

# 2017 COMPREHENSIVE ANNUAL FINANCIAL REPORT NEW HAMPSHIRE LIQUOR COMMISSION A DEPARTMENT OF THE STATE OF NEW HAMPSHIRE

**Plymouth**



**Nashua**



**Pembroke**





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

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**COMPREHENSIVE  
ANNUAL  
FINANCIAL REPORT**

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For the Fiscal Year Ended  
June 30, 2017

Prepared by:

New Hampshire Liquor Commission  
Joseph W. Mollica  
Chairman

Finance Department  
Christina M. Demers  
Chief Financial Officer



**STATE OF NEW HAMPSHIRE**

**Christopher T. Sununu**

GOVERNOR

**Executive Council**

**Joseph D. Kenney**

FIRST DISTRICT

**Andru Volinksy**

SECOND DISTRICT

**Russell E. Prescott**

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  
**Daniel St. Hilaire**

Director of Enforcement and Licensing  
**Mark C. Armaganian**

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, 2017**

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## Rosé Roundup: A World Tour of Fresh Wines of the Season

Tito's Handmade Founder Reflects  
on Friends, Fun and Vodka

Djinn Spirits: NH Distiller Conjures  
Unique Spirits With Character

Sophisticated, Approachable Fare  
at Nashua's Pig Tale

## INTRODUCTORY SECTION

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



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Christopher T. Sununu  
Governor

**State of New Hampshire**  
**LIQUOR COMMISSION**

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

Joseph W. Mollica  
Chairman

Michael R. Milligan  
Deputy Commissioner

December 19, 2017

To: His 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, 2017. It covers the results of operations from July 1, 2016 through June 30, 2017 and marks the 83<sup>rd</sup> 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, a letter from the Governor, a letter from the Chair of NHLC, and a brief overview. 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/2017annualreport.pdf>.

## Message from Governor Christopher T. Sununu

December 19, 2017

On behalf of the people of New Hampshire, I want to congratulate the New Hampshire Liquor Commission (NHLC) on another successful, award-winning year. Not only did NHLC deliver record revenue to the New Hampshire General Fund, New Hampshire was recognized as the best overall beverage alcohol control state in the country. This is a tremendous achievement and we should all be proud of NHLC as an industry leader.

NHLC set an all-time sales record in Fiscal Year 2017, generating \$684.8 million in net sales. NHLC's success is New Hampshire's success as the revenue it generates plays a critical role in funding essential programs, including substance misuse prevention and treatment, education, health and social services, transportation and natural resource protection and conservation.

Still, the people of New Hampshire depend on NHLC as more than just a revenue driver. NHLC is committed to encouraging the responsible use of products sold in its stores while also reducing incidents of alcohol abuse and underage drinking. To this end, NHLC was the first control state to partner with a national wine and spirits company to create an alcohol responsibility initiative through its collaboration with Brown-Forman and Jack Daniel's. In addition, NHLC's Division of Enforcement and Licensing works tirelessly to educate consumers and establishment owners to increase awareness of the dangers of abusing alcohol. These efforts are essential to keeping the people of New Hampshire safe.



With another record-breaking sales year during Fiscal Year 2017 and national recognition, 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. As we look ahead, NHLC is not resting on its laurels, and because of that, I am confident we can look forward to continued record-breaking success from NHLC.

Sincerely,

A handwritten signature in blue ink that reads "Christopher T. Sununu". The signature is written in a cursive style.

Christopher Sununu  
Governor

## Message from Liquor Commission Chairman

December 19, 2017

On behalf of our staff of 1,400 full- and part-time employees, I am proud to report that Fiscal Year 2017 was yet another record-breaking year for the New Hampshire Liquor Commission (NHLC). We achieved an all-time high of \$684.8 million in net sales, which marks a \$19.1 million increase from Fiscal Year 2016. On an accrual basis the distribution to New Hampshire's General Fund was \$150.4 million however on a cash basis the NHLC transferred \$156.5 million of total profits, of which \$153.2 million was transferred to the General Fund and the additional \$3.3 million was transferred to the State's Alcohol Abuse Prevention and Treatment Fund, which supports alcohol and drug prevention, treatment and recovery programs.

NHLC is always striving to deliver increased revenues and optimum results for the people of New Hampshire. We do that through innovative marketing campaigns, strategic buying, building strong relationships with our business partners, and providing the best customer service, selection and prices possible. These factors exemplify why *StateWays Magazine*, the only nationwide magazine devoted to covering the control state system, selected NHLC as the best overall control state in the country.

Our ongoing campaign to renovate and relocate New Hampshire Liquor & Wine Outlet locations stands out as a driving factor in our sales success. In the past four years, we have renovated or relocated 27 stores across the state, enhancing the overall shopping experience, dramatically increasing square-footage and product selection, and outfitting stores with state-of-the-art features. Last year alone, we opened four new or renovated stores and have several new locations on the horizon in Rochester, Dover-Somersworth, Portsmouth, Colebrook and West Lebanon.



Also key to NHLC's success are 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 a vast selection of more than 7,000 fine wines and more than 2,850 premium spirits, including new and exclusive products – like hand-selected, single barrel bourbon, whiskey and tequila, and limited release wines, many of which are only available in New Hampshire.

We are constantly working to engage our consumer base, providing unique educational opportunities to help consumers make informed choices at our stores. Our two marquee events, New Hampshire Wine Week and the Distiller's Showcase of Premium Spirits display hundreds of wines and spirits, available for sampling and provide opportunities to meet giants of the wine and spirits industry. During the past year, those two events have combined to raise more than \$270,000 for New Hampshire nonprofit organizations, while allowing thousands of consumers to explore their palates. These are two of the dozens of campaigns that have taken place since 2012 which have helped raise more than \$1.2 million for local nonprofits.

NHLC's commitment to outreach to promote responsible enjoyment of wines and spirits is highlighted through the Division of Enforcement and Licensing, which is continuously working to ensure the safety and well-being of our customers and the traveling public. These efforts are supported by creative consumer-facing initiatives such as Live Free & Host Responsibly, which engages and informs consumers and lounge and restaurant owners about safe and responsible service and consumption of alcohol.

None of the success outlined above and contained within this annual report would be possible without our dedicated staff, who are devoted to exceeding expectations day after day.

Deputy Commissioner Milligan and I would like to thank all NHLC employees for their efforts and encourage you to do the same when you see them in your travels.

Sincerely,



Joseph W. Mollica  
Chairman

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## NHLC Overview

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### Overview

National prohibition was repealed in 1933 by the Twenty-First Amendment to the U.S. Federal Constitution. This provided each state freedom to adopt 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 Liquor 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 seventy-nine wine and spirits stores operated by the Liquor Commission and warehouses owned and contracted 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 a \$0.30 per gallon tax on beer sold by wholesale distributors and beverage manufacturers 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.

## NHLC Overview (continued)

### Financial Highlights

REVENUE/ EXPENSE ITEM	FY 2017 (In Millions)	FY 2016 (In Millions)	% INCREASE (DECREASE)
Gross Sales <sup>1</sup>	\$702.7	\$682.4	3.0
Discounts and Fees (Bank, Credit Card, etc)	(17.9)	(16.7)	7.2
Net Sales	684.8	665.7	2.9
Cost of Goods Sold	(484.8)	(470.7)	3.0
Gross Profit - Liquor	200.0	195.0	2.6
Operating Expenses and Depreciation <sup>2</sup>	(63.7)	(59.7)	6.7
Interest Expense	(0.7)	(0.7)	-
Other Revenue	5.6	5.9	(5.1)
Proceeds from the Sale of Salem Property	-	3.9	-
Net Income (Not including taxes and grants) <sup>3</sup>	141.2	144.4	(2.2)
Beer Tax	12.7	12.9	(1.6)
Total Net Profit Before Transfers	\$153.9	\$157.3	(2.2)

OTHER MERCHANDISING STATISTICS	FY 2017	FY 2016	% INCREASE
Number of Cases Sold	5,478,420	5,493,065	(0.3)
Average Price Per Case	\$127.90	\$123.93	3.2
Items Available (brands and sizes)	20,545	18,879	8.8
Number of Bottles Sold	56,894,970	55,407,361	2.7
Average Price Per Bottle	\$12.32	\$12.29	0.2

APPARENT CONSUMPTION STATISTICS	FY 2017		FY 2016	
	Gallons	Per Capita <sup>4</sup>	Gallons	Per Capita <sup>5</sup>
Distilled Spirits	5,748,603	4.31	5,544,153	4.17
Wine (21% alcohol or less)	7,865,999	5.89	7,858,025	5.91
Beer	42,260,253	31.67	42,833,597	32.20

#### NOTES:

(1) For the current fiscal year, off premise licensees accounted for 15.2% or \$109.4 million of total liquor sales. On premise licensees, such as bars, restaurants, hotels and clubs accounted for 10.2% or \$70.9 million of total liquor sales.

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

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

(4) Based on 2016 population estimates of 1,334,591 from the State Office of Energy and Planning.

(5) Based on 2015 population estimates of 1,330,389 from the State Office of Energy and Planning.

LiquorandWineOutlets.com

SEPTEMBER 2016

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## FINANCIAL SECTION

### Pinot Noirs From Around the World

High West Distillery  
Blends New With the Old

Jewell Towne Vineyards  
Showcases NH's Bounty

Revisiting Manhattan:  
A Classic Cocktail  
Gets an Update

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OFFICE OF LEGISLATIVE BUDGET ASSISTANT  
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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, 2017, 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, 2017, 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, 2017, 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. Our opinion is not modified with respect to this matter.

### ***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 10 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 December 19, 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

December 19, 2017

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## MANAGEMENT'S DISCUSSION AND ANALYSIS

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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, 2017. 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 in this section.

### **Discussion of Basic Financial Statements**

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

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

The Statement of Net Position provides information about assets, liabilities, and deferred inflows and deferred outflows of resources and reflects the financial position at the fiscal year end. The Statement of Revenues, Expenses and Changes in Net Position reports the operating and nonoperating 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 notes to the financial statements provide additional information that is essential to a full understanding of the data provided in the financial statements.

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 paid from operating budget, net of related debt, offset by an unrestricted net deficit related to the net pension liability.

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


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The following is a condensed comparative statement of net position as of June 30, 2017 and 2016 (in thousands).

	<u>June 30, 2017</u>	<u>June 30, 2016</u>
<b>ASSETS:</b>		
Current Assets	\$82,214	\$73,439
Noncurrent Assets (net of allowance for depreciation)	37,461	29,139
Total Assets	<u>119,675</u>	<u>102,578</u>
Deferred Outflows of Resources	8,262	2,255
<b>LIABILITIES:</b>		
Current Liabilities	85,468	73,246
Noncurrent Liabilities	49,013	38,071
Total Liabilities	<u>134,481</u>	<u>111,317</u>
Deferred Inflows of Resources	1,050	1,245
<b>NET POSITION:</b>		
Net Investment in Capital Assets	12,734	11,402
Unrestricted Net Position (Deficit)	<u>(20,328)</u>	<u>(19,131)</u>
Total Net Position (Deficit)	<u><u>(\$7,594)</u></u>	<u><u>(\$7,729)</u></u>

### 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. In fiscal year 2017 the distribution to the General Fund was \$150.4 million and \$3.3 million (1.7% of the previous year gross profit) was transferred to the Alcohol Abuse Prevention and Treatment Fund pursuant to RSA 176:16, III for total revenue transfers of \$153.7 million. As reported on the Statement of Cash Flows, during fiscal year 2017, a total of \$156.5 million of cash was transferred to the General and Alcohol Abuse Prevention Funds.

### Assets

- The Liquor Commission ended fiscal year 2017 with a total of \$82.2 million in current assets, including \$75.4 million in wine and spirits inventory for resale.
- Total assets increased from \$102.6 million in fiscal year 2016 to \$119.7 million in fiscal year 2017.
- The Liquor Commission's net capital assets as of June 30, 2017, amounted to \$57.3 million with accumulated depreciation of \$19.9 million leaving a net book value of \$37.5 million invested in capital assets. The investment in capital assets includes equipment, real property, infrastructure, computer software and construction in progress.

## MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

During fiscal year 2017 many capital projects were started, in process and/or completed. Some of the Liquor Commission's largest projects included:

- Completed three store relocations and started the relocation of a 4th store that was in process at June 30<sup>th</sup>.
- Continued with a Commission-wide point-of-sale and general ledger system replacement.
- Completed in-store security enhancements.
- At the Commission headquarters, continued with the renovation of former retail space and a portion of the warehouse into office space.

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

### Liabilities

- Total liabilities at June 30, 2017 were up \$23.2 million or 20.8% from the previous year. This was primarily due to an increase in accounts payable and the pension liabilities.
- Bonds payable at June 30, 2017 had a net increase of \$4.9 million from \$14.8 million at the prior yearend to \$19.7 million due to a \$6.0 million bond issuance during fiscal year 2017.

	(Amounts in thousands)	
	<u>June 30, 2017</u>	<u>June 30, 2016</u>
Accounts Payable	\$60,128	\$55,096
Accrued Payroll	2,020	2,016
Due to Other State Funds	11,105	8,735
Due to Capital Fund	6,589	2,983
Unearned Revenue	2,628	2,293
Bonds Payable	19,697	14,780
Compensated Absences Payable & Uninsured Claims	4,363	4,802
Net Pension Liability	27,540	20,141
Other Liabilities	411	471
Total Liabilities	<u>\$134,481</u>	<u>\$111,317</u>

### Revenues

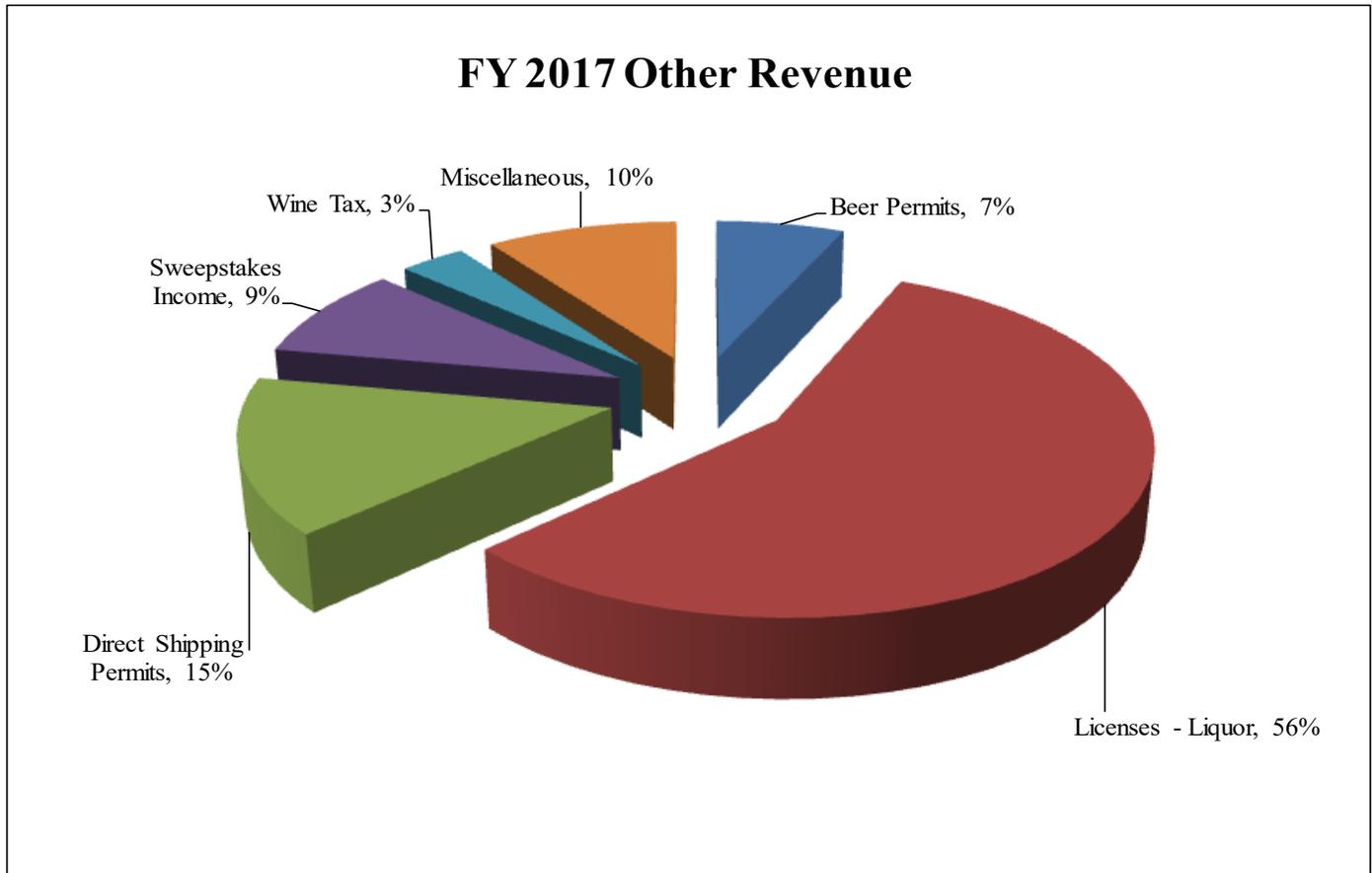
The primary source of revenue for the Liquor Commission is derived from the retail and wholesale sales of wine, spirits, and accessories from the seventy-nine wine and spirit stores located throughout the State of New Hampshire as well as the two warehouse locations in Bow and Concord. During fiscal year 2017, net liquor sales increased \$19.1 million over the prior fiscal year. The Liquor Commission attributes the growth in sales to the positive impact of recent marketing initiatives.

