

2016 COMPREHENSIVE ANNUAL FINANCIAL REPORT NEW HAMPSHIRE LIQUOR COMMISSION A DEPARTMENT OF THE STATE OF NEW HAMPSHIRE



New Hampton



Londonderry



Epping



Seabrook



New Hampshire Liquor Commission
A Department of the State of New Hampshire

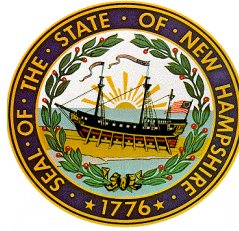
**COMPREHENSIVE
ANNUAL
FINANCIAL REPORT**

For the Fiscal Year Ended
June 30, 2016

Prepared by:

New Hampshire Liquor Commission
Joseph W. Mollica
Chairman

The Finance Department
Christina M. Demers
Chief Financial Officer



STATE OF NEW HAMPSHIRE

Margaret W. Hassan

GOVERNOR

Executive Council

Joseph D. Kenney

FIRST DISTRICT

Colin Van Ostern

SECOND DISTRICT

Christopher T. Sununu

THIRD DISTRICT

Christopher C. Pappas

FOURTH DISTRICT

David K. Wheeler

FIFTH DISTRICT

NEW HAMPSHIRE LIQUOR COMMISSION

Chairman
Joseph W. Mollica

Deputy Commissioner
Michael R. Milligan

Director of Administration
Craig W. Bulkley

Director of Enforcement and Licensing
James M. Wilson

Director of Marketing, Merchandising and Warehousing
Nicole Brassard Jordan

Chief Financial Officer
Christina M. Demers

Director of Human Resources
Kelly M. Mathews

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**NEW HAMPSHIRE LIQUOR COMMISSION (NHLC)
 COMPREHENSIVE ANNUAL FINANCIAL REPORT
 FOR FISCAL YEAR ENDING JUNE 30, 2016**

Table of Contents

	Page
INTRODUCTORY SECTION- (Unaudited)	
Letter of Transmittal	1
Message from Governor Margaret W. Hassan.....	2
Message from Liquor Commission Chairman	3
FINANCIAL SECTION	
Independent Auditor’s Report.....	5
Management’s Discussion and Analysis (unaudited)	8
Financial Statements:	
Statement of Net Position	15
Statement of Revenues, Expenses, and Changes in Net Position.....	16
Statement of Cash Flows	17
Notes to the Financial Statements	18
Required Supplementary Information (unaudited)	
Schedules of Liquor Commission Proportionate Share of Net Pension Liability and Liquor Commission Contributions	32
STATISTICAL SECTION - (Unaudited)	
Statement of Net Position as of June 30, 2016 and June 30, 2015	33
Commonsize Comparative Income Statement FY 2016 and FY 2015	34
Five Year Comparative Income Statement FY 2012-2016.....	36
Graphs:	
Revenue and Expenses FY 2012-2016	37
Revenue Breakdown FY 2012-2016.....	38
Beer Revenue and Gallonage FY 2012-2016	39
Top 15 Retail Store Locations as of June 30, 2016.....	40
Sales Summary by Type FY 2016 and FY 2015	41
Total Sales by Location FY 2016 and FY 2015.....	42
Total Sales by Type FY 2016	44
Retail Sales by Location FY 2016 and FY 2015	46
On-Premise Sales by Location FY 2016 and FY 2015	48
Off-Premise Sales by Location FY 2016 and FY 2015	50
Accessories Sales by Location FY 2016 and FY 2015	52
Discounts by Location FY 2016 and FY 2015	54
Total Sales by Month FY 2016 and FY 2015	56
Retail Sales by Month FY 2016 and FY 2015	56
On-Premise Sales by Month FY 2016 and FY 2015	57
Off-Premise Sales by Month FY 2016 and FY 2015	57
Accessories Sales by Month FY 2016 and FY 2015.....	58
Discounts by Month FY 2016 and FY 2015	58

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CELEBRATE NH

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INTRODUCTORY SECTION

Jorge Ordoñez
Selections
Brings Spain's
Best to N.H.

150 Years of Jack Daniel's
Tradition & Mystique

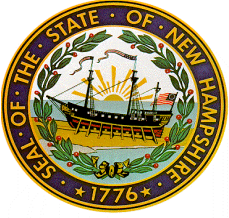
Tall Ship Distillery Carries
on NH Traditions

Hit It Out of the Park With
an Opening Day Soiree

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



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State of New Hampshire LIQUOR COMMISSION

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

Joseph W. Mollica
Chairman

Michael R. Milligan
Deputy Commissioner

Margaret W. Hassan
Governor

January 27, 2017

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

We are pleased to submit the Comprehensive Annual Financial Report of the New Hampshire Liquor Commission (NHLC) as of and for the fiscal year ended June 30, 2016. It covers the results of operations from July 1, 2015 through June 30, 2016 and marks the 82nd year of operations for the Liquor Commission. The Liquor Commission Bureau of Financial Administration 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 independent auditor's report, management's discussion and analysis (MD&A) and the financial statements including the notes to the financial statements. The statistical section include 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 Comprehensive Annual Financial 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/2016annualreport.pdf>.

Message from Governor Margaret W. Hassan

December 29, 2016

On behalf of the people of New Hampshire, I want to congratulate and thank the New Hampshire Liquor Commission (NHLC) and its staff of more than 1,400 full- and part-time employees on yet another record-breaking year. With NHLC continuing to exceed expectations each year, the State of New Hampshire benefits from its success. The commission's commitment to providing an unmatched selection of products, coupled with tremendous customer service, has clearly paid major dividends for the State of New Hampshire.

For yet another year, NHLC set an all-time sales record in Fiscal Year 2016, generating \$678.4 million in gross sales, a substantial increase of \$36.3 million or 5.65 percent over the previous fiscal year. These consistent sales increases provide direct benefits to the State of New Hampshire, helping fund programs including substance misuse prevention and treatment, education, health and social services, transportation and natural resource protection and conservation.



The commission also earns high marks for its efforts to renovate and relocate NH Liquor & Wine Outlets across the state. Just since January 2016, NHLC has opened seven new NH Liquor & Wine Outlets, including a new 33,000-square-foot store in Nashua that is the largest liquor store in the region. With NHLC's ongoing efforts to renovate and relocate outlet stores, coupled with innovative marketing and advertising, we are confident NHLC will experience continued success on behalf of the Granite State.

However, NHLC's impact in New Hampshire goes beyond just revenue. Affirming New Hampshire's status as a responsible control state, NHLC is committed to reducing incidents of alcohol abuse and underage drinking. The NHLC is working toward those goals, including through their groundbreaking Live Free and Host Responsibly campaign with Brown-Forman and Jack Daniel's, which promotes safe and responsible consumption and service of alcohol. In addition, NHLC's Division of Enforcement and Licensing continues its ongoing efforts to educate consumers and establishment owners through a series of trainings, seminars and educational events designed to increase awareness of the dangers of abusing alcohol. These efforts play a crucial role in keeping the people of New Hampshire safe.

With another record-breaking sales year during Fiscal Year 2016, NHLC has continued to be a major resource for the State of New Hampshire. This report outlines the financial performance and achievements of NHLC during the past year. Looking ahead, NHLC has more exciting plans in the works, and I know its team is working tirelessly to exceed customer expectations. We all look forward to continued success from NHLC.

With every good wish,

A handwritten signature in blue ink that reads "Margaret Wood Hassan".

Margaret Wood Hassan
Governor

Message from Liquor Commission Chairman

December 29, 2016

The New Hampshire Liquor Commission (NHLC) experienced another record-breaking year during Fiscal Year 2016, reaching \$678.4 million in sales, which marks a \$36.3 million increase in total sales from Fiscal Year 2015. With our record sales, NHLC was able to deliver a record \$156 million to the New Hampshire General Fund during Fiscal Year 2016. We are proud that our ongoing efforts to generate record sales delivers critical revenue to support a range of essential programs and services, including education, public safety and health and social services. We are also extremely proud to have delivered \$3 million to New Hampshire's Alcohol Fund, which utilizes a percentage of NHLC profits to fund addiction treatment and prevention programs.

The NHLC team is committed to improving our performance each and every year. We do that through innovative marketing campaigns, strategic buying, building strong relationships with suppliers, and a focus on superior customer service. But this year, our ongoing campaign to renovate and relocate our 79 statewide NH Liquor & Wine Outlets stands out. Just since January 2016, we have renovated or relocated seven stores, including a 33,000-square-foot store in Nashua, which is the largest liquor store in the region. We expect the new Nashua store alone to generate more than \$21.5 million in annual sales.



In addition to Nashua, NHLC opened new stores in Epping, Plymouth, New Hampton, Londonderry, Seabrook, and Pembroke this year. We are certainly not done with this ambitious effort. We held a groundbreaking ceremony earlier this fall for a new store in Warner and we announced in October plans for a new 18,000-square-foot store in Rochester.

In addition to a continued renovation and relocation campaign, our success is tied to the strong relationships we have with our broker and supplier partners. Those relationships allow us to offer some of the lowest prices in America, along with an incredible selection of products, including new and exclusive products, many of which are only available in New Hampshire. For example, NHLC hand-selected eight of the finest barrels of coveted Knob Creek Single Barrel Reserve bourbon from the Jim Beam Distillery in Kentucky as well as 16 barrels of Jack Daniel's Single Barrel from the distillery in Lynchburg, Tennessee to offer them exclusively to our customers.

Our 79 statewide NH Liquor & Wine Outlets feature more than 7,000 wines and 2,850 spirits to our more than 11 million annual customers. With that in mind, we are always working to offer our customers unique educational opportunities to help them make informed choices at our stores. New this year, NHLC launched a Fine Wine Tasting series aimed at introducing consumers to high-end wines, while raising funds for New Hampshire nonprofit organizations.

The new Fine Wine Tasting series complements our two marquee annual events: the Winter Wine Spectacular and the Distiller's Showcase of Premium Spirits. Featuring more than 1,800 wines for sampling, the Winter Wine Spectacular is the largest wine tasting event in northern New England. The Distiller's Showcase boasts more than 400 spirits for sampling, making it one of the largest spirit tasting events on the east coast. We are proud to say that, together, these two events raised more than \$265,000 for New Hampshire nonprofit organizations last year alone. In the last three years, NHLC has worked with suppliers and brokers to raise \$843,000 for nonprofit organizations making an impact in New Hampshire, including the NH Food Bank, Homes for our Troops, the Animal Rescue League of New Hampshire, Moore*Mart, Easter Seals New Hampshire, Toys for Tots, Granite United Way, Concord Hospital and the Wildlife Heritage Foundation of New Hampshire.

Along with our focus on increased sales, safe and responsible alcohol consumption is at the very core of our institutional values. For the second year in a row, NHLC partnered with Brown-Forman, one of the largest American-owned spirits and wine companies, to create *Live Free and Host Responsibly*, a year-long educational campaign designed to engage and inform consumers and lounge and restaurant owners. The campaign included a “Cocktail & Mocktail Competition” highlighting the responsible use of Jack Daniel’s products and the creation of alcohol-free drinks known as “mocktails.”

On top of that effort, the NHLC Division of Enforcement and Licensing remains devoted to ensuring the safety and well-being of our customers and the traveling public. The Division, which aims to eliminate underage consumption of alcohol and reduce incidents of drinking and driving, is constantly working to educate consumers, licensees and communities about the importance of responsible consumption and service of alcohol. Please visit our website for more information and details regarding licensing, education and training, as well as our laws and rules.

NHLC is dedicated to generating record revenue each year for the taxpayers of New Hampshire, but our success is the epitome of a team effort. We have a staff of 1,400 full- and part-time employees who are committed to making sure our 11 million annual customers receive the very best customer service when they enter any of our NH Liquor & Wine Outlets. Between our sales staff, and those at our headquarters in operations, marketing, warehousing and back-office management—we simply could not accomplish our goals without their tireless efforts. With the help of our loyal business partners, we are all constantly striving to exceed customers’ expectations, while also accomplishing our mission of maintaining and promoting safe and responsible consumption.

To all NHLC employees, past and present, Deputy Commissioner Milligan and I would like to thank you for your commitment and your determination in making sure NHLC builds on our success each and every year. We have achieved considerable success, but without your efforts, none of it would be possible. Thank you.

Sincerely,



Joseph W. Mollica
Chairman

LiquorandWineOutlets.com

FEBRUARY 2016

CELEBRATE NH

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Celebrating
325 Years of
Ketel One

FINANCIAL SECTION

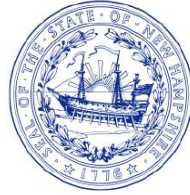
Romance by the Glass:
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Experience the Casual Elegance
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Director, Audit Division
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Independent Auditor's Report

To The Fiscal Committee Of The General Court:

Report On The Financial Statements

We have audited the accompanying financial statements of the New Hampshire State Liquor Commission (Liquor Commission) which comprise the Statement of Net Position, as of June 30, 2016, and the related Statements of Revenues, Expenses, and Changes in Net Position and Cash Flows for the fiscal year then ended, and the related notes to the financial statements, which collectively comprise the Liquor Commission's basic financial statements.

Management's Responsibility For The Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control.

Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the net position of the New Hampshire State Liquor Commission, as of June 30, 2016, and the changes in its net position, and its cash flows for the fiscal year then ended, in accordance with accounting principles generally accepted in the United States of America.

Emphasis Of Matter

Reporting Entity

As discussed in Note 1, the financial statements present only the New Hampshire Liquor Commission and do not purport to, and do not, present fairly the financial position of the State of New Hampshire, as of June 30, 2016, the changes in its financial position, or its cash flows for the fiscal year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis on pages 8 through 14 and the Schedules of the Liquor Commission's Proportionate Share of the Net Pension Liability and the Liquor Commission Contributions on page 32 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the New Hampshire State Liquor Commission's basic financial statements. The Introductory and Statistical Sections of this report are presented for purposes of additional analysis and are not a required part of the basic financial statements.

The Introductory and Statistical Sections have not been subjected to the auditing procedures applied in the audit of the basic financial statements, and accordingly, we do not express an opinion or provide any assurance on them.

Other Reporting Required By *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated January 27, 2017 on our consideration of the New Hampshire State Liquor Commission's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the New Hampshire State Liquor Commission's internal control over financial reporting and compliance.



Office Of Legislative Budget Assistant

January 27, 2017

MANAGEMENT'S DISCUSSION AND ANALYSIS (unaudited)

The management of the New Hampshire Liquor Commission (the Liquor Commission) offers the readers this narrative overview and analysis of the financial activities of the Liquor Commission included in this Comprehensive Annual Financial Report for the fiscal year ended June 30, 2016. 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 annual financial report, as well as the Liquor Commission's financial statements, which follow this section.

Financial Highlights

REVENUE/ EXPENSE ITEM	FY 2016 (In Millions)	FY 2015 (In Millions)	% INCREASE (DECREASE)
Gross Sales ¹	\$682.4	\$646.9	5.5
Discounts and Fees (Bank, Credit Card, etc)	(16.7)	(15.8)	5.7
Net Sales	665.7	631.1	5.5
Cost of Goods Sold	(470.7)	(445.7)	5.6
Gross Profit - Liquor	195.0	185.4	5.2
Operating Expenses + Depreciation ²	(59.7)	(50.8)	17.4
Interest Expense	(0.7)	(0.6)	16.7
Other Revenue	5.9	5.8	1.7
Proceeds from the Sale of Salem Property	3.9	-	-
Net Income (Not including taxes and grants) ³	144.4	139.8	3.3
Beer Tax	12.9	12.3	4.9
Total Net Profit Before Transfers	\$157.3	\$152.1	3.5

OTHER MERCHANDISING STATISTICS	FY 2016	FY 2015	% INCREASE
Number of Cases Sold	5,493,065	5,284,800	3.9
Average Price Per Case	\$123.93	\$122.18	1.4
Items Available (brands and sizes)	18,879	17,565	7.5
Number of Bottles Sold	55,407,361	52,817,004	4.9
Average Price Per Bottle	\$12.29	\$12.23	0.5

APPARENT CONSUMPTION STATISTICS	FY 2016		FY 2015	
	Gallons	Per Capita ⁴	Gallons	Per Capita ⁵
Distilled Spirits	5,544,153	4.17	5,365,137	4.04
Wine (21% alcohol or less)	7,858,025	5.91	7,809,796	5.89
Beer	42,833,597	32.20	42,186,543	31.80

NOTES:

- (1) For the current fiscal year, off premise licensees accounted for 16.1% or \$108.9 million of total liquor sales. On premise licensees, such as bars, restaurants, hotels and clubs accounted for 10.1% or \$68.7 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 2015 population estimates of 1,330,389 from the State Office of Energy and Planning.
- (5) Based on 2014 population estimates of 1,326,595 from the State Office of Energy and Planning.

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 their own system of alcoholic beverage control. As a result, the New Hampshire 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 a Commissioner, who is known as the Chairman of the Liquor Commission, and a Deputy Commissioner. The Commissioner is appointed by the Governor with the consent of the Council and the Deputy Commissioner is nominated by the Commissioner and appointed by the Governor with the consent of the Council. The Commissioner and the Deputy Commissioner are appointed to four-year terms. 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 and Licensing; the Division of Marketing, Merchandising, and Warehousing; and the Division of Administration. The Directors are nominated by the Commissioner for appointment by the Governor with the consent of the Council and serve for four-year terms. The Division of Enforcement and Licensing is responsible for the day-to-day activities of the Liquor Commission's enforcement and licensing functions; the Division of Marketing, Merchandising, and Warehousing oversees the Liquor Commission's functions related to marketing, merchandising, purchasing, store operations, warehousing and distribution; and the Division of Administration oversees all aspects of the Liquor Commission's administrative functions including 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 distributed periodically to the General Fund. 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 Position; Statement of Revenues, Expenses and Changes in Net Position; and Statement of Cash Flows.

The Statement of Net Position provides information about assets and liabilities and reflects the financial position at the fiscal year end. The Statement of Revenues, Expenses and Changes in Net Position 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.

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

Financial Analysis

Net Position and Changes in Net Position

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 position of the Liquor Commission consist of capital assets, net of related debt, offset by an unrestricted net deficit related to the net pension liability.

The following is a condensed statement of net position as of June 30, 2016 and 2015 (in thousands).

	<u>June 30, 2016</u>	<u>June 30, 2015</u>
ASSETS:		
Current Assets	\$73,439	\$71,435
Noncurrent Assets (net of allowance for depreciation)	29,139	25,592
Total Assets	<u>102,578</u>	<u>97,027</u>
Deferred Outflows of Resources	2,255	1,700
LIABILITIES:		
Current Liabilities	73,246	68,184
Noncurrent Liabilities	38,071	37,008
Total Liabilities	<u>111,317</u>	<u>105,192</u>
Deferred Inflows of Resources	1,245	2,721
NET POSITION:		
Net Investment in Capital Assets	11,402	10,476
Unrestricted Net Position (Deficit)	<u>(19,131)</u>	<u>(19,662)</u>
Total Net Position (Deficit)	<u><u>(\$7,729)</u></u>	<u><u>(\$9,186)</u></u>

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

Distributions

The Liquor Commission is required by law (RSA 176:16) to credit all gross revenue to the liquor commission fund, from which the treasurer pays all expenses. Any balance left in such fund is deposited in the general fund. During fiscal year 2016, on a cash basis \$157.7 million was distributed which included: 1.) A \$3.2 million transfer to the Alcohol Abuse Prevention and Treatment Fund pursuant to RSA 176:16, III (1.7% of the pervious year gross profit) and 2.) the transfer of the remaining fund balance of \$154.5 million to the General Fund. On an accrual basis the transfer to the general fund was \$152.7 million. Total net profit increased \$5.3 million, or 3.45%, over fiscal year 2015.

