

**2022 ANNUAL COMPREHENSIVE FINANCIAL REPORT  
NEW HAMPSHIRE LIQUOR COMMISSION  
A DEPARTMENT OF THE STATE OF NEW HAMPSHIRE**



**Claremont**

**Rindge**





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

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**ANNUAL  
COMPREHENSIVE  
FINANCIAL REPORT**

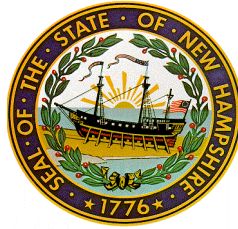
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For the Fiscal Year Ended  
June 30, 2022

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  
**James C. Vara**

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

Director of Marketing, Merchandising and Warehousing  
**Lorrie L. 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 THE FISCAL YEAR ENDED JUNE 30, 2022**

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**KEEP IT**  
**Local**  
**SALE**

**INTRODUCTORY SECTION**

**NH MADE**  
**WINE & SPIRITS**  

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**ON SALE NOW**

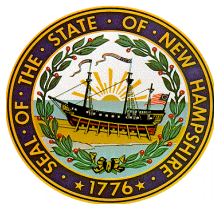


**KeepItLocalNH.com**

\*Please drink responsibly.

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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

December 20, 2022

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, 2022. It covers the results of operations from July 1, 2021 through June 30, 2022 and marks the 88<sup>th</sup> 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/annualreportFY22.pdf>.

## Message from Governor Christopher T. Sununu



CHRISTOPHER T. SUNUNU  
Governor



December 20, 2022

The New Hampshire Liquor Commission continues to play a vital role in the State of New Hampshire, and I want to take a moment to recognize the entire team for all your efforts.

While the NHLC generates nearly \$800 million in annual sales and delivers about \$175 million in revenue to support critical state programs, the true value of our team is the unbeatable customer service provided to our customers and fellow Granite Staters. Your work to establish the Commission's brand locally, regionally, and nationally as a destination for shoppers does not go unnoticed and has positioned the NHLC for continued growth for years to come.

It is NHLC's ability and foresight to see the big picture that helps set us apart. Retailers across the globe have faced unique challenges over the past few years. Unlike other states – both open and control state models – NHLC maintained consistent inventory levels over this past year despite ongoing global supply chain issues thanks to its strategic ordering practices, firm inventory requirements, and its significant capacity in our state's million-plus-case warehouse. In fact, NHLC and its warehouse and distribution partner, DHL Supply Chain, just broke ground on a major warehouse expansion - helping NHLC continue to make sure our favorite brands are readily available at the most competitive prices. NHLC also continues to renovate or relocate Outlet locations across our state to enhance the shopping experience and to expand on a product selection that already exceeds 14,000.

While the NHLC team works tirelessly to maximize sales, that has never been at the expense of promoting responsibility. NHLC partners with Brown-Forman, one of the world's largest and most respected spirit companies, to create programming and initiatives that support the safe and responsible consumption of alcohol. I look forward to the launch of the third annual New Hampshire Mocktail Month this January, promoting a safer and more inclusive drinking culture by featuring hand-crafted, alcohol-free cocktails.

Operating 66 NH Liquor & Wine Outlet locations statewide with more than 12 million annual customers is no small task. I am grateful for all your efforts each year and proud of all that our team has accomplished. I look forward to another successful year in 2023!

Sincerely,

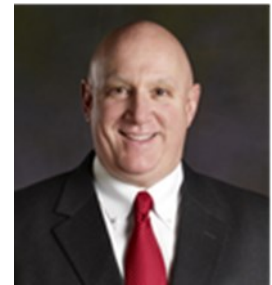
A handwritten signature in blue ink that reads "Chitck T. Sununu".

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](mailto:governorsununu@nh.gov)  
TDD Access: Relay NH 1-800-735-2964

## Message from Liquor Commission Chairman Joseph Mollica

December 20, 2022



The New Hampshire Liquor Commission (NHLC) continues to establish itself as both an industry leader and as a critical resource for New Hampshire. With nearly \$800 million in annual sales, NHLC generates about \$175 million in net profits supporting essential state services, including health and human services, environmental preservation and conservation and education.

It is our goal to be successful today, while at the same time setting the NH Liquor & Wine Outlet brand up to continue delivering on our promise for decades to come. That short- and long-term focus lies at the heart of our ongoing effort to renovate and relocate our 67 NH Liquor & Wine Outlet locations. Since 2012, NHLC has renovated, relocated or constructed 40 new Outlet locations in more than 35 communities. This year, NHLC opened new Outlet locations in Manchester, Rindge and Concord, and new Outlet locations are in the works in Nashua and Derry.

In addition to providing the best customer service, our dedicated team is constantly looking for ways to engage and educate our 12 million annual customers by providing them with opportunities to taste and learn about the 14,000 products we have available at our Outlet locations. No event exemplifies that focus quite like New Hampshire Distiller's Week and the Distiller's Showcase of Premium Spirits, which provides consumers with the opportunity to sample from hundreds of premium and ultra-premium spirits, while learning directly from some of the most influential leaders in the spirits world. This year, for the first time in the event's nine-year history, the event sold out with a capacity crowd of more than 1,500 people. The event raised much-needed revenue for the New Hampshire Food Bank to support its efforts to deliver food to those in need in all corners of the state. We can all be proud of how this event has grown.

While our primary objective will always be to raise maximum revenue for the New Hampshire General Fund, we have continued to make it a priority to support New Hampshire nonprofits and the incredible work they do helping those in need. In addition to the New Hampshire Food Bank, NHLC has worked with suppliers and brokers over the past eight years to raise more than \$3.5 million for nonprofit organizations making an impact in New Hampshire.

Our success, innovation and progressive approach continues to help us rack up accolades. We were recognized by *Beverage Dynamics* as one of the top-10 beverage alcohol retailers in the country for the third year in a row and we were honored by *StateWays Magazine* for our \$4 billion milestone educational campaign and our curbside sales and in-store pickup program. This marks the seventh year in a row we were recognized in *StateWays Magazine's* Best Practices Awards, which honors the most successful control states in the country.

Deputy Commissioner Brassard Jordan and I are proud to submit this Annual Report and we are extraordinarily grateful to our team of 1,100 NHLC employees. We simply could not be successful without your consistent devotion to our mission.

Sincerely,

A handwritten signature in black ink, appearing to read 'J. Mollica'. The signature is fluid and cursive, written over a light blue horizontal line.

Joseph W. Mollica  
Chairman

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## NHLC Overview

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### Overview

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

The Liquor Commission regulates the manufacture, possession, sale, consumption, importation, use, storage, transportation and delivery of wine, spirits, and malt or brewed beverages in New Hampshire. All sales of wine and spirits in New Hampshire, with the exception of wines sold by licensees of the Liquor Commission and direct shippers, were made through the 68 wine and spirits outlets operated by the Liquor Commission and warehouses owned and contracted by the Liquor Commission (at June 30, 2022 the number of stores stood at 66). 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 Outlets, 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

Despite pandemic-related challenges primarily related to workforce and supply chain, the New Hampshire Liquor Commission (NHLC) continues its decade-long strategy of building a major Beverage Alcohol Brand (New Hampshire Liquor and Wine Outlets, NHLWO) that has been nationally recognized. The NHLC continued to renovate and relocate NH Liquor & Wine Outlets, achieving a milestone of more than 30 communities with new Outlets.

In FY2022, new outlets were opened in Rindge and Claremont and new outlets were built in Concord and Manchester and opened in FY2023. In FY2022, two outlets were permanently closed—one in Derry and one in Seabrook, a store in Nashua closed for relocation and the Winchester outlet was temporarily closed. The closures were a result of staff challenges that also resulted in hours adjusted in other locations.

We are actively pursuing the redevelopment of the Hampton I-95 Rest Areas and secured unanimous approval of rezoning of 88 acres of prime real estate for a public-private partnership.

In addition to generating record net revenue, the NHLC surpassed \$3.3 million raised to support New Hampshire nonprofits in FY22, including individuals and nonprofits hit especially hard by the COVID-19 pandemic and recession, including hospitality and restaurant industry employees (NH Lodging and Restaurant Association's Restaurant Relief Fund), children and adults with disabilities (Best Buddies NH & Easterseals NH) and those struggling with food insecurity (NH Food Bank).

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 outlets 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 88 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 manufacturing, distribution and sales of alcohol, and educating licensees and the community. The Division is also responsible for licensing and regulation of entities that sell tobacco products. As of June 30, 2022, there were 6,138 entities licensed to sell alcohol or tobacco products in New Hampshire,

an increase from FY21. The most common license type was for Restaurants with 1,506 licensees, followed by Combination licenses (grocery and drug stores) with 1,482 licensees, and Direct Shipper licenses with 1,404 licensees. The Division collected \$19.1 million from beer tax, and 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.

In FY2022, the Division responded to 13,501 calls for service, including 5,250 Premise Inspections. The Division completed their statutory mandate of conducting a premise inspection at each licensed establishment within the state. They completed 1,758 alcohol and tobacco compliance checks and continue to partner with Health and Human Services to assist them with their Tobacco Free initiatives. In addition to these efforts, Division staff approved 5,217 new products for sale in New Hampshire and reviewed 133,084 shipments from Direct Shipping licensees.

The most important aspect of the Division's regulatory role is providing training to licensees and educational programs to the public. Its goals are to reduce the incidence of drinking and driving by educating those who sell and serve alcohol about the dangers of over service. A major goal for the Division is the elimination of underage drinking and underage use of tobacco. The Division provides free online and in-person training, which provides training on important state statutes, responsible business practices, and the best way to prevent service to intoxicated patrons and minors. In FY2022, approximately 8,300 students attended a Division sponsored training. The Division also attended 49 public events, providing educational outreach to approximately 120,000 attendees.

## **DIVISION OF ADMINISTRATION**

The Division of Administration supports the NHLC's retail and regulatory operations through its legal, human resources, IT, finance, 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 court matters handled by the New Hampshire Department of Justice.

During FY2022, and in accordance with RSA 176:18, Contracts Entered into by the Liquor Commission, the Legal Unit issued six requests for proposals/questions, and six contracts were executed. Moreover, the Legal Unit negotiated, drafted and managed the contracting process for 39 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 51 requests for governmental records pursuant to RSA 91-A during FY2022. There are nine requests pending conclusion of the investigation and final review process.

Throughout FY2022, the Legal Unit continues to be engaged in updating NHLC administrative rules. In early

FY2023, Liq 800 rules were adopted. *See N.H. Admin. Rules, Liq 800.* Additionally, there are several rules in process—Liq 100, 200, 300, and 600. It is anticipated that these rulesets will be adopted in FY 2023/FY 2024.

## Human Resources

It is the mission of the Human Resources Department to develop, implement, and support programs and processes that add value to the State of NH Liquor Commission human capital. Human Resources inspires and ensures employee prosperity, empowerment, education, growth, and retention. They are committed to the NHLC's key business principals, its management, and prosperity for its customers.

Besides these special initiatives, the day-to-day NHLC personnel operations continued, and involved some new tasks such as managing approximately 326 individual Covid-19 employee cases which had to be processed manually. Tracking employee absences included, but was not limited to:

- Processing and managing 34 FMLA employee absences.
- Processing and managing 48 Workers' Compensation employee related absences, with 5 out of 48 categorized as long-term related absences.
- Processing and managing 12 Income Protection employee absences.
- Processing and managing 189 Unemployment Claims.
- Managing temporary and permanent transfer of employees for those Outlet locations that were temporarily or permanently consolidated.

Finally, Human Resources continued with its standard personnel-related functions, which included but were not limited to:

- Processing approximately 1,812 (1,192 part time and 620 full time) applications for vacant positions.
- Providing 444 new-hire orientations for our retail outlets.
- Processing 12 full-time employees through the retirement process.
- Processing 178 employee promotions.
- Assisting our 346 full-time employees regarding personnel related matters.
- Assisting our 1,310 part-time employees regarding personnel related matter.
- Processing approximately 5,652 personnel transaction work units in the NH First System.
- Processing payroll for 1,656 employees totaling \$28,869,157 for the current year's annual payroll (January 1 to December 31 of 2021) not including benefits.
- Assisting with personnel transfers to support several outlets consolidations and new outlets openings in order to carry out the mission of the Commission.

## Finance and Internal Audit

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

The Finance Unit and Internal Audit Unit are responsible for establishing and maintaining internal controls designed to ensure that Commission assets are protected from loss, theft, or misuse. Internal controls are designed to provide reasonable, but not absolute, assurance that these objectives are met.

The Liquor Commission, as a department of the State of New Hampshire, follows a two-year budget process developed by the Finance Unit to ensure adequate and appropriate financial resources to achieve planned agency goals. Maintaining budgetary controls to ensure compliance with federal and state laws represented in the Annual Appropriated Budget approved by the governing body.

In moving from pandemic to post-pandemic conditions, the Commission remained focused on technology. Efficiencies and skills gained during the pandemic are moving forward into becoming part of the Commission's work environment with on-line sales and business processes.

Account Receivable processed \$205 million in licensee payments in FY2022, \$15 million over FY2021. Credit and debit card payments increased \$5 million to \$538 million over FY2021. These shifts in business came in-part through the continued development of technology supporting sales initiatives.

Account Payable processed \$605 million in purchases of liquor inventory; down \$22 million from FY2021 and \$27 million of operating expenses in addition to the liquor inventory purchases, a \$15 million increase over FY2021.

### **Information Technology**

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

NHLC's IT Team excels at thinking outside the box and going above and beyond to provide superior support and services to the NHLC to achieve its business goals. The goal of NHLC's IT Team 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.

NHLC's IT Team provides production support to the NHLC's 65 retail outlets and the finance department. Additionally, NHLC's IT Team is central to the development, testing, implementation, and support of NHLC's infrastructure modernization projects (NextGen and eCommerce). Substantial preparation for these systems includes the rollout of new POS hardware that will support the Windows-based NextGen system as well as significant enhancements to the network infrastructure at all retail outlets, training facilities, and agency headquarters.

Since the inception of the award-winning Curbside and In-Store Pickup programs in 2020, utilizing the eCommerce site, NHLC's IT Team has supported the expansion from the initial 10 locations up to the existing 27. Upon implementation of the NextGen system, all retail outlets will offer online sales.

### **DIVISION OF MARKETING, MERCHANDISING AND WAREHOUSING**

The Division of Marketing, Merchandising & 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 FY2022, the NHLC launched a campaign to promote the milestone of \$4 billion in net profits that were generated to support essential state services like education, health and social services, transportation, natural resource protection, and addiction treatment and prevention programs. The campaign consisted of a new



micro-site ([wheredoesthemoneygonh.com](http://wheredoesthemoneygonh.com)) containing information about where the money comes from, and where it goes. Posters were created for all outlets and headquarters employees to help celebrate in this important milestone.

The Marketing Division launched a “Welcome Back to NH” campaign that encouraged tourism and showcased some of New Hampshire’s best features, and offered a coupon to our customers to use in our outlet locations.

The Distiller’s Showcase, a NHLC signature event, gave our customers an opportunity to learn more about spirits, engage with makers and suppliers, and sample over 500 premium and ultra-premium spirits. It also showcased the best restaurants from New Hampshire. The event proceeds benefitted the New Hampshire Food Bank.

A robust holiday campaign was launched that included a free Holiday Guide for customers, along with content, including social media and video, to help customers celebrate and host holiday parties throughout the season. The Holiday Guide was downloaded over 1,000 times with over 5,000 entries to the contest, and garnered over 6,800 video views.

The Commission forged a collaboration with Board Bia – the Irish Food Board, which resulted in an exclusive employee pilot training opportunity. Employees learned about distilleries in Ireland and the breadth of Irish products available to our customers.

We supported our local New Hampshire Distilleries with a “Keep it Local” sale and campaign, which included a distillery and winery map, along with a sale to our customers with 20% of NH made wine and spirits. The campaign was kicked off, bringing together distillers and wine-makers from around the state, at Flag Hill Winery and Distillery in Lee, NH.

Throughout FY2022, Covid-19 measures were supported with the addition of test kits made available for sale in our outlet locations.

In May, a new 10,500 square foot NH Liquor & Wine Outlet was opened in Rindge . Along with doubling the floor space of the existing Rindge Outlet, the new, state-of-the-art Outlet features and enhanced customer experience and an expansive selection of 3,600 wines and spirits.

A new Claremont outlet location was opened in September. The New Hampshire Liquor Commission dedicated the new Claremont NH Liquor & Wine Outlet to Anthony “Tony” Maiola to honor his contributions to the state of New Hampshire, including his 18-year tenure as NHLC Commissioner. During the dedication event, held on November 9, NHLC unveiled a plaque in Maiola’s honor.

***New Hampshire Liquor Commission garnered several awards and recognition during the year:***

The NHLC was nominated for Retailer of the Year in Wine Enthusiast’s 22<sup>nd</sup> Annual Wine Star Awards

StateWays Magazine awarded NHLC for Best On-Premise Partnership and for Best Technology Innovation in the 2021 Control State Best Practices Awards

The NHLC was also named one of the top-10 retailers in the country by *Beverage Dynamics*, the largest and most respected national magazine dedicated to off-premise beverage alcohol retailers

## NHLC Overview (continued)

### Financial Highlights

REVENUE/ EXPENSE ITEM	FY 2022 (In Millions)	FY 2021 (In Millions)	% INCREASE (DECREASE)
Gross Sales <sup>1</sup>	\$ 771.1	\$ 801.1	(3.7)
Discounts and Fees (Bank, Credit Card, etc)	(15.8)	(14.7)	7.5
Net Sales	755.3	786.4	(4.0)
Cost of Goods Sold	(534.1)	(555.6)	(3.9)
Gross Profit - Liquor	221.2	230.8	(4.2)
Operating Expenses and Depreciation <sup>2</sup>	(55.0)	(67.7)	(18.8)
Interest Expense	(3.7)	(1.6)	131.3
Other Revenue	6.6	7.3	(9.6)
Net Income (Not including taxes) <sup>3</sup>	169.1	168.8	0.2
Beer Tax	13.1	13.7	(4.4)
Total Net Profit Before Transfers	\$ 182.2	\$ 182.5	(0.2)

OTHER MERCHANDISING STATISTICS	FY 2022	FY 2021	% INCREASE (DECREASE)
Number of Cases Sold	5,414,446	5,696,100	(4.9)
Average Price Per Case	\$ 141.40	\$ 139.81	1.1
Items Available (brands and sizes)	26,038	27,978	(6.9)
Number of Bottles Sold	58,966,375	60,677,340	(2.8)
Average Price Per Bottle	\$ 12.98	\$ 13.13	(1.1)

APPARENT CONSUMPTION STATISTICS	FY 2022		FY 2021	
	Gallons	Per Capita <sup>4</sup>	Gallons	Per Capita <sup>5</sup>
Distilled Spirits	5,747,360	4.14	6,090,884	4.42
Wine (21% alcohol or less)	7,292,729	5.25	7,712,573	5.60
Beer	43,570,160	31.37	45,669,815	33.15

#### NOTES:

(1) For the current fiscal year, off premise licensees accounted for 15.4% or \$118.4 million of total liquor sales. On premise licensees, such as bars, restaurants, hotels and clubs accounted for 11.3% or \$87.0 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.

(4) Based on 2021 population estimates of 1,388,992 from the State Office of Strategic Initiatives.

(5) Based on NH population estimates of 1,377,529 from the 2020 US Census.