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

The beer tax has been relatively flat over the past decade decreasing \$172 thousand or 1.3% in fiscal year 2017 from the previous year.

Revenue from beer permits issued during the fiscal year increased 7.3% to \$371 thousand from the previous fiscal year.

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



**Net Sales Increased 2.9% Over the Previous Year**

Net sales increased \$19.1 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 used targeted in-store promotions and creative merchandising campaigns utilizing all forms of advertising to include the Internet and other social media outlets to increase sales and profits.

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

**Gross Profit**

Gross Profit remained constant in fiscal year 2017 at 29.2% of sales. Gross profits from sales increased by \$5.0 million from previous fiscal year to \$200.0 million. All stores carry stock that has historically been in high demand for both wine and spirits. Stores with larger space, generally located in heavily populated areas, offer an expanded selection both in wines and spirits. On our website [www.nh.gov/liquor](http://www.nh.gov/liquor), under the stores link, there is a list of all stores with their addresses along with the stores identified that offer expanded selections.

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


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**Administrative Operating Expenses**

Administrative operating expenses increased 6.1% or \$3.5 million. The main drivers for the increase are from expanded square footage for retail stores, infrastructure repairs and improvements, rent, part-time employee pay, employment benefits and an increase in indirect costs. Another factor in the increase is from the accounting pronouncements for retiree health.

The following is a comparative statement of revenues, expenses and changes in net position for the fiscal years ended June 30, 2017 and 2016.

	(Amounts in thousands)	
	<u>June 30, 2017</u>	<u>June 30, 2016</u>
<b>Operating Revenues</b>		
Charges for Sale and Services	\$684,833	\$665,701
<b>Operating Expenses</b>		
Cost of Sales and Services	484,835	470,704
Administration	61,436	57,924
Depreciation	2,274	1,789
Total Operating Expenses	<u>548,545</u>	<u>530,417</u>
Operating Income	<u>136,288</u>	<u>135,284</u>
<b>Nonoperating Revenues (Expenses)</b>		
Licenses	4,394	4,528
Beer Taxes	12,678	12,850
Gain on the Sale of Land	-	3,900
Miscellaneous	1,231	1,395
Interest on Bonds	(715)	(647)
Total Nonoperating Revenues (Expenses)	<u>17,588</u>	<u>22,026</u>
Income Before Transfers	153,876	157,310
Distribution (Transfer) to:		
State General Fund	(150,426)	(152,701)
Alcohol Abuse Prevention & Treatment Fund (RSA 176:16 III)	(3,315)	(3,152)
Change in Net Position	135	1,457
<b>Net Position (Deficit) - July 1</b>	<u>(7,729)</u>	<u>(9,186)</u>
<b>Net Position (Deficit) - June 30</b>	<u>(\$7,594)</u>	<u>(\$7,729)</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.nh.gov](mailto:tina.demers@liquor.nh.gov)

**NEW HAMPSHIRE LIQUOR COMMISSION**  
**STATEMENT OF NET POSITION**  
**JUNE 30, 2017**

(Expressed in Thousands)

**ASSETS**

**Current Assets:**

Cash	\$ -
Receivables (Net of Allowances for Uncollectibles)	6,769
Due from Other Funds	29
Inventories	75,416
Total Current Assets	82,214

**Noncurrent Assets:**

Land and Land Improvements	2,691
Buildings and Building Improvements	31,756
Construction in Progress	4,133
Leasehold Improvements	5,129
Software in Progress	3,603
Equipment	10,016
Less: Accumulated Depreciation	(19,867)
Net Capital Assets	37,461
Total Noncurrent Assets	37,461
Total Assets	119,675

Deferred Outflows of Resources	8,262
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**LIABILITIES**

**Current Liabilities:**

Accounts Payable	60,128
Accrued Payroll	2,020
Due to Other State Agencies	11,105
Due to Capital Fund	6,589
Unearned Revenue	2,628
Bonds Payable	1,541
Accrued Interest Payable	101
Compensated Absences Payable & Uninsured Claims	1,300
Other Current Liabilities	56
Total Current Liabilities	85,468

**Noncurrent Liabilities:**

Bonds Payable	18,156
Compensated Absences Payable & Uninsured Claims	3,063
Net Pension Liability	27,540
Other Noncurrent Liabilities	254
Total Noncurrent Liabilities	49,013
Total Liabilities	134,481

Deferred Inflows of Resources	1,050
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**NET POSITION**

Net Investment in Capital Assets	12,734
Unrestricted Net Position (Deficit)	(20,328)
Total Net Position (Deficit)	(\$7,594)

**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, 2017  
(Expressed in Thousands)**

**OPERATING REVENUES**

Charges for Sales and Services	\$684,833
Total Operating Revenue	<u>684,833</u>

**OPERATING EXPENSES**

Cost of Sales and Services	484,835
Administration	61,436
Depreciation	2,274
Total Operating Expenses	<u>548,545</u>
Operating Income	<u>136,288</u>

**NONOPERATING REVENUES (EXPENSES)**

Licenses	4,394
Beer Taxes	12,678
Miscellaneous	1,231
Interest on Bonds	<u>(715)</u>
Total Nonoperating Revenues (Expenses)	<u>17,588</u>
Income Before Transfers	153,876
Distribution (Transfer) to:	
State General Fund	(150,426)
Alcohol Abuse Prevention & Treatment Fund (RSA 176:16 III)	<u>(3,315)</u>
Change in Net Position	<u>135</u>

<i>Net Position (Deficit) - July 1</i>	<u>(7,729)</u>
<i>Net Position (Deficit) - June 30</i>	<u><u>(\$7,594)</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, 2017  
(Expressed in Thousands)**

<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>	
Receipts from customers	\$684,943
Payments to employees	(32,491)
Payments to suppliers	(509,692)
Payments for Interfund Services	(6,829)
Net Cash Provided (Used) by Operating Activities	<u>135,931</u>
<b>CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES</b>	
Transfer to State General Fund	(153,211)
Transfer to Alcohol Abuse Prevention & Treatment Fund (RSA 176:16 III)	(3,315)
Temporary Loan From Other Funds	8,369
Other Income	1,231
Proceeds from Collection of Licenses and Beer Tax	17,072
Net Cash Provided (Used) for Noncapital and Related Financing Activities	<u>(129,854)</u>
<b>CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES</b>	
Acquisition, Disposal, Sale and Construction of Capital Assets	(10,290)
Net Proceeds from Issuance of Bonds	6,000
Interest Paid on Bonds	(731)
Principal Paid on Bonds	(1,056)
Net Cash Provided (Used) for Capital and Related Financing Activities	<u>(6,077)</u>
Net Increase (Decrease) in Cash and Cash Equivalents	-
Cash - July 1	<u>-</u>
Cash - June 30	<u><u>\$ -</u></u>
<b>Reconciliation of Operating Income (Loss) to Net Cash Provided (Used) by Operating Activities:</b>	
Operating Income	\$136,288
Adjustments to Reconcile Operating Income to Net Cash	
Provided (Used) by Operating Activities:	
Depreciation	2,274
Change in Operating Assets and Liabilities:	
(Increase) Decrease in Receivables	(299)
(Increase) Decrease in Inventories	(8,477)
Increase (Decrease) in Accounts Payable and other Accruals	4,612
Increase (Decrease) in Unearned Revenue	336
Change in Net Pension Liability Net of Deferrals	1,197
Net Cash Provided (Used) by Operating Activities	<u><u>\$135,931</u></u>

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

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**NEW HAMPSHIRE LIQUOR COMMISSION  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE FISCAL YEAR ENDED JUNE 30, 2017**

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

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***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, 2017 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/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, 2017 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 Government Accounting Standards Board (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 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.

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

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***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 net value and consist of amounts due at June 30, 2017. Receivables consist of amounts due from wholesale distributors and beverage manufacturers for taxes on the sale of alcoholic beverages of \$1.4 million and on-premise and off-premise licensees for stock purchased on fifteen day credit of \$5.4 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 three locations: 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, 2017 primarily consists of purchases of liquor inventory and liquor freight received on or before June 30, 2017, but not paid for until after June 30, 2017.

***H. Accrued Payroll***

The accrued payroll at June 30, 2017 represents payroll and related benefit costs incurred from June 9<sup>th</sup> through June 30<sup>th</sup> and paid in July 2017.

***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, 2017 is the prorated portion of license fees and gift card sales collected by the Liquor Commission that had not been earned.

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

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***J. Compensated Absences***

The 297 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. 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.

***M. Revenues and Expenses***

Revenues and expenses are classified as operating or nonoperating 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 nonoperating.

Operating Revenues: The Liquor Commission controls the distribution of alcoholic beverages in the State through retail and wholesale sales from the seventy-nine 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.

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

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

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

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

***N. 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.

***O. 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.

***P. 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.

***Q. Adoption of New Accounting Pronouncements***

During the fiscal year ended June 30, 2017, the Liquor Commission adopted the following new accounting standards issued by the Governmental Accounting Standards Board (GASB):

GASB No. 82, *Pension Issues—an amendment of GASB Statements No. 67, No. 68, and No. 73* (GASB 82) addresses issues regarding (1) the presentation of payroll-related measures in required supplementary information, (2) the selection of assumptions and the treatment of deviations from the guidance in an Actuarial Standard of Practice for financial reporting purposes, and (3) the classification of payments made by employers to satisfy employee (plan member) contribution requirements. The new disclosures resulting from implementation of this statement can be found in the required supplementary information.

**NOTE 2 – Cash**

The Commission's reported \$0 cash position at June 30, 2017 was supported by \$9.6 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, 2017.

**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, 2017, is presented below (in thousands):

	July 1, 2016			June 30, 2017
	Balance	Increases	Decreases	Balance
Capital Assets Not Being Depreciated:				
Land	\$2,002	\$ -	\$ -	\$2,002
Construction in Progress	1,143	4,108	(1,118)	4,133
Work In Progress - Computer Software	911	2,692	-	3,603
Other Capital Assets:				
Land Improvements	689	-	-	689
Buildings	25,727	-	-	25,727
Building Improvement	5,823	206	-	6,029
Leasehold Improvement	3,047	2,082	-	5,129
Equipment	7,543	2,626	(153)	10,016
Total Capital Assets	46,885	11,714	(1,271)	57,328
Less: Accumulated Depreciation	(17,746)	(2,274)	153	(19,867)
Net Capital Assets	\$29,139	\$9,440	(\$1,118)	\$37,461

**NOTE 4 – Noncurrent Liabilities****Bonds Authorized and Unissued:**

Bonds authorized and unissued amounted to \$19.3 million as of June 30, 2017. The proceeds of the bonds are restricted for a Commission-wide point-of-sale and general ledger system replacement, renovation of office space, renovation and roof repair at headquarters, and new outlet signage at liquor stores.

**Bond Issues:**

On November 30, 2016, the State issued \$50.9 million of general obligation refunding bonds. This bond refunding allotted \$522 thousand to the Liquor Commission.

On November 30, 2016, the State issued \$63.4 million general obligation capital improvement bonds. This bond issue allotted \$6 million to the Liquor Commission for a new Commission-wide point-of-sale and general ledger system, new store locations, video in-store security enhancements, renovating for new office space, and a new roof at the Commission Headquarters.

**NOTE 4 – Noncurrent Liabilities (continued)**

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.

**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, 2017 is presented below (in thousands):

	July 1, 2016			June 30, 2017		
	Balance	Increases	Decreases	Balance	Current	Long-Term
General Obligation Bonds Payable	\$14,780	\$6,000	(\$1,083)	\$19,697	\$1,541	\$18,156
Capital Leases	353	-	(43)	310	56	254
Uninsured Claims & Compensated Absences Payable	4,802	-	(439)	4,363	1,300	3,063
Net Pension Liability	20,141	7,399	-	27,540	-	27,540
<b>Total</b>	<b>\$40,076</b>	<b>\$13,399</b>	<b>(\$1,565)</b>	<b>\$51,910</b>	<b>\$2,897</b>	<b>\$49,013</b>

**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 9.5%. 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
2018	\$1,541	\$827	\$2,368
2019	1,542	753	2,295
2020	1,559	678	2,237
2021	1,559	600	2,159
2022	1,456	527	1,983
2023-2027	5,513	1,803	7,316
2028-2032	4,627	798	5,425
2033-2037	1,900	128	2,028
<b>Total</b>	<b>\$19,697</b>	<b>\$6,114</b>	<b>\$25,811</b>

**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. 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. Health and Dental Plan 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, 2016 and 2017 (in thousands).

June 30, 2015			June 30, 2016			June 30, 2017		
Balance	Increases	Decreases	Balance	Increases	Decreases	Balance	Current	Noncurrent
\$2,139	\$1,027	(\$526)	\$2,640	\$372	(\$806)	\$2,206	\$741	\$1,465

**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.

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**NOTE 6 – Employee Benefits Plan (continued)**

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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 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  $1/4$  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.

**NOTE 6 – Employee Benefits Plan (continued)**

The Liquor Commission’s required and actual contributions to the Plan for the years ending June 30, 2017 and 2016 were \$2.1 million and \$2.1 million respectively. Included in these contributions for fiscal year 2017 and 2016 fiscal year is an amount of postemployment benefits of \$300K and \$300K respectively. The Liquor Commission’s payments for normal contribution costs for fiscal year 2017 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.

**Pension Liabilities, Pension Expense, and Deferred Outflows of Resources and Deferred Inflows of Resources Related to Pensions:** As of June 30, 2017, the Liquor Commission reported a liability of \$27.54 million for its proportionate share of the net pension liability of the Plan. This net pension liability is measured as of June 30, 2016, and the total pension liability used to calculate the net pension liability was determined by an actuarial valuation as of June 30, 2015, with update procedures used to roll the total pension liability forward to June 30, 2016. 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 (2.66%), based on percentage of pension plan contributions. For the year ended June 30, 2017, the Liquor Commission recognized pension expense of \$3.1 million.

As of June 30, 2017, 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	\$1,740	\$ -
Differences between expected and actual experience	76	332
Change in actuarial assumptions	3,389	-
Changes in employer proportion	313	718
Change in employer proportion (entity)	854	-
Contributions subsequent to the measurement date	1,890	-
Total	<u>\$8,262</u>	<u>\$1,050</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, 2018. Other amounts reported as deferred outflows and inflows of resources related to pensions will be recognized in pension expense as follows (in thousands):

Year ended June 30	Amount
2018	\$1,066
2019	1,066
2020	1,704
2021	1,418
2022	<u>68</u>
Total	<u>\$5,322</u>

**NOTE 6 – Employee Benefits Plan (continued)**

**Actuarial Assumptions:** The Plan total pension liability, measured as of June 30, 2016, was determined by a roll forward of the actuarial valuation as of June 30, 2015, using the following actuarial assumptions:

Inflation	2.5%
Salary increases	5.6% average, including inflation
Investment rate of return	7.25%, net of pension plan investment expense, including inflation

Mortality rates were based on the RP-2014 employee generational mortality tables for males and females, adjusted for mortality improvements using Scale MP-2015, based on the last experience study.

The actuarial assumptions used in the June 30, 2015 valuation were based on the results of the most recent actuarial experience study, which was for the period July 1, 2010 - June 30, 2015.

**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 2016:

Asset Class	Target Allocation	Weighted Average Long-Term Expected Geometric Rate of Return
Large Cap Equities	22.50%	4.25%
Small/Mid Cap Equities	7.50%	4.50%
Total Domestic Equity	30.00%	
International Equities (unhedged)	13.00%	4.75%
Emerging International Equities	7.00%	6.25%
Total International Equity	20.00%	
Core Bonds	5.00%	0.64%
Short Duration	2.00%	-0.25%
Global Multi-Sector Fixed Income	11.00%	1.71%
Absolute Return Fixed Income	7.00%	1.08%
Total Fixed Income	25.00%	
Private Equity	5.00%	6.25%
Private Debt	5.00%	4.75%
Opportunistic	5.00%	3.68%
Total Alternative Investments	15.00%	
Real Estate	10.00%	3.25%
Total Real Estate Investments	10.00%	
Total	100.00%	

**NOTE 6 – Employee Benefits Plan (continued)**

**Discount Rate:** The discount rate used to measure the collective total pension liability was 7.25%. 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 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 at June 30, 2016 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 6.25%	Current single rate assumption 7.25%	1% Increase to 8.25%
\$35,388	\$27,540	\$21,033

**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, 2017 and 2016 were \$1.9 million and \$1.8 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

**NOTE 6 – Employee Benefits Plan (continued)**

actuarial valuation was performed as of December 31, 2016. 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 2017 were approximately \$7.0 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, 2017 (in thousands).