Assets

- The Liquor Commission ended fiscal year 2016 with a total of \$73.4 million in current assets, including \$66.9 million in wine and spirits inventory for resale.
- Total assets increased from \$97.0 million in fiscal year 2015 to \$102.6 million in fiscal year 2016.
- The Liquor Commission's net capital assets as of June 30, 2016, amounted to \$46.8 million with accumulated depreciation of \$17.7 million leaving a net book value of \$29.1 million invested in capital assets. The investment in capital assets includes equipment, real property, infrastructure, computer software and construction in progress.

During fiscal year 2016 many capital projects were started, in process and/or completed. Some of the Liquor Commission's largest projects included:

- Completed four store relocations with the relocation of three more stores in process as of June 30th.
- Initiated Commission-wide point-of-sale and back office computer system replacement.
- Engaged in in-store security enhancements.
- At the headquarters location, renovated retail space into office space and began the renovation of a portion of the warehouse to office space.

Additional information on the Liquor Commission's capital assets can be found in Note 3 of the Notes to the Financial Statements.

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

Liabilities

- Total liabilities were up \$6.1 million or 5.8% from the previous year. This was primarily due to an increase in Due To Other Funds and Pension Liability.
- Bonds payable decreased from \$15.8 million to \$14.8 million due to payment on bonds.

	(Amounts in thousands)	
	<u>June 30, 2016</u>	<u>June 30, 2015</u>
Accounts Payable	\$55,096	\$59,583
Accrued Payroll	2,016	1,813
Due to Other State Funds	8,735	1,657
Due to Capital Fund	2,983	795
Unearned Revenue	2,293	2,295
Bonds Payable	14,780	15,836
Compensated Absences Payable & Uninsured Claims	4,802	4,124
Net Pension Liability	20,141	18,641
Other Liabilities	471	448
Total Liabilities	<u>\$111,317</u>	<u>\$105,192</u>

Revenues

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

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

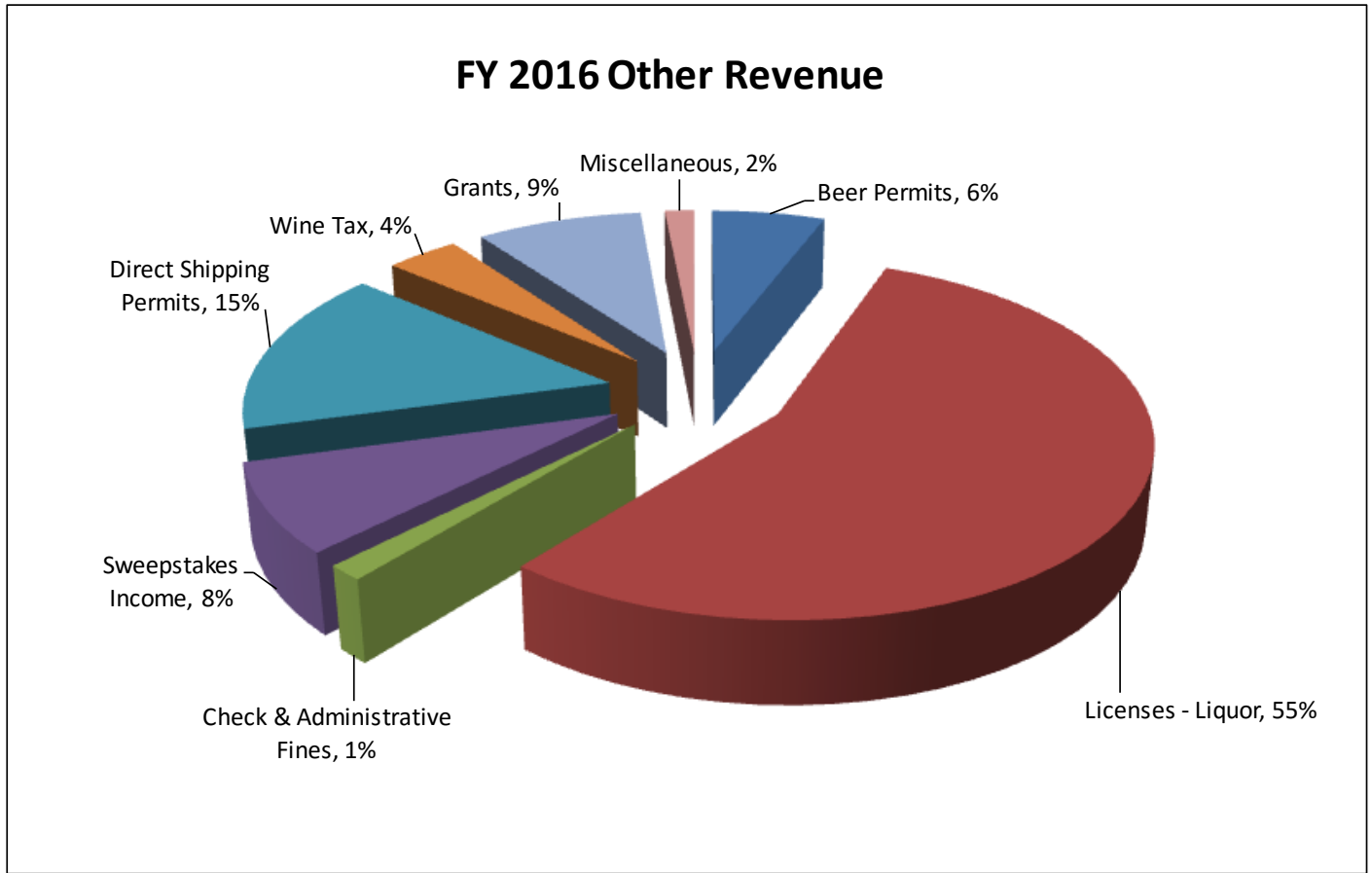
In fiscal year 2016 the Liquor Commission sold property located in Salem for \$3.9 million. The store was relocated within Salem to a location with larger square footage in a prime retail location.

The beer tax has been relatively flat over the past decade but increased 4.9% in fiscal year 2016 from the previous year.

The direct shipping permit program revenue increased 2.9% in fiscal year 2016, and remained strong at \$910,697. This program allows New Hampshire residents to order and have wine and/or spirits shipped from licensed/permitted vendors anywhere in the nation to their homes.

Revenue from the sale of New Hampshire lottery tickets increased 13.2% to \$487,879 from the previous fiscal year.

MANAGEMENT’S DISCUSSION AND ANALYSIS (continued)



Net Sales Increased 5.49% Over the Previous Year

Net sales increased \$34.6 million over the previous year as a result of the Liquor Commission’s 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 to include the Internet and other social media outlets, which translated into increased sales and profits.

The continued success of innovative marketing programs and wine and spirit tastings helped to increase the product knowledge of our customers and ultimately increased sales.

Gross Profit

Gross Profit remained constant in fiscal year 2016 at 29.3% of sales. Gross profits from sales increased by \$9.6 million from previous fiscal year to \$195 million. 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 addresses along with stores identified that offer expanded selections.

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

Administration Operating Expenses

Administration operating expenses increased 17.3% or \$8.5 million. The main drivers from existing operating accounts associated with the increase are from expanded square footage for retail stores, infrastructure repairs, rent, part-time employee pay, employment benefits and an increase in indirect costs. Other factors in the increase are from new expense requirements which were \$1.8 million for retiree health and pension expense of \$1.3 million.

In total at the end of fiscal year 2016, the Liquor Commission lapsed unexpended appropriations back to the General Fund totaling \$1.6 million or approximately 2.8% of the total appropriation for the year ended June 30, 2016.

	(Amounts in thousands)	
	<u>June 30, 2016</u>	<u>June 30, 2015</u>
Operating Revenues		
Charges for Sale and Services	\$665,701	\$631,067
Operating Expenses		
Cost of Sales and Services	470,704	445,650
Administration	57,924	49,384
Depreciation	1,789	1,463
Total Operating Expenses	<u>530,417</u>	<u>496,497</u>
Operating Income	<u>135,284</u>	<u>134,570</u>
Non-Operating Revenues (Expenses)		
Licenses	4,528	4,583
Beer Taxes	12,850	12,299
Gain on the Sale of Land	3,900	-
Miscellaneous	1,395	1,205
Interest on Bonds	(647)	(594)
Total Nonoperating Revenues (Expenses)	<u>22,026</u>	<u>17,493</u>
Income Before Transfers	157,310	152,063
Distribution (or Transfer) to:		
State's General Fund	(152,701)	(150,821)
Alcohol Abuse Prevention & Treatment Fund (RSA 176:16 III)	<u>(3,152)</u>	<u>-</u>
Change in Net Position	1,457	1,242
<i>Net Position (Deficit) - July 1</i>	<u>(9,186)</u>	<u>(10,428)</u>
<i>Net Position (Deficit) - June 30</i>	<u>(\$7,729)</u>	<u>(\$9,186)</u>

Requests for Information

This Comprehensive Annual Financial 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 Christina M. Demers, Chief Financial Officer at tina.demers@liquor.state.nh.us.

NEW HAMPSHIRE LIQUOR COMMISSION
STATEMENT OF NET POSITION
JUNE 30, 2016
(Expressed in Thousands)

ASSETS**Current Assets:**

Cash	\$ -
Receivables (Net of Allowances for Uncollectibles)	6,499
Due from Other Funds	-
Inventories	66,940
Total Current Assets	<u>73,439</u>

Noncurrent Assets:

Land and Land Improvements	2,691
Buildings and Building Improvements	31,550
Construction in Progress	1,143
Leasehold Improvements	3,047
Software in Progress	911
Equipment	7,543
Less: Allowance for Depreciation	<u>(17,746)</u>
Net Capital Assets	<u>29,139</u>
Total Noncurrent Assets	<u>29,139</u>
Total Assets	<u>102,578</u>

Deferred Outflows of Resources	2,255
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LIABILITIES**Current Liabilities:**

Accounts Payable	55,096
Accrued Payroll	2,016
Due to Other State Agencies	8,735
Due to Capital Fund	2,983
Unearned Revenue	2,293
Bonds Payable	1,056
Accrued Interest Payable	118
Compensated Absences Payable & Uninsured Claims	905
Other Current Liabilities	44
Total Current Liabilities	<u>73,246</u>

Noncurrent Liabilities:

Bonds Payable	13,724
Compensated Absences Payable & Uninsured Claims	3,897
Net Pension Liability	20,141
Other Noncurrent Liabilities	309
Total Noncurrent Liabilities	<u>38,071</u>
Total Liabilities	<u>111,317</u>

Deferred Inflows of Resources	1,245
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NET POSITION

Net Investment in Capital Assets	11,402
Unrestricted Net Position (Deficit)	<u>(19,131)</u>
Total Net Position (Deficit)	<u><u>(\$7,729)</u></u>

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

**NEW HAMPSHIRE LIQUOR COMMISSION
STATEMENT OF REVENUES, EXPENSES, AND
CHANGES IN NET POSITION
FOR THE FISCAL YEAR ENDED JUNE 30, 2016
(Expressed in Thousands)**

OPERATING REVENUES

Charges for Sales and Services	\$665,701
Total Operating Revenue	<u>665,701</u>

OPERATING EXPENSES

Cost of Sales and Services	470,704
Administration	57,924
Depreciation	<u>1,789</u>
Total Operating Expenses	<u>530,417</u>
Operating Income	<u>135,284</u>

NONOPERATING REVENUES (EXPENSES)

Licenses	4,528
Beer Taxes	12,850
Gain on the Sale of Land	3,900
Miscellaneous	1,395
Interest on Bonds	<u>(647)</u>
Total Nonoperating Revenues (Expenses)	<u>22,026</u>
Income Before Transfers	157,310
Distribution (or Transfer) to:	
State's General Fund	(152,701)
Alcohol Abuse Prevention & Treatment Fund (RSA 176:16 III)	<u>(3,152)</u>
Change in Net Position	<u>1,457</u>

<i>Net Position (Deficit) - July 1</i>	<u>(9,186)</u>
<i>Net Position (Deficit) - June 30</i>	<u><u>(\$7,729)</u></u>

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

**NEW HAMPSHIRE LIQUOR COMMISSION
STATEMENT OF CASH FLOWS
FOR THE FISCAL YEAR ENDED JUNE 30, 2016
(Expressed in Thousands)**

CASH FLOWS FROM OPERATING ACTIVITIES

Receipts from customers	\$666,985
Payments to employees	(31,657)
Payments to suppliers	(495,719)
Payments for Interfund Services	(8,924)
Net Cash Provided (Used) by Operating Activities	<u>130,685</u>

CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES

Transfer to State General Fund	(154,581)
Transfer to Alcohol Abuse Prevention & Treatment Fund (RSA 176:16 III)	(3,152)
Temporary Loan From Other Funds	7,475
Other Income	1,395
Proceeds from Collection of Licenses and Beer Tax	17,379
Net Cash Provided (Used) for Noncapital and Related Financing Activities	<u>(131,484)</u>

CASH FLOWS FROM CAPITAL AND RELATED**FINANCING ACTIVITIES**

Acquisition, Disposal, Sale and Construction of Capital Assets	1,763
Interest Paid on Bonds	(657)
Principal Paid on Bonds	(1,056)
Net Cash Provided (Used) for Capital and Related Financing Activities	<u>50</u>
Net Increase (Decrease) in Cash and Cash Equivalents	<u>(749)</u>
Cash - July 1	<u>749</u>
Cash - June 30	<u>\$0</u>

Reconciliation of Operating Income (Loss) to Net Cash**Provided (Used) by Operating Activities:**

Operating Income	\$135,284
Adjustments to Reconcile Operating Income to Net Cash	
Provided (Used) by Operating Activities:	
Depreciation	1,789
Change in Operating Assets and Liabilities:	
(Increase) Decrease in Receivables	1,170
(Increase) Decrease in Inventories	(4,038)
Increase (Decrease) in Accounts Payable and other Accruals	(2,986)
Increase (Decrease) in Deferred Revenue	(3)
Change in Net Pension Liability Net of Deferrals	(531)
Net Cash Provided (Used) by Operating Activities	<u>\$130,685</u>

Liquor Non-Cash Capital and Related Financing Activities

During fiscal year 2016, the State's Capital Projects Fund paid \$2,983 thousand for Capital Assets. Liability for Capital Assets funding is included in the Due to Capital Fund at June 30, 2016.

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

**NEW HAMPSHIRE LIQUOR COMMISSION
NOTES TO THE FINANCIAL STATEMENTS
FOR THE FISCAL YEAR ENDED JUNE 30, 2016**

NOTE 1 – Summary of Significant Accounting Policies

A. Reporting Entity

Chapter 99, NH Laws of 1933, codified as RSAs 175 through 180, established the New Hampshire Liquor Commission (the Liquor Commission). The Liquor Commission is comprised of a Commissioner, who is known as the Chairman of the Liquor Commission, and a Deputy Commissioner. The Commissioner is appointed by the Governor with the consent of the Council and the Deputy Commissioner is nominated by the Commissioner and appointed by the Governor with the consent of the Council. The Chairman and the Deputy Commissioner are appointed to four-year terms. 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 and Licensing; (2) Division of Marketing, Merchandising, and Warehousing; and (3) Division of Administration.

In addition to liquor sales, the Liquor Commission collects license fees on the manufacture, sale, transportation, and warehousing of alcoholic beverages and taxes on beer sold by wholesale distributors and beverage manufacturers to retailers in New Hampshire. 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.

As of June 30, 2016 the Liquor Commission processed wholesale and retail sales from seventy-nine owned and leased retail stores and owned one warehouse and contracted one warehouse.

For financial reporting purposes, the 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 State of New Hampshire's Comprehensive Annual Financial Report can be accessed online at: https://das.nh.gov/accounting/annual_financial_reports.asp.

The Liquor Commission's financial statements include all financial activity of the Liquor Commission 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 net position of only the Liquor Commission as of June 30, 2016 and the change in net position and the cash flows for the year then ended.

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

The accompanying financial statements of the Liquor Commission have been prepared in accordance with Generally Accepted Accounting Principles (GAAP) and as prescribed by GASB, which is the primary standard-setting body for establishing governmental accounting and financial reporting standards. The Liquor Commission accounts for the 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 using the 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 Position. The Statement of

NOTE 1 – Summary of Significant Accounting Policies (continued)

Revenues, Expenses, and Changes in Net Position presents increases (e.g. revenues) and decreases (e.g. expenses) in total net position. The Liquor Commission applies all applicable GASB pronouncements.

The accompanying financial statements of the Liquor Commission are presented as of June 30, 2016 and for the fiscal year then ended.

C. Cash

The majority of the Liquor Commission's cash is held by the State Treasurer in accounts that pool cash from multiple State agencies and funds. A portion of Commission cash in Treasury may be pooled for investment purposes in short-term (three months or less from date of purchase), highly liquid investments which are considered to be cash equivalents. Cash equivalents are recorded at cost.

D. Receivables

Receivables are reported at their gross value and consist of amounts due at June 30, 2016. Receivables consist of amounts due from wholesale distributors and beverage manufacturers for taxes on the sale of alcoholic beverages of \$1.3 million; the credit card processing company for debit/credit card sales of \$1.3 million; on-premise and off-premise licensees for stock purchased on fifteen day credit of \$3.9 million.

E. Inventories

Wine, spirit, and merchandise inventories are valued at the lower of cost (average cost method) or market. The Liquor Commission maintains the salable liquor inventory at the warehouse in Concord, at the contracted warehouse in Bow, and at the Liquor Commission's retail stores throughout the State.

F. 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 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 capital assets, as applicable. Income derived from surplus property sales is recorded in the Liquor Fund at the time of sale. Losses on the disposal of surplus equipment are recorded at the time of disposal.

G. Accounts Payable

The accounts payable at June 30, 2016 primarily consists of purchases of liquor inventory and liquor freight received on or before June 30, 2016 but not paid for until after June 30, 2016.

H. Accrued Payroll

The accrued payroll at June 30, 2016 represents payroll and related benefit costs incurred from June 10th through June 30th and paid in July 2016.

NOTE 1 – Summary of Significant Accounting Policies (continued)

I. Unearned Revenue

Unearned 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 unearned revenue reported by the Liquor Commission as of June 30, 2016, is the prorated portion of license fees and gift card sales collected by the Liquor Commission that had not been earned as of June 30, 2016.

J. Compensated Absences

The 293 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 the 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 Liquor Commission's share of Social Security, Medicare, 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.

K. Net Pension Liability

For purposes of measuring the net pension liability, deferred outflows of resources and deferred inflows of resources related to pensions, and pension expense, information about the fiduciary net position of the New Hampshire State Retirement System ("NHRS") and additions to/deductions from the NHRS's fiduciary net position have been determined on the same basis as they are reported by NHRS. For this purpose, benefit payments (including refunds of employee contributions) are recognized when due and payable in accordance with the benefit terms. Investments are reported at fair value.

L. Revenues 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-eight retail stores located throughout the state, wholesale sales from the Liquor Commission warehouse in Concord and contracted warehouse in Bow, and through regulated direct deliveries of product from vendors to licensees.

Cost of Sales and Services: The cost of sales includes the cost of products sold plus the cost of transporting the products for sale to retail stores.

NOTE 1 – Summary of Significant Accounting Policies (continued)

Other Operating Expenses: Other operating expenses include expenses indirectly related to the purchase, sale, transportation, and warehousing of liquor inventory. These expenses consist of administration, mainly employees' salaries and benefits, rent, and utilities, and depreciation.

Nonoperating Revenues: Nonoperating revenues include income received from private distributors and retailers for permits and licenses to sell alcoholic beverages, and an additional fee on alcoholic beverages sold by wholesale distributors and beverage manufacturers.

Nonoperating Expenses: Nonoperating expenses include payments for interest paid on general obligation bonds issued and restricted for capital improvements.

