

2021 ANNUAL COMPREHENSIVE FINANCIAL REPORT NEW HAMPSHIRE LIQUOR COMMISSION A DEPARTMENT OF THE STATE OF NEW HAMPSHIRE

Epsom



Littleton

New London





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

**ANNUAL
COMPREHENSIVE
FINANCIAL REPORT**

For the Fiscal Year Ended
June 30, 2021

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

Cinde Warmington

SECOND DISTRICT

Janet Stevens

THIRD DISTRICT

Theodore L. Gatsas

FOURTH DISTRICT

David K. Wheeler

FIFTH DISTRICT

NEW HAMPSHIRE LIQUOR COMMISSION

Chairman
Joseph W. Mollica

Deputy Commissioner
Nicole Brassard Jordan

Director of Administration
Rosemary Wiant

Director of Enforcement and Licensing
Mark C. Armaganian

Director of Marketing, Merchandising and Warehousing
Lorrie Piper

Chief Financial Officer
Christina M. Demers

Chief Administrator of Human Resources
Kelly M. Mathews

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**NEW HAMPSHIRE LIQUOR COMMISSION (NHLC)
ANNUAL COMPREHENSIVE FINANCIAL REPORT
FOR FISCAL YEAR ENDING JUNE 30, 2021**

Table of Contents

	Page
INTRODUCTORY SECTION - (Unaudited)	
Letter of Transmittal	1
Message from Governor Christopher T. Sununu	2
Message from Liquor Commission Chairman	3
NHLC Overview	4
FINANCIAL SECTION	
Independent Auditor’s Report.....	12
Management’s Discussion and Analysis (Unaudited)	15
Financial Statements:	
Statement of Net Position	20
Statement of Revenues, Expenses, and Changes in Net Position.....	21
Statement of Cash Flows	22
Notes to the Financial Statements	23
Required Supplementary Information (Unaudited)	
Schedules of the Liquor Commission’s Proportionate Share of Net Pension Liability and Liquor Commission’s Contributions.....	41
Schedules of the Liquor Commission’s Proportionate Share of the Total Other Postemployment Benefit (OPEB) Liability	42
STATISTICAL SECTION - (Unaudited)	
Statement of Net Position as of June 30, 2021 and June 30, 2020	43
Commonsize Comparative Income Statement FY 2021 and FY 2020	44
Five Year Comparative Income Statement FY 2017-2021	46
Graphs:	
Revenue and Expenses FY 2017-2021	47
Revenue Breakdown FY 2017-2021.....	48
Beer Revenue and Gallonage FY 2017-2021	49
Top 15 Retail Store Locations FY2021	50
Sales Summary by Type FY 2021 and FY 2020	51
Total Sales by Location FY 2021 and FY 2020.....	52
Total Sales by Type FY 2021	54
Retail Sales by Location FY 2021 and FY 2020	56
On-Premise Sales by Location FY 2021 and FY 2020.....	58
Off-Premise Sales by Location FY 2021 and FY 2020	60
Accessories Sales by Location FY 2021 and FY 2020.....	62
Discounts by Location FY 2021 and FY 2020	64
Total Sales by Month FY 2021 and FY 2020	66
Retail Sales by Month FY 2021 and FY 2020.....	66
On-Premise Sales by Month FY 2021 and FY 2020	67
Off-Premise Sales by Month FY 2021 and FY 2020.....	67
Accessories Sales by Month FY 2021 and FY 2020.....	68
Discounts by Month FY 2021 and FY 2020.....	68

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INTRODUCTORY SECTION



New Hampshire Liquor Commission Surpasses \$4 Billion in Revenue to Support Essential State Services

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Christopher T. Sununu
Governor

State of New Hampshire LIQUOR COMMISSION

50 Storrs Street
Concord, N.H. 03301
(603) 230-7015

Joseph W. Mollica
Chairman

Nicole Brassard-Jordan
Deputy Commissioner

December 17, 2021

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

We are pleased to submit the Annual Comprehensive Financial Report of the New Hampshire Liquor Commission (NHLC) as of and for the fiscal year ended June 30, 2021. It covers the results of operations from July 1, 2020 through June 30, 2021 and marks the 87th year of operations for the Liquor Commission. The Liquor Commission Division of Administration Financial Management 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 Chairman 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 and required supplementary information. The statistical section includes relevant financial statistical information.

The Governmental Accounting Standards Board Statement No. 34 requires that management provide a narrative introduction, overview and analysis to accompany the basic financial statements in the form of MD&A. This letter of transmittal is intended to complement MD&A and should be read in conjunction with it.

The financial activity of the Liquor Commission is included within the State's Annual Comprehensive Financial Report. This Annual Comprehensive 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 funds.

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 NHLC's web site located at <http://www.nh.gov/liquor/annualreportFY21.pdf>.

Message from Governor Christopher T. Sununu



CHRISTOPHER T. SUNUNU
Governor



STATE OF NEW HAMPSHIRE OFFICE OF THE GOVERNOR

Friday, December 17, 2021

The New Hampshire Liquor Commission (NHLC) is a critical resource for New Hampshire that provides revenue to support essential state services that Granite Staters rely on: everything from substance misuse prevention and treatment, education, health services, transportation, to natural resource protection and conservation.

NHLC recently completed its most successful sales year in history, generating \$801 million in sales, which allowed NHLC to deliver a record \$182.5 million to the New Hampshire General Fund and Other Funds in support of state programs. Through the programs it supports, the NHLC has directly benefitted the lives of Granite Staters. I want to take a moment to recognize the entire team for their efforts.

While NHLC is always working to maximize its sales success, responsibility is at the core of everything they do. To that end, NHLC partnered with Brown-Forman to create New Hampshire Mocktail Month, which promotes a safer and more inclusive drinking culture by featuring hand-crafted, alcohol-free cocktails known as mocktails. New Hampshire Mocktail Month builds on the success of NHLC's award-winning Live Free and Host Responsibly program with Brown-Forman promoting responsible service and consumption of alcohol.

With 68 statewide NH Liquor & Wine Outlets featuring a selection of more than 14,000 wines and spirits, NHLC continues to exceed expectations and demonstrate a tireless commitment to maximize revenue for the state of New Hampshire. I am grateful for all they do to benefit our state and we should be proud of their accomplishments. This report outlines the financial performance and achievements of NHLC during the past year. I look forward to what will surely be another successful year in 2022.

Sincerely,

A handwritten signature in blue ink that reads "Chitck T. Sununu".

Christopher T. Sununu
Governor

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Telephone (603) 271-2121 • FAX (603) 271-7640
Website: <http://www.governor.nh.gov/> • Email: governorsununu@nh.gov
TDD Access: Relay NH 1-800-735-2964

Message from Liquor Commission Chairman Joseph Mollica

December 17, 2021

The New Hampshire Liquor Commission (NHLC) has had a monumental year benefiting the state of New Hampshire. The Commission generated an all-time record \$801 million in net sales during Fiscal Year 2021, an increase of \$35 million over the previous year. NHLC's sales growth generated record liquor net profits of \$182.5 million, which were transferred to the New Hampshire General Fund and Other Funds to support essential state programs and services.



NHLC continues to develop unique and creative opportunities for consumers to experience the world's best wines and spirits. Unable to host marquee events in person in 2020, NHLC created the virtual 90-Days Around The World Program. Thousands of consumers took part in unique opportunities to interact virtually with top distillers and winemakers. The program was a testament to NHLC's ability to adapt to the circumstances and to fulfill its commitment to provide the most unique and engaging initiatives for customers.

Our success has not gone unnoticed, as we were nominated for Retailer of the Year by Wine Enthusiast, and we were recognized by Beverage Dynamics as one of the top-10 beverage alcohol retailers in the country for the second year in a row. We also received recognition from StateWays Magazine for our new, state-of-the-art e-commerce website, which features eye-catching visuals, an intuitive design, easy access to key information, and the ability to place orders for curbside pickup.

Our ongoing effort to renovate and relocate our 68 NH Liquor & Wine Outlets continues to be emblematic of our dedication to creating the best shopping environment. Since 2012, NHLC has renovated, relocated or constructed new Outlets in more than 30 communities. This year, NHLC opened three new Outlets in New London, Littleton, and Claremont. Construction is well underway on our new Outlets in Manchester, Concord and Rindge.

This year we welcomed back Distiller's Week and the Distiller's Showcase of Premium Spirits, which provided consumers with the opportunity to sample from hundreds of spirits, while learning directly from some of the most influential leaders in the world of spirits. This year's Distiller's Showcase was our most successful to date, with over \$122,000 raised for the New Hampshire Food Bank, which performs incredible work to provide food to those in need across the state.

While the priority is always maximizing revenue, NHLC has continued to make it a priority to support nonprofits. In addition to the New Hampshire Food Bank, NHLC has worked with suppliers and brokers over the past six years to raise more than \$3 million for nonprofit organizations making an impact in New Hampshire.

Deputy Commissioner Brassard Jordan and I are proud to submit this Annual Report and to recognize all that we have achieved this fiscal year. Our success would not be possible without our team of approximately 1,400 NHLC employees dedicated to driving maximum revenue for the general fund, while providing the very best customer service to our 12 million annual customers. There is so much to look forward to in 2022 as we continue to distinguish ourselves as the most successful control state nationwide.

Sincerely,

A handwritten signature in black ink, appearing to read 'J. Mollica'. The signature is fluid and cursive, written in a professional style.

Joseph W. Mollica
Chairman

NHLC Overview

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 sixty-eight 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 Executive Council and the Deputy Commissioner is nominated by the Commissioner and appointed by the Governor with the consent of the Executive 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 Executive Council and serve 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, legal 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, two warehouses, 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.

MAJOR INITIATIVES AND ACCOMPLISHMENTS

In response to the Covid-19 pandemic, the NHLC, like all consumer-driven businesses, had to pivot priorities to better serve consumers and maximize profits. In March 2020, the NHLC swiftly established an online ordering system with in-store and curbside pickup options at several of its retail locations. At the retail outlets, the NHLC worked to protect its employees and customers by providing facemasks, installing register shields, providing hand sanitizer, gloves and disinfecting wipes, installing guides at check-out lanes to assist with distancing, and implementing measures to limit customer volume.

The NHLC’s Division of Enforcement and Licensing provided the State’s emergency response agencies with critical assistance by facilitating storage of millions of pieces of personal protective equipment (PPE) and by helping distribute PPE to first responders and front-line medical personnel. The Division also issued numerous industry circulars to help licensees maneuver through changing guidelines and restrictions on service put in place as part of the State’s pandemic response.

At the same time, development, testing and implementation of the NextGen project continued in full swing. NextGen is the NHLC’s ERP solution, based on the Microsoft D365 software platform, which will integrate and support the full breadth of the NHLC’s operations, including point-of-sale, supply chain management, back-office financials, and payroll. In September 2020, the NHLC launched its new eCommerce website, a component of the NextGen project, which afforded customers an interactive and inviting purchase journey. The new website adjusts the display according to the type of device the customer is using, such as a tablet or phone. Customers can view more product images, sort by product attributes, stores, promotions and inventory levels. A particularly significant enhancement to the customer experience is that for stores offering curbside pickup, customers can now pay for their orders online.

With all of this, the NHLC also achieved a milestone, having contributed over \$4 billion to the New Hampshire General Fund since beginning operations. The revenue generated by NHLC operations supports essential state services, including education, health and social services, transportation, natural resource protection, and addiction treatment and prevention programs. This accomplishment is a tribute to the thousands of dedicated employees who have worked for the NHLC over the past 87 years and helped our business grow and prosper.

DIVISION OF ENFORCEMENT AND LICENSING

The Division of Enforcement and Licensing is responsible for licensing businesses that sell alcohol, enforcing state law governing the manufacture, distribution and sales of alcohol, and educating licensees and the community. The Division is also responsible for licensing and regulating entities that sell tobacco products.

As of June 30, 2021, there were 5,876 entities licensed to sell alcohol or tobacco products in New Hampshire. The most common license type was for Restaurants with 1,463 licensees, followed by Combination licenses (grocery and drug stores) with 1,412 licensees, and Direct Shipper licenses with 1,357 licensees. The Division collected \$19.0 million in fees, including fees for license applications and renewals, beer manufactured, transferred or sold, wine and spirits manufactured and sold, and shipments of beer, wine and liquor to licensees and consumers by direct shippers.

Division of Enforcement & Licensing Staff (authorized positions)	
<i>Sworn</i>	
<i>Full-Time</i>	21
<i>Part-Time</i>	7
<i>Civilian</i>	
<i>Full-Time</i>	14
<i>Part-Time</i>	6

In FY2021, the Division responded to 17,880 calls for service, including

5,071 random inspections of licensee premises, 4,970 annual inspections, 1,788 compliance checks, and 959 enforcement responses to New Hampshire State Liquor Stores. In addition to these efforts, Division staff approved 3,584 new products for sale in New Hampshire and reviewed 166,985 shipments from Direct Shipping licensees.

The Division rounds out its regulatory role by providing training to licensees and educational programs to the public. Its goals are to reduce the incidence of drinking and driving and eliminate underage drinking. In response to the Covid-19 pandemic, the Division implemented an on-line training option for licensees. The Division held 14 educational classes for existing and prospective licensees, serving 87 in-person students and 6,240 on-line students. The Division also attended 14 public events, providing educational outreach to over 12,000 attendees.

DIVISION OF ADMINISTRATION

The Division of Administration supports the NHLC’s retail and regulatory operations through its legal, human resources, finance, IT and internal audit units.

Legal Unit

The Legal Unit’s mission is to supervise, integrate, coordinate, and evaluate all legal and legislative objectives for the Commission. The Legal Unit provides legal advice and representation to the all divisions and programs of the NHLC, including drafting and managing the adoption of administrative rules, drafting requests for proposals and contracts, managing and coordinating the contracting process, representing the Commission in appeals of personnel decisions, advising and assisting the Division of Enforcement on adjudicative matters, and responding to Right-to-Know requests. The Legal Unit also coordinates and assists on matters handled by the New Hampshire Department of Justice.

Legal Unit Staff (authorized positions)	
<i>Full-Time</i>	
<i>Attorney</i>	2
<i>Paralegal</i>	1
<i>Part-Time</i>	
<i>Attorney</i>	1

During FY2021 and in accordance with RSA 176:18, contracts entered into by the Liquor Commission, the Legal Unit issued 11 requests for proposals and negotiated, drafted and managed the contracting process for 22 pending or active contracts to support NHLC retail, regulatory and administrative operations. Contracts encompass everything from store shelving and parking lot striping to security systems and IT development projects.

The Legal Unit responded to 55 requests for governmental records pursuant to RSA 91-A during FY2021. Throughout FY2021, the Legal Unit was deeply engaged in updating NHLC administrative rules. The entire chapter of rules governing the application and licensing process was rewritten and adopted through the JLCAR process, effective September 23, 2020. *See N.H. Admin. Rules, Liq 700.* Subsequently, the rules governing operational requirements for particular license types were updated and adopted, effective June 28, 2021. *See N.H. Admin Rules, Liq 500.*

Human Resources

It is the mission of Human Resources to develop, implement, and support programs and processes that add val-

ue to the State of New Hampshire, Liquor Commission human capital. Human Resources strives to inspire and ensure employee prosperity, empowerment, education, growth, and retention.

During FY2021, as the State sought assistance with its Covid-19 response, NHLC employees readily volunteered to help. NHLC Human Resources helped coordinate staff for three NH Motor Speedway Supersite events, multiple 211 Vaccine Administration Call Centers and the NH Employment Security Call Center. In addition, the NHLC partnered with the Department of Business and Economic Affairs to provide employment for Welcome Center employees in the NHLC’s retail outlets while the Welcome Centers were closed. Human Resources also assisted the Department of Transportation by transferring certain employees to NHLC retail stores when DOT had to change the nature of toll booth operations.

Besides these special initiatives, the day-to-day NHLC personnel operations continued, and involved some new tasks such as:

- Managing new Covid -19 leave balances for part-time and full-time employees
- Managing and processing new temporary wage enhancements for retail and law enforcement employees
- Managing approximately 367 individual Covid-19 leave requests, which had to be processed manually. Tracking employee absences included, but was not limited to:
 - Processing and managing 47 FMLA employee absences
 - Processing and managing 10 Workers’ Compensation employee related absences
 - Processing and managing 8 Income Protection employee absences
- Managing temporary and permanent transfers of retail store employees for store locations that were temporarily or permanently consolidated due to the Covid-19 pandemic
- Performing Covid-19 pandemic contact tracing in order to provide a safe working environment for our employees and customers
- Creating a Human Resources Covid-19 Emergency Response Team to be on-call during evenings, weekends and holidays in order to continually manage and assist our employees with Covid-19 related matters
- Assisting the NHLC management team with those NHLC employees who were authorized to temporary tele-work in order to reduce the number of personnel at Headquarters during the state of emergency.

Human Resources Staff (authorized positions)	
<i>Full-Time</i>	
<i>HR</i>	5
<i>Payroll</i>	2
<i>Part-Time</i>	
<i>HR</i>	1

Finally, Human Resources continued with its standard personnel-related functions, which included:

- Processing approximately 2,085 applications for retail positions
- Providing 501 new-hire orientations for our retail stores
- Assisting 8 full-time employees through the retirement process
- Assisting our 347 full-time employees regarding personnel related matters
- Assisting our 1,016 part-time employees regarding personnel related matter
- Processing approximately 4,709 personnel transaction work units in the NH First System
- Processing \$30.1 million (not including benefits) in payroll
- Assisting with personnel transfers to support several store consolidations and new store openings

Finance

The mission of the Finance Unit is to provide high quality support to external customers, business partners and all departments within the Commission through financial planning, revenue collection, asset management, and by preparing accurate, timely and auditable financial reports, statements and analyses.

In the midst of stay-at-home orders and significant restrictions on business operations, the Commission’s ability to produce record gross sales of \$801 million is a testament to our resiliency, adaptability, and flexibility. The Commission responded to the pandemic with technology advancements that increased efficiency through the workforce overall, in skills learned, utilized, and leveraged with the customers with regard to on-line business and continued development.

Finance Staff (authorized positions)	
<i>Full-Time</i>	15
<i>Part-Time</i>	2

In FY2021, Accounts Receivable processed \$190 million in payments from licensees, an increase of \$13.5 million over FY2020. Credit and debit cards, which accounted for approximately two-thirds of transactions, totaled \$532.6 million, an increase of \$51.9 million over FY2020.

Accounts Payable processed \$613 million in purchases of liquor inventory. In addition, it processed \$23.6 million in operating expenses, an increase of approximately \$900,000 over FY2020.

Information Technology

NHLC operations rely on technology, from the retail point-of-sale and inventory management through back-office financials. NHLC is supported by embedded Department of Information Technology (DoIT) staff.

NHLC- IT excels at thinking outside the box and going above and beyond to provide superior support and services to the NHLC in order to achieve its business goals. The goal of NHLC-IT is to improve customer service and create revenue by expanding opportunities for internet commerce sales and marketing capabilities, as well as to continuously reduce the NHLC’s operational costs by increasing internal efficiencies.

Embedded DoIT Staff (authorized positions)	
<i>Full-Time</i>	8
<i>Part-Time</i>	2

NHLC-IT provides production support to the NHLC’s 68 retail outlets and finance department. In April/May 2020, NHLC-IT spearheaded a means to offer consumers the option of curbside payment and pickup. In FY2021, NHLC-IT upgraded NHLC retail outlets to add a fiber line, which will provide Wi-Fi functionality for the NextGen ERP system. At the same time, NHLC-IT is central to the development, testing, implementation and support of NHLC’s infrastructure modernization projects (NextGen and eCommerce).

DIVISION OF SALES, MARKETING, MERCHANDISING AND WAREHOUSING

The Division of Sales, Marketing, Merchandising and Warehousing develops and implements innovative strategies and tactics across multiple service lines in order to provide an exemplary shopping experience for NH Liquor & Wine Outlet customers and maximize profitability for the State of New Hampshire.

In FY2021, the NHLC achieved a milestone, having contributed a total of \$4 billion to the New Hampshire General Fund since beginning operations to help fund essential state services, including education, health and social services, transportation, natural resource protection, and addiction treatment and prevention programs. In addition, the Division raised over \$500,000 through limited-release product raffles for the benefit of charities hard-hit by the pandemic, including Easterseals NH, Best Buddies NH, the New Hampshire Food Bank and various animal rescue organizations. NHLC also quickly reacted to support key business partners in the restaurant and hospitality industry during the pandemic and raised over \$100,000 to support displaced hospi-

tality and restaurant workers by donating proceeds to the NH Lodging and Restaurant Association’s Hospitality Employee Relief Fund.

Throughout FY2021, Store Operations continually changed its operating mode to accommodate the changing landscape brought about by Covid-19, such as staffing shortages and temporary store closures and consolidations. Despite these challenges, store employees kept up with increasing consumer demand; FY2021 sales reached \$801 million, an increase of \$35 million over the previous year.

Division of Sales, Marketing, Merchandising and Distribution Staff*

(authorized positions)

Full-Time 256

Part-Time 909

* Includes Liquor & Wine Outlet Staff

Notable achievements and initiatives for FY2021 include:

Top 10 Retailer - October 2020

Ranked #10 of Beverage Dynamics Magazine’s Top 100 Retailers, selected from amongst retailers throughout the country. The Top 100 Retailers Awards recognizes retailers that demonstrate innovation, excellent customer service and superior beverage alcohol industry knowledge. Beverage Dynamics is a national magazine dedicated to the needs of the off-premise beverage alcohol retailer.

UPDATE - October 2021 - NHLC rose two spots to #8 on Beverage Dynamics’ Top 100 Retailers list of 2021.

Best Liquor & Wine Control State - November 2020

Named Best Liquor and Wine Control State in the Country by StateWays Magazine Best Practices Award, noting the NHLC’s technological innovation, nonprofit support, unique sales and promotions, and commitment to consumer education. StateWays is a national magazine devoted to issues affecting the beverage alcohol control state system. This was NHLC’s second “Best Control State” win in four years.