Fiscal Year	Lease Payments
2018	\$5,797
2019	6,170
2020	5,891
2021	5,484
2022	5,209
2023-2027	18,377
2028-2032	5,638
2033-2037	4,067
2038-2042	415
Total	<u>\$57,048</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, 2017 are as follows (in thousands):

Fiscal Year	Store Lease
2018	\$125
2019	125
2020	125
2021	104
Total	<u>479</u>
Amount Representing Interest	<u>(169)</u>
Present Value of Future Minimum Lease Payments	<u>\$310</u>

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**NOTE 7 – Leases (Continued)**


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Capital leases included in capital assets at June 30, 2017 include the following (in thousands):

Buildings and Building Improvements	\$1,563
Less: Accumulated Depreciation	<u>(1,151)</u>
Net	<u><u>\$412</u></u>

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**NOTE 8 – Sales and Services Revenue**


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Sales and services revenue is reported net of discounts and credit card fees. For the fiscal year-ended June 30, 2017 the Commission's reported operating revenues of \$684.8 million were net of \$17.5 million of discounts, bank fees, and credit card fees.

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**NOTE 9 – Litigation**


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

In March 2012, the New Hampshire Liquor Commission (NHLC) issued a Request for Proposal (RFP) requesting bids for a 20-year warehousing services contract. In June 2012, XTL-NH, Inc. (XTL) and four other vendors submitted bids in response to the RFP. On November 20, 2012, following a thorough review of each bid, 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, 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 have the court award the contract to XTL, and seeking costs and attorneys' fees. XTL contended that as the lowest responsive bidder, it was entitled to the contract. Further, XTL argued that NHLC improperly modified the RFP to favor EXEL's bid in violation of state competitive bidding laws. The injunction was denied. On April 4, 2014, NHLC filed a motion for summary judgment, arguing 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 attorneys' fees. On July 16, 2014, the court ruled on the motion, finding that the state had not waived sovereign immunity over claims for equitable relief and, therefore, that XTL could not obtain injunctive relief or attorneys' fees in the matter. However, XTL could proceed on its promissory estoppel claim for monetary damages, including lost profits, pursuant to RSA 491:8.

Six weeks prior to trial, XTL filed a motion for partial summary judgment and the trial was postponed. XTL argued for the first time that the RFP, as drafted, was illegal because scoring was based, in part, on subjective criteria and because it used subcategories to allocate points within the larger categories. In response, NHLC argued that both the RFP and the scoring procedures were proper. The court agreed, finding that "nothing in the competitive bidding statutes prohibits an agency from making subjective judgments on capabilities of vendors to complete the requested work. That the Liquor Commission would do so was explicitly stated in the RFP." The court also found that "the selection criteria were sufficiently narrow to provide bidders notice of the factors to be evaluated" and that subcategories were permissible.

On May 23, 2016, an eight-day bench trial commenced on the promissory estoppel claim. By order dated September 8, 2016, the court found that the RFP, the evaluation process and the ultimate contract award to EXEL were lawful and in compliance with New Hampshire competitive bidding law.

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**NOTE 9 – Litigation (continued)**

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XTL appealed the trial court's decision to the New Hampshire Supreme Court. Both sides have submitted briefs and the New Hampshire Supreme Court held oral argument on November 14, 2017. It is not possible to predict the outcome of the appeal.

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**Note 10 - Subsequent Event**

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**General Obligation Capital Improvement Bonds:**

The State issued \$66.5 million General Obligation Capital Improvement Bonds 2017 Series B of which \$9.4 million is for Liquor Commission projects. The Liquor Commission projects include software, credit card computer software, renovating retail space to office space, video surveillance equipment, a new roof at the Commission Headquarters, and the design of a new store in Portsmouth. The competitive sale which priced on December 6, 2017 and is scheduled to close on December 20, 2017, resulting in an overall true-interest-cost (TIC) to the State of 2.42%, with coupons ranging from 3.00% to 5.00% and with final maturity on December 1, 2037.

**REQUIRED SUPPLEMENTARY INFORMATION (unaudited)**

<b>Required Supplementary Information (Unaudited)</b>				
<b>INFORMATION ABOUT THE NEW HAMPSHIRE RETIREMENT SYSTEM PLAN</b>				
<b><u>Schedule of the Liquor's Proportionate Share of the Net Pension Liability</u></b>				
(dollars in thousands)	<b>June 30,</b>			
	<b>2017</b>	<b>2016</b>	<b>2015</b>	
Liquor's Proportion of the Net Pension Liability	0.52%	0.51%	0.50%	
Liquor's Proportionate Share of the Net Pension Liability	\$27,540	\$20,141	\$18,641	
Liquor's Covered-Employee Payroll	\$14,959	\$14,305	\$13,513	
Liquor's Proportionate Share of the Net Pension Liability as a Percentage of its Covered-Employee Payroll	184.10%	140.80%	137.95%	
NHRS Fiduciary Net Position as a Percentage of the Total Pension Liability	58.30%	65.47%	66.32%	
<p>Note: The amounts presented were determined as of and for the measurement periods ended June 30, 2016, June 30, 2015, and June 30, 2014</p> <p><i>Schedule is intended to show 10 years. Additional years will be added as they become available.</i></p>				
<b><u>Schedule of Liquor Contributions</u></b>				
(dollars in thousands)	<b>June 30,</b>			
	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
Required Liquor Contribution	\$1,890	\$1,850	\$1,700	\$1,612
Actual Liquor Contributions	\$1,890	\$1,850	\$1,700	\$1,612
Excess/(Deficiency) of Liquor Contributions	-	-	-	-
Liquor's Covered-Employee Payroll	\$15,628	\$14,281	\$14,252	\$13,513
Liquor Contribution as a Percentage of its Covered-Employee Payroll	12.09%	12.95%	11.93%	11.93%
<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

LiquorandWineOutlets.com

FEBRUARY 2017

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## STATISTICAL SECTION

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# NEW HAMPSHIRE LIQUOR COMMISSION

## STATEMENT OF NET POSITION AS OF JUNE 30, 2017

JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

(Expressed in thousands)

	June 30, 2017	June 30, 2016	Comparative Increase / (Decrease)	
			\$	%
<b>ASSETS:</b>				
<b>CURRENT ASSETS</b>				
Cash	\$ -	\$ -	\$ -	-
Receivables (Net of Allowances for Uncollectibles)	6,769	6,499	270	4.15
Due from Other State Agencies	29	-	29	-
Inventory	75,416	66,940	8,476	12.66
Total Current Assets	82,214	73,439	8,775	11.95
<b>NONCURRENT ASSETS</b>				
Land and Land Improvements	2,691	2,691	-	-
Buildings and Building Improvements	31,756	31,550	206	0.65
Construction in Progress	4,133	1,143	2,990	261.51
Leasehold Improvements	5,129	3,047	2,082	68.31
Software in Progress	3,603	911	2,692	295.54
Equipment	10,016	7,543	2,473	32.79
Less Accumulated Depreciation	(19,867)	(17,746)	(2,121)	11.95
Net Capital Assets	37,461	29,139	8,322	28.56
Total Noncurrent Assets	37,461	29,139	8,322	28.56
<b>TOTAL ASSETS</b>	<b>119,675</b>	<b>102,578</b>	<b>17,097</b>	<b>16.67</b>
Deferred Outflows of Resources	8,262	2,255	6,007	266.39
<b>LIABILITIES:</b>				
<b>CURRENT LIABILITIES</b>				
Accounts Payable	60,128	55,096	5,032	9.13
Accrued Payroll	2,020	2,016	4	0.22
Due to Other State Agencies	11,105	8,735	2,370	27.13
Due to Capital Fund	6,589	2,983	3,606	120.90
Unearned Revenue	2,628	2,293	335	14.61
Bonds Payable	1,541	1,056	485	45.92
Accrued Interest Payable	101	118	(17)	(14.85)
Compensated Absences Payable & Uninsured Claims	1,300	905	395	43.61
Other Liabilities	56	44	12	26.49
Total Current Liabilities	85,468	73,246	12,222	16.69
<b>NONCURRENT LIABILITIES</b>				
Bonds Payable	18,156	13,724	4,432	32.29
Compensated Absences Payable & Uninsured Claims	3,063	3,897	(834)	(21.39)
Net Pension Liability	27,540	20,141	7,399	36.74
Other Noncurrent Liabilities	254	309	(55)	(17.84)
Total Noncurrent Liabilities	49,013	38,071	10,942	28.74
<b>TOTAL LIABILITIES</b>	<b>134,481</b>	<b>111,317</b>	<b>23,164</b>	<b>20.81</b>
Deferred Inflow of Resources	1,050	1,245	(195)	(15.66)
<b>NET POSITION</b>				
Net Investments in Capital Assets	12,734	11,402	1,332	11.68
Unrestricted Net Position (Deficit)	(20,328)	(19,131)	(1,197)	6.26
Total Net Position (Deficit)	(\$7,594)	(\$7,729)	\$135	(1.75)

# NEW HAMPSHIRE LIQUOR COMMISSION

## COMMONSIZE COMPARATIVE INCOME STATEMENT

FISCAL YEAR ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

	July 01, 2016 through June 30, 2017	July 01, 2015 through June 30, 2016	Commonsize		Comparative	
			% FY 17	% FY 16	Increase / (Decrease) \$	%
<b>SALES</b>						
Sales - Retail	\$520,421,450	\$503,172,346	75.99	75.59	\$17,249,104	3.43
Sales - On-Premise	70,861,880	68,669,184	10.35	10.32	2,192,696	3.19
Sales - Off-Premise	109,382,891	108,926,004	15.97	16.36	456,887	0.42
Sales & Accessories	2,070,635	1,584,847	0.30	0.24	485,788	30.65
<b>Total Sales</b>	<b>702,736,856</b>	<b>682,352,381</b>	<b>102.61</b>	<b>102.50</b>	<b>20,384,475</b>	<b>2.99</b>
Credit Card Fees, Etc.	(17,904,244)	(16,651,509)	(2.61)	(2.50)	1,252,735	7.52
Net Sales	684,832,612	665,700,872	100.00	100.00	19,131,740	2.87
<b>COST OF SALES</b>						
Stock in Trade - Liquor	480,859,958	467,572,255	70.22	70.24	13,287,703	2.84
Merchandise	1,359,865	1,056,035	0.20	0.16	303,830	28.77
Transportation of Liquor	2,149,687	2,020,507	0.31	0.30	129,180	6.39
Shipping & Handling Fees	417,441	55,326	0.06	0.01	362,115	654.52
Bad Debt Expense	47,724	-	0.01	-	47,724	0.00
<b>Total Cost of Sales</b>	<b>484,834,675</b>	<b>470,704,123</b>	<b>70.80</b>	<b>70.71</b>	<b>14,130,552</b>	<b>3.00</b>
<b>Gross Profit From Sales</b>	<b>199,997,937</b>	<b>194,996,749</b>	<b>29.20</b>	<b>29.29</b>	<b>5,001,188</b>	<b>2.56</b>
<b>OTHER REVENUES</b>						
Beer Permits	371,114	345,700	0.05	0.05	25,414	7.35
Licenses - Liquor	3,178,706	3,271,708	0.46	0.49	(93,002)	(2.84)
Direct Shipping Permits	843,735	910,697	0.12	0.14	(66,962)	(7.35)
Grants	211,092	507,588	0.03	0.08	(296,496)	(58.41)
Sweepstakes Income	502,870	487,879	0.07	0.07	14,991	3.07
Liquor Rep Fees	23,625	22,088	0.00	0.00	1,537	6.96
Check & Administrative Fines	50,096	85,302	0.01	0.01	(35,206)	(41.27)
ATM Transaction Fees	9,036	14,126	0.00	0.00	(5,090)	(36.03)
Processing/Investigation Fees	51,325	53,988	0.01	0.01	(2,663)	(4.93)
Wine Tax	190,373	224,127	0.03	0.03	(33,754)	(15.06)
Miscellaneous	192,390	49	0.03	0.00	192,341	394,303.36
<b>Total Other Revenues</b>	<b>5,624,362</b>	<b>5,923,252</b>	<b>0.82</b>	<b>0.89</b>	<b>(298,890)</b>	<b>(5.05)</b>
<b>Total Gross Profit</b>	<b>\$205,622,299</b>	<b>\$200,920,001</b>	<b>30.03</b>	<b>30.18</b>	<b>\$4,702,298</b>	<b>2.34</b>

# NEW HAMPSHIRE LIQUOR COMMISSION

## COMMONSIZE COMPARATIVE INCOME STATEMENT

FISCAL YEAR ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

	<b>July 01, 2016 through June 30, 2017</b>	July 01, 2015 through June 30, 2016	<b>Commonsize</b>		<b>Comparative</b>	
			<b>% FY 17</b>	<b>% FY 16</b>	<b>Increase / (Decrease) \$</b>	<b>%</b>
<b>OPERATING EXPENSES</b>						
<b>Total Operating Expenses</b>	<b>\$63,709,332</b>	\$59,712,706	<b>9.30</b>	8.97	\$3,996,626	6.69
Net Profit from Liquor Operations	<b>141,912,967</b>	141,207,295	<b>20.72</b>	21.21	705,672	0.50
Beer Taxes	<b>12,678,076</b>	12,850,079	<b>1.85</b>	1.93	(172,003)	(1.34)
Gain on the Sale of Land	-	3,900,000	-	0.59	(3,900,000)	100.00
Interest Expense	<b>(714,685)</b>	(647,375)	<b>(0.10)</b>	(0.10)	(67,310)	(10.40)
<b>Total Net Profit</b>	<b>153,876,358</b>	157,309,999	<b>22.47</b>	23.63	(3,433,641)	(2.18)
Distributions (Transfer) to						
State General Fund	<b>(150,426,403)</b>	(152,700,938)	<b>(21.97)</b>	(22.94)	(2,274,535)	(1.49)
Alcohol Abuse Prevention & Treatment Fund (RSA 176:16 III)	<b>(3,314,945)</b>	(3,152,089)	<b>(0.48)</b>	(0.47)	162,856	5.17
<b>Change in Net Position</b>	<b>135,010</b>	1,456,972	<b>0.02</b>	0.22	(1,321,962)	(90.73)
<b>Net Position July 1</b>	<b>(7,728,676)</b>	(9,185,647)	<b>(1.13)</b>	(1.38)	1,456,971	(15.86)
<b>Net Position (Deficit) June 30</b>	<b>(\$7,593,666)</b>	(\$7,728,675)	<b>(1.11)</b>	(1.16)	\$135,009	1.75

# NEW HAMPSHIRE LIQUOR COMMISSION

## FIVE YEAR COMPARATIVE INCOME STATEMENT

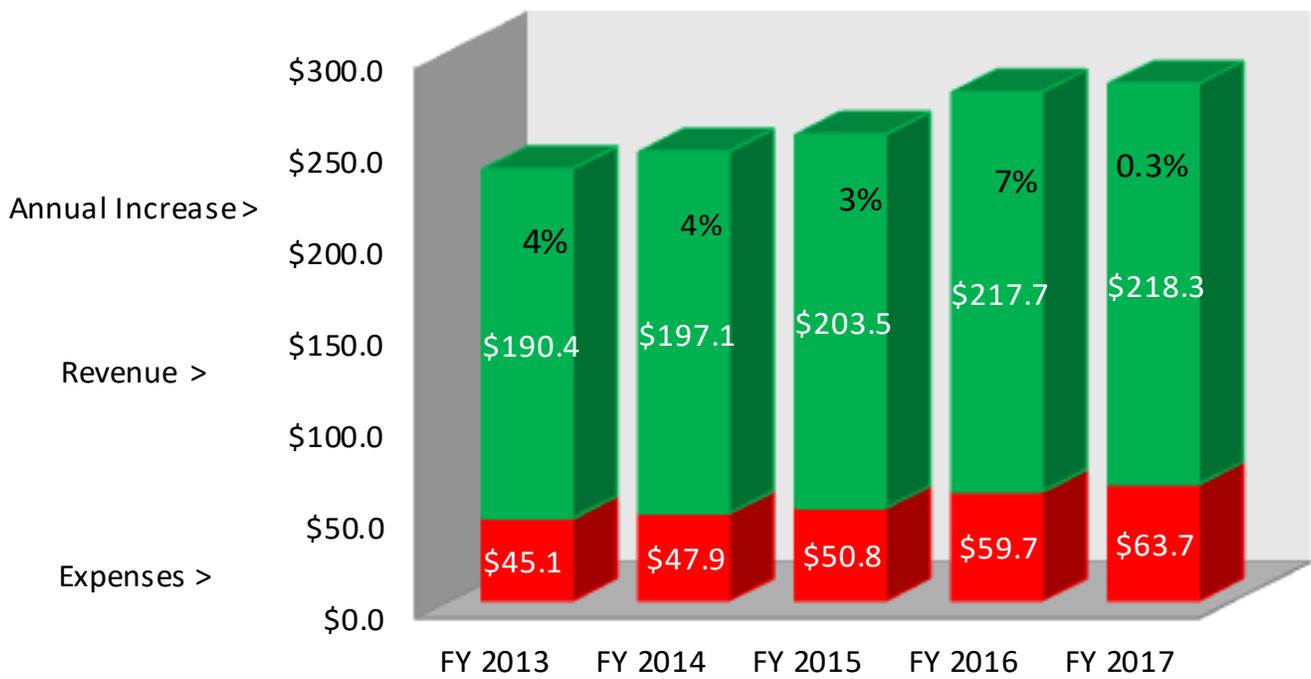
FY 2013 thru FY 2017 (unaudited)

(Expressed in thousands)