# FINANCIAL SECTION



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## State of New Hampshire

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 Director, Audit Division  
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### Independent Auditor's Report

*To The Fiscal Committee Of The General Court:*

#### Report on the Audit of the Financial Statements

##### *Opinion*

We have audited the financial statements of the New Hampshire Liquor Commission (Liquor Commission) which comprise the Statement of Net Position, as of June 30, 2022, 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.

In our opinion, the financial statements referred to above present fairly, in all material respects, the net position of the Liquor Commission, as of June 30, 2022, 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.

##### *Basis for Opinion*

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Liquor Commission and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

##### *Emphasis Of Matter*

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, 2022, 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.

### ***Responsibilities of Management for the Financial Statements***

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Liquor Commission's ability to continue as a going concern for one year after the date the financial statements are issued.

### ***Auditor's Responsibilities for the Audit of the Financial Statements***

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Liquor Commission's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Liquor Commission's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

### ***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 20 and the Schedules of the Liquor Commission's Proportionate Share of Net Pension Liability and the Liquor Commission's Contributions on page 44 and the Schedule of the Liquor Commission's Proportionate Share of the Total Other Postemployment Benefits Liability on page 45 be presented to supplement the basic financial statements. Such information is the responsibility of management and, 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 GAAS, 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***

Management is responsible for the other information included in the annual report. The other information comprises the introductory section, and statistical section but does not include the basic financial statement and auditors' report thereon. Our opinion on the basic financial statements does not cover the other information, and we do not express an opinion or any form of assurance thereon.

In connection with our audit of the basic financial statements, our responsibility is to read the other information and consider whether a material inconsistency exists between the other information and the basic financial statements, or the other information otherwise appears to be materially misstated. If, based on the work performed, we conclude that an uncorrected material misstatement of the other information exists, we are required to describe it in our report.

### ***Other Reporting Required By Government Auditing Standards***

In accordance with *Government Auditing Standards*, we have also issued our report dated December 20, 2022 on our consideration of the New Hampshire 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 solely 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 the effectiveness of the New Hampshire Liquor Commission's 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 Liquor Commission's internal control over financial reporting and compliance.

*Office of Legislative Budget Assistant*

Office Of Legislative Budget Assistant

December 20, 2022



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**MANAGEMENT'S DISCUSSION AND ANALYSIS - Unaudited**

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The management of the New Hampshire Liquor Commission (the Liquor Commission) offers the readers this narrative overview and analysis of the financial activities of the Liquor Commission included in this Annual Comprehensive Financial Report for the fiscal year ended June 30, 2022. We encourage readers to consider the information presented herein in conjunction with additional information we have furnished in our letter of transmittal, on page 1 in the introductory section of this annual financial report, as well as the Liquor Commission's financial statements, which follow in this section.

**Discussion of Basic Financial Statements**

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

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

The Statement of Net Position provides information about assets, liabilities, and deferred inflows and deferred outflows of resources and reflects the financial position at the fiscal year end. The Statement of Revenues, Expenses and Changes in Net Position reports the operating and nonoperating revenue activity and the expenses related to such activity for the fiscal year. The Statement of Cash Flows outlines the cash inflows and outflows relating to the operations for the fiscal year.

The notes to the financial statements provide additional information that is essential to a full understanding of the data provided in the financial statements.

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

**Financial Analysis****Net Position and Changes in Net Position**

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

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


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The following is a condensed comparative statement of net position as of June 30, 2022 and 2021 (in thousands):

	<u>June 30, 2022</u>	<u>June 30, 2021</u>
<b>ASSETS:</b>		
Current Assets	\$ 84,724	\$ 91,794
Noncurrent Assets (net of allowance for depreciation and amortization)	111,228	54,999
Total Assets	<u>195,952</u>	<u>146,793</u>
Deferred Outflows of Resources	16,965	16,925
<b>LIABILITIES:</b>		
Current Liabilities	98,674	95,004
Noncurrent Liabilities	162,369	127,750
Total Liabilities	<u>261,043</u>	<u>222,754</u>
Deferred Inflows of Resources	20,112	18,843
<b>NET POSITION:</b>		
Net Investment in Capital Assets	20,188	14,473
Unrestricted Net Position (Deficit)	(88,426)	(92,352)
Total Net Position (Deficit)	<u>\$ (68,238)</u>	<u>\$ (77,879)</u>

### Assets

- The Liquor Commission ended fiscal year 2022 with a total of \$84.7 million in current assets, including \$77.6 million in wine and spirits inventory for resale.
- The Liquor Commission's capital assets as of June 30, 2022, totaled \$175.9 million with accumulated depreciation and amortization of \$64.7 million leaving a net book value of \$111.2 million invested in capital assets. The investment in capital assets includes equipment, real property, computer software, software in progress, construction in progress, and capital lease assets.

During fiscal year 2022 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.

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


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**Liabilities**

- Total liabilities increased \$38.3 million or 17.2% from \$222.8 million in fiscal year 2021 to \$261.0 million in fiscal year 2022.
- Accounts payable decreased \$6.5 million or 8.4% due to timing of year-end liquor payables. Due to Other State Agencies increased \$7.3 million or 1,169% due to temporary borrowing for payments of liquor payables.
- Bonds payable at June 30, 2022 had a net increase of \$1.5 million from \$37.1 million at the prior year end to \$38.6 million due to a \$4.9 million of new bond issuances, less \$3.4 million of principal payments.
- Capital Lease Obligations increased \$57.9 million due to the implementation of a new accounting pronouncement GASB87.

	(Amounts in thousands)	
	<u>June 30, 2022</u>	<u>June 30, 2021</u>
Accounts Payable	70,773	\$ 77,276
Accrued Payroll	2,333	2,464
Due to Other State Agencies	7,904	623
Due to General Fund	4,303	5,457
Due to Capital Fund	442	3,432
Unearned Revenue	1,161	1,001
Bonds Payable	38,557	37,094
Capital Lease Obligations	57,890	-
Compensated Absences Payable & Uninsured Claims	4,950	5,939
Net Pension Liability	21,068	30,995
Other Postemployment Benefits Payable (OPEB)	51,540	58,332
Other Liabilities	122	141
Total Liabilities	<u>\$ 261,043</u>	<u>\$ 222,754</u>

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


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The following is a comparative statement of revenues, expenses and changes in net position for the fiscal years ended June 30, 2022 and 2021.

	(Amounts in thousands)	
	<b>FY 2022</b>	<b>FY 2021</b>
<b>Operating Revenues</b>		
Charges for Sales	\$ 755,334	\$ 786,397
<b>Operating Expenses</b>		
Cost of Sales	534,105	555,592
Administration	40,629	64,867
Amortization	11,789	-
Depreciation	2,569	2,881
Total Operating Expenses	<u>589,092</u>	<u>623,340</u>
Operating Income	<u>166,242</u>	<u>163,057</u>
<b>Nonoperating Revenues (Expenses)</b>		
Licenses	5,238	5,273
Beer Taxes	13,071	13,701
Miscellaneous	1,340	2,056
Interest on Capital Leases	(2,199)	-
Interest on Bonds	(1,495)	(1,636)
Total Nonoperating Revenues (Expenses)	<u>15,955</u>	<u>19,394</u>
Income Before Transfers	182,197	182,451
Distribution (Transfer) to:		
State General Fund	(153,491)	(163,927)
Alcohol Abuse Prevention & Treatment Fund (RSA 176:16 III)	(10,328)	(10,024)
Granite Advantage Health Care Trust Fund (RSA 126-AA:3, VI)	<u>(8,737)</u>	<u>(8,500)</u>
Change in Net Position	9,641	-
<i>Net Position (Deficit) - July 1</i>	<u>(77,879)</u>	<u>(77,879)</u>
<i>Net Position (Deficit) - June 30</i>	<u>\$ (68,238)</u>	<u>\$ (77,879)</u>

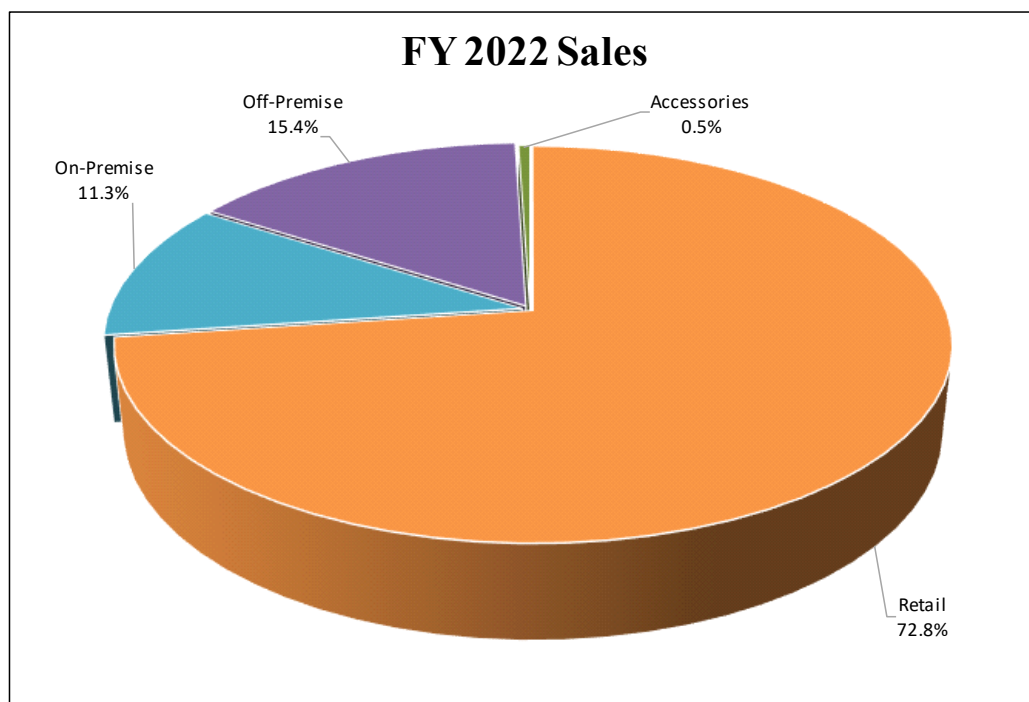
### Operating Revenue

The primary source of revenue for the Liquor Commission is derived from the retail and wholesale sales of wine, spirits, and accessories from the 68 outlet stores located throughout the State of New Hampshire as well as the two warehouse locations in Bow and Concord.

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

**Net Sales (Charges for Sales)**

Net sales decreased 4.0% or \$31.1 million over the previous year as a result of logistical staffing challenges resulting in reduced hours of operation and temporary and permanent store closures.



**Operating Expenses**

Cost of Sales consists of the cost of products sold plus the cost of transporting the products for sale to retail outlets.

Administrative operating expenses decreased 37.4% or \$24.2 million primarily due to negative \$14 million of Other Postemployment Benefit expense, \$3.8 million decrease in payroll and a \$5.9 million shift in expense from rent to amortization due to implementation of GASB 87.

**Nonoperating Revenues (Expenses)**

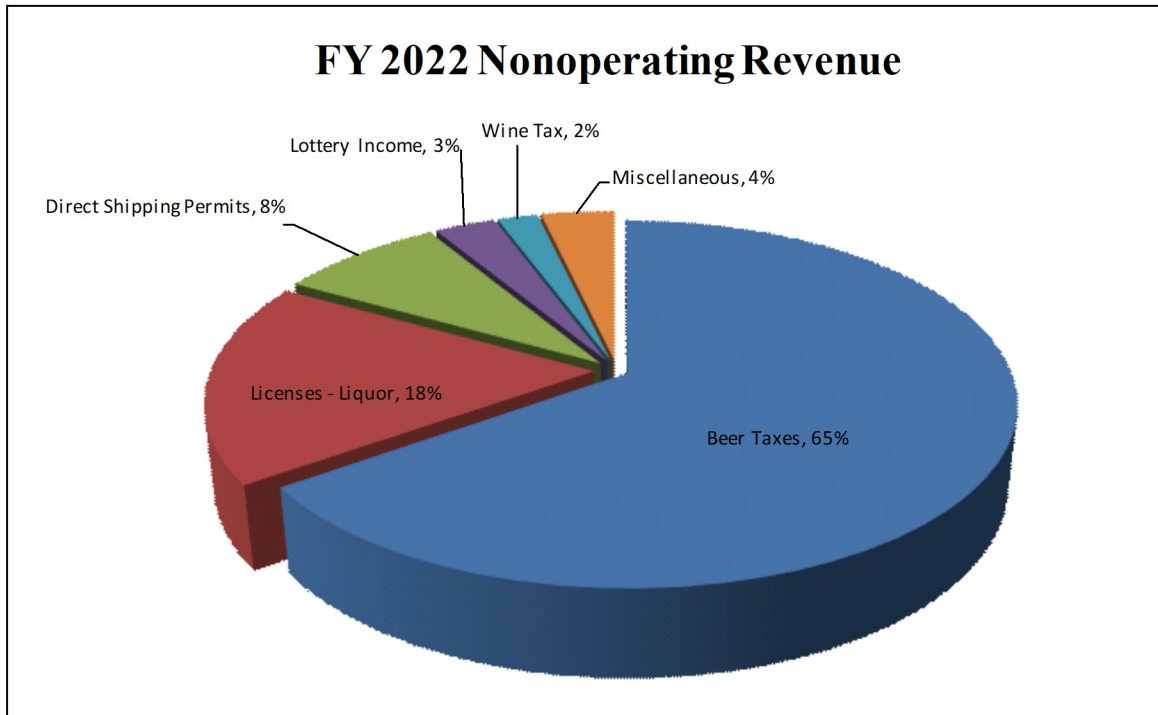
In addition, the Liquor Commission generates revenues from other sources including beer tax, beer permits, licensing, direct shipping permits, lottery sales and other miscellaneous revenue (grants, fines, fees, restitution and any gain or loss on the disposal of capital assets).

Interest on capital leases in the amount of \$2.2 million was reported for the first time in fiscal year 2022 due to implementation of GASB 87.

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

The beer tax has been relatively flat over the past decade decreasing only \$630 thousand or 4.6% 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 45-46 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 2022, the total net profit before transfers was \$182.2 million with the total net profit transfer of \$172.6 million. Of the amount transferred to the General Fund, \$10.3 million was transferred to Alcohol Abuse Prevention and Treatment Fund (RSA 176:16, III), and \$8.7 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](mailto:tina.demers@liquor.nh.gov)

**NEW HAMPSHIRE LIQUOR COMMISSION**  
**STATEMENT OF NET POSITION**  
**JUNE 30, 2022**  
**(Expressed in Thousands)**

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

Cash and Cash Equivalents (Note 2)	\$ -
Receivables (Net of Allowances for Uncollectibles)	7,028
Due from Other State Agencies	48
Inventories	77,648
Total Current Assets	84,724

**Noncurrent Assets:**

Capital Assets Not Being Depreciated or Amortized (Notes 3 & 9)	24,530
Capital Assets Being Depreciated or Amortized, Net (Notes 3 & 9)	86,698
Total Noncurrent Assets	111,228
Total Assets	195,952

Deferred Outflows of Resources (Notes 7 & 8)	16,965
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**LIABILITIES****Current Liabilities:**

Accounts Payable	70,773
Accrued Payroll	2,333
Due to Other State Agencies	7,904
Due to General Fund	4,303
Due to Capital Fund	442
Unearned Revenue	1,161
Bonds Payable (Note 5)	3,793
Accrued Interest Payable	122
Capital Leases (Note 9)	6,349
Compensated Absences Payable & Uninsured Claims (Note 4)	1,494
Total Current Liabilities	98,674

**Noncurrent Liabilities:**

Bonds Payable (Note 5)	34,764
Capital Leases (Note 9)	51,541
Compensated Absences Payable & Uninsured Claims (Note 4)	3,456
Net Pension Liability (Note 7)	21,068
Other Postemployment Benefits Payable (Note 7)	51,540
Total Noncurrent Liabilities	162,369
Total Liabilities	261,043

Deferred Inflows of Resources (Notes 7 & 8)	20,112
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**NET POSITION**

Net Investment in Capital Assets	20,188
Unrestricted Net Deficit	(88,426)
Total Net Deficit	\$ (68,238)

**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, 2022  
(Expressed in Thousands)**

**OPERATING REVENUES**

Charges for Sales (Note 10)	\$ 755,334
Total Operating Revenue	<u>755,334</u>

**OPERATING EXPENSES**

Cost of Sales	534,105
Administration	40,629
Amortization	11,789
Depreciation	<u>2,569</u>
Total Operating Expenses	<u>589,092</u>
Operating Income	<u>166,242</u>

**NONOPERATING REVENUES (EXPENSES)**

Licenses	5,238
Beer Taxes	13,071
Miscellaneous	1,340
Interest on Capital Leases	(2,199)
Interest on Bonds Payable	<u>(1,495)</u>
Total Nonoperating Revenues (Expenses)	<u>15,955</u>
Income Before Transfers	182,197
Distribution (Transfer) to:	
State General Fund	(153,491)
Alcohol Abuse Prevention & Treatment Fund (RSA 176:16, III)	(10,328)
Granite Advantage Health Care Trust Fund (RSA 126-AA:3, VI)	<u>(8,737)</u>
Change in Net Position	<u>9,641</u>

Net Position (Deficit) - July 1	<u>(77,879)</u>
Net Position (Deficit) - June 30	<u><u>\$ (68,238)</u></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, 2022  
(Expressed in Thousands)**

<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>	
Receipts from Customers	\$ 755,781
Receipts from Supplier Rebates	77,235
Payments to Employees	(34,534)
Payments to Suppliers	(631,683)
Payments for Interfund Services	(5,217)
Net Cash Provided by Operating Activities	<u>161,582</u>
<b>CASH FLOWS FROM NONCAPITAL AND RELATED FINANCING ACTIVITIES</b>	
Transfer to State General Fund	(154,646)
Transfer to Alcohol Abuse Prevention & Treatment Fund (RSA 176:16, III)	(10,328)
Transfer to Granite Advantage Health Care Trust Fund (RSA 126-AA:3, VI)	(8,737)
Temporary Loan from Other Funds	7,313
Other Income	1,742
Proceeds from Collection of Licenses and Beer Tax	18,309
Net Cash Used for Noncapital and Related Financing Activities	<u>(146,347)</u>
<b>CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES</b>	
Acquisition and Construction of Capital Assets	(10,150)
Capital Lease Payments	(5,940)
Interest on Capital Leases	(2,199)
Net Proceeds from Issuance of Bonds	4,923
Interest Paid on Bonds	(1,513)
Principal Paid on Bonds	(3,460)
Net Cash Used for Capital and Related Financing Activities	<u>(18,339)</u>
Net Decrease in Cash and Cash Equivalents	(3,104)
Cash and Cash Equivalents - July 1	<u>3,104</u>
Cash and Cash Equivalents - June 30	<u>\$ -</u>
<b>Reconciliation of Operating Income to Net Cash</b>	
<b>Provided by Operating Activities:</b>	
Operating Income	\$ 166,242
Adjustments to Reconcile Operating Income to Net Cash	
Provided (Used) by Operating Activities:	
Depreciation	2,569
Amortization	11,789
Change in Operating Assets and Liabilities:	
Decrease in Receivables	287
Decrease in Inventories	3,647
Decrease in Accounts Payable and Other Accruals	(7,623)
Increase in Unearned Revenue	160
Change in Postemployment Benefits Payable, Net of Deferrals	(13,985)
Change in Net Pension Liability, Net of Deferrals	(1,504)
Net Cash Provided by Operating Activities	<u>\$ 161,582</u>

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

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**NEW HAMPSHIRE LIQUOR COMMISSION  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE FISCAL YEAR ENDED JUNE 30, 2022**

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

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***A. Reporting Entity***

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

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

During fiscal year 2022 the Liquor Commission processed wholesale and retail sales from 68 owned and leased retail outlets 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.aspx>.