Live Free & Host Responsibly / New Hampshire Mocktail Month - January 2021

NHLC launched “Live Free & Host Responsibly” five years ago with Brown-Forman Corporation, one of the largest American-owned spirits and wine companies, to emphasize the importance of the responsible sale, service and consumption of alcohol. NHLC evolved the program in 2021, creating the first ever “New Hampshire Mocktail Month” in collaboration with The Mocktail Project to help create a safer, more inclusive drinking culture. The initiative encouraged nearly 30 New Hampshire restaurants to add alcohol-free options (“mocktails”) to their menu to encourage responsibility and inclusion for non-drinkers. The award-winning campaign took home additional honors noted below.

UPDATE - October 2021 - The NHLC received a Best Practices Award for the Best On-Premise Partnership from StateWays Magazine based on the Mocktail Month collaboration. NHLC also earned the Best Technology Innovation award from StateWays for its commitment to enhancing the overall experience of customers and partners by investing in a new system called Harmony that provides technical flexibilities, allowing the co-op advertising program to be more effective, while also adding digital and direct mail components.

Sales Campaigns

July 2020 - “Keep it Local” Campaign - offering a discount on purchases of New Hampshire made, grown or produced wines and spirits.

November 2020 - “90 Days Around the World” - NHLC pivoted during the pandemic from in-person events to 100% online, offering virtual tastings, master classes and interactive sessions with dozens of celebrity winemakers and distillers.

April 2021 - Established partnership with Barton 1792 Distillery to provide a series of exclusive, single barrel, custom-proofed, cask finished selections of the new Thomas S. Moore Kentucky Straight Bourbon Whiskeys.

NHLC Overview (continued)

Financial Highlights

REVENUE/ EXPENSE ITEM	FY 2021 (In Millions)	FY 2020 (In Millions)	% INCREASE (DECREASE)
Gross Sales ¹	\$ 801.1	\$ 765.6	4.6
Discounts and Fees (Bank, Credit Card, etc)	(14.7)	(26.0)	(43.5)
Net Sales	786.4	739.6	6.3
Cost of Goods Sold	(555.6)	(533.0)	4.2
Gross Profit - Liquor	230.8	206.6	11.7
Operating Expenses and Depreciation ²	(67.7)	(65.4)	3.5
Interest Expense	(1.6)	(1.5)	6.7
Other Revenue	7.3	5.2	40.4
Net Income (Not including taxes) ³	168.8	144.9	16.5
Beer Tax	13.7	13.2	3.8
Total Net Profit Before Transfers	\$ 182.5	\$ 158.1	15.4

OTHER MERCHANDISING STATISTICS	FY 2021	FY 2020	% INCREASE (DECREASE)
Number of Cases Sold	5,696,100	5,648,564	0.8
Average Price Per Case	\$ 139.81	\$ 135.54	3.1
Items Available (brands and sizes)	27,978	26,260	6.5
Number of Bottles Sold	60,677,340	61,141,524	(0.8)
Average Price Per Bottle	\$ 13.13	\$ 12.52	4.8

APPARENT CONSUMPTION STATISTICS	FY 2021		FY 2020	
	Gallons	Per Capita ⁴	Gallons	Per Capita ⁵
Distilled Spirits	6,090,884	4.42	6,170,251	4.54
Wine (21% alcohol or less)	7,712,573	5.60	7,660,075	5.63
Beer	45,669,815	33.15	42,531,400	31.28

NOTES:

(1) For the current fiscal year, off premise licensees accounted for 15.4% or \$122.7 million of total liquor sales. On premise licensees, such as bars, restaurants, hotels and clubs accounted for 8.5% or \$67.6 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 NH population estimates of 1,377,529 from the 2020 US Census

(5) Based on 2019 population estimates of 1,359,711 from the State Office of Strategic Initiatives.

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FINANCIAL SECTION

**NEW HARPOON
OUTLET
SPIRITS & WINES**

90 DAYS AROUND THE WORLD

SPIRITS

ENJOY VIRTUAL EVENTS
WITH ACCLAIMED SPIRIT
& WINE MAKERS &
CELEBRITIES.

**A SERIES OF
ONLINE
SPIRIT & WINE
EVENTS**

NOV 2 - JAN 30

WINES

WIN THE ULTIMATE
COLLECTION OF PREMIUM
SPIRITS & WINES FOR
YOUR HOME BAR.*

90DAYSAROUNDTHEWORLD.COM

*See website for complete rules. Premium spirits and wines awarded in the form of a \$2,500 gift card.

FOLLOW US FOR SAVINGS:   

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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, 2021, 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, 2021, 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, 2021, 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 15 through 19 and the Schedules of the Liquor Commission's Proportionate Share of Net Pension Liability and the Liquor Commission's Contributions on page 41 and the Schedule of the Liquor Commission's Proportionate Share of the Total Other Postemployment Benefits Liability on page 42 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 17, 2021 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 17, 2021

MANAGEMENT'S DISCUSSION AND ANALYSIS - Unaudited

The management of the New Hampshire Liquor Commission (the Liquor Commission) offers the readers this narrative overview and analysis of the financial activities of the Liquor Commission included in this Annual Comprehensive Financial Report for the fiscal year ended June 30, 2021. 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 30th of each year. The Liquor Commission is accounted for as an enterprise fund, reporting all financial activity, assets, and liabilities using the accrual basis of accounting.

The financial statements prepared by the Liquor Commission include the Statement of Net Position; Statement of Revenues, Expenses and Changes in Net Position; 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 and postemployment benefit liabilities.

MANAGEMENT'S DISCUSSION AND ANALYSIS - Unaudited (continued)

The following is a condensed comparative statement of net position as of June 30, 2021 and 2020 (in thousands):

	<u>June 30, 2021</u>	<u>June 30, 2020</u>
ASSETS:		
Current Assets	\$ 91,794	\$ 94,837
Noncurrent Assets (net of allowance for depreciation)	54,999	51,678
Total Assets	<u>146,793</u>	<u>146,515</u>
Deferred Outflows of Resources	16,925	5,170
LIABILITIES:		
Current Liabilities	95,004	92,923
Noncurrent Liabilities	127,750	113,151
Total Liabilities	<u>222,754</u>	<u>206,074</u>
Deferred Inflows of Resources	18,843	23,490
NET POSITION:		
Net Investment in Capital Assets	14,473	12,339
Unrestricted Net Position (Deficit)	(92,352)	(90,218)
Total Net Position (Deficit)	<u>\$ (77,879)</u>	<u>\$ (77,879)</u>

Assets

- The Liquor Commission ended fiscal year 2021 with a total of \$91.8 million in current assets, including \$81.3 million in wine and spirits inventory for resale.
- The Liquor Commission's capital assets as of June 30, 2021, totaled \$82.3 million with accumulated depreciation of \$27.3 million leaving a net book value of \$55.0 million invested in capital assets. The investment in capital assets includes equipment, real property, computer software, software in progress and construction in progress.

During fiscal year 2021 many capital projects were started, in process and/or completed. Some of the Liquor Commission's largest projects included:

- Continued with a Commission-wide point-of-sale and back office system replacement.
- Working on final improvements at the Commission headquarters which consists of roof replacement.
- Began process to sell Hampton Highway property and issued RFP for Commercial Real Estate Services.

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

MANAGEMENT'S DISCUSSION AND ANALYSIS - Unaudited (continued)

Liabilities

- Total liabilities increased \$16.7 million or 8.1% from \$206.1 million in fiscal year 2020 to \$222.8 million in fiscal year 2021.
- Accounts payable increased \$12.8 million or 19.9% due to timing of year-end liquor payables from increased liquor orders driven by a flash sale at the end of fiscal year 2021. Due to Other State Agencies decreased \$17.6 million or 96.6% due to the Liquor Commission having a positive cash balance .
- Bonds payable at June 30, 2021 had a net decrease of \$1.5 million from \$38.6 million at the prior year end to \$37.1 million due to a \$1.6 million of new bond issuances, less \$3.1 million of principal payments.

	(Amounts in thousands)	
	<u>June 30, 2021</u>	<u>June 30, 2020</u>
Accounts Payable	\$ 77,276	\$ 64,463
Accrued Payroll	2,464	2,473
Due to Other State Agencies	623	18,259
Due to General Fund	5,457	2,132
Due to Capital Fund	3,432	655
Unearned Revenue	1,001	772
Bonds Payable	37,094	38,590
Compensated Absences Payable & Uninsured Claims	5,939	5,287
Net Pension Liability	30,995	23,464
Other Postemployment Benefits Payable (OPEB)	58,332	49,734
Other Liabilities	141	245
Total Liabilities	<u>\$ 222,754</u>	<u>\$ 206,074</u>

The following is a comparative statement of revenues, expenses and changes in net position for the fiscal years ended June 30, 2021 and 2020.

	(Amounts in thousands)	
	<u>FY 2021</u>	<u>FY 2020</u>
Operating Revenues		
Charges for Sales	\$ 786,397	\$ 739,591
Operating Expenses		
Cost of Sales	555,592	533,027
Administration	64,867	63,032
Depreciation	2,881	2,322
Total Operating Expenses	<u>623,340</u>	<u>598,381</u>
Operating Income	<u>163,057</u>	<u>141,210</u>
Nonoperating Revenues (Expenses)		
Licenses	5,273	4,634
Beer Taxes	13,701	13,176
Miscellaneous	2,056	585
Interest on Bonds	(1,636)	(1,505)
Total Nonoperating Revenues (Expenses)	<u>19,394</u>	<u>16,890</u>
Income Before Transfers	182,451	158,100
Distribution (Transfer) to:		
State General Fund	(163,927)	(144,944)
Alcohol Abuse Prevention & Treatment Fund (RSA 176:16 III)	(10,024)	0
Granite Advantage Health Care Trust Fund (RSA 126-AA:3, VI)	(8,500)	(10,038)
Change in Net Position	<u>-</u>	<u>3,118</u>
<i>Net Position (Deficit) - July 1</i>	<i>(77,879)</i>	<i>(80,997)</i>
<i>Net Position (Deficit) - June 30</i>	<u><i>\$ (77,879)</i></u>	<u><i>\$ (77,879)</i></u>

MANAGEMENT’S DISCUSSION AND ANALYSIS - Unaudited (continued)

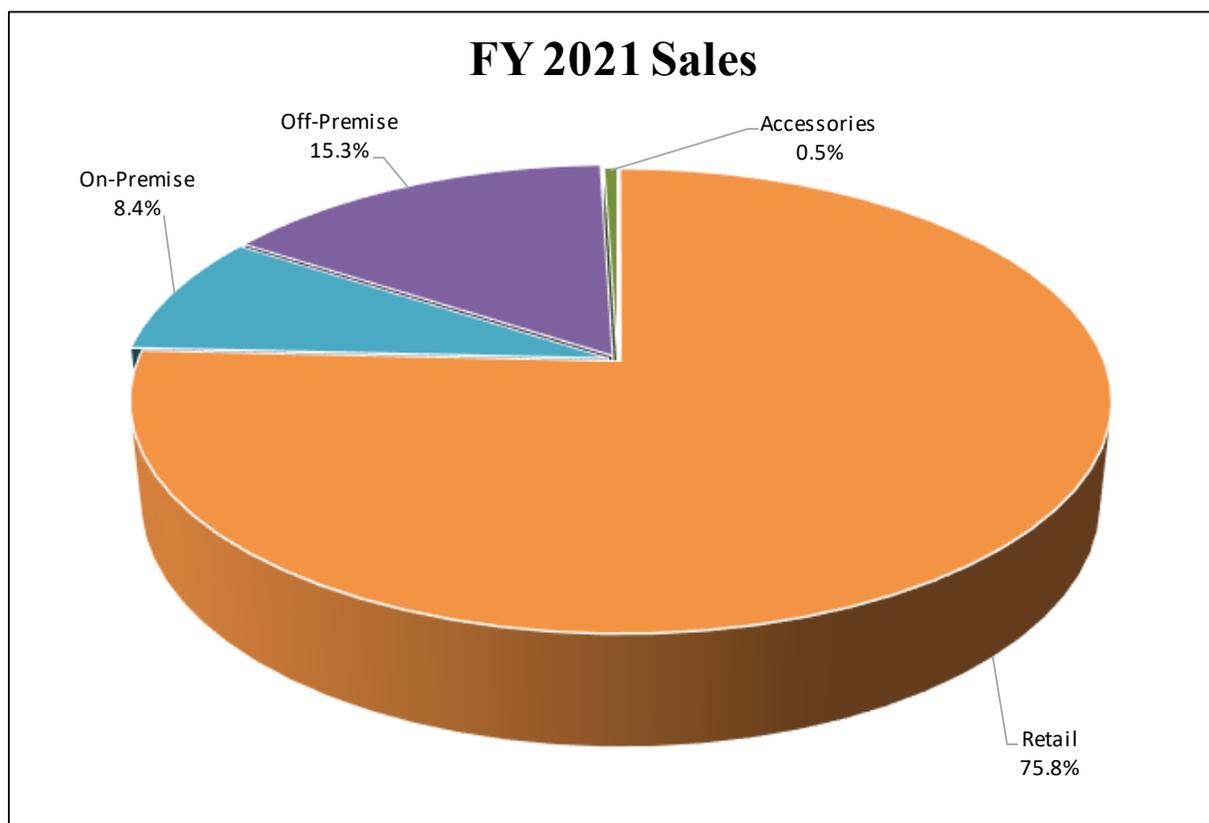
Operating Revenue

The primary source of revenue for the Liquor Commission is derived from the retail and wholesale sales of wine, spirits, and accessories from the sixty-eight wine and spirit outlet stores located throughout the State of New Hampshire as well as the two warehouse locations in Bow and Concord.

Net Sales (Charges for Sales)

Net sales increased 6.3% or \$46.8 million over the previous year as a result of the Liquor Commission’s competitive pricing, expanded inventory, and new sales and distribution. Throughout the year, the marketing team develops and implements innovative strategies and tactics across multiple service lines in order to provide an exemplary shopping experience.

With the continued success of these strategies, as well as the use of wine and spirit tasting events and social media outlets, the Liquor Commission has helped to increase the product knowledge of our customers and ultimately increased sales.



Operating Expenses

Cost of sales consists of the cost of products sold plus the cost of transporting the products for sale to retail stores.

Administrative operating expenses increased 2.9% or \$1.8 million primarily due primarily to a \$1.5 million increase in pension expenses.

MANAGEMENT’S DISCUSSION AND ANALYSIS - Unaudited (continued)

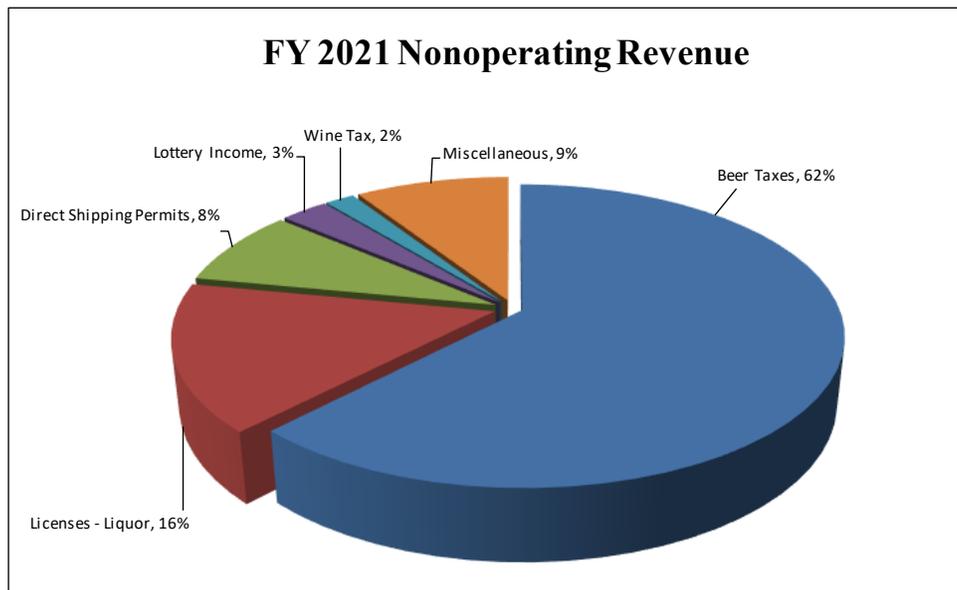
Nonoperating Revenues (Expenses)

In addition, the Liquor Commission generates revenues from other sources including beer tax, beer permits, licensing, direct shipping permits, lottery sales and other miscellaneous revenue (grants, fines, fees, restitution and any gain or loss on the disposal of capital assets).

Licenses increased 13.8% or \$0.6 million from increased direct shipment permits. Miscellaneous revenue increased 251.5% or \$1.5 million primarily as a result of the retirement of equipment.

The beer tax has been relatively flat over the past decade increasing only \$525 thousand or 4.0% in the fiscal year.

Below is the breakdown of nonoperating revenue (not including loss on the disposal of capital assets). Chart data can be found on pages 44-45 Other Revenue plus Beer Tax.



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 2021, the total net profit before transfers was \$182.5 million and \$164 million of this amount was transferred to the General Fund, \$10.0 million was transferred to Alcohol Abuse Prevention and Treatment Fund (RSA 176:16, III), and \$8.5 million was transferred to the Granite Advantage Health Care Trust Fund (RSA 126-AA:3, VI).

Requests for Information

This Annual Comprehensive 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

NEW HAMPSHIRE LIQUOR COMMISSION
STATEMENT OF NET POSITION
JUNE 30, 2021
(Expressed in Thousands)

ASSETS**Current Assets:**

Cash and Cash Equivalents (Note 2)	\$ 3,104
Receivables (Net of Allowances for Uncollectibles)	7,315
Due from Other State Agencies	80
Inventories	81,295
Total Current Assets	91,794

Noncurrent Assets:

Capital Assets Not Being Depreciated (Note 3)	20,329
Capital Assets Being Depreciated, Net (Note 3)	34,670
Total Noncurrent Assets	54,999
Total Assets	146,793

Deferred Outflows of Resources (Notes 7 & 8)	16,925
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LIABILITIES**Current Liabilities:**

Accounts Payable	77,276
Accrued Payroll	2,464
Due to Other State Agencies	623
Due to General Fund	5,457
Due to Capital Fund	3,432
Unearned Revenue	1,001
Bonds Payable (Note 5)	3,460
Accrued Interest Payable	141
Capital Leases (Note 9)	-
Compensated Absences Payable & Uninsured Claims (Note 4)	1,150
Total Current Liabilities	95,004

Noncurrent Liabilities:

Bonds Payable (Note 5)	33,634
Capital Leases (Note 9)	-
Compensated Absences Payable & Uninsured Claims (Note 4)	4,789
Net Pension Liability (Note 7)	30,995
Other Postemployment Benefits Payable (Note 7)	58,332
Total Noncurrent Liabilities	127,750
Total Liabilities	222,754

Deferred Inflows of Resources (Notes 7 & 8)	18,843
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NET POSITION

Net Investment in Capital Assets	14,473
Unrestricted Net Deficit	(92,352)
Total Net Deficit	\$ (77,879)

The accompanying 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, 2021
(Expressed in Thousands)**

OPERATING REVENUES

Charges for Sales (Note 10)	\$ 786,397
Total Operating Revenue	<u>786,397</u>

OPERATING EXPENSES

Cost of Sales	555,592
Administration	64,867
Depreciation	<u>2,881</u>
Total Operating Expenses	<u>623,340</u>
Operating Income	<u>163,057</u>

NONOPERATING REVENUES (EXPENSES)

Licenses	5,273
Beer Taxes	13,701
Miscellaneous	2,056
Interest on Bonds Payable	<u>(1,636)</u>
Total Nonoperating Revenues (Expenses)	<u>19,394</u>
Income Before Transfers	182,451
Distribution (Transfer) to:	
State General Fund	(163,927)
Alcohol Abuse Prevention & Treatment Fund (RSA 176:16 III)	(10,024)
Granite Advantage Health Care Trust Fund (RSA 126-AA:3, VI)	<u>(8,500)</u>
Change in Net Position	<u>-</u>

Net Position (Deficit) - July 1	<u>(77,879)</u>
Net Position (Deficit) - June 30	<u>\$ (77,879)</u>

The accompanying 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, 2021
(Expressed in Thousands)**

CASH FLOWS FROM OPERATING ACTIVITIES	
Receipts from Customers	\$ 785,231
Receipts from Supplier Rebates	80,335
Payments to Employees	(32,290)
Payments to Suppliers	(639,378)
Payments for Interfund Services	(8,391)
Net Cash Provided by Operating Activities	<u>185,507</u>
CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES	
Transfer to State General Fund	(160,603)
Transfer to Alcohol Abuse Prevention & Treatment Fund (RSA 176:16 III)	(10,024)
Transfer to Granite Advantage Health Care Trust Fund (RSA 126-AA:3 VI)	(8,500)
Temporary Loan From Other Funds	(17,645)
Other Income	3,036
Proceeds from Collection of Licenses and Beer Tax	18,974
Net Cash Used for Noncapital and Related Financing Activities	<u>(174,762)</u>
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES	
Acquisition and Construction of Capital Assets	(4,405)
Capital Lease Payments	(93)
Net Proceeds from Issuance of Bonds	1,582
Interest Paid on Bonds	(1,647)
Principal Paid on Bonds	(3,078)
Net Cash Used for Capital and Related Financing Activities	<u>(7,641)</u>
Net Decrease in Cash and Cash Equivalents	3,104
Cash and Cash Equivalents - July 1	-
Cash and Cash Equivalents - June 30	<u>\$ 3,104</u>
Reconciliation of Operating Income to Net Cash	
Provided by Operating Activities:	
Operating Income	\$ 163,057
Adjustments to Reconcile Operating Income to Net Cash	
Provided (Used) by Operating Activities:	
Depreciation	2,881
Change in Operating Assets and Liabilities:	
Increase in Receivables	(1,395)
Decrease in Inventories	7,551
Increase in Accounts Payable and Other Accruals	13,457
Increase in Unearned Revenue	229
Change in Postemployment Benefits Payable, Net of Deferrals	(2,503)
Change in Net Pension Liability, Net of Deferrals	2,230
Net Cash Provided by Operating Activities	<u>\$ 185,507</u>

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

**NEW HAMPSHIRE LIQUOR COMMISSION
NOTES TO THE FINANCIAL STATEMENTS
FOR THE FISCAL YEAR ENDED JUNE 30, 2021**

NOTE 1 – Summary of Significant Accounting Policies

A. Reporting Entity

Chapter 99, NH Laws of 1933, codified as RSAs 175 through 180, established the New Hampshire Liquor Commission (the Liquor Commission). The Liquor Commission is comprised of a Commissioner, who is known as the Chairman of the Liquor Commission, and a Deputy Commissioner. The Commissioner is appointed by the Governor with the consent of the Council and the Deputy Commissioner is nominated by the Commissioner and appointed by the Governor with the consent of the Council. The Chairman and the Deputy Commissioner are appointed to four-year terms. Pursuant to RSA 176:3, the Liquor Commission's primary duties are to optimize profitability, maintain proper controls, assume responsibility for effective and efficient operations, and provide service to customers. The Liquor Commission is organized into three divisions: (1) Division of Enforcement and Licensing; (2) Division of Marketing, Merchandising, and Warehousing; and (3) Division of Administration.