	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013
<b><u>SALES</u></b>					
Sales - Retail	\$520,421	\$503,172	\$476,158	\$459,055	\$439,677
Sales - On-Premise	70,862	68,669	64,269	61,623	59,220
Sales - Off-Premise	109,383	108,926	105,273	105,208	104,633
Sales - Accessories	2,071	1,585	1,193	1,015	-
<b>Total Sales</b>	<b>702,737</b>	<b>682,352</b>	<b>646,893</b>	<b>626,901</b>	<b>603,530</b>
Less Discounts, CC fees, Etc	(17,904)	(16,651)	(15,825)	(15,744)	(14,801)
<b>Net Sales</b>	<b>684,833</b>	<b>665,701</b>	<b>631,068</b>	<b>611,157</b>	<b>588,729</b>
Cost of Goods Sold	484,835	470,704	445,650	433,787	418,380
<b>Gross Profit from Sales</b>	<b>199,998</b>	<b>194,997</b>	<b>185,418</b>	<b>177,370</b>	<b>170,349</b>
<b><u>OTHER REVENUES</u></b>					
Liquor and Wine Licenses	3,179	3,272	3,349	3,380	3,165
Liquor Rep Fees	24	22	23	20	19
Sweepstakes Income	503	488	431	422	499
Grants	211	508	272	446	359
Miscellaneous	1,708	1,633	1,682	2,733	3,290
<b>Total Other Revenues</b>	<b>5,625</b>	<b>5,923</b>	<b>5,758</b>	<b>7,001</b>	<b>7,332</b>
<b>Total Gross Profit</b>	<b>205,623</b>	<b>200,920</b>	<b>191,176</b>	<b>184,371</b>	<b>177,681</b>
<b><u>OPERATING EXPENSES</u></b>					
<b>Total Operating Expenses</b>	<b>63,709</b>	<b>59,713</b>	<b>50,847</b>	<b>47,871</b>	<b>45,144</b>
<b>Net Profit Liquor Operations</b>	<b>141,914</b>	<b>141,207</b>	<b>140,329</b>	<b>136,500</b>	<b>132,537</b>
Beer Taxes	12,678	12,850	12,328	12,656	12,689
Gain on the Sale of Land	-	3,900	-	-	-
Gain or (Loss) on Capital Assets	-	-	-	-	(5,176)
Interest Expense	(715)	(647)	(594)	(502)	(319)
<b>TOTAL NET PROFIT</b>	<b>\$153,876</b>	<b>\$157,310</b>	<b>\$152,063</b>	<b>\$148,654</b>	<b>\$139,731</b>

# NEW HAMPSHIRE LIQUOR COMMISSION

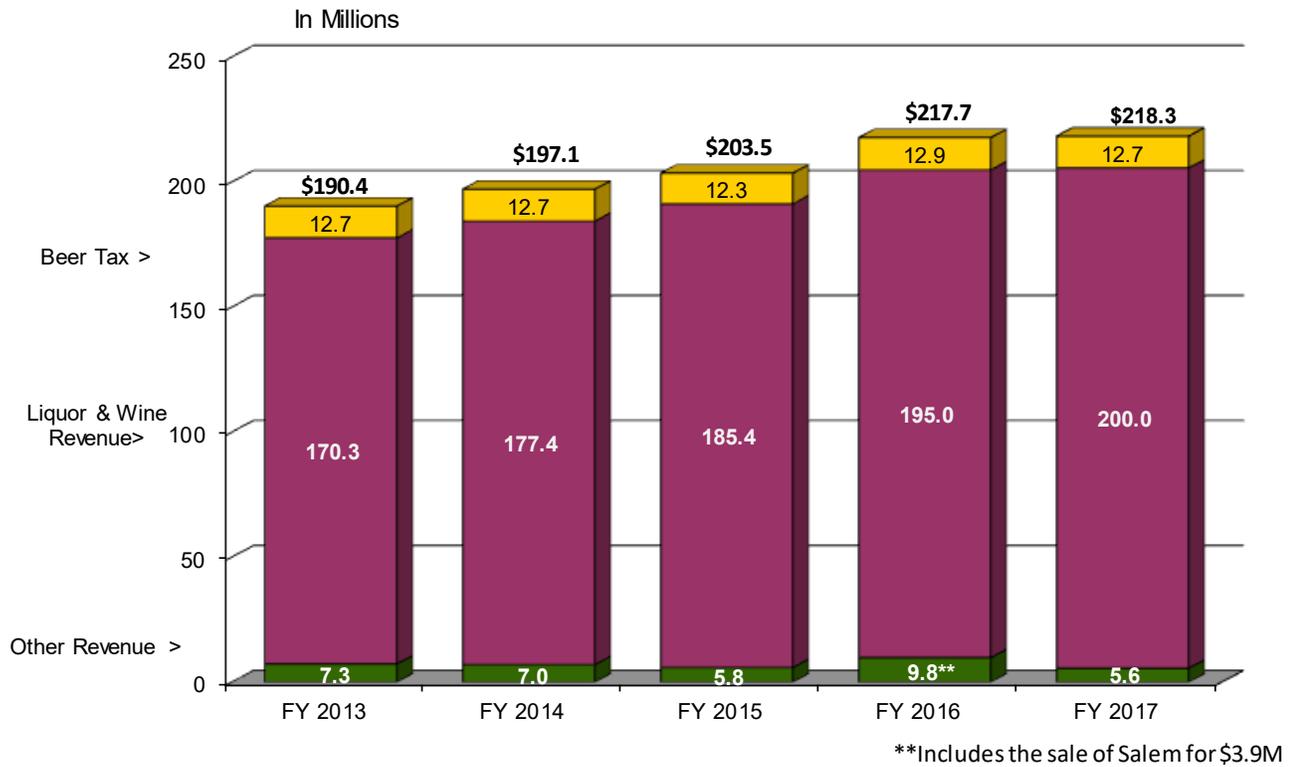
## REVENUE AND EXPENSES FY 2013 TO FY 2017 (unaudited)



(Millions)	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Revenues	\$190.4	\$197.1	\$203.5	\$217.7	\$218.3
Expenses	\$45.1	\$47.9	\$50.8	\$59.7	\$63.7

# NEW HAMPSHIRE LIQUOR COMMISSION

## REVENUE BREAKDOWN FY 2013 TO FY 2017 (unaudited)

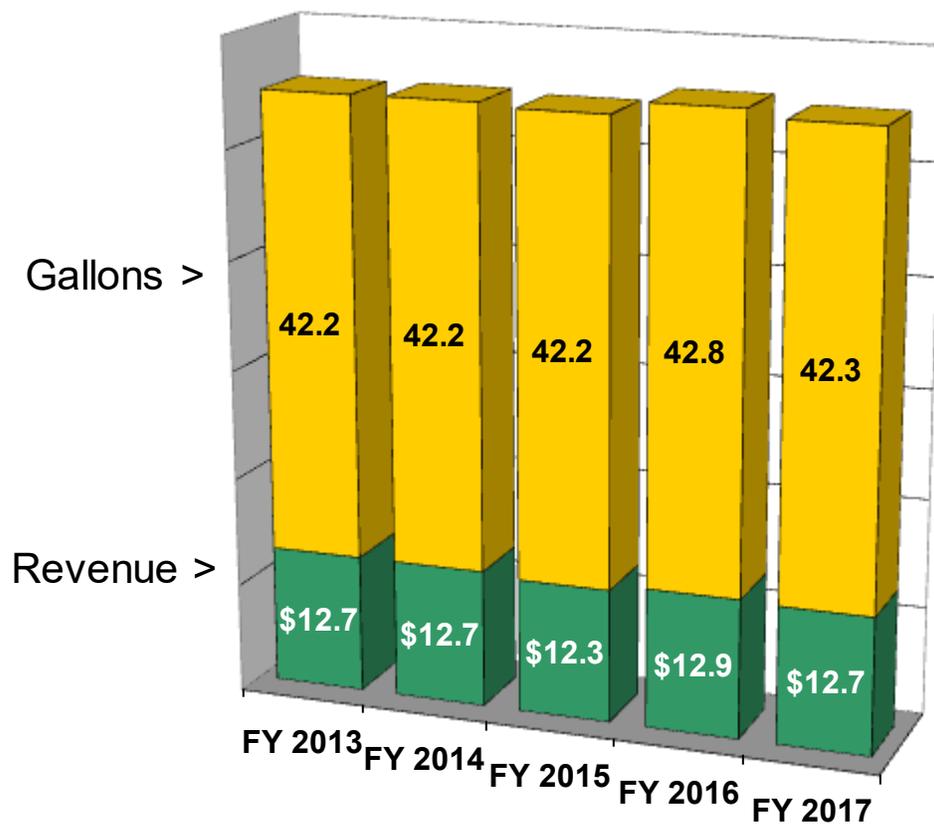


<u>Revenues</u> (millions)	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Beer Tax	\$12.7	\$12.7	\$12.3	\$12.9	\$12.7
Liquor & Wine Revenue	\$170.3	\$177.4	\$185.4	\$195.0	\$200.0
Other Revenue	\$7.3	\$7.0	\$5.8	\$9.8	\$5.6
Total Revenue	\$190.4	\$197.1	\$203.5	\$217.7	\$218.3

# NEW HAMPSHIRE LIQUOR COMMISSION

## BEER REVENUE AND GALLONAGE FY 2013 TO FY 2017

(unaudited)



Beer Tax	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Gallons	42.2	42.1	42.2	42.8	42.3
Revenue (millions)	\$12.7	\$12.7	\$12.3	\$12.9	\$12.7

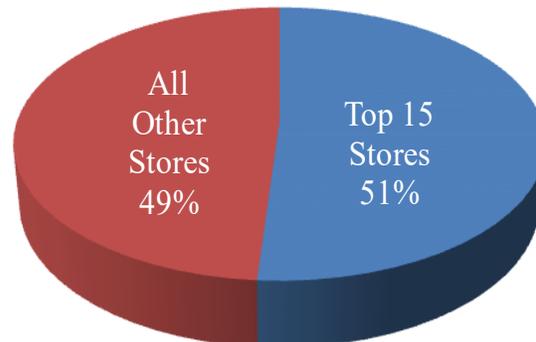
# NEW HAMPSHIRE LIQUOR COMMISSION TOP 15 RETAIL STORE LOCATIONS (unaudited)

FISCAL YEAR ENDED JUNE 30, 2017

(expressed in millions)



<u>Rank</u>	<u>Location (Store #)</u>	<u>Sales in Millions</u>	<u>Cumulative</u>
1	HAMPTON-NO (#76)	\$32.0	\$32.0
2	NASHUA (#50)	\$26.5	\$58.5
3	HAMPTON-SO (#73)	\$25.8	\$84.3
4	SALEM (#34)	\$25.2	\$109.5
5	PORTSMOUTH (#38)	\$23.7	\$133.2
6	HOOKSETT-NO (#66)	\$20.3	\$153.5
7	BEDFORD (#55)	\$17.0	\$170.5
8	NASHUA (#69)	\$16.9	\$187.4
9	HOOKSETT-SO (#67)	\$16.4	\$203.8
10	LONDONDERRY (#74)	\$15.4	\$219.2
11	KEENE (#15)	\$15.0	\$234.2
12	W. LEBANON (#60)	\$13.8	\$248.0
13	SEABROOK (#41)	\$12.4	\$260.4
14	MANCHESTER (#10)	\$12.4	\$272.8
15	PLAISTOW (#49)	\$10.6	\$283.4



*\*State-owned locations*

# NEW HAMPSHIRE LIQUOR COMMISSION

## Sales Summary by Type

FISCAL YEARS ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

SPIRITS	FY 2017				FY 2016				FY17 vs FY16			
	Sales \$	%	Bottles	%	Sales \$	%	Bottles	%	Sales \$	%	Bottles	%
Retail	355,097,064	88%	25,083,230	91%	339,210,197	88%	23,426,747	90%	15,886,867	5%	1,656,483	7%
On-Premise	45,342,961	11%	2,306,494	8%	42,968,219	11%	2,229,231	9%	2,374,742	6%	77,263	3%
Off-Premise	2,014,163	1%	252,638	1%	2,169,217	1%	233,676	1%	(155,054)	-7%	18,962	8%
<b>TOTAL</b>	<b>402,454,188</b>	<b>100%</b>	<b>27,642,362</b>	<b>100%</b>	<b>384,347,633</b>	<b>100%</b>	<b>25,889,654</b>	<b>100%</b>	<b>18,106,555</b>	<b>5%</b>	<b>1,752,708</b>	<b>7%</b>
<b>% of Business</b>	<b>58%</b>		<b>49%</b>		<b>57%</b>		<b>47%</b>					
<b>WINE</b>												
Retail	161,318,809	55%	13,389,595	47%	160,671,406	57%	13,507,807	46%	647,403	0%	(118,212)	-1%
On-Premise	24,965,939	9%	2,381,635	8%	25,045,351	9%	2,394,636	8%	(79,412)	0%	(13,001)	-1%
Off-Premise	107,368,426	36%	13,481,378	45%	106,718,537	38%	13,615,264	46%	649,889	1%	(133,886)	-1%
<b>TOTAL</b>	<b>293,653,174</b>	<b>100%</b>	<b>29,252,608</b>	<b>100%</b>	<b>292,435,294</b>	<b>103%</b>	<b>29,517,707</b>	<b>100%</b>	<b>1,217,880</b>	<b>0%</b>	<b>(265,099)</b>	<b>-1%</b>
<b>% of Business</b>	<b>42%</b>		<b>51%</b>		<b>43%</b>		<b>53%</b>					
<b>TOTAL</b>												
Retail	516,415,873	74%	38,472,825	68%	499,881,603	78%	36,934,554	67%	16,534,270	3%	1,538,271	4%
On-Premise	70,308,900	10%	4,688,129	8%	68,013,571	11%	4,623,867	8%	2,295,329	3%	64,262	1%
Off-Premise	109,382,589	16%	13,734,016	24%	108,887,754	17%	13,848,940	25%	494,835	0%	(114,924)	-1%
<b>SUB-TOTAL</b>	<b>696,107,362</b>	<b>100%</b>	<b>56,894,970</b>	<b>100%</b>	<b>676,782,927</b>	<b>106%</b>	<b>55,407,361</b>	<b>100%</b>	<b>19,324,435</b>	<b>3%</b>	<b>1,487,609</b>	<b>3%</b>
Accessories	2,070,147				1,584,459				485,688	31%		
<b>TOTAL</b>	<b>698,177,509</b>				<b>678,367,386</b>				<b>19,810,122</b>	<b>3%</b>		

Sales are after at register discounts.

# NEW HAMPSHIRE LIQUOR COMMISSION

## TOTAL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2017 and JUNE 30, 2016 (unaudited)

ST#	LOCATION	JUNE 30, 2017	JUNE 30, 2016	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 17	FY 16	FY 17	FY 16
1	CONCORD	\$7,258,577	\$7,790,746	(\$532,169)	(6.83)	1.04	1.15	25	23
2	W. CHESTERFIELD	7,502,947	6,775,969	726,978	10.73	1.07	1.00	22	26
3	MANCHESTER	434,404	410,842	23,562	5.73	0.06	0.06	79	79
4	HOOKSETT	3,363,446	3,345,875	17,571	0.53	0.48	0.49	53	52
5	BERLIN	1,531,274	1,477,036	54,238	3.67	0.22	0.22	74	75
6	PORTSMOUTH	7,288,425	7,493,503	(205,078)	(2.74)	1.04	1.10	24	24
7	LITTLETON	6,013,748	5,954,659	59,089	0.99	0.86	0.88	29	30
8	CLAREMONT	3,847,542	3,929,259	(81,717)	(2.08)	0.55	0.58	49	46
9	DOVER	6,466,564	6,239,061	227,503	3.65	0.93	0.92	27	28
10	MANCHESTER	12,410,070	10,251,194	2,158,876	21.06	1.78	1.51	14	13
11	LEBANON	5,755,282	6,086,630	(331,348)	(5.44)	0.82	0.90	30	29
12	CENTER HARBOR	3,414,348	3,482,360	(68,012)	(1.95)	0.49	0.51	52	51
13	SOMERSWORTH	2,707,050	2,619,815	87,235	3.33	0.39	0.39	59	59
14	ROCHESTER	5,750,502	5,625,400	125,102	2.22	0.82	0.83	31	33
15	KEENE	15,036,002	14,811,517	224,485	1.52	2.15	2.18	11	9
16	WOODSVILLE	2,077,176	2,106,392	(29,216)	(1.39)	0.30	0.31	66	66
17	FRANKLIN	2,343,489	2,290,494	52,995	2.31	0.34	0.34	63	64
18	COLEBROOK	1,601,054	1,580,107	20,947	1.33	0.23	0.23	71	73
19	PLYMOUTH	4,763,820	2,763,361	2,000,459	72.39	0.68	0.41	38	56
20	DERRY	3,503,569	3,875,031	(371,462)	(9.59)	0.50	0.57	51	47
21	PETERBOROUGH	4,815,420	5,297,016	(481,596)	(9.09)	0.69	0.78	37	36
22	BROOKLINE	4,093,775	4,177,454	(83,679)	(2.00)	0.59	0.62	45	41
23	CONWAY	8,652,197	8,644,369	7,828	0.09	1.24	1.27	20	19
24	NEWPORT	1,776,698	1,770,003	6,695	0.38	0.25	0.26	69	72
25	STRATHAM	6,442,577	6,876,380	(433,803)	(6.31)	0.92	1.01	28	25
26	GROVETON	592,913	581,346	11,567	1.99	0.08	0.09	78	78
27	NASHUA	7,395,344	7,815,206	(419,862)	(5.37)	1.06	1.15	23	22
28	SEABROOK-BCH	1,583,039	1,981,063	(398,024)	(20.09)	0.23	0.29	72	69
29	WHITEFIELD	793,018	755,757	37,261	4.93	0.11	0.11	77	77
30	MILFORD	4,453,900	4,281,236	172,664	4.03	0.64	0.63	41	40
31	MANCHESTER	4,138,845	3,978,745	160,100	4.02	0.59	0.59	44	45
32	NASHUA	8,374,882	9,843,214	(1,468,332)	(14.92)	1.20	1.45	21	14
33	MANCHESTER	9,937,059	8,776,515	1,160,544	13.22	1.42	1.29	17	18
34	SALEM	25,228,368	25,830,453	(602,085)	(2.33)	3.61	3.81	4	3
35	HILLSBORO	2,879,161	2,720,829	158,332	5.82	0.41	0.40	58	57
36	JAFFREY	1,491,769	2,086,836	(595,067)	(28.52)	0.21	0.31	75	67
37	LANCASTER	1,134,638	1,124,376	10,262	0.91	0.16	0.17	76	76
38	PORTSMOUTH	23,710,398	24,529,943	(819,545)	(3.34)	3.40	3.62	5	4
39	WOLFEBORO	3,718,964	3,817,841	(98,877)	(2.59)	0.53	0.56	50	48
40	WALPOLE	2,673,357	2,664,712	8,645	0.32	0.38	0.39	60	58
41	SEABROOK	12,445,986	8,955,143	3,490,843	38.98	1.78	1.32	13	17
42	MEREDITH	2,970,451	3,276,411	(305,960)	(9.34)	0.43	0.48	56	53
43	FARMINGTON	2,555,517	2,372,518	182,999	7.71	0.37	0.35	62	62
44	NEW HAMPTON	4,003,817	2,365,589	1,638,228	69.25	0.57	0.35	48	63

