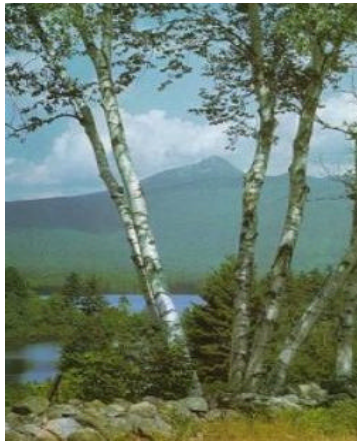


NEW HAMPSHIRE STATE

LIQUOR COMMISSION



Annual Report and Statistical Appendix

Fiscal Year June 30, 2005

NEW HAMPSHIRE STATE LIQUOR COMMISSION

Annual Report and Statistical Appendix

Fiscal Year
2005

John H. Lynch
GOVERNOR

Executive Council

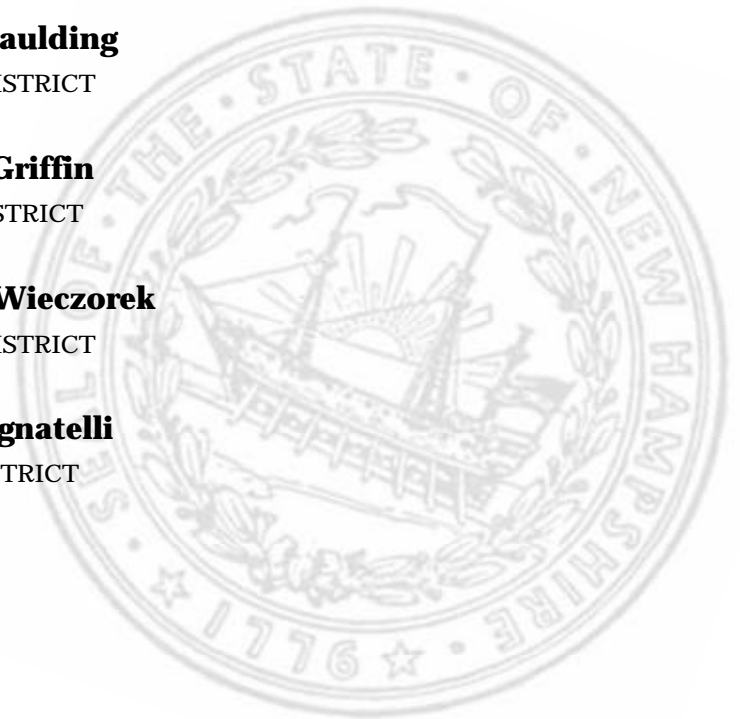
Raymond S. Burton
FIRST DISTRICT

Peter J. Spaulding
SECOND DISTRICT

Ruth L. Griffin
THIRD DISTRICT

Raymond J. Wiczorek
FOURTH DISTRICT

Debora Pignatelli
FIFTH DISTRICT



From the New Hampshire State Liquor Commission

August 2005

His Excellency, Governor John H. Lynch
State of New Hampshire
State House
Concord, New Hampshire

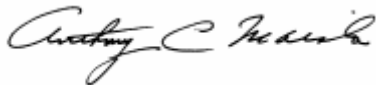
Dear Governor Lynch,

We are pleased to present you the fiscal year 2005 annual report of the New Hampshire State Liquor Commission. It covers the results of operations from the period of July 1, 2004, through June 30, 2005, and marks the 71st year of operations for the Commission.

The past fiscal year was another year of impressive achievement for the Commission. Total sales reached a record setting \$401 million, an increase of approximately \$24.1 million from fiscal year 2004. Net profit for fiscal year 2005 also set a record at \$97.9 million.

This report aims to summarize our many accomplishments over the past year, as well as our objectives for the future. Additional financial and operating data regarding the Commission is on file with the Department of Administrative Services or directly available through our office. We welcome your comments, questions, and suggestions and appreciate your continued support in our service to the people of our state.

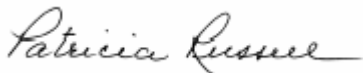
Respectively submitted,



ANTHONY C. MAIOLA, CHAIRMAN



JOHN W. BYRNE, COMMISSIONER



PATRICIA T. RUSSELL, COMMISSIONER

From the Governor

The New Hampshire Liquor Commission, under the authority granted to it by the New Hampshire Legislature, is directly responsible for regulating the sale, distribution, and consumption of alcoholic beverages in the state.

With more than 7.3 million customers a year from across the state and around the nation, the work of the New Hampshire Liquor Commission continues to be a challenging one. This report outlines the financial performance and achievements of the Commission during the past year.

My thanks to the Commission and its staff for their continued dedication and commitment to the people of New Hampshire and their service to our many customers from around the world.



GOVERNOR JOHN H. LYNCH



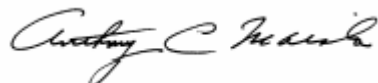
Chairman's Message

Looking back, Fiscal 2005 was another record-breaking year for the New Hampshire Liquor Commission. This year, total sales increased approximately \$24.1 million to \$401 million and profits were up \$7.2 million from fiscal year 2004.

While these impressive numbers point to our long commitment of offering value and a wide variety of premium and value brand wines and spirits, none of this extraordinary success could have been possible without the hard work and dedication of our employees.

So, on behalf of my fellow Commissioners, I'd like to take this opportunity to thank all of our employees from the sales floor to the warehouse, for their service and contribution. Their work not only benefits the Liquor Commission, but also the State of New Hampshire. My thanks are also extended to the members of the General Court, and fellow state employees in numerous state agencies who continue to support the Commission's mission.

We look forward to continued success and service to the people of the State of New Hampshire.



ANTHONY C. MAIOLA, CHAIRMAN



Personnel Data

CURRENT NUMBER OF EMPLOYEES	06/30/05	06/30/04
Unclassified	3	3
Classified	294	299
Temporary *	490	466
Total	787	768

*Permanent employees are those occupying positions permanently established by the legislature, whereas temporary employees are those whose service is authorized for a limited or intermittent period.

Property, Plant and Equipment

	06/30/05	06/30/04
Land and Land Improvements	3,231,490	3,231,490
Buildings and Improvements	19,323,267	17,905,521
Equipment	9,210,629	9,140,962
Total	31,765,386	30,277,973
Less Allowance for Depreciation	(17,527,675)	(16,251,235)
Net Fixed Assets	14,237,711	14,026,738

NHSLC Top 10

Retail Store Locations

1. Hampton - North \$23.1M
2. Hampton - South \$20.6M
3. Portsmouth Traffic Circle \$18.2M
4. Salem \$15.9M
5. Hooksett - North \$13.8M
6. Nashua \$12.4M
7. Nashua \$11.2M
8. Hooksett - South \$10.9M
9. West Lebanon \$9.2M
10. Hinsdale \$7.1M



New Hampshire State Liquor Commission

Balance Sheet as of June 30, 2005 *

FISCAL YEARS ENDED 6/30/05 AND 6/30/04

	July 01, 2004 through June 30, 2005	July 01, 2003 through June 30, 2004	Comparative Increase / (Decrease)	
			\$	%
ASSETS				
CURRENT ASSETS				
Cash and Cash Equivalents	\$ 708,847	\$ 655,623	\$ 53,224	8.12
Accounts Receivables	6,604,285	5,792,531	811,754	14.01
Net Due from Other Agencies	6,030,897	797,017	5,233,880	656.68
Inventory	24,212,547	25,030,282	(817,735)	(3.27)
Total Current Assets	\$ 37,556,576	\$ 32,275,453	\$ 5,281,123	16.36
PROPERTY, PLANT AND EQUIPMENT				
Land and Land Improvements	\$ 3,231,490	\$ 3,231,490	\$ 0	0.00
Buildings and Leasehold Improvements	19,323,267	17,905,521	1,417,746	7.92
Vehicles, Equipment and Furniture	9,210,629	9,140,962	69,667	0.76
Total Property, Plant, & Equipment	\$ 31,765,386	\$ 30,277,973	\$ 1,487,413	4.91
Less Allowance for Depreciation and Amortization	(17,527,675)	(16,251,235)	(1,276,440)	7.85
Net Property, Plant & Equipment	\$ 14,237,711	\$ 14,026,738	\$ 210,972	1.50
TOTAL ASSETS	\$ 51,794,287	\$ 46,302,191	\$ 5,492,096	11.86
<u>LIABILITIES AND FUND EQUITY:</u>				
Accounts Payable - Current	\$ 31,933,987	\$ 26,112,731	\$ 5,821,256	22.29
Accounts Payable - Long Term	1,072,199	1,120,344	(48,145)	(4.30)
Accrued Payroll	1,086,744	1,012,912	73,832	7.29
Deferred Income	1,805,639	2,021,599	(215,960)	(10.68)
Compensated Absences	2,730,205	3,128,211	(398,006)	(12.72)
Total Liabilities	\$ 38,628,774	\$ 33,395,797	\$ 5,232,977	15.67
Total Fund Equity	\$ 13,165,512	\$ 12,906,394	\$ 259,118	2.01
TOTAL LIABILITIES AND FUND EQUITY	\$ 51,794,287	\$ 46,302,191	\$ 5,492,096	11.86

* unaudited

New Hampshire State Liquor Commission

Commonsize Comparative Income Statement*

FISCAL YEARS ENDED 6/30/05 AND 6/30/04

	July 01, 2004 through June 30, 2005	July 01, 2003 through June 30, 2004	Commonsize % FY 05 % FY 04		Comparative Increase / (Decrease) \$ %	
SALES						
Sales - Retail	\$ 281,517,373	\$263,312,888	71.75	71.23	\$18,204,485	6.91
Sales - On-Premise	48,438,931	46,824,506	12.35	12.67	1,614,425	3.45
Sales - Off-Premise	71,350,940	67,080,237	18.19	18.15	4,270,703	6.37
Total Sales	\$ 401,307,244	\$377,217,631	102.29	102.04	\$24,089,614	6.39
Less Discounts, Credit Card Fees, Etc.	(8,971,215)	(7,544,154)	(2.29)	(2.04)	(1,427,061)	18.92
Net Sales	\$ 392,336,029	\$369,673,477	100.00	100.00	\$22,662,552	6.13
COST OF SALES						
Inventory Change	\$ 817,735	\$ (3,226,150)	0.21	(0.87)	\$ 4,043,885	(125.35)
Purchases - Net	281,929,806	269,739,061	71.86	72.97	12,190,745	4.52
Buy-In, Storage/Handling	665,758	613,020	0.17	0.17	52,738	8.60
Freight to Stores	1,452,494	1,301,471	0.37	0.35	151,023	11.60
Total Cost of Sales	\$ 284,865,793	\$268,427,402	72.61	72.61	\$16,438,391	6.12
Gross Profit From Sales	\$ 107,470,236	\$101,246,075	27.39	27.39	\$ 6,224,161	6.15
OTHER REVENUES						
Liquor Rep Fees	\$ 15,980	\$ 7,900	-	0.00	\$ 8,080	102.28
Licenses - Liquor	3,024,391	2,847,703	0.77	0.77	176,688	6.20
Licenses - Wine	-	201	-	-	(201)	(100.00)
Check & Administrative Fines	170,402	139,047	0.04	0.04	31,355	22.55
Warehouse Bailment	1,145,813	1,242,452	0.29	0.34	(96,639)	(7.78)
Wine Tax	26,526	22,526	0.01	0.01	4,000	17.76
Sweepstakes Income	376,287	480,695	0.10	0.13	(104,408)	(21.72)
Inventory Information	5,064	5,040	-	0.00	24	0.48
Direct Shipping Permits	233,522	156,209	0.06	0.04	77,313	49.49
Processing/Investigation Fees	52,925	51,875	0.01	0.01	1,050	2.02
Miscellaneous	35,251	24,006	0.01	0.01	11,245	46.84
Total Other Revenues	\$ 5,086,161	\$ 4,977,654	1.30	1.35	\$ 108,507	2.18
Total Gross Profit	\$ 112,556,397	\$106,223,729	28.69	28.73	\$ 6,332,668	5.96