In addition to liquor sales, the Liquor Commission collects license fees on the manufacture, sale, transportation, and warehousing of alcoholic beverages and taxes on beer sold by wholesale distributors and beverage manufacturers to retailers in New Hampshire. The Liquor Commission is also statutorily required to enforce the laws and regulations governing the purchase, consumption, and maintenance of proper control over alcoholic beverages through the State of New Hampshire, in addition to monitoring youth access to tobacco products.

As of June 30, 2021 the Liquor Commission processed wholesale and retail sales from sixty-eight 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 Annual Comprehensive Financial Report of the State. The State of New Hampshire's Annual Comprehensive 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, 2021 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.

NOTE 1 – Summary of Significant Accounting Policies (continued)

C. Cash and Cash Equivalents

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 (less than three months from date acquired), highly liquid investments, which are considered to be cash equivalents and is not categorized as to credit risk. Cash equivalents are recorded at cost.

D. Receivables (Net of Allowances for Uncollectibles)

Receivables are reported net of Allowances for Uncollectibles and consist of amounts due at June 30, 2021. Receivables consist of amounts due from wholesale distributors and beverage manufacturers for taxes on the sale of alcoholic beverages of \$1.6 million and on-premise and off-premise licensees for stock purchased on fifteen day credit of \$5.7 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, which include property, plant, and equipment, are reported at historical cost. Equipment is capitalized when the cost of individual items exceeds \$10,000, and all other capital assets, except software, are capitalized when the cost of individual items or projects exceeds \$100,000. Software projects are capitalized when costs exceed \$500,000. The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend asset lives are not capitalized. Capital assets are depreciated using the straight-line method over the estimated useful lives; equipment and software 5 years, building improvements 20 years and buildings 40 years. Salvage values are not recognized, as asset disposals are officially transferred to the New Hampshire Surplus Property program. Any income derived from surplus property sales is recorded as miscellaneous income when received. Losses on the disposal of surplus equipment are recorded at the time of disposal.

G. Accounts Payable

Accounts payable primarily consists of purchases of liquor inventory, liquor freight and general operating expenses incurred, but for which no actual payment has yet been issued as of June 30, 2021.

H. Accrued Payroll

The accrued payroll represents payroll and related benefit costs incurred through June 30th and paid in July 2021.

I. Due to Other State Agencies

Amounts due to other state agencies as of June 30, 2021 consist of \$400,000 due to the Lottery Commission for lottery tickets sold at Liquor Stores; and \$223,000 due to the Department of Transportation for shared costs at the Hooksett rest area Welcome Centers.

NOTE 1 – Summary of Significant Accounting Policies (continued)

J. Unearned Revenue

The Liquor Commission receives cash from the sale of gift cards that allow the holder to redeem the cards for product at a future point in time. As of June 30, unearned revenue consist of gift card sales collected by the Liquor Commission that had not yet been redeemed.

K. Compensated Absences

The full-time classified employees of the Liquor Commission earn annual, compensatory, and sick leave at various rates within the limits prescribed by the collective bargaining agreement. 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 32 to 50 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. The liability for compensated absences is recorded on the accrual basis.

L. Postemployment Liabilities

The Liquor Commission participates in a defined benefit pension plan, the State of New Hampshire Retirement System (NHRS). The Liquor Commission also participates in a nonfunded other postemployment benefit (OPEB) plan referred to as the Non Trusted OPEB Plan. See footnote 7 for activity related to these plans.

For purposes of measuring the total/net Pension and OPEB liabilities, deferred outflows of resources and deferred inflows of resources related to these liabilities and related expenses, information about the fiduciary net position of the NHRS, and additions to/deductions from the fiduciary net position has been determined on the same basis as it is reported by NHRS and the State OPEB Plan. For this purpose, benefit payments are recognized when due and payable in accordance with the benefit terms, and investments are reported at fair value.

M. Deferred Outflows of Resources and Deferred Inflows of Resources

Deferred outflows of resources are defined as a consumption of net assets by the Liquor Commission that is applicable to a future reporting period. Deferred inflows of resources are defined as an acquisition of net assets by the Liquor Commission 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.

N. Revenues and Expenses

Revenues and expenses are classified as operating or nonoperating and are sub-classified by object (e.g. administration and depreciation) in the Statement of Revenues, Expenses, and Changes in Net Position. 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 sixty-eight retail stores located throughout the state, wholesale sales from the Liquor Commission warehouse in Concord and contracted warehouse in Bow, and through

NOTE 1 – Summary of Significant Accounting Policies (continued)

regulated direct deliveries of product from vendors to licensees.

Cost of Sales: 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, advertising, rent, utilities, and depreciation.

Non-operating Revenues: Non-operating 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.

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

O. 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.

P. Use of Estimates

The preparation of these financial statements in conformity with generally accepted accounting principles (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.

Q. Net Position

The net position consists of the unrestricted net deficit and the net investment in capital assets. Net investment in capital assets is the combination 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.

R. Adoption of New Accounting Pronouncements

During the fiscal year ended June 30, 2021, the Liquor Commission adopted the following new accounting standards issued by the Governmental Accounting Standards Board (GASB):

GASB No. 84, *Fiduciary Activities.* The objective of this standard is to improve guidance regarding the identification of fiduciary activities for accounting and financial reporting purposes and how those activities should be reported. The implementation of this standard did not have a material impact on the Liquor Commission's financial statements.

GASB No. 89, *Accounting for Interest Cost Incurred before the End of a Construction Period* (GASB 89). The objectives of this standard are (1) to enhance the relevance and comparability of information about capital assets and the cost of borrowing for a reporting period and (2) to simplify accounting for interest cost incurred

NOTE 1 – Summary of Significant Accounting Policies (continued)

before the end of the construction period. This Statement requires that interest cost incurred before the end of a construction period be recognized as an expense in the period in which the cost is incurred for financial statements prepared using the economic resources measurement focus. Implementation has no effect on the Liquor Commission.

GASB No. 90, *Majority Equity Interests*, an amendment of GASB Statements No. 14 and No. 61 was implemented during fiscal year 2021 and had no material effect on the Liquor Commission’s financial statements.

GASB No. 95, *Postponement of the Effective Dates of Certain Authoritative Guidance*, (GASB 95) addresses the temporary relief to governments and other stakeholders in the light of the COVID-19 pandemic by postponing the effective dates of certain GASB pronouncements that first became effective or are scheduled to become effective for periods beginning after June 25, 2018 and later. The effective dates for certain pronouncements are postponed by one year and GASB Statement 87 *Leases* is postponed by eighteen months. The primary government and component units have implemented GASB 95. As a result, the implementation of GASB No. 87 *Leases* will be implemented during fiscal year 2022.

NOTE 2 – Cash & Cash Equivalents

The Commission reported a \$3.1 million cash position at June 30, 2021. Although the Liquor Commission’s reported cash balance is \$3.1 million, the daily deposits are swept into the State of New Hampshire’s General Fund.

The Liquor Commission’s cash and cash equivalents as reported on the Statement of Net Position as of June 30, 2021 consists of the following: (in thousands)

Cash and Cash Equivalents with the State Treasury	\$2,924
Petty Cash and Change Fund	<u>180</u>
Total Cash & Cash Equivalents	<u>\$3,104</u>

The State Treasury pools cash except for separate cash and investment accounts maintained in accordance with legal restrictions. The State Liquor Commission’s equity share of the total pooled cash and investments and restricted assets is included on the Statement of Net Position under the captions “Cash and Cash Equivalents”.

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

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

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

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

NOTE 2 – Cash & Cash Equivalents (continued)

All deposits at FDIC-insured depository institutions (including noninterest bearing accounts) are insured by the FDIC up to the standard maximum amount of \$250,000 for each deposit insurance ownership category.

Whereas all payments made to the state are to be in US currency, foreign currency risk is essentially non-existent on Liquor Commission deposits.

NOTE 3 – Capital Assets

A summary of capital asset balances, which include the eleven State-owned stores, the Concord warehouse, headquarters as of June 30, 2021, is presented below (in thousands):

	July 1, 2020	Additions	Disposal	Transfers	June 30, 2021
Capital Assets Not Being Depreciated:					
Land	\$ 1,984	\$ -	\$ -	\$ -	\$ 1,984
Construction in Progress	106	341	-	(41)	406
Software in Progress	14,465	4,487	(1,013)	-	17,939
Capital Assets Being Depreciated:					
Land Improvements	743	2	-	31	776
Buildings	32,388	-	(23)	(87)	32,278
Building Improvements	8,665	540	(29)	(15)	9,161
Leasehold Improvements	7,943	1,795	(162)	25	9,601
Equipment	10,924	75	(888)	87	10,198
Total Capital Assets	77,218	7,240	(2,115)	-	82,343
Less: Accumulated Depreciation					
Land Improvements	(595)	(10)	-	(2)	(607)
Buildings	(9,554)	(774)	-	36	(10,292)
Building Improvements	(3,875)	(452)	29	1	(4,297)
Leasehold Improvements	(2,402)	(510)	161	-	(2,751)
Equipment	(9,114)	(1,135)	887	(35)	(9,397)
Total Accumulated Depreciation	(25,540)	(2,881)	1,077	-	(27,344)
Net Capital Assets	\$ 51,678	\$ 4,359	\$ (1,038)	\$ -	\$ 54,999

NOTE 4 – Noncurrent Liabilities

Changes in Noncurrent Liabilities: A summary of general obligation bonds payable, capital leases, net pension liability, other postemployment benefits payable, compensated absences payable, and uninsured claims activity for the year ended June 30, 2021 is presented below (in thousands):

	July 1, 2020	Increases	Decreases	June 30, 2021	Current	Long-Term
General Obligation Bonds Payable	\$ 38,590	\$ 1,582	\$ (3,078)	\$ 37,094	\$ 3,460	\$ 33,634
Capital Leases	93	-	(93)	-	-	-
Uninsured Claims & Compensated Absences Payable	5,287	652	-	5,939	1,150	4,789
Other Postemployment Benefits Payable	49,734	11,349	(2,751)	58,332	-	58,332
Net Pension Liability	23,464	9,684	(2,153)	30,995	-	30,995
Total	\$ 117,168	\$ 23,267	\$ (8,075)	\$ 132,360	\$ 4,610	\$ 127,750

NOTE 5 – Bonds Payable

Bonds Authorized and Unissued:

Bonds authorized and unissued amounted to \$19.6 million as of June 30, 2021. The proceeds of the bonds are restricted for completion of the new Portsmouth liquor store, headquarters' roof and parking lot, new signage at various outlet locations, Commission-wide point-of-sale and back office system replacement, video in-store security enhancements, and new North and South Hampton stores.

Bond Issues:

On December 22, 2020, the State issued \$37.6 million of general obligation refunding bonds. This bond issue allotted \$1.5 million to the Liquor commission to perform a partial refund of a bond previously issued on October 27, 2011. The bond being refunded was issued by the State as a \$100 million of general obligation capital improvement bond with \$4.1 million allotted to the Liquor Commission for construction and repair of stores in Nashua and Hampton. The refunding of the bond resulted in increased principal (deferred outflows) of \$82 thousand and interest savings of \$369 thousand with net savings of \$287 thousand. As of June 30, 2021, the remaining principal balance of the bond partially refunded is \$246 thousand.

On December 22, 2020, the State issued \$47.2 million of general obligation capital improvement bonds. This bond issue allotted \$1.5 million to the Liquor Commission for projects that include the new Portsmouth and Hampton stores, point-of-sale and back office system, headquarters renovation, signage at various outlet stores, and video in-store security enhancements. As of June 30, 2021, the remaining principal balance of this bond is \$1.5 million.

On March 5, 2020, the State issued \$80.2 million of general obligation capital improvement bonds. This bond issue allotted \$5.3 million to the Liquor Commission for projects that include the new Portsmouth store, point-of-sale and back office system, headquarters renovation, signage at various outlet stores, and video in-store security enhancements. As of June 30, 2021, the remaining principal balance of this bond is \$5.0 million.

On December 18, 2018, the State issued \$63.4 million of general obligation capital improvement bonds. This bond issue allotted \$10.6 million to the Liquor Commission for projects that include the new Portsmouth store, point-of-sale and back office system, headquarters renovation, signage at various outlet stores, and video in-store security enhancements. As of June 30, 2021, the remaining principal balance of this bond is \$9.3 million.

Note 5 – Bonds Payable (continued)

On December 20, 2017, the State issued \$66.5 million of general obligation capital improvement bonds. This bond issue allotted \$9.4 million to the Liquor Commission for projects that include software upgrade, headquarters renovation, video in-store security enhancements, and new stores. As of June 30, 2021, the remaining principal balance of this bond is \$7.7 million.

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. As of June 30, 2021, the remaining principal balance of this bond is \$0.1 million.

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. As of June 30, 2021, the remaining principal balance of this bond is \$4.4 million.

On December 11, 2014, the State issued \$55 million of general obligation capital improvement bonds. This bond issue allotted \$5 million to the Liquor Commission for the construction and repair of liquor stores located in Hooksett and an upgrade on computer software for credit card processing. As of June 30, 2021, the remaining principal balance of this bond is \$3.2 million.

On November 14, 2012, the State issued \$90 million of general obligation capital improvement 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. As of June 30, 2021, the remaining principal balance of this bond is \$4.1 million.

Bonds Payable 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 is Liquor Commission funds and the annual maturities are as follows (in thousands):

Payable June 30	DEBT SERVICE		
	Principal	Interest	Total
2022	\$ 3,460	\$ 1,513	\$ 4,973
2023	3,498	1,360	4,858
2024	2,867	1,228	4,095
2025	2,668	1,107	3,775
2026	2,548	985	3,533
2027-2031	10,846	3,308	14,154
2032-2036	8,038	1,345	9,383
2037-2041	3,169	209	3,378
Total	\$ 37,094	\$ 11,055	\$ 48,149

NOTE 6 – 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; employee health benefits; 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 26 such commercial insurance programs in effect. These include, but are not exclusive to, State owned real property insurance, fleet automobile liability, watercraft insurance, foster parent liability, ski area liability for Cannon Mountain, data security and privacy, cyber liability insurance, and a fidelity and faithful performance bond. In general, claims settled in the past three years under the insurance programs have not exceeded commercial insurance coverage. As of June 30, 2021 there are no outstanding Fleet Claims that are currently expected to exceed the policy coverage. The State’s exposure per claimant is limited by law to a total of \$475 thousand under RSA 541-B:14 and the State’s current Fleet policy coverage is \$250 thousand per claimant.

Employee and Retiree Health Benefits

During fiscal year 2004, the State established an Employee Benefit Risk Management Fund (the 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 self-funded benefits, and utilizes an actuarially-established IBNR (incurred but not reported) claims reserve. In addition, state law requires the Fund to maintain a reserve in the amount of at least 3% of estimated annual self-funded 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 workers compensation claim liabilities during the fiscal years ending June 30, 2020 and 2021 (in thousands):

June 30, 2019			June 30, 2020			June 30, 2021		
Balance	Increases	Decreases	Balance	Increases	Decreases	Balance	Current	Noncurrent
\$ 2,485	\$ 970	\$ (510)	\$ 2,945	\$ 1,833	\$ (1,050)	\$ 3,728	\$ 905	\$ 2,823

NOTE 7 – Employee Benefit Plans

New Hampshire Retirement System

Plan Description: The New Hampshire Retirement System is the administrator of a cost-sharing multiple-employer Public Employee Retirement System (NHRS) 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. NHRS is a contributory defined-benefit plan providing service, disability, death, and vested retirement benefits to members and beneficiaries. NHRS covers substantially all full-time State employees, public school teachers and administrators, permanent firefighters, and police officers within the State of New Hampshire. Full-time employees of political subdivisions, including counties, municipalities, and school districts, are also eligible to participate as a group if the governing body of the political subdivision has elected participation. NHRS 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, NHRS also provides a postretirement medical premium subsidy for Group I employees and teachers and Group II police officers and firefighters.

NHRS 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>

NOTE 7 – Employee Benefits Plan (continued)

Funding Policy: NHRS 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 Plan’s actuary using the entry age normal funding method and are expressed as a percentage of gross payroll.

The Liquor Commission’s required and actual contributions to NHRS for the year ended June 30, 2021 was \$2.4 million, no change from June 30, 2020. Included in these contributions for fiscal year 2021 is an amount of postemployment benefits of \$231 thousand, up from \$226 thousand in fiscal year 2020. The Liquor Commission’s payments for normal contribution costs for fiscal year 2021 amounted to 11.93% and 28.43% of the covered payroll for its Group I employees and Group II law enforcement officers, respectively, which included 1.05% and 3.66% 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, 2021, the Liquor Commission reported a liability of \$31.0 million for its proportionate share of the net pension liability of the Plan. This net pension liability was measured as of June 30, 2020, and the total pension liability used to calculate the net pension liability was determined by an actuarial valuation as of June 30, 2019, with update procedures used to roll the total pension liability forward to June 30, 2020. 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 (2.5992%), based on percentage of pension plan contributions. For the year ended June 30, 2021, the Liquor Commission recognized pension expense of \$4.4 million.

As of June 30, 2021, 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	\$ 1,917	\$ -
Differences between expected and actual experience	837	(333)
Change in actuarial assumptions	3,066	-
Changes in employer proportion	343	(777)
Change in employer proportion (entity)	66	(143)
Contributions subsequent to the measurement date	2,198	-
Total	<u>\$ 8,427</u>	<u>\$ (1,253)</u>

NOTE 7 – Employee Benefits Plan (continued)

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, 2022. 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	Amortization of Deferred Amounts
2022	\$ 747
2023	1,219
2024	1,602
2025	1,408
Total	<u>\$ 4,976</u>

Actuarial Assumptions. The Plan total pension liability, measured as of June 30, 2020, was determined by a roll forward of the actuarial valuation as of June 30, 2019, using the following actuarial assumptions:

Inflation	2.0%
Salary increases	5.6% average, including inflation
Investment rate of return	6.75%, net of pension plan investment expense, including inflation

Mortality rates were based on the Pub-2010 Healthy Retiree Mortality tables with credibility adjustments for each group and projected fully generational mortality improvements using Scale MP-2019.

The actuarial assumptions used in the June 30, 2019 valuation were based on the results of the most recent actuarial experience study, which was for the period July 1, 2016 - June 30, 2019.

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.

NOTE 7 – Employee Benefits Plan (continued)

Following is a table presenting target allocations and long-term rates of return for each Asset Class:

Asset Class	Target Allocation	Weighted Average Long-Term Expected Geometric Real Rate of Return
Large Cap Equities	22.50%	3.71%
Small/Mid Cap Equities	7.50%	4.15%
Total Domestic Equity	<u>30.00%</u>	
International Equities (unhedged)	13.00%	3.96%
Emerging International Equities	7.00%	6.20%
Total International Equity	<u>20.00%</u>	
Core Bonds	9.00%	0.42%
Global Multi-Sector Fixed Income	10.00%	1.66%
Absolute Return Fixed Income	6.00%	0.92%
Total Fixed Income	<u>25.00%</u>	
Private Equity	10.00%	7.71%
Private Debt	5.00%	4.81%
Total Alternative Investments	<u>15.00%</u>	
Real Estate	10.00%	2.95%
Total Real Estate Investments	<u>10.00%</u>	
Total	<u>100.00%</u>	

Discount Rate. The discount rate used to measure the collective total pension liability was 6.75%. The projection of cash flows used to determine the discount rate assumed that plan member contributions will be made at the current contribution rate and that employer contributions will be made at rates equal to the difference between actuarially determined contribution rates and the member rate. For purposes of the projection, member contributions and employer service cost contributions are determined based on the expected payroll of current members only. Employer contributions are determined based on the Plan's 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, 2020 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 millions):

1% Decrease to 5.75%	Current Single Rate Assumption 6.75%	1% Increase to 7.75%
\$ 40.1	\$ 31.0	\$ 23.5

NOTE 7 – Employee Benefits Plan (continued)

Non Trusted Other Postemployment Benefit Plan (OPEB)

Plan Description: RSA 21-I:30 specifies that the State provide certain health care benefits for retired employees and their spouses through a single employer (primary government with component units) defined post employment benefit plan. 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 in order to qualify for Retiree health benefits. During fiscal year 2011, legislation was passed that requires Group II employees 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 provided through the Employee and Retiree Benefit Risk Management Fund (Fund), a single-employer group health fund, which is the state’s self-insurance internal service fund implemented in October 2003 for active state employees and retirees. The Fund covers the cost of medical and prescription drug claims by charging actuarially developed working rates to State agencies for participating employees, retirees, and eligible spouses. An additional major source of funding for retiree benefits is from the NHRS medical subsidy payment. No assets are accumulated in a trust that meets the criteria in paragraph 4 of GASB Statement No. 75.

