,373)	(2,736)
Depreciation	(124)	(153)	(152)	(175)	(123)
Net Profit Beer Operations	\$9,969	\$9,717	\$9,633	\$9,869	\$10,000
Gain or (Loss) on Capital Assets	-	-	(4)	(1)	(8)
Capital Assets - Capital Funds	1,993	4,648	6,410	219	498
TOTAL NET PROFIT	\$141,602	\$142,789	\$139,669	\$121,685	\$111,602

NEW HAMPSHIRE STATE LIQUOR COMMISSION
FY 2002 TO FY 2012 REVENUE (unaudited)



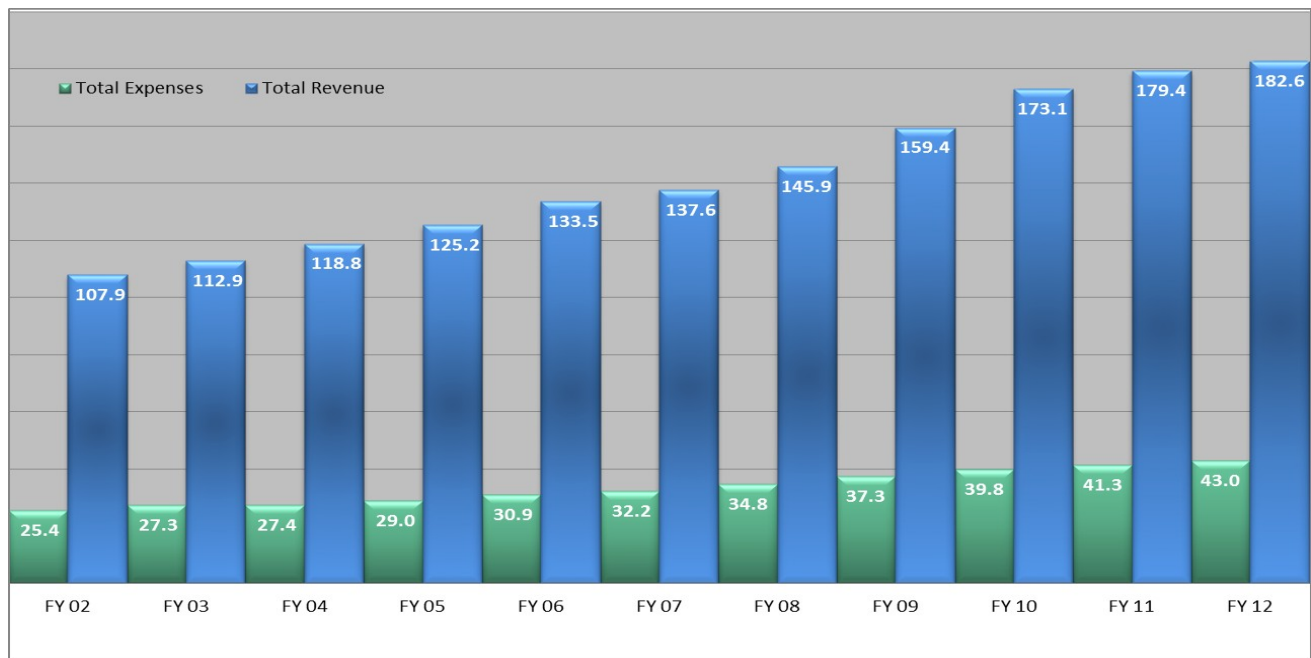
Revenues (millions)	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12
Liquor & Wine Revenue	\$90.7	\$94.9	\$101.2	\$107.5	\$115.8	\$119.2	\$127.5	\$140.2	\$153.7	\$160.1	\$162.9
Other Revenue	4.9	5.5	5.0	5.1	4.8	5.5	5.6	5.8	6.1	6.1	6.5
Beer Tax Revenue	12.3	12.5	12.6	12.6	12.9	12.9	12.9	13.4	13.3	13.2	13.3
Total Revenue	\$107.9	\$112.9	\$118.8	\$125.2	\$133.5	\$137.6	\$145.9	\$159.4	\$173.1	\$179.4	\$182.6

NEW HAMPSHIRE STATE LIQUOR COMMISSION
FY 2002 TO FY 2012 BEER REVENUE AND GALLONAGE (unaudited)



Beer Tax	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12
Millions	\$11.8	\$12.0	\$12.2	\$12.2	\$12.6	\$12.5	\$12.5	\$12.4	\$12.9	\$12.7	\$12.8
Gallons	39.3	39.9	40.6	41.0	41.5	41.6	41.5	41.4	42.5	42.5	42.9

**NEW HAMPSHIRE STATE LIQUOR COMMISSION
FY2002 TO FY2012 REVENUE AND EXPENSES (unaudited)**



(Millions)	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12
Revenues	\$107.9	\$112.9	\$118.8	\$125.2	\$133.5	\$137.6	\$145.9	\$159.4	\$173.1	\$179.4	\$182.6
Expenses	\$25.4	\$27.3	\$27.4	\$29.0	\$30.9	\$32.2	\$34.8	\$37.3	\$39.8	\$41.3	\$43.0

New Hampshire State Liquor Commission

Total Operating Expenses

FISCAL YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011

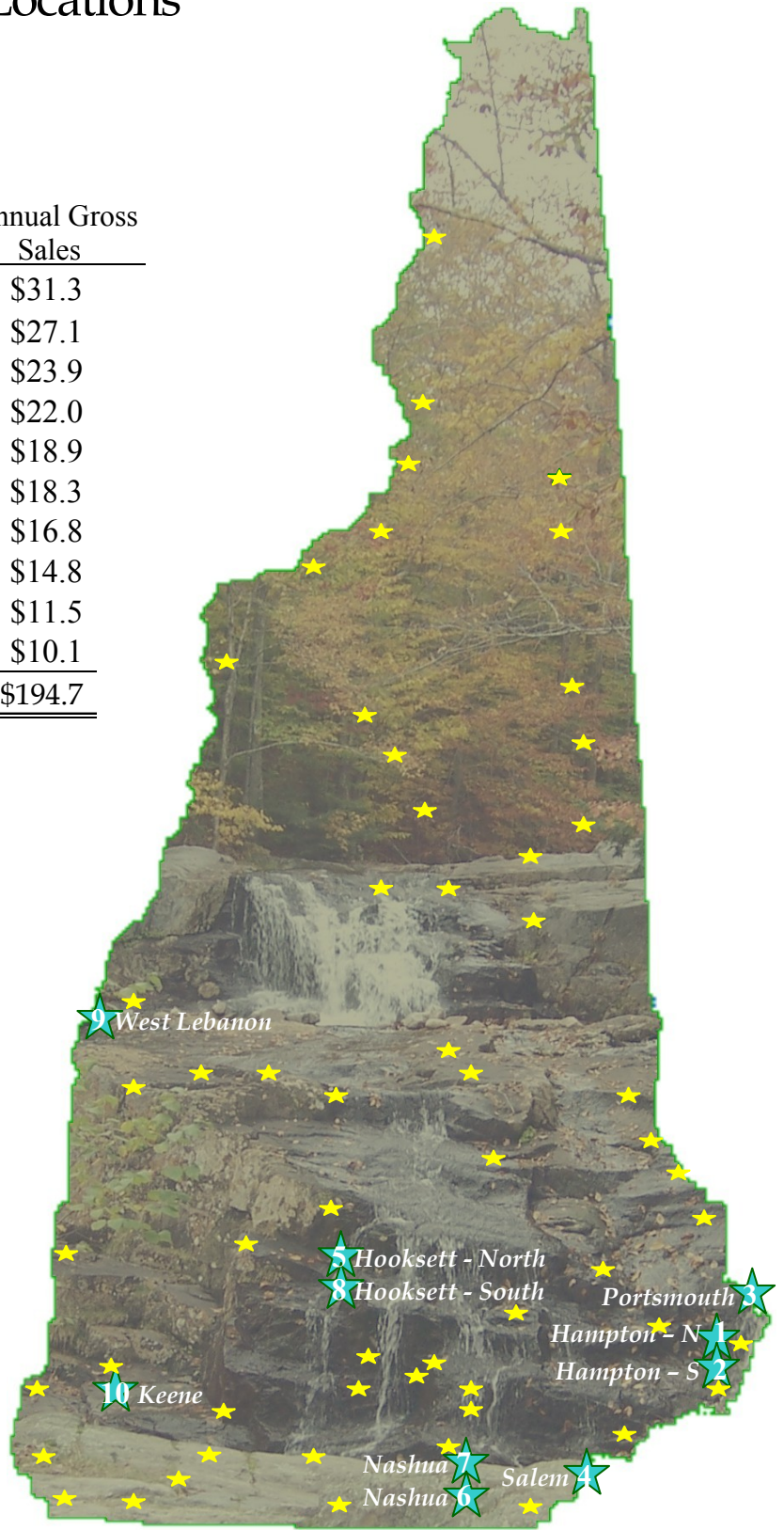
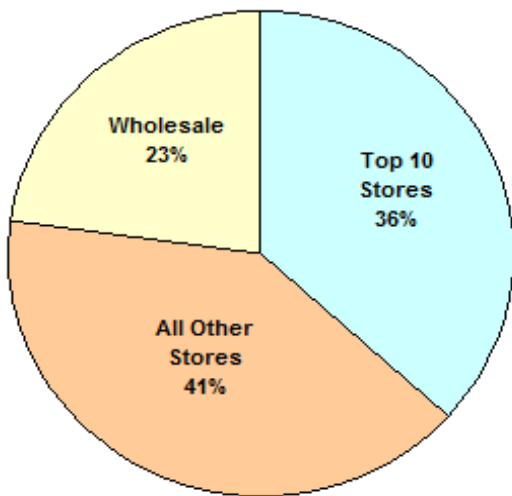
OPERATING EXPENSES:	JUNE 30, 2012	JUNE 30, 2011	INCREASE / (DECREASE)	
			AMOUNT	%
Personnel Services - Permanent	\$11,454,125	\$12,361,178	(\$907,054)	(7.34)
Personnel Services - Temporary	7,303,885	6,223,869	1,080,016	17.35
Personnel Services - Overtime	1,254,588	1,175,727	78,861	6.71
Personnel Services - Holiday	254,204	166,989	87,214	52.23
Commissioners Salaries	289,697	298,478	-8,781	(2.94)
Office of Information Technology	2,636,206	2,299,734	336,472	14.63
Supplies	654,628	609,828	44,800	7.35
Publications	12,374	11,554	820	7.10
Clothing	9,539	15,277	-5,739	(37.56)
Heat, Electricity, Water	1,217,094	1,300,314	-83,220	(6.40)
Telephone	159,607	167,004	-7,398	(4.43)
Postage and Freight	59,159	62,684	-3,525	(5.62)
Printing and Binding	69,146	78,476	-9,330	(11.89)
Contract Repairs-Buildings & Grounds	296,536	309,916	-13,380	(4.32)
Equipment Repairs	516,435	622,789	-106,354	(17.08)
License/Maintenance Software	366,071	31,875	334,196	1,048.46
Repairs - Buildings and Grounds	71,991	78,725	-6,733	(8.55)
Advertising	2,254,576	2,171,826	82,750	3.81
Rents & Rentals	16,076	20,804	-4,728	(22.73)
Rents - Stores	3,425,630	3,098,489	327,142	10.56
Insurance	10,451	10,645	-194	(1.83)
Membership Fees	3,250	2,280	970	42.54
Educational/Development Training	15,126	7,266	7,860	108.18
Rental/Lease - Office Equipment	11,655	11,984	-329	(2.75)
Trash Removal Services	125,656	126,588	-931	(0.74)
Snow Removal Services	128,103	125,130	2,973	2.38
Janitorial Services	104,594	86,429	18,165	21.02
Equipment	324,473	381,671	-57,198	(14.99)
Benefits	6,959,034	7,507,443	-548,212	(7.30)
Employee Assistance Program	10,000	10,000	-	-
Travel - In-State	126,329	132,474	-6,145	(4.64)
Travel - Out-of-State	40,740	11,618	29,122	250.67
Indirect Costs to Admin. Services	835,116	349,884	485,232	138.68
Workmen's Compensation	698,296	311,258	387,039	124.35
Unemployment Compensation	63,795	89,084	-25,289	(28.39)
Miscellaneous	206,086	127,158	81,573	65.51
Fleet Unleaded Gasoline & Diesel	84,301	73,073	11,228	15.37
Bond Interest Payments	44,120	-	44,120	100.00
TOTAL OPERATING EXPENSES:	\$42,112,692	\$40,469,521	\$1,643,171	4.06
DEPRECIATION	\$937,217	\$845,311	\$91,907	10.87
TOTAL EXPENSES	\$43,049,909	\$41,314,832	\$1,418,965	4.20