M. Budgetary Control and Reporting

As a department of the State of New Hampshire, the Liquor Commission is required to submit a biennial budget to the Governor of the State of New Hampshire where it is approved and further submitted to the Legislature for their approval. Approved biennial appropriations are provided in annual amounts. The Liquor Commission's official budget, as adopted by the Legislature, is prepared principally on a modified cash basis. Due to the nature of the Liquor Commission's activities, the majority of the costs of sales are not included in the State's biennial budget.

N. Use of Estimates

The preparation of these financial statements in conformity with GAAP required management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

O. Adoption of New Accounting Pronouncements

During the fiscal year ended June 30, 2016, the Liquor Commission adopted the following new accounting standards issued by the Governmental Accounting Standards Board (GASB):

GASB Statement No. 72, *Fair Value Measurement and Application*, effective for June 30, 2016 year-ends, defines the terms investment and fair value and generally requires investments to be measured at fair value. This standard also changes the measurement guidance for donated capital assets and works of art, historical treasures, and capital assets received in a service concession agreement. Additionally, it requires disclosures be made regarding fair value measurement, the level of fair value hierarchy and valuation techniques. *Adoption of GASB Statement No. 72 did not require modification of the financial statements.*

GASB Statement No. 73, *Accounting and Financial Reporting for Pensions and Related Assets That Are Not Within the Scope of GASB Statement 68, and Amendments to Certain Provisions of GASB 67 and 68*, effective for June 30, 2015 year-ends, establishes accounting and financial reporting standards for defined benefit pensions and defined contribution pensions that are provided to employees of state and local government employers and are not within the scope of GASB Statement No. 68; and establishes requirements for governments that hold assets accumulated for purposes of providing pensions through defined benefit pension plans that are not administered as trusts. *Adoption of GASB Statement No. 73 did not require modification of the financial statements.*

NOTE 1 – Summary of Significant Accounting Policies (continued)

GASB Statement No. 76, *The Hierarchy of Generally Accepted Accounting Principles for State and Local Governments*, effective for June 30, 2016 year-ends, sets forth what constitutes GAAP for all state and local governmental entities and establishes the order of priority of pronouncements and other sources of accounting and financial reporting guidance that a governmental entity should apply. *Adoption of GASB Statement No. 76 did not require modification of the financial statements.*

GASB Statement No. 79, *Certain External Investment Pools and Pool Participants*, effective for June 30, 2016 year-ends, establishes accounting and financial reporting standards for qualifying external investment pools who elect to measure all of their investments at amortized cost and state and local governments that participate in such qualifying external investment pools. *Adoption of GASB Statement No. 79 did not require modification of the financial statements.*

P. Deferred Outflows of Resources and Deferred Inflows of Resources

Deferred outflows of resources are defined as a consumption of net assets by the government that is applicable to a future reporting period. Deferred inflows of resources are defined as an acquisition of net assets by the government that is applicable to a future reporting period. Deferred outflows of resources increase net position, similar to assets, and deferred inflows of resources decrease net position, similar to liabilities.

Q. Net Position

The net investment in capital assets consists of capital assets, net of accumulated depreciation, reduced by the outstanding balances of bonds and borrowing that are attributable to the acquisition, construction, or improvement of those assets and capital leases outstanding.

NOTE 2 – Cash

The Commission's reported \$0 cash position at June 30, 2016 was supported by \$7.5 million of temporary borrowing from available cash balances of other funds in the State's Treasury. As the Liquor Commission's reported cash balance was \$0, the Liquor Commission has no deposit or custodial credit risks at June 30, 2016.

NOTE 3 – Capital Assets

A summary of capital asset balances, which include the ten State-owned stores, the Concord warehouse, headquarters, and capital leases as of June 30, 2016, is presented below (in thousands):

	Beg. Balance July 1, 2015	Increases	Decreases	End. Balance June 30, 2016
Capital Assets Not Being Depreciated:				
Land	\$2,080	\$ -	(\$78)	\$2,002
Other Capital Assets:				
Land Improvements	716	48	(75)	689
Buildings	25,879	-	(152)	25,727
Building Improvement	5,755	1,078	(1,010)	5,823
Leasehold Improvement	2,168	879	-	3,047
Construction in Progress	434	1,143	(434)	1,143
Work In Progress - Computer Software	-	911	-	911
Equipment	5,899	1,806	(162)	7,543
Total Capital Assets	42,931	5,865	(1,911)	46,885
Less: Allowance for Depreciation	(17,339)	(1,525)	1,118	(17,746)
Net Capital Assets	\$25,592	\$4,340	(\$793)	\$29,139

NOTE 4 – Noncurrent Liabilities

Bonds Authorized and Unissued:

Bonds authorized and unissued amounted to \$32 million as of June 30, 2016. The proceeds of the bonds are restricted for construction and are intended for liquor stores along Interstate 93 in Hooksett, and relocation and renovation of liquor stores: Pembroke, Nashua, Plymouth, Seabrook, Londonderry, New Hampton, and Epping. The proceeds of the bonds are also used for installation of new security cameras and a new computer system for both the liquor stores and headquarters, and renovation and roof repair at headquarters, and new outlet signage at liquor stores.

Bond Issues:

The State did not issue any bonds on behalf of the Liquor Commission during fiscal year 2016.

On December 11, 2014, the State issued \$55 million of general obligation capital improvements bonds. This bond issue allotted \$5 million to the Liquor Commission for the construction and repair of liquor stores located in Hooksett and upgrade on computer software for credit card processing.

On November 14, 2012, the State issued \$90 million of general obligation capital improvements bonds. This bond issue allotted \$8.5 million to the Liquor Commission for the construction and repair of liquor stores located in Nashua, Hooksett, Portsmouth, West Chester, and North Hampton.

On October 27, 2011, the State issued \$100 million of general obligation capital improvement bonds. The bond issue included \$4.1 million for the construction and repair of liquor stores located in Nashua and Hampton. The bond liability was transferred from the State's General Fund to the Liquor Fund during fiscal year 2013.

NOTE 4 – Noncurrent Liabilities (continued)

Changes in Noncurrent Liabilities: A summary of general obligation bonds payable, capital leases, net pension liability, compensated absences, and uninsured claims activity for the year ended June 30, 2016 is presented below (in thousands):

	July 1, 2015			June 30, 2016		
	Balance	Increase	Decrease	Balance	Current	Long-Term
General Obligation Bonds Payable	\$15,836	\$ -	(\$1,056)	\$14,780	\$1,056	\$13,724
Capital Lease	379	-	(26)	353	44	309
Uninsured Claims & Compensated Absences Payable	4,124	1,275	(597)	4,802	905	3,897
Net Pension Liability	18,641	1,500	-	20,141	-	20,141
Total	\$38,980	\$2,775	(\$1,679)	\$40,076	\$2,005	\$38,071

Debt Maturity: Bonds issued by the State Treasury on behalf of the Liquor Commission are general obligation bonds, which are backed by the full faith and credit of the State. Interest rates on these issues range from 2.0% to 5.0%. The anticipated source of repayment of these is Liquor Commission funds and the annual maturities are as follows (in thousands):

Payable June 30	DEBT SERVICE		
	Principal	Interest	Total
2017	\$1,056	\$609	\$1,665
2018	1,056	562	1,618
2019	1,056	513	1,569
2020	1,056	462	1,518
2021	1,056	410	1,466
2022-2026	4,413	1,367	5,780
2027-2031	3,609	651	4,260
2032-2036	1,478	100	1,578
Total	\$14,780	\$4,674	\$19,454

NOTE 5 – Risk Management 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.

Principle of self-insurance

As a general operating rule, the State self-insures against all damages, losses and expenses except to the extent that provisions of law require the purchase of commercial insurance or a risk assessment has indicated that commercial insurance is economical and beneficial for the State or the general public. In such instances, the State may elect to purchase commercial insurance. There are approximately 23 such commercial insurance programs in effect. These include, but are not exclusive to, State owned real property insurance, fleet automobile liability, inland marine insurance, foster parent liability, ski area liability for Cannon Mountain, and a fidelity and faithful performance bond.

Employee and Retiree Health Benefits

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.

NOTE 5 – Risk Management Insurance (continued)

Currently, the State retains all of the risk associated with these benefits, and utilizes an actuarially-established IBNR (incurred but not reported) claims reserve. In addition, State law prescribes the retention of a reserve comprising a minimum of 3% of estimated annual claims and administrative costs, for unexpected costs. Rates are established annually, by actuaries, based on an analysis of past claims, state and other medical trends, and annual projected plan claims and administrative expenses. The process used in estimating claim liabilities may not result in an exact payout amount due to variables such as medical inflation, or changes in law, enrollment or plan design.

Workers Compensation

Since February 2003, the State has been self-insured for its workers compensation exposures, retaining all of the risk associated with workers compensation claims. The State utilizes an actuarial study that provides an annual estimate of the outstanding liabilities for the prior years’ claims. The study also contains assumptions about loss development patterns, trends and other claim projections based upon the State’s historical loss experience.

The following table presents the changes in the Liquor Commission’s uninsured claim liabilities during the fiscal years ending June 30, 2015 and 2016 (in thousands).

June 30, 2014			June 30, 2015			June 30, 2016		
Balance	Increases	Decreases	Balance	Increases	Decreases	Balance	Current	Noncurrent
\$2,411	\$172	(\$444)	\$2,139	\$1,027	(\$526)	\$2,640	\$473	\$2,167

NOTE 6 – Employee Benefits Plan

Retirement Plan

Plan Description: The New Hampshire Retirement System is the administrator of a cost-sharing multiple-employer Public Employee Retirement System (The Plan) established in 1967 by RSA 100-A:2 and is qualified as a tax-exempt organization under Sections 401 (a) and 501 (a) of the Internal Revenue Code. The Plan is a contributory defined-benefit plan providing service, disability, death, and vested retirement benefits to members and beneficiaries. The Plan covers substantially all full-time State employees, public school teachers and administrators, permanent firefighters, and police officers within the State of New Hampshire.

Full-time employees of political subdivisions, including counties, municipalities, and school districts, are also eligible to participate as a group if the governing body of the political subdivision has elected participation. The Plan is divided into two membership groups. Group I consists of State and local 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 its members and beneficiaries.

Group I members at age 60 (age 65 for members beginning service on or after July 1, 2011) qualify for a normal service retirement allowance based on years of creditable service and average final compensation (AFC). The yearly pension amount is 1/60 (1.667%) of average final compensation multiplied by years of creditable service (1/66 of AFC times creditable service for members beginning service on or after July 1, 2011). AFC is defined as the average of the three highest salary years for members vested as of January 1, 2012 and five years for members not vested as of January 1, 2012. At age 65, the yearly pension amount is

NOTE 6 – Employee Benefits Plan (continued)

recalculated at 1/66 (1.515%) of AFC multiplied by years of creditable service. Members in service with 10 or more years creditable service who are between age 50 and 60 or members in service with at least 20 or more years of service, whose combination of age and service is 70 or more, are entitled to a retirement allowance with appropriate graduated reduction based on years of creditable service.

Group II members who are age 60, or members who are at least age 45 with a minimum of 20 years of creditable service (age 50 with a minimum of 25 years of creditable service or age 60 for members beginning service on or after July 1, 2011) can receive a retirement allowance at a rate of 2.5% of AFC for each year of service not to exceed 40 years (2% of AFC times creditable service up to 42.5 years for members beginning service on or after July 1, 2011). A member who began service on or after July 1, 2011 shall not receive a service retirement allowance until attaining age 52.5, but may receive a reduced allowance after age 50 if the member has at least 25 years of creditable service. However, the allowance will be reduced by $\frac{1}{4}$ of one percent for each month prior to age 52.5 that the member receives the allowance.

Group II members hired prior to July 1, 2011 who have non-vested status as of January 1, 2012 are subject to graduated transition provisions for years of service required for regular service retirement, the minimum age for service retirement, and the multiplier used to calculate the retirement annuity, which shall be applicable on January 1, 2012.

Members of both groups may qualify for vested deferred allowances, disability allowances, and death benefit allowances subject to meeting various eligibility requirements. Benefits are based on AFC or earnable compensation, service, or both.

Pursuant to RSA 100-A:52, RSA 100-A:52-a and RSA 100-A:52-b, the New Hampshire Retirement System also provides a postretirement medical premium subsidy for Group I employees and teachers and Group II police officers and firefighters.

The New Hampshire Retirement System issues publicly available financial reports that can be obtained by writing to them at 54 Regional Drive, Concord NH 03301-8507, or from their website at <http://www.nhrs.org>

Funding Policy: The Plan is financed by contributions from the members, the State and local employers, and investment earnings. By statute, Group I members contributed 7.0% of gross earnings. Group II firefighter members contributed 11.80% of gross earnings and Group II police officers contributed 11.55% of gross earnings. Employers contributions required to cover that amount of cost not met by the members' contributions are determined by a biennial actuarial valuation by the system's actuary using the entry age normal funding method and are expressed as a percentage of gross payroll.

The Liquor Commission's required and actual contributions to the Plan for the years ending June 30, 2016 and 2015 were \$2.1 million and \$2.0 million respectively. Included in these contributions for fiscal year 2016 and 2015 fiscal year is an amount of postemployment benefits of \$300K and \$272K respectively. The Liquor Commission's payments for normal contribution costs for fiscal year 2016 amounted to 12.50% and 26.38% of the covered payroll for its Group I employees and Group II law enforcement officers, respectively, which included 1.64% and 3.84% for postemployment benefits, respectively.

NOTE 6 – Employee Benefits Plan (continued)

Pension Liabilities, Pension Expense, and Deferred Outflows of Resources and Deferred Inflows of Resources Related to Pensions: As of June 30, 2016, the Liquor Commission reported a liability of \$20.1 million for its proportionate share of the net pension liability of the Plan. This net pension liability is measured as of June 30, 2015, and the total pension liability used to calculate the net pension liability was determined by an actuarial valuation as of June 30, 2014, with update procedures used to roll the total pension liability forward to June 30, 2015. The State’s proportion of the net pension liability was based on the State’s share of contributions to the Plan relative to the contributions of all participating employers, actuarially determined. The Liquor Commission’s net pension liability and pension expense, along with related deferred outflows of resources and deferred inflows of resources was calculated using an allocated proportion among the State’s governmental and business-type activities, based on percentage of pension plan contributions. For the year ended June 30, 2016, the Liquor Commission recognized pension expense of \$1.3 million. NHRS has adopted changes to certain economic and demographic assumptions since the measurement date of June 30, 2015. These changes resulted in an approximate 7% increase in the system-wide net pension liability measured as of June 30, 2016.

As of June 30, 2016, the Liquor Commission reported deferred outflows and inflows of resources relating to pensions from the following sources (in thousands):

	Deferred Outflows of Resources	Deferred Inflows of Resources
Net difference between projected and actual earnings on pension plan investments	\$ -	\$539
Differences between expected and actual experience	-	443
Changes in employer proportion	405	263
Contributions subsequent to the measurement date	1,850	-
Total	<u>\$2,255</u>	<u>\$1,245</u>

Amounts reported as deferred outflows of resources related to pensions resulting from employer contributions subsequent to the measurement date will be recognized as a reduction of the net pension liability in the year ended June 30, 2017. Other amounts reported as deferred outflows and inflows of resources related to pensions will be recognized in pension expense as follows (in thousands):

<u>Year ended June 30</u>	<u>Amount</u>
2017	\$370
2018	370
2019	370
2020	(272)
2021	<u>2</u>
	<u>\$840</u>

NOTE 6 – Employee Benefits Plan (continued)

Actuarial Assumptions: The Plan total pension liability, measured as of June 30, 2015, was determined by a roll forward of the actuarial valuation as of June 30, 2014, using the following actuarial assumptions:

Inflation	3.0%
Salary increases	3.75-5.8% average, including inflation
Investment rate of return	7.75%, net of pension plan investment expense, including inflation

Mortality rates were based on the RP-2000 mortality table, projected to 2020 with Scale AA. The table includes a margin of 15% for men and 17% for women for mortality improvements.

The actuarial assumptions used in the June 30, 2014 valuation were based on the results of the most recent actuarial experience study, which was for the period July 1, 2005 – June 30, 2010.

Long-Term Rates of Return: The long-term expected rate of return on pension plan investments was selected from a best estimate range determined using the building block approach. Under this method, an expected future real return range is calculated separately for each asset class. These ranges are combined to produce the long-term expected rate of return by weighting the expected future real rates of return net of investment expenses by the target asset allocation percentage and by adding expected inflation. Following is a table presenting target allocations and long-term rates of return for 2015:

Asset Class	Target Allocation	Weighted Average Long-Term Expected Geometric Rate of Return
Large Cap Equities	22.50%	3.00%
Small/Mid Cap Equities	7.50%	3.00%
Total Domestic Equity	30.00%	
International Equities (unhedged)	13.00%	4.00%
Emerging International Equities	7.00%	6.00%
Total International Equity	20.00%	
Core Bonds	4.50%	-0.70%
Short Duration	2.50%	-1.00%
Global Multi-Sector Fixed Income	11.00%	0.28%
Unconstrained Fixed Income	7.00%	0.16%
Total Fixed Income	25.00%	
Private Equity	5.00%	5.50%
Private Debt	5.00%	4.50%
Real Estate	10.00%	3.50%
Opportunistic	5.00%	2.75%
Total Alternative Investments	25.00%	
Total	100.00%	

Discount Rate: The discount rate used to measure the collective total pension liability was 7.75%. The projection of cash flows used to determine the discount rate assumed that plan member contributions will be made at the current contribution rate and that employer contributions will be made at rates equal to the difference between actuarially determined contribution rates and the member rate. For purposes of the projection, member contributions and employer service cost contributions are determined based on the expected payroll of current members only. Employer contributions are determined based on the Plan's

NOTE 6 – Employee Benefits Plan (continued)

actuarial funding policy and as required by RSA 100-A:16. Based on those assumptions, the Plan’s fiduciary net position was projected to be available to make all projected future benefit payments to current plan members. Therefore, the long-term expected rate of return on pension plan investments was applied to all periods of projected benefit payments to determine total pension liability.

The following table illustrates the sensitivity of the Liquor Commission’s proportionate share of the Plan’s net pension liability to changes in the discount rate. In particular, the table presents the Liquor Commission’s proportionate share of the Plan’s net pension liability measured as of June 30, 2015 assuming it was calculated using a single discount rate that is one-percentage-point lower or one-percentage-point higher than the single discount rate (in thousands):

1% Decrease to 6.75%	Current single rate assumption 7.75%	1% Increase to 8.75%
\$26,573	\$20,141	\$14,742

Other Postemployment Benefits

In addition to providing benefits, RSA 21-I:30 specifies that the State provide certain health care benefits for retired employees and their spouses. These benefits include group hospitalization, hospital medical care, surgical care and other medical care. Substantially all of the State’s employees who were hired on or before June 30, 2003 and have 10 years of service, 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 to qualify for retiree health benefits. Additionally, during fiscal year 2012, legislation was passed requiring Group I employees hired after July 1, 2011 to have 25 years of state service and increased the normal retirement age for Group I and Group II employees hired after July 1, 2011. These and similar benefits for active employees and retirees are authorized by RSA 21:I:30 and are provided through the Employee and Retiree Benefit Risk Management Fund, a single-employer group health plan (Plan), which is the state’s self-insurance internal service fund implemented in October 2003 for active state employees and retirees. The Plan funds the cost of medical claims by charging actuarially developed working rates to State agencies for participating employees, retirees and eligible spouses. The Liquor Commission contributions to the fund for the years ended June 30, 2016 and 2015 were \$5.0 million and \$4.9 million, respectively.

An additional major source of funding for retiree benefits is from the New Hampshire Retirement System medical premium subsidy program for Group I and Group II employees. The state legislature currently plans to only partially fund (on a pay-as-you-go basis) the annual required contribution (ARC), actuarially determined rate in accordance with the parameters of GASB Statement No. 45. The ARC represents a level of funding that, if paid on an ongoing basis, is projected to cover the normal cost each year and amortized any unfunded actuarial liabilities over a period not to exceed 30 years.