Total OPEB Liability

The Liquor Commission’s proportionate share of the State’s total Non Trusted OPEB liability of \$58.3 million was measured as of June 30, 2020, and was determined by an actuarial valuation as of December 31, 2018, adjusted forward. The Liquor Commission’s proportionate share of the State’s total Non Trusted OPEB liability is the ratio attributable to each fund/component unit based on each participant’s calculated liability. As of the measurement date, the Liquor Commission’s proportion was 2.62%, which was a decrease of .15 basis points from its proportion measured as of the previous measurement date. The OPEB expense for FY21 is a negative \$1.6 million.

Actuarial Assumptions and Other Inputs: The total Non Trusted OPEB liability as of June 30, 2020 was measured by an actuarial valuation as of December 31, 2018 using the following actuarial assumptions and other inputs, applied to all periods included in the measurement, unless otherwise specified:

Wage Inflation	2.75%
Salary Increases	Group I employees: 14.75% decreasing over 12 years to an ultimate level of 3.25% Group II employees: 27.75% decreasing over 8 years to an ultimate level of 4.25%
Discount Rate	2.21% as of June 30, 2020 and 3.50% as of June 30, 2019
Healthcare Cost Trend Rates	<i>Medical:</i> Non-Medicare: -17.05% for one year, 17.20% for one year then 5.50% decreasing by 0.25% each year to an ultimate level of 4.5% per year Medicare: -12.2% for one year then 4.5% per year <i>Prescription Drug:</i> Non-Medicare: -12.17% for one year, 3.30% for one year then 7.50% decreasing by 0.25% each year to an ultimate level of 4.5% per year Medicare: 9.75% for one year, 6.20% for one year then 6.50% decreasing by 0.25% each year to an ultimate level of 4.5% per year

NOTE 7 – Employee Benefits Plan (continued)

The discount rate was based on the yield or index rate for 20-year, tax exempt general obligation municipal bonds with an average rate of AA/Aa or higher as shown in the Bond Buyer 20-Bond General Obligation Index (2.21% as of June 30, 2018 and 3.50% as of June 30, 2019). This determination is in accordance with GASB Statement No 75.

Mortality rates were based on the PubG-2010 Headcount-Weighted Employee/Healthy Retiree General Mortality Tables for Group I and the PubS-2010 Headcount-Weighted Employee/Healthy Retiree Safety Mortality Tables for Group II projected generationally for males and females with Scale MP-2019 and the PubNS-2010 Headcount-Weighted Non-Safety Disabled Retiree Mortality Table for Group I and the PubS-2010 Headcount-Weighted Safety Disabled Retiree Mortality Table for Group II projected generationally for males and females with Scale MP-2019. The assumptions used in the December 31, 2018 valuation were based on the results of an actuarial experience study by the New Hampshire Retirement System for the period July 1, 2015 through June 20, 2019.

Changes in assumptions reflect trend assumption revisions to reflect current experience and future expectations.

Sensitivity of the total Non Trusted OPEB liability to changes in the discount rate:

The following presents sensitivity of the Liquor Commission’s proportionate share of the total Non Trusted OPEB Plan liability to changes in the discount rate. In particular, the table presents the Liquor Commission’s proportionate share of the Total Non Trusted OPEB liability measured at June 30, 2018 if it were calculated using a discount rate that is one-percentage-point lower or one-percentage-point higher than the current discount rate (in millions):

1% Decrease to 1.21%	Current Discount Rate 2.21%	1% Increase to 3.21%
\$ 69.9	\$ 58.3	\$ 49.3

Sensitivity of the total Non Trusted OPEB liability to changes in the healthcare cost trend rates:

The following presents sensitivity of the Liquor Commission’s proportionate share of the total Non Trusted OPEB liability to changes in the healthcare cost trend rates. In particular, the table presents the Liquor Commission’s proportionate share of the total Non Trusted OPEB liability measured at June 30, 2020 if it were calculated using healthcare cost trend rates that are one-percentage-point lower or one-percentage-point higher than the current healthcare trend cost rates (in millions):

1% Decrease	Current Trend Rate	1% Increase
\$ 47.9	\$ 58.3	\$ 72.1

NOTE 7 – Employee Benefits Plan (continued)**OPEB Expense and Deferred Outflows of Resources and Deferred Inflows of Resources Related to OPEB**

For the year ended June 30, 2021, the Liquor Commission recognized OPEB expense of negative \$1.6 million. As of June 30, 2021, the Liquor Commission reported \$14.2 million from deferred outflows and \$4.1 million from deferred inflows of resources related to the Non Trusted OPEB Plan, from the following sources (in thousands):

	Deferred Outflows of Resources	Deferred Inflows of Resources
Difference between expected and actual experience	\$ -	\$ (771)
Changes in assumptions	7,512	(12,724)
Changes in employer proportion	-	(4,095)
Contributions subsequent to the measurement date	986	-
Total	<u>\$ 8,498</u>	<u>\$ (17,590)</u>

Amounts reported as deferred outflows of resources related to the Non Trusted OPEB Plan resulting from employer contributions subsequent to the measurement date will be recognized as a reduction of the total OPEB liability in the year ended June 30, 2022. Remaining amounts reported as deferred outflows of resources and deferred inflows of resources related to OPEB Plan will be recognized in OPEB expense as follows (in thousands):

Year ended June 30	Amount
2022	(4,911)
2023	(4,911)
2024	(1,284)
2025	1,029
Total	<u>\$ (10,077)</u>

NOTE 8 – Deferred Outflows of Resources and Deferred Inflows of Resources

The components of deferred outflows and inflows of resources at June 30 are as follows (in thousands):

	June 30, 2021
Deferred outflows of resources:	
New Hampshire Retirement System Pension	\$ 8,427
Non Trusted OPEB Plan	8,498
Total deferred outflows of resources	<u>\$ 16,925</u>
Deferred inflows of resources:	
New Hampshire Retirement System Pension	\$ (1,253)
Non Trusted OPEB Plan	(17,590)
Total deferred inflows of resources	<u>\$ (18,843)</u>

NOTE 9 – Leases

Operating Leases

The Liquor Commission has lease commitments for space requirements which are accounted for as operating leases. These leases, subject to continuing appropriation, extend forward a number of years and may contain renewal options. Rent expenses for the year ended June 30, 2021 were approximately \$9.0 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, 2021 (in thousands):

<u>Payable June 30,</u>	<u>Lease Payments</u>
2022	\$ 8,376
2023	8,454
2024	8,229
2025	7,453
2026	6,067
2027-2031	19,195
2032-2036	14,360
2037-2041	9,441
2042-2045	1,511
Total	<u>\$ 83,086</u>

Capital Leases

As of June 30, 2021 the Liquor Commission had no capital leases nor capital lease commitments.

NOTE 10 – Sales Revenue

Sales revenue is reported net of discounts and bank and credit card fees. For the fiscal year ended June 30, 2021, the Commission's reported operating revenues of \$786.4 million which were net of \$14.7 million of discounts, bank fees, and credit card fees.

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REQUIRED SUPPLEMENTARY INFORMATION (Unaudited)

Required Supplementary Information (Unaudited)								
INFORMATION ABOUT THE NEW HAMPSHIRE RETIREMENT SYSTEM PLAN								
Schedule of the Liquor Commission's Proportionate Share of the Net Pension Liability								
(dollars in thousands)								
	June 30,							
	2021	2020	2019	2018	2017	2016	2015	2014
Liquor's Proportion of the Net Pension Liability	0.48%	0.49%	0.48%	0.52%	0.52%	0.51%	0.50%	
Liquor's Proportionate Share of the Net Pension Liability	\$ 30,995	\$ 23,464	\$ 22,984	\$ 25,425	\$ 27,540	\$ 20,141	\$ 18,641	
Liquor's Covered-Employee Payroll	\$ 16,584	\$ 16,117	\$ 15,585	\$ 15,314	\$ 14,959	\$ 14,305	\$ 13,513	
Liquor's Proportionate Share of the Net Pension Liability as Percentage of its Covered-Employee Payroll	186.89%	145.59%	147.48%	166.02%	184.10%	140.80%	137.95%	
NHRS Fiduciary Net Position as a Percentage of the Total Pension Liability	58.72%	65.59%	64.73%	62.66%	58.30%	65.47%	66.32%	
<p>Note: The amounts presented were determined as of and for the measurement periods ended June 30, 2020, 2019, 2018, 2017, 2016, 2015, 2014</p> <p>Schedule is intended to show 10 years. Additional years will be added as they become available.</p>								
Schedule of Liquor Commission's Contributions								
(dollars in thousands)								
	June 30,							
	2021	2020	2019	2018	2017	2016	2015	2014
Required Liquor Contribution	\$ 2,198	\$ 2,165	\$ 2,140	\$ 2,030	\$ 1,890	\$ 1,850	\$ 1,700	\$ 1,612
Actual Liquor Contributions	\$ 2,198	\$ 2,165	\$ 2,140	\$ 2,030	\$ 1,890	\$ 1,850	\$ 1,700	\$ 1,612
Excess/(Deficiency) of Liquor Contributions	-	-	-	-	-	-	-	-
Liquor's Covered-Employee Payroll	\$ 16,876	\$ 16,554	\$ 16,097	\$ 15,676	\$ 15,628	\$ 14,281	\$ 14,252	\$ 13,513
Liquor Contribution as a Percentage of its Covered-Employee Payroll	13.02%	13.08%	13.29%	12.95%	12.09%	12.95%	11.93%	11.93%
<p>Schedule is intended to show 10 years. Additional years will be added as they become available.</p>								

See Accompanying Independent Auditor's Report

REQUIRED SUPPLEMENTARY INFORMATION (Unaudited)

Required Supplementary Information (Unaudited)					
INFORMATION ABOUT OTHER POSTEMPLOYMENT BENEFITS (OPEB)					
Schedule of the Liquor Commission's Proportionate Share of the Total OPEB Liability					
(dollars in thousands)	June 30,				
	2021	2020	2019	2018	2017
Liquor's Proportion of the total OPEB Liability	2.62%	2.77%	2.78%	2.82%	2.86%
Liquor's Proportionate Share of the total OPEB Liability	\$ 58,332	\$ 49,734	\$ 53,078	\$ 62,905	\$ 82,149
Liquor's Covered-Employee Payroll	\$ 16,584	\$ 16,117	\$ 15,585	\$ 15,314	\$ 14,959
Liquor's Proportionate Share of the total OPEB Liability as a					
Percentage of its Covered-Employee Payroll	351.74%	308.58%	340.58%	410.77%	549.16%

Schedule is intended to show 10 years. Additional years will be added as they become available.

Notes to the Required Supplementary Information OPEB:

There are no assets accumulated in a trust that meets the criteria in paragraph 4 to pay related benefits.

Changes in assumptions include a recalculation of per capita health costs and administrative expenses based on more recent data, updated health cost trends to better reflect experience and future expectations, a revision of the excise tax on high cost health plans beginning in 2022 projection, update in demographic and salary increases, as well as, changes in the discount rate used in each period. The following are the discount rates used in each period:

2020	2.21%
2019	3.50%
2018	3.87%
2017	3.58%
2016	2.85%

Note: The amounts presented were determined as of and for the measurement periods ended June 30, 2020, 2019, 2018, 2017, and 2016.

Changes in Plan Provisions: There were no changes in plan provisions.

See Accompanying Independent Auditor's Report

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STATISTICAL SECTION

JUNE 29 - AUGUST 30, 2020

KEEP IT
Local
SALE



20 %
OFF

THE PURCHASE OF 3 OR MORE BOTTLES OF
NH PRODUCTS
MIXED OR MATCHED, ANY SIZES*

   FOLLOW US FOR SAVINGS
LiquorandWineOutlets.com

*Some restrictions apply. Excludes and last chance items not included. Please drink responsibly.



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NEW HAMPSHIRE LIQUOR COMMISSION

STATEMENT OF NET POSITION

JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

(Expressed in thousands)

			Comparative	
			Increase / (Decrease)	
	June 30, 2021	June 30, 2020	\$	%
ASSETS:				
CURRENT ASSETS				
Cash	\$ 3,104	\$ -	\$ 3,104	\$ -
Receivables (Net of Allowances for Uncollectibles)	7,315	5,920	1,395	23.56
Due from Other State Agencies	80	71	9	12.68
Inventories	81,295	88,846	(7,551)	(8.50)
Total Current Assets	91,794	94,837	(3,043)	(3.21)
NONCURRENT ASSETS				
Land and Land Improvements	2,760	2,727	33	1.21
Buildings and Building Improvements	41,439	41,053	386	0.94
Construction in Progress	406	106	300	283.02
Leasehold Improvements	9,601	7,943	1,658	20.87
Software in Progress	17,939	14,465	3,474	24.02
Equipment	10,198	10,924	(726)	(6.65)
Less Accumulated Depreciation	(27,344)	(25,540)	(1,804)	7.06
Net Capital Assets	54,999	51,678	3,321	6.43
Total Noncurrent Assets	54,999	51,678	3,321	6.43
TOTAL ASSETS	146,793	146,515	278	0.19
Deferred Outflows of Resources	16,925	5,170	11,755	227.37
LIABILITIES:				
CURRENT LIABILITIES				
Accounts Payable	77,276	64,463	12,813	19.88
Accrued Payroll	2,464	2,473	(9)	(0.36)
Due to Other State Agencies	623	18,259	(17,636)	(96.59)
Due to General Fund	5,457	2,132	3,325	155.96
Due to Capital Fund	3,432	655	2,777	423.97
Unearned Revenue	1,001	772	229	29.66
Bonds Payable	3,460	3,078	382	12.41
Accrued Interest Payable	141	152	(11)	(7.24)
Compensated Absences Payable & Uninsured Claims	1,150	846	304	35.93
Other Liabilities	0	93	(93)	(100.00)
Total Current Liabilities	95,004	92,923	2,081	2.24
NONCURRENT LIABILITIES				
Bonds Payable	33,634	35,512	(1,878)	(5.29)
Capital Leases	-	-	-	-
Compensated Absences Payable & Uninsured Claims	4,789	4,441	348	7.84
Net Pension Liability	30,995	23,464	7,531	32.10
Other Postemployment Benefits Payable	58,332	49,734	8,598	17.29
Total Noncurrent Liabilities	127,750	113,151	14,599	12.90
TOTAL LIABILITIES	222,754	206,074	16,680	8.09
Deferred Inflow of Resources	18,843	23,490	(4,647)	(19.78)
NET POSITION				
Net Investments in Capital Assets	14,473	12,339	2,134	17.29
Unrestricted Net Position (Deficit)	(92,352)	(90,218)	(2,134)	2.37
Total Net Position (Deficit)	\$ (77,879)	\$ (77,879)	\$ -	0.00

NEW HAMPSHIRE LIQUOR COMMISSION

COMMONSIZE COMPARATIVE INCOME STATEMENT

FISCAL YEAR ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

	July 01, 2020 through June 30, 2021	July 01, 2019 through June 30, 2020	Commonsize % % FY 21 FY 20		Comparative Increase / (Decrease) \$ %	
SALES						
Sales - Retail	\$ 606,683,252	\$ 585,648,351	77.15	79.19	\$ 21,034,901	3.59
Sales - On-Premise	67,627,776	62,840,992	8.60	8.50	4,786,784	7.62
Sales - Off-Premise	122,747,358	113,981,668	15.61	15.41	8,765,690	7.69
Sales - Accessories	4,090,175	3,162,467	0.52	0.43	927,708	29.33
Total Sales	801,148,561	765,633,478	101.88	103.52	35,515,083	4.64
Credit Card Fees, Etc.	(14,751,594)	(26,042,365)	(1.88)	(3.52)	(11,290,771)	(43.36)
Net Sales	786,396,967	739,591,113	100.00	100.00	46,805,854	6.33
COST OF SALES						
Stock in Trade - Liquor	550,342,035	528,355,999	69.98	71.44	21,986,036	4.16
Merchandise	2,765,707	2,133,800	0.35	0.29	631,907	29.61
Transportation of Liquor	2,177,521	2,217,727	0.28	0.30	(40,206)	(1.81)
Shipping & Handling Fees	304,797	307,455	0.04	0.04	(2,658)	(0.86)
Bad Debt Expense	1,733	11,945	0.00	0.00	(10,213)	(85.50)
Total Cost of Sales	555,591,792	533,026,926	70.65	72.07	22,564,866	4.23
Gross Profit From Sales	230,805,175	206,564,187	29.35	27.93	24,240,988	11.74
OTHER REVENUES						
Licenses - Liquor	3,473,074	3,437,764	0.44	0.46	35,310	1.03
Direct Shipping Permits	1,800,282	1,196,481	0.23	0.16	603,801	50.46
Grants	340,382	273,676	0.04	0.04	66,706	24.37
Lottery Income	627,637	533,429	0.08	0.07	94,208	17.66
Liquor Rep Fees	22,125	22,808	0.00	0.00	(683)	(2.99)
Check & Administrative Fines	33,116	40,467	0.00	0.01	(7,351)	(18.17)
ATM Transaction Fees	2,553	7,299	0.00	0.00	(4,746)	(65.02)
Processing/Investigation Fees	65,454	58,582	0.01	0.01	6,872	11.73
Wine Tax	390,626	290,841	0.05	0.04	99,785	34.31
Miscellaneous	1,554,036	207,741	0.20	0.03	1,346,295	648.06
Total Other Revenues	8,309,285	6,069,088	1.06	0.82	2,240,197	36.91
Total Gross Profit	\$ 239,114,460	\$ 212,633,275	30.41	28.75	\$ 26,481,185	12.45

NEW HAMPSHIRE LIQUOR COMMISSION

COMMONSIZE COMPARATIVE INCOME STATEMENT

FISCAL YEAR ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

	July 01, 2020 through June 30, 2021	July 01, 2019 through June 30, 2020	Commonsize % % FY 21 FY 20		Comparative Increase / (Decrease) \$ %	
OPERATING EXPENSES						
Total Operating Expenses	\$ 67,748,537	\$ 65,354,169	8.62	8.84	\$ 2,394,368	3.66
Net Profit from Liquor Operations	171,365,923	147,279,106	21.79	19.91	24,086,817	16.35
Beer Taxes	13,700,944	13,175,694	1.74	1.78	525,250	3.99
Loss on Disposal of Capital Asset	(979,760)	(849,567)	(0.12)	(0.11)	(130,193)	15.31
Interest Expense	(1,635,538)	(1,504,906)	(0.21)	(0.20)	(130,632)	(8.68)
Total Net Profit	182,451,569	158,100,327	23.20	21.38	24,351,242	15.40
Distributions (Transfer) to State General Fund	(163,927,268)	(144,944,183)	(20.85)	(19.60)	(18,983,085)	(13.10)
Alcohol Abuse Prevention & Treatment Fund (RSA 176:16 III)	(18,524,299)	(10,037,800)	(2.36)	(1.36)	(8,486,499)	(84.55)
Change in Net Position	0	3,118,344	0.00	0.42	(3,118,344)	(99.99)
Net Position July 1	(77,878,530)	(80,996,873)	(9.90)	(10.95)	3,118,343	(3.85)
Net Position (Deficit) June 30	\$ (77,878,530)	\$ (77,878,529)	(9.90)	(10.53)	\$ (1)	(0.00)

NEW HAMPSHIRE LIQUOR COMMISSION

FIVE YEAR COMPARATIVE INCOME STATEMENT

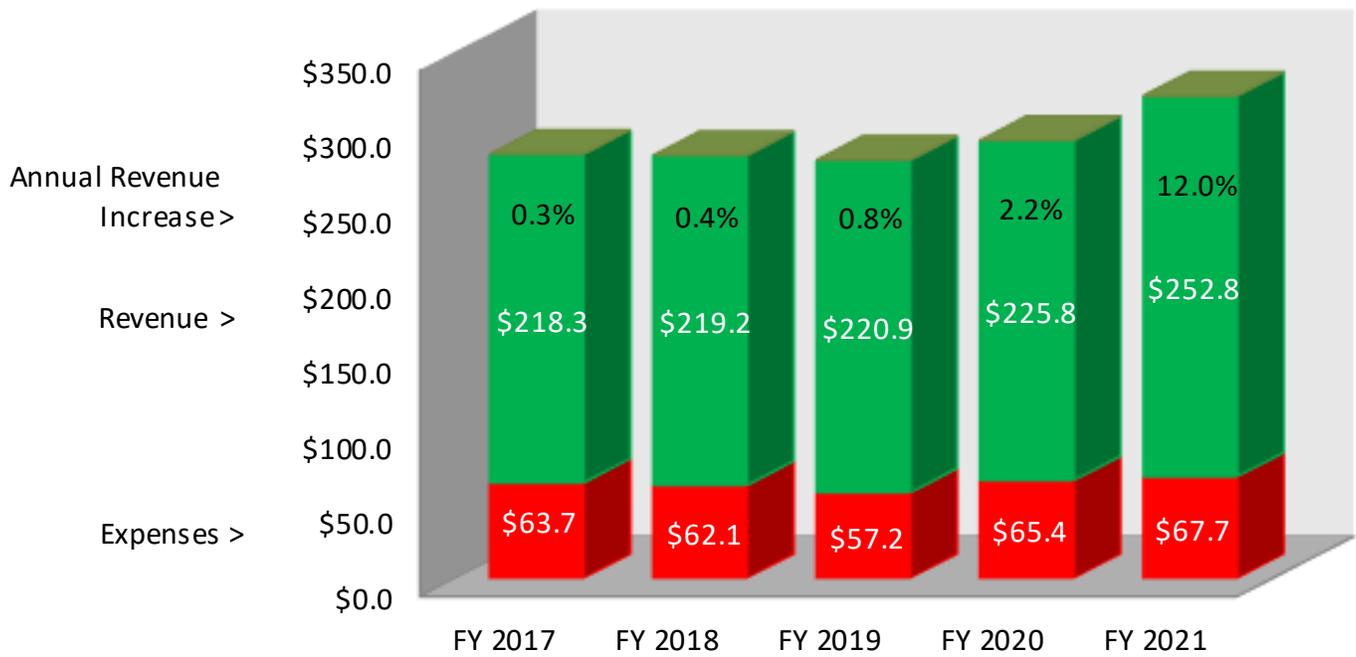
FY 2017 thru FY 2021 (unaudited)