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, 2022 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

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

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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.

***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, 2022. 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 \$5.4 million.

***E. Inventories***

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

***F. Capital Assets***

Capital assets (excluding intangible right-to-use lease assets) 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

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

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expenses incurred, but for which no actual payment has yet been issued as of June 30, 2022.

***H. Accrued Payroll***

The accrued payroll represents payroll and related benefit costs incurred through June 30<sup>th</sup> and paid in July 2022.

***I. Due to Other State Agencies***

Amounts due to other state agencies as of June 30, 2022 consist \$7.1 million due to New Hampshire State Treasury as a result of temporary borrowing of cash from the State's available pooled cash; \$476,657 due to the Lottery Commission for lottery tickets sold at Liquor Stores; and \$278,793 due to the Department of Transportation for shared costs at the Hooksett rest area Welcome Centers.

***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

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

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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. Leases***

The Liquor Commission is a lessee for various noncancellable leases of buildings at forty-four of its locations. The Liquor Commission employs the use of leases to gain access to commercially viable retail locations.

**Short Term Leases**

For leases with a maximum possible term of twelve months or less at commencement, the Liquor Commission recognizes expenses based on the provisions of the lease contract.

**Leases Other than Short Term**

For all other leases (i.e. those that are not short term), the Liquor Commission recognizes a lease liability and an intangible right-to-use lease asset.

**Measurement of Lease Amounts**

At lease commencement, the Liquor Commission initially measures the lease liability at the present value of payments expected to be made during the lease term. Subsequently, the lease liability is reduced by the principal portion of the lease payments made. The lease asset is initially measured as the initial amount of the lease liability, less payments made at or before the lease commencement date, plus any initial direct costs ancillary to placing the underlying asset into service, less any incentives received at or before the lease commencement dates. Subsequently, the lease asset is amortized into amortization expense on a straight-line basis over the shorter of the lease term or the useful life of the underlying asset.

**Key Estimates and Judgements**

Key estimates and judgements include how the Liquor Commission determines (1) the discount rate it uses to calculate the present value of the expected lease (2) lease term, and (3) lease payments. The Liquor Commission uses its estimated incremental borrowing rate as the discount rate. The Liquor Commission's incremental borrowing rate for leases is based on the rate of interest it would need to pay under similar terms at the commencement or measurements date. The Liquor Commission determined its incremental borrowing rate to rates based on the average interest rate stated on general obligation bonds issued by the State of New Hampshire by fiscal year that coincides with lease commencement.

**Remeasurement of Lease Amounts**

The Liquor Commission monitors changes in circumstances that may require remeasurement of a lease. When certain changes occur that are expected to significantly affect the amount of a lease liability, the liability is

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

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remeasured and a corresponding adjustment is made to the lease liability and lease asset.

**Presentation in Statement of Net Position**

Lease assets are reported with capital assets and lease liabilities are reported with long-term debt in the statement of net position.

***O. 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 68 retail outlets located throughout the state, wholesale sales from the Liquor Commission warehouse in Concord and contracted warehouse in Bow, and through regulated direct deliveries of product from vendors to licensees.

**Cost of Sales:** The cost of sales includes the cost of products sold plus the cost of transporting the products for sale to retail outlets.

**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, amortization and depreciation.

**Nonoperating 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.

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

***P. 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.

***Q. Use of Estimates***

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

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

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(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.

***R. 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 and amortization, 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.

***S. Adoption of New Accounting Pronouncements***

During the fiscal year ended June 30, 2022, the Liquor Commission adopted the following new accounting standards issued by the Governmental Accounting Standards Board (GASB):

**GASB No. 87: *Leases*.** The objective of this Statement is to better meet the information needs of financial statement users by improving the accounting and financial reporting for leases by governments. It establishes a single model for lease accounting based on the foundational principle that leases are financings of the right to use an underlying asset. Under this Statement, a lessee is required to recognize a lease liability and an intangible right-to-use lease asset, and a lessor is required to recognize a lease receivable and a deferred inflow of resources.

**GASB No. 92: *Omnibus 2020*.** The objectives of this Statement are to enhance the comparability in accounting and financial reporting and to improve the consistency of authoritative literature by addressing practice issues that have been identified during implementation and application of certain GASB statements. Implementation of this standard did not have a material effect on the Liquor Commission's financial statements and prior period restatements are not applicable.

**GASB No. 93: *Replacement of Interbank Offered Rates*.** The objective of this Statement is to address the accounting and financial reporting effects that result from the replacement of interbank offered rates with other reference rates in order to preserve the reliability, relevance, consistency, and comparability of reported information. Implementation has no effect on the Liquor Commission.

**GASB No. 97: *Certain Component Unit Criteria, and Accounting and Financial Reporting for Internal Revenue Code Section 457 Deferred Compensation Plans*.** The primary objectives of this Statement are to (1) increase consistency and comparability related to the reporting of fiduciary component units in certain circumstances; (2) mitigate costs associated with the reporting of certain defined contribution pension plans, defined contribution other postemployment benefit (OPEB) plans, and employee benefit plans other than pension plans or OPEB plans (other employee benefit plans) as fiduciary component units in fiduciary fund financial statements; and (3) enhance the relevance, consistency, and comparability of the accounting and financial reporting for Internal Revenue Code (IRC) Section 457 deferred compensation plans (Section 457 plans) that meet the definition of a pension plan and for benefits provided through those plans. This standard was implemented during fiscal year 2022 and has no material effect on the Liquor Commission's financial statements.

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**NOTE 2 – Cash & Cash Equivalents**

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The Commission's reported \$0 cash position at June 30, 2022 was supported by \$7.1 million of temporary borrowing from available cash balances of other funds in the State's Treasury. As the Liquor Commission's reported cash balance was \$0, the Liquor Commission has no deposit or custodial credit risks at June 30, 2022.

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.

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, 2022, is presented below (in thousands):

	June 30, 2021	Additions	Disposal	Transfers	June 30, 2022
Capital Assets Not Being Depreciated:					
Land	\$ 1,984	\$ -	\$ -	\$ -	\$ 1,984
Construction in Progress	406	1,968	(65)	-	2,309
Software in Progress	17,939	2,623	(325)	-	20,237
Capital Assets Being Depreciated:					
Land Improvements	776	-	-	-	776
Buildings	32,278	-	-	-	32,278
Building Improvements	9,161	168	(55)	401	9,675
Leasehold Improvements	9,601	651	(107)	2,247	12,392
Equipment	10,198	1,755	(551)	(2,648)	8,754
Total Capital Assets	82,343	7,165	(1,103)	-	88,405
Less: Accumulated Depreciation					
Land Improvements	(607)	(11)	-	-	(618)
Buildings	(10,292)	(762)	-	-	(11,054)
Building Improvements	(4,297)	(455)	56	(372)	(5,068)
Leasehold Improvements	(2,751)	(527)	93	(2,243)	(5,428)
Equipment	(9,397)	(814)	546	2,615	(7,050)
Total Accumulated Depreciation	(27,344)	(2,569)	695	-	(29,218)
Net Capital Assets	\$ 54,999	\$ 4,596	\$ (408)	\$ -	\$ 59,187
Lease Assets, Net (Note 9)					52,041
Total Capital Assets, Net as Reported on the Statement of Net Position					\$ 111,228

### NOTE 4 – Noncurrent Liabilities

**Changes in Noncurrent Liabilities:** A summary of general obligation bonds payable, capital leases, uninsured claims and compensated absences payable, other postemployment benefits payable, and net pension liability activity for the year ended June 30, 2022 is presented below (in thousands):

	June 30, 2021	Increases	Decreases	June 30, 2022	Current	Noncurrent
General Obligation Bonds Payable	\$ 37,094	\$ 4,923	\$ (3,460)	\$ 38,557	\$ 3,793	\$ 34,764
Capital Leases	-	87,490	(29,600)	57,890	6,349	51,541
Uninsured Claims & Compensated						
Absences Payable	5,939	-	(989)	4,950	1,494	3,456
Other Postemployment Benefits Payable	58,332	7,365	(14,157)	51,540	-	51,540
Net Pension Liability	30,995	1,141	(11,068)	21,068	-	21,068
Total	\$ 132,360	\$ 100,919	\$ (59,274)	\$ 174,005	\$ 11,636	\$ 162,369

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**NOTE 5 – Bonds Payable**

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**Bonds Authorized and Unissued:**

Bonds authorized and unissued amounted to \$15.4 million as of June 30, 2022. The proceeds of the bonds are restricted for completion of the warehouse and headquarters' roof and parking lot, 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 March 24, 2022, the State issued \$59.0 million of general obligation Capital Improvement bonds. This bond issue allotted \$4.9 million to the Liquor Commission for projects that include the new Portsmouth and Hampton stores, point-of-sale and back office system, headquarters and warehouse roof, and signage at various outlet stores. As of June 30, 2022, the remaining principal balance of this bond is \$4.9 million.

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. As of June 30, 2022, the remaining principal balance of the bond is \$1.1 million.

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, 2022, the remaining principal balance of this bond is \$1.4 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, 2022, the remaining principal balance of this bond is \$4.7 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, 2022, the remaining principal balance of this bond is \$8.7 million.

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, 2022, the remaining principal balance of this bond is \$7.1 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, 2022, the remaining principal balance of this bond is \$0.1 million.

**NOTE 5 – Bonds Payable (continued)**

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, 2022, the remaining principal balance of this bond is \$4.0 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, 2022, the remaining principal balance of this bond is \$2.9 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, 2022, the remaining principal balance of this bond is \$3.6 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 5.0%. 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
2023	\$ 3,793	\$ 1,585	\$ 5,378
2024	3,162	1,454	4,616
2025	2,964	1,317	4,281
2026	2,844	1,181	4,025
2027	2,684	1,047	3,731
2028-2032	11,786	3,525	15,311
2033-2037	8,242	1,415	9,657
2038-2042	3,082	228	3,310
Total	\$ 38,557	\$ 11,752	\$ 50,309

**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

**NOTE 6 – Risk Management Insurance (continued)**

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, 2022 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, 2021 and 2022 (in thousands):

June 30, 2020			June 30, 2021			June 30, 2022		
Balance	Increases	Decreases	Balance	Increases	Decreases	Balance	Current	Noncurrent
\$ 2,945	\$ 1,833	\$ (1,050)	\$ 3,728	\$ 176	\$ (1,070)	\$ 2,834	\$ 1,244	\$ 1,590

**NOTE 7 – Employee Benefits 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

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**Employee Benefits Plans (continued)**

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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  $\frac{1}{60}$  (1.667%) of average final compensation multiplied by years of creditable service ( $\frac{1}{66}$  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  $\frac{1}{66}$  (1.515%) of AFC multiplied by years of creditable service.

Members in service with 10 or more years creditable service who are between age 50 and 60 or members in service with at least 20 or more years of service, whose combination of age and service is 70 or more, are entitled to a retirement allowance with appropriate graduated reduction based on years of creditable service.

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

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

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

Pursuant to RSA 100-A:52, RSA 100-A:52-a and RSA 100-A:52-b, 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 Plans (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 NHRS’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, 2022 was \$2.8 million, an increase of \$0.4 million from June 30, 2021. Included in these contributions for fiscal year 2022 is an amount of postemployment benefits of \$170 thousand, down from \$231 thousand in fiscal year 2021. The Liquor Commission’s payments for normal contribution costs for fiscal year 2022 amounted to 14.53% and 33.88% of the covered payroll for its Group I employees and Group II law enforcement officers, respectively, which included 0.78% and 3.21% 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, 2022, the Liquor Commission reported a liability of \$21.1 million for its proportionate share of the net pension liability of the NHRS. This net pension liability was measured as of June 30, 2021, and the total pension liability used to calculate the net pension liability was determined by an actuarial valuation as of June 30, 2020, with update procedures used to roll the total pension liability forward to June 30, 2021. The State’s proportion of the net pension liability was based on the State’s share of contributions to NHRS 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 (2.5761%), based on percentage of pension plan contributions. For the year ended June 30, 2022, the Liquor Commission recognized pension expense of \$1.1 million, related to pension liability.

As of June 30, 2022, 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
	<u>          </u>	<u>          </u>
Net difference between projected and actual earnings on pension plan investments	\$ -	\$ (5,892)
Differences between expected and actual experience	590	(221)
Change in actuarial assumptions	2,201	-
Changes in employer proportion	166	(581)
Change in employer proportion (entity)	36	(205)
Contributions subsequent to the measurement date	2,657	-
Total	<u>\$ 5,650</u>	<u>\$ (6,899)</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, 2023. 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
2023	\$ (823)
2024	(445)
2025	(635)
2026	(2,003)
Total	<u>\$ (3,906)</u>

**Actuarial Assumptions.** The Plan total pension liability, measured as of June 30, 2021, was determined by a roll forward of the actuarial valuation as of June 30, 2020, 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, 2020 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	2021 Weighted Average Long-Term Expected Geometric Real Rate of Return
Large Cap Equities	22.50%	6.46%
Small/Mid Cap Equities	7.50%	1.14%
Total Domestic Equity	<u>30.00%</u>	
International Equities (unhedged)	14.00%	5.53%
Emerging International Equities	6.00%	2.37%
Total International Equity	<u>20.00%</u>	
Core US Fixed Income	25.00%	3.60%
Total Fixed Income	<u>25.00%</u>	
Private Equity	10.00%	8.85%
Private Debt	5.00%	7.25%
Total Alternative Investments	<u>15.00%</u>	
Real Estate	10.00%	6.60%
Total Real Estate Investments	<u>10.00%</u>	
Total	<u><u>100.00%</u></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 NHRS 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 NHRS’s fiduciary net position was projected to be available to make all projected future benefit payments to current NHRS 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 NHRS’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, 2021 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%
\$ 30.1	\$ 21.1	\$ 13.5



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**NOTE 7 – Employee Benefits Plan (continued)**

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**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 benefit 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, a single-employer group health fund, which is the State’s self-insurance internal service fund 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 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 \$51.5 million was measured as of June 30, 2021, and was determined by an actuarial valuation as of December 31, 2020, 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 2.52%, which was a decrease of .10 basis points from its proportion measured as of the previous measurement date. The OPEB expense for FY22 is a negative \$14 million.

**NOTE 7 – Employee Benefits Plan (continued)**

**Actuarial Assumptions and Other Inputs:** The total Non Trusted OPEB liability as of June 30, 2021 was measured by an actuarial valuation as of December 31, 2020 using the following actuarial assumptions and other inputs, applied to all periods included in the measurement, unless otherwise specified:

<b>Wage Inflation</b>	2.75%
<b>Salary Increases</b>	Group I employees: 14.75% decreasing over 12 years to an ultimate level of 3.25% Group II Police employees: 27.75% decreasing over 8 years to an ultimate level of 4.25%
<b>Discount Rate</b>	2.16% as of June 30, 2021 and 2.21% as of June 30, 2020
<b>Healthcare Cost Trend Rates</b>	<i>Medical:</i> Non-Medicare: 0.0% for one year, then 5.5% decreasing by 0.25% each year to an ultimate level of 4.5% per year Medicare: N/A through contract period, then 4.5% per year

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 (noted at Discount Rate above). This determination is in accordance with GASB Statement No 75.

Changes in assumptions reflect 1) the discount rate was decreased to 2.16%, 2) the trend assumptions were revised to reflect known changes in claims experience and future expectations, 3) per capita health costs and administrative expenses were recalculated based on more recent data.

Changes in plan provisions include costs that reflect the new contract with Aetna for administration of The Medicare Advantage Plan effective January 1, 2021 through December 31, 2023.

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 30, 2019.

**NOTE 7 – Employee Benefits Plan (continued)**

*Sensitivity of the total Non Trusted OPEB Plan 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 Plan liability measured at June 30, 2021 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	Current Discount Rate	1% Increase
\$ 61.6	\$ 51.5	\$ 43.6

*Sensitivity of the total Non Trusted OPEB Plan 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 Plan 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 Plan liability measured at June 30, 2021 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
\$ 42.4	\$ 51.5	\$ 63.6

**OPEB Expense and Deferred Outflows of Resources and Deferred Inflows of Resources Related to OPEB**

For the year ended June 30, 2022, the Liquor Commission recognized OPEB expense of negative \$14 million. As of June 30, 2022, the Liquor Commission reported \$11.3 million from deferred outflows and \$13.2 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	\$ -	\$ (1,233)
Changes in assumptions	10,501	(7,058)
Changes in employer proportion	-	(4,922)
Contributions subsequent to the measurement date	814	-
<b>Total</b>	<b>\$ 11,315</b>	<b>\$ (13,213)</b>

**NOTE 7 – Employee Benefits Plan (continued)**

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, 2023. 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	\$ (4,175)
2023	(680)
2024	1,551
2025	592
2026	-
Total	<u>\$ (2,712)</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):

	<u>June 30, 2022</u>
<b>Deferred outflows of resources:</b>	
New Hampshire Retirement System Pension	\$ 5,650
Non Trusted OPEB Plan	11,315
<b>Total deferred outflows of resources</b>	<u>\$ 16,965</u>
<b>Deferred inflows of resources:</b>	
New Hampshire Retirement System Pension	\$ (6,899)
Non Trusted OPEB Plan	(13,213)
<b>Total deferred inflows of resources</b>	<u>\$ (20,112)</u>

**NOTE 9 – Leases***Capital Leases*

As discussed in Note 1N, the Liquor Commission is a lessee for various non-cancellable leases of buildings.

**NOTE 9 – Leases (continued)**

A summary of lease asset activity during the year ended June 30, 2022 as follows (in thousands):

	Beginning Balance	Increases	Remeasurements	Decreases	Ending Balance
Lease Assets:					
Buildings	\$ -	\$ 87,490	\$ -	\$ -	\$ 87,490
Total	-	87,490	-	-	87,490
Less accumulated amortization for:					\$ -
Buildings	-	(35,449)	-	-	(35,449)
Total Accumulated Amortization	-	(35,449)	-	-	(35,449)
Total Liquor Commission	\$ -	\$ 52,041	\$ -	\$ -	\$ 52,041

**Capital Lease Obligations:** Payments of existing capital lease obligations grouped by fiscal year are listed below. Anticipated source of payments is Liquor Commission funds:

Payable June 30	Principal	Interest	Total
2023	\$ 6,350	\$ 2,125	\$ 8,475
2024	6,182	1,872	8,054
2025	5,958	1,628	7,586
2026	4,815	1,412	6,227
2027	3,380	1,251	4,631
2028-2032	14,322	4,477	18,799
2033-2037	10,407	2,116	12,523
2038-2042	5,716	487	6,203
2043-2047	760	41	801
Total	\$ 57,890	\$ 15,409	\$ 73,299

**NOTE 10 – Sales Revenue**

Sales revenue is reported net of discounts and bank and credit card fees. For the fiscal year ended June 30, 2022, the Commission's reported operating revenues of \$755.3 million which were net of \$15.7 million of discounts, bank fees, and credit card fees.