NHSLC Top 10 Sales Locations

Store Locations (unaudited)

(Sales in Millions)

		Annual Gross Sales
1	HAMPTON-North*	\$31.3
2	HAMPTON-South*	\$27.1
3	PORTSMOUTH*	\$23.9
4	SALEM*	\$22.0
5	HOOKSETT-North	\$18.9
6	NASHUA*	\$18.3
7	NASHUA	\$16.8
8	HOOKSETT-South	\$14.8
9	W. LEBANON	\$11.5
10	KEENE*	\$10.1
	Total:	<u><u>\$194.7</u></u>



New Hampshire State Liquor Commission

Total Sales by Location

FISCAL YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011 (unaudited)

ST #	LOCATION	JUNE 30, 2012	JUNE 30, 2011	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 12	FY 11	FY 12	FY 11
1	CONCORD	\$6,618,890.71	\$6,116,829.99	\$502,060.72	8.21	1.18	1.13	19	18
2	W. CHESTERFIELD	4,430,936.58	4,206,278.77	224,657.81	5.34	0.79	0.78	31	31
3	MANCHESTER	261,738.20	-	261,738.20	100.00	0.05	-	77	77
4	HOOKSETT	2,781,024.30	3,514,911.18	(733,886.88)	(20.88)	0.50	0.65	49	40
5	BERLIN	1,283,134.73	1,187,072.70	96,062.03	8.09	0.23	0.22	70	70
6	PORTSMOUTH	6,754,832.95	6,209,452.12	545,380.83	8.78	1.21	1.15	17	17
7	LITTLETON	5,269,078.54	4,920,604.24	348,474.30	7.08	0.94	0.91	24	24
8	CLAREMONT	3,366,345.87	3,239,344.58	127,001.29	3.92	0.60	0.60	44	45
9	DOVER	5,421,916.10	5,118,575.51	303,340.59	5.93	0.97	0.95	22	23
10	MANCHESTER	4,378,030.81	5,389,444.91	(1,011,414.10)	(18.77)	0.78	1.00	32	22
11	LEBANON	5,052,627.06	4,349,941.09	702,685.97	16.15	0.90	0.81	25	28
12	CENTER HARBOR	3,013,267.39	2,907,593.28	105,674.11	3.63	0.54	0.54	46	46
13	SOMERS WORTH	2,158,281.77	1,937,437.15	220,844.62	11.40	0.39	0.36	55	56
14	ROCHESTER	5,271,944.07	4,409,861.41	862,082.66	19.55	0.94	0.82	23	27
15	KEENE	10,085,140.89	9,660,676.33	424,464.56	4.39	1.80	1.79	10	10
16	WOODSVILLE	1,682,783.41	1,482,141.85	200,641.56	13.54	0.30	0.27	62	64
17	FRANKLIN	1,871,795.52	1,603,001.43	268,794.09	16.77	0.33	0.30	60	61
18	COLEBROOK	1,272,513.58	1,152,892.43	119,621.15	10.38	0.23	0.21	71	71
19	PLYMOUTH	2,328,434.03	2,230,315.81	98,118.22	4.40	0.42	0.41	53	53
20	DERRY	4,020,959.48	3,825,582.55	195,376.93	5.11	0.72	0.71	34	32
21	PETERBOROUGH	3,740,612.65	3,682,612.57	58,000.08	1.57	0.67	0.68	40	37
22	BROOKLINE	4,117,894.56	3,795,543.16	322,351.40	8.49	0.74	0.70	33	33
23	CONWAY	8,022,200.73	7,918,388.91	103,811.82	1.31	1.43	1.47	13	13
24	NEWPORT	1,530,342.31	1,404,688.70	125,653.61	8.95	0.27	0.26	67	67
25	STRATHAM	6,494,375.51	6,020,695.58	473,679.93	7.87	1.16	1.12	20	19
26	GROVETON	428,318.35	363,446.82	64,871.53	17.85	0.08	0.07	76	76
27	NASHUA	2,610,724.77	2,397,489.64	213,235.13	8.89	0.47	0.44	51	51
28	SEABROOK-BCH	1,598,072.37	1,333,069.93	265,002.44	19.88	0.29	0.25	66	69
29	WHITEFIELD	557,065.47	467,311.55	89,753.92	19.21	0.10	0.09	75	75
30	MILFORD	2,994,503.78	2,785,984.38	208,519.40	7.48	0.54	0.52	47	47
31	MANCHESTER	3,752,705.27	3,712,565.43	40,139.84	1.08	0.67	0.69	39	36
32	NASHUA	7,226,692.18	5,966,544.13	1,260,148.05	21.12	1.29	1.11	15	20
33	MANCHESTER	6,798,845.78	6,271,139.20	527,706.58	8.41	1.22	1.16	16	16
34	SALEM	22,009,054.70	22,237,226.58	(228,171.88)	(1.03)	3.94	4.12	4	4
35	HILLSBORO	2,109,325.62	1,984,709.24	124,616.38	6.28	0.38	0.37	58	55
36	JAFFREY	753,153.89	638,805.63	114,348.26	17.90	0.13	0.12	74	74
37	LANCASTER	995,036.64	927,931.16	67,105.48	7.23	0.18	0.17	73	73
38	PORTSMOUTH	23,858,434.91	23,380,784.67	477,650.24	2.04	4.27	4.33	3	3
39	WOLFEBORO	3,560,583.69	3,424,726.21	135,857.48	3.97	0.64	0.63	42	42
40	WALPOLE	2,170,119.03	1,880,836.44	289,282.59	15.38	0.39	0.35	54	58
41	SEABROOK	8,485,433.19	8,164,908.55	320,524.64	3.93	1.52	1.51	12	12
42	MEREDITH	2,703,825.01	2,567,248.32	136,576.69	5.32	0.48	0.48	50	50
43	FARMINGTON	1,927,943.62	1,573,674.44	354,269.18	22.51	0.34	0.29	59	62

New Hampshire State Liquor Commission

Total Sales by Location

FISCAL YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011 (unaudited)