(Expressed in thousands)

	FY 2021	FY 2020	FY 2019	FY 2018	FY 2017
<u>SALES</u>					
Sales - Retail	\$ 606,683	\$ 585,648	\$ 540,059	\$ 525,443	\$ 520,421
Sales - On-Premise	67,628	62,841	78,383	74,882	70,862
Sales - Off-Premise	122,747	113,982	108,522	110,037	109,383
Sales - Accessories	4,090	3,162	2,172	2,052	2,071
Total Sales	801,149	765,633	729,136	712,414	702,737
Less Discounts, CC fees, Etc	(14,752)	(26,042)	(23,059)	(20,560)	(17,904)
Net Sales	786,397	739,591	706,077	691,854	684,833
Cost of Goods Sold	555,592	533,027	505,591	491,098	484,835
Gross Profit from Sales	230,805	206,564	200,486	200,756	199,998
<u>OTHER REVENUES</u>					
Liquor and Wine Licenses	3,473	3,438	5,070	3,342	3,179
Liquor Rep Fees	22	23	34	21	24
Lottery Income	628	533	599	578	503
Grants	340	274	310	220	211
Miscellaneous	3,846	1,801	1,537	1,405	1,708
Total Other Revenues	8,309	6,069	7,550	5,566	5,625
Total Gross Profit	239,114	212,633	208,036	206,322	205,623
<u>OPERATING EXPENSES</u>					
Total Operating Expenses	67,749	65,354	57,231	62,054	63,709
Net Profit Liquor Operations	171,366	147,279	150,805	144,268	141,914
Beer Taxes	13,701	13,176	12,836	12,828	12,678
Gain on the Sale of Land	-	-	-	-	-
Gain or (Loss) on Capital Assets	(980)	(850)	(425)	(34)	-
Interest Expense	(1,636)	(1,505)	(1,190)	(1,044)	(715)
TOTAL NET PROFIT	\$ 182,452	\$ 158,100	\$ 162,026	\$ 156,019	\$ 153,876

NEW HAMPSHIRE LIQUOR COMMISSION

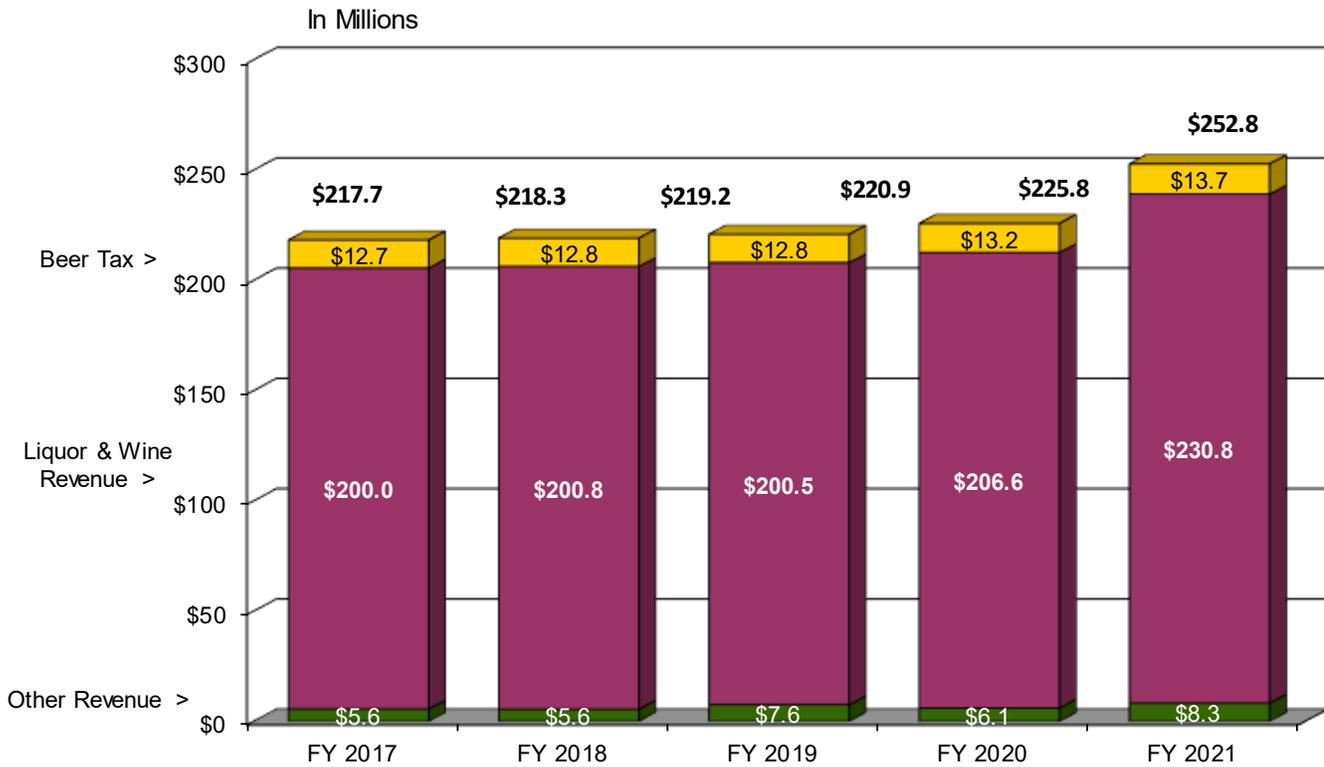
REVENUE AND EXPENSES FY 2017 TO FY 2021 (unaudited)



(Millions)	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
Revenues	\$218.3	\$219.2	\$220.9	\$225.8	\$252.8
Expenses	\$63.7	\$62.1	\$57.2	\$65.4	\$67.7

NEW HAMPSHIRE LIQUOR COMMISSION

REVENUE BREAKDOWN FY 2017 TO FY 2021 (unaudited)

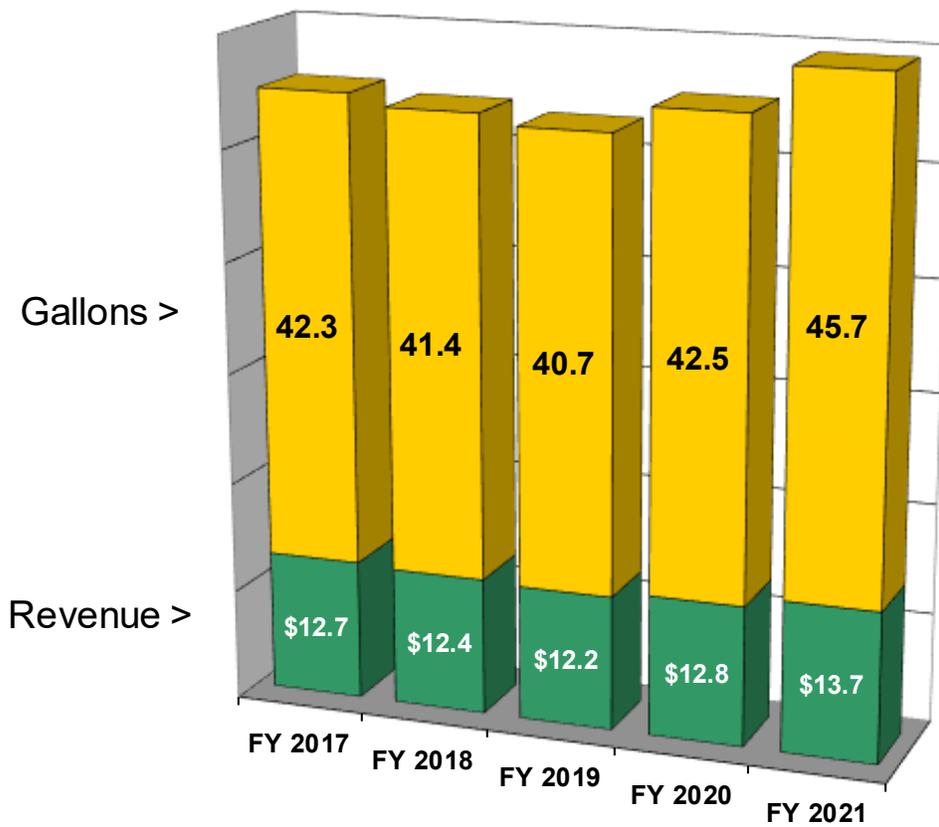


<u>Revenues</u> (millions)	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
Beer Tax	\$12.7	\$12.8	\$12.8	\$13.2	\$13.7
Liquor & Wine Revenue	\$200.0	\$200.8	\$200.5	\$206.6	\$230.8
Other Revenue	\$5.6	\$5.6	\$7.6	\$6.1	\$8.3
Total Revenue	\$218.3	\$219.2	\$220.9	\$225.8	\$252.8

NEW HAMPSHIRE LIQUOR COMMISSION

BEER REVENUE AND GALLONAGE FY 2017 TO FY 2021

(unaudited)

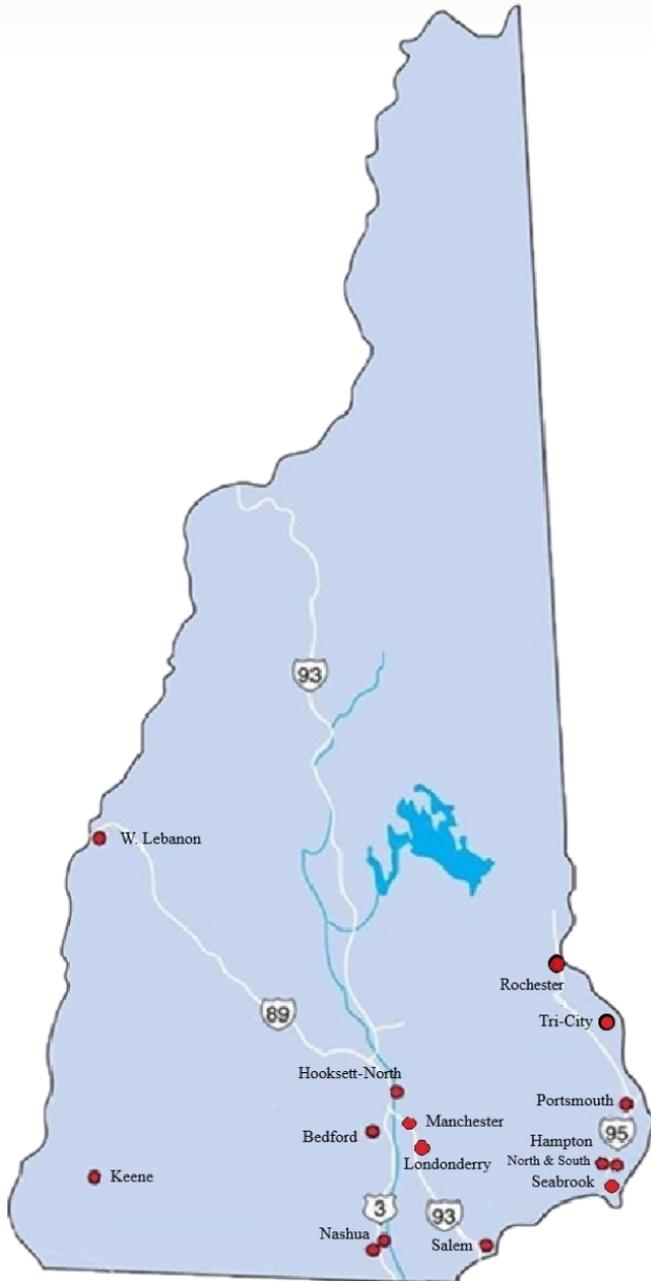


Beer Tax	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
Gallons	42.3	41.4	40.7	42.5	45.7
Revenue (millions)	\$12.7	\$12.4	\$12.2	\$12.8	\$13.7

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

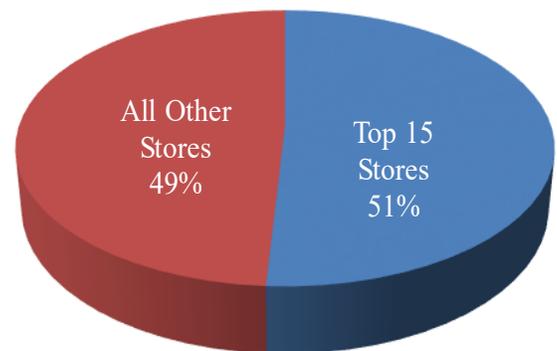
FISCAL YEAR ENDED JUNE 30, 2021

(expressed in millions)



**State-owned locations*

Rank	Location (Store #)	Sales in	
		Millions	Cumulative
1	NASHUA (#50)	\$39.2	\$39.2
2	PORTSMOUTH * (#38)	\$34.3	\$73.5
3	SALEM (#34)	\$32.5	\$106.0
4	HAMPTON-NO * (#76)	\$27.4	\$133.4
5	NASHUA * (#69)	\$21.6	\$155.0
6	HAMPTON-SO * (#73)	\$20.6	\$175.6
7	BEDFORD (#55)	\$19.9	\$195.5
8	W. LEBANON (#60)	\$19.2	\$214.7
9	SEABROOK (#41)	\$18.3	\$233.0
10	MANCHESTER (#10)	\$18.0	\$251.0
11	LONDONDERRY (#74)	\$17.3	\$268.3
12	HOOKSETT-NO * (#66)	\$16.8	\$285.1
13	KEENE * (#15)	\$14.9	\$300.0
14	TRI-CITY (#13)	\$14.0	\$314.0
15	ROCHESTER (#14)	\$13.7	\$327.7



NEW HAMPSHIRE LIQUOR COMMISSION

Sales Summary by Type

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

	FY 2021				FY 2020				FY21 vs FY20			
	Sales		Bottles		Sales		Bottles		Sales		Bottles	
	\$	%		%	\$	%		%	\$	%		%
SPIRITS												
Retail	\$ 419,048,659	88%	28,332,799	91%	\$ 409,982,042	90%	29,656,657	93%	\$ 9,066,617	2%	(1,323,858)	-4%
On-Premise	49,945,113	11%	2,353,508	8%	42,105,239	9%	2,055,935	6%	7,839,874	19%	297,573	14%
Off-Premise	2,783,616	1%	429,526	1%	2,268,339	1%	359,297	1%	515,277	23%	70,229	20%
TOTAL	471,777,388	100%	31,115,833	100%	454,355,620	100%	32,071,889	100%	17,421,768	4%	(956,056)	-3%
% of Business	60%		51%		60%		52%					
WINE												
Retail	183,077,071	57%	13,872,269	46%	171,905,775	57%	13,649,315	47%	11,171,296	6%	222,954	2%
On-Premise	17,482,727	5%	1,636,000	6%	20,068,209	7%	1,930,794	7%	(2,585,482)	-13%	(294,794)	-15%
Off-Premise	119,963,573	38%	14,053,238	48%	111,713,005	36%	13,489,526	46%	8,250,568	7%	563,712	4%
TOTAL	320,523,371	100%	29,561,507	100%	303,686,989	100%	29,069,635	100%	16,836,382	6%	491,872	2%
% of Business	40%		49%		40%		48%					
TOTAL												
Retail	602,125,730	76%	42,205,068	69%	581,887,817	77%	43,305,972	71%	20,237,913	3%	(1,100,904)	-3%
On-Premise	67,427,840	8%	3,989,508	7%	62,173,448	8%	3,986,729	7%	5,254,392	8%	2,779	0%
Off-Premise	122,747,189	15%	14,482,764	24%	113,981,344	15%	13,848,823	22%	8,765,845	8%	633,941	5%
SUB-TOTAL	792,300,759	100%	60,677,340	100%	758,042,609	100%	61,141,524	100%	34,258,150	5%	(464,184)	-1%
Accessories	4,089,990				3,161,398				928,592	29%		
TOTAL	\$ 796,390,749				\$ 761,204,007				\$ 35,186,742	5%		

NEW HAMPSHIRE LIQUOR COMMISSION

TOTAL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

ST #	LOCATION	JUNE 30, 2021	JUNE 30, 2020	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 21	FY 20	FY 21	FY 20
1	CONCORD	\$ 7,055,864	\$ 6,886,598	\$ 169,266	2.46	0.89	0.90	32	29
2	W. CHESTERFIELD	10,656,305	10,010,380	645,925	6.45	1.34	1.32	21	19
3	MANCHESTER	-	333,368	(333,368)	(100.00)	-	0.04	71	78
4	HOOKSETT	5,171,156	6,106,195	(935,039)	(15.31)	0.65	0.80	44	33
5	BERLIN	3,028,651	2,153,481	875,170	40.64	0.38	0.28	59	64
6	PORTSMOUTH	8,534,404	7,512,164	1,022,240	13.61	1.07	0.99	25	25
7	LITTLETON	7,565,308	6,895,792	669,516	9.71	0.95	0.91	29	28
8	CLAREMONT	6,207,624	5,000,452	1,207,172	24.14	0.78	0.66	35	46
10	MANCHESTER	17,991,841	17,212,074	779,767	4.53	2.26	2.26	10	9
11	LEBANON	6,999,046	6,305,135	693,911	11.01	0.88	0.83	33	32
12	CENTER HARBOR	3,959,384	3,011,247	948,137	31.49	0.50	0.40	55	60
13	TRI-CITY*	14,007,995	12,612,472	1,395,523	11.06	1.76	1.66	14	15
14	ROCHESTER	13,710,296	12,380,372	1,329,924	10.74	1.72	1.63	15	16
15	KEENE	14,866,438	13,205,304	1,661,134	12.58	1.87	1.73	13	14
16	WOODSVILLE	2,718,366	2,431,333	287,033	11.81	0.34	0.32	62	62
17	FRANKLIN	-	2,342,834	(2,342,834)	(100.00)	-	0.31	71	63
18	COLEBROOK	2,350,571	2,045,808	304,763	14.90	0.30	0.27	63	67
19	PLYMOUTH	7,251,537	5,989,267	1,262,270	21.08	0.91	0.79	30	35
20	DERRY	2,072,791	5,723,347	(3,650,556)	(63.78)	0.26	0.75	66	36
21	PETERBOROUGH	5,822,881	5,239,506	583,375	11.13	0.73	0.69	38	43
22	BROOKLINE	4,970,170	4,700,461	269,709	5.74	0.62	0.62	48	49
23	CONWAY	11,452,193	9,795,404	1,656,789	16.91	1.44	1.29	18	21
24	NEWPORT	-	1,384,134	(1,384,134)	(100.00)	-	0.18	71	74
25	STRATHAM	-	5,571,688	(5,571,688)	(100.00)	-	0.73	71	39
27	NASHUA	4,592,698	7,326,964	(2,734,266)	(37.32)	0.58	0.96	51	26
28	SEABROOK-BCH	1,357,422	1,999,361	(641,939)	(32.11)	0.17	0.26	68	68
29	WHITEFIELD	-	721,493	(721,493)	(100.00)	-	0.09	71	77
30	MILFORD	5,734,577	5,087,594	646,983	12.72	0.72	0.67	39	45
31	MANCHESTER	-	5,273,859	(5,273,859)	(100.00)	-	0.69	71	42
32	NASHUA	10,104,107	10,333,468	(229,361)	(2.22)	1.27	1.36	22	18
33	MANCHESTER	9,268,120	9,919,258	(651,138)	(6.56)	1.16	1.30	23	20
34	SALEM	32,474,575	31,699,709	774,866	2.44	4.08	4.16	3	2
35	HILLSBORO	3,616,575	3,206,014	410,561	12.81	0.45	0.42	56	58
36	JAFFREY	-	1,008,824	(1,008,824)	(100.00)	-	0.13	71	75
37	LANCASTER	2,750,497	2,096,290	654,207	31.21	0.35	0.28	61	66
38	PORTSMOUTH	34,268,039	29,755,311	4,512,728	15.17	4.30	3.91	2	3
39	WOLFEBORO	4,402,523	3,246,554	1,155,969	35.61	0.55	0.43	52	57
40	WALPOLE	2,936,797	2,120,111	816,686	38.52	0.37	0.28	60	65
41	SEABROOK	18,286,284	16,355,890	1,930,394	11.80	2.30	2.15	9	10
42	MEREDITH	4,123,620	4,035,050	88,570	2.20	0.52	0.53	54	54
44	NEW HAMPTON	5,206,413	4,803,943	402,470	8.38	0.65	0.63	42	47
45	PITTSFIELD	1,211,297	1,883,646	(672,349)	(35.69)	0.15	0.25	69	70
47	LINCOLN	3,374,389	2,527,049	847,340	33.53	0.42	0.33	57	61

* Somersworth (13) and Dover (9) location merged into Tri-City location.