* unaudited

New Hampshire State Liquor Commission

Commonsize Comparative Income Statement*

FISCAL YEARS ENDED 6/30/05 AND 6/30/04

	July 01, 2004 through June 30, 2005	July 01, 2003 through June 30, 2004	Commonsize % FY 05	Commonsize % FY 04	Comparative Increase / (Decrease) \$	%
OPERATING EXPENSES						
Office of the Commissioners	\$ 569,268	\$ 502,929	0.15	0.14	\$ 66,339	13.19
Information Technology	1,351,445	894,217	0.34	0.24	457,228	51.13
Financial Management	1,146,780	1,197,045	0.29	0.32	(50,265)	(4.20)
Merchandising Administration	583,158	529,007	0.15	0.14	54,151	10.24
Purchasing	61,812	61,318	0.02	0.02	494	0.81
Human Resources	107,098	50,779	0.03	0.01	56,319	110.91
Store Operations	20,646,519	19,344,872	5.26	5.23	1,301,647	6.73
Warehouse	812,251	805,617	0.21	0.22	6,634	0.82
Depreciation Expenses -						
• Office of the Commission	96,524	114,945	0.02	0.03	(18,421)	(16.03)
• Information Technology	447,790	605,021	0.11	0.16	(157,231)	(25.99)
• Financial Management	7,160	7,251	-	-	(91)	(1.25)
• Marketing	51	51	-	-	-	-
• Human Resources	34	102	-	-	(68)	(66.67)
• Store Operations	715,321	695,337	0.18	0.19	19,984	2.87
• Warehouse	57,541	69,824	0.01	0.02	(12,283)	(17.59)
Total Expenses	\$ 26,602,752	\$ 24,878,315	6.78	6.73	\$ 1,724,437	6.93
Net Profit -						
• Liquor Operations	\$ 85,953,645	\$ 81,345,413	21.91	22.00	\$ 4,608,230	5.67
• Beer Operations	10,203,330	10,074,542	2.60	2.73	128,788	1.28
Loss - Disposal of Fixed Assets:	(17,818)	(2,180)	-	-	(15,638)	717.34
Fixed Assets - Capital Funds	1,786,849	-	0.46	-	1,786,849	100.00
Total Net Profit	\$ 97,926,006	\$ 91,417,775	24.96	24.73	\$ 6,508,230	7.12
Transfer to General Fund	(97,666,888)	(92,076,336)	(24.89)	(24.91)	(5,590,552)	6.07
Change in Net Assets	\$ 259,118	\$ (658,561)	0.07	(0.18)	\$ 917,678	(139.35)
Net Assets July 1	12,906,394	13,564,955	3.29	3.67	(658,561)	(4.85)
Net Assets June 30	\$ 13,165,512	\$ 12,906,394	3.36	3.49	\$ 259,117	2.01
NOTE:						
Beginning Inventory	\$ 25,030,282	\$ 21,804,132	-----		\$ 3,226,150	
Inventory Change	(817,735)	3,226,150	-----		(4,043,885)	
Ending Inventory	\$ 24,212,547	\$ 25,030,282	-----		\$ (817,735)	

* unaudited

New Hampshire State Liquor Commission

Commonsize Comparative Income Statement - Enforcement*

FISCAL YEARS ENDED 6/30/05 AND 6/30/04

	July 01, 2004 through June 30, 2005	July 01, 2003 through June 30, 2004	Commonsize %		Comparative Increase / (Decrease)	
			FY 05	FY 04	\$	%
REVENUES						
Beer Tax	\$ 12,176,570	\$ 12,193,284	96.85	97.03	\$ (16,714)	(0.14)
Wine Cooler Tax	26,738	25,826	0.21	0.21	912	3.53
Distilled Spirits Tax	24,146	20,835	0.19	0.17	3,311	15.89
Beer Permits	185,364	205,275	1.47	1.63	(19,911)	(9.70)
Miscellaneous - Grants	159,329	120,801	1.27	0.96	38,528	31.89
Total Revenues	\$ 12,572,147	\$ 12,566,021	100.00	100.00	\$ 6,126	0.05
OPERATING EXPENSES						
Regulation - Enforcement	\$ 1,342,961	\$ 1,506,340	10.68	11.99	\$(163,379)	(10.85)
Regulation - Licensing	568,202	556,286	4.52	4.43	11,916	2.14
Regulation - Education	208,821	174,966	1.66	1.39	33,855	19.35
Miscellaneous - Grants	114,770	132,036	0.91	1.05	(17,266)	(13.08)
Depreciation - Enforcement	113,040	97,989	0.90	0.78	15,051	15.36
Depreciation - Licensing	9,176	11,992	0.07	0.10	(2,816)	(23.48)
Depreciation - Grants	11,847	11,870	0.09	0.09	(23)	(0.19)
Total Expenses	\$ 2,368,817	\$ 2,491,479	18.84	19.83	\$(122,662)	(4.92)
Net Profit From Beer Operations	\$ 10,203,330	\$ 10,074,542	81.16	80.17	\$ 128,788	1.28

* unaudited

New Hampshire State Liquor Commission

Five Year Comparative - FY 2001 To FY 2005*

Expressed In Thousands

	<u>FY 2005</u>	<u>FY 2004</u>	<u>FY 2003</u>	<u>FY 2002</u>	<u>FY 2001</u>
<u>SALES</u>					
Sales - Retail	\$ 281,517	\$ 263,313	\$ 246,560	\$ 235,172	\$ 219,992
Sales - On-Premise	48,439	47,470	44,120	42,048	39,771
Sales - Off-Premise	71,351	66,435	60,057	54,502	50,440
Total Sales	401,307	377,218	350,737	331,722	310,203
Less Discounts, CC fees, Etc	(8,971)	(7,544)	(6,003)	(6,390)	(5,480)
Net Sales	\$ 392,336	\$ 369,674	\$ 344,734	\$ 325,332	\$ 304,723
Cost of Goods Sold	284,866	268,427	249,850	234,609	219,905
Gross profit on Sales	\$ 107,470	\$ 101,247	\$ 94,884	\$ 90,723	\$ 84,818
<u>OTHER REVENUES</u>					
Liquor and Wine Licenses	\$ 3,024	\$ 2,848	\$ 2,919	\$ 3,270	\$ 2,539
Liquor Rep Fees	16	8	4	4	4
Sweepstakes Income	376	481	445	455	385
Miscellaneous	1,670	1,641	2,161	1,202	1,267
Total Other Revenues	\$ 5,086	\$ 4,978	\$ 5,529	\$ 4,931	\$ 4,195
Total Gross Profit	\$ 112,556	\$ 106,225	\$ 100,413	\$ 95,654	\$ 89,013
<u>OPERATING EXPENSES</u>					
Office of Commission	\$ 569	\$ 503	\$ 497	\$ 507	\$ 507
Information Technology	1,351	894	979	1,062	862
Financial Management	1,147	1,197	1,258	1,040	988
Marketing	583	529	541	503	404
Purchasing	62	61	58	56	54
Human Resources	107	51	125	88	84
Store Operations	20,647	19,345	19,380	17,967	16,789
Warehouse	812	806	758	746	624
Depreciation	\$ 1,324	\$ 1,493	\$ 1,502	\$ 1,452	\$ 1,483
Total Operating Expenses	\$ 26,602	\$ 24,879	\$ 25,098	\$ 23,421	\$ 21,795
Net Profit Liquor	\$ 85,954	\$ 81,346	\$ 75,315	\$ 72,233	\$ 67,218
<u>ENFORCEMENT & LICENSING</u>					
Rev - Beer Tax and Permits	\$ 12,572	\$ 12,566	\$ 12,500	\$ 12,335	\$ 11,769
Exp. - Enforc., Licens. & Educ	(2,235)	(2,370)	(2,070)	(1,892)	(1,658)
Depreciation	(134)	(122)	(116)	(65)	(42)
Net Profit Beer Operations	\$ 10,203	\$ 10,074	\$ 10,314	\$ 10,378	\$ 10,069
Gain or (Loss) on Fixed Assets	(18)	(2)	(14)	(9)	(12)
Fixed Assets - Capital Funds	1,787	-	-	-	-
TOTAL NET PROFIT	\$ 97,926	\$ 91,418	\$ 85,615	\$ 82,602	\$ 77,275

* unaudited

New Hampshire State Liquor Commission

Total Operating Expenses*

Fiscal Years Ended June 30, 2005 and June 30, 2004

OPERATING EXPENSES:			INCREASE / (DECREASE)	
	<u>JUNE 30, 2005</u>	<u>JUNE 30, 2004</u>	<u>AMOUNT</u>	<u>%</u>
Personnel Services - Permanent	\$ 8,892,378.92	\$ 9,610,368.36	\$ (717,989.44)	(7.47)
Personnel Services - Temporary	3,831,525.59	3,735,175.17	96,350.42	2.58
Personnel Services - Overtime	792,036.92	747,074.91	44,962.01	6.02
Personnel Services - Holiday	143,846.95	142,768.45	1,078.50	0.76
Commissioners Salaries	231,982.98	239,946.53	(7,963.55)	(3.32)
Consultants	-	54,168.17	(54,168.17)	(100.00)
Transfer to Data Center	1,673,187.25	-	1,673,187.25	100.00
Supplies	482,845.75	375,189.25	107,656.50	28.69
Publications	16,006.59	5,849.57	10,157.02	173.64
Clothing	1,112.00	8,597.00	(7,485.00)	(87.07)
Heat, Electricity, Water	968,687.00	792,114.53	176,572.47	22.29
Telephone	198,659.52	200,441.04	(1,781.52)	(0.89)
Postage and Freight	67,254.55	63,784.54	3,470.01	5.44
Printing and Binding	91,341.25	75,259.67	16,081.58	21.37
Contract Repairs-Buildings&Grounds	178,133.05	209,941.75	(31,808.70)	(15.15)
Equipment Repairs	369,830.95	236,138.17	133,692.78	56.62
Other Repairs & Alterations	-	193.00	(193.00)	(100.00)
License/Maintenance Software	54,491.97	376,470.10	(321,978.13)	(85.53)
Repairs - Buildings and Grounds	32,777.74	27,512.49	5,265.25	19.14
Advertising	807,143.61	709,903.72	97,239.89	13.70
Rents & Rentals	64,370.06	68,376.97	(4,006.91)	(5.86)
Rents - Stores	1,938,978.22	1,881,298.26	57,679.96	3.07
Insurance	6,254.16	5,418.01	836.15	15.43
Membership Fees	2,810.00	2,921.00	(111.00)	(3.80)
Educational/Development Training	7,280.95	14,217.00	(6,936.05)	(48.79)
Rental/Lease - Office Equipment	(17,450.80)	22,872.38	(40,323.18)	(176.30)
Trash Removal Services	115,211.14	114,551.04	660.10	0.58
Snow Removal Services	135,163.65	141,363.70	(6,200.05)	(4.39)
Janitorial Services	50,744.11	52,603.80	(1,859.69)	(3.54)
Equipment	421,196.20	66,912.09	354,284.11	529.48
Benefits	5,146,861.70	4,590,767.21	556,094.49	12.11
Employee Assistance Program	8,330.00	-	8,330.00	100.00
Travel - In-State	145,069.80	129,510.86	15,558.94	12.01
Travel - Out-of-State	3,190.92	6,333.59	(3,142.67)	(49.62)
Indirect Costs to Admin. Services	298,113.00	288,267.00	9,846.00	3.42
Workmen's Compensation	318,352.38	693,515.80	(375,163.42)	(54.10)
Unemployment Compensation	20,251.51	11,499.92	8,751.59	76.10
Purchase of Land	-	-	-	-
Miscellaneous	15,115.19	54,086.02	(38,970.83)	(72.05)
TOTAL OPERATING EXPENSES:	\$ 27,513,084.78	\$ 25,755,411.07	\$ 1,757,673.71	6.82
Depreciation	1,458,484.42	1,614,384.10	(155,899.68)	(9.66)
Gain/(Loss) on Fixed Assets Disposal	(17,818.21)	(2,180.00)	(15,638.21)	717.35
TOTAL EXPENSES:	\$ 28,953,750.99	\$ 27,367,615.17	\$ 1,586,135.82	5.80

*unaudited

New Hampshire State Liquor Commission

Total Enforcement, Licensing, Education & Grant Expenses*

Fiscal Years Ended June 30, 2005 and June 30, 2004

			INCREASE / (DECREASE)	
	JUNE 30, 2005	JUNE 30, 2004	AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Permanent	\$ 1,211,750.34	\$ 1,256,124.26	\$ (44,373.92)	(3.53)
Personnel Services - Temporary	12,614.66	19,037.39	(6,422.73)	(33.74)
Personnel Services - Overtime	71,084.12	77,390.76	(6,306.64)	(8.15)
Consultants	-	48,300.00	(48,300.00)	(100.00)
Supplies	42,124.72	10,386.09	31,738.63	305.59
Publications	3,036.00	933.79	2,102.21	225.13
Clothing	1,112.00	8,597.00	(7,485.00)	(87.07)
Heat, Electricity, Water	12,356.52	11,865.35	491.17	4.14
Telephone	17,531.40	18,072.50	(541.10)	(2.99)
Postage and Freight	8,580.95	8,904.46	(323.51)	(3.63)
Printing and Binding	7,163.50	13,824.35	(6,660.85)	(48.18)
Equipment Repairs	5.00	1,070.77	(1,065.77)	(99.53)
License/Maintenance Software	2,037.73	27,869.50	(25,831.77)	(92.69)
Repairs - Buildings and Grounds	83.97	932.72	(848.75)	(91.00)
Advertising	2,864.25	154.22	2,710.03	1,757.25
Rents & Rentals	63,040.00	60,474.71	2,565.29	4.24
Insurance	5,750.90	4,687.68	1,063.22	22.68
Membership Fees	300.00	596.00	(296.00)	(49.66)
Educational/Development Training	1,255.00	1,030.00	225.00	21.84
Rental/Lease - Office Equipment	3,818.41	4,162.00	(343.59)	(8.26)
Janitorial Services	7,800.00	7,800.00	-	-
Equipment	24,231.68	8,885.00	15,346.68	172.73
Benefits	603,495.26	506,383.56	97,111.70	19.18
Employee Assistance Program	1,000.00	-	1,000.00	100.00
Travel - In-State	53,392.56	47,894.40	5,498.16	11.48
Travel - Out-of-State	1,566.21	524.40	1,041.81	198.67
Indirect Costs to Admin. Services	2,888.00	2,767.00	121.00	4.37
Workmen's Compensation	64,069.74	227,697.49	(163,627.75)	(71.86)
Unemployment Compensation	6,604.00	-	6,604.00	100.00
Miscellaneous	3,197.16	(6,738.03)	9,935.19	(147.45)
TOTAL OPERATING EXPENSES:	\$ 2,234,754.08	\$ 2,369,627.37	\$ (134,873.29)	(5.69)
Depreciation	134,063.00	121,851.54	12,211.46	10.02
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 2,368,817.08	\$ 2,491,478.91	\$ (122,661.83)	(4.92)