# NEW HAMPSHIRE LIQUOR COMMISSION

## TOTAL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2017 and JUNE 30, 2016 (unaudited)

ST#	LOCATION	JUNE30, 2017	JUNE 30, 2016	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 17	FY 16	FY 17	FY 16
45	PITTSFIELD	\$1,554,220	\$1,500,560	\$53,660	3.58	0.22	0.21	73	74
46	ASHLAND	-	1,893,635	(1,893,635)	(100.00)	-	0.27	80	70
47	LINCOLN	2,895,539	2,773,003	122,536	4.42	0.41	0.40	57	55
48	HINSDALE	5,393,625	6,518,223	(1,124,598)	(17.25)	0.77	0.93	33	27
49	PLAISTOW	10,599,654	10,952,603	(352,949)	(3.22)	1.52	1.57	15	12
50	NASHUA	26,524,662	18,505,531	8,019,131	43.33	3.80	2.65	2	6
51	PELHAM	4,619,840	4,631,853	(12,013)	(0.26)	0.66	0.66	39	38
52	GORHAM	2,014,062	1,990,855	23,207	1.17	0.29	0.29	67	68
53	HUDSON	4,568,113	4,643,810	(75,697)	(1.63)	0.65	0.67	40	37
54	GLEN	4,051,082	4,053,136	(2,054)	(0.05)	0.58	0.58	46	42
55	BEDFORD	17,021,275	13,559,475	3,461,800	25.53	2.44	1.94	7	11
56	GILFORD	5,742,890	5,677,390	65,500	1.15	0.82	0.81	32	31
57	OSSIPEE	2,564,826	2,518,429	46,397	1.84	0.37	0.36	61	60
58	GOFFSTOWN	4,444,588	4,389,995	54,593	1.24	0.64	0.63	42	39
59	MERRIMACK	8,884,055	9,516,187	(632,132)	(6.64)	1.27	1.36	18	15
60	W. LEBANON	13,842,333	14,157,006	(314,673)	(2.22)	1.98	2.03	12	10
61	N. LONDONDERRY	10,268,647	7,913,768	2,354,879	-	1.47	1.13	16	21
62	RAYMOND	3,151,477	3,686,217	(534,740)	(14.51)	0.45	0.53	55	49
63	WINCHESTER	1,995,450	2,435,995	(440,545)	(18.08)	0.29	0.35	68	61
64	NEW LONDON	5,386,024	5,541,813	(155,789)	(2.81)	0.77	0.79	34	34
65	CAMPTON	1,672,325	1,774,041	(101,716)	(5.73)	0.24	0.25	70	71
66	HOOKSETT-NO	20,269,615	21,158,741	(889,126)	(4.20)	2.90	3.03	6	5
67	HOOKSETT-SO	16,414,213	17,545,516	(1,131,303)	(6.45)	2.35	2.51	9	7
68	N. HAMPTON	8,653,449	9,008,612	(355,163)	(3.94)	1.24	1.29	19	16
69	NASHUA	16,902,957	16,857,370	45,587	0.27	2.42	2.41	8	8
70	SWANZEY	2,260,295	2,273,107	(12,812)	(0.56)	0.32	0.33	65	65
71	LEE	5,159,159	5,303,013	(143,854)	(2.71)	0.74	0.76	36	35
72	CONCORD	5,253,899	5,661,943	(408,044)	(7.21)	0.75	0.81	35	32
73	HAMPTON-SO	25,832,087	29,603,552	(3,771,465)	(12.74)	3.70	4.24	3	2
74	LONDONDERRY	15,363,754	7,979,569	7,384,185	92.54	2.20	1.14	10	20
75	BELMONT	4,013,103	4,022,985	(9,882)	(0.25)	0.57	0.58	47	43
76	HAMPTON-NO	32,039,823	34,167,063	(2,127,240)	(6.23)	4.59	4.89	1	1
77	RINDGE	4,144,095	4,003,691	140,404	3.51	0.59	0.57	43	44
78	HAMPS TEAD	3,329,280	3,103,542	225,738	7.27	0.48	0.44	54	54
79	EPPING	6,571,771	3,630,043	2,941,728	81.04	0.94	0.52	26	50
81	PEMBROKE	2,314,372	-	2,314,372	100.00	0.33	-	64	80
	<b>TOTAL STORES</b>	<b>\$554,647,941</b>	<b>\$536,384,478</b>	<b>\$18,263,463</b>	<b>3.40</b>	<b>79.44</b>	<b>79.07</b>		
900	WHSE-CONCORD	18,159	14,709	3,450	23.46	-	-		
903	WHSE-BOW	143,492,360	141,949,989	1,542,371	1.09	20.55	20.33		
908	ON-LINE SALES	19,049	18,210	839	4.61	-	-		
	<b>TOTAL WHSES</b>	<b>\$143,529,568</b>	<b>\$141,982,908</b>	<b>\$1,546,660</b>	<b>1.09</b>	<b>20.56</b>	<b>20.93</b>		
	<b>GRAND TOTAL</b>	<b>\$698,177,509</b>	<b>\$678,367,386</b>	<b>\$19,810,123</b>	<b>2.92</b>	<b>100.00</b>	<b>100.00</b>		

# NEW HAMPSHIRE LIQUOR COMMISSION

## TOTAL SALES BY TYPE

FISCAL YEARS ENDED JUNE 30, 2017 (unaudited)

ST#	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	ACCESSORIES	DISCOUNTS	TOTAL
1	CONCORD	\$6,601,174	\$678,506	\$17,065	\$25,057	\$63,225	\$7,258,577
2	CHESTERFIELD	7,524,579	22,582	1,345	20,386	65,945	7,502,947
3	MANCHESTER	433,478	294	-	828	196	434,404
4	HOOKSETT	2,864,619	468,752	40,355	9,261	19,541	3,363,446
5	BERLIN	1,319,797	147,676	63,237	5,536	4,972	1,531,274
6	PORTSMOUTH	4,926,370	2,412,036	15,362	18,938	84,281	7,288,425
7	LITTLETON	5,394,475	609,177	56,900	15,792	62,596	6,013,748
8	CLAREMONT	3,608,415	234,034	15,288	10,782	20,977	3,847,542
9	DOVER	5,453,972	1,022,762	5,831	21,124	37,125	6,466,564
10	MANCHESTER	10,901,714	1,507,808	22,425	25,262	47,139	12,410,070
11	LEBANON	5,535,779	266,133	13,899	17,708	78,237	5,755,282
12	CENTER HARBOR	3,191,928	257,097	353	8,238	43,268	3,414,348
13	SOMERSWORTH	2,514,266	189,456	3,880	6,606	7,158	2,707,050
14	ROCHESTER	5,118,504	631,836	11,172	12,178	23,188	5,750,502
15	KEENE	13,854,451	1,234,384	54,196	28,471	135,500	15,036,002
16	WOODSVILLE	2,004,979	63,424	10,764	6,515	8,506	2,077,176
17	FRANKLIN	2,043,794	285,944	17,234	4,270	7,753	2,343,489
18	COLEBROOK	1,187,606	256,681	161,407	5,157	9,797	1,601,054
19	PLYMOUTH	4,133,344	624,691	21,532	25,323	41,070	4,763,820
20	DERRY	3,374,990	134,889	1,152	9,944	17,406	3,503,569
21	PETERBOROUGH	4,482,963	336,414	43,956	13,481	61,394	4,815,420
22	BROOKLINE	4,085,522	20,435	97	13,583	25,862	4,093,775
23	CONWAY	7,537,803	1,058,488	95,064	35,918	75,076	8,652,197
24	NEWPORT	1,568,024	188,535	22,030	7,405	9,296	1,776,698
25	STRATHAM	5,993,992	416,440	57,096	22,926	47,877	6,442,577
26	GROVETON	571,025	9,924	11,531	2,741	2,308	592,913
27	NASHUA	7,018,635	374,171	14,903	9,095	21,460	7,395,344
28	SEABROOK-BCH	1,510,115	73,002	209	5,301	5,588	1,583,039
29	WHITEFIELD	723,745	51,880	16,036	3,742	2,385	793,018
30	MILFORD	3,844,260	623,730	5,298	12,881	32,269	4,453,900
31	MANCHESTER	3,614,171	471,905	59,311	9,443	15,985	4,138,845
32	NASHUA	7,954,982	457,334	1,357	16,231	55,022	8,374,882
33	MANCHESTER	8,716,625	1,269,392	22,468	20,936	92,362	9,937,059
34	SALEM	24,518,655	831,225	11,496	109,807	242,815	25,228,368
35	HILLSBORO	2,474,066	384,537	30,597	8,849	18,888	2,879,161
36	JAFFREY	1,294,207	205,620	-	2,877	10,935	1,491,769
37	LANCASTER	1,060,120	68,065	8,329	3,623	5,499	1,134,638
38	PORTSMOUTH	23,455,578	422,758	9,027	96,596	273,561	23,710,398
39	WOLFEBORO	3,523,480	231,832	1,981	8,234	46,563	3,718,964
40	WALPOLE	2,580,191	91,351	11,727	5,768	15,680	2,673,357
41	SEABROOK	11,606,924	851,131	29,775	63,132	104,976	12,445,986
42	MEREDITH	2,665,026	318,901	18,485	10,628	42,589	2,970,451
43	FARMINGTON	2,438,374	103,623	14,035	7,089	7,604	2,555,517
44	NEW HAMPTON	3,696,636	286,969	24,883	34,311	38,982	4,003,817

# NEW HAMPSHIRE LIQUOR COMMISSION

## TOTAL SALES BY TYPE

FISCAL YEARS ENDED JUNE 30, 2017 (unaudited)

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	ACCESSORIES	DISCOUNTS	TOTAL
45	PITTSFIELD	\$1,463,244	\$67,340	\$21,951	\$5,690	\$4,005	\$1,554,220
46	ASHLAND	-	-	-	-	-	-
47	LINCOLN	2,254,860	631,909	23,331	11,120	25,681	2,895,539
48	HINSDALE	5,398,773	12,299	11,535	9,085	38,067	5,393,625
49	PLAISTOW	10,249,759	368,152	34,238	23,859	76,354	10,599,654
50	NASHUA	26,179,497	476,789	21,206	99,403	252,233	26,524,662
51	PELHAM	4,493,947	126,966	15,734	10,212	27,019	4,619,840
52	GORHAM	1,846,745	167,304	5,335	8,077	13,399	2,014,062
53	HUDSON	4,443,335	132,052	1,256	7,897	16,427	4,568,113
54	GLEN	3,261,015	799,469	20,331	15,961	45,694	4,051,082
55	BEDFORD	16,130,599	990,878	23,715	44,964	168,881	17,021,275
56	GILFORD	4,481,572	1,289,915	9,362	21,827	59,786	5,742,890
57	OSSIPEE	2,237,659	265,054	71,049	3,790	12,726	2,564,826
58	GOFFSTOWN	3,972,717	473,496	9,246	10,437	21,308	4,444,588
59	MERRIMACK	8,546,800	364,460	10,206	21,884	59,295	8,884,055
60	W. LEBANON	13,300,343	562,378	93,377	33,792	147,557	13,842,333
61	N. LONDONDERRY	10,099,300	217,625	13,020	21,714	83,012	10,268,647
62	RAYMOND	2,824,044	278,357	48,207	10,830	9,961	3,151,477
63	WINCHESTER	1,949,223	53,754	-	3,034	10,561	1,995,450
64	NEW LONDON	5,013,412	394,315	49,639	13,463	84,805	5,386,024
65	CAMPTON	1,325,144	344,392	11,142	4,250	12,603	1,672,325
66	HOOKSETT-NO	20,009,839	167,360	10,412	237,244	155,240	20,269,615
67	HOOKSETT-SO	16,333,127	83,342	528	139,590	142,374	16,414,213
68	N. HAMPTON	7,070,516	1,666,315	9,815	19,696	112,893	8,653,449
69	NASHUA	15,635,151	1,340,595	49,716	49,688	172,193	16,902,957
70	SWANZEY	2,020,135	215,393	31,558	5,510	12,301	2,260,295
71	LEE	4,880,111	288,141	2,563	14,162	25,818	5,159,159
72	CONCORD	4,798,007	448,548	17,633	16,158	26,447	5,253,899
73	HAMPTON-SO	25,847,188	104,763	2,765	101,334	223,963	25,832,087
74	LONDONDERRY	14,459,733	960,767	3,608	55,368	115,722	15,363,754
75	BELMONT	3,470,484	542,554	7,970	9,859	17,764	4,013,103
76	HAMPTON-NO	32,052,181	79,026	521	161,009	252,914	32,039,823
77	RINDGE	4,011,982	63,873	78,063	12,297	22,120	4,144,095
78	HAMPSTEAD	3,111,710	221,374	2,338	9,573	15,715	3,329,280
79	EPPING	6,146,265	423,326	9,120	40,140	47,080	6,571,771
81	PEMBROKE	2,152,263	153,606	7,331	15,745	14,573	2,314,372
	<b>TOTAL STORES</b>	<b>\$520,394,033</b>	<b>\$34,971,711</b>	<b>\$1,770,909</b>	<b>\$2,070,635</b>	<b>\$4,559,347</b>	<b>\$554,647,941</b>
	% OF TYPE	99.99	49.35	1.62	100.00	100.00	79.44
	% OF LOCATION	93.82	6.31	0.32	0.37	0.82	100.00
900	WHSE-CONCORD	8,368	-	9,791	-	-	18,159
903	WHSE-BOW	-	35,890,169	107,602,191	-	-	143,492,360
908	ON-LINE SALES	19,049	-	-	-	-	19,049
	<b>TOTAL WHSES</b>	<b>\$27,417</b>	<b>\$35,890,169</b>	<b>\$107,611,982</b>	<b>-</b>	<b>-</b>	<b>\$143,529,568</b>
	% OF TYPE	0.01	50.65	98.38	-	-	20.56
	% OF LOCATION	0.02	25.01	74.98	-	-	100.00
	<b>GRAND TOTAL</b>	<b>\$520,421,450</b>	<b>\$70,861,880</b>	<b>\$109,382,891</b>	<b>\$2,070,635</b>	<b>\$4,559,347</b>	<b>\$698,177,509</b>
	<b>% OF TOTAL</b>	<b>74.54</b>	<b>10.15</b>	<b>15.67</b>	<b>0.30</b>	<b>0.65</b>	<b>100.00</b>