NEW HAMPSHIRE LIQUOR COMMISSION

TOTAL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

ST #	LOCATION	JUNE 30, 2021	JUNE 30, 2020	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 21	FY 20	FY 21	FY 20
48	HINSDALE	\$ 4,958,697	\$ 4,240,195	\$ 718,502	16.95	0.62	0.56	49	52
49	PLAISTOW	11,974,349	11,755,197	219,152	1.86	1.50	1.54	17	17
50	NASHUA	39,242,607	32,879,349	6,363,258	19.35	4.93	4.32	1	1
51	PELHAM	5,366,156	5,150,813	215,343	4.18	0.67	0.68	40	44
52	GORHAM	664,665	1,657,974	(993,309)	(59.91)	0.08	0.22	70	73
53	HUDSON	6,156,728	5,593,978	562,750	10.06	0.77	0.73	36	38
54	GLEN	4,925,241	4,235,008	690,233	16.30	0.62	0.56	50	53
55	BEDFORD	19,946,099	17,284,279	2,661,820	15.40	2.50	2.27	7	8
56	GILFORD	8,789,527	6,855,273	1,934,254	28.22	1.10	0.90	24	30
57	OSSIPEE	3,291,401	3,161,797	129,604	4.10	0.41	0.42	58	59
58	GOFFSTOWN	4,999,933	6,030,960	(1,031,027)	(17.10)	0.63	0.79	47	34
59	MERRIMACK	8,187,341	9,176,790	(989,449)	(10.78)	1.03	1.21	26	23
60	W. LEBANON	19,224,697	16,158,850	3,065,847	18.97	2.41	2.12	8	11
61	N. LONDONDERRY	7,122,847	7,270,238	(147,391)	(2.03)	0.89	0.96	31	27
62	RAYMOND	4,297,851	3,891,266	406,585	10.45	0.54	0.51	53	56
63	WINCHESTER	2,342,534	1,754,573	587,961	33.51	0.29	0.23	64	72
64	NEW LONDON	6,401,997	5,295,178	1,106,819	20.90	0.80	0.70	34	41
65	CAMPTON	2,053,045	1,891,088	161,957	8.56	0.26	0.25	67	69
66	HOOKSETT-NO	16,821,983	17,571,117	(749,134)	(4.26)	2.11	2.31	12	7
67	HOOKSETT-SO	12,707,702	14,418,934	(1,711,232)	(11.87)	1.60	1.89	16	13
68	N. HAMPTON	11,301,240	9,447,685	1,853,555	19.62	1.42	1.24	19	22
69	NASHUA	21,550,628	22,858,701	(1,308,073)	(5.72)	2.71	3.00	5	5
70	SWANZEY	0	1,868,635	(1,868,635)	(100.00)	-	0.25	71	71
71	LEE	6,140,268	5,720,752	419,516	7.33	0.77	0.75	37	37
72	CONCORD	5,099,342	5,364,865	(265,523)	(4.95)	0.64	0.70	45	40
73	HAMPTON-SO	20,646,132	21,021,595	(375,463)	(1.79)	2.59	2.76	6	6
74	LONDONDERRY	17,324,742	14,965,978	2,358,764	15.76	2.18	1.97	11	12
75	BELMONT	0	3,939,667	(3,939,667)	(100.00)	-	0.52	71	55
76	HAMPTON-NO	27,402,163	27,130,246	271,917	1.00	3.44	3.56	4	4
77	RINDGE	5,195,042	4,684,277	510,765	10.90	0.65	0.62	43	50
78	HAMPSTEAD	5,059,943	4,681,589	378,354	8.08	0.64	0.62	46	51
79	EPPING	10,860,522	8,529,343	2,331,179	27.33	1.36	1.12	20	24
81	PEMBROKE	7,652,926	6,611,993	1,040,933	15.74	0.96	0.87	28	31
82	WARNER	5,208,126	4,757,402	450,724	9.47	0.65	0.62	41	48
83	EPSOM	2,290,872	-	2,290,872	100.00	0.29	-	65	-
84	TILTON	7,938,572	\$ 853,702	7,084,870	829.90	1.00	0.11	27	76
	TOTAL STORES	\$ 643,246,672	\$ 616,958,491	\$ 26,288,181	4.26	80.77	81.05		
900	WHSE-CONCORD	-	44,126	(44,126)	(100.00)	-	-		
903	WHSE-BOW	153,134,874	144,167,415	8,967,459	6.22	19.23	18.94		
908	ON-LINE SALES	9,203	33,975	(24,772)	(72.91)	-	-		
	TOTAL WHSES	\$ 153,144,077	\$ 144,245,516	\$ 8,898,561	6.17	19.23	18.95		
	GRAND TOTAL	\$ 796,390,749	\$ 761,204,007	\$ 35,186,742	4.62	100.00	100.00		

NEW HAMPSHIRE LIQUOR COMMISSION

TOTAL SALES BY TYPE

FISCAL YEAR ENDED JUNE 30, 2021 (unaudited)

ST#	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	ACCESSORIES	DISCOUNTS	TOTAL
1	CONCORD	\$ 6,516,349	\$ 515,846	\$ 8,870	\$ 51,179	\$ (36,380)	\$ 7,055,864
2	CHESTERFIELD	10,659,242	30,155	2,153	46,186	(81,431)	10,656,305
3	MANCHESTER	-	-	-	-	-	-
4	HOOKSETT	4,494,735	677,380	40,391	24,738	(66,088)	5,171,156
5	BERLIN	2,664,041	250,504	109,902	14,846	(10,642)	3,028,651
6	PORTSMOUTH	6,698,131	1,829,405	18,667	58,509	(70,308)	8,534,404
7	LITTLETON	7,050,487	475,321	44,550	42,643	(47,693)	7,565,308
8	CLAREMONT	5,871,434	282,656	20,101	52,704	(19,271)	6,207,624
10	MANCHESTER	16,419,212	1,567,959	48,292	64,266	(107,888)	17,991,841
11	LEBANON	6,791,042	192,171	16,238	60,209	(60,614)	6,999,046
12	CENTER HARBOR	3,849,230	128,212	2,105	15,014	(35,177)	3,959,384
13	TRI-CITY *	12,671,193	1,254,597	23,612	116,177	(57,584)	14,007,995
14	ROCHESTER	12,481,799	1,156,752	33,913	97,291	(59,459)	13,710,296
15	KEENE	13,510,396	1,296,229	89,858	86,441	(116,486)	14,866,438
16	WOODSVILLE	2,620,630	78,127	10,841	15,028	(6,260)	2,718,366
17	FRANKLIN	-	-	-	-	-	-
18	COLEBROOK	2,047,146	195,100	100,753	15,853	(8,281)	2,350,571
19	PLYMOUTH	6,368,671	824,711	51,696	47,821	(41,362)	7,251,537
20	DERRY	1,958,789	117,952	3,891	10,567	(18,408)	2,072,791
21	PETERBOROUGH	5,443,073	352,954	36,404	44,988	(54,538)	5,822,881
22	BROOKLINE	4,870,857	96,423	712	24,448	(22,270)	4,970,170
23	CONWAY	10,307,206	1,031,397	92,746	90,436	(69,592)	11,452,193
24	NEWPORT	-	-	-	-	-	-
25	STRATHAM	-	-	-	-	-	-
27	NASHUA	4,278,783	309,954	19,972	10,379	(26,390)	4,592,698
28	SEABROOK-BCH	1,228,943	125,323	-	6,492	(3,336)	1,357,422
29	WHITEFIELD	-	-	-	-	-	-
30	MILFORD	5,039,048	669,025	8,354	45,445	(27,295)	5,734,577
31	MANCHESTER	-	-	-	-	-	-
32	NASHUA	9,662,308	473,612	6,887	53,819	(92,519)	10,104,107
33	MANCHESTER	7,769,627	1,422,233	76,158	60,219	(60,117)	9,268,120
34	SALEM	31,506,906	1,010,154	47,321	153,266	(243,072)	32,474,575
35	HILLSBORO	3,291,136	312,417	10,503	16,766	(14,247)	3,616,575
36	JAFFREY	-	-	-	-	-	-
37	LANCASTER	2,627,497	97,948	13,396	22,094	(10,438)	2,750,497
38	PORTSMOUTH	33,462,018	838,999	37,185	281,779	(351,942)	34,268,039
39	WOLFEBORO	4,149,793	263,436	3,118	19,063	(32,887)	4,402,523
40	WALPOLE	2,895,410	32,082	6,421	16,244	(13,360)	2,936,797
41	SEABROOK	16,639,215	1,608,566	48,941	98,448	(108,886)	18,286,284
42	MEREDITH	3,747,269	370,008	11,173	26,986	(31,816)	4,123,620
44	NEW HAMPTON	4,858,652	314,114	24,992	47,181	(38,526)	5,206,413
45	PITTSFIELD	1,162,032	30,890	11,792	8,575	(1,992)	1,211,297
47	LINCOLN	2,899,558	448,789	11,705	30,333	(15,996)	3,374,389

* Somersworth (13) and Dover (9) location merged into Tri-City location

NEW HAMPSHIRE LIQUOR COMMISSION

TOTAL SALES BY TYPE

FISCAL YEAR ENDED JUNE 30, 2021 (unaudited)

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	ACCESSORIES	DISCOUNTS	TOTAL
48	HINSDALE	\$ 4,940,573	\$ 23,509	\$ 5,250	\$ 16,232	\$ (26,867)	\$ 4,958,697
49	PLAISTOW	11,474,986	486,434	14,965	51,155	(53,191)	11,974,349
50	NASHUA	38,442,489	966,301	99,451	160,867	(426,501)	39,242,607
51	PELHAM	5,020,123	313,336	28,133	25,372	(20,808)	5,366,156
52	GORHAM	604,935	59,328	-	4,866	(4,464)	664,665
53	HUDSON	6,061,139	122,679	1,384	19,183	(47,657)	6,156,728
54	GLEN	4,249,790	639,987	31,806	38,406	(34,748)	4,925,241
55	BEDFORD	18,845,166	1,075,533	120,350	114,613	(209,563)	19,946,099
56	GILFORD	7,460,946	1,306,072	15,031	59,922	(52,444)	8,789,527
57	OSSIPEE	3,094,928	150,137	43,938	11,105	(8,707)	3,291,401
58	GOFFSTOWN	4,641,233	346,502	14,203	25,456	(27,461)	4,999,933
59	MERRIMACK	7,760,602	463,823	17,082	44,674	(98,840)	8,187,341
60	W. LEBANON	18,683,185	400,830	174,786	136,900	(171,004)	19,224,697
61	N. LONDONDERRY	6,778,917	318,215	21,812	41,150	(37,247)	7,122,847
62	RAYMOND	3,953,100	286,578	45,576	22,555	(9,958)	4,297,851
63	WINCHESTER	2,315,242	34,660	-	7,107	(14,475)	2,342,534
64	NEW LONDON	6,017,386	363,234	58,716	35,895	(73,234)	6,401,997
65	CAMPTON	1,735,527	280,939	31,726	12,780	(7,927)	2,053,045
66	HOOKSETT-NO	16,467,387	188,237	41,001	245,091	(119,733)	16,821,983
67	HOOKSETT-SO	12,599,649	76,540	9,002	134,833	(112,322)	12,707,702
68	N. HAMPTON	10,195,884	1,124,155	3,703	74,117	(96,619)	11,301,240
69	NASHUA	20,457,793	1,122,954	67,139	78,031	(175,289)	21,550,628
70	SWANZEY	-	-	-	-	-	-
71	LEE	5,888,360	224,750	8,129	39,761	(20,732)	6,140,268
72	CONCORD	4,768,230	298,413	17,165	36,643	(21,109)	5,099,342
73	HAMPTON-SO	20,619,465	68,905	25,938	119,566	(187,742)	20,646,132
74	LONDONDERRY	16,344,148	999,310	20,380	95,253	(134,349)	17,324,742
75	BELMONT	-	-	-	-	-	-
76	HAMPTON-NO	27,278,414	40,331	23,760	264,235	(204,577)	27,402,163
77	RINDGE	4,895,519	197,267	100,950	24,491	(23,185)	5,195,042
78	HAMPS TEAD	4,650,940	392,242	11,243	24,829	(19,311)	5,059,943
79	EPPING	10,194,886	658,538	5,829	68,830	(67,561)	10,860,522
81	PEMBROKE	7,168,795	526,771	11,501	41,430	(95,571)	7,652,926
82	WARNER	5,104,315	98,853	6,368	41,024	(42,434)	5,208,126
83	EPSOM	2,223,556	49,219	9,250	24,597	(15,750)	2,290,872
84	TILTON	7,224,583	669,639	17,008	61,223	(33,881)	7,938,572
	TOTAL STORES	\$ 606,674,049	\$ 35,055,622	\$ 2,196,188	\$ 4,078,625	\$ (4,757,812)	\$ 643,246,672
	% OF TYPE	100	52	2	100	100	81
	% OF LOCATION	95	5	-	-	-	100
900	WHSE-CONCORD	-	-	-	-	-	-
903	WHSE-BOW	-	32,572,154	120,551,170	11,550	-	153,134,874
908	ON-LINE SALES	9,203	-	-	-	-	9,203
	TOTAL WHSES	\$ 9,203	\$ 32,572,154	\$ 120,551,170	\$ 11,550	\$ -	\$ 153,144,077
	% OF TYPE	0	48	98	-	-	19
	% OF LOCATION	0	21	79	-	-	100
	GRAND TOTAL	\$ 606,683,252	\$ 67,627,776	\$ 122,747,358	\$ 4,090,175	\$ (4,757,812)	\$ 796,390,749
	% OF TOTAL	76	8	15	-	1	100

NEW HAMPSHIRE LIQUOR COMMISSION

RETAIL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

ST #	LOCATION	JUNE 30, 2021	JUNE 30, 2020	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 21	FY 20	FY 21	FY 20
1	CONCORD	\$ 6,516,349	\$ 6,425,595	\$ 90,754	1.41	1.07	1.10	32	27
2	CHESTERFIELD	10,659,242	10,003,933	655,309	6.55	1.76	1.71	18	18
3	MANCHESTER	-	332,222	(332,222)	(100.00)	-	0.06	71	78
4	HOOKSETT	4,494,735	5,550,687	(1,055,952)	(19.02)	0.74	0.95	49	34
5	BERLIN	2,664,041	1,906,291	757,750	39.75	0.44	0.33	60	66
6	PORTSMOUTH	6,698,131	5,926,783	771,348	13.01	1.10	1.01	31	31
7	LITTLETON	7,050,487	6,403,318	647,169	10.11	1.16	1.09	28	28
8	CLAREMONT	5,871,434	4,769,328	1,102,106	23.11	0.97	0.81	37	45
10	MANCHESTER	16,419,212	16,031,976	387,236	2.42	2.71	2.74	11	9
11	LEBANON	6,791,042	6,085,273	705,769	11.60	1.12	1.04	29	30
12	CENTER HARBOR	3,849,230	2,883,851	965,379	33.48	0.63	0.49	54	60
13	TRI-CITY *	12,671,193	11,607,484	1,063,709	9.16	2.09	1.98	14	15
14	ROCHESTER	12,481,799	11,412,143	1,069,656	9.37	2.06	1.95	16	16
15	KEENE	13,510,396	12,091,309	1,419,087	11.74	2.23	2.06	13	14
16	WOODSVILLE	2,620,630	2,373,941	246,689	10.39	0.43	0.41	62	61
17	FRANKLIN	-	2,118,596	(2,118,596)	(100.00)	-	0.36	71	63
18	COLEBROOK	2,047,146	1,722,368	324,778	18.86	0.34	0.29	65	69
19	PLYMOUTH	6,368,671	5,220,450	1,148,221	21.99	1.05	0.89	33	38
20	DERRY	1,958,789	5,501,820	(3,543,031)	(64.40)	0.32	0.94	66	35
21	PETERBOROUGH	5,443,073	4,931,815	511,258	10.37	0.90	0.84	38	47
22	BROOKLINE	4,870,857	4,605,565	265,292	5.76	0.80	0.79	44	20
23	CONWAY	10,307,206	8,860,481	1,446,725	16.33	1.70	1.51	19	74
24	NEWPORT	-	1,278,672	(1,278,672)	(100.00)	-	0.22	71	39
25	STRATHAM	-	5,199,316	(5,199,316)	(100.00)	-	0.89	71	79
27	NASHUA	4,278,783	7,059,556	(2,780,773)	(39.39)	0.71	1.21	50	26
28	SEABROOK-BCH	1,228,943	1,848,734	(619,791)	(33.53)	0.20	0.32	68	67
29	WHITEFIELD	-	636,710	(636,710)	(100.00)	-	0.11	71	77
30	MILFORD	5,039,048	4,478,556	560,492	12.52	0.83	0.76	40	50
31	MANCHESTER	-	5,019,575	(5,019,575)	(100.00)	-	0.86	71	41
32	NASHUA	9,662,308	9,853,723	(191,415)	(1.94)	1.59	1.68	22	19
33	MANCHESTER	7,769,627	8,807,603	(1,037,976)	(11.78)	1.28	1.50	23	22
34	SALEM	31,506,906	31,039,406	467,500	1.51	5.19	5.30	3	2
35	HILLSBORO	3,291,136	2,923,839	367,297	12.56	0.54	0.50	56	58
36	JAFFREY	-	882,201	(882,201)	(100.00)	-	0.15	71	75
37	LANCASTER	2,627,497	2,004,727	622,770	31.07	0.43	0.34	61	65
38	PORTSMOUTH	33,462,018	29,095,984	4,366,034	15.01	5.52	4.97	2	3
39	WOLFEBORO	4,149,793	3,067,966	1,081,827	35.26	0.68	0.52	52	57
40	WALPOLE	2,895,410	2,077,323	818,087	39.38	0.48	0.35	59	64
41	SEABROOK	16,639,215	14,929,520	1,709,695	11.45	2.74	2.55	9	11
42	MEREDITH	3,747,269	3,691,451	55,818	1.51	0.62	0.63	55	53
44	NEW HAMPTON	4,858,652	4,522,738	335,914	7.43	0.80	0.77	45	48
45	PITTSFIELD	1,162,032	1,823,241	(661,209)	(36.27)	0.19	0.31	69	68
47	LINCOLN	2,899,558	2,135,582	763,976	35.77	0.48	0.36	58	62

* Somersworth (13) and Dover (9) location merged into Tri-City location.

NEW HAMPSHIRE LIQUOR COMMISSION

RETAIL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

ST #	LOCATION	JUNE 30, 2021	JUNE 30, 2020	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 21	FY 20	FY 21	FY 20
48	HINSDALE	\$ 4,940,573	\$ 4,236,773	\$ 703,800	16.61	0.81	0.72	42	52
49	PLAISTOW	11,474,986	11,404,552	70,434	0.62	1.89	1.95	17	17
50	NASHUA	38,442,489	32,302,764	6,139,725	19.01	6.34	5.52	1	1
51	PELHAM	5,020,123	5,012,613	7,510	0.15	0.83	0.86	41	42
52	GORHAM	604,935	1,505,326	(900,391)	(59.81)	0.10	0.26	70	73
53	HUDSON	6,061,139	5,500,948	560,191	10.18	1.00	0.94	34	36
54	GLEN	4,249,790	3,538,414	711,376	20.10	0.70	0.60	51	56
55	BEDFORD	18,845,166	16,551,925	2,293,241	13.85	3.11	2.83	7	8
56	GILFORD	7,460,946	5,862,260	1,598,686	27.27	1.23	1.00	25	32
57	OSSIPEE	3,094,928	2,915,685	179,243	6.15	0.51	0.50	57	59
58	GOFFSTOWN	4,641,233	5,622,967	(981,734)	(17.46)	0.77	0.96	48	33
59	MERRIMACK	7,760,602	8,852,516	(1,091,914)	(12.33)	1.28	1.51	24	21
60	W. LEBANON	18,683,185	15,600,088	3,083,097	19.76	3.08	2.66	8	10
61	N. LONDONDERRY	6,778,917	7,071,150	(292,233)	(4.13)	1.12	1.21	30	25
62	RAYMOND	3,953,100	3,591,146	361,954	10.08	0.65	0.61	53	54
63	WINCHESTER	2,315,242	1,717,588	597,654	34.80	0.38	0.29	63	70
64	NEW LONDON	6,017,386	5,045,554	971,832	19.26	0.99	0.86	35	40
65	CAMPTON	1,735,527	1,630,293	105,234	6.45	0.29	0.28	67	72
66	HOOKSETT-NO	16,467,387	17,324,276	(856,889)	(4.95)	2.71	2.96	10	7
67	HOOKSETT-SO	12,599,649	14,384,852	(1,785,203)	(12.41)	2.08	2.46	15	12
68	N. HAMPTON	10,195,884	8,250,599	1,945,285	23.58	1.68	1.41	20	23
69	NASHUA	20,457,793	21,993,460	(1,535,667)	(6.98)	3.37	3.76	6	5
70	SWANZEY	-	1,686,415	(1,686,415)	(100.00)	-	0.29	71	71
71	LEE	5,888,360	5,463,582	424,778	7.77	0.97	0.93	36	37
72	CONCORD	4,768,230	4,956,051	(187,821)	(3.79)	0.79	0.85	46	43
73	HAMPTON-SO	20,619,465	20,957,689	(338,224)	(1.61)	3.40	3.58	5	6
74	LONDONDERRY	16,344,148	14,109,215	2,234,933	15.84	2.69	2.41	12	13
75	BELMONT	-	3,558,164	(3,558,164)	(100.00)	-	0.61	71	55
76	HAMPTON-NO	27,278,414	27,064,607	213,807	0.79	4.50	4.62	4	4
77	RINDGE	4,895,519	4,516,379	379,140	8.39	0.81	0.77	43	49
78	HAMPSTEAD	4,650,940	4,338,309	312,631	7.21	0.77	0.74	47	51
79	EPPING	10,194,886	8,119,320	2,075,566	25.56	1.68	1.39	21	24
81	PEMBROKE	7,168,795	6,266,289	902,506	14.40	1.18	1.07	27	29
82	WARNER	5,104,315	4,672,711	431,604	9.24	0.84	0.80	39	46
83	EPSOM	2,223,556	-	2,223,556	100.00	0.37	-	64	-
84	TILTON	7,224,583	815,095	6,409,488	786.35	1.19	0.14	26	76
	TOTAL STORES	\$ 606,674,049	\$ 585,581,227	\$ 21,092,822	3.60	100.00	99.99		
900	WHSE-CONCORD	-	\$33,149	(33,149)	(100.00)	-	-		
903	WHSE-BOW	-	-	-	-	-	-		
908	ON-LINE SALES	9,203	33,975	(24,772)	(72.91)	-	-		
	TOTAL WHSES	\$ 9,203	\$ 67,124	\$ (57,921)	(86.29)	0.00	0.01		
	GRAND TOTAL	\$ 606,683,252	\$ 585,648,351	\$ 21,034,901	3.59	100.00	100.00		