* unaudited

New Hampshire State Liquor Commission Enforcement Expenses*

Fiscal Years Ended June 30, 2005 and June 30, 2004

			INCREASE / (DECREASE)	
	JUNE 30, 2005	JUNE 30, 2004	AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Permanent	\$ 804,222.96	\$ 818,893.16	\$ (14,670.20)	(1.79)
Personnel Services - Temporary	12,614.66	14,624.54	(2,009.88)	(13.74)
Personnel Services - Overtime	18,230.41	15,445.48	2,784.93	18.03
Supplies	7,548.89	3,907.61	3,641.28	93.18
Publications	3,036.00	807.50	2,228.50	275.98
Clothing	232.00	7,700.00	(7,468.00)	(96.99)
Heat, Electricity, Water	656.12	1,161.31	(505.19)	(43.50)
Telephone	10,420.87	11,245.25	(824.38)	(7.33)
Postage and Freight	560.90	1,403.37	(842.47)	(60.03)
Printing and Binding	262.50	9,015.37	(8,752.87)	(97.09)
Equipment Repairs	5.00	920.77	(915.77)	(99.46)
License/Maintenance Software	793.73	27,869.50	(27,075.77)	(97.15)
Repairs - Buildings and Grounds	28.29	581.93	(553.64)	(95.14)
Advertising	250.00	89.22	160.78	180.21
Insurance	3,877.50	3,125.10	752.40	24.08
Membership Fees	300.00	435.00	(135.00)	(31.03)
Educational/Development Training	555.00	880.00	(325.00)	(36.93)
Janitorial Services	7,800.00	7,800.00	-	-
Equipment	6,297.55	6,635.00	(337.45)	(5.09)
Benefits	366,512.41	314,842.00	51,670.41	16.41
Employee Assistance Program	1,000.00	-	1,000.00	100.00
Travel - In-State	36,996.55	30,861.84	6,134.71	19.88
Travel - Out-of-State	1,566.21	524.40	1,041.81	198.67
Workmen's Compensation	57,459.25	224,334.86	(166,875.61)	(74.39)
Miscellaneous	1,734.20	3,236.64	(1,502.44)	(46.42)
TOTAL OPERATING EXPENSES:	\$ 1,342,961.00	\$ 1,506,339.85	\$ (163,378.85)	(10.85)
Depreciation	113,040.00	97,989.35	15,050.65	15.36
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 1,456,001.00	\$ 1,604,329.20	\$ (148,328.20)	(9.25)

* unaudited

New Hampshire State Liquor Commission Licensing Expenses*

Fiscal Years Ended June 30, 2005 and June 30, 2004

	JUNE 30, 2005	JUNE 30, 2004	INCREASE / (DECREASE)	
			AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Permanent	\$ 279,121.15	\$ 319,841.11	\$ (40,719.96)	(12.73)
Supplies	2,247.63	905.77	1,341.86	148.15
Publications	-	126.29	(126.29)	(100.00)
Heat, Electricity, Water	11,700.40	10,704.04	996.36	9.31
Telephone	7,110.41	6,827.25	283.16	4.15
Postage and Freight	8,000.32	7,438.07	562.25	7.56
Printing and Binding	22.00	442.00	(420.00)	(95.02)
Repairs - Buildings and Grounds	55.68	350.79	(295.11)	(84.13)
Rents & Rentals	63,040.00	60,379.96	2,660.04	4.41
Insurance	1,240.80	1,136.40	104.40	9.19
Educational/Development Training	350.00	150.00	200.00	133.33
Rental/Lease - Office Equipment	2,586.00	2,977.00	(391.00)	(13.13)
Equipment	8,484.46	-	8,484.46	100.00
Benefits	166,778.21	136,216.00	30,562.21	22.44
Travel - In-State	10,767.75	8,527.23	2,240.52	26.27
Workmen's Compensation	50.00	263.88	(213.88)	(81.05)
Unemployment Compensation	6,604.00	-	6,604.00	100.00
Miscellaneous	43.13	-	43.13	100.00
TOTAL OPERATING EXPENSES:	\$ 568,201.94	\$ 556,285.79	\$ 11,916.15	2.14
Depreciation	9,176.00	11,992.23	(2,816.23)	(23.48)
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 577,377.94	\$ 568,278.02	\$ 9,099.92	1.60

* unaudited

New Hampshire State Liquor Commission

Education Expenses*

Fiscal Years Ended June 30, 2005 and June 30, 2004

			INCREASE / (DECREASE)	
	JUNE 30, 2005	JUNE 30, 2004	AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Permanent	\$ 128,406.23	\$ 117,389.99	\$ 11,016.24	9.38
Supplies	1,788.71	411.04	1,377.67	335.17
Telephone	0.12	-	0.12	100.00
Postage and Freight	19.73	18.02	1.71	9.49
Printing and Binding	-	1,525.87	(1,525.87)	(100.00)
Equipment Repairs	-	150.00	(150.00)	(100.00)
Advertising	(65.00)	65.00	(130.00)	(200.00)
Rents & Rentals	-	37.90	(37.90)	(100.00)
Insurance	632.60	426.18	206.42	48.43
Membership Fees	-	161.00	(161.00)	(100.00)
Educational/Development Training	350.00	-	350.00	100.00
Rental/Lease - Office Equipment	1,232.41	1,185.00	47.41	4.00
Benefits	65,017.64	46,036.00	18,981.64	41.23
Travel - In-State	4,878.26	4,461.14	417.12	9.35
Workmen's Compensation	6,560.49	3,098.75	3,461.74	111.71
TOTAL OPERATING EXPENSES:	\$ 208,821.19	\$ 174,965.89	\$ 33,855.30	19.35
Depreciation	-	-	-	-
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 208,821.19	\$ 174,965.89	\$ 33,855.30	19.35

* unaudited

New Hampshire State Liquor Commission

Total Grants Expenses *

Fiscal Years Ended June 30, 2005 and June 30, 2004

			INCREASE / (DECREASE)	
	JUNE 30, 2005	JUNE 30, 2004	AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Temporary	\$ -	\$ 4,412.85	(4,412.85)	(100.00)
Personnel Services - Overtime	52,853.71	61,945.28	(9,091.57)	(14.68)
Consultants	-	48,300.00	(48,300.00)	100.00
Supplies	30,539.49	5,161.67	25,377.82	491.66
Clothing	880.00	897.00	(17.00)	(1.90)
Postage and Freight	-	45.00	(45.00)	(100.00)
Printing and Binding	6,879.00	2,841.11	4,037.89	142.12
License/Maintenance Software	1,244.00	-	1,244.00	100.00
Advertising	2,679.25	-	2,679.25	100.00
Rents & Rentals	-	56.85	(56.85)	(100.00)
Equipment	9,449.67	2,250.00	7,199.67	319.99
Benefits	5,187.00	9,289.56	(4,102.56)	(44.16)
Travel - In-State	750.00	4,044.19	(3,294.19)	(81.45)
Indirect Costs to Admin. Services	2,888.00	2,767.00	121.00	4.37
Miscellaneous	1,419.83	(9,974.67)	11,394.50	(114.23)
TOTAL OPERATING EXPENSES:	\$ 114,769.95	\$ 132,035.84	\$ (17,265.89)	(13.08)
Depreciation	11,847.00	11,869.96	(22.96)	(0.19)
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 126,616.95	\$ 143,905.80	\$ (17,288.85)	(12.01)

* Grants consist of: Drug Task Force, Underage Drinking Initiative, Highway Grant

* unaudited

New Hampshire State Liquor Commission

Total Liquor Expenses*

Fiscal Years Ended June 30, 2005 and June 30, 2004

OPERATING EXPENSES:			INCREASE / (DECREASE)	
	<u>JUNE 30, 2005</u>	<u>JUNE 30, 2004</u>	<u>AMOUNT</u>	<u>%</u>
Personnel Services - Permanent	\$ 7,680,628.58	\$ 8,354,244.10	\$ (673,615.52)	(8.06)
Personnel Services - Temporary	3,818,910.93	3,716,137.78	102,773.15	2.77
Personnel Services - Overtime	720,952.80	669,684.15	51,268.65	7.66
Personnel Services - Holiday	143,846.95	142,768.45	1,078.50	0.76
Commissioners Salaries	231,982.98	239,946.53	(7,963.55)	(3.32)
Consultants	-	5,868.17	(5,868.17)	(100.00)
Transfer to Data Center	1,673,187.25	-	1,673,187.25	100.00
Supplies	440,721.03	364,803.16	75,917.87	20.81
Publications	12,970.59	4,915.78	8,054.81	163.86
Heat, Electricity, Water	956,330.48	780,249.18	176,081.30	22.57
Telephone	181,128.12	182,368.54	(1,240.42)	(0.68)
Postage and Freight	58,673.60	54,880.08	3,793.52	6.91
Printing and Binding	84,177.75	61,435.32	22,742.43	37.02
Contract Repairs-Buildings&Grounds	178,133.05	209,941.75	(31,808.70)	(15.15)
Equipment Repairs	369,825.95	235,067.40	134,758.55	57.33
Other Repairs & Alterations	-	193.00	(193.00)	(100.00)
License/Maintenance Software	52,454.24	348,600.60	(296,146.36)	(84.95)
Repairs - Buildings and Grounds	32,693.77	26,579.77	6,114.00	23.00
Advertising	804,279.36	709,749.50	94,529.86	13.32
Rents & Rentals	1,330.06	7,902.26	(6,572.20)	(83.17)
Rents - Stores	1,938,978.22	1,881,298.26	57,679.96	3.07
Insurance	503.26	730.33	(227.07)	(31.09)
Membership Fees	2,510.00	2,325.00	185.00	7.96
Educational/Development Training	6,025.95	13,187.00	(7,161.05)	(54.30)
Rental/Lease - Office Equipment	(21,269.21)	18,710.38	(39,979.59)	(213.68)
Trash Removal Services	115,211.14	114,551.04	660.10	0.58
Snow Removal Services	135,163.65	141,363.70	(6,200.05)	(4.39)
Janitorial Services	42,944.11	44,803.80	(1,859.69)	(4.15)
Equipment	396,964.52	58,027.09	338,937.43	584.10
Benefits	4,543,366.44	4,084,383.65	458,982.79	11.24
Employee Assistance Program	7,330.00	-	7,330.00	100.00
Travel - In-State	91,677.24	81,616.46	10,060.78	12.33
Travel - Out-of-State	1,624.71	5,809.19	(4,184.48)	(72.03)
Indirect Costs to Admin. Services	295,225.00	285,500.00	9,725.00	3.41
Workmen's Compensation	254,282.64	465,818.31	(211,535.67)	(45.41)
Unemployment Compensation	13,647.51	11,499.92	2,147.59	18.67
Miscellaneous	11,918.03	60,824.05	(48,906.02)	(80.41)
TOTAL OPERATING EXPENSES:	\$ 25,278,330.70	\$ 23,385,783.70	\$ 1,892,547.00	8.09
Depreciation	1,324,421.42	1,492,532.56	(168,111.14)	(11.26)
Gain/(Loss) on Fixed Assets Disposal	(17,818.21)	(2,180.00)	(15,638.21)	717.35
TOTAL EXPENSES:	\$ 26,584,933.91	\$ 24,876,136.26	\$ 1,708,797.65	6.87