**REQUIRED SUPPLEMENTARY INFORMATION (Unaudited)**

<b>Required Supplementary Information (Unaudited)</b>									
<b>INFORMATION ABOUT THE NEW HAMPSHIRE RETIREMENT SYSTEM PLAN</b>									
<b>Schedule of the Liquor Commission's Proportionate Share of the Net Pension Liability</b>									
(dollars in thousands)									
	<b>June 30,</b>								
	<b>2022</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
Liquor's Proportion of the Net Pension Liability	0.48%	0.48%	0.49%	0.48%	0.52%	0.52%	0.51%	0.50%	
Liquor's Proportionate Share of the Net Pension Liability	\$ 21,068	\$ 30,995	\$ 23,464	\$ 22,984	\$ 25,425	\$ 27,540	\$ 20,141	\$ 18,641	
Liquor's Covered-Employee Payroll	\$ 16,726	\$ 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	125.96%	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	72.22%	58.72%	65.59%	64.73%	62.66%	58.30%	65.47%	66.32%	
Note: The amounts presented were determined as of and for the measurement periods ended June 30, 2021, 2020, 2019, 2018, 2017, 2016, 2015, 2014									
<i>Schedule is intended to show 10 years. Additional years will be added as they become available.</i>									
<b>Schedule of Liquor Commission's Contributions</b>									
(dollars in thousands)									
	<b>June 30,</b>								
	<b>2022</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
Required Liquor Contribution	\$ 2,657	\$ 2,198	\$ 2,165	\$ 2,140	\$ 2,030	\$ 1,890	\$ 1,850	\$ 1,700	\$ 1,612
Actual Liquor Contributions	\$ 2,657	\$ 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	\$ 16,976	\$ 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	15.65%	13.02%	13.08%	13.29%	12.95%	12.09%	12.95%	11.93%	11.93%
<i>Schedule is intended to show 10 years. Additional years will be added as they become available.</i>									

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,					
	2022	2021	2020	2019	2018	2017
Liquor's Proportion of the total OPEB Liability	2.52%	2.62%	2.77%	2.78%	2.82%	2.86%
Liquor's Proportionate Share of the total OPEB Liability	\$ 51,540	\$ 58,332	\$ 49,734	\$ 53,078	\$ 62,905	\$ 82,149
Liquor's Covered-Employee Payroll	\$ 16,726	\$ 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	308.15%	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:

2021	2.16%
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, 2021, 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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# Summer FUN



## STATISTICAL SECTION



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# NEW HAMPSHIRE LIQUOR COMMISSION

## STATEMENT OF NET POSITION

JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

(Expressed in thousands)

			Comparative	
			Increase / (Decrease)	
	June 30, 2022	June 30, 2021	\$	%
<b>ASSETS:</b>				
<b>CURRENT ASSETS</b>				
Cash	\$ -	\$ 3,104	\$ (3,104)	-
Receivables (Net of Allowances for Uncollectibles)	7,028	7,315	(287)	(3.92)
Due from Other State Agencies	48	80	(32)	(40.00)
Inventories	77,648	81,295	(3,647)	(4.49)
Total Current Assets	84,724	91,794	(7,070)	(7.70)
<b>NONCURRENT ASSETS</b>				
Land and Land Improvements	2,759	2,760	(1)	(0.04)
Buildings and Building Improvements	41,952	41,439	513	1.24
Construction in Progress	2,309	406	1,903	468.72
Leasehold Improvements	12,393	9,601	2,792	29.08
Software in Progress	20,237	17,939	2,298	12.81
Equipment	8,755	10,198	(1,443)	(14.15)
Capital Lease Assets	87,490	-	87,490	-
Less Allowance for Depreciation	(29,218)	(27,344)	(1,874)	6.85
Less Allowance on Capital Leases	(35,449)	-	(35,449)	-
Net Capital Assets	111,228	54,999	56,229	102.24
Total Noncurrent Assets	111,228	54,999	56,229	102.24
<b>TOTAL ASSETS</b>	195,952	146,793	49,159	33.49
Deferred Outflows of Resources	16,965	16,925	40	0.24
<b>LIABILITIES:</b>				
<b>CURRENT LIABILITIES</b>				
Accounts Payable	70,773	77,276	(6,503)	(8.42)
Accrued Payroll	2,333	2,464	(131)	(5.32)
Due to Other State Agencies	7,904	623	7,281	1168.70
Due to General Fund	4,303	5,457	(1,154)	(21.15)
Due to Capital Fund	442	3,432	(2,990)	(87.12)
Unearned Revenue	1,161	1,001	160	15.98
Bonds Payable	3,793	3,460	333	9.62
Accrued Interest Payable	122	141	(19)	(13.48)
Compensated Absences Payable & Uninsured Claims	1,494	1,150	344	29.91
Capital Lease Obligation - ST	6,349	-	6,349	-
Total Current Liabilities	98,674	95,004	3,670	3.86
<b>NONCURRENT LIABILITIES</b>				
Bonds Payable	34,764	33,634	1,130	3.36
Capital Lease Obligation -LT	51,541	-	51,541	-
Compensated Absences Payable & Uninsured Claims	3,456	4,789	(1,333)	(27.83)
Net Pension Liability	21,068	30,995	(9,927)	(32.03)
Other Postemployment Benefits Payable	51,540	58,332	(6,792)	(11.64)
Total Noncurrent Liabilities	162,369	127,750	34,619	27.10
<b>TOTAL LIABILITIES</b>	261,043	222,754	38,289	17.19
Deferred Inflow of Resources	20,112	18,843	1,269	6.73
<b>NET POSITION</b>				
Net Investments in Capital Assets	20,188	14,473	5,715	39.49
Unrestricted Net Position (Deficit)	(88,426)	(92,352)	3,926	(4.25)
Total Net Position (Deficit)	\$ (68,238)	\$ (77,879)	\$ 9,641	(12.38)

# NEW HAMPSHIRE LIQUOR COMMISSION

## COMMONSIZE COMPARATIVE INCOME STATEMENT

FISCAL YEAR ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

	July 01, 2021 through June 30, 2022	July 01, 2020 through June 30, 2021	Commonsize %      % FY 22    FY 21		Comparative Increase / (Decrease) \$              %	
<b>SALES</b>						
Sales - Retail	\$ 561,590,754	\$ 606,683,252	74.35	77.15	\$ (45,092,498)	(7.43)
Sales - On-Premise	86,987,419	67,627,776	11.52	8.60	19,359,643	28.63
Sales - Off-Premise	118,446,416	122,747,358	15.68	15.61	(4,300,942)	(3.50)
Sales - Accessories	4,047,314	4,090,175	0.54	0.52	(42,861)	(1.05)
<b>Total Sales</b>	<b>771,071,903</b>	<b>801,148,561</b>	<b>102.08</b>	<b>101.88</b>	<b>(30,076,658)</b>	<b>(3.75)</b>
Credit Card Fees, Etc.	(15,737,773)	(14,751,594)	(2.08)	(1.88)	986,179	6.69
Net Sales	755,334,130	786,396,967	100.00	100.00	(31,062,837)	(3.95)
<b>COST OF SALES</b>						
Stock in Trade - Liquor	528,778,343	550,342,035	70.01	69.98	(21,563,692)	(3.92)
Merchandise	2,731,431	2,765,707	0.36	0.35	(34,276)	(1.24)
Transportation of Liquor	2,186,025	2,177,521	0.29	0.28	8,505	0.39
Shipping & Handling Fees	407,132	304,797	0.05	0.04	102,336	33.58
Bad Debt Expense	1,606	1,733	0.00	0.00	(127)	(7.33)
<b>Total Cost of Sales</b>	<b>534,104,537</b>	<b>555,591,792</b>	<b>70.71</b>	<b>70.65</b>	<b>(21,487,255)</b>	<b>(3.87)</b>
<b>Gross Profit From Sales</b>	<b>221,229,593</b>	<b>230,805,175</b>	<b>29.29</b>	<b>29.35</b>	<b>(9,575,583)</b>	<b>(4.15)</b>
<b>OTHER REVENUES</b>						
Licenses - Liquor	3,599,095	3,473,074	0.48	0.44	126,021	3.63
Direct Shipping Permits	1,638,753	1,800,282	0.22	0.23	(161,529)	(8.97)
Grants	372,581	340,382	0.05	0.04	32,199	9.46
Lottery Income	609,648	627,637	0.08	0.08	(17,989)	(2.87)
Liquor Rep Fees	23,792	22,125	0.00	0.00	1,667	7.53
Check & Administrative Fines	88,717	33,116	0.01	0.00	55,601	167.90
ATM Transaction Fees	3,012	2,553	0.00	0.00	459	17.98
Processing/Investigation Fees	71,126	65,454	0.01	0.01	5,672	8.67
Wine Tax	404,329	390,626	0.05	0.05	13,703	3.51
Miscellaneous	168,984	1,554,036	0.02	0.20	(1,385,052)	(89.13)
<b>Total Other Revenues</b>	<b>6,980,037</b>	<b>8,309,285</b>	<b>0.92</b>	<b>1.06</b>	<b>(1,329,248)</b>	<b>(16.00)</b>
<b>Total Gross Profit</b>	<b>\$ 228,209,630</b>	<b>\$ 239,114,460</b>	<b>30.21</b>	<b>30.41</b>	<b>\$ (10,904,831)</b>	<b>(4.56)</b>

# NEW HAMPSHIRE LIQUOR COMMISSION

## COMMONSIZE COMPARATIVE INCOME STATEMENT

FISCAL YEAR ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

	July 01, 2021 through June 30, 2022	July 01, 2020 through June 30, 2021	Commonsize %      % FY 22    FY 21		Comparative Increase / (Decrease) \$                      %	
<b>OPERATING EXPENSES</b>						
<b>Total Operating Expenses</b>	\$ 54,987,454	\$ 67,748,537	7.28	8.62	\$(12,761,083)	(18.84)
Net Profit from Liquor Operations	173,222,176	171,365,923	22.93	21.79	1,856,253	1.08
Beer Taxes	13,071,048	13,700,944	1.73	1.74	(629,896)	(4.60)
Loss on Disposal of Capital Asset	(402,790)	(979,760)	(0.05)	(0.12)	576,970	(58.90)
Interest Expense	(3,693,526)	(1,635,538)	(0.49)	(0.21)	(2,057,988)	(125.83)
<b>Total Net Profit</b>	182,196,908	182,451,569	24.12	23.20	(254,661)	(0.14)
Distributions (Transfer) to State General Fund	(153,491,309)	(163,927,268)	(20.32)	(20.85)	10,435,959	6.37
Alcohol Abuse Prevention & Treatment Fund (RSA 176:16 III)	(19,065,116)	(18,524,299)	(2.52)	(2.36)	(540,817)	(2.92)
<b>Change in Net Position</b>	9,640,483	-	1.28	-	9,640,483	-
<b>Net Position July 1</b>	(77,878,530)	(77,878,530)	(10.31)	(9.90)	-	-
<b>Net Position (Deficit) June 30</b>	\$ (68,238,047)	\$ (77,878,530)	(9.03)	(9.90)	\$ 9,640,483	12.38

# NEW HAMPSHIRE LIQUOR COMMISSION

## FIVE YEAR COMPARATIVE INCOME STATEMENT

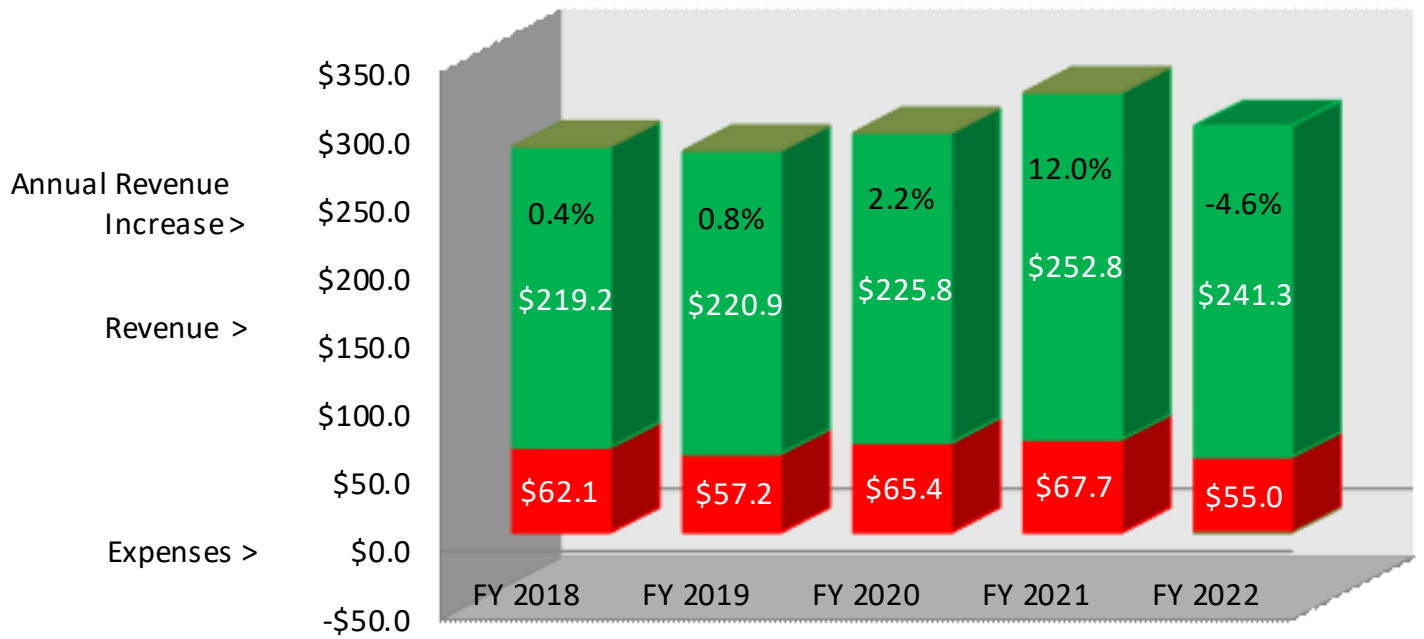
FY 2018 thru FY 2022 (unaudited)

(Expressed in thousands)

	FY 2022	FY 2021	FY 2020	FY 2019	FY 2018
<b><u>SALES</u></b>					
Sales - Retail	\$ 561,591	\$ 606,683	\$ 585,648	\$ 540,059	\$ 525,443
Sales - On-Premise	86,988	67,628	62,841	78,383	74,882
Sales - Off-Premise	118,446	122,747	113,982	108,522	110,037
Sales - Accessories	4,047	4,090	3,162	2,172	2,052
<b>Total Sales</b>	<b>771,072</b>	<b>801,149</b>	<b>765,633</b>	<b>729,136</b>	<b>712,414</b>
Less Discounts, CC fees, Etc	(15,738)	(14,752)	(26,042)	(23,059)	(20,560)
<b>Net Sales</b>	<b>755,334</b>	<b>786,397</b>	<b>739,591</b>	<b>706,077</b>	<b>691,854</b>
Cost of Goods Sold	534,105	555,592	533,027	505,591	491,098
<b>Gross Profit from Sales</b>	<b>221,229</b>	<b>230,805</b>	<b>206,564</b>	<b>200,486</b>	<b>200,756</b>
<b><u>OTHER REVENUES</u></b>					
Liquor and Wine Licenses	3,599	3,473	3,438	5,070	3,342
Liquor Rep Fees	24	22	23	34	21
Lottery Income	610	628	533	599	578
Grants	373	340	274	310	220
Miscellaneous	2,375	3,846	1,801	1,537	1,405
<b>Total Other Revenues</b>	<b>6,981</b>	<b>8,309</b>	<b>6,069</b>	<b>7,550</b>	<b>5,566</b>
<b>Total Gross Profit</b>	<b>228,210</b>	<b>239,114</b>	<b>212,633</b>	<b>208,036</b>	<b>206,322</b>
<b><u>OPERATING EXPENSES</u></b>					
<b>Total Operating Expenses</b>	<b>54,987</b>	<b>67,749</b>	<b>65,354</b>	<b>57,231</b>	<b>62,054</b>
<b>Net Profit Liquor Operations</b>	<b>173,223</b>	<b>171,366</b>	<b>147,279</b>	<b>150,805</b>	<b>144,268</b>
Beer Taxes	13,071	13,701	13,176	12,836	12,828
Gain or (Loss) on Capital Assets	(403)	(980)	(850)	(425)	(34)
Interest/Amortization Expense	(3,694)	(1,636)	(1,505)	(1,190)	(1,044)
<b>TOTAL NET PROFIT</b>	<b>\$ 182,197</b>	<b>\$ 182,452</b>	<b>\$ 158,100</b>	<b>\$ 162,026</b>	<b>\$ 156,019</b>

# NEW HAMPSHIRE LIQUOR COMMISSION

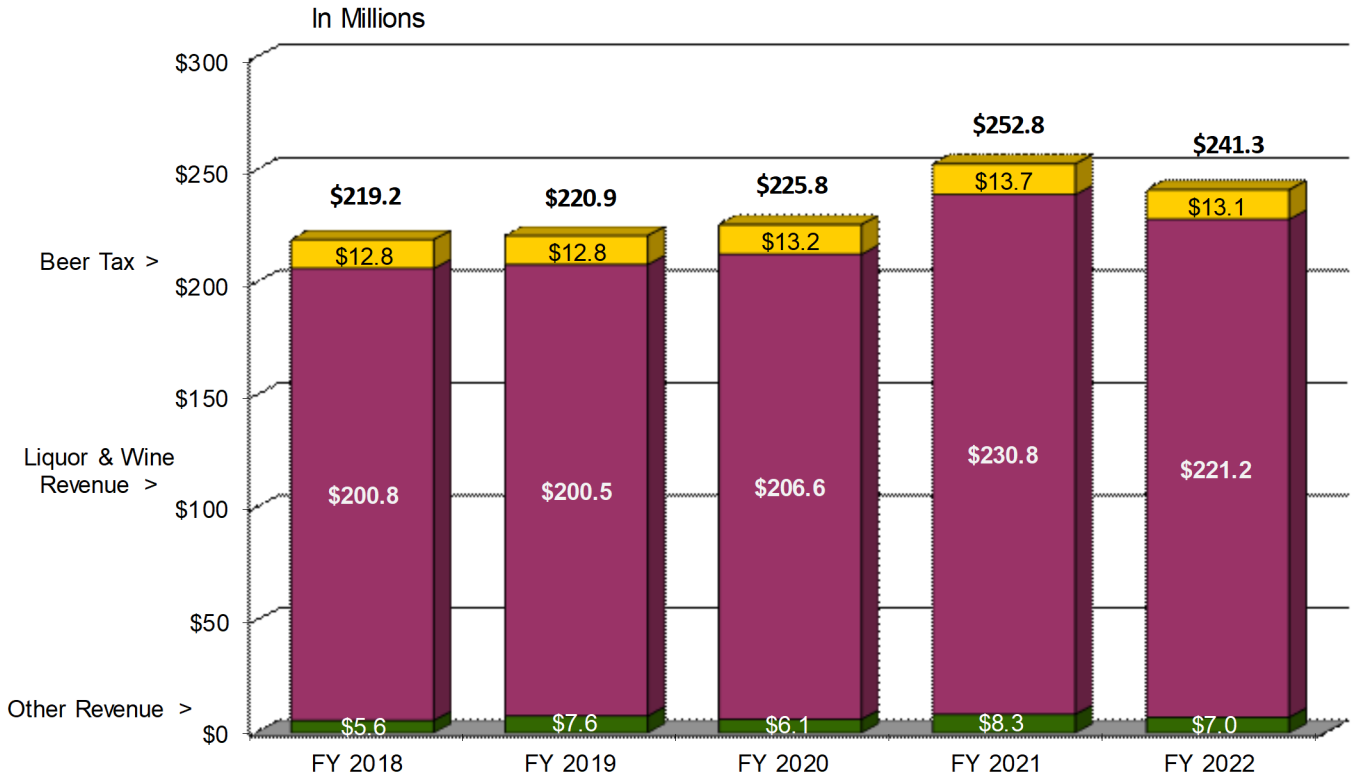
## REVENUE AND EXPENSES FY 2018 TO FY 2022 (unaudited)