The State’s long-term cost of retirement health care and Other Post-Employment Benefits (OPEB) are determined actuarially on a state-wide basis as required under GASB Statement No. 45. The most recent actuarial valuation was performed as of June 30, 2013. Disclosure of the annual OPEB cost, funding status, net OPEB obligation components of cost and other information concerning the plan are provided in the State Of New Hampshire Comprehensive Annual Financial Report.

NOTE 7 – 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 2016 were approximately \$5.4 million. The following is a schedule of future minimum rental payments required under operating leases that have initial or remaining lease terms in excess of one year as of June 30, 2016 (in thousands).

Fiscal Year	Lease Payments
2017	\$5,405
2018	5,468
2019	5,158
2020	4,845
2021	4,437
2022-2026	16,882
2027-2031	3,470
2032-2036	2,619
2037-2041	54
Total	<u>\$48,338</u>

Capital Leases

The Liquor Commission entered into a lease agreement for retail space in Peterborough, NH, for the period May 1, 2011 to April 30, 2021. This lease agreement qualifies as a capital lease for accounting purposes and, therefore, has been recorded at the present value of the future minimum lease payments.

The future minimum lease obligation and the net present value of minimum lease payments as of June 30, 2016 are as follows (in thousands):

Fiscal Year	Store Lease
2017	\$125
2018	125
2019	125
2020	125
2021	104
Total	604
Amount Representing Interest	(251)
Present Value of Future Minimum Lease Payments	<u>\$353</u>

Capital leases included in capital assets at June 30, 2016 include the following (in thousands):

Buildings and Building Improvements	\$1,563
Less: Allowance for Depreciation	<u>(1,051)</u>
Net	<u>\$512</u>

NOTE 8 – Sales and Services Revenue

Sales and services revenue is reported net of discounts and credit card fees. For the fiscal year-ended June 30, 2016 the Commission's reported operating revenues of \$665.7 million were net of \$17.1 million of discounts, bank fees, and credit card fees.

NOTE 9 – Litigation

XTL-NH, Inc., v. New Hampshire Liquor Commission and Exel Inc.

XTL-NH, Inc., v. New Hampshire Liquor Commission and Exel Inc. (2013103239). In March 2012, the NHLC issued an RFP requesting bids for a 20-year warehousing services contract. In June 2012, XTL-NH, Inc. (“XTL”) and four other vendors submitted bids under the RFP. On November 20, 2012, following a thorough review of each bid, the NHLC awarded the warehousing contract to Exel, Inc. (“Exel”). XTL challenged the award and participated in the two-level protest process outlined in the RFP. On March 8, 2013, the NHLC denied XTL’s protest. On March 12, 2013, XTL filed a civil action seeking to enjoin performance of the contract between NHLC and Exel and asking the court to award the contract to XTL. XTL contended that as the lowest responsible bidder, it was entitled to the contract. Further, XTL argued that NHLC improperly modified the RFP to favor Exel’s bid in violation of New Hampshire competitive bidding laws. The injunction was denied. On April 4, 2014, the NHLC filed a motion for summary judgment contending that XTL’s requests for injunctive relief and monetary damages were barred by sovereign immunity and that XTL was not entitled to lost profits or attorney’s fees. On July 16, 2014, the Court ruled on the NHLC’s motion for summary judgment, finding that XTL could not obtain injunctive relief or attorneys’ fees in this matter, but that XTL could seek monetary damages, including lost profits. On November 14, 2014, the plaintiff filed a motion for interlocutory appeal regarding the trial court’s July 16, 2014, order. The motion was denied. On July 15, 2015, just six weeks before trial, XTL filed a partial motion for partial summary judgment. Trial was subsequently continued. In response, NHLC not only objected to XTL’s motion but filed its own cross motion for summary judgment. Both were ultimately denied. On May 23, 2016, trial commenced in this matter, which lasted eight days. The parties filed post-trial memoranda on July 22, 2016. On September 8, 2016, the Court issued an order finding for NHLC. In doing so, the Court found that the RFP, evaluation process, and contract award to Exel were lawful and in compliance with New Hampshire competitive bidding law on October 7, 2016. XTL has filed a notice of appeal with the New Hampshire Supreme Court. It is not possible to predict whether the Court will accept the appeal and what the possible outcome may be for this case.

Note 10 - Subsequent Event

General Obligation Capital Improvement Bonds:

The State issued \$63.4 million General Obligation Capital Improvement Bonds 2016 Series B of which \$6 million is for Liquor Commission projects. The Liquor Commission projects include software credit card computer software, new store locations, renovating retail space to office space and a new roof at the Commission Headquarters. The competitive bond sale was priced on November 17, 2016 and closed on November 30, 2016, resulting in an overall true-interest-cost (TIC) to the state of 2.80% with coupons ranging from 3.00% to 5.00% and with final maturity on June 1, 2036.

The State also issued \$50.9 million General Obligation Refunding Bonds 2016 Series A through a competitive sale which also priced on November 17, 2016 and closed on November 30, 2016, resulting in an overall true-interest-cost (TIC) to the state of 1.69% with coupons at 5.00% and final maturity on October 15, 2024. These bonds were used to refund \$53.8 million of existing outstanding bonds which resulted in an overall statewide net present value savings of \$2.8 million, or 5.17% savings on the refunded bonds. The State Treasury estimates the Liquor Commission’s proportionate share of the savings from the refunding is less than \$50,000.

REQUIRED SUPPLEMENTARY INFORMATION (unaudited)

Required Supplementary Information (Unaudited)			
INFORMATION ABOUT THE NEW HAMPSHIRE RETIREMENT SYSTEM PLAN			
Schedule of the Liquor Commission's Proportionate Share of the Net Pension Liability			
(dollars in thousands)	June 30,	June 30,	
	2016	2015	
Liquor's Proportion of the Net Pension Liability	0.51%	0.50%	
Liquor's Proportionate Share of the Net Pension Liability	\$20,141	\$18,641	
Liquor's Covered-Employee Payroll	\$14,340	\$13,559	
Liquor's Proportionate Share of the Net Pension Liability as a Percentage of its Covered-Employee Payroll	140.45%	137.48%	
NHRS Fiduciary Net Position as a Percentage of the Total Pension Liability	65.47%	66.32%	
<p>Note: The amounts presented were determined as of and for the period June 30, 2015 and June 30, 2014 <i>Schedule is intended to show 10 years. Additional years will be added as they become available.</i></p>			
Schedule of Liquor Commission Contributions			
(dollars in thousands)	June 30,		
	2016	2015	2014
Required Liquor Contribution	\$1,850	\$1,700	\$1,612
Actual Liquor Contributions	\$1,850	\$1,700	\$1,612
Excess/(Deficiency) of Liquor Contributions	-	-	-
Liquor's Covered-Employee Payroll	\$14,345	\$14,302	\$13,559
Liquor Contribution as a Percentage of its Covered-Employee Payroll	12.90%	11.89%	11.89%
<p><i>Schedule is intended to show 10 years. Additional years will be added as they become available.</i></p>			

See Accompanying Independent Auditor's Report

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STATISTICAL SECTION

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NEW HAMPSHIRE LIQUOR COMMISSION

STATEMENT OF NET POSITION AS OF JUNE 30, 2016

JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

(Expressed in thousands)

	June 30, 2016	June 30, 2015	Comparative Increase / (Decrease)	
			\$	%
ASSETS:				
CURRENT ASSETS				
Cash	\$ -	\$749	(\$749)	(100.00)
Receivables (Net of Allowances for Uncollectibles)	6,499	6,734	(235)	(3.49)
Due from Other State Agencies	-	1,051	(1,051)	(100.00)
Inventory	66,940	62,901	4,039	6.42
Total Current Assets	73,439	71,435	2,004	2.81
NONCURRENT ASSETS				
Land and Land Improvements	2,691	2,796	(105)	(3.77)
Buildings and Building Improvements	31,550	31,634	(84)	(0.26)
Construction in Progress	1,143	434	709	163.27
Leasehold Improvements	3,047	2,168	879	40.56
Software in Progress	911	-	911	-
Equipment	7,543	5,899	1,645	27.88
Less Allowance for Depreciation	(17,746)	(17,339)	(408)	2.35
Net Capital Assets	29,139	25,592	3,547	13.86
Total Noncurrent Assets	29,139	25,592	3,547	13.86
TOTAL ASSETS	102,578	97,027	5,551	5.72
Deferred Outflows of Resources	2,255	1,700	555	32.65
LIABILITIES:				
CURRENT LIABILITIES				
Accounts Payable	55,096	59,583	(4,487)	(7.53)
Accrued Payroll	2,016	1,813	203	11.19
Due to Other State Agencies	8,735	2,452	6,283	256.23
Due to Capital Fund	2,983	-	2,983	-
Unearned Revenue	2,293	2,295	(3)	(0.13)
Bonds Payable	1,056	1,056	-	-
Accrued Interest Payable	118	128	(10)	(7.91)
Compensated Absences Payable & Uninsured Claims	905	857	48	5.66
Other Liabilities	44	-	44	-
Total Current Liabilities	73,246	68,184	5,062	7.42
NONCURRENT LIABILITIES				
Bonds Payable	13,724	14,780	(1,056)	(7.14)
Compensated Absences Payable & Uninsured Claims	3,897	3,267	630	19.27
Net Pension Liability	20,141	18,641	1,500	8.05
Other Noncurrent Liabilities	309	320	(11)	(3.48)
Total Noncurrent Liabilities	38,071	37,008	1,063	2.87
TOTAL LIABILITIES	111,317	105,192	6,125	5.82
Deferred Inflow of Resources	1,245	2,721	(1,476)	(54.24)
NET POSITION				
Net Investments in Capital Assets	11,402	10,476	926	8.84
Unrestricted Net Position (Deficit)	(19,131)	(19,662)	531	(2.70)
Total Net Position (Deficit)	(\$7,729)	(\$9,186)	\$1,457	(15.87)

NEW HAMPSHIRE LIQUOR COMMISSION

COMMONSIZE COMPARATIVE INCOME STATEMENT

FISCAL YEAR ENDED JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

	July 01, 2015 through June 30, 2016	July 01, 2014 through June 30, 2015	Commonsize % % FY 16 FY 15		Comparative Increase / (Decrease) \$ %	
SALES						
Sales - Retail	\$503,172,346	\$476,157,408	75.59	75.45	\$27,014,938	5.67
Sales - On-Premise	68,669,184	64,269,180	10.32	10.18	4,400,004	6.85
Sales - Off-Premise	108,926,004	105,273,402	16.36	16.68	3,652,602	3.47
Sales & Accessories	1,584,847	1,192,876	0.24	0.19	391,971	32.86
Total Sales	682,352,381	646,892,866	102.50	102.51	35,459,515	5.48
Credit Card Fees, Etc.	(16,651,509)	(15,825,549)	(2.50)	(2.51)	825,960	5.22
Net Sales	665,700,872	631,067,317	100.00	100.00	34,633,556	5.49
COST OF SALES						
Stock in Trade - Liquor	467,572,255	442,657,524	70.24	70.14	24,914,731	5.63
Merchandise	1,056,035	817,775	0.16	0.13	238,261	29.14
Transportation of Things - Liquor	2,020,507	3,641	0.30	0.00	2,016,866	55,390.14
Shipping & Handling Fees	55,326	2,170,732	0.01	0.34	(2,115,406)	(97.45)
Total Cost of Sales	470,704,123	445,649,672	70.71	70.62	25,054,451	5.62
Gross Profit From Sales	194,996,749	185,417,645	29.29	29.38	9,579,104	5.17
OTHER REVENUES						
Beer Permits	345,700	350,116	0.05	0.06	(4,416)	(1.26)
Licenses - Liquor	3,271,708	3,349,396	0.49	0.53	(77,688)	(2.32)
Direct Shipping Permits	910,697	885,283	0.14	0.14	25,415	2.87
Sweepstakes Income	487,879	431,118	0.07	0.07	56,761	13.17
Liquor Rep Fees	22,088	23,375	0.00	0.00	(1,287)	(5.50)
Check & Administrative Fines	85,302	137,186	0.01	0.02	(51,884)	(37.82)
Warehouse Bailment	-	446	-	0.00	(446)	(100.00)
ATM Transaction Fees	14,126	16,541	0.00	0.00	(2,415)	(14.60)
Processing/Investigation Fees	53,988	52,015	0.01	0.01	1,973	3.79
Miscellaneous	49	60,029	0.00	0.01	(59,981)	(99.92)
Wine Tax	224,127	181,101	0.03	0.03	43,026	23.76
Grants	507,588	272,011	0.08	0.04	235,577	86.61
Total Other Revenues	5,923,252	5,758,617	0.89	0.91	164,635	2.86
Total Gross Profit	\$200,920,001	\$191,176,262	30.18	30.29	\$9,743,740	5.10

NEW HAMPSHIRE LIQUOR COMMISSION

COMMONSIZE COMPARATIVE INCOME STATEMENT

FISCAL YEAR ENDED JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

	July 01, 2015 through June 30, 2016	July 01, 2014 through June 30, 2015	Commonsize		Comparative	
			% FY 16	% FY 15	Increase / (Decrease) \$	%
OPERATING EXPENSES						
Total Operating Expenses	\$59,712,706	\$50,846,966	8.97	8.06	\$8,865,740	17.44
Net Profit from Liquor Operations	141,207,295	140,329,296	21.21	22.24	877,999	0.63
Beer Taxes	12,850,079	12,327,789	1.93	1.95	522,290	4.24
Gain on the Sale of Land	3,900,000	-	0.59	-	3,900,000	100.00
Interest Expense	(647,375)	(594,159)	(0.10)	(0.09)	(53,216)	(8.96)
Total Net Profit	157,309,999	152,062,925	23.63	24.10	5,247,074	3.45
Distributions (or Transfer) to State's General Fund	(152,700,938)	(150,820,707)	(22.94)	(23.90)	1,880,231	1.25
Alcohol Abuse Prevention & Treatment Fund (RSA 176:16 III)	(3,152,089)	-	(0.47)	-	(3,152,089)	100.00
Change in Net Position	1,456,972	1,242,218	0.22	0.20	214,754	17.29
Net Position July 1	(9,185,647)	(10,428,394)	(1.38)	(1.65)	1,242,747	(11.92)
Net Position (Deficit) June 30	(\$7,728,675)	(\$9,186,176)	(1.16)	(1.46)	\$1,457,502	15.87

NEW HAMPSHIRE LIQUOR COMMISSION

FIVE YEAR COMPARATIVE INCOME STATEMENT

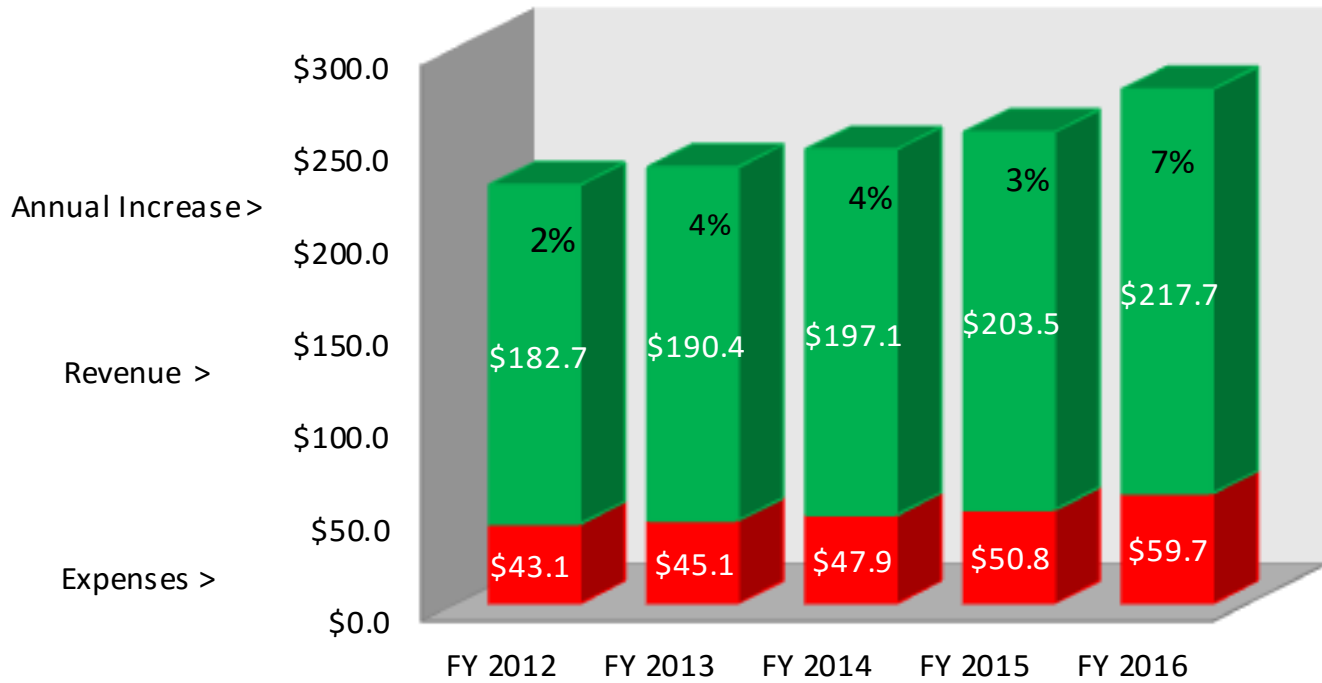
FY 2012 thru FY 2016 (unaudited)

(Expressed in thousands)

	FY 2016	FY 2015	FY 2014	FY 2013	FY 2012
<u>SALES</u>					
Sales - Retail	\$503,172	\$476,158	\$459,055	\$439,677	\$406,420
Sales - On-Premise	68,669	64,269	61,623	59,220	57,848
Sales - Off-Premise	108,926	105,273	105,208	104,633	100,406
Sales - Accessories	1,585	1,193	1,015	-	-
Total Sales	682,352	646,893	626,901	603,530	564,674
Less Discounts, CC fees, Etc	(16,651)	(15,825)	(15,744)	(14,801)	(11,216)
Net Sales	665,701	631,068	611,157	588,729	553,458
Cost of Goods Sold	470,704	445,650	433,787	418,380	390,581
Gross Profit from Sales	194,997	185,418	177,370	170,349	162,877
<u>OTHER REVENUES</u>					
Liquor and Wine Licenses	3,272	3,349	3,380	3,165	3,298
Liquor Rep Fees	22	23	20	19	12
Sweepstakes Income	488	431	422	499	476
Grants	508	272	446	359	254
Miscellaneous	1,633	1,682	2,733	3,290	2,857
Total Other Revenues	5,923	5,758	7,001	7,332	6,897
Total Gross Profit	200,920	191,176	184,371	177,681	169,774
<u>OPERATING EXPENSES</u>					
Total Operating Expenses	59,713	50,847	47,871	45,144	43,050
Net Profit Liquor Operations	141,207	140,329	136,500	132,537	126,724
Beer Taxes	12,850	12,328	12,656	12,689	12,885
Gain on the Sale of Land	3,900	-	-	-	-
Gain or (Loss) on Capital Assets	-	-	-	(5,176)	-
Capital Assets - Capital Funds	-	-	-	-	1,993
Interest Expense	(647)	(594)	(502)	(319)	-
TOTAL NET PROFIT	\$157,310	\$152,063	\$148,654	\$139,731	\$141,602