* unaudited

New Hampshire State Liquor Commission

Office of the Commissioners Expenses*

Fiscal Years Ended June 30, 2005 and June 30, 2004

			INCREASE / (DECREASE)	
	JUNE 30, 2005	JUNE 30, 2004	AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Permanent	\$ 39,717.88	\$ 34,154.75	\$ 5,563.13	16.29
Personnel Services - Temporary	2,738.07	1,123.20	1,614.87	143.77
Commissioners Salaries	231,982.98	239,946.53	(7,963.55)	(3.32)
Supplies	2,308.07	1,119.60	1,188.47	106.15
Publications	3,465.22	1,136.93	2,328.29	204.79
Heat, Electricity, Water	150,164.55	93,832.41	56,332.14	60.03
Telephone	5,664.02	6,931.98	(1,267.96)	(18.29)
Postage and Freight	19,235.99	16,223.51	3,012.48	18.57
Printing and Binding	320.00	1,375.00	(1,055.00)	(76.73)
Contract Repairs-Buildings&Grounds	830.00	1,400.00	(570.00)	(40.71)
Equipment Repairs	968.50	1,250.14	(281.64)	(22.53)
Repairs - Buildings and Grounds	40.45	56.04	(15.59)	(27.82)
Advertising	-	584.68	(584.68)	(100.00)
Insurance	-	284.10	(284.10)	(100.00)
Membership Fees	2,510.00	2,325.00	185.00	7.96
Educational/Development Training	275.00	-	275.00	100.00
Rental/Lease - Office Equipment	4,836.87	9,459.00	(4,622.13)	(48.86)
Janitorial Services	16,890.00	16,220.00	670.00	4.13
Equipment	1,926.42	-	1,926.42	100.00
Benefits	77,010.75	69,349.92	7,660.83	11.05
Travel - In-State	6,707.31	3,577.63	3,129.68	87.48
Travel - Out-of-State	632.90	1,223.64	(590.74)	(48.28)
Miscellaneous	1,043.18	1,354.56	(311.38)	(22.99)
TOTAL OPERATING EXPENSES:	\$ 569,268.16	\$ 502,928.62	\$ 66,339.54	13.19
Depreciation	96,524.00	114,945.00	(18,421.00)	(16.03)
Gain/(Loss) on Fixed Assets Disposal	(14,872.67)	(2,180.00)	(12,692.67)	582.23
TOTAL EXPENSES:	\$ 650,919.49	\$ 615,693.62	\$ 35,225.87	5.72

* unaudited

New Hampshire State Liquor Commission

Information Technology Expenses*

Fiscal Years Ended June 30, 2005 and June 30, 2004

			INCREASE / (DECREASE)	
	JUNE 30, 2005	JUNE 30, 2004	AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Permanent	\$ 91,162.51	\$ 588,328.58	\$ (497,166.07)	(84.50)
Personnel Services - Overtime	(171.02)	10,668.15	(10,839.17)	(101.60)
Transfer to Data Center	1,673,187.25	-	1,673,187.25	100.00
Supplies	1,261.86	25,944.38	(24,682.52)	(95.14)
Publications	39.97	262.92	(222.95)	(84.80)
Telephone	8,704.36	27,248.22	(18,543.86)	(68.06)
Postage and Freight	7.60	204.49	(196.89)	(96.28)
Printing and Binding	-	4,172.50	(4,172.50)	(100.00)
Equipment Repairs	-	2,008.18	(2,008.18)	(100.00)
License/Maintenance Soft/Hardware	(399,161.00)	20,656.00	(419,817.00)	(2,032.42)
Educational/Development Training	-	5,177.00	(5,177.00)	(100.00)
Rental/Lease - Office Equipment	(29,704.88)	5,355.98	(35,060.86)	(654.61)
Equipment	-	376.45	(376.45)	(100.00)
Benefits	6,179.66	199,910.00	(193,730.34)	(96.91)
Travel - In-State	(61.31)	956.88	(1,018.19)	(106.41)
Travel - Out-of-State	-	2,740.61	(2,740.61)	(100.00)
Miscellaneous	-	206.62	(206.62)	(100.00)
TOTAL OPERATING EXPENSES:	\$ 1,351,445.00	\$ 894,216.96	\$ 457,228.04	51.13
Depreciation	447,790.00	605,021.35	(157,231.35)	(25.99)
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 1,799,235.00	\$ 1,499,238.31	\$ 299,996.69	20.01

* unaudited

New Hampshire State Liquor Commission

Financial Management Expenses*

Fiscal Years Ended June 30, 2005 and June 30, 2004

			INCREASE / (DECREASE)	
	JUNE 30, 2005	JUNE 30, 2004	AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Permanent	\$ 526,646.14	\$ 596,801.21	\$ (70,155.07)	(11.76)
Personnel Services - Temporary	16,045.77	14,853.88	1,191.89	8.02
Consultants	-	5,868.17	(5,868.17)	(100.00)
Supplies	4,751.60	4,914.85	(163.25)	(3.32)
Publications	300.00	129.41	170.59	131.82
Heat, Electricity, Water	4,583.00	-	4,583.00	100.00
Telephone	8,519.97	15,126.98	(6,607.01)	(43.68)
Postage and Freight	1,872.63	3,407.72	(1,535.09)	(45.05)
Printing and Binding	224.00	190.28	33.72	17.72
Contract Repairs-Buildings&Grounds	-	1,305.00	(1,305.00)	(100.00)
Equipment Repairs	1,320.00	940.78	379.22	40.31
License/Maintenance Software	13,161.00	13,461.00	(300.00)	(2.23)
Repairs - Buildings and Grounds	220.56	18.95	201.61	1,063.91
Advertising	362.28	1,856.08	(1,493.80)	(80.48)
Educational/Development Training	5,451.95	7,605.00	(2,153.05)	(28.31)
Equipment	587.40	4,049.75	(3,462.35)	(85.50)
Benefits	264,688.36	235,492.87	29,195.49	12.40
Employee Assistance Program	1,000.00		1,000.00	100.00
Travel - In-State	458.42	583.78	(125.36)	(21.47)
Travel - Out-of-State	-	621.64	(621.64)	(100.00)
Indirect Costs to Admin. Services	295,225.00	285,500.00	9,725.00	3.41
Workmen's Compensation	1,129.57	4,113.62	(2,984.05)	(72.54)
Miscellaneous	232.35	204.06	28.29	13.86
TOTAL OPERATING EXPENSES:	\$ 1,146,780.00	\$ 1,197,045.03	\$ (50,265.03)	(4.20)
Depreciation	7,160.00	7,251.46	(91.46)	(1.26)
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 1,153,940.00	\$ 1,204,296.49	\$ (50,356.49)	(4.18)

* unaudited

New Hampshire State Liquor Commission

Marketing Expenses*

Fiscal Years Ended June 30, 2005 and June 30, 2004

OPERATING EXPENSES:			INCREASE / (DECREASE)	
	JUNE 30, 2005	JUNE 30, 2004	AMOUNT	%
Personnel Services - Permanent	\$ 375,806.20	\$ 347,438.53	\$ 28,367.67	8.16
Supplies	5,643.84	3,952.45	1,691.39	42.79
Publications	642.95	852.00	(209.05)	(24.54)
Telephone	7,553.02	7,603.28	(50.26)	(0.66)
Postage and Freight	44.45	4.20	40.25	958.33
Printing and Binding	22.00	-	22.00	100.00
Equipment Repairs	-	557.00	(557.00)	(100.00)
Advertising	-	80.00	(80.00)	(100.00)
Rents & Rentals	400.00	375.00	25.00	6.67
Educational/Development Training	204.00	-	204.00	100.00
Rental/Lease - Office Equipment	2,476.81	2,748.00	(271.19)	(9.87)
Benefits	182,357.99	156,560.00	25,797.99	16.48
Travel - In-State	7,014.93	7,150.96	(136.03)	(1.90)
Travel - Out-of-State	991.81	1,223.30	(231.49)	(18.92)
Workmen's Compensation	-	432.70	(432.70)	(100.00)
Miscellaneous	-	29.79	(29.79)	(100.00)
TOTAL OPERATING EXPENSES:	\$ 583,158.00	\$ 529,007.21	\$ 54,150.79	10.24
Depreciation	51.42	51.42	-	-
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 583,209.42	\$ 529,058.63	\$ 54,150.79	10.24

* unaudited

New Hampshire State Liquor Commission

Purchasing Expenses*

Fiscal Years Ended June 30, 2005 and June 30, 2004

			INCREASE / (DECREASE)	
	JUNE 30, 2005	JUNE 30, 2004	AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Permanent	\$ 49,233.76	\$ 49,261.87	\$ (28.11)	(0.06)
Publications	-	609.52	(609.52)	(100.00)
Telephone	346.57	406.31	(59.74)	(14.70)
Benefits	12,231.46	11,040.00	1,191.46	10.79
TOTAL OPERATING EXPENSES:	\$ 61,811.79	\$ 61,317.70	\$ 494.09	0.81
Depreciation	-	-	-	-
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 61,811.79	\$ 61,317.70	\$ 494.09	0.81

* unaudited

New Hampshire State Liquor Commission

Human Resources Expenses*

Fiscal Years Ended June 30, 2005 and June 30, 2004

OPERATING EXPENSES:			INCREASE / (DECREASE)	
	<u>JUNE 30, 2005</u>	<u>JUNE 30, 2004</u>	<u>AMOUNT</u>	<u>%</u>
Personnel Services - Permanent	\$ 65,032.54	\$ 37,578.94	\$ 27,453.60	73.06
Supplies	188.51	316.64	(128.13)	(40.47)
Telephone	843.87	631.66	212.21	33.60
Postage and Freight	8.84	-	8.84	100.00
Educational/Development Training	25.00	80.00	(55.00)	(68.75)
Benefits	40,999.15	12,172.00	28,827.15	236.83
TOTAL OPERATING EXPENSES:	<u>\$ 107,097.91</u>	<u>\$ 50,779.24</u>	<u>\$ 56,318.67</u>	<u>110.91</u>
Depreciation	34.00	102.00	(68.00)	(66.67)
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	<u>\$ 107,131.91</u>	<u>\$ 50,881.24</u>	<u>\$ 56,250.67</u>	<u>110.55</u>

* unaudited

New Hampshire State Liquor Commission

Store Operations Expenses*

Fiscal Years Ended June 30, 2005 and June 30, 2004

OPERATING EXPENSES:			INCREASE / (DECREASE)	
	JUNE 30, 2005	JUNE 30, 2004	AMOUNT	%
Personnel Services - Permanent	\$ 6,131,660.73	\$ 6,276,297.73	\$ (144,637.00)	(2.30)
Personnel Services - Temporary	3,728,125.52	3,612,073.66	116,051.86	3.21
Personnel Services - Overtime	719,822.89	655,567.91	64,254.98	9.80
Personnel Services - Holiday	143,846.95	142,768.45	1,078.50	0.76
Supplies	409,040.13	319,741.05	89,299.08	27.93
Publications	8,522.45	1,925.00	6,597.45	342.72
Heat, Electricity, Water	801,582.93	686,416.77	115,166.16	16.78
Telephone	146,388.59	121,151.36	25,237.23	20.83
Postage and Freight	38,013.42	34,022.88	3,990.54	11.73
Printing and Binding	83,611.75	55,697.54	27,914.21	50.12
Contract Repairs-Buildings&Grounds	156,979.03	187,155.25	(30,176.22)	(16.12)
Equipment Repairs	348,619.28	214,236.39	134,382.89	62.73
Other Repairs & Alterations	-	193.00	(193.00)	(100.00)
License/Maintenance Software	438,454.24	314,483.60	123,970.64	39.42
Repairs - Buildings and Grounds	32,320.84	26,160.98	6,159.86	23.55
Advertising	803,917.08	707,228.74	96,688.34	13.67
Rents & Rentals	810.06	7,113.26	(6,303.20)	(88.61)
Rents - Stores	1,938,978.22	1,881,298.26	57,679.96	3.07
Insurance	503.26	446.23	57.03	12.78
Educational/Development Training	70.00	235.00	(165.00)	(70.21)
Rental/Lease - Office Equipment	431.99	-	431.99	100.00
Trash Removal Services	115,211.14	114,551.04	660.10	0.58
Snow Removal Services	135,163.65	141,363.70	(6,200.05)	(4.39)
Janitorial Services	26,054.11	28,583.80	(2,529.69)	(8.85)
Equipment	376,825.49	44,833.69	331,991.80	740.50
Benefits	3,715,687.22	3,187,257.61	528,429.61	16.58
Employee Assistance Program	6,330.00	-	6,330.00	100.00
Travel - In-State	77,269.59	69,090.48	8,179.11	11.84
Workmen's Compensation	247,021.31	450,570.63	(203,549.32)	(45.18)
Unemployment Compensation	11,078.51	11,359.20	(280.69)	(2.47)
Miscellaneous	4,178.17	53,048.47	(48,870.30)	(92.12)
TOTAL OPERATING EXPENSES:	\$ 20,646,518.55	\$ 19,344,871.68	\$ 1,301,646.87	6.73
Depreciation	715,321.00	695,336.93	19,984.07	2.87
Gain/(Loss) on Fixed Assets Disposal	(2,945.54)	-	(2,945.54)	100.00
TOTAL EXPENSES:	\$ 21,358,894.01	\$ 20,040,208.61	\$ 1,318,685.40	6.58