(Millions)	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Revenues	\$219.2	\$220.9	\$225.8	\$252.8	\$241.3
Expenses	\$62.1	\$57.2	\$65.4	\$67.7	\$55.0

# NEW HAMPSHIRE LIQUOR COMMISSION

## REVENUE BREAKDOWN FY 2018 TO FY 2022 (unaudited)



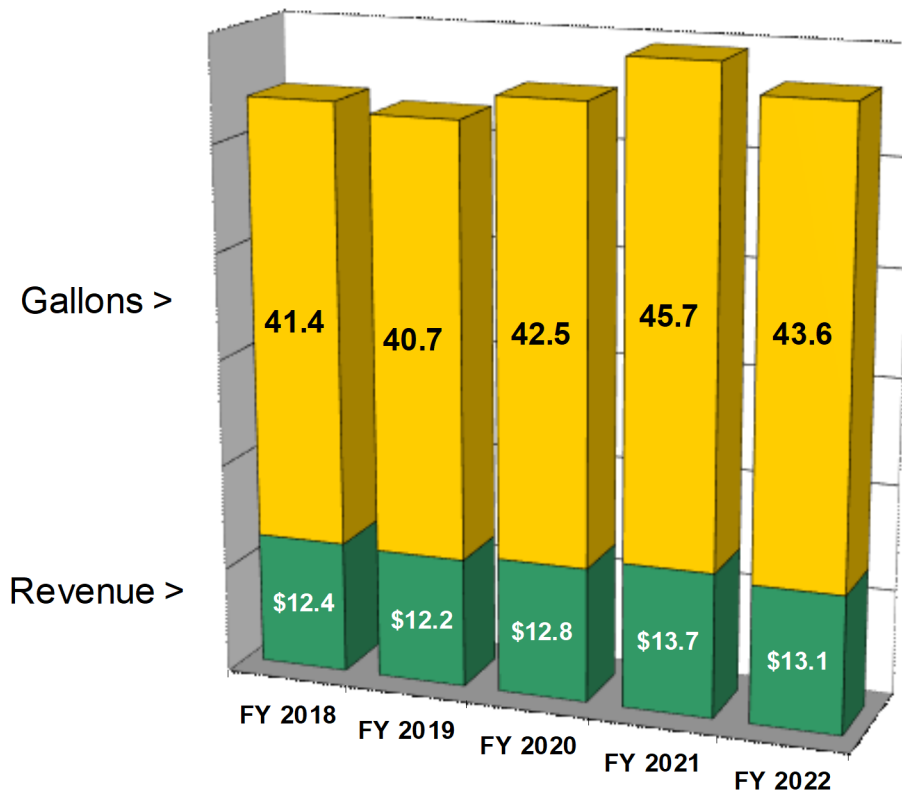
<b>Revenues</b> (millions)	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Beer Tax	\$12.8	\$12.8	\$13.2	\$13.7	\$13.1
Liquor & Wine Revenue	\$200.8	\$200.5	\$206.6	\$230.8	\$221.2
Other Revenue	\$5.6	\$7.6	\$6.1	\$8.3	\$7.0
<b>Total Revenue</b>	<b>\$219.2</b>	<b>\$220.9</b>	<b>\$225.8</b>	<b>\$252.8</b>	<b>\$241.3</b>



# NEW HAMPSHIRE LIQUOR COMMISSION

## BEER REVENUE AND GALLONAGE FY 2018 TO FY 2022

(unaudited)



Beer Tax (millions)	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Gallons	41.4	40.7	42.5	45.7	43.6
Revenue	\$12.4	\$12.2	\$12.8	\$13.7	\$13.1

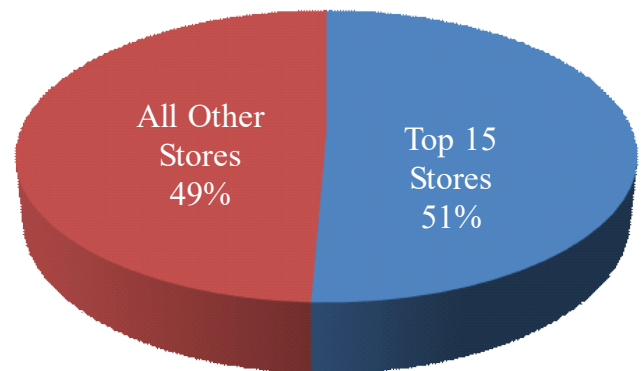
# NEW HAMPSHIRE LIQUOR COMMISSION TOP 15 RETAIL OUTLET LOCATIONS (unaudited)

FISCAL YEAR ENDED JUNE 30, 2022

(expressed in millions)



Rank	Location (Store #)	Sales in	
		Millions	Cumulative
1	PORTSMOUTH * (#38)	\$34.5	\$34.5
2	NASHUA (#50)	\$29.0	\$63.5
3	HAMPTON-NO * (#76)	\$28.7	\$92.2
4	SALEM (#34)	\$28.4	\$120.6
5	HAMPTON-SO * (#73)	\$21.4	\$142.0
6	NASHUA * (#69)	\$20.0	\$162.0
7	HOOKSETT-NO * (#66)	\$18.5	\$180.5
8	W. LEBANON (#60)	\$18.5	\$199.0
9	SEABROOK (#41)	\$16.8	\$215.8
10	BEDFORD (#55)	\$16.7	\$232.5
11	LONDONDERRY (#74)	\$16.5	\$249.0
12	MANCHESTER (#10)	\$15.7	\$264.7
13	HOOKSETT-SO * (#67)	\$14.0	\$278.7
14	KEENE * (#15)	\$13.6	\$292.3
15	TRI-CITY (#13)	\$13.6	\$305.9



*\*State-owned locations*

# NEW HAMPSHIRE LIQUOR COMMISSION

## Sales Summary by Type

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

	FY 2022				FY 2021				FY22 vs FY21			
	Sales		Bottles		Sales		Bottles		Sales		Bottles	
SPIRITS	\$	%		%	\$	%		%	\$	%		%
Retail	\$ 383,185,962	85%	27,144,302	90%	\$ 419,048,659	88%	28,332,799	91%	\$ (35,862,697)	-9%	(1,188,497)	-4%
On-Premise	62,215,849	14%	2,851,165	9%	49,945,113	11%	2,353,508	8%	12,270,736	25%	497,657	21%
Off-Premise	2,537,179	1%	408,431	1%	2,783,616	1%	429,526	1%	(246,437)	-9%	(21,095)	-5%
TOTAL	447,938,990	100%	30,403,898	100%	471,777,388	100%	31,115,833	100%	(23,838,398)	-5%	(711,935)	-2%
<b>% of Business</b>	<b>59%</b>		<b>52%</b>		<b>60%</b>		<b>51%</b>					
<b>WINE</b>												
Retail	173,165,919	55%	12,760,931	44%	183,077,071	57%	13,872,269	46%	(9,911,152)	-5%	(1,111,338)	-8%
On-Premise	24,532,164	8%	2,206,659	8%	17,482,727	5%	1,636,000	6%	7,049,437	40%	570,659	35%
Off-Premise	115,908,647	37%	13,594,887	48%	119,963,573	38%	14,053,238	48%	(4,054,926)	-3%	(458,351)	-3%
TOTAL	313,606,730	100%	28,562,477	100%	320,523,371	100%	29,561,507	100%	(6,916,641)	-2%	(999,030)	-3%
<b>% of Business</b>	<b>41%</b>		<b>48%</b>		<b>40%</b>		<b>49%</b>					
<b>TOTAL</b>												
Retail	556,351,881	73%	39,905,233	67%	602,125,730	76%	42,205,068	69%	(45,773,849)	-8%	(2,299,835)	-5%
On-Premise	86,748,013	11%	5,057,824	9%	67,427,840	8%	3,989,508	7%	19,320,173	29%	1,068,316	27%
Off-Premise	118,445,826	16%	14,003,318	24%	122,747,189	15%	14,482,764	24%	(4,301,363)	-4%	(479,446)	-3%
<b>SUB-TOTAL</b>	<b>761,545,720</b>	<b>100%</b>	<b>58,966,375</b>	<b>100%</b>	<b>792,300,759</b>	<b>100%</b>	<b>60,677,340</b>	<b>100%</b>	<b>(30,755,039)</b>	<b>-4%</b>	<b>(1,710,965)</b>	<b>-3%</b>
Accessories	4,046,903				4,089,990				(43,087)	-1%		
<b>TOTAL</b>	<b>\$ 765,592,623</b>				<b>\$ 796,390,749</b>				<b>\$ (30,798,126)</b>	<b>-4%</b>		

# NEW HAMPSHIRE LIQUOR COMMISSION

## TOTAL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

ST #	LOCATION	JUNE 30, 2022	JUNE 30, 2021	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 22	FY 21	FY 22	FY 21
1	CONCORD	\$ 6,880,189	\$ 7,055,864	\$ (175,675)	(2.49)	0.90	0.89	31	32
2	W. CHESTERFIELD	9,553,395	10,656,305	(1,102,910)	(10.35)	1.25	1.34	21	21
4	HOOKSETT	4,723,280	5,171,156	(447,876)	(8.66)	0.62	0.65	47	44
5	BERLIN	1,939,593	3,028,651	(1,089,058)	(35.96)	0.25	0.38	64	59
6	PORTSMOUTH	8,075,057	8,534,404	(459,347)	(5.38)	1.05	1.07	25	25
7	LITTLETON	7,767,530	7,565,308	202,222	2.67	1.01	0.95	26	29
8	CLAREMONT	7,368,837	6,207,624	1,161,213	18.71	0.96	0.78	30	35
10	MANCHESTER	15,728,674	17,991,841	(2,263,167)	(12.58)	2.05	2.26	12	10
11	LEBANON	6,724,539	6,999,046	(274,507)	(3.92)	0.88	0.88	32	33
12	CENTER HARBOR	3,739,634	3,959,384	(219,750)	(5.55)	0.49	0.50	54	55
13	TRI-CITY *	13,558,579	14,007,995	(449,416)	(3.21)	1.77	1.76	15	14
14	ROCHESTER	13,242,797	13,710,296	(467,499)	(3.41)	1.73	1.72	16	15
15	KEENE	13,594,492	14,866,438	(1,271,946)	(8.56)	1.78	1.87	14	13
16	WOODSVILLE	2,494,872	2,718,366	(223,494)	(8.22)	0.33	0.34	61	62
18	COLEBROOK	2,492,532	2,350,571	141,961	6.04	0.33	0.30	62	63
19	PLYMOUTH	7,476,006	7,251,537	224,469	3.10	0.98	0.91	29	30
20	DERRY	-	2,072,791	(2,072,791)	(100.00)	-	0.26	69	66
21	PETERBOROUGH	5,425,509	5,822,881	(397,372)	(6.82)	0.71	0.73	40	38
22	BROOKLINE	4,456,023	4,970,170	(514,147)	(10.34)	0.58	0.62	51	48
23	CONWAY	10,997,146	11,452,193	(455,047)	(3.97)	1.44	1.44	17	18
27	NASHUA	1,761,556	4,592,698	(2,831,142)	(61.64)	0.23	0.58	65	51
28	SEABROOK-BCH	657,726	1,357,422	(699,696)	(51.55)	0.09	0.17	68	68
30	MILFORD	5,986,310	5,734,577	251,733	4.39	0.78	0.72	37	39
32	NASHUA	7,626,569	10,104,107	(2,477,538)	(24.52)	1.00	1.27	27	22
33	MANCHESTER	9,354,272	9,268,120	86,152	0.93	1.22	1.16	22	23
34	SALEM	28,429,104	32,474,575	(4,045,471)	(12.46)	3.71	4.08	4	3
35	HILLSBORO	3,616,262	3,616,575	(313)	(0.01)	0.47	0.45	56	56
37	LANCASTER	2,620,401	2,750,497	(130,096)	(4.73)	0.34	0.35	60	61
38	PORTSMOUTH	34,451,913	34,268,039	183,874	0.54	4.50	4.30	1	2
39	WOLFEBORO	4,330,443	4,402,523	(72,080)	(1.64)	0.57	0.55	52	52
40	WALPOLE	2,843,749	2,936,797	(93,048)	(3.17)	0.37	0.37	59	60
41	SEABROOK	16,823,073	18,286,284	(1,463,211)	(8.00)	2.20	2.30	9	9
42	MEREDITH	3,720,126	4,123,620	(403,494)	(9.78)	0.49	0.52	55	54
44	NEW HAMPTON	5,002,978	5,206,413	(203,435)	(3.91)	0.65	0.65	44	42
45	PITTSFIELD	-	1,211,297	(1,211,297)	(100.00)	-	0.15	69	69
47	LINCOLN	3,265,995	3,374,389	(108,394)	(3.21)	0.43	0.42	57	57
48	HINSDALE	4,577,688	4,958,697	(381,009)	(7.68)	0.60	0.62	50	49
49	PLAISTOW	10,389,416	11,974,349	(1,584,933)	(13.24)	1.36	1.50	19	17
50	NASHUA	28,999,646	39,242,607	(10,242,961)	(26.10)	3.79	4.93	2	1

# NEW HAMPSHIRE LIQUOR COMMISSION

## TOTAL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

ST #	LOCATION	JUNE 30, 2022	JUNE 30, 2021	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 22	FY 21	FY 22	FY 21
51	PELHAM	\$ 4,854,761	\$ 5,366,156	\$ (511,395)	(9.53)	0.63	0.67	45	40
52	GORHAM	2,306,573	664,665	1,641,908	247.03	0.30	0.08	63	70
53	HUDSON	6,475,662	6,156,728	318,934	5.18	0.85	0.77	33	36
54	GLEN	4,630,273	4,925,241	(294,968)	(5.99)	0.60	0.62	49	50
55	BEDFORD	16,686,222	19,946,099	(3,259,877)	(16.34)	2.18	2.50	10	7
56	GILFORD	8,532,658	8,789,527	(256,869)	(2.92)	1.11	1.10	23	24
57	OSSIPEE	3,115,786	3,291,401	(175,615)	(5.34)	0.41	0.41	58	58
58	GOFFSTOWN	4,814,904	4,999,933	(185,029)	(3.70)	0.63	0.63	46	47
59	MERRIMACK	6,330,421	8,187,341	(1,856,920)	(22.68)	0.83	1.03	36	26
60	W. LEBANON	18,487,256	19,224,697	(737,441)	(3.84)	2.41	2.41	8	8
61	N. LONDONDERRY	7,505,546	7,122,847	382,699	5.37	0.98	0.89	28	31
62	RAYMOND	4,066,596	4,297,851	(231,255)	(5.38)	0.53	0.54	53	53
63	WINCHESTER	827,491	2,342,534	(1,515,043)	(64.68)	0.11	0.29	67	64
64	NEW LONDON	6,337,058	6,401,997	(64,939)	(1.01)	0.83	0.80	35	34
65	CAMPTON	1,753,003	2,053,045	(300,042)	(14.61)	0.23	0.26	66	67
66	HOOKSETT-NO	18,506,576	16,821,983	1,684,593	10.01	2.42	2.11	7	12
67	HOOKSETT-SO	13,979,162	12,707,702	1,271,460	10.01	1.83	1.60	13	16
68	N. HAMPTON	10,308,154	11,301,240	(993,086)	(8.79)	1.35	1.42	20	19
69	NASHUA	19,977,171	21,550,628	(1,573,457)	(7.30)	2.61	2.71	6	5
71	LEE	5,635,212	6,140,268	(505,056)	(8.23)	0.74	0.77	39	37
72	CONCORD	5,137,212	5,099,342	37,870	0.74	0.67	0.64	42	45
73	HAMPTON-SO	21,369,278	20,646,132	723,146	3.50	2.79	2.59	5	6
74	LONDONDERRY	16,471,584	17,324,742	(853,158)	(4.92)	2.15	2.18	11	11
76	HAMPTON-NO	28,685,911	27,402,163	1,283,748	4.68	3.75	3.44	3	4
77	RINDGE	5,118,595	5,195,042	(76,447)	(1.47)	0.67	0.65	43	43
78	HAMPSTEAD	4,647,546	5,059,943	(412,397)	(8.15)	0.61	0.64	48	46
79	EPPING	10,573,255	10,860,522	(287,267)	(2.65)	1.38	1.36	18	20
81	PEMBROKE	6,438,658	7,652,926	(1,214,268)	(15.87)	0.84	0.96	34	28
82	WARNER	5,239,403	5,208,126	31,277	0.60	0.68	0.65	41	41
83	EPSOM	5,788,843	2,290,872	3,497,971	100.00	0.76	0.29	38	65
84	TILTON	8,130,546	7,938,572	191,974	2.42	1.06	1.00	24	27
	<b>TOTAL STORES</b>	<b>\$ 603,427,226</b>	<b>\$ 643,246,672</b>	<b>\$ (39,819,446)</b>	<b>(6.19)</b>	<b>78.82</b>	<b>80.77</b>		
900	WHSE-CONCORD	4,346	-	4,346	-	-	-		
903	WHSE-BOW	162,161,051	153,134,874	9,026,177	5.89	21.18	18.94		
908	ON-LINE SALES	-	9,203	(9,203)	(100.00)	-	-		
	<b>TOTAL WHSES</b>	<b>\$ 162,165,397</b>	<b>\$ 153,144,077</b>	<b>\$ 9,021,320</b>	<b>5.89</b>	<b>21.18</b>	<b>19.23</b>		
	<b>GRAND TOTAL</b>	<b>\$ 765,592,623</b>	<b>\$ 796,390,749</b>	<b>\$ (30,798,126)</b>	<b>(3.87)</b>	<b>100.00</b>	<b>100.00</b>		

# NEW HAMPSHIRE LIQUOR COMMISSION

## TOTAL SALES BY TYPE

FISCAL YEAR ENDED JUNE 30, 2022 (unaudited)