NEW HAMPSHIRE LIQUOR COMMISSION

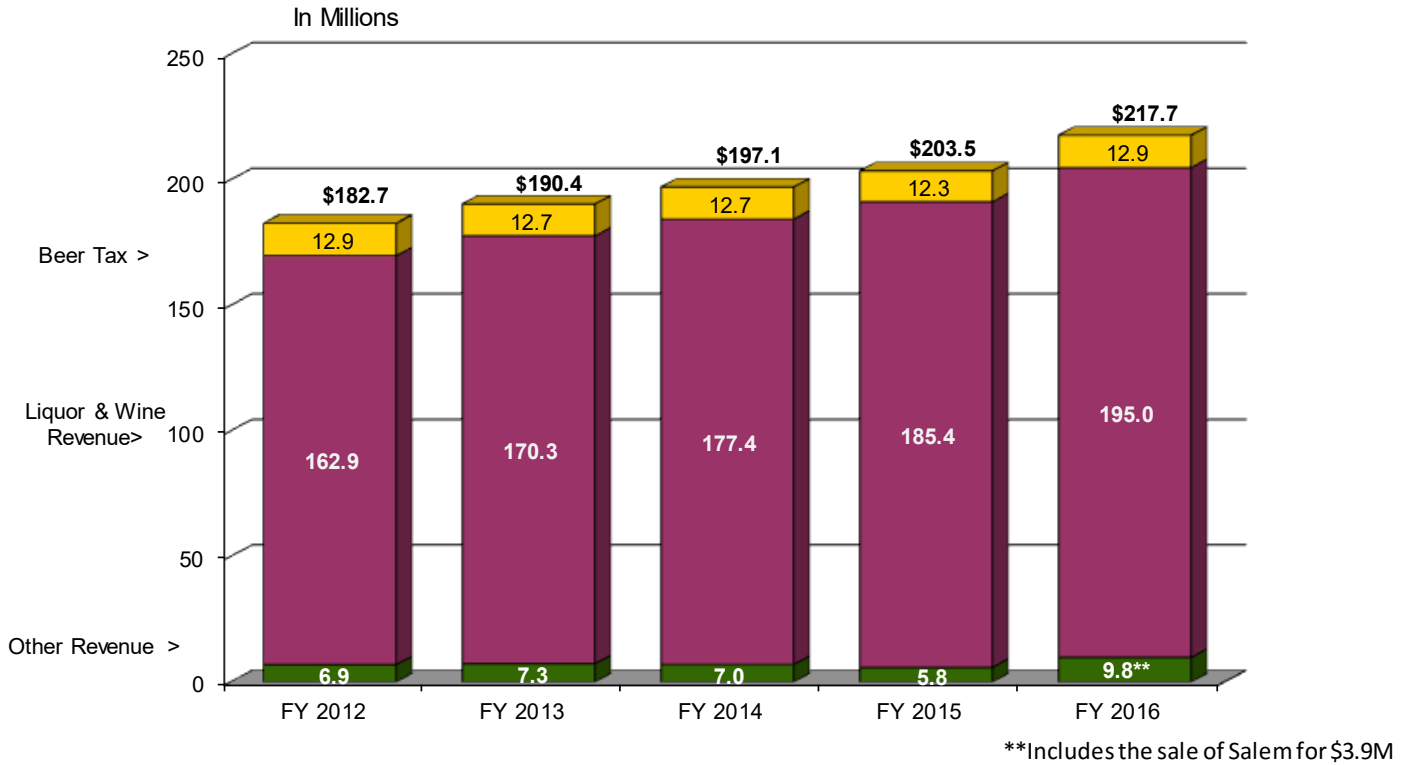
REVENUE AND EXPENSES FY 2012 TO FY 2016 (unaudited)



(Millions)	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
Revenues	\$182.7	\$190.4	\$197.1	\$203.5	\$217.7
Expenses	\$43.1	\$45.1	\$47.9	\$50.8	\$59.7

NEW HAMPSHIRE LIQUOR COMMISSION

REVENUE BREAKDOWN FY 2012 TO FY 2016 (unaudited)

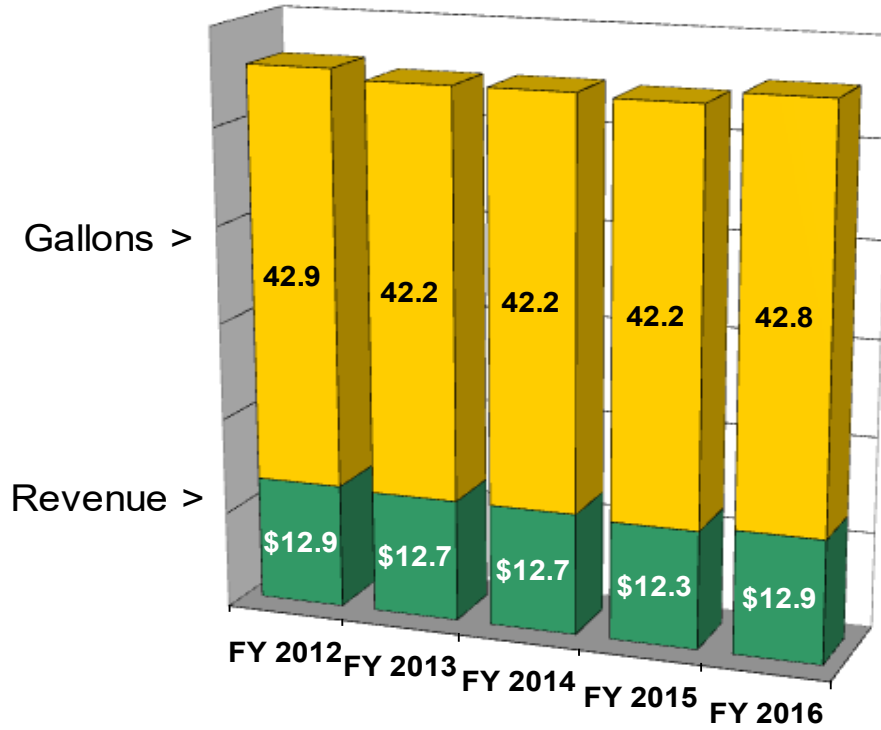


Revenues (millions)	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
Beer Tax	\$12.9	\$12.7	\$12.7	\$12.3	\$12.9
Liquor & Wine Revenue	\$162.9	\$170.3	\$177.4	\$185.4	\$195.0
Other Revenue	\$6.9	\$7.3	\$7.0	\$5.8	\$9.8
Total Revenue	\$182.7	\$190.4	\$197.1	\$203.5	\$217.7

NEW HAMPSHIRE LIQUOR COMMISSION

BEER REVENUE AND GALLONAGE FY 2012 TO FY 2016

(unaudited)



Beer Tax	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
Gallons	42.9	42.2	42.1	42.2	42.8
Revenue (millions)	\$12.9	\$12.7	\$12.7	\$12.3	\$12.9

NEW HAMPSHIRE LIQUOR COMMISSION

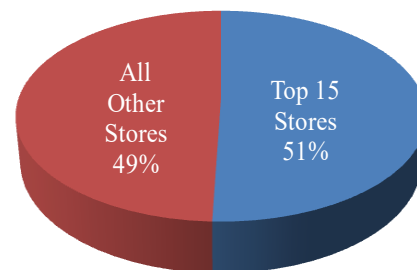
TOP 15 RETAIL STORE LOCATIONS (unaudited)

FISCAL YEAR ENDED JUNE 30, 2016

(expressed in millions)



<u>Rank</u>	<u>Location (Store #)</u>	<u>Sales in Millions</u>	<u>Cumulative</u>
1	HAMPTON-NORTH* (#76)	\$34.2	\$34.2
2	HAMPTON-SOUTH* (#73)	\$29.6	\$63.8
3	SALEM (#34)	\$25.8	\$89.6
4	PORTSMOUTH * (#38)	\$24.5	\$114.1
5	HOOKSETT-NORTH * (#66)	\$21.2	\$135.3
6	NASHUA (#50)	\$18.5	\$153.8
7	HOOKSETT-SOUTH * (#67)	\$17.5	\$171.3
8	NASHUA *(#69)	\$16.9	\$188.2
9	KEENE *(#15)	\$14.8	\$203.0
10	W. LEBANON (#60)	\$14.2	\$217.2
11	BEDFORD (#55)	\$13.6	\$230.8
12	PLAISTOW (#49)	\$11.0	\$241.8
13	MANCHESTER (#10)	\$10.3	\$252.1
14	NASHUA (#32)	\$9.8	\$261.9
15	MERRIMACK (#59)	\$9.5	\$271.4



**State-owned locations*

NEW HAMPSHIRE LIQUOR COMMISSION

Sales Summary by Type

FISCAL YEARS ENDED JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

SPIRITS	FY 2016				FY 2015				FY16 vs FY15			
	Sales \$	%	Bottles	%	Sales \$	%	Bottles	%	Sales \$	%	Bottles	%
Retail	339,210,197	88%	23,426,747	90%	315,452,639	88%	21,342,958	90%	23,757,558	8%	2,083,789	10%
On-Premise	42,968,219	11%	2,229,231	9%	39,454,390	11%	2,099,796	9%	3,513,830	9%	129,435	6%
Off-Premise	2,169,217	1%	233,676	1%	2,136,349	1%	213,389	1%	32,868	2%	20,287	10%
TOTAL	384,347,633	100%	25,889,654	100%	357,043,378	100%	23,656,143	100%	27,304,256	8%	2,233,511	9%
% of Business	57%		47%		56%		45%					
WINE												
Retail	160,671,406	55%	13,507,807	46%	156,679,743	55%	13,493,566	46%	3,991,663	3%	14,241	0%
On-Premise	25,045,351	9%	2,394,636	8%	24,060,126	8%	2,288,885	8%	985,225	4%	105,751	5%
Off-Premise	106,718,537	36%	13,615,264	46%	103,136,795	36%	13,378,410	46%	3,581,742	3%	236,854	2%
TOTAL	292,435,294	100%	29,517,707	100%	283,876,664	100%	29,160,861	100%	8,558,630	3%	356,846	1%
% of Business	43%		53%		44%		55%					
TOTAL												
Retail	499,881,603	74%	36,934,554	67%	472,132,382	74%	34,836,524	66%	27,749,221	6%	2,098,030	6%
On-Premise	68,013,571	10%	4,623,867	8%	63,514,516	10%	4,388,681	8%	4,499,055	7%	235,186	5%
Off-Premise	108,887,754	16%	13,848,940	25%	105,273,144	16%	13,591,799	26%	3,614,610	3%	257,141	2%
SUB-TOTAL	676,782,927	100%	55,407,361	100%	640,920,042	100%	52,817,004	100%	35,862,886	6%	2,590,357	5%
Accessories	1,584,459				1,192,768				391,691	33%		
TOTAL	678,367,386				642,112,810				36,254,576	6%		

Sales are after at register discounts.

NEW HAMPSHIRE LIQUOR COMMISSION

TOTAL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2016 and JUNE 30, 2015 (unaudited)

ST#	LOCATION	JUNE 30, 2016	JUNE 30, 2015	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 16	FY 15	FY 16	FY 15
1	CONCORD	\$7,790,746	\$7,860,614	(\$69,867)	(0.89)	1.15	1.22	23	19
2	W. CHESTERFIELD	6,775,969	6,940,672	(164,704)	(2.37)	1.00	1.08	26	25
3	MANCHESTER	410,842	435,363	(24,521)	(5.63)	0.06	0.07	78	78
4	HOOKSETT	3,345,875	3,270,927	74,947	2.29	0.49	0.51	51	50
5	BERLIN	1,477,036	1,406,003	71,033	5.05	0.22	0.22	74	73
6	PORTSMOUTH	7,493,503	8,069,612	(576,108)	(7.14)	1.10	1.26	24	17
7	LITTLETON	5,954,659	5,876,191	78,467	1.34	0.88	0.92	30	28
8	CLAREMONT	3,929,259	3,758,198	171,062	4.55	0.58	0.59	46	46
9	DOVER	6,239,061	6,077,155	161,905	2.66	0.92	0.95	28	27
10	MANCHESTER	10,251,194	8,067,418	2,183,776	27.07	1.51	1.26	13	18
11	LEBANON	6,086,630	5,634,716	451,914	8.02	0.90	0.88	29	29
12	CENTER HARBOR	3,482,360	3,389,100	93,261	2.75	0.51	0.53	50	49
13	SOMERSWORTH	2,619,815	2,443,222	176,594	7.23	0.39	0.38	58	58
14	ROCHESTER	5,625,400	5,376,214	249,186	4.63	0.83	0.84	33	33
15	KEENE	14,811,517	11,858,008	2,953,510	24.91	2.18	1.85	9	10
16	WOODSVILLE	2,106,392	1,985,114	121,278	6.11	0.31	0.31	65	65
17	FRANKLIN	2,290,494	2,255,729	34,765	1.54	0.34	0.35	63	62
18	COLEBROOK	1,580,107	1,581,026	(918)	(0.06)	0.23	0.25	72	71
19	PLYMOUTH	2,763,361	2,643,850	119,511	4.52	0.41	0.41	55	54
20	DERRY	3,875,031	4,508,417	(633,386)	(14.05)	0.57	0.70	47	39
21	PETERBOROUGH	5,297,016	4,817,162	479,853	9.96	0.78	0.75	36	37
22	BROOKLINE	4,177,454	4,439,132	(261,678)	(5.89)	0.62	0.69	41	40
23	CONWAY	8,644,369	8,455,578	188,791	2.23	1.27	1.32	19	16
24	NEWPORT	1,770,003	1,815,138	(45,135)	(2.49)	0.26	0.28	71	69
25	STRATHAM	6,876,380	7,328,926	(452,546)	(6.17)	1.01	1.14	25	22
26	GROVETON	581,346	567,600	13,746	2.42	0.09	0.09	77	77
27	NASHUA	7,815,206	5,346,829	2,468,377	46.17	1.15	0.83	22	34
28	SEABROOK-BCH	1,981,063	1,962,611	18,452	0.94	0.29	0.31	68	66
29	WHITEFIELD	755,757	753,960	1,797	0.24	0.11	0.12	76	76
30	MILFORD	4,281,236	3,927,662	353,574	9.00	0.63	0.61	40	43
31	MANCHESTER	3,978,745	3,670,938	307,808	8.38	0.59	0.57	45	48
32	NASHUA	9,843,214	8,958,444	884,769	9.88	1.45	1.40	14	15
33	MANCHESTER	8,776,515	7,429,216	1,347,299	18.14	1.29	1.16	18	21
34	SALEM	25,830,453	23,315,934	2,514,519	10.78	3.81	3.63	3	4
35	HILLSBORO	2,720,829	2,620,794	100,035	3.82	0.40	0.41	56	55
36	JAFFREY	2,086,836	2,521,049	(434,213)	(17.22)	0.31	0.39	66	57
37	LANCASTER	1,124,376	1,086,553	37,823	3.48	0.17	0.17	75	75
38	PORTSMOUTH	24,529,943	24,538,144	(8,201)	(0.03)	3.62	3.82	4	3
39	WOLFEBORO	3,817,841	3,735,405	82,435	2.21	0.56	0.58	48	47
40	WALPOLE	2,664,712	2,596,732	67,980	2.62	0.39	0.40	57	56
41	SEABROOK	8,955,143	9,081,663	(126,521)	(1.39)	1.32	1.41	17	14
42	MEREDITH	3,276,411	3,105,422	170,990	5.51	0.48	0.48	52	51
43	FARMINGTON	2,372,518	2,311,154	61,363	2.66	0.35	0.36	61	61
44	BRISTOL	2,365,589	1,903,598	461,991	24.27	0.35	0.30	62	67

NEW HAMPSHIRE LIQUOR COMMISSION

TOTAL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2016 and JUNE 30, 2015 (unaudited)

ST#	LOCATION	JUNE 30, 2016	JUNE 30, 2015	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 16	FY 15	FY 16	FY 15
45	PITTSFIELD	\$1,500,560	\$1,460,228	\$40,332	2.76	0.22	0.22	73	72
46	ASHLAND	1,893,635	2,040,893	(147,258)	(7.22)	0.28	0.30	69	64
47	LINCOLN	2,773,003	2,713,503	59,500	2.19	0.41	0.40	54	53
48	HINSDALE	6,518,223	6,293,726	224,497	3.57	0.96	0.93	27	26
49	PLAISTOW	10,952,603	11,485,219	(532,617)	(4.64)	1.61	1.69	12	11
50	NASHUA	18,505,531	18,321,152	184,379	1.01	2.73	2.70	6	6
51	PELHAM	4,631,853	4,818,087	(186,234)	(3.87)	0.68	0.71	38	36
52	GORHAM	1,990,855	1,879,713	111,142	5.91	0.29	0.28	67	68
53	HUDSON	4,643,810	7,044,989	(2,401,179)	(34.08)	0.68	1.04	37	24
54	GLEN	4,053,136	4,273,935	(220,800)	(5.17)	0.60	0.63	42	41
55	BEDFORD	13,559,475	10,110,394	3,449,081	34.11	2.00	1.49	11	12
56	GILFORD	5,677,390	5,566,340	111,051	2.00	0.84	0.82	31	30
57	OSSIPEE	2,518,429	2,431,693	86,736	3.57	0.37	0.36	59	59
58	GOFFSTOWN	4,389,995	3,902,170	487,825	12.50	0.65	0.58	39	45
59	MERRIMACK	9,516,187	7,478,275	2,037,912	27.25	1.40	1.10	15	20
60	W. LEBANON	14,157,006	13,663,362	493,644	3.61	2.09	2.01	10	9
61	N. LONDONDERRY	7,913,768	1,182,945	6,730,823	-	1.17	0.17	21	74
62	RAYMOND	3,686,217	4,093,851	(407,634)	(9.96)	0.54	0.60	49	42
63	WINCHESTER	2,435,995	2,191,128	244,868	11.18	0.36	0.32	60	63
64	NEW LONDON	5,541,813	5,193,344	348,470	6.71	0.82	0.77	34	35
65	CAMPTON	1,774,041	1,804,697	(30,656)	(1.70)	0.26	0.27	70	70
66	HOOKSETT-NO	21,158,741	19,784,834	1,373,907	6.94	3.12	2.92	5	5
67	HOOKSETT-SO	17,545,516	17,538,022	7,494	0.04	2.59	2.59	7	8
68	N. HAMPTON	9,008,612	9,700,982	(692,370)	(7.14)	1.33	1.43	16	13
69	NASHUA	16,857,370	18,013,071	(1,155,702)	(6.42)	2.48	2.66	8	7
70	SWANZEY	2,273,107	2,411,040	(137,933)	(5.72)	0.34	0.36	64	60
71	LEE	5,303,013	5,403,466	(100,453)	(1.86)	0.78	0.80	35	32
72	CONCORD	5,661,943	5,515,086	146,858	2.66	0.83	0.81	32	31
73	HAMPTON-SO	29,603,552	29,354,207	249,344	0.85	4.36	4.33	2	2
74	LONDONDERRY	7,979,569	7,319,505	660,065	9.02	1.18	1.08	20	23
75	BELMONT	4,022,985	3,919,421	103,565	2.64	0.59	0.58	43	44
76	HAMPTON-NO	34,167,063	33,468,325	698,738	2.09	5.04	4.93	1	1
77	RINDGE	4,003,691	4,513,542	(509,851)	(11.30)	0.59	0.67	44	38
78	HAMPSTEAD	3,103,542	3,025,460	78,082	2.58	0.46	0.45	53	52
79	EPPING	3,630,043	-	3,630,043	-	0.54	-		
	TOTAL STORES	\$536,384,478	\$507,643,796	\$28,740,682	5.66	79.07	79.06		
900	WHSE-CONCORD	14,709	7,020	7,689	109.53	-	-		
903	WHSE-BOW	141,949,989	134,447,328	7,502,661	5.58	20.93	19.82		
908	ON-LINE SALES	18,210	14,666	3,544	24.16	-	-		
	TOTAL WHSES	\$141,982,908	\$134,469,014	\$7,513,894	5.59	20.93	20.94		
	GRAND TOTAL	\$678,367,386	\$642,112,810	\$36,254,576	5.65	100.00	100.00		

NEW HAMPSHIRE LIQUOR COMMISSION

TOTAL SALES BY TYPE

FISCAL YEARS ENDED JUNE 30, 2016 (unaudited)