# NEW HAMPSHIRE LIQUOR COMMISSION

## RETAIL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

ST #	LOCATION	JUNE 30, 2017	JUNE 30, 2016	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 17	FY 16	FY 17	FY 16
1	CONCORD	\$6,601,174	\$7,084,929	(\$483,755)	(6.83)	1.27	1.41	24	23
2	CHESTERFIELD	7,524,579	6,773,275	751,304	11.09	1.45	1.35	21	24
3	MANCHESTER	433,478	410,193	23,285	5.68	0.08	0.08	79	79
4	HOOKSETT	2,864,619	2,967,194	(102,575)	(3.46)	0.55	0.59	54	53
5	BERLIN	1,319,797	1,293,809	25,988	2.01	0.25	0.26	73	74
6	PORTSMOUTH	4,926,370	4,925,697	673	0.01	0.95	0.98	33	35
7	LITTLETON	5,394,475	5,315,053	79,422	1.49	1.04	1.06	30	28
8	CLAREMONT	3,608,415	3,670,757	(62,342)	(1.70)	0.69	0.73	47	43
9	DOVER	5,453,972	5,237,165	216,807	4.14	1.05	1.04	28	29
10	MANCHESTER	10,901,714	8,669,237	2,232,477	25.75	2.09	1.72	14	15
11	LEBANON	5,535,779	5,810,281	(274,502)	(4.72)	1.06	1.15	27	27
12	CENTER HARBOR	3,191,928	3,237,202	(45,274)	(1.40)	0.61	0.64	52	51
13	SOMERSWORTH	2,514,266	2,396,476	117,790	4.92	0.48	0.48	58	59
14	ROCHESTER	5,118,504	5,016,134	102,370	2.04	0.98	1.00	31	32
15	KEENE	13,854,451	13,570,142	284,309	2.10	2.66	2.70	11	9
16	WOODSVILLE	2,004,979	2,045,020	(40,041)	(1.96)	0.39	0.41	66	65
17	FRANKLIN	2,043,794	1,990,627	53,167	2.67	0.39	0.40	64	66
18	COLEBROOK	1,187,606	1,190,682	(3,076)	(0.26)	0.23	0.24	75	75
19	PLYMOUTH	4,133,344	2,471,764	1,661,580	67.22	0.79	0.49	40	56
20	DERRY	3,374,990	3,592,615	(217,625)	(6.06)	0.65	0.71	50	44
21	PETERBOROUGH	4,482,963	4,987,734	(504,771)	(10.12)	0.86	0.99	37	34
22	BROOKLINE	4,085,522	4,169,859	(84,337)	(2.02)	0.79	0.83	41	39
23	CONWAY	7,537,803	7,596,333	(58,530)	(0.77)	1.45	1.51	20	18
24	NEWPORT	1,568,024	1,575,706	(7,682)	(0.49)	0.30	0.31	69	71
25	STRATHAM	5,993,992	6,336,782	(342,790)	(5.41)	1.15	1.26	26	26
26	GROVETON	571,025	562,750	8,275	1.47	0.11	0.11	78	78
27	NASHUA	7,018,635	7,472,912	(454,277)	(6.08)	1.35	1.49	23	20
28	SEABROOK-BCH	1,510,115	1,901,774	(391,659)	(20.59)	0.29	0.38	70	68
29	WHITEFIELD	723,745	669,835	53,910	8.05	0.14	0.13	77	77
30	MILFORD	3,844,260	3,742,621	101,639	2.72	0.74	0.74	44	42
31	MANCHESTER	3,614,171	3,472,698	141,473	4.07	0.69	0.69	46	47
32	NASHUA	7,954,982	9,445,201	(1,490,219)	(15.78)	1.53	1.88	19	13
33	MANCHESTER	8,716,625	7,495,959	1,220,666	16.28	1.67	1.49	17	19
34	SALEM	24,518,655	25,236,762	(718,107)	(2.85)	4.71	5.02	4	3
35	HILLSBORO	2,474,066	2,412,265	61,801	2.56	0.48	0.48	59	57
36	JAFFREY	1,294,207	1,904,360	(610,153)	(32.04)	0.25	0.38	74	67
37	LANCASTER	1,060,120	1,052,145	7,975	0.76	0.20	0.21	76	76
38	PORTSMOUTH	23,455,578	24,270,230	(814,652)	(3.36)	4.51	4.82	5	4
39	WOLFEBORO	3,523,480	3,525,723	(2,243)	(0.06)	0.68	0.70	48	45
40	WALPOLE	2,580,191	2,577,866	2,325	0.09	0.50	0.51	57	55
41	SEABROOK	11,606,924	8,516,547	3,090,377	36.29	2.23	1.69	13	16
42	MEREDITH	2,665,026	3,020,556	(355,530)	(11.77)	0.51	0.60	56	52
43	FARMINGTON	2,438,374	2,283,610	154,764	6.78	0.47	0.45	60	60
44	NEW HAMPTON	3,696,636	2,155,300	1,541,336	71.51	0.71	0.43	45	62

# NEW HAMPSHIRE LIQUOR COMMISSION

## RETAIL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

ST#	LOCATION	JUNE 30, 2017	JUNE 30, 2016	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 17	FY 16	FY 17	FY 16
45	PITTSFIELD	\$1,463,244	\$1,433,334	\$29,910	2.09	0.28	0.28	71	73
46	ASHLAND	-	1,648,175	(1,648,175)	(100.00)	-	0.33	80	70
47	LINCOLN	2,254,860	2,144,165	110,695	5.16	0.43	0.43	61	63
48	HINSDALE	5,398,773	6,529,435	(1,130,662)	(17.32)	1.04	1.30	29	25
49	PLAISTOW	10,249,759	10,572,849	(323,090)	(3.06)	1.97	2.10	15	12
50	NASHUA	26,179,497	18,239,798	7,939,699	43.53	5.03	3.62	2	6
51	PELHAM	4,493,947	4,536,968	(43,021)	(0.95)	0.86	0.90	36	36
52	GORHAM	1,846,745	1,853,618	(6,873)	(0.37)	0.35	0.37	68	69
53	HUDSON	4,443,335	4,519,980	(76,645)	(1.70)	0.85	0.90	39	37
54	GLEN	3,261,015	3,278,579	(17,564)	(0.54)	0.63	0.65	51	49
55	BEDFORD	16,130,599	12,711,714	3,418,885	26.90	3.10	2.53	8	11
56	GILFORD	4,481,572	4,481,954	(382)	(0.01)	0.86	0.89	38	38
57	OSSIPEE	2,237,659	2,212,470	25,189	1.14	0.43	0.44	62	61
58	GOFFSTOWN	3,972,717	3,972,280	437	0.01	0.76	0.79	43	40
59	MERRIMACK	8,546,800	9,211,675	(664,875)	(7.22)	1.64	1.83	18	14
60	W. LEBANON	13,300,343	13,488,346	(188,003)	(1.39)	2.56	2.68	12	10
61	N. LONDONDERRY	10,099,300	7,696,079	2,403,221		1.94	1.53	16	17
62	RAYMOND	2,824,044	3,250,193	(426,149)	(13.11)	0.54	0.65	55	50
63	WINCHESTER	1,949,223	2,410,510	(461,287)	(19.14)	0.37	0.48	67	58
64	NEW LONDON	5,013,412	5,018,068	(4,656)	(0.09)	0.96	1.00	32	31
65	CAMPTON	1,325,144	1,460,963	(135,819)	(9.30)	0.25	0.29	72	72
66	HOOKSETT-NO	20,009,839	20,936,665	(926,826)	(4.43)	3.84	4.16	6	5
67	HOOKSETT-SO	16,333,127	17,434,059	(1,100,932)	(6.31)	3.14	3.46	7	7
68	N. HAMPTON	7,070,516	7,274,411	(203,895)	(2.80)	1.36	1.45	22	22
69	NASHUA	15,635,151	15,443,680	191,471	1.24	3.00	3.07	9	8
70	SWANZEY	2,020,135	2,076,565	(56,430)	(2.72)	0.39	0.41	65	64
71	LEE	4,880,111	5,002,964	(122,853)	(2.46)	0.94	0.99	34	33
72	CONCORD	4,798,007	5,174,430	(376,423)	(7.27)	0.92	1.03	35	30
73	HAMPTON-SO	25,847,188	29,701,334	(3,854,146)	(12.98)	4.97	5.90	3	2
74	LONDONDERRY	14,459,733	7,455,451	7,004,282	93.95	2.78	1.48	10	21
75	BELMONT	3,470,484	3,447,008	23,476	0.68	0.67	0.69	49	48
76	HAMPTON-NO	32,052,181	34,183,861	(2,131,680)	(6.24)	6.16	6.79	1	1
77	RINDGE	4,011,982	3,876,035	135,947	3.51	0.77	0.77	42	41
78	HAMPSTEAD	3,111,710	2,926,164	185,546	6.34	0.60	0.58	53	54
79	EPPING	6,146,265	3,489,502	2,656,763	76.14	1.18	0.69	25	46
81	PEMBROKE	2,152,263	-	2,152,263	100.00	0.41	-	63	80
	<b>TOTAL STORES</b>	<b>\$520,394,033</b>	<b>\$503,147,063</b>	<b>\$17,246,970</b>	<b>3.43</b>	<b>99.99</b>	<b>99.99</b>		
900	WHSE-CONCORD	8,368	\$7,072	1,296	18.32				
903	WHSE-BOW	-	-	-	-				
908	ON-LINE SALES	19,049	18,210	839	4.61				
	<b>TOTAL WHSES</b>	<b>\$27,417</b>	<b>\$25,282</b>	<b>\$2,135</b>	<b>8.44</b>	<b>0.01</b>	<b>0.01</b>		
	<b>GRAND TOTAL</b>	<b>\$520,421,450</b>	<b>\$503,172,346</b>	<b>\$17,249,104</b>	<b>3.43</b>	<b>100.00</b>	<b>100.00</b>		

# NEW HAMPSHIRE LIQUOR COMMISSION

## ON-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

ST #	LOCATION	JUNE 30, 2017	JUNE 30, 2016	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 17	FY 16	FY 17	FY 16
1	CONCORD	\$678,506	\$723,901	(\$45,395)	(6.27)	0.96	1.05	15	12
2	CHESTERFIELD	22,582	25,886	(3,304)	(12.77)	0.03	0.04	75	75
3	MANCHESTER	294	498	(204)	(40.94)	0.00	0.00	79	79
4	HOOKSETT	468,752	349,036	119,716	34.30	0.66	0.51	26	31
5	BERLIN	147,676	150,991	(3,315)	(2.20)	0.21	0.22	59	58
6	PORTSMOUTH	2,412,036	2,619,954	(207,918)	(7.94)	3.40	3.82	1	1
7	LITTLETON	609,177	594,019	15,158	2.55	0.86	0.87	20	17
8	CLAREMONT	234,034	251,719	(17,685)	(7.03)	0.33	0.37	48	48
9	DOVER	1,022,762	1,017,756	5,006	0.49	1.44	1.48	9	8
10	MANCHESTER	1,507,808	1,572,653	(64,845)	(4.12)	2.13	2.29	3	3
11	LEBANON	266,133	316,918	(50,785)	(16.02)	0.38	0.46	44	36
12	CENTER HARBOR	257,097	268,469	(11,372)	(4.24)	0.36	0.39	46	44
13	SOMERSWORTH	189,456	221,429	(31,973)	(14.44)	0.27	0.32	54	50
14	ROCHESTER	631,836	607,244	24,592	4.05	0.89	0.88	17	16
15	KEENE	1,234,384	1,288,299	(53,915)	(4.18)	1.74	1.88	7	6
16	WOODSVILLE	63,424	51,484	11,940	23.19	0.09	0.07	72	70
17	FRANKLIN	285,944	281,553	4,391	1.56	0.40	0.41	42	43
18	COLEBROOK	256,681	217,173	39,508	18.19	0.36	0.32	47	51
19	PLYMOUTH	624,691	282,895	341,796	120.82	0.88	0.41	18	42
20	DERRY	134,889	292,025	(157,136)	(53.81)	0.19	0.43	60	40
21	PETERBOROUGH	336,414	302,483	33,931	11.22	0.47	0.44	38	39
22	BROOKLINE	20,435	20,122	313	1.56	0.03	0.03	76	76
23	CONWAY	1,058,488	986,621	71,867	7.28	1.49	1.44	8	9
24	NEWPORT	188,535	173,986	14,549	8.36	0.27	0.25	55	55
25	STRATHAM	416,440	527,116	(110,676)	(21.00)	0.59	0.77	31	21
26	GROVETON	9,924	8,045	1,879	23.35	0.01	0.01	78	77
27	NASHUA	374,171	342,774	31,397	9.16	0.53	0.50	34	32
28	SEABROOK-BCH	73,002	80,465	(7,463)	(9.27)	0.10	0.12	68	65
29	WHITEFIELD	51,880	49,608	2,272	4.58	0.07	0.07	74	71
30	MILFORD	623,730	547,072	76,658	14.01	0.88	0.80	19	19
31	MANCHESTER	471,905	462,276	9,629	2.08	0.67	0.67	25	25
32	NASHUA	457,334	450,845	6,489	1.44	0.65	0.66	27	26
33	MANCHESTER	1,269,392	1,320,564	(51,172)	(3.88)	1.79	1.92	6	5
34	SALEM	831,225	718,090	113,135	15.76	1.17	1.05	13	13
35	HILLSBORO	384,537	286,396	98,141	34.27	0.54	0.42	33	41
36	JAFFREY	205,620	198,706	6,914	3.48	0.29	0.29	53	53
37	LANCASTER	68,065	63,060	5,005	7.94	0.10	0.09	69	69
38	PORTSMOUTH	422,758	401,740	21,018	5.23	0.60	0.59	30	29
39	WOLFEBORO	231,832	323,078	(91,246)	(28.24)	0.33	0.47	49	34
40	WALPOLE	91,351	88,325	3,026	3.43	0.13	0.13	65	64
41	SEABROOK	851,131	463,942	387,189	83.46	1.20	0.68	12	24
42	MEREDITH	318,901	261,157	57,744	22.11	0.45	0.38	39	45
43	FARMINGTON	103,623	72,914	30,709	42.12	0.15	0.11	64	66
44	NEW HAMPTON	286,969	201,490	85,479	42.42	0.40	0.29	41	52

# NEW HAMPSHIRE LIQUOR COMMISSION

## ON-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

ST#	LOCATION	JUNE 30, 2017	JUNE 30, 2016	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 17	FY 16	FY 17	FY 16
45	PITTSFIELD	\$67,340	\$44,497	\$22,843	51.34	0.10	0.06	70	72
46	ASHLAND	-	254,995	(254,995)	(100.00)	-	0.37	80	47
47	LINCOLN	631,909	615,075	16,834	2.74	0.89	0.90	16	15
48	HINSDALE	12,299	7,490	4,809	64.21	0.02	0.01	77	78
49	PLAISTOW	368,152	410,324	(42,172)	(10.28)	0.52	0.60	35	28
50	NASHUA	476,789	333,643	143,146	42.90	0.67	0.49	23	33
51	PELHAM	126,966	96,744	30,222	31.24	0.18	0.14	62	63
52	GORHAM	167,304	138,020	29,284	21.22	0.24	0.20	57	60
53	HUDSON	132,052	132,530	(478)	(0.36)	0.19	0.19	61	61
54	GLEN	799,469	789,001	10,468	1.33	1.13	1.15	14	11
55	BEDFORD	990,878	904,799	86,079	9.51	1.40	1.32	10	10
56	GILFORD	1,289,915	1,225,158	64,757	5.29	1.82	1.78	5	7
57	OSSIPEE	265,054	257,760	7,294	2.83	0.37	0.38	45	46
58	GOFFSTOWN	473,496	418,315	55,181	13.19	0.67	0.61	24	27
59	MERRIMACK	364,460	322,046	42,414	13.17	0.51	0.47	36	35
60	W. LEBANON	562,378	649,285	(86,907)	(13.39)	0.79	0.95	21	14
61	N. LONDONDERRY	217,625	250,048	(32,423)	(12.97)	0.31	0.36	51	49
62	RAYMOND	278,357	390,663	(112,306)	(28.75)	0.39	0.57	43	30
63	WINCHESTER	53,754	40,634	13,121	32.29	0.08	0.06	73	74
64	NEW LONDON	394,315	526,623	(132,308)	(25.12)	0.56	0.77	32	22
65	CAMPION	344,392	312,545	31,847	10.19	0.49	0.46	37	37
66	HOOKSETT-NO	167,360	144,213	23,147	16.05	0.24	0.21	56	59
67	HOOKSETT-SO	83,342	117,660	(34,318)	(29.17)	0.12	0.17	66	62
68	N. HAMPTON	1,666,315	1,810,963	(144,648)	(7.99)	2.35	2.64	2	2
69	NASHUA	1,340,595	1,502,638	(162,043)	(10.78)	1.89	2.19	4	4
70	SWANZEY	215,393	168,649	46,744	27.72	0.30	0.25	52	56
71	LEE	288,141	308,866	(20,725)	(6.71)	0.41	0.45	40	38
72	CONCORD	448,548	473,167	(24,619)	(5.20)	0.63	0.69	28	23
73	HAMPTON-SO	104,763	42,696	62,067	145.37	0.15	0.06	63	73
74	LONDONDERRY	960,767	543,638	417,129	76.73	1.36	0.79	11	20
75	BELMONT	542,554	574,601	(32,047)	(5.58)	0.77	0.84	22	18
76	HAMPTON-NO	79,026	67,823	11,203	16.52	0.11	0.10	67	67
77	RINDGE	63,873	65,626	(1,753)	(2.67)	0.09	0.10	71	68
78	HAMPSTEAD	221,374	178,633	42,741	23.93	0.31	0.26	50	54
79	EPPING	423,326	162,458	260,868	160.58	0.60	0.24	29	57
81	PEMBROKE	153,606	-	153,606	100.00	0.22	-	58	80
	<b>TOTAL STORES</b>	<b>\$34,971,711</b>	<b>\$33,766,600</b>	<b>\$1,205,111</b>	<b>3.57</b>	<b>49.35</b>	<b>48.94</b>		
900	WHSE-CONCORD	-	(583)	-	-	-	-		
903	WHSE-BOW	35,890,169	34,903,167	\$987,002	2.83	50.65	50.83		
908	ON-LINE SALES	-	-	-	-	-	-		
	<b>TOTAL WHSES</b>	<b>35,890,169</b>	<b>\$34,902,584</b>	<b>\$987,002</b>	<b>2.83</b>	<b>50.65</b>	<b>50.83</b>		
	<b>GRAND TOTAL</b>	<b>70,861,880</b>	<b>\$68,669,184</b>	<b>\$2,192,113</b>	<b>3.19</b>	<b>100.00</b>	<b>99.76</b>		