* unaudited

New Hampshire State Liquor Commission

Warehouse Expenses*

Fiscal Years Ended June 30, 2005 and June 30, 2004

			INCREASE / (DECREASE)	
	JUNE 30, 2005	JUNE 30, 2004	AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Permanent	\$ 401,368.82	\$ 424,382.49	\$ (23,013.67)	(5.42)
Personnel Services - Temporary	72,001.57	88,087.04	(16,085.47)	(18.26)
Personnel Services - Overtime	1,300.93	3,448.09	(2,147.16)	(62.27)
Supplies	17,527.02	8,814.19	8,712.83	98.85
Telephone	3,107.72	3,268.75	(161.03)	(4.93)
Postage and Freight	(509.33)	1,017.28	(1,526.61)	(150.07)
Contract Repairs-Buildings&Grounds	20,324.02	20,081.50	242.52	1.21
Equipment Repairs	18,918.17	16,074.91	2,843.26	17.69
Repairs - Buildings and Grounds	111.92	343.80	(231.88)	(67.45)
Rents & Rentals	120.00	414.00	(294.00)	(71.01)
Educational/Development Training	-	90.00	(90.00)	(100.00)
Rental/Lease - Office Equipment	690.00	1,147.40	(457.40)	(39.86)
Equipment	17,625.21	8,767.20	8,858.01	101.04
Benefits	244,211.85	212,601.25	31,610.60	14.87
Travel - In-State	288.30	256.73	31.57	12.30
Workmen's Compensation	6,131.76	10,701.36	(4,569.60)	(42.70)
Unemployment Compensation	2,569.00	140.72	2,428.28	1,725.61
Miscellaneous	6,464.33	5,980.55	483.78	8.09
TOTAL OPERATING EXPENSES:	\$ 812,251.29	\$ 805,617.26	\$ 6,634.03	0.82
Depreciation	57,541.00	69,824.40	(12,283.40)	(17.59)
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 869,792.29	\$ 875,441.66	\$ (5,649.37)	(0.65)

* unaudited

New Hampshire State Liquor Commission

Total Sales by Location*

Fiscal Years Ended June 30, 2005 and June 30, 2004

ST #	LOCATION	JUNE 30, 2005	JUNE 30, 2004	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 05	FY 04	FY 05	FY 04
1	CONCORD	\$ 4,618,381.42	\$ 4,401,853.87	\$ 216,527.55	4.92	1.17	1.18	15	15
2	CHESTERFIELD	3,487,154.56	3,300,846.08	186,308.48	5.64	0.88	0.88	26	28
3	MANCHESTER	1,656,788.46	2,065,819.64	(409,031.18)	(19.80)	0.42	0.55	55	46
4	HOOKSETT	2,706,428.27	2,686,411.34	20,016.93	0.75	0.68	0.72	36	35
5	BERLIN	892,385.32	864,502.72	27,882.60	3.23	0.23	0.23	67	66
6	PORTSMOUTH	4,963,769.45	4,932,050.54	31,718.91	0.64	1.26	1.32	14	14
7	LITTLETON	3,687,206.18	3,371,464.79	315,741.39	9.37	0.93	0.90	24	27
8	CLAREMONT	2,622,552.67	2,449,165.31	173,387.36	7.08	0.66	0.66	37	36
9	DOVER	4,012,718.46	3,743,307.15	269,411.31	7.20	1.01	1.00	21	22
10	MANCHESTER	3,319,392.20	3,943,397.52	(624,005.32)	(15.82)	0.84	1.06	31	21
11	LEBANON	3,158,589.94	2,833,535.42	325,054.52	11.47	0.80	0.76	32	32
12	CENTRE HARBOR	249,067.33	-	249,067.33	100.00	0.06	-	75	-
13	SOMERSWORTH	1,586,389.12	1,550,665.39	35,723.73	2.30	0.40	0.42	56	55
14	ROCHESTER	3,339,608.43	3,119,633.67	219,974.76	7.05	0.84	0.84	30	30
15	KEENE	4,600,187.78	4,254,675.66	345,512.12	8.12	1.16	1.14	16	16
16	WOODSVILLE	1,076,760.81	1,015,545.65	61,215.16	6.03	0.27	0.27	65	64
17	FRANKLIN	1,238,078.07	1,185,823.12	52,254.95	4.41	0.31	0.32	61	59
18	COLEBROOK	1,058,644.94	1,017,652.89	40,992.05	4.03	0.27	0.27	66	63
19	PLYMOUTH	2,328,495.70	2,232,044.24	96,451.46	4.32	0.59	0.60	42	42
20	DERRY	2,583,592.70	2,448,522.53	135,070.17	5.52	0.65	0.66	38	37
21	PETERBOROUGH	2,582,509.67	2,297,392.04	285,117.63	12.41	0.65	0.62	39	39
22	BROOKLINE	2,014,392.77	918,613.47	1,095,779.30	119.29	0.51	0.25	48	65
23	CONWAY	6,064,728.78	5,735,703.12	329,025.66	5.74	1.53	1.54	12	11
24	NEWPORT	1,112,960.93	1,022,972.31	89,988.62	8.80	0.28	0.27	64	62
25	STRATHAM	4,355,021.86	4,252,117.34	102,904.52	2.42	1.10	1.14	19	18
26	GROVETON	320,242.68	258,126.38	62,116.30	24.06	0.08	0.07	74	72
27	NASHUA	1,979,428.52	1,735,615.71	243,812.81	14.05	0.50	0.47	49	50
28	SEABROOK-BCH	655,264.89	93,954.43	561,310.46	597.43	0.17	0.03	70	73
29	WHITEFIELD	470,044.45	555,175.09	(85,130.64)	(15.33)	0.12	0.15	73	71
30	MILFORD	2,756,110.63	2,761,419.05	(5,308.42)	(0.19)	0.70	0.74	35	34
31	MANCHESTER	2,196,325.48	2,107,890.09	88,435.39	4.20	0.56	0.57	45	45
33	MANCHESTER	4,330,645.48	4,172,132.07	158,513.41	3.80	1.10	1.12	20	20
34	SALEM	15,873,857.37	15,086,699.93	787,157.44	5.22	4.01	4.04	4	4
35	HILLSBORO	1,391,652.41	1,287,536.69	104,115.72	8.09	0.35	0.35	58	57
36	JAFFREY	587,056.19	592,148.11	(5,091.92)	(0.86)	0.15	0.16	72	70
37	LANCASTER	858,632.57	824,451.22	34,181.35	4.15	0.22	0.22	69	68
38	PORTSMOUTH	18,227,925.00	17,306,802.15	921,122.85	5.32	4.61	4.64	3	3
39	WOLFEBORO	2,992,317.75	2,785,461.66	206,856.09	7.43	0.76	0.75	34	33
40	WALPOLE	1,902,314.38	1,775,098.08	127,216.30	7.17	0.48	0.48	51	49
41	SEABROOK	5,168,482.75	5,030,884.37	137,598.38	2.74	1.31	1.35	13	13
42	MEREDITH	3,481,828.23	3,527,372.67	(45,544.44)	(1.29)	0.88	0.95	27	25
43	FARMINGTON	1,310,743.13	1,336,275.89	(25,532.76)	(1.91)	0.33	0.36	59	56

New Hampshire State Liquor Commission

Total Sales by Location*

Fiscal Years Ended June 30, 2005 and June 30, 2004

ST #	LOCATION	JUNE 30, 2005	JUNE 30, 2004	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 05	FY 04	FY 05	FY 04
44	BRISTOL	\$ 1,164,322.27	\$ 1,095,209.53	\$ 69,112.74	6.31	0.29	0.29	63	61
45	PITTSFIELD	891,202.95	828,436.17	62,766.78	7.58	0.23	0.22	68	67
46	ASHLAND	1,197,969.72	1,163,654.56	34,315.16	2.95	0.30	0.31	62	60
47	N. WOODSTOCK	1,835,026.08	1,729,289.16	105,736.92	6.11	0.46	0.46	52	51
48	HINSDALE	7,135,601.49	5,264,899.71	1,870,701.78	35.53	1.80	1.41	10	12
49	PLAISTOW	7,126,979.99	6,860,134.02	266,845.97	3.89	1.80	1.84	11	10
50	NASHUA	11,244,413.82	10,311,000.73	933,413.09	9.05	2.84	2.76	7	8
51	PELHAM	2,455,176.61	2,244,158.38	211,018.23	9.40	0.62	0.60	41	41
52	GORHAM	1,659,128.09	1,688,531.98	(29,403.89)	(1.74)	0.42	0.45	54	53
53	HUDSON	2,285,277.90	2,195,374.80	89,903.10	4.10	0.58	0.59	43	43
54	GLEN	3,650,854.03	3,626,350.82	24,503.21	0.68	0.92	0.97	25	23
55	BEDFORD	3,070,833.43	-	3,070,833.43	100.00	0.78	-	33	-
56	GILFORD	3,859,668.89	3,459,927.92	399,740.97	11.55	0.98	0.93	22	26
57	OSSIPEE	1,722,045.50	1,719,879.44	2,166.06	0.13	0.44	0.46	53	52
58	GOFFSTOWN	2,158,279.20	2,334,429.78	(176,150.58)	(7.55)	0.55	0.63	46	38
59	MERRIMACK	2,068,869.92	1,977,880.20	90,989.72	4.60	0.52	0.53	47	47
60	W. LEBANON	9,202,732.81	8,844,255.63	358,477.18	4.05	2.33	2.37	9	9
61	FITZWILLIAM	624,290.32	600,749.38	23,540.94	3.92	0.16	0.16	71	69
62	RAYMOND	1,912,143.77	1,806,460.41	105,683.36	5.85	0.48	0.48	50	48
63	WINCHESTER	1,241,681.48	1,189,218.65	52,462.83	4.41	0.31	0.32	60	58
64	NEW LONDON	3,802,818.71	3,560,132.16	242,686.55	6.82	0.96	0.95	23	24
66	HOOKSETT-NO	13,754,698.31	12,962,383.39	792,314.92	6.11	3.48	3.47	5	5
67	HOOKSETT-SO	10,877,587.63	10,382,205.67	495,381.96	4.77	2.75	2.78	8	7
68	N. HAMPTON	4,375,743.54	4,253,986.95	121,756.59	2.86	1.11	1.14	18	17
69	NASHUA	12,432,782.45	12,923,079.16	(490,296.71)	(3.79)	3.14	3.46	6	6
70	SWANZEY	1,585,803.72	1,569,414.64	16,389.08	1.04	0.40	0.42	57	54
71	LEE	3,342,196.74	3,081,122.89	261,073.85	8.47	0.85	0.83	29	31
72	CONCORD	3,432,471.09	3,226,829.79	205,641.30	6.37	0.87	0.87	28	29
73	HAMPTON-SO	20,569,300.65	20,111,351.02	457,949.63	2.28	5.20	5.39	2	2
74	LONDONDERRY	4,463,885.65	4,227,730.53	236,155.12	5.59	1.13	1.13	17	19
75	BELMONT	2,477,012.42	2,275,195.82	201,816.60	8.87	0.63	0.61	40	40
76	HAMPTON-NO	23,112,895.70	22,699,250.69	413,645.01	1.82	5.85	6.09	1	1
77	RINDGE	2,214,015.88	2,145,823.97	68,191.91	3.18	0.56	0.58	44	44
	TOTAL STORES	\$ 306,766,388.49	\$ 289,239,107.35	\$ 17,527,281.14	6.06	77.59	77.54		
900	WHSE-CONCORD	634,983.95	649,276.54	(14,292.59)	(2.20)	0.16	0.17		
905	WHSE-NASHUA	87,977,400.78	83,146,434.95	4,830,965.83	5.81	22.25	22.29		
	TOTAL WHSES	\$ 88,612,384.73	\$ 83,795,711.49	\$ 4,816,673.24	5.75	22.41	22.46		
	GRAND TOTAL	\$ 395,378,773.22	\$ 373,034,818.84	\$ 22,343,954.38	5.99	100.00	100.00		