NEW HAMPSHIRE LIQUOR COMMISSION

ON-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

ST#	LOCATION	JUNE 30, 2021	JUNE 30, 2020	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 21	FY 20	FY 21	FY 20
1	CONCORD	\$ 515,846	\$ 444,434	\$ 71,412	16.07	0.76	0.71	24	23
2	CHESTERFIELD	30,155	22,657	7,498	33.09	0.04	0.04	69	76
3	MANCHESTER	-	670	(670)	(100.00)	-	0.00	71	78
4	HOOKSETT	677,380	543,601	133,779	24.61	1.00	0.87	18	20
5	BERLIN	250,504	150,674	99,830	66.26	0.37	0.24	46	55
6	PORTSMOUTH	1,829,405	1,632,552	196,853	12.06	2.71	2.60	1	1
7	LITTLETON	475,321	451,939	23,382	5.17	0.70	0.72	26	22
8	CLAREMONT	282,656	206,319	76,337	37.00	0.42	0.33	43	47
10	MANCHESTER	1,567,959	1,203,695	364,264	30.26	2.32	1.92	3	4
11	LEBANON	192,171	221,706	(29,535)	(13.32)	0.28	0.35	50	46
12	CENTER HARBOR	128,212	141,429	(13,217)	(9.35)	0.19	0.23	53	58
13	TRI-CITY *	1,254,597	970,967	283,630	29.21	1.86	1.55	7	8
14	ROCHESTER	1,156,752	929,200	227,552	24.49	1.71	1.48	8	10
15	KEENE	1,296,229	1,084,825	211,404	19.49	1.92	1.73	6	6
16	WOODSVILLE	78,127	46,142	31,985	69.32	0.12	0.07	60	70
17	FRANKLIN	-	203,050	(203,050)	(100.00)	-	0.32	71	48
18	COLEBROOK	195,100	178,444	16,656	9.33	0.29	0.28	49	52
19	PLYMOUTH	824,711	731,600	93,111	12.73	1.22	1.16	17	14
20	DERRY	117,952	238,988	(121,036)	(50.65)	0.17	0.38	56	44
21	PETERBOROUGH	352,954	293,876	59,078	20.10	0.52	0.47	34	36
22	BROOKLINE	96,423	92,856	3,567	3.84	0.14	0.15	59	63
23	CONWAY	1,031,397	869,285	162,112	18.65	1.53	1.38	12	12
24	NEWPORT	-	99,584	(99,584)	(100.00)	-	0.16	71	61
25	STRATHAM	-	382,729	(382,729)	(100.00)	-	0.61	71	29
27	NASHUA	309,954	266,662	43,292	16.23	0.46	0.42	40	38
28	SEABROOK-BCH	125,323	150,198	(24,875)	(16.56)	0.19	0.24	54	56
29	WHITEFIELD	-	66,923	(66,923)	(100.00)	-	0.11	71	68
30	MILFORD	669,025	609,402	59,623	9.78	0.99	0.97	20	19
31	MANCHESTER	-	221,945	(221,945)	(100.00)	-	0.35	71	45
32	NASHUA	473,612	490,748	(17,136)	(3.49)	0.70	0.78	27	21
33	MANCHESTER	1,422,233	1,113,500	308,733	27.73	2.10	1.77	4	5
34	SALEM	1,010,154	725,478	284,676	39.24	1.49	1.15	13	15
35	HILLSBORO	312,417	275,088	37,329	13.57	0.46	0.44	39	37
36	JAFFREY	-	129,998	(129,998)	(100.00)	-	0.21	71	59
37	LANCASTER	97,948	59,012	38,936	65.98	0.14	0.09	58	69
38	PORTSMOUTH	838,999	723,968	115,031	15.89	1.24	1.15	16	16
39	WOLFEBORO	263,436	190,873	72,563	38.02	0.39	0.30	45	50
40	WALPOLE	32,082	35,682	(3,600)	(10.09)	0.05	0.06	67	72
41	SEABROOK	1,608,566	1,424,228	184,338	12.94	2.38	2.27	2	2
42	MEREDITH	370,008	356,517	13,491	3.78	0.55	0.57	32	33
44	NEW HAMPTON	314,114	253,614	60,500	23.86	0.46	0.40	37	40
45	PITTSFIELD	30,890	31,430	(540)	(1.72)	0.05	0.05	68	73
47	LINCOLN	448,789	396,792	51,997	13.10	0.66	0.63	29	26

* Somersworth (13) and Dover (9) location merged into Tri-City location.

NEW HAMPSHIRE LIQUOR COMMISSION

ON-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

ST #	LOCATION	JUNE 30, 2021	JUNE 30, 2020	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 21	FY 20	FY 21	FY 20
48	HINSDALE	\$ 23,509	\$ 9,520	\$ 13,989	146.94	0.03	0.02	70	77
49	PLAISTOW	486,434	349,255	137,179	39.28	0.72	0.56	25	34
50	NASHUA	966,301	653,930	312,371	47.77	1.43	1.04	15	18
51	PELHAM	313,336	105,788	207,548	196.19	0.46	0.17	38	60
52	GORHAM	59,328	151,237	(91,909)	(60.77)	0.09	0.24	63	54
53	HUDSON	122,679	95,998	26,681	27.79	0.18	0.15	55	62
54	GLEN	639,987	681,121	(41,134)	(6.04)	0.95	1.08	22	17
55	BEDFORD	1,075,533	814,498	261,035	32.05	1.59	1.30	11	13
56	GILFORD	1,306,072	1,002,525	303,547	30.28	1.93	1.60	5	7
57	OSSIPEE	150,137	187,656	(37,519)	(19.99)	0.22	0.30	52	51
58	GOFFSTOWN	346,502	411,774	(65,272)	(15.85)	0.51	0.66	35	25
59	MERRIMACK	463,823	388,313	75,510	19.45	0.69	0.62	28	28
60	W. LEBANON	400,830	422,464	(21,634)	(5.12)	0.59	0.67	30	24
61	N. LONDONDERRY	318,215	193,119	125,096	64.78	0.47	0.31	36	49
62	RAYMOND	286,578	254,877	31,701	12.44	0.42	0.41	42	39
63	WINCHESTER	34,660	40,378	(5,718)	(14.16)	0.05	0.06	66	71
64	NEW LONDON	363,234	246,059	117,175	47.62	0.54	0.39	33	42
65	CAMPTON	280,939	253,029	27,910	11.03	0.42	0.40	44	41
66	HOOKSETT-NO	188,237	149,492	38,745	25.92	0.28	0.24	51	57
67	HOOKSETT-SO	76,540	78,318	(1,778)	(2.27)	0.11	0.12	61	66
68	N. HAMPTON	1,124,155	1,248,225	(124,070)	(9.94)	1.66	1.99	9	3
69	NASHUA	1,122,954	948,558	174,396	18.39	1.66	1.51	10	9
70	SWANZEY	-	168,019	(168,019)	(100.00)	-	0.27	71	53
71	LEE	224,750	243,746	(18,996)	(7.79)	0.33	0.39	47	43
72	CONCORD	298,413	389,624	(91,211)	(23.41)	0.44	0.62	41	27
73	HAMPTON-SO	68,905	84,243	(15,338)	(18.21)	0.10	0.13	62	65
74	LONDONDERRY	999,310	883,682	115,628	13.08	1.48	1.41	14	11
75	BELMONT	-	375,476	(375,476)	(100.00)	-	0.60	71	30
76	HAMPTON-NO	40,331	31,126	9,205	29.57	0.06	0.05	65	74
77	RINDGE	197,267	76,399	120,868	158.21	0.29	0.12	48	67
78	HAMPSTEAD	392,242	339,928	52,314	15.39	0.58	0.54	31	35
79	EPPING	658,538	370,739	287,799	77.63	0.97	0.59	21	31
81	PEMBROKE	526,771	356,810	169,961	47.63	0.78	0.57	23	32
82	WARNER	98,853	92,423	6,430	6.96	0.15	0.15	57	64
83	EPSOM	49,219	-	49,219	100.00	0.07	-	64	-
84	TILTON	669,639	28,506.00	641,133	2,249.12	0.99	0.05	19	75
TOTAL STORES		\$ 35,055,622	\$ 30,790,135	\$ 4,265,487	13.85	51.84	49.00		
900	WHSE-CONCORD	-	-	-	-	-	-		
903	WHSE-BOW	32,572,154	32,050,857	521,297	1.63	48.16	51.00		
908	ON-LINE SALES	-	-	-	-	-	-		
TOTAL WHSES		\$ 32,572,154	\$ 32,050,857	\$ 521,297	1.63	48.16	51.00		
GRAND TOTAL		\$ 67,627,776	\$ 62,840,992	\$ 4,786,784	7.62	100.00	100.00		

NEW HAMPSHIRE LIQUOR COMMISSION

OFF-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

ST #	LOCATION	JUNE 30, 2021	JUNE 30, 2020	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 21	FY 20	FY 21	FY 20
1	CONCORD	\$ 8,870	\$ 11,768	\$ (2,898)	(24.63)	0.01	0.01	53	39
2	CHESTERFIELD	2,153	4,840	(2,687)	(55.52)	0.00	0.00	64	61
3	MANCHESTER	-	-	-	-	-	-	68	76
4	HOOKSETT	40,391	34,415	5,976	17.36	0.03	0.03	20	20
5	BERLIN	109,902	94,585	15,317	16.19	0.09	0.08	3	3
6	PORTSMOUTH	18,667	6,559	12,108	184.60	0.02	0.01	35	54
7	LITTLETON	44,550	54,226	(9,676)	(17.84)	0.04	0.05	17	9
8	CLAREMONT	20,101	16,377	3,724	22.74	0.02	0.01	33	34
10	MANCHESTER	48,292	45,239	3,053	6.75	0.04	0.04	14	11
11	LEBANON	16,238	14,840	1,398	9.42	0.01	0.01	39	36
12	CENTER HARBOR	2,105	1,525	580	38.03	0.00	0.00	65	71
13	TRI-CITY *	23,612	15,267	8,345	54.66	0.02	0.01	30	35
14	ROCHESTER	33,913	23,845	10,068	42.22	0.03	0.02	23	28
15	KEENE	89,858	67,745	22,113	32.64	0.07	0.06	8	6
16	WOODSVILLE	10,841	8,982	1,859	20.70	0.01	0.01	49	45
17	FRANKLIN	-	19,551	(19,551)	(100.00)	-	0.02	68	31
18	COLEBROOK	100,753	143,633	(42,880)	(29.85)	0.08	0.13	5	2
19	PLYMOUTH	51,696	45,981	5,715	12.43	0.04	0.04	12	10
20	DERRY	3,891	8,600	(4,709)	(54.76)	0.00	0.01	61	46
21	PETERBOROUGH	36,404	29,083	7,321	25.17	0.03	0.03	22	22
22	BROOKLINE	712	359	353	98.33	0.00	0.00	67	75
23	CONWAY	92,746	72,070	20,676	28.69	0.08	0.06	7	5
24	NEWPORT	-	4,618	(4,618)	(100.00)	-	0.00	68	64
25	STRATHAM	-	4,929	(4,929)	(100.00)	-	0.00	68	60
26	GROVETON	-	-	-	-	-	-	68	76
27	NASHUA	19,972	25,717	(5,745)	(22.34)	0.02	0.02	34	25
28	SEABROOK-BCH	-	372.00	(372)	(100.00)	-	0.00	68	74
29	WHITEFIELD	-	17,194	(17,194)	(100.00)	-	0.02	68	33
30	MILFORD	8,354	5,161	3,193	61.87	0.01	0.00	54	59
31	MANCHESTER	-	39,712	(39,712)	(100.00)	-	0.03	68	15
32	NASHUA	6,887	2,248	4,639	206.36	0.01	0.00	56	69
33	MANCHESTER	76,158	40,047	36,111	90.17	0.06	0.04	9	13
34	SALEM	47,321	34,707	12,614	36.34	0.04	0.03	15	19
35	HILLSBORO	10,503	9,802	701	7.15	0.01	0.01	50	44
36	JAFFREY	-	-	-	-	-	-	68	76
37	LANCASTER	13,396	27,540	(14,144)	(51.36)	0.01	0.02	43	23
38	PORTSMOUTH	37,185	39,540	(2,355)	(5.96)	0.03	0.03	21	16
39	WOLFEBORO	3,118	2,032	1,086	53.44	0.00	0.00	63	70
40	WALPOLE	6,421	7,209	(788)	(10.93)	0.01	0.01	57	50
41	SEABROOK	48,941	30,506	18,435	60.43	0.04	0.03	13	21
42	MEREDITH	11,173	12,278	(1,105)	(9.00)	0.01	0.01	48	38
44	NEW HAMPTON	24,992	22,645	2,347	10.36	0.02	0.02	28	30
45	PITTSFIELD	11,792	23,724	(11,932)	(50.30)	0.01	0.02	44	29
47	LINCOLN	11,705	1,327	10,378	782.06	0.01	0.00	45	72

* Somersworth (13) and Dover (9) location merged into Tri-City location.

NEW HAMPSHIRE LIQUOR COMMISSION

OFF-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

ST #	LOCATION	JUNE 30, 2021	JUNE 30, 2020	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 21	FY 20	FY 21	FY 20
48	HINSDALE	\$ 5,250	\$ 2,922	\$ 2,328	79.67	0.00	0.00	60	65
49	PLAISTOW	14,965	6,378	8,587	134.63	0.01	0.01	41	57
50	NASHUA	99,451	43,316	56,135	129.59	0.08	0.04	6	12
51	PELHAM	28,133	25,462	2,671	10.49	0.02	0.02	26	26
52	GORHAM	-	6,431	(6,431)	(100.00)	-	0.01	68	56
53	HUDSON	1,384	739	645	87.28	0.00	0.00	66	73
54	GLEN	31,806	24,640	7,166	29.08	0.03	0.02	24	27
55	BEDFORD	120,350	27,465	92,885	338.19	0.10	0.02	2	24
56	GILFORD	15,031	11,405	3,626	31.79	0.01	0.01	40	40
57	OSSIPEE	43,938	57,895	(13,957)	(24.11)	0.04	0.05	18	7
58	GOFFSTOWN	14,203	5,471	8,732	159.61	0.01	0.00	42	58
59	MERRIMACK	17,082	6,921	10,161	146.81	0.01	0.01	37	52
60	W. LEBANON	174,786	183,607	(8,821)	(4.80)	0.14	0.16	1	1
61	N. LONDONDERRY	21,812	7,066	14,746	208.69	0.02	0.01	31	51
62	RAYMOND	45,576	37,679	7,897	20.96	0.04	0.03	16	18
63	WINCHESTER	-	-	-	-	-	-	68	76
64	NEW LONDON	58,716	37,774	20,942	55.44	0.05	0.03	11	17
65	CAMPTON	31,726	10,087	21,639	214.52	0.03	0.01	25	43
66	HOOKSETT-NO	41,001	6,618	34,383	519.54	0.03	0.01	19	53
67	HOOKSETT-SO	9,002	4,760	4,242	89.12	0.01	0.00	52	62
68	N. HAMPTON	3,703	2,347	1,356	57.78	0.00	0.00	62	68
69	NASHUA	67,139	55,521	11,618	20.93	0.05	0.05	10	8
70	SWANZEY	-	17,296	(17,296)	(100.00)	-	0.02	68	32
71	LEE	8,129	7,686	443	5.76	0.01	0.01	55	49
72	CONCORD	17,165	14,545	2,620	18.01	0.01	0.01	36	37
73	HAMPTON-SO	25,938	10,354	15,584	150.51	0.02	0.01	27	41
74	LONDONDERRY	20,380	8,142	12,238	150.31	0.02	0.01	32	47
75	BELMONT	-	6,492	(6,492)	(100.00)	-	0.01	68	55
76	HAMPTON-NO	23,760	8,088	15,672	193.77	0.02	0.01	29	48
77	RINDGE	100,950	89,460	11,490	12.84	0.08	0.08	4	4
78	HAMPSTEAD	11,243	4,707	6,536	138.86	0.01	0.00	47	63
79	EPPING	5,829	39,880	(34,051)	(85.38)	0.00	0.03	59	14
81	PEMBROKE	11,501	10,120	1,381	13.65	0.01	0.01	46	42
82	WARNER	6,368	2,411	3,957	164.12	0.01	0.00	58	67
83	EPSOM	9,250	-	9,250	100.00	0.01	-	51	
84	TILTON	17,008	2,530	14,478	572.25	0.01	0.00	38	66
	TOTAL STORES	\$ 2,196,188	\$ 1,857,013	\$ 339,175	18.26	1.79	1.63		
900	WHSE-CONCORD	-	10,977	(10,977)	(100.00)	-	0.01		
903	WHSE-BOW	120,551,170	112,113,678	8,437,492	7.53	98.21	98.36		
908	ON-LINE SALES	-	-	-	-	-	-		
	TOTAL WHSES	\$ 120,551,170	\$ 112,124,655	\$ 8,426,515	7.52	98.21	98.37		
	GRAND TOTAL	\$ 122,747,358	\$ 113,981,668	\$ 8,765,690	7.69	100.00	100.00		

NEW HAMPSHIRE LIQUOR COMMISSION

ACCESSORIES SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

ST #	LOCATION	JUNE 30, 2021	JUNE 30, 2020	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 21	FY 20	FY 21	FY 20
1	CONCORD	\$ 51,179	\$ 45,369	\$ 5,810	12.81	1.25	1.43	27	21
2	CHESTERFIELD	46,186	36,754	9,432	25.66	1.13	1.16	31	29
3	MANCHESTER	-	631	(631)	(100.00)	-	0.02	71	78
4	HOOKSETT	24,738	18,462	6,276	33.99	0.60	0.58	48	49
5	BERLIN	14,846	11,202	3,644	32.53	0.36	0.35	62	60
6	PORTSMOUTH	58,509	40,227	18,282	45.45	1.43	1.27	24	26
7	LITTLETON	42,643	31,767	10,876	34.24	1.04	1.00	35	33
8	CLAREMONT	52,704	28,492	24,212	84.98	1.29	0.90	26	39
10	MANCHESTER	64,266	51,722	12,544	24.25	1.57	1.64	19	18
11	LEBANON	60,209	42,711	17,498	40.97	1.47	1.35	22	24
12	CENTER HARBOR	15,014	8,907	6,107	68.56	0.37	0.28	61	67
13	TRI-CITY *	116,177	93,137	23,040	24.74	2.84	2.95	9	8
14	ROCHESTER	97,291	73,297	23,994	32.74	2.38	2.32	12	14
15	KEENE	86,441	56,037	30,404	54.26	2.11	1.77	15	17
16	WOODSVILLE	15,028	11,145	3,883	34.84	0.37	0.35	60	62
17	FRANKLIN	-	7,060	(7,060)	(100.00)	-	0.22	71	71
18	COLEBROOK	15,853	11,173	4,680	41.89	0.39	0.35	59	61
19	PLYMOUTH	47,821	35,981	11,840	32.91	1.17	1.14	29	30
20	DERRY	10,567	22,319	(11,752)	(52.65)	0.26	0.71	65	42
21	PETERBOROUGH	44,988	31,714	13,274	41.86	1.10	1.00	33	34
22	BROOKLINE	24,448	19,788	4,660	23.55	0.60	0.63	51	47
23	CONWAY	90,436	56,439	33,997	60.24	2.21	1.78	14	15
24	NEWPORT	-	5,773	(5,773)	(100.00)	-	0.18	71	74
25	STRATHAM	-	21,861	(21,861)	(100.00)	-	0.69	71	44
26	GROVETON	-	-	-	-	-	-	71	79
27	NASHUA	10,379	13,473	(3,094)	(22.96)	0.25	0.43	66	56
28	SEABROOK-BCH	6,492	7,964	(1,472)	(18.48)	0.16	0.25	69	69
29	WHITEFIELD	-	4,018	(4,018)	(100.00)	-	0.13	71	75
30	MILFORD	45,445	31,045	14,400	46.38	1.11	0.98	32	35
31	MANCHESTER	-	13,290	(13,290)	(100.00)	-	0.42	71	57
32	NASHUA	53,819	56,216	(2,397)	(4.26)	1.32	1.78	25	16
33	MANCHESTER	60,219	43,342	16,877	38.94	1.47	1.37	21	23
34	SALEM	153,266	125,129	28,137	22.49	3.75	3.96	5	5
35	HILLSBORO	16,766	15,143	1,623	10.72	0.41	0.48	56	54
36	JAFFREY	-	2,236	(2,236)	(100.00)	-	0.07	71	77
37	LANCASTER	22,094	15,215	6,879	45.21	0.54	0.48	53	53
38	PORTSMOUTH	281,779	221,322	60,457	27.32	6.89	7.00	1	1
39	WOLFEBORO	19,063	10,664	8,399	78.76	0.47	0.34	55	65
40	WALPOLE	16,244	7,584	8,660	114.19	0.40	0.24	57	70
41	SEABROOK	98,448	80,605	17,843	22.14	2.41	2.55	11	10
42	MEREDITH	26,986	18,280	8,706	47.63	0.66	0.58	44	50
44	NEW HAMPTON	47,181	39,723	7,458	18.78	1.15	1.26	30	27
45	PITTSFIELD	8,575	10,677	(2,102)	(19.69)	0.21	0.34	67	64
47	LINCOLN	30,333	12,696	17,637	138.92	0.74	0.40	43	59

* Somersworth (13) and Dover (9) location merged into Tri-City location.