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	ACCESSORIES	DISCOUNTS	TOTAL
1	CONCORD	\$ 6,230,210	\$ 639,460	\$ 11,197	\$ 56,952	\$ (57,630)	\$ 6,880,189
2	CHESTERFIELD	9,522,775	49,275	-	47,591	(66,247)	9,553,395
4	HOOKSETT	3,946,395	791,209	37,687	21,205	(73,216)	4,723,280
5	BERLIN	1,716,821	166,946	51,894	9,389	(5,457)	1,939,593
6	PORTSMOUTH	6,045,862	2,041,741	7,548	54,279	(74,373)	8,075,057
7	LITTLETON	7,046,855	685,361	23,672	58,386	(46,744)	7,767,530
8	CLAREMONT	6,923,143	401,773	20,540	55,801	(32,419)	7,368,837
10	MANCHESTER	14,111,153	1,570,449	51,629	98,905	(103,462)	15,728,674
11	LEBANON	6,413,594	298,860	6,464	63,833	(58,211)	6,724,539
12	CENTER HARBOR	3,608,260	142,833	2,752	24,401	(38,613)	3,739,634
13	TRI-CITY *	11,935,506	1,539,543	30,961	110,315	(57,746)	13,558,579
14	ROCHESTER	11,976,768	1,195,569	41,549	89,245	(60,335)	13,242,797
15	KEENE	11,899,231	1,644,631	70,115	75,481	(94,966)	13,594,492
16	WOODSVILLE	2,386,964	95,144	7,974	11,122	(6,333)	2,494,872
18	COLEBROOK	2,067,723	295,002	123,057	16,924	(10,175)	2,492,532
19	PLYMOUTH	6,353,876	1,071,247	47,118	51,512	(47,747)	7,476,006
21	PETERBOROUGH	4,937,377	464,828	17,231	46,675	(40,601)	5,425,509
22	BROOKLINE	4,359,717	111,307	-	21,808	(36,809)	4,456,023
23	CONWAY	9,619,732	1,273,850	90,129	75,941	(62,506)	10,997,146
27	NASHUA	1,638,662	158,393	3,425	3,154	(42,078)	1,761,556
28	SEABROOK-BCH	598,279	62,769	-	3,030	(6,352)	657,726
30	MILFORD	5,123,998	840,386	10,532	42,019	(30,626)	5,986,310
32	NASHUA	7,234,093	463,819	2,863	39,726	(113,932)	7,626,569
33	MANCHESTER	7,722,431	1,630,198	68,718	57,955	(125,031)	9,354,272
34	SALEM	27,602,097	1,012,075	56,208	124,932	(366,207)	28,429,104
35	HILLSBORO	3,166,091	433,651	11,433	20,635	(15,548)	3,616,262
37	LANCASTER	2,436,767	152,604	16,876	23,175	(9,020)	2,620,401
38	PORTSMOUTH	33,416,956	1,066,014	37,522	302,038	(370,616)	34,451,913
39	WOLFEBORO	4,009,454	356,747	3,120	19,481	(58,360)	4,330,443
40	WALPOLE	2,793,880	42,453	214	19,112	(11,909)	2,843,749
41	SEABROOK	15,502,509	1,284,611	50,386	118,598	(133,030)	16,823,073
42	MEREDITH	3,301,986	418,812	11,795	25,999	(38,467)	3,720,126
44	NEW HAMPTON	4,502,509	463,046	29,574	44,285	(36,436)	5,002,978
47	LINCOLN	2,614,925	624,949	19,925	23,846	(17,650)	3,265,995
48	HINSDALE	4,514,503	57,703	3,191	19,235	(16,945)	4,577,688
49	PLAISTOW	9,981,192	450,327	2,844	44,792	(89,739)	10,389,416
50	NASHUA	28,002,597	1,086,754	76,886	136,299	(302,891)	28,999,646

# NEW HAMPSHIRE LIQUOR COMMISSION

## TOTAL SALES BY TYPE

FISCAL YEAR ENDED JUNE 30, 2022 (unaudited)

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	ACCESSORIES	DISCOUNTS	TOTAL
51	PELHAM	\$ 4,528,164	\$ 325,278	\$ 17,151	\$ 25,280	\$ (41,112)	\$ 4,854,761
52	GORHAM	2,083,508	209,420	4,430	19,727	(10,512)	2,306,573
53	HUDSON	6,424,448	133,350	832	26,389	(109,357)	6,475,662
54	GLEN	3,749,939	860,610	29,876	29,430	(39,583)	4,630,273
55	BEDFORD	15,510,179	1,273,124	84,716	116,172	(297,970)	16,686,222
56	GILFORD	7,033,314	1,490,433	7,355	51,096	(49,541)	8,532,658
57	OSSIPEE	2,866,909	199,093	50,066	8,998	(9,280)	3,115,786
58	GOFFSTOWN	4,379,059	421,206	25,522	24,837	(35,719)	4,814,904
59	MERRIMACK	5,845,557	511,267	11,242	41,714	(79,359)	6,330,421
60	W. LEBANON	17,741,912	669,767	113,209	140,210	(177,841)	18,487,256
61	N. LONDONDERRY	7,115,510	393,767	16,461	46,186	(66,377)	7,505,546
62	RAYMOND	3,683,684	335,334	36,890	21,530	(10,842)	4,066,596
63	WINCHESTER	809,763	16,813	-	2,590	(1,675)	827,491
64	NEW LONDON	5,806,459	486,386	59,734	60,947	(76,468)	6,337,058
65	CAMPTON	1,544,384	202,869	1,868	11,306	(7,424)	1,753,003
66	HOOKSETT-NO	18,086,358	280,508	33,980	245,029	(139,298)	18,506,576
67	HOOKSETT-SO	13,897,987	119,252	11,910	139,577	(189,564)	13,979,162
68	N. HAMPTON	9,302,523	1,029,051	8,537	55,693	(87,650)	10,308,154
69	NASHUA	18,472,851	1,598,418	114,404	70,129	(278,631)	19,977,171
71	LEE	5,288,711	320,113	8,396	37,308	(19,316)	5,635,212
72	CONCORD	4,748,045	381,215	16,196	38,612	(46,856)	5,137,212
73	HAMPTON-SO	21,355,773	68,599	14,025	105,261	(174,379)	21,369,278
74	LONDONDERRY	15,139,121	1,367,745	48,578	95,896	(179,757)	16,471,584
76	HAMPTON-NO	28,466,393	147,090	34,609	253,507	(215,687)	28,685,911
77	RINDGE	4,860,946	186,507	87,445	23,628	(39,932)	5,118,595
78	HAMPS TEAD	4,164,678	478,421	6,463	21,988	(24,004)	4,647,546
79	EPPING	9,677,697	891,366	12,448	75,678	(83,933)	10,573,255
81	PEMBROKE	5,847,621	646,739	10,592	36,319	(102,614)	6,438,658
82	WARNER	5,081,903	165,641	4,465	47,211	(59,816)	5,239,403
83	EPSOM	5,564,815	174,077	21,161	61,722	(32,932)	5,788,843
84	TILTON	7,243,301	851,893	13,536	55,237	(33,421)	8,130,546
	<b>TOTAL STORES</b>	<b>\$ 561,586,408</b>	<b>\$ 41,319,690</b>	<b>\$ 1,953,124</b>	<b>\$ 4,047,284</b>	<b>\$ (5,479,280)</b>	<b>\$ 603,427,226</b>
	% OF TYPE	100	48	2	100	100	79
	% OF LOCATION	94	7	-	-	-	100
900	WHSE-CONCORD	4,346	-	-	-	-	4,346
903	WHSE-BOW	-	45,667,729	116,493,291	30	-	162,161,051
908	ON-LINE SALES	-	-	-	-	-	-
	<b>TOTAL WHSES</b>	<b>\$ 4,346</b>	<b>\$ 45,667,729</b>	<b>\$ 116,493,291</b>	<b>\$ 30</b>	<b>\$ -</b>	<b>\$ 162,165,397</b>
	% OF TYPE	-	52	98	-	-	21
	% OF LOCATION	-	28	72	-	-	100
	<b>GRAND TOTAL</b>	<b>\$ 561,590,754</b>	<b>\$ 86,987,420</b>	<b>\$ 118,446,416</b>	<b>\$ 4,047,314</b>	<b>\$ (5,479,280)</b>	<b>\$ 765,592,623</b>
	% OF TOTAL	73	11	15	-	1	100

# NEW HAMPSHIRE LIQUOR COMMISSION

## RETAIL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

ST#	LOCATION	JUNE 30, 2022	JUNE 30, 2021	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 22	FY 21	FY 22	FY 21
1	CONCORD	\$ 6,230,210	\$ 6,516,349	\$ (286,139)	(4.39)	1.11	1.07	32	32
2	CHESTERFIELD	9,522,775	10,659,242	(1,136,467)	(10.66)	1.70	1.76	20	18
4	HOOKSETT	3,946,395	4,494,735	(548,340)	(12.20)	0.70	0.74	51	49
5	BERLIN	1,716,821	2,664,041	(947,220)	(35.56)	0.31	0.44	64	60
6	PORTSMOUTH	6,045,862	6,698,131	(652,269)	(9.74)	1.08	1.10	33	31
7	LITTLETON	7,046,855	7,050,487	(3,632)	(0.05)	1.25	1.16	26	28
8	CLAREMONT	6,923,143	5,871,434	1,051,709	17.91	1.23	0.97	28	37
10	MANCHESTER	14,111,153	16,419,212	(2,308,059)	(14.06)	2.51	2.71	12	11
11	LEBANON	6,413,594	6,791,042	(377,448)	(5.56)	1.14	1.12	30	29
12	CENTER HARBOR	3,608,260	3,849,230	(240,970)	(6.26)	0.64	0.63	54	54
13	TRI-CITY *	11,935,506	12,671,193	(735,687)	(5.81)	2.13	2.09	15	14
14	ROCHESTER	11,976,768	12,481,799	(505,031)	(4.05)	2.13	2.06	14	16
15	KEENE	11,899,231	13,510,396	(1,611,165)	(11.93)	2.12	2.23	16	13
16	WOODSVILLE	2,386,964	2,620,630	(233,666)	(8.92)	0.43	0.43	61	62
18	COLEBROOK	2,067,723	2,047,146	20,577	1.01	0.37	0.34	63	65
19	PLYMOUTH	6,353,876	6,368,671	(14,795)	(0.23)	1.13	1.05	31	33
20	DERRY	-	1,958,789	(1,958,789)	(100.00)	-	0.32	69	66
21	PETERBOROUGH	4,937,377	5,443,073	(505,696)	(9.29)	0.88	0.90	41	38
22	BROOKLINE	4,359,717	4,870,857	(511,140)	(10.49)	0.78	0.80	48	44
23	CONWAY	9,619,732	10,307,206	(687,474)	(6.67)	1.71	1.70	19	19
27	NASHUA	1,638,662	4,278,783	(2,640,121)	(61.70)	0.29	0.71	65	50
28	SEABROOK-BCH	598,279	1,228,943	(630,664)	(51.32)	0.11	0.20	68	68
30	MILFORD	5,123,998	5,039,048	84,950	1.69	0.91	0.83	39	40
32	NASHUA	7,234,093	9,662,308	(2,428,215)	(25.13)	1.29	1.59	24	22
33	MANCHESTER	7,722,431	7,769,627	(47,196)	(0.61)	1.38	1.28	22	23
34	SALEM	27,602,097	31,506,906	(3,904,809)	(12.39)	4.91	5.19	4	3
35	HILLSBORO	3,166,091	3,291,136	(125,045)	(3.80)	0.56	0.54	56	56
37	LANCASTER	2,436,767	2,627,497	(190,730)	(7.26)	0.43	0.43	60	61
38	PORTSMOUTH	33,416,956	33,462,018	(45,062)	(0.13)	5.95	5.52	1	2
39	WOLFEBORO	4,009,454	4,149,793	(140,339)	(3.38)	0.71	0.68	50	52
40	WALPOLE	2,793,880	2,895,410	(101,530)	(3.51)	0.50	0.48	58	59
41	SEABROOK	15,502,509	16,639,215	(1,136,706)	(6.83)	2.76	2.74	10	9
42	MEREDITH	3,301,986	3,747,269	(445,283)	(11.88)	0.59	0.62	55	55
44	NEW HAMPTON	4,502,509	4,858,652	(356,143)	(7.33)	0.80	0.80	46	45
45	PITTSFIELD	-	1,162,032	(1,162,032)	(100.00)	-	0.19	69	69
47	LINCOLN	2,614,925	2,899,558	(284,633)	(9.82)	0.47	0.48	59	58
48	HINSDALE	4,514,503	4,940,573	(426,070)	(8.62)	0.80	0.81	45	42
49	PLAISTOW	9,981,192	11,474,986	(1,493,794)	(13.02)	1.78	1.89	17	17
50	NASHUA	28,002,597	38,442,489	(10,439,892)	(27.16)	4.99	6.34	3	1



# NEW HAMPSHIRE LIQUOR COMMISSION

## RETAIL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

ST #	LOCATION	JUNE 30, 2022	JUNE 30, 2021	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 22	FY 21	FY 22	FY 21
51	PELHAM	\$ 4,528,164	\$ 5,020,123	\$ (491,959)	(9.80)	0.81	0.83	44	41
52	GORHAM	2,083,508	604,935	1,478,573	244.42	0.37	0.10	62	70
53	HUDSON	6,424,448	6,061,139	363,309	5.99	1.14	1.00	29	34
54	GLEN	3,749,939	4,249,790	(499,851)	(11.76)	0.67	0.70	52	51
55	BEDFORD	15,510,179	18,845,166	(3,334,987)	(17.70)	2.76	3.11	9	7
56	GILFORD	7,033,314	7,460,946	(427,632)	(5.73)	1.25	1.23	27	25
57	OSSIPEE	2,866,909	3,094,928	(228,019)	(7.37)	0.51	0.51	57	57
58	GOFFSTOWN	4,379,059	4,641,233	(262,174)	(5.65)	0.78	0.77	47	48
59	MERRIMACK	5,845,557	7,760,602	(1,915,045)	(24.68)	1.04	1.28	35	24
60	W. LEBANON	17,741,912	18,683,185	(941,273)	(5.04)	3.16	3.08	8	8
61	N. LONDONDERRY	7,115,510	6,778,917	336,593	4.97	1.27	1.12	25	30
62	RAYMOND	3,683,684	3,953,100	(269,416)	(6.82)	0.66	0.65	53	53
63	WINCHESTER	809,763	2,315,242	(1,505,479)	(65.02)	0.14	0.38	67	63
64	NEW LONDON	5,806,459	6,017,386	(210,927)	(3.51)	1.03	0.99	36	35
65	CAMPTON	1,544,384	1,735,527	(191,143)	(11.01)	0.28	0.29	66	67
66	HOOKSETT-NO	18,086,358	16,467,387	1,618,971	9.83	3.22	2.71	7	10
67	HOOKSETT-SO	13,897,987	12,599,649	1,298,338	10.30	2.47	2.08	13	15
68	N. HAMPTON	9,302,523	10,195,884	(893,361)	(8.76)	1.66	1.68	21	20
69	NASHUA	18,472,851	20,457,793	(1,984,942)	(9.70)	3.29	3.37	6	6
71	LEE	5,288,711	5,888,360	(599,649)	(10.18)	0.94	0.97	38	36
72	CONCORD	4,748,045	4,768,230	(20,185)	(0.42)	0.85	0.79	43	46
73	HAMPTON-SO	21,355,773	20,619,465	736,308	3.57	3.80	3.40	5	5
74	LONDONDERRY	15,139,121	16,344,148	(1,205,027)	(7.37)	2.70	2.69	11	12
76	HAMPTON-NO	28,466,393	27,278,414	1,187,979	4.36	5.07	4.50	2	4
77	RINDGE	4,860,946	4,895,519	(34,573)	(0.71)	0.87	0.81	42	43
78	HAMPSTEAD	4,164,678	4,650,940	(486,262)	(10.46)	0.74	0.77	49	47
79	EPPING	9,677,697	10,194,886	(517,189)	(5.07)	1.72	1.68	18	21
81	PEMBROKE	5,847,621	7,168,795	(1,321,174)	(18.43)	1.04	1.18	34	27
82	WARNER	5,081,903	5,104,315	(22,412)	(0.44)	0.90	0.84	40	39
83	EPSOM	5,564,815	2,223,556	3,341,259	100.00	0.99	0.37	37	64
84	TILTON	7,243,301	7,224,583	18,718	0.26	1.29	1.19	23	26
<b>TOTAL STORES</b>		<b>\$ 561,586,408</b>	<b>\$ 606,674,049</b>	<b>\$ (45,087,641)</b>	<b>(7.43)</b>	<b>100.00</b>	<b>100.00</b>		
900	WHSE-CONCORD	4,346	-	4,346	-	-	-		
903	WHSE-BOW	-	-	-	-	-	-		
908	ON-LINE SALES	-	9,203	(9,203)	(100.00)	-	-		
<b>TOTAL WHSES</b>		<b>\$ 4,346</b>	<b>\$ 9,203</b>	<b>\$ (4,857)</b>	<b>(52.78)</b>	<b>0.00</b>	<b>0.00</b>		
<b>GRAND TOTAL</b>		<b>\$ 561,590,754</b>	<b>\$ 606,683,252</b>	<b>\$ (45,092,498)</b>	<b>(7.43)</b>	<b>100.00</b>	<b>100.00</b>		

# NEW HAMPSHIRE LIQUOR COMMISSION

## ON-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

ST#	LOCATION	JUNE 30, 2022	JUNE 30, 2021	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 22	FY 21	FY 22	FY 21
1	CONCORD	\$ 639,460	\$ 515,846	\$ 123,614	23.96	0.74	0.76	26	24
2	CHESTERFIELD	49,275	30,155	19,120	63.41	0.06	0.04	66	69
4	HOOKSETT	791,209	677,380	113,829	16.80	0.91	1.00	22	18
5	BERLIN	166,946	250,504	(83,558)	(33.36)	0.19	0.37	53	46
6	PORTSMOUTH	2,041,741	1,829,405	212,336	11.61	2.35	2.71	1	1
7	LITTLETON	685,361	475,321	210,040	44.19	0.79	0.70	23	26
8	CLAREMONT	401,773	282,656	119,117	42.14	0.46	0.42	38	43
10	MANCHESTER	1,570,449	1,567,959	2,490	0.16	1.81	2.32	5	3
11	LEBANON	298,860	192,171	106,689	55.52	0.34	0.28	45	50
12	CENTER HARBOR	142,833	128,212	14,621	11.40	0.16	0.19	58	53
13	TRI-CITY *	1,539,543	1,254,597	284,946	22.71	1.77	1.86	6	7
14	ROCHESTER	1,195,569	1,156,752	38,817	3.36	1.37	1.71	12	8
15	KEENE	1,644,631	1,296,229	348,402	26.88	1.89	1.92	2	6
16	WOODSVILLE	95,144	78,127	17,017	21.78	0.11	0.12	62	60
18	COLEBROOK	295,002	195,100	99,902	51.21	0.34	0.29	46	49
19	PLYMOUTH	1,071,247	824,711	246,536	29.89	1.23	1.22	14	17
20	DERRY	-	117,952	(117,952)	(100.00)	-	0.17	69	56
21	PETERBOROUGH	464,828	352,954	111,874	31.70	0.53	0.52	31	34
22	BROOKLINE	111,307	96,423	14,884	15.44	0.13	0.14	61	59
23	CONWAY	1,273,850	1,031,397	242,453	23.51	1.46	1.53	10	12
27	NASHUA	158,393	309,954	(151,561)	(48.90)	0.18	0.46	55	40
28	SEABROOK-BCH	62,769	125,323	(62,554)	(49.91)	0.07	0.19	64	54
30	MILFORD	840,386	669,025	171,361	25.61	0.97	0.99	21	20
32	NASHUA	463,819	473,612	(9,793)	(2.07)	0.53	0.70	32	27
33	MANCHESTER	1,630,198	1,422,233	207,965	14.62	1.87	2.10	3	4
34	SALEM	1,012,075	1,010,154	1,921	0.19	1.16	1.49	17	13
35	HILLSBORO	433,651	312,417	121,234	38.81	0.50	0.46	35	39
37	LANCASTER	152,604	97,948	54,656	55.80	0.18	0.14	56	58
38	PORTSMOUTH	1,066,014	838,999	227,015	27.06	1.23	1.24	15	16
39	WOLFEBORO	356,747	263,436	93,311	35.42	0.41	0.39	41	45
40	WALPOLE	42,453	32,082	10,371	32.33	0.05	0.05	67	67
41	SEABROOK	1,284,611	1,608,566	(323,955)	(20.14)	1.48	2.38	9	2
42	MEREDITH	418,812	370,008	48,804	13.19	0.48	0.55	37	32
44	NEW HAMPTON	463,046	314,114	148,932	47.41	0.53	0.46	33	37
45	PITTSFIELD	-	30,890	(30,890)	(100.00)	-	0.05	69	68
47	LINCOLN	624,949	448,789	176,160	39.25	0.72	0.66	27	29
48	HINSDALE	57,703	23,509	34,194	145.45	0.07	0.03	65	70
49	PLAISTOW	450,327	486,434	(36,107)	(7.42)	0.52	0.72	34	25
50	NASHUA	1,086,754	966,301	120,453	12.47	1.25	1.43	13	15