ST #	LOCATION	June 30, 2012	June 30, 2011	%	% OF SALES		RANK		
					FY 12	FY 11	FY 12	FY 11	
44	BRISTOL	\$1,521,011.60	\$1,401,064.67	\$119,946.93	8.56	0.27	0.26	68	68
45	PITTSFIELD	1,174,448.27	1,063,943.15	110,505.12	10.39	0.21	0.20	72	72
46	ASHLAND	1,660,798.52	1,414,209.80	246,588.72	17.44	0.30	0.26	63	66
47	LINCOLN	2,117,232.74	1,996,987.30	120,245.44	6.02	0.38	0.37	57	54
48	HINSDALE	3,923,032.47	3,644,647.03	278,385.44	7.64	0.70	0.68	36	38
49	PLAISTOW	8,978,457.31	9,034,819.69	(56,362.38)	(0.62)	1.61	1.67	11	11
50	NASHUA	16,754,746.38	19,393,103.20	(2,638,356.82)	(13.60)	3.00	3.59	7	5
51	PELHAM	3,856,416.63	3,718,937.86	137,478.77	3.70	0.69	0.69	38	34
52	GORHAM	1,868,510.36	1,803,370.76	65,139.60	3.61	0.33	0.33	61	59
53	HUDSON	3,935,434.02	3,462,332.98	473,101.04	13.66	0.70	0.64	35	41
54	GLEN	3,902,612.13	3,716,800.79	185,811.34	5.00	0.70	0.69	37	35
55	BEDFORD	7,567,559.37	7,464,477.21	103,082.16	1.38	1.35	1.38	14	14
56	GILFORD	4,736,428.89	4,523,820.71	212,608.18	4.70	0.85	0.84	27	26
57	OSSIPEE	2,145,186.24	1,907,888.57	237,297.67	12.44	0.38	0.35	56	57
58	GOFFSTOWN	2,969,680.36	2,584,039.29	385,641.07	14.92	0.53	0.48	48	49
59	MERRIMACK	4,661,843.26	3,580,226.56	1,081,616.70	30.21	0.83	0.66	29	39
60	W. LEBANON	11,485,390.68	11,345,217.84	140,172.84	1.24	2.05	2.10	9	9
62	RAYMOND	3,283,046.48	2,770,119.00	512,927.48	18.52	0.59	0.51	45	48
63	WINCHESTER	1,619,492.70	1,467,501.01	151,991.69	10.36	0.29	0.27	65	65
64	NEW LONDON	4,521,778.76	4,274,879.26	246,899.50	5.78	0.81	0.79	30	30
65	CAMPTON	1,648,297.24	1,671,102.84	(22,805.60)	(1.36)	0.29	0.31	64	60
66	HOOKSETT-NO	18,897,088.64	18,677,238.45	219,850.19	1.18	3.38	3.46	5	6
67	HOOKSETT-SO	14,843,757.03	14,874,879.79	(31,122.76)	(0.21)	2.65	2.75	8	7
68	N. HAMPTON	6,009,535.42	5,544,363.46	465,171.96	8.39	1.07	1.03	21	21
69	NASHUA	18,302,670.60	14,232,933.62	4,069,736.98	28.59	3.27	2.64	6	8
70	SWANZEY	1,506,812.49	1,536,315.61	(29,503.12)	(1.92)	0.27	0.28	69	63
71	LEE	4,702,167.62	4,319,943.69	382,223.93	8.85	0.84	0.80	28	29
72	CONCORD	4,973,608.07	4,720,781.27	252,826.80	5.36	0.89	0.87	26	25
73	HAMPTON-SO	27,125,489.10	27,308,885.52	(183,396.42)	(0.67)	4.85	5.06	2	2
74	LONDONDERRY	6,698,089.72	6,293,527.89	404,561.83	6.43	1.20	1.17	18	15
75	BELMONT	3,483,154.48	3,305,298.71	177,855.77	5.38	0.62	0.61	43	44
76	HAMPTON-NO	31,271,313.04	31,212,328.26	58,984.78	0.19	5.59	5.78	1	1
77	RINDGE	3,603,477.70	3,402,799.04	200,678.66	5.90	0.64	0.63	41	43
78	HAMPSTEAD	2,532,432.83	2,361,481.78	170,951.05	7.24	0.45	0.44	52	52
	TOTAL STORES	\$434,049,941.17	\$416,392,555.18	\$17,657,385.99	4.24	77.63	77.12		
900	WHSE-CONCORD	1,274,009.36	1,080,764.95	193,244.41	17.88	0.23	0.20		
905	WHSE-NASHUA	123,773,431.54	122,462,087.79	1,311,343.75	1.07	22.14	22.68		
908	ON-LINE SALES	16,668.83		16,668.83	-	0.00	-		
	TOTAL WHSES	125,064,109.73	123,542,852.74	1,521,256.99	1.23	22.37	22.88		
	GRAND TOTAL	\$559,114,050.90	\$539,935,407.92	\$19,178,642.98	3.55	100.00	100.00		

New Hampshire State Liquor Commission

Sales by Type

FISCAL YEAR ENDED JUNE 30, 2012 (unaudited)

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	DISCOUNTS	TOTAL
1	CONCORD	\$5,925,966.07	\$704,985.56	\$59,848.67	(\$71,909.59)	\$6,618,890.71
2	CHESTERFIELD	4,423,025.44	22,536.06	16,827.20	(31,452.12)	4,430,936.58
3	MANCHESTER	263,145.78	-	-	(1,407.58)	261,738.20
4	HOOKSETT	2,501,049.21	254,506.33	48,607.09	(23,138.33)	2,781,024.30
5	BERLIN	1,068,832.56	135,889.14	84,894.11	(\$6,481.08)	1,283,134.73
6	PORTSMOUTH	4,018,197.94	2,815,425.86	18,290.01	(97,080.86)	6,754,832.95
7	LITTLETON	4,519,104.37	737,833.07	74,690.19	(62,549.09)	5,269,078.54
8	CLAREMONT	3,117,857.28	248,188.55	22,822.16	(22,522.12)	3,366,345.87
9	DOVER	4,611,335.77	832,421.80	22,794.35	(44,635.82)	5,421,916.10
10	MANCHESTER	3,450,478.30	872,999.99	67,943.44	(13,390.92)	4,378,030.81
11	LEBANON	4,906,261.91	211,183.05	10,763.74	(75,581.64)	5,052,627.06
12	CENTER HARBOR	2,809,189.75	244,899.78	480.68	(41,302.82)	3,013,267.39
13	SOMERS WORTH	2,013,359.46	147,001.80	6,245.91	(8,325.40)	2,158,281.77
14	ROCHESTER	4,745,162.75	518,346.68	33,428.96	(24,994.32)	5,271,944.07
15	KEENE	8,773,762.93	1,340,687.66	90,104.09	(119,413.79)	10,085,140.89
16	WOODSVILLE	1,631,817.34	49,338.03	8,186.30	(6,558.26)	1,682,783.41
17	FRANKLIN	1,645,065.47	216,239.74	17,872.11	(7,381.80)	1,871,795.52
18	COLEBROOK	965,059.58	194,476.33	120,634.47	(7,656.80)	1,272,513.58
19	PLYMOUTH	2,129,641.60	196,722.52	20,209.09	(18,139.18)	2,328,434.03
20	DERRY	3,706,802.71	309,428.77	38,206.88	(33,478.88)	4,020,959.48
21	PETERBOROUGH	3,393,272.98	300,786.81	111,561.07	(65,008.21)	3,740,612.65
22	BROOKLINE	4,104,109.95	54,031.86	1,917.80	(42,165.05)	4,117,894.56
23	CONWAY	6,812,348.36	1,120,568.10	159,559.27	(70,275.00)	8,022,200.73
24	NEWPORT	1,265,783.45	243,318.14	30,854.27	(9,613.55)	1,530,342.31
25	STRATHAM	5,962,091.26	546,542.21	53,111.15	(67,369.11)	6,494,375.51
26	GROVETON	416,183.56	7,845.10	7,169.31	(2,879.62)	428,318.35
27	NASHUA	2,288,387.31	322,332.66	12,033.45	(12,028.65)	2,610,724.77
28	SEABROOK-BCH	1,542,559.74	74,176.55	2,098.75	(20,762.67)	1,598,072.37
29	WHITEFIELD	484,030.97	41,977.08	34,523.94	(3,466.52)	557,065.47
30	MILFORD	2,585,014.83	421,382.34	9,678.71	(21,572.10)	2,994,503.78
31	MANCHESTER	3,303,415.55	431,304.05	35,673.60	(17,687.93)	3,752,705.27
32	NASHUA	6,949,759.33	332,596.58	2,557.59	(58,221.32)	7,226,692.18
33	MANCHESTER	5,679,343.30	1,203,583.75	8,360.41	(92,441.68)	6,798,845.78
34	SALEM	21,607,546.61	617,013.66	35,542.96	(251,048.53)	22,009,054.70
35	HILLSBORO	1,825,004.16	253,564.85	45,911.84	(15,155.23)	2,109,325.62
36	JAFFREY	634,041.44	121,377.86	4,139.37	(6,404.78)	753,153.89
37	LANCASTER	904,529.49	76,295.92	20,031.22	(5,819.99)	995,036.64
38	PORTSMOUTH	23,860,777.70	317,035.51	5,134.21	(324,512.51)	23,858,434.91
39	WOLFEBORO	3,206,404.56	395,224.02	12,327.84	(53,372.73)	3,560,583.69
40	WALPOLE	2,132,403.46	48,843.90	7,168.80	(18,297.13)	2,170,119.03
41	SEABROOK	7,923,333.44	610,108.00	30,238.38	(78,246.63)	8,485,433.19
42	MEREDITH	2,436,822.59	283,343.88	24,249.84	(40,591.30)	2,703,825.01
43	FARMINGTON	1,819,698.09	87,716.19	27,562.98	(7,033.64)	1,927,943.62

New Hampshire State Liquor Commission

Sales by Type

FISCAL YEAR ENDED JUNE 30, 2012 (unaudited)