* unaudited

New Hampshire State Liquor Commission

Sales by Type*

Fiscal Year Ended June 30, 2005

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	DISCOUNTS	TOTAL
1	CONCORD	\$ 3,977,384.95	\$ 647,196.64	\$ 73,239.48	\$ (79,439.65)	\$ 4,618,381.42
2	CHESTERFIELD	3,497,680.68	22,343.67	13,047.91	(45,917.70)	3,487,154.56
3	MANCHESTER	1,307,461.31	314,233.65	45,918.93	(10,825.43)	1,656,788.46
4	HOOKSETT	2,275,753.26	483,910.58	29,987.15	(83,222.72)	2,706,428.27
5	BERLIN	740,237.78	138,167.85	17,013.35	(3,033.66)	892,385.32
6	PORTSMOUTH	2,441,933.65	2,532,650.29	108,361.09	(119,175.58)	4,963,769.45
7	LITTLETON	3,049,702.99	641,741.21	68,440.69	(72,678.71)	3,687,206.18
8	CLAREMONT	2,348,300.95	302,665.32	13,016.76	(41,430.36)	2,622,552.67
9	DOVER	3,139,477.27	898,645.49	29,473.63	(54,877.93)	4,012,718.46
10	MANCHESTER	1,970,756.94	1,335,083.36	37,494.74	(23,942.84)	3,319,392.20
11	LEBANON	2,950,138.21	287,826.43	20,841.58	(100,216.28)	3,158,589.94
12	CENTRE HARBOR	244,891.97	10,090.82	231.66	(6,147.12)	249,067.33
13	SOMERSWORTH	1,357,444.60	218,971.13	15,301.11	(5,327.72)	1,586,389.12
14	ROCHESTER	2,918,773.80	416,896.80	24,032.12	(20,094.29)	3,339,608.43
15	KEENE	4,222,485.22	459,622.49	10,545.26	(92,465.19)	4,600,187.78
16	WOODSVILLE	1,040,204.57	41,169.28	5,600.54	(10,213.58)	1,076,760.81
17	FRANKLIN	1,094,251.26	133,594.85	13,980.46	(3,748.50)	1,238,078.07
18	COLEBROOK	798,568.75	177,686.68	89,724.59	(7,335.08)	1,058,644.94
19	PLYMOUTH	2,000,817.32	337,004.23	18,469.94	(27,795.79)	2,328,495.70
20	DERRY	2,296,225.84	284,881.49	29,280.90	(26,795.53)	2,583,592.70
21	PETERBOROUGH	2,233,045.16	386,098.76	39,662.22	(76,296.47)	2,582,509.67
22	BROOKLINE	1,962,469.97	60,487.88	19,193.66	(27,758.74)	2,014,392.77
23	CONWAY	5,079,902.23	1,005,803.53	91,908.10	(112,885.08)	6,064,728.78
24	NEWPORT	960,531.56	150,137.32	14,478.80	(12,186.75)	1,112,960.93
25	STRATHAM	3,832,716.13	584,142.40	25,592.56	(87,429.23)	4,355,021.86
26	GROVETON	302,970.25	13,307.30	5,650.01	(1,684.88)	320,242.68
27	NASHUA	1,642,487.35	287,098.48	63,305.01	(13,462.32)	1,979,428.52
28	SEABROOK-BCH	660,489.45	-	-	(5,224.56)	655,264.89
29	WHITEFIELD	356,606.09	77,953.21	40,052.96	(4,567.81)	470,044.45
30	MILFORD	2,385,022.08	360,174.83	45,907.41	(34,993.69)	2,756,110.63
31	MANCHESTER	2,002,954.59	191,507.59	15,353.88	(13,490.58)	2,196,325.48
33	MANCHESTER	3,188,885.02	1,139,058.46	63,271.21	(60,569.21)	4,330,645.48
34	SALEM	15,493,839.85	603,256.61	86,856.53	(310,095.62)	15,873,857.37
35	HILLSBORO	1,175,197.67	198,381.78	31,702.72	(13,629.76)	1,391,652.41
36	JAFFREY	484,975.99	96,678.80	13,833.21	(8,431.81)	587,056.19
37	LANCASTER	711,896.77	149,598.04	8,069.02	(10,931.26)	858,632.57
38	PORTSMOUTH	18,639,191.85	7,794.55	847.47	(419,908.87)	18,227,925.00
39	WOLFEBORO	2,602,191.63	428,817.59	38,729.46	(77,420.93)	2,992,317.75
40	WALPOLE	1,804,693.86	120,916.16	9,982.15	(33,277.79)	1,902,314.38
41	SEABROOK	4,527,475.13	646,069.98	37,768.40	(42,830.76)	5,168,482.75
42	MEREDITH	2,969,909.63	569,553.76	29,149.26	(86,784.42)	3,481,828.23
43	FARMINGTON	1,202,889.08	106,800.07	10,049.62	(8,995.64)	1,310,743.13
44	BRISTOL	1,001,391.18	158,360.33	25,878.67	(21,307.91)	1,164,322.27

New Hampshire State Liquor Commission

Sales by Type*

Fiscal Year Ended June 30, 2005

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	DISCOUNTS	TOTAL
45	PITTSFIELD	\$ 825,691.40	\$ 35,788.15	\$ 32,486.40	\$ (2,763.00)	\$ 891,202.95
46	ASHLAND	926,775.46	273,997.46	28,588.50	(31,391.70)	1,197,969.72
47	N. WOODSTOCK	1,212,208.71	631,790.41	28,416.90	(37,389.94)	1,835,026.08
48	HINSDALE	7,257,631.23	33,640.95	8,196.56	(163,867.25)	7,135,601.49
49	PLAISTOW	6,598,621.30	549,519.17	65,003.39	(86,163.87)	7,126,979.99
50	NASHUA	11,270,940.44	166,640.28	1,405.51	(194,572.41)	11,244,413.82
51	PELHAM	2,323,601.48	132,273.28	18,766.05	(19,464.20)	2,455,176.61
52	GORHAM	1,476,186.13	195,244.20	3,988.27	(16,290.51)	1,659,128.09
53	HUDSON	2,080,338.08	213,568.76	2,570.18	(11,199.12)	2,285,277.90
54	GLEN	2,473,958.89	1,210,173.23	75,752.57	(109,030.66)	3,650,854.03
55	BEDFORD	2,675,179.52	476,531.40	5,579.45	(86,456.94)	3,070,833.43
56	GILFORD	2,864,955.78	1,025,523.56	40,094.67	(70,905.12)	3,859,668.89
57	OSSIPEE	1,487,793.80	209,598.10	39,620.48	(14,966.88)	1,722,045.50
58	GOFFSTOWN	1,901,430.76	250,649.94	22,247.15	(16,048.65)	2,158,279.20
59	MERRIMACK	1,897,771.67	170,999.32	19,499.59	(19,400.66)	2,068,869.92
60	W. LEBANON	8,828,834.86	573,196.52	39,669.64	(238,968.21)	9,202,732.81
61	FITZWILLIAM	614,806.79	7,449.23	9,275.68	(7,241.38)	624,290.32
62	RAYMOND	1,615,591.66	253,796.27	55,101.70	(12,345.86)	1,912,143.77
63	WINCHESTER	1,216,868.62	34,244.84	-	(9,431.98)	1,241,681.48
64	NEW LONDON	3,392,134.42	538,145.89	15,140.67	(142,602.27)	3,802,818.71
66	HOOKSETT-NO	13,873,410.33	140,971.68	6,136.16	(265,819.86)	13,754,698.31
67	HOOKSETT-SO	11,077,946.53	40,198.35	13,657.02	(254,214.27)	10,877,587.63
68	N. HAMPTON	3,668,042.68	762,232.64	50,781.24	(105,313.02)	4,375,743.54
69	NASHUA	11,451,381.42	1,281,811.30	80,607.54	(381,017.81)	12,432,782.45
70	SWANZEY	880,253.87	677,691.87	47,348.09	(19,490.11)	1,585,803.72
71	LEE	3,114,227.56	231,170.38	39,614.65	(42,815.85)	3,342,196.74
72	CONCORD	2,755,899.51	640,441.46	68,159.24	(32,029.12)	3,432,471.09
73	HAMPTON-SO	20,992,149.36	93,506.24	8,341.63	(524,696.58)	20,569,300.65
74	LONDONDERRY	4,051,477.39	437,084.87	25,765.74	(50,442.35)	4,463,885.65
75	BELMONT	2,012,569.50	473,549.02	12,467.99	(21,574.09)	2,477,012.42
76	HAMPTON-NO	23,660,448.18	53,857.69	1,223.21	(602,633.38)	23,112,895.70
77	RINDGE	2,140,049.27	79,956.20	13,086.96	(19,076.55)	2,214,015.88
TOTAL STORES		\$ 281,513,400.44	\$ 28,921,622.35	\$ 2,259,837.05	\$ (5,928,471.35)	\$ 306,766,388.49
% OF TYPE		100.00	59.71	3.17	100.00	77.59
% OF LOCATION		91.77	9.43	0.74	(1.93)	
900	WHSE-CONCORD	3,972.91	(2,642.29)	633,653.33	-	634,983.95
905	WHSE-NASHUA	-	19,519,950.94	68,457,449.84	-	87,977,400.78
TOTAL WHSES		\$ 3,972.91	\$ 19,517,308.65	\$ 69,091,103.17	\$ -	\$ 88,612,384.73
% OF TYPE		0.00	40.29	96.83	-	22.41
% OF LOCATION		0.00	22.03	77.97	-	
GRAND TOTAL		\$ 281,517,373.35	\$ 48,438,931.00	\$ 71,350,940.22	\$ (5,928,471.35)	\$ 395,378,773.22
% OF TOTAL		71.20	12.25	18.05	(1.50)	100.00

* unaudited

New Hampshire State Liquor Commission

Retail Sales By Location*

Fiscal Years Ended June 30, 2005 and June 30, 2004

ST #	LOCATION	JUNE 30, 2005	JUNE 30, 2004	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 05	FY 04	FY 05	FY 04
1	CONCORD	\$ 3,977,384.95	\$ 3,730,250.05	\$ 247,134.90	6.63	1.41	1.42	16	17
2	CHESTERFIELD	3,497,680.68	3,308,774.57	188,906.11	5.71	1.24	1.26	19	19
3	MANCHESTER	1,307,461.31	1,576,721.92	(269,260.61)	(17.08)	0.46	0.60	55	48
4	HOOKSETT	2,275,753.26	2,240,787.82	34,965.44	1.56	0.81	0.85	38	35
5	BERLIN	740,237.78	735,057.16	5,180.62	0.70	0.26	0.28	68	67
6	PORTSMOUTH	2,441,933.65	2,371,344.20	70,589.45	2.98	0.87	0.90	33	33
7	LITTLETON	3,049,702.99	2,775,682.07	274,020.92	9.87	1.08	1.05	24	25
8	CLAREMONT	2,348,300.95	2,162,961.58	185,339.37	8.57	0.83	0.82	35	37
9	DOVER	3,139,477.27	2,844,706.57	294,770.70	10.36	1.12	1.08	22	23
10	MANCHESTER	1,970,756.94	2,322,762.15	(352,005.21)	(15.15)	0.70	0.88	45	34
11	LEBANON	2,950,138.21	2,596,334.22	353,803.99	13.63	1.05	0.99	26	28
12	CENTRE HARBOR	244,891.97	-	244,891.97	100.00	0.09	-	75	-
13	SOMERSWORTH	1,357,444.60	1,312,864.52	44,580.08	3.40	0.48	0.50	54	53
14	ROCHESTER	2,918,773.80	2,715,165.26	203,608.54	7.50	1.04	1.03	27	26
15	KEENE	4,222,485.22	3,888,591.88	333,893.34	8.59	1.50	1.48	14	14
16	WOODSVILLE	1,040,204.57	973,358.02	66,846.55	6.87	0.37	0.37	61	60
17	FRANKLIN	1,094,251.26	1,030,398.96	63,852.30	6.20	0.39	0.39	60	58
18	COLEBROOK	798,568.75	766,941.70	31,627.05	4.12	0.28	0.29	67	66
19	PLYMOUTH	2,000,817.32	1,895,543.71	105,273.61	5.55	0.71	0.72	44	44
20	DERRY	2,296,225.84	2,176,935.83	119,290.01	5.48	0.82	0.83	37	36
21	PETERBOROUGH	2,233,045.16	2,015,648.78	217,396.38	10.79	0.79	0.77	39	41
22	BROOKLINE	1,962,469.97	904,695.33	1,057,774.64	116.92	0.70	0.34	46	63
23	CONWAY	5,079,902.23	4,811,113.67	268,788.56	5.59	1.80	1.83	12	12
24	NEWPORT	960,531.56	911,825.21	48,706.35	5.34	0.34	0.35	63	62
25	STRATHAM	3,832,716.13	3,745,432.68	87,283.45	2.33	1.36	1.42	17	16
26	GROVETON	302,970.25	242,267.60	60,702.65	25.06	0.11	0.09	74	72
27	NASHUA	1,642,487.35	1,470,457.27	172,030.08	11.70	0.58	0.56	50	51
28	SEABROOK-BCH	660,489.45	94,534.13	565,955.32	598.68	0.23	0.04	70	73
29	WHITEFIELD	356,606.09	320,735.36	35,870.73	11.18	0.13	0.12	73	71
30	MILFORD	2,385,022.08	2,413,717.23	(28,695.15)	(1.19)	0.85	0.92	34	30
31	MANCHESTER	2,002,954.59	1,935,342.00	67,612.59	3.49	0.71	0.73	43	43
33	MANCHESTER	3,188,885.02	3,229,513.89	(40,628.87)	(1.26)	1.13	1.23	21	20
34	SALEM	15,493,839.85	14,592,829.37	901,010.48	6.17	5.50	5.54	4	4
35	HILLSBORO	1,175,197.67	1,080,653.07	94,544.60	8.75	0.42	0.41	59	57
36	JAFFREY	484,975.99	493,563.02	(8,587.03)	(1.74)	0.17	0.19	72	70
37	LANCASTER	711,896.77	684,229.32	27,667.45	4.04	0.25	0.26	69	68
38	PORTSMOUTH	18,639,191.85	17,573,669.04	1,065,522.81	6.06	6.62	6.67	3	3
39	WOLFEBORO	2,602,191.63	2,380,737.53	221,454.10	9.30	0.92	0.90	31	32
40	WALPOLE	1,804,693.86	1,664,725.92	139,967.94	8.41	0.64	0.63	49	47
41	SEABROOK	4,527,475.13	4,336,545.60	190,929.53	4.40	1.61	1.65	13	13
42	MEREDITH	2,969,909.63	2,922,619.92	47,289.71	1.62	1.05	1.11	25	22
43	FARMINGTON	1,202,889.08	1,194,069.67	8,819.41	0.74	0.43	0.45	58	54