# NEW HAMPSHIRE LIQUOR COMMISSION

## ON-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

ST #	LOCATION	JUNE 30, 2022	JUNE 30, 2021	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 22	FY 21	FY 22	FY 21
51	PELHAM	\$ 325,278	\$ 313,336	11,942	3.81	0.37	0.46	43	38
52	GORHAM	209,420	59,328	150,092	252.99	0.24	0.09	48	63
53	HUDSON	133,350	122,679	10,671	8.70	0.15	0.18	59	55
54	GLEN	860,610	639,987	220,623	34.47	0.99	0.95	19	22
55	BEDFORD	1,273,124	1,075,533	197,591	18.37	1.46	1.59	11	11
56	GILFORD	1,490,433	1,306,072	184,361	14.12	1.71	1.93	7	5
57	OSSIPEE	199,093	150,137	48,956	32.61	0.23	0.22	50	52
58	GOFFSTOWN	421,206	346,502	74,704	21.56	0.48	0.51	36	35
59	MERRIMACK	511,267	463,823	47,444	10.23	0.59	0.69	28	28
60	W. LEBANON	669,767	400,830	268,937	67.10	0.77	0.59	24	30
61	N. LONDONDERRY	393,767	318,215	75,552	23.74	0.45	0.47	39	36
62	RAYMOND	335,334	286,578	48,756	17.01	0.39	0.42	42	42
63	WINCHESTER	16,813	34,660	(17,847)	(51.49)	0.02	0.05	68	66
64	NEW LONDON	486,386	363,234	123,152	33.90	0.56	0.54	29	33
65	CAMPTON	202,869	280,939	(78,070)	(27.79)	0.23	0.42	49	44
66	HOOKSETT-NO	280,508	188,237	92,271	49.02	0.32	0.28	47	51
67	HOOKSETT-SO	119,252	76,540	42,712	55.80	0.14	0.11	60	61
68	N. HAMPTON	1,029,051	1,124,155	(95,104)	(8.46)	1.18	1.66	16	9
69	NASHUA	1,598,418	1,122,954	475,464	42.34	1.84	1.66	4	10
71	LEE	320,113	224,750	95,363	42.43	0.37	0.33	44	47
72	CONCORD	381,215	298,413	82,802	27.75	0.44	0.44	40	41
73	HAMPTON-SO	68,599	68,905	(306)	(0.44)	0.08	0.10	63	62
74	LONDONDERRY	1,367,745	999,310	368,435	36.87	1.57	1.48	8	14
76	HAMPTON-NO	147,090	40,331	106,759	264.71	0.17	0.06	57	65
77	RINDGE	186,507	197,267	(10,760)	(5.45)	0.21	0.29	51	48
78	HAMPSTEAD	478,421	392,242	86,179	21.97	0.55	0.58	30	31
79	EPPING	891,366	658,538	232,828	35.36	1.02	0.97	18	21
81	PEMBROKE	646,739	526,771	119,968	22.77	0.74	0.78	25	23
82	WARNER	165,641	98,853	66,788	67.56	0.19	0.15	54	57
83	EPSOM	174,077	49,219	124,858	100.00	0.20	0.07	52	64
84	TILTON	851,893	669,639	182,254	27.22	0.98	0.99	20	19
	<b>TOTAL STORES</b>	<b>\$ 41,319,690</b>	<b>\$ 35,055,622</b>	<b>\$ 6,264,068</b>	<b>17.87</b>	<b>47.50</b>	<b>51.84</b>		
900	WHSE-CONCORD	-	-	-	-	-	-		
903	WHSE-BOW	45,667,729	32,572,154	13,095,575	40.20	52.50	48.16		
908	ON-LINE SALES	-	-	-	-	-	-		
	<b>TOTAL WHSES</b>	<b>\$ 45,667,729</b>	<b>\$ 32,572,154</b>	<b>\$ 13,095,575</b>	<b>40.20</b>	<b>52.50</b>	<b>48.16</b>		
	<b>GRAND TOTAL</b>	<b>\$ 86,987,420</b>	<b>\$ 67,627,776</b>	<b>\$ 19,359,644</b>	<b>28.63</b>	<b>100.00</b>	<b>100.00</b>		

# NEW HAMPSHIRE LIQUOR COMMISSION

## OFF-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

ST#	LOCATION	JUNE 30, 2022	JUNE 30, 2021	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 22	FY 21	FY 22	FY 21
1	CONCORD	\$ 11,197	\$ 8,870	\$ 2,327	26.24	0.01	0.01	44	53
2	CHESTERFIELD	-	2,153	(2,153)	(100.00)	-	0.00	65	64
4	HOOKSETT	37,687	40,391	(2,704)	(6.69)	0.03	0.03	19	20
5	BERLIN	51,894	109,902	(58,008)	(52.78)	0.04	0.09	12	3
6	PORTSMOUTH	7,548	18,667	(11,119)	(59.56)	0.01	0.02	50	35
7	LITTLETON	23,672	44,550	(20,878)	(46.87)	0.02	0.04	28	17
8	CLAREMONT	20,540	20,101	439	2.18	0.02	0.02	30	33
10	MANCHESTER	51,629	48,292	3,337	6.91	0.04	0.04	13	14
11	LEBANON	6,464	16,238	(9,774)	(60.19)	0.01	0.01	52	39
12	CENTER HARBOR	2,752	2,105	647	30.74	0.00	0.00	61	65
13	TRI-CITY *	30,961	23,612	7,349	31.12	0.03	0.02	24	30
14	ROCHESTER	41,549	33,913	7,636	22.52	0.04	0.03	18	23
15	KEENE	70,115	89,858	(19,743)	(21.97)	0.06	0.07	8	8
16	WOODSVILLE	7,974	10,841	(2,867)	(26.44)	0.01	0.01	49	49
18	COLEBROOK	123,057	100,753	22,304	22.14	0.10	0.08	1	5
19	PLYMOUTH	47,118	51,696	(4,578)	(8.86)	0.04	0.04	17	12
20	DERRY	-	3,891	(3,891)	(100.00)	-	0.00	65	61
21	PETERBOROUGH	17,231	36,404	(19,173)	(52.67)	0.01	0.03	32	22
22	BROOKLINE	-	712	(712)	(100.00)	-	0.00	65	67
23	CONWAY	90,129	92,746	(2,617)	(2.82)	0.08	0.08	4	7
27	NASHUA	3,425	19,972	(16,547)	(82.85)	0.00	0.02	56	34
30	MILFORD	10,532	8,354	2,178	26.07	0.01	0.01	46	54
32	NASHUA	2,863	6,887	(4,024)	(58.42)	0.00	0.01	59	56
33	MANCHESTER	68,718	76,158	(7,440)	(9.77)	0.06	0.06	9	9
34	SALEM	56,208	47,321	8,887	18.78	0.05	0.04	11	15
35	HILLSBORO	11,433	10,503	930	8.85	0.01	0.01	42	50
36	JAFFREY	-	-	-	-	-	-	65	68
37	LANCASTER	16,876	13,396	3,480	25.97	0.01	0.01	34	43
38	PORTSMOUTH	37,522	37,185	337	0.91	0.03	0.03	20	21
39	WOLFEBORO	3,120	3,118	2	0.08	0.00	0.00	58	63
40	WALPOLE	214	6,421	(6,207)	(96.67)	0.00	0.01	64	57
41	SEABROOK	50,386	48,941	1,445	2.95	0.04	0.04	14	13
42	MEREDITH	11,795	11,173	622	5.57	0.01	0.01	41	48
44	NEW HAMPTON	29,574	24,992	4,582	18.33	0.02	0.02	26	28
45	PITTSFIELD	-	11,792	(11,792)	(100.00)	-	0.01	65	44
47	LINCOLN	19,925	11,705	8,220	70.23	0.02	0.01	31	45
48	HINSDALE	3,191	5,250	(2,059)	(39.22)	0.00	0.00	57	60
49	PLAISTOW	2,844	14,965	(12,121)	(81.00)	0.00	0.01	60	41
50	NASHUA	76,886	99,451	(22,565)	(22.69)	0.06	0.08	7	6

# NEW HAMPSHIRE LIQUOR COMMISSION

## OFF-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

ST #	LOCATION	JUNE 30, 2022	INCREASE/(DECREASE)		% OF SALES		RANK		
			JUNE 30, 2021	AMOUNT	%	FY 22	FY 21	FY 22	FY 21
51	PELHAM	\$ 17,151	\$ 28,133	(10,982)	(39.04)	0.01	0.02	33	26
52	GORHAM	4,430	0	4,430	-	0.00	-	55	68
53	HUDSON	832	1,384	(552)	(39.88)	0.00	0.00	63	66
54	GLEN	29,876	31,806	(1,930)	(6.07)	0.03	0.03	25	24
55	BEDFORD	84,716	120,350	(35,634)	(29.61)	0.07	0.10	6	2
56	GILFORD	7,355	15,031	(7,676)	(51.07)	0.01	0.01	51	40
57	OSSIPEE	50,066	43,938	6,128	13.95	0.04	0.04	15	18
58	GOFFSTOWN	25,522	14,203	11,319	79.69	0.02	0.01	27	42
59	MERRIMACK	11,242	17,082	(5,840)	(34.19)	0.01	0.01	43	37
60	W. LEBANON	113,209	174,786	(61,577)	(35.23)	0.10	0.14	3	1
61	N. LONDONDERRY	16,461	21,812	(5,351)	(24.53)	0.01	0.02	35	31
62	RAYMOND	36,890	45,576	(8,686)	(19.06)	0.03	0.04	21	16
63	WINCHESTER	-	-	-	-	-	-	65	68
64	NEW LONDON	59,734	58,716	1,018	1.73	0.05	0.05	10	11
65	CAMPTON	1,868	31,726	(29,858)	(94.11)	0.00	0.03	62	25
66	HOOKSETT-NO	33,980	41,001	(7,021)	(17.12)	0.03	0.03	23	19
67	HOOKSETT-SO	11,910	9,002	2,908	32.30	0.01	0.01	40	52
68	N. HAMPTON	8,537	3,703	4,834	130.55	0.01	0.00	47	62
69	NASHUA	114,404	67,139	47,265	70.40	0.10	0.05	2	10
71	LEE	8,396	8,129	267	3.28	0.01	0.01	48	55
72	CONCORD	16,196	17,165	(969)	(5.64)	0.01	0.01	36	36
73	HAMPTON-SO	14,025	25,938	(11,913)	(45.93)	0.01	0.02	37	27
74	LONDONDERRY	48,578	20,380	28,198	138.36	0.04	0.02	16	32
76	HAMPTON-NO	34,609	23,760	10,849	45.66	0.03	0.02	22	29
77	RINDGE	87,445	100,950	(13,505)	(13.38)	0.07	0.08	5	4
78	HAMPSTEAD	6,463	11,243	(4,780)	(42.52)	0.01	0.01	53	47
79	EPPING	12,448	5,829	6,619	113.56	0.01	0.00	39	59
81	PEMBROKE	10,592	11,501	(909)	(7.91)	0.01	0.01	45	46
82	WARNER	4,465	6,368	(1,903)	(29.89)	0.00	0.01	54	58
83	EPSOM	21,161	9,250	11,911	100.00	0.02	0.01	29	51
84	TILTON	13,536	17,008	(3,472)	(20.42)	0.01	0.01	38	38
	<b>TOTAL STORES</b>	<b>\$ 1,953,124</b>	<b>\$ 2,196,188</b>	<b>\$ (243,064)</b>	<b>(11.07)</b>	<b>1.65</b>	<b>1.79</b>		
900	WHSE-CONCORD	-	-	-	-	-	-		
903	WHSE-BOW	116,493,291	120,551,170	(4,057,879)	(3.37)	98.35	98.21		
908	ON-LINE SALES	-	-	-	-	-	-		
	<b>TOTAL WHSES</b>	<b>\$ 116,493,291</b>	<b>\$ 120,551,170</b>	<b>\$ (4,057,879)</b>	<b>(3.37)</b>	<b>98.35</b>	<b>98.21</b>		
	<b>GRAND TOTAL</b>	<b>\$ 118,446,416</b>	<b>\$ 122,747,358</b>	<b>\$ (4,300,942)</b>	<b>(3.50)</b>	<b>100.00</b>	<b>100.00</b>		

# NEW HAMPSHIRE LIQUOR COMMISSION

## ACCESSORIES SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

ST #	LOCATION	JUNE 30, 2022	JUNE 30, 2021	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 22	FY 21	FY 22	FY 21
1	CONCORD	\$ 56,952	\$ 51,179	\$ 5,773	11.28	1.41	1.25	24	27
2	CHESTERFIELD	47,591	46,186	1,405	3.04	1.18	1.13	31	31
4	HOOKSETT	21,205	24,738	(3,533)	(14.28)	0.52	0.60	55	48
5	BERLIN	9,389	14,846	(5,457)	(36.76)	0.23	0.36	64	62
6	PORTSMOUTH	54,279	58,509	(4,230)	(7.23)	1.34	1.43	28	24
7	LITTLETON	58,386	42,643	15,743	36.92	1.44	1.04	22	35
8	CLAREMONT	55,801	52,704	3,097	5.88	1.38	1.29	25	26
10	MANCHESTER	98,905	64,266	34,639	53.90	2.44	1.57	12	19
11	LEBANON	63,833	60,209	3,624	6.02	1.58	1.47	19	22
12	CENTER HARBOR	24,401	15,014	9,387	62.52	0.60	0.37	48	61
13	TRI-CITY *	110,315	116,177	(5,862)	(5.05)	2.73	2.84	10	9
14	ROCHESTER	89,245	97,291	(8,046)	(8.27)	2.21	2.38	14	12
15	KEENE	75,481	86,441	(10,960)	(12.68)	1.86	2.11	17	15
16	WOODSVILLE	11,122	15,028	(3,906)	(25.99)	0.27	0.37	63	60
18	COLEBROOK	16,924	15,853	1,071	6.76	0.42	0.39	61	59
19	PLYMOUTH	51,512	47,821	3,691	7.72	1.27	1.17	29	29
20	DERRY	-	10,567	(10,567)	(100.00)	-	0.26	69	65
21	PETERBOROUGH	46,675	44,988	1,687	3.75	1.15	1.10	33	33
22	BROOKLINE	21,808	24,448	(2,640)	(10.80)	0.54	0.60	53	51
23	CONWAY	75,941	90,436	(14,495)	(16.03)	1.88	2.21	15	14
27	NASHUA	3,154	10,379	(7,225)	(69.61)	0.08	0.25	66	66
28	SEABROOK-BCH	3,030	6,492	(3,462)	(53.33)	0.07	0.16	67	69
30	MILFORD	42,019	45,445	(3,426)	(7.54)	1.04	1.11	37	32
32	NASHUA	39,726	53,819	(14,093)	(26.19)	0.98	1.32	39	25
33	MANCHESTER	57,955	60,219	(2,264)	(3.76)	1.43	1.47	23	21
34	SALEM	124,932	153,266	(28,334)	(18.49)	3.09	3.75	7	5
35	HILLSBORO	20,635	16,766	3,869	23.08	0.51	0.41	56	56
37	LANCASTER	23,175	22,094	1,081	4.89	0.57	0.54	51	53
38	PORTSMOUTH	302,038	281,779	20,259	7.19	7.46	6.89	1	1
39	WOLFEBORO	19,481	19,063	418	2.19	0.48	0.47	58	55
40	WALPOLE	19,112	16,244	2,868	17.66	0.47	0.40	60	57
41	SEABROOK	118,598	98,448	20,150	20.47	2.93	2.41	8	11
42	MEREDITH	25,999	26,986	(987)	(3.66)	0.64	0.66	45	44
44	NEW HAMPTON	44,285	47,181	(2,896)	(6.14)	1.09	1.15	36	30
45	PITTSFIELD	-	8,575	(8,575)	(100.00)	-	0.21	69	67
47	LINCOLN	23,846	30,333	(6,487)	(21.39)	0.59	0.74	49	43
48	HINSDALE	19,235	16,232	3,003	18.50	0.48	0.40	59	58
49	PLAISTOW	44,792	51,155	(6,363)	(12.44)	1.11	1.25	35	28
50	NASHUA	136,299	160,867	(24,568)	(15.27)	3.37	3.93	6	4

# NEW HAMPSHIRE LIQUOR COMMISSION

## ACCESSORIES SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

ST #	LOCATION	JUNE 30, 2022	JUNE 30, 2021	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 22	FY 21	FY 22	FY 21
51	PELHAM	\$ 25,280	\$ 25,372	(92)	(0.36)	0.62	0.62	46	46
52	GORHAM	19,727	4,866	14,861	305.41	0.49	0.12	57	70
53	HUDSON	26,389	19,183	7,206	37.56	0.65	0.47	44	54
54	GLEN	29,430	38,406	(8,976)	(23.37)	0.73	0.94	43	40
55	BEDFORD	116,172	114,613	1,559	1.36	2.87	2.80	9	10
56	GILFORD	51,096	59,922	(8,826)	(14.73)	1.26	1.47	30	23
57	OSSIPEE	8,998	11,105	(2,107)	(18.97)	0.22	0.27	65	64
58	GOFFSTOWN	24,837	25,456	(619)	(2.43)	0.61	0.62	47	45
59	MERRIMACK	41,714	44,674	(2,960)	(6.63)	1.03	1.09	38	34
60	W. LEBANON	140,210	136,900	3,310	2.42	3.46	3.35	4	6
61	N. LONDONDERRY	46,186	41,150	5,036	12.24	1.14	1.01	34	37
62	RAYMOND	21,530	22,555	(1,025)	(4.54)	0.53	0.55	54	52
63	WINCHESTER	2,590	7,107	(4,517)	(63.56)	0.06	0.17	68	68
64	NEW LONDON	60,947	35,895	25,052	69.79	1.51	0.88	21	42
65	CAMPTON	11,306	12,780	(1,474)	(11.53)	0.28	0.31	62	63
66	HOOKSETT-NO	245,029	245,091	(62)	(0.03)	6.05	5.99	3	3
67	HOOKSETT-SO	139,577	134,833	4,744	3.52	3.45	3.30	5	7
68	N. HAMPTON	55,693	74,117	(18,424)	(24.86)	1.38	1.81	26	17
69	NASHUA	70,129	78,031	(7,902)	(10.13)	1.73	1.91	18	16
71	LEE	37,308	39,761	(2,453)	(6.17)	0.92	0.97	41	39
72	CONCORD	38,612	36,643	1,969	5.37	0.95	0.90	40	41
73	HAMPTON-SO	105,261	119,566	(14,305)	(11.96)	2.60	2.92	11	8
74	LONDONDERRY	95,896	95,253	643	0.67	2.37	2.33	13	13
76	HAMPTON-NO	253,507	264,235	(10,728)	(4.06)	6.26	6.46	2	2
77	RINDGE	23,628	24,491	(863)	(3.52)	0.58	0.60	50	50
78	HAMPSTEAD	21,988	24,829	(2,841)	(11.44)	0.54	0.61	52	47
79	EPPING	75,678	68,830	6,848	9.95	1.87	1.68	16	18
81	PEMBROKE	36,319	41,430	(5,111)	(12.34)	0.90	1.01	42	36
82	WARNER	47,211	41,024	6,187	15.08	1.17	1.00	32	38
83	EPSOM	61,722	24,597	37,125	100.00	1.53	0.60	20	49
84	TILTON	55,237	61,223	(5,986)	(9.78)	1.36	1.50	27	20
	<b>GRAND TOTAL</b>	<b>\$ 4,047,284</b>	<b>\$ 4,078,625</b>	<b>\$ (31,341)</b>	<b>(0.77)</b>	<b>100.00</b>	<b>99.72</b>		
900	WHSE-CONCORD	-	-	-	-	-	-		
903	WHSE-BOW	30	11,550	(11,520)	(99.74)	0.00	-		
908	ON-LINE SALES	-	-	-	-	-	-		
	<b>TOTAL WHSES</b>	<b>\$ 30</b>	<b>\$ 11,550</b>	<b>\$ (11,520)</b>	<b>(99.74)</b>	<b>0.00</b>	<b>0.28</b>		
	<b>GRAND TOTAL</b>	<b>\$ 4,047,314</b>	<b>\$ 4,090,175</b>	<b>\$ (42,861)</b>	<b>(1.05)</b>	<b>100.00</b>	<b>100.00</b>		