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	DISCOUNTS	TOTAL
44	BRISTOL	\$1,378,763.40	\$135,327.58	\$19,156.89	(\$12,236.27)	\$1,521,011.60
45	PITTSFIELD	1,113,840.16	28,495.68	38,485.00	(6,372.57)	1,174,448.27
46	ASHLAND	1,354,676.91	308,137.93	17,764.22	(19,780.54)	1,660,798.52
47	LINCOLN	1,636,697.50	477,566.51	26,113.59	(23,144.86)	2,117,232.74
48	HINSDALE	3,933,838.49	5,735.18	14,273.24	(30,814.44)	3,923,032.47
49	PLAISTOW	8,695,509.23	356,620.80	31,168.62	(104,841.34)	8,978,457.31
50	NASHUA	16,592,270.54	314,616.93	9,165.87	(161,306.96)	16,754,746.38
51	PELHAM	3,694,455.35	181,148.60	11,171.74	(30,359.06)	3,856,416.63
52	GORHAM	1,703,005.02	166,103.56	10,868.94	(11,467.16)	1,868,510.36
53	HUDSON	3,757,911.25	195,197.02	2,774.93	(20,449.18)	3,935,434.02
54	GLEN	2,901,038.90	1,011,547.98	45,640.49	(55,615.24)	3,902,612.13
55	BEDFORD	6,801,396.28	826,433.68	36,363.22	(96,633.81)	7,567,559.37
56	GILFORD	3,711,588.15	1,053,675.02	30,504.89	(59,339.17)	4,736,428.89
57	OSSIPEE	1,893,780.14	158,607.82	103,946.09	(11,147.81)	2,145,186.24
58	GOFFSTOWN	2,613,727.37	357,523.95	15,183.09	(16,754.05)	2,969,680.36
59	MERRIMACK	4,285,352.23	391,546.91	25,614.73	(40,670.61)	4,661,843.26
60	W. LEBANON	10,881,827.62	655,354.25	105,879.99	(157,671.18)	11,485,390.68
62	RAYMOND	2,918,288.57	338,434.59	43,328.42	(17,005.10)	3,283,046.48
63	WINCHESTER	1,599,218.25	30,159.93	1,227.29	(11,112.77)	1,619,492.70
64	NEW LONDON	4,061,141.86	494,425.56	43,984.74	(77,773.40)	4,521,778.76
65	CAMPTON	1,284,324.33	379,024.64	0.00	(15,051.73)	1,648,297.24
66	HOOKSETT-NO	18,935,839.76	133,709.58	17,410.23	(189,870.93)	18,897,088.64
67	HOOKSETT-SO	14,960,334.22	48,695.55	1,177.83	(166,450.57)	14,843,757.03
68	N. HAMPTON	5,139,788.47	983,708.36	20,809.95	(134,771.36)	6,009,535.42
69	NASHUA	17,388,476.30	1,409,818.18	55,674.35	(551,298.23)	18,302,670.60
70	SWANZEY	1,352,412.70	128,477.16	37,474.30	(11,551.67)	1,506,812.49
71	LEE	4,447,445.53	262,421.60	26,544.71	(34,244.22)	4,702,167.62
72	CONCORD	4,412,361.93	545,714.45	48,923.76	(33,392.07)	4,973,608.07
73	HAMPTON-SO	27,342,037.36	78,226.97	0.00	(294,775.23)	27,125,489.10
74	LONDONDERRY	6,177,118.26	549,578.11	18,918.33	(47,524.98)	6,698,089.72
75	BELMONT	2,910,471.25	579,101.14	18,509.96	(24,927.87)	3,483,154.48
76	HAMPTON-NO	31,495,119.45	111,778.15	90.73	(335,675.29)	31,271,313.04
77	RINDGE	3,509,471.84	105,277.00	13,900.39	(25,171.53)	3,603,477.70
78	HAMPS TEAD	2,438,073.19	107,205.17	433.93	(13,279.46)	2,532,432.83
	TOTAL STORES	\$405,683,580.16	\$30,873,475.28	\$2,336,740.67	(\$4,843,854.94)	434,049,941.17
	% OF TYPE	100.00	53.37	2.33	99.73	77.63
	% OF LOCATION	93.46	7.11	0.54	(1.12)	100.00
900	WHSE-CONCORD	1,907.60		1,272,101.76	-	1,274,009.36
905	WHSE-NASHUA		26,975,456.66	96,797,974.88	-	123,773,431.54
908	ON-LINE SALES	16,668.83				16,668.83
	TOTAL WHSES	18,576.43	26,975,456.66	98,070,076.64	(13,279.46)	125,064,209.73
	% OF TYPE	0.00	46.63	97.67	0.27	22.37
	% OF LOCATION	0.01	21.57	78.42	-	100.00
	GRAND TOTAL	\$405,702,156.59	\$57,848,931.94	\$100,406,817.31	(\$4,857,134.40)	\$559,100,771.44
	% OF TOTAL	72.56	10.35	17.96	(0.87)	100.00

New Hampshire State Liquor Commission

Retail Sales By Location

FISCAL YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011 (unaudited)

ST #	LOCATION	JUNE 30, 2011	JUNE 30, 2011	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 12	FY 11	FY 12	FY 11
1	CONCORD	\$5,925,966.07	\$5,410,188.08	\$515,777.99	9.53	1.46	1.40	18	18
2	CHESTERFIELD	4,423,025.44	4,200,366.33	222,659.11	5.30	1.09	1.08	26	23
3	MANCHESTER	263,145.78	-	263,145.78	100.00	0.06	-	77	77
4	HOOKSETT	2,501,049.21	3,156,151.45	(655,102.24)	(20.76)	0.62	0.81	49	41
5	BERLIN	1,068,832.56	942,603.11	126,229.45	13.39	0.26	0.24	71	71
6	PORTSMOUTH	4,018,197.94	3,311,235.49	706,962.45	21.35	0.99	0.85	31	36
7	LITTLETON	4,519,104.37	4,202,146.50	316,957.87	7.54	1.11	1.08	24	22
8	CLAREMONT	3,117,857.28	2,988,157.35	129,699.93	4.34	0.77	0.77	42	43
9	DOVER	4,611,335.77	4,228,423.75	382,912.02	9.06	1.14	1.09	23	21
10	MANCHESTER	3,450,478.30	4,183,347.68	(732,869.38)	(17.52)	0.85	1.08	38	24
11	LEBANON	4,906,261.91	4,178,184.40	728,077.51	17.43	1.21	1.08	21	25
12	CENTER HARBOR	2,809,189.75	2,712,282.52	96,907.23	3.57	0.69	0.70	46	46
13	SOMERS WORTH	2,013,359.46	1,748,115.71	265,243.75	15.17	0.50	0.45	55	55
14	ROCHESTER	4,745,162.75	3,861,161.45	884,001.30	22.89	1.17	1.00	22	28
15	KEENE	8,773,762.93	8,597,744.34	176,018.59	2.05	2.16	2.22	10	11
16	WOODSVILLE	1,631,817.34	1,433,453.13	198,364.21	13.84	0.40	0.37	62	62
17	FRANKLIN	1,645,065.47	1,383,441.36	261,624.11	18.91	0.41	0.36	60	63
18	COLEBROOK	965,059.58	881,782.35	83,277.23	9.44	0.24	0.23	72	72
19	PLYMOUTH	2,129,641.60	2,053,130.88	76,510.72	3.73	0.52	0.53	54	53
20	DERRY	3,706,802.71	3,547,191.36	159,611.35	4.50	0.91	0.92	35	33
21	PETERBOROUGH	3,393,272.98	3,345,016.78	48,256.20	1.44	0.84	0.86	39	35
22	BROOKLINE	4,104,109.95	3,779,009.42	325,100.53	8.60	1.01	0.97	29	30
23	CONWAY	6,812,348.36	6,668,816.50	143,531.86	2.15	1.68	1.72	14	13
24	NEWPORT	1,265,783.45	1,155,389.14	110,394.31	9.55	0.31	0.30	69	68
25	STRATHAM	5,962,091.26	5,498,690.21	463,401.05	8.43	1.47	1.42	17	17
26	GROVETON	416,183.56	347,473.68	68,709.88	19.77	0.10	0.09	76	76
27	NASHUA	2,288,387.31	2,080,674.72	207,712.59	9.98	0.56	0.54	52	52
28	SEABROOK-BCH	1,542,559.74	1,314,322.27	228,237.47	17.37	0.38	0.34	64	64
29	WHITEFIELD	484,030.97	400,162.56	83,868.41	20.96	0.12	0.10	75	75
30	MILFORD	2,585,014.83	2,410,373.71	174,641.12	7.25	0.64	0.62	48	48
31	MANCHESTER	3,303,415.55	3,294,229.38	9,186.17	0.28	0.81	0.85	40	39
32	NASHUA	6,949,759.33	5,781,176.15	1,168,583.18	20.21	1.71	1.49	13	15
33	MANCHESTER	5,679,343.30	5,263,605.75	415,737.55	7.90	1.40	1.36	19	19
34	SALEM	21,607,546.61	21,789,897.23	(182,350.62)	(0.84)	5.33	5.62	4	4
35	HILLSBORO	1,825,004.16	1,679,932.38	145,071.78	8.64	0.45	0.43	57	56
36	JAFFREY	634,041.44	527,347.25	106,694.19	20.23	0.16	0.14	74	74
37	LANCASTER	904,529.49	825,668.44	78,861.05	9.55	0.22	0.21	73	73
38	PORTSMOUTH	23,860,777.70	23,487,696.22	373,081.48	1.59	5.88	6.06	3	3
39	WOLFEBORO	3,206,404.56	3,094,266.01	112,138.55	3.62	0.79	0.80	41	42
40	WALPOLE	2,132,403.46	1,840,437.39	291,966.07	15.86	0.53	0.47	53	54
41	SEABROOK	7,923,333.44	7,523,573.30	399,760.14	5.31	1.95	1.94	12	12
42	MEREDITH	2,436,822.59	2,238,303.84	198,518.75	8.87	0.60	0.58	51	51
43	FARMINGTON	1,819,698.09	1,469,745.31	349,952.78	23.81	0.45	0.38	58	60

New Hampshire State Liquor Commission

Retail Sales By Location

FISCAL YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011 (unaudited)