New Hampshire State Liquor Commission

Retail Sales By Location*

Fiscal Years Ended June 30, 2005 and June 30, 2004

ST #	LOCATION	JUNE 30, 2005	JUNE 30, 2004	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 05	FY 04	FY 05	FY 04
44	BRISTOL	\$ 1,001,391.18	\$ 939,793.40	\$ 61,597.78	6.55	0.36	0.36	62	61
45	PITTSFIELD	825,691.40	772,703.15	52,988.25	6.86	0.29	0.29	66	65
46	ASHLAND	926,775.46	873,824.69	52,950.77	6.06	0.33	0.33	64	64
47	N. WOODSTOCK	1,212,208.71	1,152,327.10	59,881.61	5.20	0.43	0.44	57	56
48	HINSDALE	7,257,631.23	5,285,895.87	1,971,735.36	37.30	2.58	2.01	10	11
49	PLAISTOW	6,598,621.30	6,319,212.04	279,409.26	4.42	2.34	2.40	11	10
50	NASHUA	11,270,940.44	10,278,329.00	992,611.44	9.66	4.00	3.90	7	8
51	PELHAM	2,323,601.48	2,133,944.51	189,656.97	8.89	0.83	0.81	36	38
52	GORHAM	1,476,186.13	1,494,795.53	(18,609.40)	(1.24)	0.52	0.57	53	50
53	HUDSON	2,080,338.08	1,970,063.70	110,274.38	5.60	0.74	0.75	41	42
54	GLEN	2,473,958.89	2,413,678.50	60,280.39	2.50	0.88	0.92	32	31
55	BEDFORD	2,675,179.52	-	2,675,179.52	100.00	0.95	-	30	-
56	GILFORD	2,864,955.78	2,648,121.44	216,834.34	8.19	1.02	1.01	28	27
57	OSSIPEE	1,487,793.80	1,463,804.43	23,989.37	1.64	0.53	0.56	52	52
58	GOFFSTOWN	1,901,430.76	2,080,573.60	(179,142.84)	(8.61)	0.68	0.79	47	39
59	MERRIMACK	1,897,771.67	1,826,161.25	71,610.42	3.92	0.67	0.69	48	45
60	W. LEBANON	8,828,834.86	8,451,565.48	377,269.38	4.46	3.14	3.21	9	9
61	FITZWILLIAM	614,806.79	582,455.83	32,350.96	5.55	0.22	0.22	71	69
62	RAYMOND	1,615,591.66	1,512,623.74	102,967.92	6.81	0.57	0.57	51	49
63	WINCHESTER	1,216,868.62	1,160,280.84	56,587.78	4.88	0.43	0.44	56	55
64	NEW LONDON	3,392,134.42	3,178,336.30	213,798.12	6.73	1.20	1.21	20	21
66	HOOKSETT-NO	13,873,410.33	13,007,876.84	865,533.49	6.65	4.93	4.94	5	5
67	HOOKSETT-SO	11,077,946.53	10,500,449.99	577,496.54	5.50	3.94	3.99	8	7
68	N. HAMPTON	3,668,042.68	3,514,814.17	153,228.51	4.36	1.30	1.33	18	18
69	NASHUA	11,451,381.42	11,812,676.67	(361,295.25)	(3.06)	4.07	4.49	6	6
70	SWANZEY	880,253.87	994,380.00	(114,126.13)	(11.48)	0.31	0.38	65	59
71	LEE	3,114,227.56	2,835,358.64	278,868.92	9.84	1.11	1.08	23	24
72	CONCORD	2,755,899.51	2,553,365.80	202,533.71	7.93	0.98	0.97	29	29
73	HAMPTON-SO	20,992,149.36	20,321,734.95	670,414.41	3.30	7.46	7.72	2	2
74	LONDONDERRY	4,051,477.39	3,849,423.59	202,053.80	5.25	1.44	1.46	15	15
75	BELMONT	2,012,569.50	1,790,415.17	222,154.33	12.41	0.71	0.68	42	46
76	HAMPTON-NO	23,660,448.18	23,067,265.34	593,182.84	2.57	8.40	8.76	1	1
77	RINDGE	2,140,049.27	2,078,919.94	61,129.33	2.94	0.76	0.79	40	40
	TOTAL STORES	\$ 281,513,400.44	\$ 263,309,279.30	\$ 18,204,121.14	6.91	100.00	100.00		
900	WHSE-CONCORD	3,972.91	3,608.29	364.62	10.11	-	-		
905	WHSE-NASHUA	-	-	-	-	-	-		
	TOTAL WHSES	\$ 3,972.91	\$ 3,608.29	\$ 364.62	10.11	-	-		
	GRAND TOTAL	\$ 281,517,373.35	\$ 263,312,887.59	\$ 18,204,485.76	6.91	100.00	100.00		

* unaudited

New Hampshire State Liquor Commission

On-Premise Sales By Location*

Fiscal Years Ended June 30, 2005 and June 30, 2004

ST #	LOCATION	JUNE 30, 2005	JUNE 30, 2004	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 05	FY 04	FY 05	FY 04
1	CONCORD	\$ 647,196.64	\$ 696,640.26	\$ (49,443.62)	(7.10)	1.34	1.49	11	10
2	CHESTERFIELD	22,343.67	21,154.73	1,188.94	5.62	0.05	0.05	70	69
3	MANCHESTER	314,233.65	466,054.06	(151,820.41)	(32.58)	0.65	1.00	32	24
4	HOOKSETT	483,910.58	477,819.23	6,091.35	1.27	1.00	1.02	22	23
5	BERLIN	138,167.85	116,677.62	21,490.23	18.42	0.29	0.25	54	57
6	PORTSMOUTH	2,532,650.29	2,557,615.38	(24,965.09)	(0.98)	5.23	5.46	1	1
7	LITTLETON	641,741.21	596,156.67	45,584.54	7.65	1.32	1.27	13	15
8	CLAREMONT	302,665.32	309,900.72	(7,235.40)	(2.33)	0.62	0.66	33	32
9	DOVER	898,645.49	898,560.14	85.35	0.01	1.86	1.92	8	7
10	MANCHESTER	1,335,083.36	1,590,456.69	(255,373.33)	(16.06)	2.76	3.40	2	2
11	LEBANON	287,826.43	310,403.53	(22,577.10)	(7.27)	0.59	0.66	34	31
12	CENTRE HARBOR	10,090.82	-	10,090.82	100.00	0.02	-	72	
13	SOMERSWORTH	218,971.13	234,267.49	(15,296.36)	(6.53)	0.45	0.50	41	38
14	ROCHESTER	416,896.80	403,943.68	12,953.12	3.21	0.86	0.86	28	27
15	KEENE	459,622.49	408,755.24	50,867.25	12.44	0.95	0.87	25	26
16	WOODSVILLE	41,169.28	37,484.87	3,684.41	9.83	0.08	0.08	65	64
17	FRANKLIN	133,594.85	144,938.21	(11,343.36)	(7.83)	0.28	0.31	55	50
18	COLEBROOK	177,686.68	222,843.89	(45,157.21)	(20.26)	0.37	0.48	47	41
19	PLYMOUTH	337,004.23	334,258.10	2,746.13	0.82	0.70	0.71	31	29
20	DERRY	284,881.49	257,692.85	27,188.64	10.55	0.59	0.55	36	35
21	PETERBOROUGH	386,098.76	298,553.46	87,545.30	29.32	0.80	0.64	29	33
22	BROOKLINE	60,487.88	22,145.99	38,341.89	173.13	0.12	0.05	63	68
23	CONWAY	1,005,803.53	929,979.20	75,824.33	8.15	2.08	1.99	7	6
24	NEWPORT	150,137.32	108,429.81	41,707.51	38.46	0.31	0.23	51	59
25	STRATHAM	584,142.40	557,735.86	26,406.54	4.73	1.21	1.19	17	17
26	GROVETON	13,307.30	11,331.89	1,975.41	17.43	0.03	0.02	71	71
27	NASHUA	287,098.48	233,787.92	53,310.56	22.80	0.59	0.50	35	39
28	SEABROOK-BCH	-	-	-	-	-	-	-	-
29	WHITEFIELD	77,953.21	207,304.44	(129,351.23)	(62.40)	0.16	0.44	62	44
30	MILFORD	360,174.83	326,594.81	33,580.02	10.28	0.74	0.70	30	30
31	MANCHESTER	191,507.59	162,249.97	29,257.62	18.03	0.40	0.35	46	47
33	MANCHESTER	1,139,058.46	935,732.56	203,325.90	21.73	2.35	2.00	5	5
34	SALEM	603,256.61	645,107.52	(41,850.91)	(6.49)	1.25	1.38	16	13
35	HILLSBORO	198,381.78	184,170.44	14,211.34	7.72	0.41	0.39	44	46
36	JAFFREY	96,678.80	94,371.24	2,307.56	2.45	0.20	0.20	59	60
37	LANCASTER	149,598.04	140,707.74	8,890.30	6.32	0.31	0.30	52	52
38	PORTSMOUTH	7,794.55	1,824.22	5,970.33	327.28	0.02	0.00	73	72
39	WOLFEBORO	428,817.59	422,832.78	5,984.81	1.42	0.89	0.90	27	25
40	WALPOLE	120,916.16	128,898.92	(7,982.76)	(6.19)	0.25	0.28	57	56
41	SEABROOK	646,069.98	668,259.75	(22,189.77)	(3.32)	1.33	1.43	12	11
42	MEREDITH	569,553.76	661,456.38	(91,902.62)	(13.89)	1.18	1.41	19	12
43	FARMINGTON	106,800.07	134,299.87	(27,499.80)	(20.48)	0.22	0.29	58	53