# NEW HAMPSHIRE LIQUOR COMMISSION

## OFF-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

ST#	LOCATION	JUNE 30, 2017	JUNE 30, 2016	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 17	FY 16	FY 17	FY 16
1	CONCORD	\$17,065	\$22,922	(\$5,857)	(25.55)	0.02	0.02	33	27
2	CHESTERFIELD	1,345	4,083	(2,738)	(67.06)	0.00	0.00	69	61
3	MANCHESTER	-	-	-	-	-	-	77	76
4	HOOKSETT	40,355	41,414	(1,059)	(2.56)	0.04	0.04	15	14
5	BERLIN	63,237	32,304	30,933	95.75	0.06	0.03	6	17
6	PORTSMOUTH	15,362	25,570	(10,208)	(39.92)	0.01	0.02	36	25
7	LITTLETON	56,900	83,876	(26,976)	(32.16)	0.05	0.08	9	4
8	CLAREMONT	15,288	17,324	(2,036)	(11.75)	0.01	0.02	37	36
9	DOVER	5,831	5,764	67	1.16	0.01	0.01	59	58
10	MANCHESTER	22,425	38,120	(15,695)	(41.17)	0.02	0.03	24	15
11	LEBANON	13,899	9,047	4,852	53.63	0.01	0.01	40	53
12	CENTER HARBOR	353	-	353	-	0.00	-	74	76
13	SOMERSWORTH	3,880	3,931	(51)	(1.29)	0.00	0.00	62	64
14	ROCHESTER	11,172	12,282	(1,110)	(9.04)	0.01	0.01	46	46
15	KEENE	54,196	59,693	(5,497)	(9.21)	0.05	0.05	10	6
16	WOODSVILLE	10,764	10,053	711	7.07	0.01	0.01	48	50
17	FRANKLIN	17,234	21,922	(4,688)	(21.39)	0.02	0.02	32	29
18	COLEBROOK	161,407	177,624	(16,217)	(9.13)	0.15	0.16	1	1
19	PLYMOUTH	21,532	21,543	(11)	(0.05)	0.02	0.02	27	30
20	DERRY	1,152	3,252	(2,100)	(64.58)	0.00	0.00	71	65
21	PETERBOROUGH	43,956	50,692	(6,736)	(13.29)	0.04	0.05	14	11
22	BROOKLINE	97	-	97	100.00	0.00	-	76	76
23	CONWAY	95,064	105,720	(10,656)	(10.08)	0.09	0.10	2	3
24	NEWPORT	22,030	20,752	1,278	6.16	0.02	0.02	25	32
25	STRATHAM	57,096	43,847	13,249	30.22	0.05	0.04	8	13
26	GROVETON	11,531	10,079	1,453	14.41	0.01	0.01	44	49
27	NASHUA	14,903	14,530	373	2.57	0.01	0.01	38	40
28	SEABROOK-BCH	209	453	(244)	(53.82)	0.00	0.00	75	75
29	WHITEFIELD	16,036	35,844	(19,808)	(55.26)	0.01	0.03	34	16
30	MILFORD	5,298	2,924	2,374	81.17	0.00	0.00	61	66
31	MANCHESTER	59,311	51,644	7,667	14.85	0.05	0.05	7	9
32	NASHUA	1,357	1,912	(555)	(29.03)	0.00	0.00	68	68
33	MANCHESTER	22,468	25,203	(2,735)	(10.85)	0.02	0.02	23	26
34	SALEM	11,496	31,749	(20,253)	(63.79)	0.01	0.03	45	19
35	HILLSBORO	30,597	31,726	(1,129)	(3.56)	0.03	0.03	18	20
36	JAFFREY	-	1,252	(1,252)	(100.00)	-	0.00	77	72
37	LANCASTER	8,329	11,081	(2,752)	(24.84)	0.01	0.01	56	47
38	PORTSMOUTH	9,027	15,508	(6,481)	(41.79)	0.01	0.01	55	39
39	WOLFEBORO	1,981	1,322	659	49.81	0.00	0.00	67	71
40	WALPOLE	11,727	8,999	2,728	30.32	0.01	0.01	42	54
41	SEABROOK	29,775	22,011	7,764	35.28	0.03	0.02	19	28
42	MEREDITH	18,485	19,622	(1,137)	(5.80)	0.02	0.02	30	34
43	FARMINGTON	14,035	15,725	(1,690)	(10.75)	0.01	0.01	39	38
44	NEW HAMPTON	24,883	16,599	8,284	49.90	0.02	0.02	20	37

# NEW HAMPSHIRE LIQUOR COMMISSION

## OFF-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

ST#	LOCATION	JUNE 30, 2017	JUNE 30, 2016	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 17	FY 16	FY 17	FY 16
45	PITTSFIELD	\$21,951	\$20,368	\$1,583	7.77	0.02	0.02	26	33
46	ASHLAND	-	899	(899)	(100.00)	-	0.00	77	73
47	LINCOLN	23,331	29,904	(6,573)	(21.98)	0.02	0.03	22	21
48	HINSDALE	11,535	12,373	(838)	(6.77)	0.01	0.01	43	45
49	PLAISTOW	34,238	26,097	8,141	31.20	0.03	0.02	16	24
50	NASHUA	21,206	4,719	16,487	349.40	0.02	0.00	28	60
51	PELHAM	15,734	14,119	1,615	11.44	0.01	0.01	35	42
52	GORHAM	5,335	4,048	1,287	31.80	0.00	0.00	60	62
53	HUDSON	1,256	1,497	(241)	(16.09)	0.00	0.00	70	70
54	GLEN	20,331	19,434	897	4.62	0.02	0.02	29	35
55	BEDFORD	23,715	28,513	(4,798)	(16.83)	0.02	0.03	21	22
56	GILFORD	9,362	12,790	(3,428)	(26.80)	0.01	0.01	52	44
57	OSSIPEE	71,049	54,246	16,803	30.98	0.06	0.05	5	8
58	GOFFSTOWN	9,246	8,481	765	9.02	0.01	0.01	53	55
59	MERRIMACK	10,206	14,427	(4,221)	(29.26)	0.01	0.01	50	41
60	W. LEBANON	93,377	118,503	(25,126)	(21.20)	0.09	0.11	3	2
61	N. LONDONDERRY	13,020	1,672	11,348	678.65	0.01	0.00	41	69
62	RAYMOND	48,207	46,919	1,288	2.74	0.04	0.04	13	12
63	WINCHESTER	-	-	-	-	-	-	77	76
64	NEW LONDON	49,639	50,985	(1,346)	(2.64)	0.05	0.05	12	10
65	CAMPTON	11,142	10,307	835	8.10	0.01	0.01	47	48
66	HOOKSETT-NO	10,412	20,926	(10,514)	(50.24)	0.01	0.02	49	31
67	HOOKSETT-SO	528	6,098	(5,570)	(91.34)	0.00	0.01	72	57
68	N. HAMPTON	9,815	13,351	(3,536)	(26.48)	0.01	0.01	51	43
69	NASHUA	49,716	57,758	(8,042)	(13.92)	0.05	0.05	11	7
70	SWANZEY	31,558	31,901	(343)	(1.07)	0.03	0.03	17	18
71	LEE	2,563	4,762	(2,199)	(46.18)	0.00	0.00	65	59
72	CONCORD	17,633	27,653	(10,020)	(36.23)	0.02	0.03	31	23
73	HAMPTON-SO	2,765	3,936	(1,171)	(29.75)	0.00	0.00	64	63
74	LONDONDERRY	3,608	10,005	(6,397)	(63.94)	0.00	0.01	63	51
75	BELMONT	7,970	9,830	(1,860)	(18.92)	0.01	0.01	57	52
76	HAMPTON-NO	521	6,417	(5,896)	(91.88)	0.00	0.01	73	56
77	RINDGE	78,063	64,654	13,409	20.74	0.07	0.06	4	5
78	HAMPSTEAD	2,338	601	1,737	288.88	0.00	0.00	66	74
79	EPPING	9,120	2,851	6,269	219.88	0.01	0.00	54	67
81	PEMBROKE	7,331	-	7,331	100.00	0.01	-	58	76
	<b>TOTAL STORES</b>	<b>\$1,770,909</b>	<b>\$1,870,962</b>	<b>(\$100,053)</b>	<b>(5.35)</b>	<b>1.62</b>	<b>1.72</b>		
900	WHSE-CONCORD	9,791	8,220	1,571	19.12	0.01	0.01		
903	WHSE-BOW	107,602,191	107,046,822	555,369	0.52	98.37	98.27		
908	ON-LINE SALES	-	-	-	-	-	-		
	<b>TOTAL WHSES</b>	<b>107,611,982</b>	<b>\$107,055,042</b>	<b>\$556,940</b>	<b>0.52</b>	<b>98.38</b>	<b>98.28</b>		
	<b>GRAND TOTAL</b>	<b>109,382,891</b>	<b>\$108,926,004</b>	<b>\$456,887</b>	<b>0.42</b>	<b>100.00</b>	<b>100.00</b>		

# NEW HAMPSHIRE LIQUOR COMMISSION

## ACCESSORIES SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

ST#	LOCATION	JUNE 30, 2017	JUNE 30, 2016	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 17	FY 16	FY 17	FY 16
1	CONCORD	\$25,057	\$21,391	\$3,666	17.14	1.21	1.35	19	14
2	CHESTERFIELD	20,386	16,567	3,819	23.05	0.98	1.05	27	25
3	MANCHESTER	828	434	394	90.66	0.04	0.03	79	79
4	HOOKSETT	9,261	8,015	1,246	15.54	0.45	0.51	53	52
5	BERLIN	5,536	5,115	421	8.23	0.27	0.32	67	65
6	PORTSMOUTH	18,938	15,439	3,499	22.67	0.91	0.97	29	28
7	LITTLETON	15,792	16,541	(749)	(4.53)	0.76	1.04	34	26
8	CLAREMONT	10,782	8,486	2,296	27.05	0.52	0.54	45	49
9	DOVER	21,124	15,523	5,601	36.09	1.02	0.98	25	27
10	MANCHESTER	25,262	20,445	4,817	23.56	1.22	1.29	18	17
11	LEBANON	17,708	16,818	890	5.29	0.86	1.06	30	24
12	CENTER HARBOR	8,238	9,932	(1,694)	(17.06)	0.40	0.63	57	43
13	SOMERSWORTH	6,606	4,657	1,949	41.85	0.32	0.29	63	68
14	ROCHESTER	12,178	11,421	757	6.63	0.59	0.72	42	35
15	KEENE	28,471	24,387	4,084	16.75	1.37	1.54	16	11
16	WOODSVILLE	6,515	5,976	539	9.02	0.31	0.38	64	60
17	FRANKLIN	4,270	4,503	(233)	(5.17)	0.21	0.28	71	69
18	COLEBROOK	5,157	4,206	951	22.61	0.25	0.27	70	71
19	PLYMOUTH	25,323	2,812	22,511	800.52	1.22	0.18	17	76
20	DERRY	9,944	10,129	(185)	(1.83)	0.48	0.64	49	41
21	PETERBOROUGH	13,481	10,868	2,613	24.04	0.65	0.69	38	39
22	BROOKLINE	13,583	8,463	5,120	60.50	0.66	0.53	37	50
23	CONWAY	35,918	21,858	14,060	64.32	1.73	1.38	13	13
24	NEWPORT	7,405	7,422	(17)	(0.23)	0.36	0.47	61	54
25	STRATHAM	22,926	19,376	3,550	18.32	1.11	1.22	21	19
26	GROVETON	2,741	2,193	548	25.01	0.13	0.14	78	78
27	NASHUA	9,095	7,311	1,784	24.41	0.44	0.46	54	55
28	SEABROOK-BCH	5,301	6,068	(767)	(12.64)	0.26	0.38	69	59
29	WHITEFIELD	3,742	3,161	581	18.40	0.18	0.20	74	74
30	MILFORD	12,881	14,307	(1,426)	(9.97)	0.62	0.90	40	31
31	MANCHESTER	9,443	7,148	2,295	32.10	0.46	0.45	52	56
32	NASHUA	16,231	15,110	1,121	7.42	0.78	0.95	31	30
33	MANCHESTER	20,936	17,426	3,510	20.14	1.01	1.10	26	21
34	SALEM	109,807	101,521	8,286	8.16	5.30	6.41	4	4
35	HILLSBORO	8,849	7,907	942	11.92	0.43	0.50	56	53
36	JAFFREY	2,877	2,463	414	16.80	0.14	0.16	77	77
37	LANCASTER	3,623	3,048	575	18.87	0.17	0.19	75	75
38	PORTSMOUTH	96,596	71,277	25,319	35.52	4.67	4.50	7	6
39	WOLFEBORO	8,234	5,757	2,477	43.02	0.40	0.36	58	63
40	WALPOLE	5,768	4,376	1,392	31.82	0.28	0.28	65	70
41	SEABROOK	63,132	20,582	42,550	206.74	3.05	1.30	8	16
42	MEREDITH	10,628	9,388	1,240	13.21	0.51	0.59	46	45
43	FARMINGTON	7,089	6,175	914	14.80	0.34	0.39	62	58
44	NEW HAMPTON	34,311	11,124	23,187	208.44	1.66	0.70	14	38

# NEW HAMPSHIRE LIQUOR COMMISSION

## ACCESSORIES SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

ST#	LOCATION	JUNE 30, 2017	JUNE 30, 2016	AMOUNT	%	% OF SALES		RANK	
						FY 17	FY 16	FY 17	FY 16
45	PITTSFIELD	\$5,690	\$5,396	\$294	5.45	0.27	0.34	66	64
46	ASHLAND	-	4,780	(4,780)	(100.00)	-	0.30	80	67
47	LINCOLN	11,120	8,337	2,783	33.37	0.54	0.53	43	51
48	HINSDALE	9,085	9,512	(427)	(4.49)	0.44	0.60	55	44
49	PLAISTOW	23,859	20,924	2,935	14.03	1.15	1.32	20	15
50	NASHUA	99,403	37,244	62,159	166.90	4.80	2.35	6	8
51	PELHAM	10,212	8,757	1,455	16.61	0.49	0.55	48	48
52	GORHAM	8,077	5,759	2,318	40.25	0.39	0.36	59	62
53	HUDSON	7,897	6,844	1,053	15.38	0.38	0.43	60	57
54	GLEN	15,961	11,365	4,596	40.44	0.77	0.72	33	36
55	BEDFORD	44,964	31,053	13,911	44.80	2.17	1.96	11	9
56	GILFORD	21,827	16,845	4,982	29.58	1.05	1.06	23	23
57	OSSIPEE	3,790	4,927	(1,137)	(23.08)	0.18	0.31	73	66
58	GOFFSTOWN	10,437	9,309	1,128	12.11	0.50	0.59	47	46
59	MERRIMACK	21,884	17,342	4,542	26.19	1.06	1.09	22	22
60	W. LEBANON	33,792	27,642	6,150	22.25	1.63	1.74	15	10
61	N. LONDONDERRY	21,714	19,874	1,840	9.26	1.05	1.25	24	18
62	RAYMOND	10,830	12,966	(2,136)	(16.48)	0.52	0.82	44	33
63	WINCHESTER	3,034	3,414	(380)	(11.12)	0.15	0.22	76	73
64	NEW LONDON	13,463	10,116	3,347	33.09	0.65	0.64	39	42
65	CAMPTON	4,250	4,184	66	1.59	0.21	0.26	72	72
66	HOOKSETT-NO	237,244	191,000	46,244	24.21	11.46	12.05	1	1
67	HOOKSETT-SO	139,590	114,164	25,426	22.27	6.74	7.20	3	3
68	N. HAMPTON	19,696	15,396	4,300	27.93	0.95	0.97	28	29
69	NASHUA	49,688	46,066	3,622	7.86	2.40	2.91	10	7
70	SWANZEY	5,510	5,847	(337)	(5.76)	0.27	0.37	68	61
71	LEE	14,162	12,845	1,317	10.25	0.68	0.81	36	34
72	CONCORD	16,158	13,620	2,538	18.64	0.78	0.86	32	32
73	HAMPTON-SO	101,334	81,746	19,588	23.96	4.89	5.16	5	5
74	LONDONDERRY	55,368	19,145	36,223	189.21	2.67	1.21	9	20
75	BELMONT	9,859	10,364	(505)	(4.88)	0.48	0.65	50	40
76	HAMPTON-NO	161,009	148,085	12,924	8.73	7.78	9.34	2	2
77	RINDGE	12,297	11,186	1,111	9.93	0.59	0.71	41	37
78	HAMPSTEAD	9,573	9,236	338	3.65	0.46	0.58	51	47
79	EPPING	40,140	22,433	17,707	78.93	1.94	1.42	12	12
81	PEMBROKE	15,745	-	15,745	100.00	0.76	-	35	80
	<b>GRAND TOTAL</b>	<b>\$2,070,635</b>	<b>\$1,584,847</b>	<b>\$485,788</b>	<b>30.65</b>	<b>100.00</b>	<b>100.00</b>		