ST #	LOCATION	JUNE 30, 2011	JUNE 30, 2011	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 12	FY 11	FY 12	FY 11
44	BRISTOL	\$1,378,763.40	\$1,255,211.03	\$123,552.37	9.84	0.34	0.32	65	66
45	PITTSFIELD	1,113,840.16	991,783.07	122,057.09	12.31	0.27	0.26	70	70
46	ASHLAND	1,354,676.91	1,123,718.40	230,958.51	20.55	0.33	0.29	66	69
47	LINCOLN	1,636,697.50	1,534,306.14	102,391.36	6.67	0.40	0.40	61	59
48	HINSDALE	3,933,838.49	3,644,524.08	289,314.41	7.94	0.97	0.94	32	31
49	PLAISTOW	8,695,509.23	8,684,587.22	10,922.01	0.13	2.14	2.24	11	10
50	NASHUA	16,592,270.54	19,248,835.17	(2,656,564.63)	(13.80)	4.09	4.97	7	5
51	PELHAM	3,694,455.35	3,573,740.02	120,715.33	3.38	0.91	0.92	36	32
52	GORHAM	1,703,005.02	1,611,225.16	91,779.86	5.70	0.42	0.42	59	58
53	HUDSON	3,757,911.25	3,247,407.54	510,503.71	15.72	0.93	0.84	33	40
54	GLEN	2,901,038.90	2,808,662.91	92,375.99	3.29	0.72	0.72	45	44
55	BEDFORD	6,801,396.28	6,606,042.59	195,353.69	2.96	1.68	1.70	15	14
56	GILFORD	3,711,588.15	3,543,822.55	167,765.60	4.73	0.91	0.91	34	34
57	OSSIPEE	1,893,780.14	1,641,061.64	252,718.50	15.40	0.47	0.42	56	57
58	GOFFSTOWN	2,613,727.37	2,306,021.81	307,705.56	13.34	0.64	0.59	47	49
59	MERRIMACK	4,285,352.23	3,296,426.86	988,925.37	30.00	1.06	0.85	28	38
60	W. LEBANON	10,881,827.62	10,831,499.66	50,327.96	0.46	2.68	2.79	9	9
62	RAYMOND	2,918,288.57	2,421,849.44	496,439.13	20.50	0.72	0.62	43	47
63	WINCHESTER	1,599,218.25	1,443,225.19	155,993.06	10.81	0.39	0.37	63	61
64	NEW LONDON	4,061,141.86	3,814,824.35	246,317.51	6.46	1.00	0.98	30	29
65	CAMPTON	1,284,324.33	1,284,997.89	(673.56)	(0.05)	0.32	0.33	68	65
66	HOOKSETT-NO	18,935,839.76	18,649,499.24	286,340.52	1.54	4.67	4.81	5	6
67	HOOKSETT-SO	14,960,334.22	14,934,894.67	25,439.55	0.17	3.69	3.85	8	7
68	N. HAMPTON	5,139,788.47	4,750,180.52	389,607.95	8.20	1.27	1.23	20	20
69	NASHUA	17,388,476.30	13,218,900.94	4,169,575.36	31.54	4.29	3.41	6	8
70	SWANZEY	1,352,412.70	1,181,994.33	170,418.37	14.42	0.33	0.30	67	67
71	LEE	4,447,445.53	4,088,106.56	359,338.97	8.79	1.10	1.05	25	27
72	CONCORD	4,412,361.93	4,127,936.50	284,425.43	6.89	1.09	1.06	27	26
73	HAMPTON-SO	27,342,037.36	27,474,662.19	(132,624.83)	(0.48)	6.74	7.09	2	2
74	LONDONDERRY	6,177,118.26	5,778,546.45	398,571.81	6.90	1.52	1.49	16	16
75	BELMONT	2,910,471.25	2,726,572.88	183,898.37	6.74	0.72	0.70	44	45
76	HAMPTON-NO	31,495,119.45	31,392,000.09	103,119.36	0.33	7.76	8.10	1	1
77	RINDGE	3,509,471.84	3,297,343.54	212,128.30	6.43	0.87	0.85	37	37
78	HAMPS TEAD	2,438,073.19	2,299,645.66	138,427.53	6.02	0.60	0.59	50	50
	TOTAL STORES	\$405,683,580.16	\$387,668,971.17	\$18,014,608.99	4.65	100.00	100.00		
900	WHSE-CONCORD	1,907.60	1,365.88	541.72	39.66	-	-		
905	WHSE-NASHUA		544.53	(544.53)	(100.00)	-	-		
908	ON-LINE SALES	16,668.83							
	TOTAL WHSES	18,576	1,910	16,666.02	872.38	-	-		
	GRAND TOTAL	\$405,702,156.59	\$387,670,881.58	\$18,031,275.01	4.65	100.00	100.00		

New Hampshire State Liquor Commission

On-Premise Sales By Location

FISCAL YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011

ST #	LOCATION	JUNE 30, 2012	JUNE 30, 2011	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 12	FY 11	FY 12	FY 11
1	CONCORD	\$704,985.56	\$699,069.65	\$5,915.91	0.85	1.22	1.27	13	12
2	CHESTERFIELD	22,536.06	14,549.11	7,986.95	54.90	0.04	0.03	74	74
3	MANCHESTER	-	-	-	-	-	-	77	77
4	HOOKSETT	254,506.33	334,584.65	(80,078.32)	(23.93)	0.44	0.61	41	30
5	BERLIN	135,889.14	145,373.70	(9,484.56)	(6.52)	0.23	0.26	55	55
6	PORTSMOUTH	2,815,425.86	2,914,278.00	(98,852.14)	(3.39)	4.87	5.30	1	1
7	LITTLETON	737,833.07	692,093.46	45,739.61	6.61	1.28	1.26	12	13
8	CLAREMONT	248,188.55	245,605.56	2,582.99	1.05	0.43	0.45	43	41
9	DOVER	832,421.80	884,746.13	(52,324.33)	(5.91)	1.44	1.61	10	9
10	MANCHESTER	872,999.99	1,155,349.71	(282,349.72)	(24.44)	1.51	2.10	9	3
11	LEBANON	211,183.05	217,842.72	(6,659.67)	(3.06)	0.37	0.40	47	46
12	CENTER HARBOR	244,899.78	227,992.93	16,906.85	7.42	0.42	0.41	44	43
13	SOMERS WORTH	147,001.80	183,752.06	(36,750.26)	(20.00)	0.25	0.33	54	51
14	ROCHESTER	518,346.68	524,998.58	(6,651.90)	(1.27)	0.90	0.96	21	20
15	KEENE	1,340,687.66	1,068,432.40	272,255.26	25.48	2.32	1.94	3	5
16	WOODSVILLE	49,338.03	47,156.30	2,181.73	4.63	0.09	0.09	68	67
17	FRANKLIN	216,239.74	209,800.76	6,438.98	3.07	0.37	0.38	46	47
18	COLEBROOK	194,476.33	173,696.22	20,780.11	11.96	0.34	0.32	50	53
19	PLYMOUTH	196,722.52	175,437.42	21,285.10	12.13	0.34	0.32	48	52
20	DERRY	309,428.77	277,555.20	31,873.57	11.48	0.53	0.50	36	36
21	PETERBOROUGH	300,786.81	333,985.12	(33,198.31)	(9.94)	0.52	0.61	38	31
22	BROOKLINE	54,031.86	42,469.56	11,562.30	27.22	0.09	0.08	67	69
23	CONWAY	1,120,568.10	1,141,503.25	(20,935.15)	(1.83)	1.94	2.08	5	4
24	NEWPORT	243,318.14	220,940.18	22,377.96	10.13	0.42	0.40	45	44
25	STRATHAM	546,542.21	507,700.92	38,841.29	7.65	0.94	0.92	19	21
26	GROVETON	7,845.10	7,785.08	60.02	0.77	0.01	0.01	75	75
27	NASHUA	322,332.66	310,846.97	11,485.69	3.69	0.56	0.57	33	33
28	SEABROOK-BCH	74,176.55	22,047.73	52,128.82	236.44	0.13	0.04	66	73
29	WHITEFIELD	41,977.08	28,952.00	13,025.08	44.99	0.07	0.05	71	72
30	MILFORD	421,382.34	374,335.07	47,047.27	12.57	0.73	0.68	25	27
31	MANCHESTER	431,304.05	403,169.98	28,134.07	6.98	0.75	0.73	24	24
32	NASHUA	332,596.58	218,345.24	114,251.34	52.33	0.57	0.40	32	45
33	MANCHESTER	1,203,583.75	1,046,833.09	156,750.66	14.97	2.08	1.90	4	6
34	SALEM	617,013.66	585,870.05	31,143.61	5.32	1.07	1.07	15	15
35	HILLSBORO	253,564.85	264,205.39	(10,640.54)	(4.03)	0.44	0.48	42	40
36	JAFFREY	121,377.86	109,179.62	12,198.24	11.17	0.21	0.20	59	60
37	LANCASTER	76,295.92	86,729.59	(10,433.67)	(12.03)	0.13	0.16	65	62
38	PORTSMOUTH	317,035.51	141,758.54	175,276.97	123.64	0.55	0.26	34	58
39	WOLFEBORO	395,224.02	359,324.53	35,899.49	9.99	0.68	0.65	26	28
40	WALPOLE	48,843.90	45,937.48	2,906.42	6.33	0.08	0.08	69	68
41	SEABROOK	610,108.00	662,302.87	(52,194.87)	(7.88)	1.05	1.20	16	14
42	MEREDITH	283,343.88	329,847.15	(46,503.27)	(14.10)	0.49	0.60	39	32
43	FARMINGTON	87,716.19	91,415.98	(3,699.79)	(4.05)	0.15	0.17	63	61