ST#	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	ACCESSORIES	DISCOUNTS	TOTAL
1	CONCORD	\$7,084,929	\$723,901	\$22,922	\$21,391	\$62,398	\$7,790,746
2	CHESTERFIELD	6,773,275	25,886	4,083	16,567	43,843	6,775,969
3	MANCHESTER	410,193	498	-	434	283	410,842
4	HOOKSETT	2,967,194	349,036	41,414	8,015	19,784	3,345,875
5	BERLIN	1,293,809	150,991	32,304	5,115	5,184	1,477,036
6	PORTSMOUTH	4,925,697	2,619,954	25,570	15,439	93,157	7,493,503
7	LITTLETON	5,315,053	594,019	83,876	16,541	54,830	5,954,659
8	CLAREMONT	3,670,757	251,719	17,324	8,486	19,028	3,929,259
9	DOVER	5,237,165	1,017,756	5,764	15,523	37,147	6,239,061
10	MANCHESTER	8,669,237	1,572,653	38,120	20,445	49,261	10,251,194
11	LEBANON	5,810,281	316,918	9,047	16,818	66,434	6,086,630
12	CENTER HARBOR	3,237,202	268,469	-	9,932	33,243	3,482,360
13	SOMERS WORTH	2,396,476	221,429	3,931	4,657	6,677	2,619,815
14	ROCHESTER	5,016,134	607,244	12,282	11,421	21,680	5,625,400
15	KEENE	13,570,142	1,288,299	59,693	24,387	131,004	14,811,517
16	WOODSVILLE	2,045,020	51,484	10,053	5,976	6,140	2,106,392
17	FRANKLIN	1,990,627	281,553	21,922	4,503	8,111	2,290,494
18	COLEBROOK	1,190,682	217,173	177,624	4,206	9,578	1,580,107
19	PLYMOUTH	2,471,764	282,895	21,543	2,812	15,652	2,763,361
20	DERRY	3,592,615	292,025	3,252	10,129	22,991	3,875,031
21	PETERBOROUGH	4,987,734	302,483	50,692	10,868	54,763	5,297,016
22	BROOKLINE	4,169,859	20,122	-	8,463	20,990	4,177,454
23	CONWAY	7,596,333	986,621	105,720	21,858	66,163	8,644,369
24	NEWPORT	1,575,706	173,986	20,752	7,422	7,862	1,770,003
25	STRATHAM	6,336,782	527,116	43,847	19,376	50,741	6,876,380
26	GROVETON	562,750	8,045	10,079	2,193	1,721	581,346
27	NASHUA	7,472,912	342,774	14,530	7,311	22,320	7,815,206
28	SEABROOK-BCH	1,901,774	80,465	453	6,068	7,697	1,981,063
29	WHITEFIELD	669,835	49,608	35,844	3,161	2,690	755,757
30	MILFORD	3,742,621	547,072	2,924	14,307	25,689	4,281,236
31	MANCHESTER	3,472,698	462,276	51,644	7,148	15,020	3,978,745
32	NASHUA	9,445,201	450,845	1,912	15,110	69,854	9,843,214
33	MANCHESTER	7,495,959	1,320,564	25,203	17,426	82,638	8,776,515
34	SALEM	25,236,762	718,090	31,749	101,521	257,668	25,830,453
35	HILLSBORO	2,412,265	286,396	31,726	7,907	17,465	2,720,829
36	JAFFREY	1,904,360	198,706	1,252	2,463	19,945	2,086,836
37	LANCASTER	1,052,145	63,060	11,081	3,048	4,958	1,124,376
38	PORTSMOUTH	24,270,230	401,740	15,508	71,277	228,812	24,529,943
39	WOLFEBORO	3,525,723	323,078	1,322	5,757	38,040	3,817,841
40	WALPOLE	2,577,866	88,325	8,999	4,376	14,853	2,664,712
41	SEABROOK	8,516,547	463,942	22,011	20,582	67,939	8,955,143
42	MEREDITH	3,020,556	261,157	19,622	9,388	34,311	3,276,411
43	FARMINGTON	2,283,610	72,914	15,725	6,175	5,906	2,372,518
44	BRISTOL	2,155,300	201,490	16,599	11,124	18,925	2,365,589

NEW HAMPSHIRE LIQUOR COMMISSION

TOTAL SALES BY TYPE

FISCAL YEARS ENDED JUNE 30, 2016 (unaudited)

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	ACCESSORIES	DISCOUNTS	TOTAL
45	PITTSFIELD	\$1,433,334	\$44,497	\$20,368	\$5,396	\$3,034	\$1,500,560
46	ASHLAND	1,648,175	254,995	899	4,780	15,214	1,893,635
47	LINCOLN	2,144,165	615,075	29,904	8,337	24,478	2,773,003
48	HINSDALE	6,529,435	7,490	12,373	9,512	40,587	6,518,223
49	PLAISTOW	10,572,849	410,324	26,097	20,924	77,591	10,952,603
50	NASHUA	18,239,798	333,643	4,719	37,244	109,873	18,505,531
51	PELHAM	4,536,968	96,744	14,119	8,757	24,735	4,631,853
52	GORHAM	1,853,618	138,020	4,048	5,759	10,589	1,990,855
53	HUDSON	4,519,980	132,530	1,497	6,844	17,041	4,643,810
54	GLEN	3,278,579	789,001	19,434	11,365	45,243	4,053,136
55	BEDFORD	12,711,714	904,799	28,513	31,053	116,605	13,559,475
56	GILFORD	4,481,954	1,225,158	12,790	16,845	59,357	5,677,390
57	OSSIPEE	2,212,470	257,760	54,246	4,927	10,974	2,518,429
58	GOFFSTOWN	3,972,280	418,315	8,481	9,309	18,390	4,389,995
59	MERRIMACK	9,211,675	322,046	14,427	17,342	49,303	9,516,187
60	W. LEBANON	13,488,346	649,285	118,503	27,642	126,771	14,157,006
61	N. LONDONDERRY	7,696,079	250,048	1,672	19,874	53,905	7,913,768
62	RAYMOND	3,250,193	390,663	46,919	12,966	14,524	3,686,217
63	WINCHESTER	2,410,510	40,634	-	3,414	18,562	2,435,995
64	NEW LONDON	5,018,068	526,623	50,985	10,116	63,979	5,541,813
65	CAMPTON	1,460,963	312,545	10,307	4,184	13,957	1,774,041
66	HOOKSETT-NO	20,936,665	144,213	20,926	191,000	134,063	21,158,741
67	HOOKSETT-SO	17,434,059	117,660	6,098	114,164	126,466	17,545,516
68	N. HAMPTON	7,274,411	1,810,963	13,351	15,396	105,509	9,008,612
69	NASHUA	15,443,680	1,502,638	57,758	46,066	192,772	16,857,370
70	SWANZEY	2,076,565	168,649	31,901	5,847	9,855	2,273,107
71	LEE	5,002,964	308,866	4,762	12,845	26,424	5,303,013
72	CONCORD	5,174,430	473,167	27,653	13,620	26,926	5,661,943
73	HAMPTON-SO	29,701,334	42,696	3,936	81,746	226,159	29,603,552
74	LONDONDERRY	7,455,451	543,638	10,005	19,145	48,669	7,979,569
75	BELMONT	3,447,008	574,601	9,830	10,364	18,818	4,022,985
76	HAMPTON-NO	34,183,861	67,823	6,417	148,085	239,122	34,167,063
77	RINDGE	3,876,035	65,626	64,654	11,186	13,811	4,003,691
78	HAMPS TEAD	2,926,164	178,633	601	9,236	11,092	3,103,542
79	EPPING	3,489,502	162,458	2,851	22,433	47,202	3,630,043
	TOTAL STORES	\$503,147,063	\$33,766,600	\$1,870,962	\$1,584,847	\$3,984,995	\$536,384,478
	% OF TYPE	99.99	49.17	1.72	100.00	100.00	79.07
	% OF LOCATION	93.80	6.30	0.35	0.30	0.74	100.00
900	WHSE-CONCORD	7,072	(583)	8,220	-	-	14,709
903	WHSE-BOW	-	34,903,167	107,046,822	-	-	141,949,989
908	ON-LINE SALES	18,210	-	-	-	-	18,210
	TOTAL WHSES	\$25,282	\$34,902,584	\$107,055,042	-	-	\$141,982,908
	% OF TYPE	0.01	50.83	98.28	-	-	20.93
	% OF LOCATION	0.02	24.58	75.40	-	-	100.00
	GRAND TOTAL	\$503,172,346	\$68,669,184	\$108,926,004	\$1,584,847	\$3,984,995	\$678,367,386
	% OF TOTAL	74.17	10.12	16.06	0.23	0.59	100.00

NEW HAMPSHIRE LIQUOR COMMISSION

RETAIL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

ST #	LOCATION	JUNE 30, 2016	JUNE 30, 2015	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 16	FY 15	FY 16	FY 15
1	CONCORD	\$7,084,929	\$7,115,555	(\$30,625)	(0.43)	1.41	1.49	23	18
2	CHESTERFIELD	6,773,275	6,952,191	(178,916)	(2.57)	1.35	1.46	24	20
3	MANCHESTER	410,193	434,659	(24,465)	(5.63)	0.08	0.09	78	78
4	HOOKSETT	2,967,194	2,943,172	24,022	0.82	0.59	0.62	52	50
5	BERLIN	1,293,809	1,235,560	58,250	4.71	0.26	0.26	73	72
6	PORTSMOUTH	4,925,697	5,459,834	(534,136)	(9.78)	0.98	1.15	35	26
7	LITTLETON	5,315,053	5,232,316	82,737	1.58	1.06	1.10	28	28
8	CLAREMONT	3,670,757	3,475,066	195,691	5.63	0.73	0.73	43	43
9	DOVER	5,237,165	5,198,026	39,139	0.75	1.04	1.09	29	29
10	MANCHESTER	8,669,237	6,602,020	2,067,217	31.31	1.72	1.39	15	23
11	LEBANON	5,810,281	5,385,657	424,624	7.88	1.15	1.13	27	27
12	CENTER HARBOR	3,237,202	3,204,251	32,950	1.03	0.64	0.67	50	49
13	SOMERSWORTH	2,396,476	2,276,938	119,537	5.25	0.48	0.48	58	57
14	ROCHESTER	5,016,134	4,791,191	224,943	4.69	1.00	1.01	32	33
15	KEENE	13,570,142	10,718,020	2,852,122	26.61	2.70	2.25	9	11
16	WOODSVILLE	2,045,020	1,913,857	131,162	6.85	0.41	0.40	64	64
17	FRANKLIN	1,990,627	1,943,076	47,551	2.45	0.40	0.41	65	63
18	COLEBROOK	1,190,682	1,192,618	(1,936)	(0.16)	0.24	0.25	74	73
19	PLYMOUTH	2,471,764	2,368,417	103,347	4.36	0.49	0.50	55	54
20	DERRY	3,592,615	4,198,839	(606,224)	(14.44)	0.71	0.88	44	40
21	PETERBOROUGH	4,987,734	4,518,438	469,296	10.39	0.99	0.95	34	36
22	BROOKLINE	4,169,859	4,469,811	(299,953)	(6.71)	0.83	0.94	39	37
23	CONWAY	7,596,333	7,457,835	138,499	1.86	1.51	1.57	18	16
24	NEWPORT	1,575,706	1,586,721	(11,015)	(0.69)	0.31	0.33	70	69
25	STRATHAM	6,336,782	6,703,585	(366,803)	(5.47)	1.26	1.41	26	22
26	GROVETON	562,750	547,889	14,861	2.71	0.11	0.12	77	77
27	NASHUA	7,472,912	5,051,303	2,421,609	47.94	1.49	1.06	20	32
28	SEABROOK-BCH	1,901,774	1,909,327	(7,553)	(0.40)	0.38	0.40	67	65
29	WHITEFIELD	669,835	652,668	17,167	2.63	0.13	0.14	76	76
30	MILFORD	3,742,621	3,435,487	307,134	8.94	0.74	0.72	42	45
31	MANCHESTER	3,472,698	3,221,079	251,618	7.81	0.69	0.68	46	48
32	NASHUA	9,445,201	8,644,872	800,329	9.26	1.88	1.82	13	14
33	MANCHESTER	7,495,959	6,105,090	1,390,869	22.78	1.49	1.28	19	25
34	SALEM	25,236,762	22,813,788	2,422,975	10.62	5.02	4.79	3	4
35	HILLSBORO	2,412,265	2,325,286	86,979	3.74	0.48	0.49	56	56
36	JAFFREY	1,904,360	2,349,381	(445,021)	(18.94)	0.38	0.49	66	55
37	LANCASTER	1,052,145	1,014,281	37,864	3.73	0.21	0.21	75	75
38	PORTSMOUTH	24,270,230	24,351,951	(81,721)	(0.34)	4.82	5.11	4	3
39	WOLFEBORO	3,525,723	3,429,042	96,680	2.82	0.70	0.72	45	46
40	WALPOLE	2,577,866	2,534,523	43,344	1.71	0.51	0.53	54	53
41	SEABROOK	8,516,547	8,737,390	(220,843)	(2.53)	1.69	1.83	16	13
42	MEREDITH	3,020,556	2,888,847	131,708	4.56	0.60	0.61	51	52
43	FARMINGTON	2,283,610	2,196,674	86,937	3.96	0.45	0.46	59	58
44	BRISTOL	2,155,300	1,745,638	409,662	23.47	0.43	0.37	61	66

NEW HAMPSHIRE LIQUOR COMMISSION

RETAIL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

ST #	LOCATION	JUNE 30, 2016	JUNE 30, 2015	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 16	FY 15	FY 16	FY 15
45	PITTSFIELD	\$1,433,334	\$1,387,773	\$45,561	3.28	0.28	0.29	72	71
46	ASHLAND	1,648,175	1,700,360	(52,185)	(3.07)	0.33	0.36	69	68
47	LINCOLN	2,144,165	2,128,343	15,822	0.74	0.43	0.45	62	60
48	HINSDALE	6,529,435	6,305,316	224,119	3.55	1.30	1.32	25	24
49	PLAISTOW	10,572,849	11,063,151	(490,301)	(4.43)	2.10	2.32	12	10
50	NASHUA	18,239,798	18,072,407	167,391	0.93	3.62	3.80	6	6
51	PELHAM	4,536,968	4,719,339	(182,371)	(3.86)	0.90	0.99	36	34
52	GORHAM	1,853,618	1,713,911	139,707	8.15	0.37	0.36	68	67
53	HUDSON	4,519,980	6,993,489	(2,473,508)	(35.37)	0.90	1.47	37	19
54	GLEN	3,278,579	3,435,507	(156,928)	(4.57)	0.65	0.72	48	44
55	BEDFORD	12,711,714	9,257,279	3,454,435	37.32	2.53	1.94	11	12
56	GILFORD	4,481,954	4,411,658	70,296	1.59	0.89	0.93	38	38
57	OSSIPEE	2,212,470	2,124,540	87,930	4.14	0.44	0.45	60	61
58	GOFFSTOWN	3,972,280	3,581,657	390,623	10.91	0.79	0.75	40	42
59	MERRIMACK	9,211,675	7,162,650	2,049,024	28.61	1.83	1.50	14	17
60	W. LEBANON	13,488,346	12,938,023	550,323	4.25	2.68	2.72	10	9
61	N. LONDONDERRY	7,696,079	1,161,957	6,534,122		1.53	0.24	17	74
62	RAYMOND	3,250,193	3,676,313	(426,120)	(11.59)	0.65	0.77	49	41
63	WINCHESTER	2,410,510	2,170,831	239,679	11.04	0.48	0.46	57	59
64	NEW LONDON	5,018,068	4,655,766	362,303	7.78	1.00	0.98	31	35
65	CAMPTON	1,460,963	1,466,101	(5,138)	(0.35)	0.29	0.31	71	70
66	HOOKSETT-NO	20,936,665	19,703,594	1,233,070	6.26	4.16	4.14	5	5
67	HOOKSETT-SO	17,434,059	17,533,723	(99,663)	(0.57)	3.46	3.68	7	7
68	N. HAMPTON	7,274,411	8,257,926	(983,516)	(11.91)	1.45	1.73	22	15
69	NASHUA	15,443,680	16,501,256	(1,057,576)	(6.41)	3.07	3.47	8	8
70	SWANZEY	2,076,565	2,061,008	15,557	0.75	0.41	0.43	63	62
71	LEE	5,002,964	5,082,914	(79,950)	(1.57)	0.99	1.07	33	30
72	CONCORD	5,174,430	5,061,840	112,590	2.22	1.03	1.06	30	31
73	HAMPTON-SO	29,701,334	29,500,613	200,721	0.68	5.90	6.20	2	2
74	LONDONDERRY	7,455,451	6,740,290	715,162	10.61	1.48	1.42	21	21
75	BELMONT	3,447,008	3,342,533	104,475	3.13	0.69	0.70	47	47
76	HAMPTON-NO	34,183,861	33,599,577	584,284	1.74	6.79	7.06	1	1
77	RINDGE	3,876,035	4,397,979	(521,944)	(11.87)	0.77	0.92	41	39
78	HAMPSTEAD	2,926,164	2,897,346	28,818	0.99	0.58	0.61	53	51
79	EPPING	3,489,502	-	3,489,502	-	0.69	-		
	TOTAL STORES	\$503,147,063	\$476,139,140	\$27,007,924	5.67	100.00	100.00		
900	WHSE-CONCORD	7,072	\$3,602	3,471	96.35	-	-		
903	WHSE-BOW	-	-	-	-	-	-		
908	ON-LINE SALES	18,210	14,666	3,544	24.16	-	-		
	TOTAL WHSES	\$25,282	\$18,268	\$7,014	38.40	-	-		
	GRAND TOTAL	\$503,172,346	\$476,157,408	\$27,014,938	5.67	100.00	100.00		