# NEW HAMPSHIRE LIQUOR COMMISSION

## DISCOUNTS BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

ST #	LOCATION	JUNE 30, 2022	JUNE 30, 2021	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 22	FY 21	FY 22	FY 21
1	CONCORD	\$ (57,630)	\$ (36,380)	\$ (21,250)	58.41	1.05	0.76	47	43
2	CHESTERFIELD	(66,247)	(81,431)	15,184	(18.65)	1.21	1.71	54	62
4	HOOKSETT	(73,216)	(66,088)	(7,128)	10.79	1.34	1.39	56	57
5	BERLIN	(5,457)	(10,642)	5,185	(48.72)	0.10	0.22	14	20
6	PORTSMOUTH	(74,373)	(70,308)	(4,065)	5.78	1.36	1.48	57	60
7	LITTLETON	(46,744)	(47,693)	949	(1.99)	0.85	1.00	43	49
8	CLAREMONT	(32,419)	(19,271)	(13,148)	68.23	0.59	0.41	30	27
10	MANCHESTER	(103,462)	(107,888)	4,426	(4.10)	1.89	2.27	65	67
11	LEBANON	(58,211)	(60,614)	2,403	(3.96)	1.06	1.27	49	56
12	CENTER HARBOR	(38,613)	(35,177)	(3,436)	9.77	0.70	0.74	37	42
13	TRI-CITY *	(57,746)	(57,584)	(162)	0.28	1.05	1.21	48	53
14	ROCHESTER	(60,335)	(59,459)	(876)	1.47	1.10	1.25	52	54
15	KEENE	(94,966)	(116,486)	21,520	(18.47)	1.73	2.45	63	70
16	WOODSVILLE	(6,333)	(6,260)	(73)	1.17	0.12	0.13	15	14
18	COLEBROOK	(10,175)	(8,281)	(1,894)	22.87	0.19	0.17	20	16
19	PLYMOUTH	(47,747)	(41,362)	(6,385)	15.44	0.87	0.87	45	46
20	DERRY	-	(18,408)	18,408	(100.00)	-	0.39	1	26
21	PETERBOROUGH	(40,601)	(54,538)	13,937	(25.55)	0.74	1.15	40	52
22	BROOKLINE	(36,809)	(22,270)	(14,539)	65.28	0.67	0.47	35	32
23	CONWAY	(62,506)	(69,592)	7,086	(10.18)	1.14	1.46	53	59
27	NASHUA	(42,078)	(26,390)	(15,688)	59.44	0.77	0.55	42	34
28	SEABROOK-BCH	(6,352)	(3,336)	(3,016)	90.42	0.12	0.07	16	12
30	MILFORD	(30,626)	(27,295)	(3,331)	12.20	0.56	0.57	29	36
32	NASHUA	(113,932)	(92,519)	(21,413)	23.14	2.08	1.94	67	63
33	MANCHESTER	(125,031)	(60,117)	(64,914)	107.98	2.28	1.26	68	55
34	SALEM	(366,207)	(243,072)	(123,135)	50.66	6.68	5.11	79	78
35	HILLSBORO	(15,548)	(14,247)	(1,301)	9.13	0.28	0.30	24	22
37	LANCASTER	(9,020)	(10,438)	1,418	(13.59)	0.16	0.22	18	19
38	PORTSMOUTH	(370,616)	(351,942)	(18,674)	5.31	6.76	7.40	80	79
39	WOLFEBORO	(58,360)	(32,887)	(25,473)	77.46	1.07	0.69	50	39
40	WALPOLE	(11,909)	(13,360)	1,451	(10.86)	0.22	0.28	23	21
41	SEABROOK	(133,030)	(108,886)	(24,144)	22.17	2.43	2.29	69	68
42	MEREDITH	(38,467)	(31,816)	(6,651)	20.91	0.70	0.67	36	38
44	NEW HAMPTON	(36,436)	(38,526)	2,090	(5.43)	0.66	0.81	34	45
45	PITTSFIELD	-	(1,992)	1,992	(100.00)	-	0.04	1	11
47	LINCOLN	(17,650)	(15,996)	(1,654)	10.34	0.32	0.34	26	25
48	HINSDALE	(16,945)	(26,867)	9,922	(36.93)	0.31	0.56	25	35
49	PLAISTOW	(89,739)	(53,191)	(36,548)	68.71	1.64	1.12	62	51
50	NASHUA	(302,891)	(426,501)	123,610	(28.98)	5.53	8.96	78	80



# NEW HAMPSHIRE LIQUOR COMMISSION

## DISCOUNTS BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

ST #	LOCATION	JUNE 30, 2022	JUNE 30, 2021	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 22	FY 21	FY 22	FY 21
51	PELHAM	\$ (41,112)	\$ (20,808)	\$ (20,304)	97.58	0.75	0.44	41	30
52	GORHAM	(10,512)	(4,464)	(6,048)	135.49	0.19	0.09	21	13
53	HUDSON	(109,357)	(47,657)	(61,700)	129.47	2.00	1.00	66	48
54	GLEN	(39,583)	(34,748)	(4,835)	13.91	0.72	0.73	38	41
55	BEDFORD	(297,970)	(209,563)	(88,407)	42.19	5.44	4.40	77	77
56	GILFORD	(49,541)	(52,444)	2,903	(5.54)	0.90	1.10	46	50
57	OSSIPEE	(9,280)	(8,707)	(573)	6.58	0.17	0.18	19	17
58	GOFFSTOWN	(35,719)	(27,461)	(8,258)	30.07	0.65	0.58	33	37
59	MERRIMACK	(79,359)	(98,840)	19,481	(19.71)	1.45	2.08	59	66
60	W. LEBANON	(177,841)	(171,004)	(6,837)	4.00	3.25	3.59	72	73
61	N. LONDONDERRY	(66,377)	(37,247)	(29,130)	78.21	1.21	0.78	55	44
62	RAYMOND	(10,842)	(9,958)	(884)	8.88	0.20	0.21	22	18
63	WINCHESTER	(1,675)	(14,475)	12,800	(88.43)	0.03	0.30	13	23
64	NEW LONDON	(76,468)	(73,234)	(3,234)	4.42	1.40	1.54	58	61
65	CAMPTON	(7,424)	(7,927)	503	(6.34)	0.14	0.17	17	15
66	HOOKSETT-NO	(139,298)	(119,733)	(19,565)	16.34	2.54	2.52	70	71
67	HOOKSETT-SO	(189,564)	(112,322)	(77,242)	68.77	3.46	2.36	74	69
68	N. HAMPTON	(87,650)	(96,619)	8,969	(9.28)	1.60	2.03	61	65
69	NASHUA	(278,631)	(175,289)	(103,342)	58.96	5.09	3.68	76	74
71	LEE	(19,316)	(20,732)	1,416	(6.83)	0.35	0.44	27	29
72	CONCORD	(46,856)	(21,109)	(25,747)	121.97	0.86	0.44	44	31
73	HAMPTON-SO	(174,379)	(187,742)	13,363	(7.12)	3.18	3.95	71	75
74	LONDONDERRY	(179,757)	(134,349)	(45,408)	33.80	3.28	2.82	73	72
76	HAMPTON-NO	(215,687)	(204,577)	(11,110)	5.43	3.94	4.30	75	76
77	RINDGE	(39,932)	(23,185)	(16,747)	72.23	0.73	0.49	39	33
78	HAMPSTEAD	(24,004)	(19,311)	(4,693)	24.30	0.44	0.41	28	28
79	EPPING	(83,933)	(67,561)	(16,372)	24.23	1.53	1.42	60	58
81	PEMBROKE	(102,614)	(95,571)	(7,043)	7.37	1.87	2.01	64	64
82	WARNER	(59,816)	(42,434)	(17,382)	40.96	1.09	0.89	51	47
83	EPSOM	(32,932)	(15,750)	(17,182)	100.00	0.60	0.33	31	24
84	TILTON	(33,421)	(33,881)	460	(1.36)	0.61	0.71	32	40
<b>GRAND TOTAL</b>		<b>\$ (5,479,280)</b>	<b>\$ (4,757,812)</b>	<b>\$ (721,468)</b>	<b>15.16</b>	<b>100.00</b>	<b>100.00</b>		

# NEW HAMPSHIRE LIQUOR COMMISSION

## Total Sales by Month

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

			INCREASE/(DECREASE)		% OF TOTAL SALES	
	2022	2021	AMOUNT	%	FY '22	FY '21
JULY	\$ 75,232,919	\$ 79,808,699	\$ (4,575,780)	(5.73)	9.83	10.02
AUGUST	69,656,228	70,805,270	(1,149,042)	(1.62)	9.10	8.89
SEPTEMBER	65,636,599	66,144,900	(508,301)	(0.77)	8.57	8.31
OCTOBER	67,948,724	67,088,734	859,990	1.28	8.88	8.42
NOVEMBER	68,245,810	65,431,812	2,813,998	4.30	8.91	8.22
DECEMBER	85,070,936	83,932,386	1,138,550	1.36	11.11	10.54
JANUARY	46,338,585	53,809,616	(7,471,031)	(13.88)	6.05	6.76
FEBRUARY	51,493,202	53,610,848	(2,117,646)	(3.95)	6.73	6.73
MARCH	54,374,061	60,556,116	(6,182,055)	(10.21)	7.10	7.60
APRIL	55,515,567	55,365,966	149,601	0.27	7.25	6.95
MAY	60,873,794	64,345,338	(3,471,544)	(5.40)	7.95	8.08
JUNE	65,206,198	75,491,064	(10,284,866)	(13.62)	8.52	9.48
<b>TOTAL</b>	<b>\$ 765,592,623</b>	<b>\$ 796,390,749</b>	<b>\$ (30,798,126)</b>	<b>(3.87)</b>	<b>100.00</b>	<b>100.00</b>

# NEW HAMPSHIRE LIQUOR COMMISSION

## Retail Sales By Month

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

			INCREASE/(DECREASE)		% OF TOTAL SALES	
	2022	2021	AMOUNT	%	FY '22	FY '21
JULY	\$ 57,836,868	\$ 64,177,657	\$ (6,340,789)	(9.88)	10.30	10.58
AUGUST	52,569,448	54,842,320	(2,272,872)	(4.14)	9.36	9.04
SEPTEMBER	47,704,999	49,729,724	(2,024,725)	(4.07)	8.49	8.20
OCTOBER	51,655,013	51,064,624	590,389	1.16	9.20	8.42
NOVEMBER	49,810,967	49,449,704	361,263	0.73	8.87	8.15
DECEMBER	64,921,122	66,254,330	(1,333,208)	(2.01)	11.56	10.92
JANUARY	33,516,033	42,291,524	(8,775,491)	(20.75)	5.97	6.97
FEBRUARY	36,067,401	40,036,305	(3,968,904)	(9.91)	6.42	6.60
MARCH	37,494,786	44,127,162	(6,632,376)	(15.03)	6.68	7.27
APRIL	39,951,112	40,205,069	(253,957)	(0.63)	7.11	6.63
MAY	42,984,098	47,928,806	(4,944,708)	(10.32)	7.65	7.90
JUNE	47,078,907	56,576,027	(9,497,120)	(16.79)	8.38	9.33
<b>TOTAL</b>	<b>\$ 561,590,754</b>	<b>\$ 606,683,252</b>	<b>\$ (45,092,498)</b>	<b>(7.43)</b>	<b>100.00</b>	<b>100.00</b>

# NEW HAMPSHIRE LIQUOR COMMISSION

## On-Premise Sales by Month

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

			INCREASE/(DECREASE)		% OF TOTAL SALES	
	2022	2021	AMOUNT	%	FY '22	FY '21
JULY	\$ 8,187,790	\$ 5,423,734	\$ 2,764,056	50.96	9.41	8.02
AUGUST	7,911,045	5,754,522	2,156,523	37.48	9.09	8.51
SEPTEMBER	7,741,917	6,071,426	1,670,491	27.51	8.90	8.98
OCTOBER	7,138,019	5,735,638	1,402,381	24.45	8.21	8.48
NOVEMBER	6,599,360	3,975,287	2,624,073	66.01	7.59	5.88
DECEMBER	6,818,013	3,819,292	2,998,721	78.52	7.84	5.65
JANUARY	5,471,585	4,221,330	1,250,255	29.62	6.29	6.24
FEBRUARY	6,442,588	4,808,996	1,633,592	33.97	7.41	7.11
MARCH	7,480,011	6,123,245	1,356,766	22.16	8.60	9.05
APRIL	6,823,527	6,242,521	581,006	9.31	7.84	9.23
MAY	7,899,786	7,234,026	665,760	9.20	9.08	10.70
JUNE	8,473,779	8,217,759	256,020	3.12	9.74	12.15
<b>TOTAL</b>	<b>\$ 86,987,420</b>	<b>\$ 67,627,776</b>	<b>\$ 19,359,644</b>	<b>28.63</b>	<b>100.00</b>	<b>100.00</b>

# NEW HAMPSHIRE LIQUOR COMMISSION

## Off-Premise Sales By Month

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

			INCREASE/(DECREASE)		% OF TOTAL SALES	
	2022	2021	AMOUNT	%	FY '22	FY '21
JULY	\$ 9,383,779	\$ 9,989,338	\$ (605,559)	(6.06)	7.92	8.14
AUGUST	9,781,015	9,862,422	(81,407)	(0.83)	8.26	8.03
SEPTEMBER	9,967,761	10,406,671	(438,910)	(4.22)	8.42	8.48
OCTOBER	9,286,852	10,232,932	(946,080)	(9.25)	7.84	8.34
NOVEMBER	12,127,584	11,833,227	294,357	2.49	10.24	9.64
DECEMBER	13,056,809	13,844,924	(788,115)	(5.69)	11.02	11.28
JANUARY	7,891,505	8,074,033	(182,528)	(2.26)	6.66	6.58
FEBRUARY	8,877,090	9,043,417	(166,327)	(1.84)	7.49	7.37
MARCH	9,465,548	10,357,435	(891,887)	(8.61)	7.99	8.44
APRIL	8,821,190	9,037,381	(216,191)	(2.39)	7.45	7.36
MAY	9,788,213	9,059,186	729,027	8.05	8.26	7.38
JUNE	9,999,069	11,006,392	(1,007,323)	(9.15)	8.44	8.97
<b>TOTAL</b>	<b>\$ 118,446,415</b>	<b>\$ 122,747,358</b>	<b>\$ (4,300,943)</b>	<b>(3.50)</b>	<b>100.00</b>	<b>100.00</b>

# NEW HAMPSHIRE LIQUOR COMMISSION

## Accessories Sales by Month

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

	INCREASE/(DECREASE)				% OF TOTAL SALES	
	2022	2021	AMOUNT	%	FY '22	FY '21
JULY	\$ 442,134	\$ 551,905	\$ (109,771)	(19.89)	10.92	13.49
AUGUST	374,050	435,592	(61,542)	(14.13)	9.24	10.65
SEPTEMBER	295,750	320,168	(24,418)	(7.63)	7.31	7.83
OCTOBER	285,328	307,255	(21,927)	(7.14)	7.05	7.51
NOVEMBER	273,637	287,702	(14,065)	(4.89)	6.76	7.03
DECEMBER	463,883	429,741	34,142	7.94	11.46	10.51
JANUARY	216,820	231,425	(14,605)	(6.31)	5.36	5.66
FEBRUARY	371,992	242,786	129,206	53.22	9.19	5.94
MARCH	250,711	256,645	(5,934)	(2.31)	6.19	6.27
APRIL	289,779	295,296	(5,517)	(1.87)	7.16	7.22
MAY	402,563	353,501	49,062	13.88	9.95	8.64
JUNE	380,667	378,159	2,508	0.66	9.41	9.25
<b>TOTAL</b>	<b>\$ 4,047,314</b>	<b>\$ 4,090,175</b>	<b>\$ (42,861)</b>	<b>(1.05)</b>	<b>100.00</b>	<b>100.00</b>

# NEW HAMPSHIRE LIQUOR COMMISSION

## Discounts By Month

FISCAL YEARS ENDED JUNE 30, 2022 AND JUNE 30, 2021 (unaudited)

	INCREASE/(DECREASE)				% OF TOTAL SALES	
	2022	2021	AMOUNT	%	FY '22	FY '21
JULY	\$ (617,652)	\$ (333,935)	\$ (283,717)	84.96	11.27	7.02
AUGUST	(979,331)	(89,586)	(889,745)	993.17	17.87	1.88
SEPTEMBER	(73,828)	(383,089)	309,261	(80.73)	1.35	8.05
OCTOBER	(416,489)	(251,715)	(164,774)	65.46	7.60	5.29
NOVEMBER	(565,737)	(114,108)	(451,629)	395.79	10.33	2.40
DECEMBER	(188,891)	(415,901)	227,010	(54.58)	3.45	8.74
JANUARY	(757,358)	(1,008,696)	251,338	(24.92)	13.82	21.20
FEBRUARY	(265,869)	(520,656)	254,787	(48.94)	4.85	10.94
MARCH	(316,994)	(308,371)	(8,623)	2.80	5.79	6.48
APRIL	(370,042)	(414,301)	44,259	(10.68)	6.75	8.71
MAY	(200,866)	(230,181)	29,315	(12.74)	3.67	4.84
JUNE	(726,223)	(687,273)	(38,950)	5.67	13.25	14.45
<b>TOTAL</b>	<b>\$ (5,479,280)</b>	<b>\$ (4,757,812)</b>	<b>\$ (721,468)</b>	<b>15.16</b>	<b>100.00</b>	<b>100.00</b>

## NEW HAMPSHIRE LIQUOR COMMISSION



Joseph W. Mollica  
Chairman



Nicole Brassard Jordan  
Deputy Commissioner

New Hampshire Liquor Commission  
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Concord, NH 03301  
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