New Hampshire State Liquor Commission

On-Premise Sales By Location

FISCAL YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011

ST #	LOCATION	JUNE 30, 2012	JUNE 30, 2011	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 12	FY 11	FY 12	FY 11
44	BRISTOL	\$135,327.58	\$142,948.44	(\$7,620.86)	(5.33)	0.23	0.26	56	57
45	PITTSFIELD	28,495.68	38,579.17	(10,083.49)	(26.14)	0.05	0.07	73	70
46	ASHLAND	308,137.93	270,779.43	37,358.50	13.80	0.53	0.49	37	39
47	LINCOLN	477,566.51	467,211.24	10,355.27	2.22	0.83	0.85	23	23
48	HINSDALE	5,735.18	2,383.89	3,351.29	140.58	0.01	0.00	76	76
49	PLAISTOW	356,620.80	384,328.51	(27,707.71)	(7.21)	0.62	0.70	30	26
50	NASHUA	314,616.93	272,315.05	42,301.88	15.53	0.54	0.50	35	38
51	PELHAM	181,148.60	155,295.92	25,852.68	16.65	0.31	0.28	51	54
52	GORHAM	166,103.56	185,426.79	(19,323.23)	(10.42)	0.29	0.34	52	50
53	HUDSON	195,197.02	204,860.36	(9,663.34)	(4.72)	0.34	0.37	49	48
54	GLEN	1,011,547.98	895,845.41	115,702.57	12.92	1.75	1.63	7	8
55	BEDFORD	826,433.68	875,871.82	(49,438.14)	(5.64)	1.43	1.59	11	10
56	GILFORD	1,053,675.02	985,303.37	68,371.65	6.94	1.82	1.79	6	7
57	OSSIPEE	158,607.82	185,618.80	(27,010.98)	(14.55)	0.27	0.34	53	49
58	GOFFSTOWN	357,523.95	276,204.54	81,319.41	29.44	0.62	0.50	29	37
59	MERRIMACK	391,546.91	283,971.06	107,575.85	37.88	0.68	0.52	27	35
60	W. LEBANON	655,354.25	549,599.12	105,755.13	19.24	1.13	1.00	14	18
62	RAYMOND	338,434.59	307,719.27	30,715.32	9.98	0.59	0.56	31	34
63	WINCHESTER	30,159.93	31,096.17	(936.24)	(3.01)	0.05	0.06	72	71
64	NEW LONDON	494,425.56	482,964.61	11,460.95	2.37	0.85	0.88	22	22
65	CAMPTON	379,024.64	397,192.58	(18,167.94)	(4.57)	0.66	0.72	28	25
66	HOOKSETT-NO	133,709.58	144,591.14	(10,881.56)	(7.53)	0.23	0.26	57	56
67	HOOKSETT-SO	48,695.55	64,499.66	(15,804.11)	(24.50)	0.08	0.12	70	65
68	N. HAMPTON	983,708.36	832,554.46	151,153.90	18.16	1.70	1.51	8	11
69	NASHUA	1,409,818.18	1,190,318.35	219,499.83	18.44	2.44	2.17	2	2
70	SWANZEY	128,477.16	338,586.22	(210,109.06)	(62.05)	0.22	0.62	58	29
71	LEE	262,421.60	238,840.64	23,580.96	9.87	0.45	0.43	40	42
72	CONCORD	545,714.45	559,522.67	(13,808.22)	(2.47)	0.94	1.02	20	17
73	HAMPTON-SO	78,226.97	53,800.32	24,426.65	45.40	0.14	0.10	64	66
74	LONDONDERRY	549,578.11	537,292.03	12,286.08	2.29	0.95	0.98	18	19
75	BELMONT	579,101.14	574,213.73	4,887.41	0.85	1.00	1.04	17	16
76	HAMPTON-NO	111,778.15	83,490.68	28,287.47	33.88	0.19	0.15	60	63
77	RINDGE	105,277.00	111,567.40	(6,290.40)	(5.64)	0.18	0.20	62	59
78	HAMPS TEAD	107,205.17	66,082.47	41,122.70	62.23	0.19	0.12	61	64
	TOTAL STORES	\$30,873,475.28	\$29,718,675.27	\$1,154,800.01	3.89	53.37	54.07		
900	WHSE-CONCORD	-	-	-	-	-	-		
905	WHSE-NASHUA	26,975,456.66	25,245,651.27	1,729,805.39	6.85	46.63	45.93		
908	ON-LINE SALES								
	TOTAL WHSES	26,975,456.66	25,245,651.27	1,729,805.39	6.85	46.63	45.93		
	GRAND TOTAL	\$57,848,931.94	\$54,964,326.54	\$2,884,605.40	5.25	100.00	100.00		

New Hampshire State Liquor Commission

Off-Premise Sales By Location

FISCAL YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011

ST #	LOCATION	JUNE 30, 2012	JUNE 30, 2011	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 12	FY 11	FY 12	FY 11
1	CONCORD	\$59,848.67	\$61,360.61	(\$1,511.94)	(2.46)	0.06	0.06	10	12
2	CHESTERFIELD	16,827.20	17,713.70	(886.50)	(5.00)	0.02	0.02	48	41
3	MANCHESTER	-	-	0.00	-	-	-	75	77
4	HOOKSETT	48,607.09	59,625.38	(11,018.29)	(18.48)	0.05	0.06	14	13
5	BERLIN	84,894.11	103,399.56	(18,505.45)	(17.90)	0.08	0.10	7	2
6	PORTSMOUTH	18,290.01	39,535.88	(21,245.87)	(53.74)	0.02	0.04	44	21
7	LITTLETON	74,690.19	72,457.16	2,233.03	3.08	0.07	0.07	8	7
8	CLAREMONT	22,822.16	24,690.64	(1,868.48)	(7.57)	0.02	0.02	36	34
9	DOVER	22,794.35	36,581.76	(13,787.41)	(37.69)	0.02	0.04	37	25
10	MANCHESTER	67,943.44	65,851.70	2,091.74	3.18	0.07	0.07	9	8
11	LEBANON	10,763.74	9,008.82	1,754.92	19.48	0.01	0.01	56	62
12	CENTER HARBOR	480.68	659.66	(178.98)	(27.13)	0.00	0.00	72	74
13	SOMERS WORTH	6,245.91	11,181.72	(4,935.81)	(44.14)	0.01	0.01	63	55
14	ROCHESTER	33,428.96	38,764.31	(5,335.35)	(13.76)	0.03	0.04	26	22
15	KEENE	90,104.09	88,380.32	1,723.77	1.95	0.09	0.09	6	6
16	WOODSVILLE	8,186.30	7,184.75	1,001.55	13.94	0.01	0.01	60	63
17	FRANKLIN	17,872.11	15,232.36	2,639.75	17.33	0.02	0.02	45	47
18	COLEBROOK	120,634.47	103,296.98	17,337.49	16.78	0.12	0.10	2	3
19	PLYMOUTH	20,209.09	16,869.15	3,339.94	19.80	0.02	0.02	39	44
20	DERRY	38,206.88	25,787.99	12,418.89	48.16	0.04	0.03	20	33
21	PETERBOROUGH	111,561.07	61,821.10	49,739.97	80.46	0.11	0.06	3	11
22	BROOKLINE	1,917.80	1,530.95	386.85	25.27	0.00	0.00	69	71
23	CONWAY	159,559.27	171,071.78	(11,512.51)	(6.73)	0.16	0.17	1	1
24	NEWPORT	30,854.27	33,877.80	(3,023.53)	(8.92)	0.03	0.03	28	27
25	STRATHAM	53,111.15	62,037.86	(8,926.71)	(14.39)	0.05	0.06	12	10
26	GROVETON	7,169.31	9,483.36	(2,314.05)	(24.40)	0.01	0.01	61	61
27	NASHUA	12,033.45	13,521.67	(1,488.22)	(11.01)	0.01	0.01	53	50
28	SEABROOK-BCH	2,098.75	2,374.52	(275.77)	(11.61)	0.00	0.00	68	70
29	WHITEFIELD	34,523.94	40,234.44	(5,710.50)	(14.19)	0.03	0.04	25	20
30	MILFORD	9,678.71	15,858.81	(6,180.10)	(38.97)	0.01	0.02	57	46
31	MANCHESTER	35,673.60	27,129.38	8,544.22	31.49	0.04	0.03	23	32
32	NASHUA	2,557.59	2,806.08	(248.49)	(8.86)	0.00	0.00	67	69
33	MANCHESTER	8,360.41	13,428.78	(5,068.37)	(37.74)	0.01	0.01	59	51
34	SALEM	35,542.96	56,644.85	(21,101.89)	(37.25)	0.04	0.06	24	15
35	HILLSBORO	45,911.84	53,523.88	(7,612.04)	(14.22)	0.05	0.05	15	18
36	JAFFREY	4,139.37	6,259.87	(2,120.50)	(33.87)	0.00	0.01	65	64
37	LANCASTER	20,031.22	19,508.05	523.17	2.68	0.02	0.02	40	39
38	PORTSMOUTH	5,134.21	3,275.39	1,858.82	56.75	0.01	0.00	64	68
39	WOLFEBORO	12,327.84	10,766.75	1,561.09	14.50	0.01	0.01	52	59
40	WALPOLE	7,168.80	5,911.99	1,256.81	21.26	0.01	0.01	62	65
41	SEABROOK	30,238.38	27,231.03	3,007.35	11.04	0.03	0.03	30	31
42	MEREDITH	24,249.84	31,033.08	(6,783.24)	(21.86)	0.02	0.03	35	29
43	FARMINGTON	27,562.98	17,076.70	10,486.28	61.41	0.03	0.02	31	43

New Hampshire State Liquor Commission

Off-Premise Sales By Location

FISCAL YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011 (unaudited)