NEW HAMPSHIRE LIQUOR COMMISSION

ON-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

ST#	LOCATION	JUNE30, 2016	JUNE 30, 2015	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 16	FY 15	FY 16	FY 15
1	CONCORD	\$723,901	\$780,149	(\$56,248)	(7.21)	1.05	1.21	12	12
2	CHESTERFIELD	25,886	26,898	(1,011)	(3.76)	0.04	0.04	74	73
3	MANCHESTER	498	662	(164)	(24.75)	0.00	0.00	78	78
4	HOOKSETT	349,036	303,496	45,540	15.01	0.51	0.47	31	39
5	BERLIN	150,991	146,328	4,663	3.19	0.22	0.23	57	56
6	PORTSMOUTH	2,619,954	2,689,424	(69,470)	(2.58)	3.82	4.18	1	1
7	LITTLETON	594,019	622,385	(28,366)	(4.56)	0.87	0.97	17	15
8	CLAREMONT	251,719	271,212	(19,492)	(7.19)	0.37	0.42	48	45
9	DOVER	1,017,756	901,502	116,254	12.90	1.48	1.40	8	10
10	MANCHESTER	1,572,653	1,449,733	122,919	8.48	2.29	2.26	3	4
11	LEBANON	316,918	278,635	38,283	13.74	0.46	0.43	36	43
12	CENTER HARBOR	268,469	225,873	42,596	18.86	0.39	0.35	44	49
13	SOMERSWORTH	221,429	165,711	55,718	33.62	0.32	0.26	50	53
14	ROCHESTER	607,244	580,160	27,083	4.67	0.88	0.90	16	18
15	KEENE	1,288,299	1,172,603	115,696	9.87	1.88	1.82	6	7
16	WOODSVILLE	51,484	60,910	(9,426)	(15.48)	0.07	0.09	69	68
17	FRANKLIN	281,553	290,599	(9,046)	(3.11)	0.41	0.45	43	42
18	COLEBROOK	217,173	212,855	4,319	2.03	0.32	0.33	51	50
19	PLYMOUTH	282,895	270,279	12,616	4.67	0.41	0.42	42	46
20	DERRY	292,025	317,676	(25,651)	(8.07)	0.43	0.49	40	38
21	PETERBOROUGH	302,483	291,169	11,315	3.89	0.44	0.45	39	41
22	BROOKLINE	20,122	21,269	(1,147)	(5.39)	0.03	0.03	75	75
23	CONWAY	986,621	945,390	41,232	4.36	1.44	1.47	9	8
24	NEWPORT	173,986	209,744	(35,759)	(17.05)	0.25	0.33	55	51
25	STRATHAM	527,116	607,261	(80,145)	(13.20)	0.77	0.94	21	16
26	GROVETON	8,045	7,222	823	11.39	0.01	0.01	76	76
27	NASHUA	342,774	294,848	47,926	16.25	0.50	0.46	32	40
28	SEABROOK-BCH	80,465	57,327	23,137	40.36	0.12	0.09	64	70
29	WHITEFIELD	49,608	60,821	(11,213)	(18.44)	0.07	0.09	70	69
30	MILFORD	547,072	510,408	36,664	7.18	0.80	0.79	19	22
31	MANCHESTER	462,276	415,138	47,138	11.35	0.67	0.65	25	25
32	NASHUA	450,845	383,164	67,681	17.66	0.66	0.60	26	28
33	MANCHESTER	1,320,564	1,375,700	(55,136)	(4.01)	1.92	2.14	5	5
34	SALEM	718,090	650,542	67,548	10.38	1.05	1.01	13	14
35	HILLSBORO	286,396	277,750	8,646	3.11	0.42	0.43	41	44
36	JAFFREY	198,706	190,529	8,177	4.29	0.29	0.30	53	52
37	LANCASTER	63,060	62,506	554	0.89	0.09	0.10	68	66
38	PORTSMOUTH	401,740	388,278	13,462	3.47	0.59	0.60	29	26
39	WOLFEBORO	323,078	338,451	(15,372)	(4.54)	0.47	0.53	34	33
40	WALPOLE	88,325	62,856	25,469	40.52	0.13	0.10	63	65
41	SEABROOK	463,942	386,833	77,109	19.93	0.68	0.60	24	27
42	MEREDITH	261,157	229,769	31,387	13.66	0.38	0.36	45	48
43	FARMINGTON	72,914	96,157	(23,244)	(24.17)	0.11	0.15	65	61
44	BRISTOL	201,490	153,766	47,724	31.04	0.29	0.24	52	55

NEW HAMPSHIRE LIQUOR COMMISSION

ON-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

ST#	LOCATION	JUNE 30, 2016	JUNE 30, 2015	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 16	FY 15	FY 16	FY 15
45	PITTSFIELD	\$44,497	\$44,161	\$336	0.76	0.06	0.07	71	71
46	ASHLAND	254,995	359,296	(104,300.29)	(29.03)	0.37	0.56	47	30
47	LINCOLN	615,075	572,529	42,545.52	7.43	0.90	0.89	15	19
48	HINSDALE	7,490	5,151	2,338.74	45.40	0.01	0.01	77	77
49	PLAISTOW	410,324	459,810	(49,486.11)	(10.76)	0.60	0.72	28	23
50	NASHUA	333,643	348,310	(14,666.80)	(4.21)	0.49	0.54	33	31
51	PELHAM	96,744	118,213	(21,469.56)	(18.16)	0.14	0.18	62	59
52	GORHAM	138,020	159,674	(21,654.02)	(13.56)	0.20	0.25	59	54
53	HUDSON	132,530	111,804	20,726.30	18.54	0.19	0.17	60	60
54	GLEN	789,001	855,066	(66,064.76)	(7.73)	1.15	1.33	11	11
55	BEDFORD	904,799	936,296	(31,497.15)	(3.36)	1.32	1.46	10	9
56	GILFORD	1,225,158	1,191,496	33,662.84	2.83	1.78	1.85	7	6
57	OSSIPEE	257,760	244,442	13,317.24	5.45	0.38	0.38	46	47
58	GOFFSTOWN	418,315	326,495	91,820.87	28.12	0.61	0.51	27	37
59	MERRIMACK	322,046	330,625	(8,578.95)	(2.59)	0.47	0.51	35	35
60	W. LEBANON	649,285	745,477	(96,191.26)	(12.90)	0.95	1.16	14	13
61	N. LONDONDERRY	250,048	34,219	215,829.56	-	0.36	0.05	49	72
62	RAYMOND	390,663	370,299	20,364.06	5.50	0.57	0.58	30	29
63	WINCHESTER	40,634	25,917	14,716.12	56.78	0.06	0.04	73	74
64	NEW LONDON	526,623	567,887	(41,264.58)	(7.27)	0.77	0.88	22	20
65	CAMPTON	312,545	341,086	(28,540.92)	(8.37)	0.46	0.53	37	32
66	HOOKSETT-NO	144,213	121,218	22,995.58	18.97	0.21	0.19	58	58
67	HOOKSETT-SO	117,660	91,111	26,549.45	29.14	0.17	0.14	61	62
68	N. HAMPTON	1,810,963	1,528,037	282,926.51	18.52	2.64	2.38	2	3
69	NASHUA	1,502,638	1,714,340	(211,702.14)	(12.35)	2.19	2.67	4	2
70	SWANZEY	168,649	328,211	(159,561.27)	(48.62)	0.25	0.51	56	36
71	LEE	308,866	332,454	(23,587.88)	(7.10)	0.45	0.52	38	34
72	CONCORD	473,167	440,637	32,529.97	7.38	0.69	0.69	23	24
73	HAMPTON-SO	42,696	80,188	(37,492.47)	(46.76)	0.06	0.12	72	64
74	LONDONDERRY	543,638	597,866	(54,228.59)	(9.07)	0.79	0.93	20	17
75	BELMONT	574,601	561,254	13,346.65	2.38	0.84	0.87	18	21
76	HAMPTON-NO	67,823	61,123	6,700.21	10.96	0.10	0.10	66	67
77	RINDGE	65,626	81,393	(15,766.91)	(19.37)	0.10	0.13	67	63
78	HAMPSTEAD	178,633	132,288	46,345.21	35.03	0.26	0.21	54	57
79	EPPING	162,458	-	162,457.52	-	0.24	-	-	-
	TOTAL STORES	\$33,766,600	\$33,002,355	\$764,245	2.32	49.17	51.35		
900	WHSE-CONCORD	(583)	-	-	-	-	-		
903	WHSE-BOW	34,903,167	31,266,824	\$3,636,343	11.63	50.83	48.65		
908	ON-LINE SALES	-	-	-	-	-	-		
	TOTAL WHSES	\$34,902,584	\$31,266,824	\$3,636,343	11.63	50.83	48.65		
	GRAND TOTAL	\$68,669,184	\$64,269,179	\$4,400,588	6.85	100.00	100.00		

NEW HAMPSHIRE LIQUOR COMMISSION

OFF-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

ST#	LOCATION	JUNE 30, 2016	JUNE 30, 2015	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 16	FY 15	FY 16	FY 15
1	CONCORD	\$22,922	\$21,379	\$1,543	7.22	0.02	0.02	27	36
2	CHESTERFIELD	4,083	3,570	513	14.36	0.00	0.00	61	67
3	MANCHESTER	-	-	-	-	-	-	75	75
4	HOOKSETT	41,414	38,013	3,401	8.95	0.04	0.04	14	17
5	BERLIN	32,304	25,751	6,554	25.45	0.03	0.02	17	31
6	PORTSMOUTH	25,570	25,923	(353)	(1.36)	0.02	0.02	25	30
7	LITTLETON	83,876	69,694	14,182	20.35	0.08	0.07	4	6
8	CLAREMONT	17,324	25,271	(7,947)	(31.45)	0.02	0.02	36	33
9	DOVER	5,764	8,580	(2,816)	(32.82)	0.01	0.01	58	59
10	MANCHESTER	38,120	41,945	(3,825)	(9.12)	0.03	0.04	15	15
11	LEBANON	9,047	25,492	(16,445)	(64.51)	0.01	0.02	53	32
12	CENTER HARBOR	-	45	(45)	100.00	-	0.00	75	74
13	SOMERSWORTH	3,931	3,073	857	27.90	0.00	0.00	64	69
14	ROCHESTER	12,282	16,647	(4,365)	(26.22)	0.01	0.02	46	42
15	KEENE	59,693	72,394	(12,701)	(17.54)	0.05	0.07	6	4
16	WOODSVILLE	10,053	12,973	(2,920)	(22.51)	0.01	0.01	50	48
17	FRANKLIN	21,922	26,580	(4,657)	(17.52)	0.02	0.03	29	29
18	COLEBROOK	177,624	182,478	(4,854)	(2.66)	0.16	0.17	1	1
19	PLYMOUTH	21,543	16,117	5,426	33.67	0.02	0.02	30	43
20	DERRY	3,252	10,055	(6,803)	(67.66)	0.00	0.01	65	57
21	PETERBOROUGH	50,692	62,110	(11,418)	(18.38)	0.05	0.06	11	8
22	BROOKLINE	-	2,925	(2,925)	(100.00)	-	0.00	75	70
23	CONWAY	105,720	102,867	2,853	2.77	0.10	0.10	3	3
24	NEWPORT	20,752	24,287	(3,535)	(14.56)	0.02	0.02	32	34
25	STRATHAM	43,847	68,269	(24,423)	(35.77)	0.04	0.06	13	7
26	GROVETON	10,079	13,609	(3,531)	(25.94)	0.01	0.01	49	46
27	NASHUA	14,530	19,874	(5,344)	(26.89)	0.01	0.02	40	37
28	SEABROOK-BCH	453	-	453	-	0.00	-	74	75
29	WHITEFIELD	35,844	40,757	(4,913)	(12.05)	0.03	0.04	16	16
30	MILFORD	2,924	3,680	(755)	(20.53)	0.00	0.00	66	66
31	MANCHESTER	51,644	42,912	8,732	20.35	0.05	0.04	9	14
32	NASHUA	1,912	2,110	(198)	(9.40)	0.00	0.00	67	71
33	MANCHESTER	25,203	33,356	(8,153)	(24.44)	0.02	0.03	26	21
34	SALEM	31,749	33,947	(2,198)	(6.48)	0.03	0.03	19	19
35	HILLSBORO	31,726	33,594	(1,868)	(5.56)	0.03	0.03	20	20
36	JAFFREY	1,252	10,988	(9,736)	(88.61)	0.00	0.01	71	55
37	LANCASTER	11,081	13,054	(1,972)	(15.11)	0.01	0.01	47	47
38	PORTSMOUTH	15,508	11,923	3,585	30.07	0.01	0.01	39	52
39	WOLFEBORO	1,322	8,102	(6,779)	(83.68)	0.00	0.01	70	61
40	WALPOLE	8,999	11,406	(2,407)	(21.11)	0.01	0.01	54	54
41	SEABROOK	22,011	19,444	2,567	13.20	0.02	0.02	28	39
42	MEREDITH	19,622	18,466	1,156	6.26	0.02	0.02	34	41
43	FARMINGTON	15,725	19,553	(3,828)	(19.58)	0.01	0.02	38	38
44	BRISTOL	16,599	13,661	2,938	21.51	0.02	0.01	37	45

NEW HAMPSHIRE LIQUOR COMMISSION

OFF-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

ST#	LOCATION	JUNE 30, 2016	JUNE 30, 2015	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 16	FY 15	FY 16	FY 15
45	PITTSFIELD	\$20,368	\$30,133	(\$9,765)	(32.41)	0.02	0.03	33	25
46	ASHLAND	899	3,569	(2,670)	(74.81)	0.00	0.00	72	68
47	LINCOLN	29,904	32,792	(2,888)	(8.81)	0.03	0.03	21	22
48	HINSDALE	12,373	11,954	420	3.51	0.01	0.01	45	51
49	PLAISTOW	26,097	47,182	(21,085)	(44.69)	0.02	0.04	24	12
50	NASHUA	4,719	12,334	(7,616)	(61.74)	0.00	0.01	60	49
51	PELHAM	14,119	6,387	7,732	121.06	0.01	0.01	42	62
52	GORHAM	4,048	11,815	(7,768)	(65.74)	0.00	0.01	62	53
53	HUDSON	1,497	851	646	75.86	0.00	0.00	69	72
54	GLEN	19,434	27,387	(7,953)	(29.04)	0.02	0.03	35	28
55	BEDFORD	28,513	29,139	(627)	(2.15)	0.03	0.03	22	26
56	GILFORD	12,790	15,962	(3,172)	(19.87)	0.01	0.02	44	44
57	OSSIPEE	54,246	69,824	(15,578)	(22.31)	0.05	0.07	8	5
58	GOFFSTOWN	8,481	6,105	2,376	38.91	0.01	0.01	55	63
59	MERRIMACK	14,427	35,982	(21,555)	(59.91)	0.01	0.03	41	18
60	W. LEBANON	118,503	116,395	2,109	1.81	0.11	0.11	2	2
61	N. LONDONDERR	1,672	-	1,672	-	0.00	-	68	75
62	RAYMOND	46,919	51,491	(4,572)	(8.88)	0.04	0.05	12	11
63	WINCHESTER	-	-	-	-	-	-	75	75
64	NEW LONDON	50,985	44,320	6,666	15.04	0.05	0.04	10	13
65	CAMPTON	10,307	10,929	(622)	(5.69)	0.01	0.01	48	56
66	HOOKSETT-NO	20,926	8,124	12,802	157.58	0.02	0.01	31	60
67	HOOKSETT-SO	6,098	4,277	1,822	42.60	0.01	0.00	57	65
68	N. HAMPTON	13,351	28,881	(15,530)	(53.77)	0.01	0.03	43	27
69	NASHUA	57,758	59,878	(2,120)	(3.54)	0.05	0.06	7	9
70	SWANZEY	31,901	31,716	185	0.58	0.03	0.03	18	23
71	LEE	4,762	5,956	(1,194)	(20.05)	0.00	0.01	59	64
72	CONCORD	27,653	30,508	(2,855)	(9.36)	0.03	0.03	23	24
73	HAMPTON-SO	3,936	18,525	(14,590)	(78.75)	0.00	0.02	63	40
74	LONDONDERRY	10,005	12,098	(2,093)	(17.30)	0.01	0.01	51	50
75	BELMONT	9,830	22,827	(12,997)	(56.94)	0.01	0.02	52	35
76	HAMPTON-NO	6,417	9,857	(3,440)	(34.90)	0.01	0.01	56	58
77	RINDGE	64,654	55,251	9,403	17.02	0.06	0.05	5	10
78	HAMPSTEAD	601	154	447	289.69	0.00	0.00	73	73
79	EPPING	2,851	-	2,851	-	0.00	-	-	-
	TOTAL STORES	\$1,870,962	\$2,089,480	(\$218,518)	(10.46)	1.72	1.98		
900	WHSE-CONCORD	8,220	3,418	4,802	140.48	0.01	0.00		
903	WHSE-BOW	107,046,822	103,180,504	3,866,318	3.75	98.27	98.01		
908	ON-LINE SALES	-	-	-	-	-	-		
	TOTAL WHSES	\$107,055,042	\$103,183,922	\$3,871,119	3.75	98.28	98.02		
	GRAND TOTAL	\$108,926,004	\$105,273,402	\$3,652,602	3.47	100.00	100.00		

NEW HAMPSHIRE LIQUOR COMMISSION

ACCESSORIES SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

ST #	LOCATION	JUNE 30, 2016	JUNE 30, 2015	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 16	FY 15	FY 16	FY 15
1	CONCORD	\$21,391	\$19,106	\$2,285	11.96	1.35	1.60	13	15
2	CHESTERFIELD	16,567	15,059	1,508	10.01	1.05	1.26	24	17
3	MANCHESTER	434	483	(49)	(10.10)	0.03	0.04	77	77
4	HOOKSETT	8,015	6,429	1,586	24.68	0.51	0.54	51	55
5	BERLIN	5,115	3,963	1,152	29.07	0.32	0.33	64	70
6	PORTSMOUTH	15,439	10,670	4,769	44.70	0.97	0.89	27	34
7	LITTLETON	16,541	14,857	1,684	11.34	1.04	1.25	25	19
8	CLAREMONT	8,486	7,561	925	12.23	0.54	0.63	48	46
9	DOVER	15,523	13,254	2,269	17.12	0.98	1.11	26	26
10	MANCHESTER	20,445	22,594	(2,150)	(9.51)	1.29	1.89	16	11
11	LEBANON	16,818	9,095	7,723	84.91	1.06	0.76	23	37
12	CENTER HARBOR	9,932	7,666	2,267	29.57	0.63	0.64	42	45
13	SOMERSWORTH	4,657	5,654	(996)	(17.63)	0.29	0.47	67	57
14	ROCHESTER	11,421	12,038	(618)	(5.13)	0.72	1.01	34	31
15	KEENE	24,387	26,171	(1,784)	(6.82)	1.54	2.19	11	9
16	WOODSVILLE	5,976	4,912	1,064	21.66	0.38	0.41	59	63
17	FRANKLIN	4,503	5,125	(623)	(12.15)	0.28	0.43	68	60
18	COLEBROOK	4,206	3,112	1,094	35.17	0.27	0.26	70	73
19	PLYMOUTH	2,812	4,550	(1,738)	(38.20)	0.18	0.38	75	67
20	DERRY	10,129	12,736	(2,607)	(20.47)	0.64	1.07	40	30
21	PETERBOROUGH	10,868	7,856	3,012	38.34	0.69	0.66	38	43
22	BROOKLINE	8,463	9,138	(675)	(7.38)	0.53	0.77	49	36
23	CONWAY	21,858	22,466	(608)	(2.71)	1.38	1.88	12	12
24	NEWPORT	7,422	4,767	2,655	55.69	0.47	0.40	53	64
25	STRATHAM	19,376	14,716	4,661	31.67	1.22	1.23	18	21
26	GROVETON	2,193	1,382	811	58.65	0.14	0.12	77	77
27	NASHUA	7,311	8,104	(793)	(9.78)	0.46	0.68	54	41
28	SEABROOK-BCH	6,068	6,699	(631)	(9.42)	0.38	0.56	58	53
29	WHITEFIELD	3,161	2,944	216	7.35	0.20	0.25	73	74
30	MILFORD	14,307	7,312	6,996	95.67	0.90	0.61	30	49
31	MANCHESTER	7,148	7,233	(85)	(1.18)	0.45	0.61	55	50
32	NASHUA	15,110	13,564	1,545	11.39	0.95	1.14	29	24
33	MANCHESTER	17,426	12,980	4,446	34.26	1.10	1.09	20	28
34	SALEM	101,521	49,449	52,072	105.30	6.41	4.15	4	6
35	HILLSBORO	7,907	6,370	1,536	24.12	0.50	0.53	52	56
36	JAFFREY	2,463	2,231	232	10.39	0.16	0.19	76	76
37	LANCASTER	3,048	2,664	384	14.42	0.19	0.22	74	75
38	PORTSMOUTH	71,277	53,095	18,183	34.25	4.50	4.45	6	5
39	WOLFEBORO	5,757	6,888	(1,131)	(16.42)	0.36	0.58	62	51
40	WALPOLE	4,376	4,655	(280)	(6.01)	0.28	0.39	69	66
41	SEABROOK	20,582	16,803	3,778	22.49	1.30	1.41	15	16
42	MEREDITH	9,388	8,469	919	10.85	0.59	0.71	44	39
43	FARMINGTON	6,175	5,449	726	13.32	0.39	0.46	57	58
44	BRISTOL	11,124	5,061	6,063	119.81	0.70	0.42	37	61