NEW HAMPSHIRE LIQUOR COMMISSION

ACCESSORIES SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

ST#	LOCATION	JUNE 30, 2021	JUNE 30, 2020	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 21	FY 20	FY 21	FY 20
48	HINSDALE	\$ 16,232	\$ 9,947	\$ 6,285	63.18	0.40	0.31	58	66
49	PLAISTOW	51,155	47,392	3,763	7.94	1.25	1.50	28	20
50	NASHUA	160,867	143,647	17,220	11.99	3.93	4.54	4	4
51	PELHAM	25,372	22,063	3,309	15.00	0.62	0.70	46	43
52	GORHAM	4,866	6,221	(1,355)	(21.78)	0.12	0.20	70	72
53	HUDSON	19,183	16,692	2,491	14.92	0.47	0.53	54	52
54	GLEN	38,406	26,455	11,951	45.17	0.94	0.84	40	40
55	BEDFORD	114,613	78,179	36,434	46.60	2.80	2.47	10	11
56	GILFORD	59,922	38,193	21,729	56.89	1.47	1.21	23	28
57	OSSIPEE	11,105	10,764	341	3.17	0.27	0.34	64	63
58	GOFFSTOWN	25,456	20,847	4,609	22.11	0.62	0.66	45	45
59	MERRIMACK	44,674	40,844	3,830	9.38	1.09	1.29	34	25
60	W. LEBANON	136,900	90,346	46,554	51.53	3.35	2.86	6	9
61	N. LONDONDERRY	41,150	29,499	11,651	39.50	1.01	0.93	37	37
62	RAYMOND	22,555	18,908	3,647	19.29	0.55	0.60	52	48
63	WINCHESTER	7,107	3,510	3,597	102.48	0.17	0.11	68	76
64	NEW LONDON	35,895	24,655	11,240	45.59	0.88	0.78	42	41
65	CAMPTON	12,780	8,624	4,156	48.19	0.31	0.27	63	68
66	HOOKSETT-NO	245,091	200,938	44,153	21.97	5.99	6.35	3	2
67	HOOKSETT-SO	134,833	106,884	27,949	26.15	3.30	3.38	7	6
68	N. HAMPTON	74,117	43,899	30,218	68.84	1.81	1.39	17	22
69	NASHUA	78,031	74,908	3,123	4.17	1.91	2.37	16	13
70	SWANZEY	-	6,070	(6,070)	(100.00)	-	0.19	71	73
71	LEE	39,761	29,117	10,644	36.56	0.97	0.92	39	38
72	CONCORD	36,643	34,649	1,994	5.75	0.90	1.10	41	32
73	HAMPTON-SO	119,566	99,681	19,885	19.95	2.92	3.15	8	7
74	LONDONDERRY	95,253	75,159	20,094	26.74	2.33	2.38	13	12
75	BELMONT	-	15,054	(15,054)	(100.00)	-	0.48	71	55
76	HAMPTON-NO	264,235	178,791	85,444	47.79	6.46	5.65	2	3
77	RINDGE	24,491	17,758	6,733	37.92	0.60	0.56	50	51
78	HAMPSTEAD	24,829	20,372	4,457	21.88	0.61	0.64	47	46
79	EPPING	68,830	51,318	17,512	34.12	1.68	1.62	18	19
81	PEMBROKE	41,430	35,270	6,160	17.47	1.01	1.12	36	31
82	WARNER	41,024	29,620	11,404	38.50	1.00	0.94	38	36
83	EPSOM	24,597	-	24,597	100.00	0.60	-	49	-
84	TILTON	61,223	12,723	48,500	381.20	1.50	0.40	20	58
	GRAND TOTAL	\$ 4,078,625	\$ 3,159,587	\$ 919,038	29.09	99.72	99.91		
900	WHSE-CONCORD	-	-	-	-	-	-		
903	WHSE-BOW	11,550	2,880	8,670	301.04	0.28	-		
908	ON-LINE SALES	-	-	-	-	-	-		
	TOTAL WHSES	\$ 11,550	\$ 2,880	\$ 8,670	301.04	0.28	0.09		
	GRAND TOTAL	\$ 4,090,175	\$ 3,162,467	\$ 927,708	29.33	100.00	100.00		

NEW HAMPSHIRE LIQUOR COMMISSION

DISCOUNTS BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

ST #	LOCATION	JUNE 30, 2021	JUNE 30, 2020	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 21	FY 20	FY 21	FY 20
1	CONCORD	\$ (36,380)	\$ (40,568)	\$ 4,188	(10.32)	0.76	0.92	43	36
2	CHESTERFIELD	(81,431)	(57,804)	(23,627)	40.87	1.71	1.30	62	26
3	MANCHESTER	-	(155)	155	(100.00)	-	-	1	78
4	HOOKSETT	(66,088)	(40,970)	(25,118)	61.31	1.39	0.92	57	35
5	BERLIN	(10,642)	(9,271)	(1,371)	14.79	0.22	0.21	20	66
6	PORTSMOUTH	(70,308)	(93,957)	23,649	(25.17)	1.48	2.12	60	17
7	LITTLETON	(47,693)	(45,458)	(2,235)	4.92	1.00	1.03	49	32
8	CLAREMONT	(19,271)	(20,064)	793	(3.95)	0.41	0.45	27	52
10	MANCHESTER	(107,888)	(120,558)	12,670	(10.51)	2.27	2.72	67	10
11	LEBANON	(60,614)	(59,395)	(1,219)	2.05	1.27	1.34	56	22
12	CENTER HARBOR	(35,177)	(24,465)	(10,712)	43.78	0.74	0.55	42	47
13	TRI-CITY *	(57,584)	(74,383)	16,799	(22.58)	1.21	1.68	53	19
14	ROCHESTER	(59,459)	(58,113)	(1,346)	2.32	1.25	1.31	54	25
15	KEENE	(116,486)	(94,612)	(21,874)	23.12	2.45	2.14	70	16
16	WOODSVILLE	(6,260)	(8,877)	2,617	(29.48)	0.13	0.20	14	68
17	FRANKLIN	-	(5,423)	5,423	(100.00)	-	0.12	1	74
18	COLEBROOK	(8,281)	(9,810)	1,529	(15.59)	0.17	0.22	16	65
19	PLYMOUTH	(41,362)	(44,745)	3,383	(7.56)	0.87	1.01	46	33
20	DERRY	(18,408)	(48,380)	29,972	(61.95)	0.39	1.09	26	30
21	PETERBOROUGH	(54,538)	(46,982)	(7,556)	16.08	1.15	1.06	52	31
22	BROOKLINE	(22,270)	(18,107)	(4,163)	22.99	0.47	0.41	32	55
23	CONWAY	(69,592)	(62,871)	(6,721)	10.69	1.46	1.42	59	21
24	NEWPORT	-	(4,513)	4,513	(100.00)	-	0.10	1	76
25	STRATHAM	-	(37,147)	37,147	(100.00)	-	0.84	1	39
26	GROVETON	-	-	-	-	-	-	1	79
27	NASHUA	(26,390)	(38,444)	12,054	(31.35)	0.55	0.87	34	38
28	SEABROOK-BCH	(3,336)	(7,907)	4,571	(57.81)	0.07	0.18	12	69
29	WHITEFIELD	-	(3,352)	3,352	(100.00)	-	0.08	1	77
30	MILFORD	(27,295)	(36,570)	9,275	(25.36)	0.57	0.83	36	40
31	MANCHESTER	-	(20,663)	20,663	(100.00)	-	0.47	1	50
32	NASHUA	(92,519)	(69,467)	(23,052)	33.18	1.94	1.57	63	20
33	MANCHESTER	(60,117)	(85,234)	25,117	(29.47)	1.26	1.92	55	18
34	SALEM	(243,072)	(225,011)	(18,061)	8.03	5.11	5.08	78	3
35	HILLSBORO	(14,247)	(17,858)	3,611	(20.22)	0.30	0.40	22	56
36	JAFFREY	-	(5,611)	5,611	(100.00)	-	0.13	1	72
37	LANCASTER	(10,438)	(10,204)	(234)	2.29	0.22	0.23	19	63
38	PORTSMOUTH	(351,942)	(325,503)	(26,439)	8.12	7.40	7.35	79	1
39	WOLFEBORO	(32,887)	(24,981)	(7,906)	31.65	0.69	0.56	39	46
40	WALPOLE	(13,360)	(7,687)	(5,673)	73.80	0.28	0.17	21	70
41	SEABROOK	(108,886)	(108,969)	83	(0.08)	2.29	2.46	68	14
42	MEREDITH	(31,816)	(43,476)	11,660	(26.82)	0.67	0.98	38	34
44	NEW HAMPTON	(38,526)	(34,777)	(3,749)	10.78	0.81	0.79	45	42
45	PITTSFIELD	(1,992)	(5,426)	3,434	(63.29)	0.04	0.12	11	73
47	LINCOLN	(15,996)	(19,348)	3,352	(17.32)	0.34	0.44	25	53

* Somersworth (13) and Dover (9) location merged into Tri-City location.

NEW HAMPSHIRE LIQUOR COMMISSION

DISCOUNTS BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

ST #	LOCATION	JUNE 30, 2021	JUNE 30, 2020	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 21	FY 20	FY 21	FY 20
48	HINSDALE	\$ (26,867)	\$ (18,967)	\$ (7,900)	41.65	0.56	0.43	35	54
49	PLAISTOW	(53,191)	(52,380)	(811)	1.55	1.12	1.18	51	28
50	NASHUA	(426,501)	(264,308)	(162,193)	61.37	8.96	5.97	80	2
51	PELHAM	(20,808)	(15,113)	(5,695)	37.68	0.44	0.34	30	59
52	GORHAM	(4,464)	(11,241)	6,777	(60.29)	0.09	0.25	13	61
53	HUDSON	(47,657)	(20,399)	(27,258)	133.62	1.00	0.46	48	51
54	GLEN	(34,748)	(35,622)	874	(2.45)	0.73	0.80	41	41
55	BEDFORD	(209,563)	(187,788)	(21,775)	11.60	4.40	4.24	77	5
56	GILFORD	(52,444)	(59,110)	6,666	(11.28)	1.10	1.33	50	23
57	OSSIPEE	(8,707)	(10,203)	1,496	(14.66)	0.18	0.23	17	64
58	GOFFSTOWN	(27,461)	(30,099)	2,638	(8.76)	0.58	0.68	37	44
59	MERRIMACK	(98,840)	(111,804)	12,964	(11.60)	2.08	2.52	66	11
60	W. LEBANON	(171,004)	(137,655)	(33,349)	24.23	3.59	3.11	73	8
61	N. LONDONDERRY	(37,247)	(30,596)	(6,651)	21.74	0.78	0.69	44	43
62	RAYMOND	(9,958)	(11,344)	1,386	(12.22)	0.21	0.26	18	60
63	WINCHESTER	(14,475)	(6,903)	(7,572)	109.69	0.30	0.16	23	71
64	NEW LONDON	(73,234)	(58,864)	(14,370)	24.41	1.54	1.33	61	24
65	CAMPTON	(7,927)	(10,945)	3,018	(27.57)	0.17	0.25	15	62
66	HOOKSETT-NO	(119,733)	(110,207)	(9,526)	8.64	2.52	2.49	71	13
67	HOOKSETT-SO	(112,322)	(155,880)	43,558	(27.94)	2.36	3.52	69	6
68	N. HAMPTON	(96,619)	(97,385)	766	(0.79)	2.03	2.20	65	15
69	NASHUA	(175,289)	(213,746)	38,457	(17.99)	3.68	4.83	74	4
70	SWANZEY	-	(9,165)	9,165	(100.00)	-	0.21	1	67
71	LEE	(20,732)	(23,379)	2,647	(11.32)	0.44	0.53	29	48
72	CONCORD	(21,109)	(30,004)	8,895	(29.65)	0.44	0.68	31	45
73	HAMPTON-SO	(187,742)	(130,372)	(57,370)	44.00	3.95	2.94	75	9
74	LONDONDERRY	(134,349)	(110,220)	(24,129)	21.89	2.82	2.49	72	12
75	BELMONT	-	(15,519)	15,519	(100.00)	-	0.35	1	58
76	HAMPTON-NO	(204,577)	(152,366)	(52,211)	34.27	4.30	3.44	76	7
77	RINDGE	(23,185)	(15,719)	(7,466)	47.50	0.49	0.35	33	57
78	HAMPS TEAD	(19,311)	(21,727)	2,416	(11.12)	0.41	0.49	28	49
79	EPPING	(67,561)	(51,914)	(15,647)	30.14	1.42	1.17	58	29
81	PEMBROKE	(95,571)	(56,496)	(39,075)	69.16	2.01	1.28	64	27
82	WARNER	(42,434)	(39,763)	(2,671)	6.72	0.89	0.90	47	37
83	EPSOM	(15,750)	-	(15,750)	100.00	0.33	-	24	-
84	TILTON	(33,881)	(5,152)	(28,729)	557.63	0.71	0.12	40	75
GRAND TOTAL		\$ (4,757,812)	\$ (4,429,471)	\$ (328,341)	7.41	100.00	100.00		

NEW HAMPSHIRE LIQUOR COMMISSION

Total Sales by Month

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

			INCREASE/(DECREASE)		% OF TOTAL SALES	
	2021	2020	AMOUNT	%	FY '21	FY '20
JULY	\$ 79,808,699	\$ 84,882,708	\$ (5,074,009)	(5.98)	10.02	11.15
AUGUST	70,805,270	65,020,644	5,784,626	8.90	8.89	8.54
SEPTEMBER	66,144,900	54,094,691	12,050,209	22.28	8.31	7.11
OCTOBER	67,088,734	56,936,848	10,151,886	17.83	8.42	7.48
NOVEMBER	65,431,812	81,322,974	(15,891,162)	(19.54)	8.22	10.68
DECEMBER	83,932,386	80,676,264	3,256,122	4.04	10.54	10.60
JANUARY	53,809,616	45,565,220	8,244,396	18.09	6.76	5.99
FEBRUARY	53,610,848	47,688,721	5,922,127	12.42	6.73	6.26
MARCH	60,556,116	75,302,044	(14,745,928)	(19.58)	7.60	9.89
APRIL	55,365,966	46,483,279	8,882,687	19.11	6.95	6.11
MAY	64,345,338	58,950,799	5,394,539	9.15	8.08	7.74
JUNE	75,491,064	64,279,815	11,211,249	17.44	9.48	8.44
TOTAL	\$ 796,390,749	\$ 761,204,007	\$ 35,186,742	4.62	100.00	100.00

NEW HAMPSHIRE LIQUOR COMMISSION

Retail Sales By Month

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

			INCREASE/(DECREASE)		% OF TOTAL SALES	
	2021	2020	AMOUNT	%	FY '21	FY '20
JULY	\$ 64,177,657	\$ 67,486,153	\$ (3,308,496)	(4.90)	10.58	11.52
AUGUST	54,842,320	49,371,728	5,470,592	11.08	9.04	8.43
SEPTEMBER	49,729,724	39,347,088	10,382,636	26.39	8.20	6.72
OCTOBER	51,064,624	40,292,332	10,772,292	26.74	8.42	6.88
NOVEMBER	49,449,704	64,918,146	(15,468,442)	(23.83)	8.15	11.08
DECEMBER	66,254,330	61,752,821	4,501,509	7.29	10.92	10.54
JANUARY	42,291,524	32,025,772	10,265,752	32.05	6.97	5.47
FEBRUARY	40,036,305	34,606,262	5,430,043	15.69	6.60	5.91
MARCH	44,127,162	62,580,076	(18,452,914)	(29.49)	7.27	10.69
APRIL	40,205,069	36,773,085	3,431,984	9.33	6.63	6.28
MAY	47,928,806	46,993,324	935,482	1.99	7.90	8.02
JUNE	56,576,027	49,501,564	7,074,463	14.29	9.33	8.45
TOTAL	\$ 606,683,252	\$ 585,648,351	\$ 21,034,901	3.59	100.00	100.00

NEW HAMPSHIRE LIQUOR COMMISSION

On-Premise Sales by Month

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

			INCREASE/(DECREASE)		% OF TOTAL SALES	
	2021	2020	AMOUNT	%	FY '21	FY '20
JULY	\$ 5,423,734	\$ 7,530,395	\$ (2,106,661)	(27.98)	8.02	11.98
AUGUST	5,754,522	7,205,500	(1,450,978)	(20.14)	8.51	11.47
SEPTEMBER	6,071,426	6,406,440	(335,014)	(5.23)	8.98	10.19
OCTOBER	5,735,638	7,156,385	(1,420,747)	(19.85)	8.48	11.39
NOVEMBER	3,975,287	6,270,596	(2,295,309)	(36.60)	5.88	9.98
DECEMBER	3,819,292	6,586,921	(2,767,629)	(42.02)	5.65	10.48
JANUARY	4,221,330	6,468,299	(2,246,969)	(34.74)	6.24	10.29
FEBRUARY	4,808,996	6,268,610	(1,459,614)	(23.28)	7.11	9.98
MARCH	6,123,245	3,273,184	2,850,061	87.07	9.05	5.21
APRIL	6,242,521	(23,287)	6,265,808	(26,906.89)	9.23	(0.04)
MAY	7,234,026	1,340,407	5,893,619	439.69	10.70	2.13
JUNE	8,217,759	4,357,542	3,860,217	88.59	12.15	6.93
TOTAL	\$ 67,627,776	\$ 62,840,992	\$ 4,786,784	7.62	100.00	100.00

NEW HAMPSHIRE LIQUOR COMMISSION

Off-Premise Sales By Month

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

			INCREASE/(DECREASE)		% OF TOTAL SALES	
	2021	2020	AMOUNT	%	FY '21	FY '20
JULY	\$ 9,989,338	\$ 9,797,382	\$ 191,956	1.96	8.14	8.60
AUGUST	9,862,422	8,700,346	1,162,076	13.36	8.03	7.63
SEPTEMBER	10,406,671	8,387,802	2,018,869	24.07	8.48	7.36
OCTOBER	10,232,932	9,513,557	719,375	7.56	8.34	8.35
NOVEMBER	11,833,227	10,148,625	1,684,602	16.60	9.64	8.90
DECEMBER	13,844,924	12,356,681	1,488,243	12.04	11.28	10.84
JANUARY	8,074,033	7,692,435	381,598	4.96	6.58	6.75
FEBRUARY	9,043,417	7,080,495	1,962,922	27.72	7.37	6.21
MARCH	10,357,435	9,486,991	870,444	9.18	8.44	8.32
APRIL	9,037,381	9,779,951	(742,570)	(7.59)	7.36	8.58
MAY	9,059,186	10,347,866	(1,288,680)	(12.45)	7.38	9.08
JUNE	11,006,392	10,689,537	316,855	2.96	8.97	9.38
TOTAL	\$ 122,747,358	\$ 113,981,668	\$ 8,765,690	7.69	100.00	100.00

NEW HAMPSHIRE LIQUOR COMMISSION

Accessories Sales by Month

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

	INCREASE/(DECREASE)				% OF TOTAL SALES	
	2021	2020	AMOUNT	%	FY '21	FY '20
JULY	\$ 551,905	\$ 308,914	\$ 242,991	78.66	13.49	9.77
AUGUST	435,592	291,769	143,823	49.29	10.65	9.23
SEPTEMBER	320,168	186,535	133,633	71.64	7.83	5.90
OCTOBER	307,255	171,282	135,973	79.39	7.51	5.42
NOVEMBER	287,702	200,566	87,136	43.45	7.03	6.34
DECEMBER	429,741	339,906	89,835	26.43	10.51	10.75
JANUARY	231,425	146,502	84,923	57.97	5.66	4.63
FEBRUARY	242,786	163,988	78,798	48.05	5.94	5.19
MARCH	256,645	226,883	29,762	13.12	6.27	7.17
APRIL	295,296	227,452	67,844	29.83	7.22	7.19
MAY	353,501	424,036	(70,535)	(16.63)	8.64	13.41
JUNE	378,159	474,634	(96,475)	(20.33)	9.25	15.01
TOTAL	\$ 4,090,175	\$ 3,162,467	\$ 927,708	29.33	100.00	100.00

NEW HAMPSHIRE LIQUOR COMMISSION

Discounts By Month

FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020 (unaudited)

	INCREASE/(DECREASE)				% OF TOTAL SALES	
	2021	2020	AMOUNT	%	FY '21	FY '20
JULY	\$ (333,935)	\$ (240,136)	\$ (93,799)	39.06	7.02	5.42
AUGUST	(89,586)	(548,699)	459,113	(83.67)	1.88	12.39
SEPTEMBER	(383,089)	(233,174)	(149,915)	64.29	8.05	5.26
OCTOBER	(251,715)	(196,708)	(55,007)	27.96	5.29	4.44
NOVEMBER	(114,108)	(214,959)	100,851	(46.92)	2.40	4.85
DECEMBER	(415,901)	(360,065)	(55,836)	15.51	8.74	8.13
JANUARY	(1,008,696)	(767,788)	(240,908)	31.38	21.20	17.33
FEBRUARY	(520,656)	(430,634)	(90,022)	20.90	10.94	9.72
MARCH	(308,371)	(265,090)	(43,281)	16.33	6.48	5.98
APRIL	(414,301)	(273,922)	(140,379)	51.25	8.71	6.18
MAY	(230,181)	(154,834)	(75,347)	48.66	4.84	3.50
JUNE	(687,273)	(743,462)	56,189	(7.56)	14.45	16.78
TOTAL	\$ (4,757,812)	\$ (4,429,471)	\$ (328,341)	7.41	100.00	100.00

NEW HAMPSHIRE LIQUOR COMMISSION



Joseph W. Mollica
Chairman



Nicole Brassard Jordan
Deputy Commissioner

New Hampshire Liquor Commission
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