ST #	LOCATION	JUNE 30, 2012	JUNE 30, 2011	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 12	FY 11	FY 12	FY 11
44	BRISTOL	\$19,156.89	\$12,323.32	\$6,833.57	55.45	0.02	0.01	41	54
45	PITTS FIELD	38,485.00	37,515.42	969.58	2.58	0.04	0.04	19	24
46	ASHLAND	17,764.22	34,633.31	(16,869.09)	(48.71)	0.02	0.03	46	26
47	LINCOLN	26,113.59	12,908.49	13,205.10	102.30	0.03	0.01	33	52
48	HINSDALE	14,273.24	17,099.71	(2,826.47)	(16.53)	0.01	0.02	50	42
49	PLAISTOW	31,168.62	28,185.10	2,983.52	10.59	0.03	0.03	27	30
50	NASHUA	9,165.87	12,692.46	(3,526.59)	(27.78)	0.01	0.01	58	53
51	PELHAM	11,171.74	10,850.07	321.67	2.96	0.01	0.01	54	58
52	GORHAM	10,868.94	14,780.11	(3,911.17)	(26.46)	0.01	0.01	55	48
53	HUDSON	2,774.93	20,521.84	(17,746.91)	(86.48)	0.00	0.02	66	37
54	GLEN	45,640.49	53,962.14	(8,321.65)	(15.42)	0.05	0.05	16	17
55	BEDFORD	36,363.22	55,755.20	(19,391.98)	(34.78)	0.04	0.06	22	16
56	GILFORD	30,504.89	33,066.32	(2,561.43)	(7.75)	0.03	0.03	29	28
57	OSSIPEE	103,946.09	89,852.42	14,093.67	15.69	0.10	0.09	5	5
58	GOFFSTOWN	15,183.09	11,137.37	4,045.72	36.33	0.02	0.01	49	56
59	MERRIMACK	25,614.73	20,508.14	5,106.59	24.90	0.03	0.02	34	38
60	W. LEBANON	105,879.99	99,024.28	6,855.71	6.92	0.11	0.10	4	4
62	RAYMOND	43,328.42	48,806.12	(5,477.70)	(11.22)	0.04	0.05	18	19
63	WINCHESTER	1,227.29	318.46	908.83	285.38	0.00	0.00	70	75
64	NEW LONDON	43,984.74	37,527.79	6,456.95	17.21	0.04	0.04	17	23
65	CAMPTON	0.00	1,050.09	(1,050.09)	(100.00)	-	0.00	75	72
66	HOOKSETT-NO	17,410.23	14,563.72	2,846.51	19.55	0.02	0.01	47	49
67	HOOKSETT-SO	1,177.83	986.82	191.01	19.36	0.00	0.00	71	73
68	N. HAMPTON	20,809.95	21,824.33	(1,014.38)	(4.65)	0.02	0.02	38	35
69	NASHUA	55,674.35	65,101.61	(9,427.26)	(14.48)	0.06	0.06	11	9
70	SWANZEY	37,474.30	20,622.22	16,852.08	81.72	0.04	0.02	21	36
71	LEE	26,544.71	16,153.76	10,390.95	64.33	0.03	0.02	32	45
72	CONCORD	48,923.76	57,273.51	(8,349.75)	(14.58)	0.05	0.06	13	14
73	HAMPTON-SO	0.00	4,246.43	(4,246.43)	(100.00)	-	0.00	75	67
74	LONDONDERRY	18,918.33	10,024.67	8,893.66	88.72	0.02	0.01	42	60
75	BELMONT	18,509.96	19,295.21	(785.25)	(4.07)	0.02	0.02	43	40
76	HAMPTON-NO	90.73	305.25	(214.52)	(70.28)	0.00	0.00	74	76
77	RINDGE	13,900.39	11,081.65	2,818.74	25.44	0.01	0.01	51	57
78	HAMPSTEAD	433.93	4,619.76	(4,185.83)	(90.61)	0.00	0.00	73	66
TOTAL STORES		\$2,336,740.67	\$2,382,607.67	(\$45,867.00)	(1.93)	2.33	2.37		
900	WHSE-CONCORD	1,272,101.76	1,079,399.07	192,702.69	17.85	1.27	1.07		
905	WHSE-NASHUA	96,797,974.88	97,215,891.99	(417,917.11)	(0.43)	96.41	96.56		
908	ON-LINE SALES	0.00	0.00	0.00					
TOTAL WHSES		98,070,076.64	98,295,291.06	(225,214.42)	(0.23)	97.67	97.63		
GRAND TOTAL		\$100,406,817.31	\$100,677,898.73	(\$271,081.42)	(0.27)	100.00	100.00		

New Hampshire State Liquor Commission

Discounts By Location

FISCAL YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011

ST #	LOCATION	JUNE 30, 2012	JUNE 30, 2011	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 12	FY 11	FY 12	FY 11
1	CONCORD	\$71,909.59	\$53,788.35	\$18,121.24	33.69	1.48	1.59	19	19
2	CHESTERFIELD	31,452.12	26,350.37	5,101.75	19.36	0.65	0.78	37	34
3	MANCHESTER	1,407.58	0.00	1,407.58	100.00	0.03	-	77	77
4	HOOKSETT	23,138.33	35,450.30	(12,311.97)	(34.73)	0.48	1.05	44	28
5	BERLIN	6,481.08	4,303.67	2,177.41	50.59	0.13	0.13	71	71
6	PORTSMOUTH	97,080.86	55,597.25	41,483.61	74.61	2.00	1.65	13	17
7	LITTLETON	62,549.09	46,092.88	16,456.21	35.70	1.29	1.36	23	23
8	CLAREMONT	22,522.12	19,108.97	3,413.15	17.86	0.46	0.57	45	41
9	DOVER	44,635.82	31,176.13	13,459.69	43.17	0.92	0.92	29	32
10	MANCHESTER	13,390.92	15,104.18	(1,713.26)	(11.34)	0.28	0.45	57	45
11	LEBANON	75,581.64	55,094.85	20,486.79	37.18	1.56	1.63	18	18
12	CENTER HARBOR	41,302.82	33,341.83	7,960.99	23.88	0.85	0.99	31	29
13	SOMERS WORTH	8,325.40	5,612.34	2,713.06	48.34	0.17	0.17	66	66
14	ROCHESTER	24,994.32	15,062.93	9,931.39	65.93	0.52	0.45	41	46
15	KEENE	119,413.79	93,880.73	25,533.06	27.20	2.47	2.78	11	10
16	WOODSVILLE	6,558.26	5,652.33	905.93	16.03	0.14	0.17	70	65
17	FRANKLIN	7,381.80	5,473.05	1,908.75	34.88	0.15	0.16	68	68
18	COLEBROOK	7,656.80	5,883.12	1,773.68	30.15	0.16	0.17	67	63
19	PLYMOUTH	18,139.18	15,121.64	3,017.54	19.96	0.37	0.45	51	44
20	DERRY	33,478.88	24,952.00	8,526.88	34.17	0.69	0.74	35	35
21	PETERBOROUGH	65,008.21	58,210.43	6,797.78	11.68	1.34	1.72	22	16
22	BROOKLINE	42,165.05	27,466.77	14,698.28	53.51	0.87	0.81	30	33
23	CONWAY	70,275.00	63,002.62	7,272.38	11.54	1.45	1.87	20	12
24	NEWPORT	9,613.55	5,518.42	4,095.13	74.21	0.20	0.16	65	67
25	STRATHAM	67,369.11	47,733.41	19,635.70	41.14	1.39	1.41	21	22
26	GROVETON	2,879.62	1,295.30	1,584.32	122.31	0.06	0.04	76	76
27	NASHUA	12,028.65	7,553.72	4,474.93	59.24	0.25	0.22	60	61
28	SEABROOK-BCH	20,762.67	5,674.59	15,088.08	265.89	0.43	0.17	47	64
29	WHITEFIELD	3,466.52	2,037.45	1,429.07	70.14	0.07	0.06	75	75
30	MILFORD	21,572.10	14,583.21	6,988.89	47.92	0.45	0.43	46	49
31	MANCHESTER	17,687.93	11,963.31	5,724.62	47.85	0.37	0.35	52	52
32	NASHUA	58,221.32	35,783.34	22,437.98	62.71	1.20	1.06	25	27
33	MANCHESTER	92,441.68	52,728.42	39,713.26	75.32	1.91	1.56	15	20
34	SALEM	251,048.53	195,185.55	55,862.98	28.62	5.18	5.78	5	5
35	HILLSBORO	\$15,155.23	\$12,952.41	\$2,202.82	17.01	0.31	0.38	55	50
36	JAFFREY	6,404.78	3,981.11	2,423.67	60.88	0.13	0.12	72	72
37	LANCASTER	5,819.99	3,974.92	1,845.07	46.42	0.12	0.12	74	73
38	PORTSMOUTH	324,512.51	251,945.48	72,567.03	28.80	6.70	7.46	3	2
39	WOLFEBORO	53,372.73	39,631.08	13,741.65	34.67	1.10	1.17	27	25
40	WALPOLE	18,297.13	11,450.42	6,846.71	59.79	0.38	0.34	50	53
41	SEABROOK	78,246.63	48,198.65	30,047.98	62.34	1.62	1.43	16	21
42	MEREDITH	40,591.30	31,935.75	8,655.55	27.10	0.84	0.95	33	31
43	FARMINGTON	7,033.64	4,563.55	2,470.09	54.13	0.15	0.14	69	70

New Hampshire State Liquor Commission

Discounts By Location

FISCAL YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011 (unaudited)