NEW HAMPSHIRE LIQUOR COMMISSION

ACCESSORIES SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

ST#	LOCATION	JUNE 30, 2016	JUNE 30, 2015	AMOUNT	%	% OF SALES		RANK	
						FY 16	FY 15	FY 16	FY 15
45	PITTSFIELD	\$5,396	\$3,522	\$1,874	53.20	0.34	0.30	63	71
46	ASHLAND	4,780	4,251	529	12.44	0.30	0.36	66	69
47	LINCOLN	8,337	7,366	971	13.19	0.53	0.62	50	48
48	HINSDALE	9,512	7,714	1,798	23.31	0.60	0.65	43	44
49	PLAISTOW	20,924	19,474	1,450	7.45	1.32	1.63	14	14
50	NASHUA	37,244	34,749	2,494	7.18	2.35	2.91	8	8
51	PELHAM	8,757	10,351	(1,593)	(15.39)	0.55	0.87	47	35
52	GORHAM	5,759	4,288	1,471	34.29	0.36	0.36	61	68
53	HUDSON	6,844	8,766	(1,922)	(21.93)	0.43	0.73	56	38
54	GLEN	11,365	10,708	657	6.13	0.72	0.90	35	33
55	BEDFORD	31,053	24,043	7,010	29.16	1.96	2.02	9	10
56	GILFORD	16,845	14,475	2,370	16.37	1.06	1.21	22	22
57	OSSIPEE	4,927	5,275	(347)	(6.59)	0.31	0.44	65	59
58	GOFFSTOWN	9,309	7,496	1,814	24.20	0.59	0.63	45	47
59	MERRIMACK	17,342	14,946	2,396	16.03	1.09	1.25	21	18
60	W. LEBANON	27,642	22,201	5,442	24.51	1.74	1.86	10	13
61	N. LONDONDERRY	19,874	6,541	13,333	203.84	1.25	0.55	17	54
62	RAYMOND	12,966	13,656	(689)	(5.05)	0.82	1.14	32	23
63	WINCHESTER	3,414	5,009	(1,595)	(31.84)	0.22	0.42	72	62
64	NEW LONDON	10,116	7,920	2,196	27.73	0.64	0.66	41	42
65	CAMPTON	4,184	3,333	851	25.54	0.26	0.28	71	72
66	HOOKSETT-NO	191,000	107,852	83,149	77.10	12.05	9.04	1	2
67	HOOKSETT-SO	114,164	69,303	44,862	64.73	7.20	5.81	3	3
68	N. HAMPTON	15,396	11,980	3,416	28.51	0.97	1.00	28	32
69	NASHUA	46,066	35,384	10,682	30.19	2.91	2.97	7	7
70	SWANZEY	5,847	4,697	1,150	24.49	0.37	0.39	60	65
71	LEE	12,845	13,451	(606)	(4.51)	0.81	1.13	33	25
72	CONCORD	13,620	12,955	665	5.13	0.86	1.09	31	29
73	HAMPTON-SO	81,746	61,202	20,544	33.57	5.16	5.13	5	4
74	LONDONDERRY	19,145	13,204	5,940	44.99	1.21	1.11	19	27
75	BELMONT	10,364	14,749	(4,384)	(29.73)	0.65	1.24	39	20
76	HAMPTON-NO	148,085	111,415	36,670	32.91	9.34	9.34	2	1
77	RINDGE	11,186	8,394	2,792	33.27	0.71	0.70	36	40
78	HAMPSTEAD	9,236	6,772	2,464	36.38	0.58	0.57	46	52
79	EPPING	22,433	-	22,433	-	1.42	-		
	GRAND TOTAL	\$1,584,847	\$1,192,768	\$392,079	32.87	100.00	100.00		

NEW HAMPSHIRE LIQUOR COMMISSION

DISCOUNTS BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

ST #	LOCATION	JUNE 30, 2016	JUNE 30, 2015	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 16	FY 15	FY 16	FY 15
1	CONCORD	\$62,398	\$75,576	(\$13,178)	(17.44)	1.57	1.58	21	19
2	CHESTERFIELD	43,843	57,046	(13,203)	(23.14)	1.10	1.19	31	29
3	MANCHESTER	283	440	(157)	(35.64)	0.01	0.01	78	78
4	HOOKSETT	19,784	20,183	(399)	(1.98)	0.50	0.42	47	52
5	BERLIN	5,184	5,599	(415)	(7.41)	0.13	0.12	73	74
6	PORTSMOUTH	93,157	116,238	(23,081)	(19.86)	2.34	2.43	13	13
7	LITTLETON	54,830	63,060	(8,230)	(13.05)	1.38	1.32	23	27
8	CLAREMONT	19,028	20,913	(1,885)	(9.01)	0.48	0.44	48	51
9	DOVER	37,147	44,206	(7,060)	(15.97)	0.93	0.92	34	34
10	MANCHESTER	49,261	48,876	385	0.79	1.24	1.02	28	31
11	LEBANON	66,434	64,163	2,271	3.54	1.67	1.34	18	25
12	CENTER HARBOR	33,243	48,735	(15,493)	(31.79)	0.83	1.02	36	32
13	SOMERS WORTH	6,677	8,154	(1,477)	(18.12)	0.17	0.17	70	70
14	ROCHESTER	21,680	23,822	(2,142)	(8.99)	0.54	0.50	44	48
15	KEENE	131,004	131,181	(177)	(0.14)	3.29	2.74	7	11
16	WOODSVILLE	6,140	7,538	(1,398)	(18.54)	0.15	0.16	71	71
17	FRANKLIN	8,111	9,651	(1,541)	(15.96)	0.20	0.20	67	69
18	COLEBROOK	9,578	10,036	(458)	(4.57)	0.24	0.21	66	67
19	PLYMOUTH	15,652	15,512	140	0.90	0.39	0.32	55	58
20	DERRY	22,991	30,889	(7,899)	(25.57)	0.58	0.65	42	41
21	PETERBOROUGH	54,763	62,411	(7,648)	(12.25)	1.37	1.31	24	28
22	BROOKLINE	20,990	64,011	(43,022)	(67.21)	0.53	1.34	45	26
23	CONWAY	66,163	72,979	(6,816)	(9.34)	1.66	1.53	19	20
24	NEWPORT	7,862	10,381	(2,519)	(24.26)	0.20	0.22	68	66
25	STRATHAM	50,741	64,905	(14,164)	(21.82)	1.27	1.36	26	24
26	GROVETON	1,721	2,502	(781)	(31.23)	0.04	0.05	77	77
27	NASHUA	22,320	27,299	(4,979)	(18.24)	0.56	0.57	43	46
28	SEABROOK-BCH	7,697	10,743	(3,046)	(28.36)	0.19	0.22	69	64
29	WHITEFIELD	2,690	3,229	(540)	(16.71)	0.07	0.07	76	76
30	MILFORD	25,689	29,225	(3,536)	(12.10)	0.64	0.61	39	44
31	MANCHESTER	15,020	15,424	(404)	(2.62)	0.38	0.32	57	59
32	NASHUA	69,854	85,267	(15,413)	(18.08)	1.75	1.78	16	16
33	MANCHESTER	82,638	97,911	(15,273)	(15.60)	2.07	2.05	14	15
34	SALEM	257,668	231,791	25,877	11.16	6.47	4.85	1	5
35	HILLSBORO	17,465	22,207	(4,742)	(21.35)	0.44	0.46	53	49
36	JAFFREY	19,945	32,081	(12,136)	(37.83)	0.50	0.67	46	39
37	LANCASTER	4,958	5,952	(993)	(16.69)	0.12	0.12	74	73
38	PORTSMOUTH	228,812	267,103	(38,291)	(14.34)	5.74	5.59	3	4
39	WOLFEBORO	38,040	47,078	(9,038)	(19.20)	0.95	0.98	33	33
40	WALPOLE	14,853	16,708	(1,855)	(11.10)	0.37	0.35	58	57
41	SEABROOK	67,939	78,807	(10,868)	(13.79)	1.70	1.65	17	18
42	MEREDITH	34,311	40,130	(5,819)	(14.50)	0.86	0.84	35	36
43	FARMINGTON	5,906	6,679	(773)	(11.57)	0.15	0.14	72	72
44	BRISTOL	18,925	14,528	4,397	30.27	0.47	0.30	49	61

NEW HAMPSHIRE LIQUOR COMMISSION

DISCOUNTS BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

ST#	LOCATION	JUNE 30, 2016	JUNE 30, 2015	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 16	FY 15	FY 16	FY 15
45	PITTSFIELD	\$3,034	\$5,361	(\$2,327)	(43.40)	0.08	0.11	75	75
46	ASHLAND	15,214	26,582	(11,368)	(42.77)	0.38	0.56	56	47
47	LINCOLN	24,478	27,526	(3,049)	(11.08)	0.61	0.58	41	45
48	HINSDALE	40,587	36,409	4,178	11.48	1.02	0.76	32	37
49	PLAISTOW	77,591	104,397	(26,806)	(25.68)	1.95	2.18	15	14
50	NASHUA	109,873	146,648	(36,776)	(25.08)	2.76	3.07	11	9
51	PELHAM	24,735	36,203	(11,468)	(31.68)	0.62	0.76	40	38
52	GORHAM	10,589	9,975	614	6.16	0.27	0.21	64	68
53	HUDSON	17,041	69,921	(52,880)	(75.63)	0.43	1.46	54	21
54	GLEN	45,243	54,733	(9,490)	(17.34)	1.14	1.15	30	30
55	BEDFORD	116,605	136,364	(19,759)	(14.49)	2.93	2.85	10	10
56	GILFORD	59,357	67,251	(7,894)	(11.74)	1.49	1.41	22	22
57	OSSIPEE	10,974	12,388	(1,414)	(11.42)	0.28	0.26	63	62
58	GOFFSTOWN	18,390	19,582	(1,192)	(6.09)	0.46	0.41	52	54
59	MERRIMACK	49,303	65,928	(16,626)	(25.22)	1.24	1.38	27	23
60	W. LEBANON	126,771	158,733	(31,962)	(20.14)	3.18	3.32	8	7
61	N. LONDONDERRY	53,905	19,772	34,134	-	1.35	0.41	25	0
62	RAYMOND	14,524	17,907	(3,383)	(18.89)	0.36	0.37	59	55
63	WINCHESTER	18,562	10,630	7,933	74.63	0.47	0.22	51	65
64	NEW LONDON	63,979	82,549	(18,570)	(22.50)	1.61	1.73	20	17
65	CAMPTON	13,957	16,752	(2,795)	(16.68)	0.35	0.35	60	56
66	HOOKSETT-NO	134,063	155,954	(21,891)	(14.04)	3.36	3.26	6	8
67	HOOKSETT-SO	126,466	160,390	(33,924)	(21.15)	3.17	3.36	9	6
68	N. HAMPTON	105,509	125,842	(20,334)	(16.16)	2.65	2.63	12	12
69	NASHUA	192,772	297,786	(105,014)	(35.26)	4.84	6.23	5	3
70	SWANZEY	9,855	14,591	(4,736)	(32.46)	0.25	0.31	65	60
71	LEE	26,424	31,310	(4,885)	(15.60)	0.66	0.66	38	40
72	CONCORD	26,926	30,854	(3,928)	(12.73)	0.68	0.65	37	42
73	HAMPTON-SO	226,159	306,320	(80,161)	(26.17)	5.68	6.41	4	2
74	LONDONDERRY	48,669	43,953	4,716	10.73	1.22	0.92	29	35
75	BELMONT	18,818	21,942	(3,124)	(14.24)	0.47	0.46	50	50
76	HAMPTON-NO	239,122	313,646	(74,524)	(23.76)	6.00	6.56	2	1
77	RINDGE	13,811	29,476	(15,665)	(53.15)	0.35	0.62	61	43
78	HAMPSTEAD	11,092	11,100	(8)	(0.07)	0.28	0.23	62	63
79	EPPING	47,202	-	47,202	-	1.18	-		
	GRAND TOTAL	\$3,984,995	\$4,779,947	(\$794,952)	(16.63)	100.00	100.00		

NEW HAMPSHIRE LIQUOR COMMISSION

Total Sales by Month

FISCAL YEARS ENDED JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

	2016	2015	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '16	SALES '15
JULY	\$75,145,809	\$71,309,356	\$3,836,453	5.38	11.08	11.11
AUGUST	53,962,880	55,139,060	(1,176,180)	(2.13)	7.95	8.59
SEPTEMBER	49,929,764	46,799,179	3,130,585	6.69	7.36	7.29
OCTOBER	61,725,428	60,233,379	1,492,049	2.48	9.10	9.38
NOVEMBER	61,208,361	55,490,139	5,718,222	10.30	9.02	8.64
DECEMBER	66,028,980	64,788,253	1,240,727	1.92	9.73	10.09
JANUARY	54,062,626	51,960,833	2,101,793	4.04	7.97	8.09
FEBRUARY	44,478,974	39,869,062	4,609,912	11.56	6.56	6.21
MARCH	41,595,385	40,945,864	649,521	1.59	6.13	6.38
APRIL	54,772,124	50,905,106	3,867,018	7.60	8.07	7.93
MAY	50,890,664	47,596,677	3,293,986	6.92	7.50	7.41
JUNE	64,566,391	57,075,903	7,490,488	13.12	9.52	8.89
TOTAL	\$678,367,386	\$642,112,811	\$36,254,575	5.65	100.00	100.00

New Hampshire Liquor Commission

Retail Sales By Month

FISCAL YEARS ENDED JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

	2016	2015	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '16	SALES '15
JULY	\$59,447,582	\$56,225,499	\$3,222,083	5.73	11.81	11.81
AUGUST	41,022,996	42,540,379	(1,517,383)	(3.57)	8.15	8.93
SEPTEMBER	37,017,797	34,148,256	2,869,541	8.40	7.36	7.17
OCTOBER	45,129,311	45,387,968	(258,657)	(0.57)	8.97	9.53
NOVEMBER	46,725,230	41,490,418	5,234,812	12.62	9.29	8.71
DECEMBER	50,339,891	49,624,344	715,547	1.44	10.00	10.42
JANUARY	39,126,461	37,650,133	1,476,328	3.92	7.78	7.91
FEBRUARY	31,897,105	28,130,707	3,766,398	13.39	6.34	5.91
MARCH	28,949,369	28,263,664	685,705	2.43	5.75	5.94
APRIL	38,907,709	35,535,361	3,372,348	9.49	7.73	7.46
MAY	36,818,737	34,438,520	2,380,217	6.91	7.32	7.23
JUNE	47,790,157	42,722,161	5,067,996	11.86	9.50	8.97
TOTAL	\$503,172,346	\$476,157,410	\$27,014,936	5.67	100.00	100.00

NEW HAMPSHIRE LIQUOR COMMISSION

On-Premise Sales by Month

FISCAL YEARS ENDED JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

	2016	2015	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '16	SALES '15
JULY	\$6,445,482	\$6,399,970	\$45,512	0.71	9.39	9.96
AUGUST	5,514,591	5,245,088	269,503	5.14	8.03	8.16
SEPTEMBER	5,134,575	4,778,234	356,341	7.46	7.48	7.43
OCTOBER	6,583,656	6,289,640	294,016	4.67	9.59	9.79
NOVEMBER	4,879,592	4,484,590	395,002	8.81	7.11	6.98
DECEMBER	4,986,086	4,719,734	266,352	5.64	7.26	7.34
JANUARY	5,992,852	5,545,798	447,054	8.06	8.73	8.63
FEBRUARY	5,248,125	4,509,765	738,360	16.37	7.64	7.02
MARCH	4,995,766	4,902,077	93,689	1.91	7.28	7.63
APRIL	6,200,619	6,128,980	71,639	1.17	9.03	9.54
MAY	5,702,895	5,296,616	406,279	7.67	8.30	8.24
JUNE	6,984,944	5,972,687	1,012,257	16.95	10.17	9.29
TOTAL	<u>\$68,669,184</u>	<u>\$64,273,179</u>	<u>\$4,396,005</u>	6.84	<u>100.00</u>	<u>100.00</u>

New Hampshire Liquor Commission Off-Premise Sales By Month

FISCAL YEARS ENDED JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

	2016	2015	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '16	SALES '15
JULY	\$9,401,295	\$9,077,819	\$323,476	3.56	8.63	8.62
AUGUST	7,518,004	7,594,707	(76,703)	(1.01)	6.90	7.21
SEPTEMBER	7,818,314	7,931,610	(113,296)	(1.43)	7.18	7.53
OCTOBER	10,304,061	9,888,002	416,059	4.21	9.46	9.39
NOVEMBER	9,743,640	9,698,402	45,238	0.47	8.95	9.21
DECEMBER	10,627,325	10,454,736	172,589	1.65	9.76	9.93
JANUARY	9,533,101	9,046,045	487,056	5.38	8.75	8.59
FEBRUARY	7,517,557	7,417,352	100,205	1.35	6.90	7.05
MARCH	7,711,329	7,849,227	(137,898)	(1.76)	7.08	7.46
APRIL	9,858,565	9,356,217	502,347	5.37	9.05	8.89
MAY	8,458,884	7,905,923	552,961	6.99	7.77	7.51
JUNE	10,433,929	9,053,362	1,380,567	15.25	9.58	8.60
TOTAL	<u>\$108,926,004</u>	<u>\$105,273,402</u>	<u>\$3,652,601</u>	3.47	<u>100.00</u>	<u>100.00</u>

NEW HAMPSHIRE LIQUOR COMMISSION

Accessories Sales by Month

FISCAL YEARS ENDED JUNE 30, 2016 AND JUNE 30, 2015 (unaudited)

	INCREASE/(DECREASE)				% OF TOTAL	
	2016	2015	AMOUNT	%	SALES '16	SALES '15
JULY	\$191,230	\$164,696	\$26,534	16.11	4.80	3.45
AUGUST	138,695	112,214	26,481	23.60	3.48	2.35
SEPTEMBER	115,091	72,057	43,034	59.72	2.89	1.51
OCTOBER	105,931	77,886	28,045	36.01	2.66	1.63
NOVEMBER	99,876	69,077	30,799	44.59	2.51	1.45
DECEMBER	193,286	130,658	62,628	47.93	4.85	2.73
JANUARY	120,039	87,375	32,664	37.38	3.01	1.83
FEBRUARY	99,739	67,947	31,792	46.79	2.50	1.42
MARCH	94,671	71,858	22,813	31.75	2.38	1.50
APRIL	126,825	110,601	16,224	14.67	3.18	2.31
MAY	132,749	119,032	13,717	11.52	3.33	2.49
JUNE	166,717	109,365	57,352	52.44	4.18	2.29
TOTAL	\$1,584,847	\$1,192,766	\$392,081	32.87	39.77	24.95

New Hampshire Liquor Commission Discounts By Month

FISCAL YEARS ENDED JUNE 30, 2015 AND JUNE 30, 2014 (unaudited)

	INCREASE/(DECREASE)				% OF TOTAL	
	2016	2015	AMOUNT	%	SALES '16	SALES '15
JULY	\$339,781	\$558,629	(\$218,848)	(39.18)	8.53	11.69
AUGUST	231,406	353,327	(121,921)	(34.51)	5.81	7.39
SEPTEMBER	156,014	130,978	25,036	19.11	3.92	2.74
OCTOBER	397,532	1,410,118	(1,012,586)	(71.81)	9.98	29.50
NOVEMBER	239,977	252,348	(12,371)	(4.90)	6.02	5.28
DECEMBER	117,608	141,219	(23,611)	(16.72)	2.95	2.95
JANUARY	709,827	368,518	341,309	92.62	17.81	7.71
FEBRUARY	283,552	256,709	26,843	10.46	7.12	5.37
MARCH	155,749	140,961	14,788	10.49	3.91	2.95
APRIL	321,593	226,054	95,539	42.26	8.07	4.73
MAY	222,602	159,414	63,188	39.64	5.59	3.34
JUNE	809,355	781,671	27,684	3.54	20.31	16.35
TOTAL	\$3,984,995	\$4,779,946	(\$794,951)	(16.63)	100.00	100.00

NEW HAMPSHIRE LIQUOR COMMISSION



Joseph W. Mollica
Chairman



Michael R. Milligan
Deputy Commissioner

New Hampshire Liquor Commission
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