# NEW HAMPSHIRE LIQUOR COMMISSION

## DISCOUNTS BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

ST#	LOCATION	JUNE 30, 2017	JUNE 30, 2016	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 17	FY 16	FY 17	FY 16
1	CONCORD	\$63,225	\$62,398	\$827	1.33	1.39	1.57	23	21
2	CHESTERFIELD	65,945	43,843	22,102	50.41	1.45	1.10	22	32
3	MANCHESTER	196	283	(87)	(30.80)	0.00	0.01	79	79
4	HOOKSETT	19,541	19,784	(243)	(1.23)	0.43	0.50	51	48
5	BERLIN	4,972	5,184	(212)	(4.09)	0.11	0.13	75	74
6	PORTSMOUTH	84,281	93,157	(8,876)	(9.53)	1.85	2.34	17	13
7	LITTLETON	62,596	54,830	7,766	14.16	1.37	1.38	24	23
8	CLAREMONT	20,977	19,028	1,949	10.24	0.46	0.48	50	49
9	DOVER	37,125	37,147	(22)	(0.06)	0.81	0.93	39	35
10	MANCHESTER	47,139	49,261	(2,122)	(4.31)	1.03	1.24	30	28
11	LEBANON	78,237	66,434	11,803	17.77	1.72	1.67	19	18
12	CENTER HARBOR	43,268	33,243	10,025	30.16	0.95	0.83	34	37
13	SOMERSWORTH	7,158	6,677	481	7.20	0.16	0.17	72	71
14	ROCHESTER	23,188	21,680	1,508	6.95	0.51	0.54	46	45
15	KEENE	135,500	131,004	4,496	3.43	2.97	3.29	11	7
16	WOODSVILLE	8,506	6,140	2,366	38.53	0.19	0.15	69	72
17	FRANKLIN	7,753	8,111	(358)	(4.41)	0.17	0.20	70	68
18	COLEBROOK	9,797	9,578	219	2.29	0.21	0.24	67	67
19	PLYMOUTH	41,070	15,652	25,418	162.39	0.90	0.39	36	56
20	DERRY	17,406	22,991	(5,585)	(24.29)	0.38	0.58	54	43
21	PETERBOROUGH	61,394	54,763	6,631	12.11	1.35	1.37	25	24
22	BROOKLINE	25,862	20,990	4,872	23.21	0.57	0.53	43	46
23	CONWAY	75,076	66,163	8,913	13.47	1.65	1.66	21	19
24	NEWPORT	9,296	7,862	1,434	18.24	0.20	0.20	68	69
25	STRATHAM	47,877	50,741	(2,864)	(5.64)	1.05	1.27	29	26
26	GROVETON	2,308	1,721	587	34.12	0.05	0.04	78	78
27	NASHUA	21,460	22,320	(860)	(3.85)	0.47	0.56	48	44
28	SEABROOK-BCH	5,588	7,697	(2,109)	(27.40)	0.12	0.19	73	70
29	WHITEFIELD	2,385	2,690	(305)	(11.33)	0.05	0.07	77	77
30	MILFORD	32,269	25,689	6,580	25.62	0.71	0.64	40	40
31	MANCHESTER	15,985	15,020	965	6.42	0.35	0.38	56	58
32	NASHUA	55,022	69,854	(14,832)	(21.23)	1.21	1.75	28	16
33	MANCHESTER	92,362	82,638	9,724	11.77	2.03	2.07	15	14
34	SALEM	242,815	257,668	(14,853)	(5.76)	5.33	6.47	4	1
35	HILLSBORO	18,888	17,465	1,423	8.15	0.41	0.44	52	54
36	JAFFREY	10,935	19,945	(9,010)	(45.17)	0.24	0.50	64	47
37	LANCASTER	5,499	4,958	541	10.90	0.12	0.12	74	75
38	PORTSMOUTH	273,561	228,812	44,749	19.56	6.00	5.74	1	3
39	WOLFEBORO	46,563	38,040	8,523	22.41	1.02	0.95	32	34
40	WALPOLE	15,680	14,853	827	5.57	0.34	0.37	58	59
41	SEABROOK	104,976	67,939	37,037	54.52	2.30	1.70	14	17
42	MEREDITH	42,589	34,311	8,278	24.13	0.93	0.86	35	36
43	FARMINGTON	7,604	5,906	1,698	28.75	0.17	0.15	71	73
44	NEW HAMPTON	38,982	18,925	20,057	105.98	0.85	0.47	37	50

# NEW HAMPSHIRE LIQUOR COMMISSION

## DISCOUNTS BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

ST#	LOCATION	JUNE 30, 2017	JUNE 30, 2016	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 17	FY 16	FY 17	FY 16
45	PITTSFIELD	\$4,005	\$3,034	\$971	31.99	0.09	0.08	76	76
46	ASHLAND	-	15,214	(15,214)	(100.00)	-	0.38	80	57
47	LINCOLN	25,681	24,478	1,203	4.92	0.56	0.61	45	42
48	HINSDALE	38,067	40,587	(2,520)	(6.21)	0.83	1.02	38	33
49	PLAISTOW	76,354	77,591	(1,237)	(1.59)	1.67	1.95	20	15
50	NASHUA	252,233	109,873	142,360	129.57	5.53	2.76	3	11
51	PELHAM	27,019	24,735	2,284	9.23	0.59	0.62	41	41
52	GORHAM	13,399	10,589	2,810	26.54	0.29	0.27	60	65
53	HUDSON	16,427	17,041	(614)	(3.60)	0.36	0.43	55	55
54	GLEN	45,694	45,243	451	1.00	1.00	1.14	33	31
55	BEDFORD	168,881	116,605	52,276	44.83	3.70	2.93	7	10
56	GILFORD	59,786	59,357	429	0.72	1.31	1.49	26	22
57	OSSIPEE	12,726	10,974	1,752	15.97	0.28	0.28	61	64
58	GOFFSTOWN	21,308	18,390	2,918	15.87	0.47	0.46	49	53
59	MERRIMACK	59,295	49,303	9,992	20.27	1.30	1.24	27	27
60	W. LEBANON	147,557	126,771	20,786	16.40	3.24	3.18	9	8
61	N. LONDONDERRY	83,012	53,905	29,107	-	1.82	1.35	18	25
62	RAYMOND	9,961	14,524	(4,563)	(31.42)	0.22	0.36	66	60
63	WINCHESTER	10,561	18,562	(8,001)	(43.10)	0.23	0.47	65	52
64	NEW LONDON	84,805	63,979	20,826	32.55	1.86	1.61	16	20
65	CAMPTON	12,603	13,957	(1,354)	(9.70)	0.28	0.35	62	61
66	HOOKSETT-NO	155,240	134,063	21,177	15.80	3.40	3.36	8	6
67	HOOKSETT-SO	142,374	126,466	15,908	12.58	3.12	3.17	10	9
68	N. HAMPTON	112,893	105,509	7,384	7.00	2.48	2.65	13	12
69	NASHUA	172,193	192,772	(20,579)	(10.68)	3.78	4.84	6	5
70	SWANZEY	12,301	9,855	2,446	24.82	0.27	0.25	63	66
71	LEE	25,818	26,424	(606)	(2.29)	0.57	0.66	44	39
72	CONCORD	26,447	26,926	(479)	(1.78)	0.58	0.68	42	38
73	HAMPTON-SO	223,963	226,159	(2,196)	(0.97)	4.91	5.68	5	4
74	LONDONDERRY	115,722	48,669	67,053	137.77	2.54	1.22	12	29
75	BELMONT	17,764	18,818	(1,054)	(5.60)	0.39	0.47	53	51
76	HAMPTON-NO	252,914	239,122	13,792	5.77	5.55	6.00	2	2
77	RINDGE	22,120	13,811	8,309	60.16	0.49	0.35	47	62
78	HAMPS TEAD	15,715	11,092	4,623	41.68	0.34	0.28	57	63
79	EPPING	47,080	47,201.81	(122)	(0.26)	1.03	1.18	31	30
81	PEMBROKE	14,573	-	14,573	100.00	0.32	-	59	80
	<b>GRAND TOTAL</b>	<b>\$4,559,347</b>	<b>\$3,984,995</b>	<b>\$574,352</b>	<b>14.41</b>	<b>100.00</b>	<b>100.00</b>		

# NEW HAMPSHIRE LIQUOR COMMISSION

## Total Sales by Month

FISCAL YEARS ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

	2017	2016	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '17	SALES '16
JULY	\$73,221,290	\$75,145,809	(\$1,924,519)	(2.56)	10.49	11.08
AUGUST	55,924,636	53,962,880	1,961,756	3.64	8.01	7.95
SEPTEMBER	53,799,143	49,929,764	3,869,379	7.75	7.71	7.36
OCTOBER	62,655,776	61,725,428	930,348	1.51	8.97	9.10
NOVEMBER	64,406,534	61,208,361	3,198,173	5.23	9.22	9.02
DECEMBER	65,594,410	66,028,980	(434,570)	(0.66)	9.40	9.73
JANUARY	57,788,790	54,062,626	3,726,164	6.89	8.28	7.97
FEBRUARY	47,818,798	44,478,974	3,339,824	7.51	6.85	6.56
MARCH	42,822,225	41,595,385	1,226,840	2.95	6.13	6.13
APRIL	57,983,619	54,772,124	3,211,496	5.86	8.30	8.07
MAY	50,839,026	50,890,664	(51,638)	(0.10)	7.28	7.50
JUNE	65,323,262	64,566,391	756,871	1.17	9.36	9.52
TOTAL	<u>\$698,177,509</u>	<u>\$678,367,386</u>	<u>\$19,810,123</u>	2.92	<u>100.00</u>	<u>100.00</u>

## New Hampshire Liquor Commission

### Retail Sales By Month

FISCAL YEARS ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

	2017	2016	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '17	SALES '16
JULY	\$58,922,599	\$59,447,582	(\$524,983)	(0.88)	11.32	11.81
AUGUST	41,841,332	41,022,996	818,336	1.99	8.04	8.15
SEPTEMBER	41,072,253	37,017,797	4,054,456	10.95	7.89	7.36
OCTOBER	45,410,270	45,129,311	280,959	0.62	8.73	8.97
NOVEMBER	49,252,022	46,725,230	2,526,792	5.41	9.46	9.29
DECEMBER	49,505,813	50,339,891	(834,078)	(1.66)	9.51	10.00
JANUARY	42,699,843	39,126,461	3,573,382	9.13	8.20	7.78
FEBRUARY	35,274,741	31,897,105	3,377,636	10.59	6.78	6.34
MARCH	30,456,068	28,949,369	1,506,699	5.20	5.85	5.75
APRIL	41,418,622	38,907,709	2,510,913	6.45	7.96	7.73
MAY	36,404,700	36,818,737	(414,037)	(1.12)	7.00	7.32
JUNE	48,163,187	47,790,157	373,030	0.78	9.25	9.50
TOTAL	<u>\$520,421,450</u>	<u>\$503,172,346</u>	<u>\$17,249,104</u>	3.43	<u>100.00</u>	<u>100.00</u>

# NEW HAMPSHIRE LIQUOR COMMISSION

## On-Premise Sales by Month

FISCAL YEARS ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

	2017	2016	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '17	SALES '16
JULY	\$6,005,278	\$6,445,482	(\$440,204)	(6.83)	8.47	9.39
AUGUST	5,813,993	5,514,591	299,402	5.43	8.20	8.03
SEPTEMBER	5,393,696	5,134,575	259,121	5.05	7.61	7.48
OCTOBER	6,911,990	6,583,656	328,334	4.99	9.75	9.59
NOVEMBER	5,218,889	4,879,592	339,297	6.95	7.36	7.11
DECEMBER	5,115,160	4,986,086	129,074	2.59	7.22	7.26
JANUARY	6,298,788	5,992,852	305,936	5.11	8.89	8.73
FEBRUARY	5,210,433	5,248,125	(37,692)	(0.72)	7.35	7.64
MARCH	5,099,645	4,995,766	103,879	2.08	7.20	7.28
APRIL	6,557,887	6,200,619	357,268	5.76	9.25	9.03
MAY	5,976,780	5,702,895	273,885	4.80	8.43	8.30
JUNE	7,259,341	6,984,944	274,396	3.93	10.24	10.17
TOTAL	<u>\$70,861,880</u>	<u>\$68,669,184</u>	<u>\$2,192,696</u>	3.19	<u>100.00</u>	<u>100.00</u>

## New Hampshire Liquor Commission

### Off-Premise Sales By Month

FISCAL YEARS ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

	2017	2016	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '17	SALES '16
JULY	\$8,413,730	\$9,401,295	(\$987,565)	(10.50)	7.69	8.63
AUGUST	8,184,991	7,518,004	666,987	8.87	7.48	6.90
SEPTEMBER	7,895,477	7,818,314	77,163	0.99	7.22	7.18
OCTOBER	10,806,653	10,304,061	502,592	4.88	9.88	9.46
NOVEMBER	9,944,521	9,743,640	200,881	2.06	9.09	8.95
DECEMBER	10,823,101	10,627,325	195,777	1.84	9.89	9.76
JANUARY	9,337,393	9,533,101	(195,708)	(2.05)	8.54	8.75
FEBRUARY	7,549,613	7,517,557	32,056	0.43	6.90	6.90
MARCH	7,278,697	7,711,329	(432,632)	(5.61)	6.65	7.08
APRIL	10,138,851	9,858,565	280,287	2.84	9.27	9.05
MAY	8,497,943	8,458,884	39,059	0.46	7.77	7.77
JUNE	10,511,921	10,433,929	77,992	0.75	9.61	9.58
TOTAL	<u>\$109,382,891</u>	<u>\$108,926,004</u>	<u>\$456,888</u>	0.42	<u>100.00</u>	<u>100.00</u>

# NEW HAMPSHIRE LIQUOR COMMISSION

## Accessories Sales by Month

FISCAL YEARS ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

	2017	INCREASE/(DECREASE)		% OF TOTAL		
		2016	AMOUNT	%	SALES '17	SALES '16
JULY	\$236,259	\$191,230	\$45,028	23.55	11.41	12.07
AUGUST	198,760	138,695	60,065	43.31	9.60	8.75
SEPTEMBER	161,343	115,091	46,252	40.19	7.79	7.26
OCTOBER	165,730	105,931	59,799	56.45	8.00	6.68
NOVEMBER	144,272	99,876	44,396	44.45	6.97	6.30
DECEMBER	261,210	193,286	67,924	35.14	12.61	12.20
JANUARY	161,187	120,039	41,148	34.28	7.78	7.57
FEBRUARY	122,827	99,739	23,088	23.15	5.93	6.29
MARCH	107,744	94,671	13,073	13.81	5.20	5.97
APRIL	144,743	126,825	17,918	14.13	6.99	8.00
MAY	164,761	132,749	32,012	24.11	7.96	8.38
JUNE	201,800	166,717	35,083	21.04	9.75	10.52
<b>TOTAL</b>	<b>\$2,070,635</b>	<b>\$1,584,847</b>	<b>\$485,788</b>	<b>30.65</b>	<b>100.00</b>	<b>100.00</b>

## New Hampshire Liquor Commission Discounts By Month

FISCAL YEARS ENDED JUNE 30, 2017 AND JUNE 30, 2016 (unaudited)

	2017	INCREASE/(DECREASE)		% OF TOTAL		
		2016	AMOUNT	%	SALES '17	SALES '16
JULY	\$356,576	\$339,781	\$16,795	4.94	7.82	8.53
AUGUST	114,440	231,406	(116,966)	(50.55)	2.51	5.81
SEPTEMBER	723,626	156,014	567,612	363.82	15.87	3.92
OCTOBER	638,867	397,532	241,335	60.71	14.01	9.98
NOVEMBER	153,170	239,977	(86,807)	(36.17)	3.36	6.02
DECEMBER	110,874	117,608	(6,734)	(5.73)	2.43	2.95
JANUARY	708,421	709,827	(1,406)	(0.20)	15.54	17.81
FEBRUARY	338,816	283,552	55,264	19.49	7.43	7.12
MARCH	119,929	155,749	(35,820)	(23.00)	2.63	3.91
APRIL	276,484	321,593	(45,109)	(14.03)	6.06	8.07
MAY	205,158	222,602	(17,444)	(7.84)	4.50	5.59
JUNE	812,986	809,355	3,631	0.45	17.83	20.31
<b>TOTAL</b>	<b>\$4,559,347</b>	<b>\$3,984,995</b>	<b>\$574,352</b>	<b>14.41</b>	<b>100.00</b>	<b>100.00</b>

## NEW HAMPSHIRE LIQUOR COMMISSION



Joseph W. Mollica  
Chairman



Michael R. Milligan  
Deputy Commissioner

New Hampshire Liquor Commission  
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