ST #	LOCATION	JUNE 30, 2012	JUNE 30, 2011	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 12	FY 11	FY 12	FY 11
44	BRISTOL	\$12,236.27	\$9,418.12	\$2,818.15	29.92	0.25	0.28	59	55
45	PITTSFIELD	6,372.57	3,934.51	2,438.06	61.97	0.13	0.12	73	74
46	ASHLAND	19,780.54	14,921.34	4,859.20	32.57	0.41	0.44	49	47
47	N. WOODSTOCK	23,144.86	17,438.57	5,706.29	32.72	0.48	0.52	43	42
48	HINSDALE	30,814.44	19,360.65	11,453.79	59.16	0.64	0.57	38	40
49	PLAISTOW	104,841.34	62,281.14	42,560.20	68.34	2.16	1.84	12	13
50	NASHUA	161,306.96	140,739.48	20,567.48	14.61	3.33	4.17	8	6
51	PELHAM	30,359.06	20,948.15	9,410.91	44.92	0.63	0.62	39	38
52	GORHAM	11,467.16	8,061.30	3,405.86	42.25	0.24	0.24	62	60
53	HUDSON	20,449.18	10,456.76	9,992.42	95.56	0.42	0.31	48	54
54	GLEN	55,615.24	41,669.67	13,945.57	33.47	1.15	1.23	26	24
55	BEDFORD	96,633.81	73,192.40	23,441.41	32.03	1.99	2.17	14	11
56	GILFORD	59,339.17	38,371.53	20,967.64	54.64	1.23	1.14	24	26
57	OSSIPEE	11,147.81	8,644.29	2,503.52	28.96	0.23	0.26	63	58
58	GOFFSTOWN	16,754.05	9,324.43	7,429.62	79.68	0.35	0.28	54	56
59	MERRIMACK	40,670.61	20,679.50	19,991.11	96.67	0.84	0.61	32	39
60	W. LEBANON	157,671.18	134,905.22	22,765.96	16.88	3.26	3.99	9	7
62	RAYMOND	17,005.10	8,255.83	8,749.27	105.98	0.35	0.24	53	59
63	WINCHESTER	11,112.77	7,138.81	3,973.96	55.67	0.23	0.21	64	62
64	NEW LONDON	77,773.40	60,437.49	17,335.91	28.68	1.61	1.79	17	14
65	CAMPTON	15,051.73	12,137.72	2,914.01	24.01	0.31	0.36	56	51
66	HOOKSETT-NO	189,870.93	131,415.65	58,455.28	44.48	3.92	3.89	6	8
67	HOOKSETT-SO	166,450.57	125,501.36	40,949.21	32.63	3.44	3.72	7	9
68	N. HAMPTON	134,771.36	60,195.85	74,575.51	123.89	2.78	1.78	10	15
69	NASHUA	551,298.23	241,387.28	309,910.95	128.39	11.38	7.15	1	3
70	SWANZEY	11,551.67	4,887.16	6,664.51	136.37	0.24	0.14	61	69
71	LEE	34,244.22	23,157.27	11,086.95	47.88	0.71	0.69	34	37
72	CONCORD	33,392.07	23,951.41	9,440.66	39.42	0.69	0.71	36	36
73	HAMPTON-SO	294,775.23	223,823.42	70,951.81	31.70	6.09	6.63	4	4
74	LONDONDERRY	47,524.98	32,335.26	15,189.72	46.98	0.98	0.96	28	30
75	BELMONT	24,927.87	14,783.11	10,144.76	68.62	0.51	0.44	42	48
76	HAMPTON-NO	335,675.29	263,467.76	72,207.53	27.41	6.93	7.80	2	1
77	RINDGE	25,171.53	17,193.55	7,977.98	46.40	0.52	0.51	40	43
78	HAMPSTEAD	13,279.46	8,866.11	4,413.35	49.78	0.27	0.26	58	57
	TOTAL STORES	\$4,843,854.94	\$3,377,698.93	\$1,466,156.01	43.41	100.00	100.00		
	GRAND TOTAL	\$4,843,854.94	\$3,377,698.93	\$1,466,156.01	43.41	100.00	100.00		

New Hampshire State Liquor Commission

Total Sales By Month

FISCAL YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011 (unaudited)

	2012	2011	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '12	SALES '11
JULY	\$53,385,043.12	\$53,065,288.99	\$319,754.13	0.60	9.55	9.83
AUGUST	46,880,277.97	46,612,282.82	267,995.15	0.57	8.38	8.63
SEPTEMBER	42,089,539.22	41,084,503.20	1,005,036.02	2.45	7.53	7.61
OCTOBER	50,693,448.14	51,975,075.13	(1,281,626.99)	(2.47)	9.07	9.63
NOVEMBER	45,826,864.98	45,183,985.23	642,879.75	1.42	8.20	8.37
DECEMBER	56,552,857.43	53,971,613.33	2,581,244.10	4.78	10.11	10.00
JANUARY	45,565,801.48	44,013,763.88	1,552,037.60	3.53	8.15	8.15
FEBRUARY	36,331,895.78	34,996,666.99	1,335,228.79	3.82	6.50	6.48
MARCH	34,768,790.81	33,072,679.23	1,696,111.58	5.13	6.22	6.13
APRIL	47,270,552.20	45,650,664.16	1,619,888.04	3.55	8.45	8.45
MAY	42,830,900.99	40,229,121.98	2,601,779.01	6.47	7.66	7.45
JUNE	56,918,078.78	50,079,762.98	6,838,315.80	13.65	10.18	9.28
TOTAL	\$559,114,050.90	\$539,935,407.92	\$19,178,642.98	3.55	100.00	100.00

Retail Sales By Month

FISCAL YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011 (unaudited)

	2012	2011	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '12	SALES '11
JULY	\$41,538,575.73	\$40,729,034.34	\$809,541.39	1.99	10.24	10.51
AUGUST	34,764,171.30	34,666,538.95	97,632.35	0.28	8.57	8.94
SEPTEMBER	30,479,083.28	29,946,166.18	532,917.10	1.78	7.51	7.72
OCTOBER	35,965,900.29	37,356,510.30	(1,391,610.01)	(3.73)	8.86	9.64
NOVEMBER	32,323,635.60	31,789,242.21	534,393.39	1.68	7.97	8.20
DECEMBER	41,753,886.56	40,017,251.61	1,736,634.85	4.34	10.29	10.32
JANUARY	32,731,444.66	30,974,984.24	1,756,460.42	5.67	8.07	7.99
FEBRUARY	25,358,841.04	23,837,781.44	1,521,059.60	6.38	6.25	6.15
MARCH	24,274,606.99	22,655,815.06	1,618,791.93	7.15	5.98	5.84
APRIL	33,093,397.39	30,991,271.12	2,102,126.27	6.78	8.16	7.99
MAY	30,880,704.07	28,458,530.98	2,422,173.09	8.51	7.61	7.34
JUNE	42,537,909.68	36,247,755.15	6,290,154.53	17.35	10.49	9.35
TOTAL	\$405,702,156.59	\$387,670,881.58	\$18,030,274.91	4.65	100.00	100.00

New Hampshire State Liquor Commission On-Premise Sales By Month

FISCAL YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011 (unaudited)

	2012	2011	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '12	SALES '11
JULY	\$4,875,219.15	\$4,803,506.70	\$71,712.45	1.49	8.43	8.74
AUGUST	4,694,305.55	4,617,993.22	76,312.33	1.65	8.11	8.40
SEPTEMBER	4,494,128.15	4,257,236.94	236,891.21	5.56	7.77	7.75
OCTOBER	5,700,477.66	5,385,736.09	314,741.57	5.84	9.85	9.80
NOVEMBER	4,285,484.21	3,973,033.84	312,450.37	7.86	7.41	7.23
DECEMBER	4,401,200.64	3,865,650.56	535,550.08	13.85	7.61	7.03
JANUARY	5,104,003.72	5,043,755.95	60,247.77	1.19	8.82	9.18
FEBRUARY	4,416,664.12	4,190,117.73	226,546.39	5.41	7.63	7.62
MARCH	4,104,673.53	3,892,857.40	211,816.13	5.44	7.10	7.08
APRIL	5,118,491.48	5,061,735.10	56,756.38	1.12	8.85	9.21
MAY	4,801,601.53	4,605,801.04	195,800.49	4.25	8.30	8.38
JUNE	5,852,682.20	5,266,901.97	585,780.23	11.12	10.12	9.58
TOTAL	\$57,848,931.94	\$54,964,326.54	\$2,884,605.40	5.25	100.00	100.00

Off-Premise Sales By Month

FISCAL YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011 (unaudited)

	2012	2011	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '12	SALES '11
JULY	\$7,322,929.15	\$7,780,253.92	(\$457,324.77)	(5.88)	7.29	7.73
AUGUST	7,605,256.40	7,445,479.25	159,777.15	2.15	7.57	7.40
SEPTEMBER	7,511,205.58	7,116,657.24	394,548.34	5.54	7.48	7.07
OCTOBER	9,580,814.70	9,642,832.82	(62,018.12)	(0.64)	9.54	9.58
NOVEMBER	9,386,563.83	9,444,370.55	(57,806.72)	(0.61)	9.35	9.38
DECEMBER	10,620,883.12	10,242,246.24	378,636.88	3.70	10.58	10.17
JANUARY	8,508,524.11	8,922,415.74	(413,891.63)	(4.64)	8.47	8.86
FEBRUARY	6,793,713.01	7,073,211.84	(279,498.83)	(3.95)	6.77	7.03
MARCH	6,655,346.69	6,669,594.93	(14,248.24)	(0.21)	6.63	6.62
APRIL	9,295,675.50	9,736,368.43	(440,692.93)	(4.53)	9.26	9.67
MAY	7,676,678.36	7,374,443.88	302,234.48	4.10	7.65	7.32
JUNE	9,449,226.86	9,230,023.89	219,202.97	2.37	9.41	9.17
TOTAL	\$100,406,817.31	\$100,677,898.73	(\$271,081.42)	(0.27)	100.00	100.00

New Hampshire State Liquor Commission

Discounts By Month

FISCAL YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011 (unaudited)

	2012	2011	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '12	SALES '11
JULY	\$351,680.91	\$247,505.97	\$104,174.94	42.09	7.26	7.33
AUGUST	183,455.28	117,728.60	65,726.68	55.83	3.79	3.49
SEPTEMBER	394,877.79	235,557.16	159,320.63	67.64	8.15	6.97
OCTOBER	553,744.51	410,004.08	143,740.43	35.06	11.43	12.14
NOVEMBER	168,818.66	22,661.37	146,157.29	644.96	3.49	0.67
DECEMBER	223,112.89	153,535.08	69,577.81	45.32	4.61	4.55
JANUARY	778,171.01	927,392.05	(149,221.04)	(16.09)	16.07	27.46
FEBRUARY	237,322.39	104,444.02	132,878.37	127.22	4.90	3.09
MARCH	265,836.40	145,588.16	120,248.24	82.59	5.49	4.31
APRIL	237,012.17	138,710.49	98,301.68	70.87	4.89	4.11
MAY	528,082.97	209,653.92	318,429.05	151.88	10.90	6.21
JUNE	921,739.96	664,918.03	256,821.93	38.62	19.03	19.69
TOTAL	\$4,843,854.94	\$3,377,698.93	\$1,466,156.01	43.41	100.00	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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