New Hampshire State Liquor Commission

On-Premise Sales By Location*

Fiscal Years Ended June 30, 2005 and June 30, 2004

ST #	LOCATION	JUNE 30, 2005	JUNE 30, 2004	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 05	FY 04	FY 05	FY 04
44	BRISTOL	\$ 158,360.33	\$ 144,317.49	\$ 14,042.84	9.73	0.33	0.31	50	51
45	PITTSFIELD	35,788.15	22,563.91	13,224.24	58.61	0.07	0.05	67	67
46	ASHLAND	273,997.46	275,164.03	(1,166.57)	(0.42)	0.57	0.59	37	34
47	N. WOODSTOCK	631,790.41	576,249.59	55,540.82	9.64	1.30	1.23	15	16
48	HINSDALE	33,640.95	34,301.04	(660.09)	(1.92)	0.07	0.07	69	66
49	PLAISTOW	549,519.17	526,805.36	22,713.81	4.31	1.13	1.13	20	20
50	NASHUA	166,640.28	130,622.99	36,017.29	27.57	0.34	0.28	49	55
51	PELHAM	132,273.28	111,297.44	20,975.84	18.85	0.27	0.24	56	58
52	GORHAM	195,244.20	199,532.46	(4,288.26)	(2.15)	0.40	0.43	45	45
53	HUDSON	213,568.76	216,578.11	(3,009.35)	(1.39)	0.44	0.46	42	42
54	GLEN	1,210,173.23	1,233,661.94	(23,488.71)	(1.90)	2.50	2.63	4	4
55	BEDFORD	476,531.40	-	476,531.40	100.00	0.98	-	23	-
56	GILFORD	1,025,523.56	816,575.86	208,947.70	25.59	2.12	1.74	6	8
57	OSSIPEE	209,598.10	215,333.87	(5,735.77)	(2.66)	0.43	0.46	43	43
58	GOFFSTOWN	250,649.94	230,137.16	20,512.78	8.91	0.52	0.49	39	40
59	MERRIMACK	170,999.32	146,286.73	24,712.59	16.89	0.35	0.31	48	49
60	W. LEBANON	573,196.52	540,491.67	32,704.85	6.05	1.18	1.15	18	19
61	FITZWILLIAM	7,449.23	16,223.97	(8,774.74)	(54.09)	0.02	0.03	74	70
62	RAYMOND	253,796.27	244,518.44	9,277.83	3.79	0.52	0.52	38	36
63	WINCHESTER	34,244.84	34,459.19	(214.35)	(0.62)	0.07	0.07	68	65
64	NEW LONDON	538,145.89	483,330.59	54,815.30	11.34	1.11	1.03	21	21
66	HOOKSETT-NO	140,971.68	131,345.99	9,625.69	7.33	0.29	0.28	53	54
67	HOOKSETT-SO	40,198.35	45,004.51	(4,806.16)	(10.68)	0.08	0.10	66	63
68	N. HAMPTON	762,232.64	793,821.86	(31,589.22)	(3.98)	1.57	1.70	9	9
69	NASHUA	1,281,811.30	1,365,444.89	(83,633.59)	(6.13)	2.65	2.92	3	3
70	SWANZEY	677,691.87	546,588.72	131,103.15	23.99	1.40	1.17	10	18
71	LEE	231,170.38	242,552.02	(11,381.64)	(4.69)	0.48	0.52	40	37
72	CONCORD	640,441.46	641,147.15	(705.69)	(0.11)	1.32	1.37	14	14
73	HAMPTON-SO	93,506.24	155,088.98	(61,582.74)	(39.71)	0.19	0.33	60	48
74	LONDONDERRY	437,084.87	392,283.56	44,801.31	11.42	0.90	0.84	26	28
75	BELMONT	473,549.02	480,083.80	(6,534.78)	(1.36)	0.98	1.03	24	22
76	HAMPTON-NO	53,857.69	88,294.75	(34,437.06)	(39.00)	0.11	0.19	64	61
77	RINDGE	79,956.20	82,622.03	(2,665.83)	(3.23)	0.17	0.18	61	62
TOTAL STORES		\$ 28,921,622.35	\$ 28,124,128.23	\$ 797,494.12	2.84	59.71	60.06		
900	WHSE-CONCORD	(2,642.29)		(2,642.29)	-	(0.01)	-		
905	WHSE-NASHUA	19,519,950.94	18,700,377.27	819,573.67	4.38	40.30	39.94		
TOTAL WHSES		\$ 19,517,308.65	\$ 18,700,377.27	\$ 816,931.38	4.37	40.29	39.94		
GRAND TOTAL		\$ 48,438,931.00	\$ 46,824,505.50	\$ 1,614,425.50	3.45	100.00	100.00		

* unaudited

New Hampshire State Liquor Commission

Off-Premise Sales By Location*

Fiscal Years Ended June 30, 2005 and June 30, 2004

ST #	LOCATION	JUNE 30, 2005	JUNE 30, 2004	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 05	FY 04	FY 05	FY 04
1	CONCORD	\$ 73,239.48	\$ 31,127.32	\$ 42,112.16	135.29	0.10	0.05	7	33
2	CHESTERFIELD	13,047.91	2,217.39	10,830.52	488.44	0.02	0.00	54	67
3	MANCHESTER	45,918.93	36,265.35	9,653.58	26.62	0.06	0.05	16	22
4	HOOKSETT	29,987.15	46,812.03	(16,824.88)	(35.94)	0.04	0.07	29	14
5	BERLIN	17,013.35	14,428.40	2,584.95	17.92	0.02	0.02	45	43
6	PORTSMOUTH	108,361.09	104,235.43	4,125.66	3.96	0.15	0.16	1	1
7	LITTLETON	68,440.69	51,475.94	16,964.75	32.96	0.10	0.08	8	12
8	CLAREMONT	13,016.76	7,346.28	5,670.48	77.19	0.02	0.01	55	58
9	DOVER	29,473.63	33,929.08	(4,455.45)	(13.13)	0.04	0.05	30	27
10	MANCHESTER	37,494.74	57,475.24	(19,980.50)	(34.76)	0.05	0.09	26	8
11	LEBANON	20,841.58	6,389.12	14,452.46	226.20	0.03	0.01	40	59
12	CENTRE HARBOR	231.66	-	231.66	100.00	-	-	73	-
13	SOMERSWORTH	15,301.11	6,007.00	9,294.11	154.72	0.02	0.01	47	60
14	ROCHESTER	24,032.12	11,765.37	12,266.75	104.26	0.03	0.02	38	49
15	KEENE	10,545.26	26,820.47	(16,275.21)	(60.68)	0.01	0.04	57	35
16	WOODSVILLE	5,600.54	9,082.40	(3,481.86)	(38.34)	0.01	0.01	66	54
17	FRANKLIN	13,980.46	12,081.51	1,898.95	15.72	0.02	0.02	50	47
18	COLEBROOK	89,724.59	32,620.75	57,103.84	175.05	0.13	0.05	3	29
19	PLYMOUTH	18,469.94	21,626.93	(3,156.99)	(14.60)	0.03	0.03	44	37
20	DERRY	29,280.90	32,664.49	(3,383.59)	(10.36)	0.04	0.05	31	28
21	PETERBOROUGH	39,662.22	34,593.13	5,069.09	14.65	0.06	0.05	21	26
22	BROOKLINE	19,193.66	3,222.42	15,971.24	495.63	0.03	-	42	66
23	CONWAY	91,908.10	72,450.09	19,458.01	26.86	0.13	0.11	2	3
24	NEWPORT	14,478.80	10,551.44	3,927.36	37.22	0.02	0.02	49	52
25	STRATHAM	25,592.56	19,337.48	6,255.08	32.35	0.04	0.03	37	38
26	GROVETON	5,650.01	5,352.99	297.02	5.55	0.01	0.01	65	62
27	NASHUA	63,305.01	38,838.24	24,466.77	63.00	0.09	0.06	11	18
28	SEABROOK-BCH	-	-	-	-	-	-	-	-
29	WHITEFIELD	40,052.96	36,558.10	3,494.86	9.56	0.06	0.05	19	21
30	MILFORD	45,907.41	44,746.03	1,161.38	2.60	0.06	0.07	17	16
31	MANCHESTER	15,353.88	17,895.34	(2,541.46)	(14.20)	0.02	0.03	46	41
33	MANCHESTER	63,271.21	57,613.60	5,657.61	9.82	0.09	0.09	12	7
34	SALEM	86,856.53	77,921.62	8,934.91	11.47	0.12	0.12	4	2
35	HILLSBORO	31,702.72	30,440.86	1,261.86	4.15	0.04	0.05	28	34
36	JAFFREY	13,833.21	11,982.99	1,850.22	15.44	0.02	0.02	51	48
37	LANCASTER	8,069.02	5,059.53	3,009.49	59.48	0.01	0.01	63	64
38	PORTSMOUTH	847.47	135.98	711.49	523.23	0.00	0.00	72	71
39	WOLFEBORO	38,729.46	36,093.27	2,636.19	7.30	0.05	0.05	24	23
40	WALPOLE	9,982.15	7,780.75	2,201.40	28.29	0.01	0.01	59	57
41	SEABROOK	37,768.40	47,918.48	(10,150.08)	(21.18)	0.05	0.07	25	13
42	MEREDITH	29,149.26	19,132.82	10,016.44	52.35	0.04	0.03	32	39
43	FARMINGTON	10,049.62	14,001.82	(3,952.20)	(28.23)	0.01	0.02	58	45

New Hampshire State Liquor Commission

Off-Premise Sales By Location*

Fiscal Years Ended June 30, 2005 and June 30, 2004

ST #	LOCATION	JUNE 30, 2005	JUNE 30, 2004	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 05	FY 04	FY 05	FY 04
44	BRISTOL	\$ 25,878.67	\$ 25,811.24	\$ 67.43	0.26	0.04	0.04	35	36
45	PITTSFIELD	32,486.40	34,846.15	(2,359.75)	(6.77)	0.05	0.05	27	24
46	ASHLAND	28,588.50	38,870.57	(10,282.07)	(26.45)	0.04	0.06	33	17
47	N. WOODSTOCK	28,416.90	32,475.93	(4,059.03)	(12.50)	0.04	0.05	34	31
48	HINSDALE	8,196.56	10,152.60	(1,956.04)	(19.27)	0.01	0.02	62	53
49	PLAISTOW	65,003.39	70,807.54	(5,804.15)	(8.20)	0.09	0.11	10	4
50	NASHUA	1,405.51	8,287.53	(6,882.02)	(83.04)	0.00	0.01	70	55
51	PELHAM	18,766.05	11,394.75	7,371.30	64.69	0.03	0.02	43	50
52	GORHAM	3,988.27	5,097.18	(1,108.91)	(21.76)	0.01	0.01	68	63
53	HUDSON	2,570.18	14,255.61	(11,685.43)	(81.97)	0.00	0.02	69	44
54	GLEN	75,752.57	67,627.48	8,125.09	12.01	0.11	0.10	6	6
55	BEDFORD	5,579.45	-	5,579.45	100.00	0.01	-	67	-
56	GILFORD	40,094.67	36,945.96	3,148.71	8.52	0.06	0.06	18	20
57	OSSIPEE	39,620.48	52,899.46	(13,278.98)	(25.10)	0.06	0.08	22	11
58	GOFFSTOWN	22,247.15	34,672.72	(12,425.57)	(35.84)	0.03	0.05	39	25
59	MERRIMACK	19,499.59	12,903.38	6,596.21	51.12	0.03	0.02	41	46
60	W. LEBANON	39,669.64	37,557.29	2,112.35	5.62	0.06	0.06	20	19
61	FITZWILLIAM	9,275.68	7,942.93	1,332.75	16.78	0.01	0.01	60	56
62	RAYMOND	55,101.70	56,867.08	(1,765.38)	(3.10)	0.08	0.08	13	9
63	WINCHESTER	-	-	-	-	-	-	-	-
64	NEW LONDON	15,140.67	5,816.14	9,324.53	160.32	0.02	0.01	48	61
66	HOOKSETT-NO	6,136.16	3,890.09	2,246.07	57.74	0.01	0.01	64	65
67	HOOKSETT-SO	13,657.02	11,268.61	2,388.41	21.20	0.02	0.02	52	51
68	N. HAMPTON	50,781.24	32,620.57	18,160.67	55.67	0.07	0.05	14	30
69	NASHUA	80,607.54	70,620.94	9,986.60	14.14	0.11	0.11	5	5
70	SWANZEY	47,348.09	45,878.57	1,469.52	3.20	0.07	0.07	15	15
71	LEE	39,614.65	31,345.05	8,269.60	26.38	0.06	0.05	23	32
72	CONCORD	68,159.24	54,594.65	13,564.59	24.85	0.10	0.08	9	10
73	HAMPTON-SO	8,341.63	1,329.54	7,012.09	527.41	0.01	0.00	61	68
74	LONDONDERRY	25,765.74	18,836.94	6,928.80	36.78	0.04	0.03	36	40
75	BELMONT	12,467.99	15,369.09	(2,901.10)	(18.88)	0.02	0.02	56	42
76	HAMPTON-NO	1,223.21	962.45	260.76	27.09	0.00	0.00	71	69
77	RINDGE	13,086.96	565.11	12,521.85	2,215.83	0.02	0.00	53	70
TOTAL STORES		\$ 2,259,837.05	\$ 1,988,510.63	\$ 271,326.42	13.64	3.17	2.96		
900	WHSE-CONCORD	633,653.33	645,668.25	(12,014.92)	100.00	0.89	0.96		
905	WHSE-NASHUA	68,457,449.84	64,446,057.68	4,011,392.16	6.22	95.94	96.07		
TOTAL WHSES		\$ 69,091,103.17	\$ 65,091,725.93	\$ 3,999,377.24	6.14	96.83	97.04		
GRAND TOTAL		\$ 71,350,940.22	\$ 67,080,236.56	\$ 4,270,703.66	6.37	100.00	100.00		

* unaudited

New Hampshire State Liquor Commission

Discounts By Location*

Fiscal Years Ended June 30, 2005 and June 30, 2004

ST #	LOCATION	JUNE 30, 2005	JUNE 30, 2004	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 05	FY 04	FY 05	FY 04
1	CONCORD	\$ 79,439.65	\$ 56,163.76	\$ 23,275.89	41.44	1.34	1.34	23	22
2	CHESTERFIELD	45,917.70	31,300.61	14,617.09	46.70	0.77	0.75	31	31
3	MANCHESTER	10,825.43	13,221.69	(2,396.26)	(18.12)	0.18	0.32	61	45
4	HOOKSETT	83,222.72	79,007.74	4,214.98	5.33	1.40	1.89	22	15
5	BERLIN	3,033.66	1,660.46	1,373.20	82.70	0.05	0.04	73	70
6	PORTSMOUTH	119,175.58	101,144.47	18,031.11	17.83	2.01	2.42	12	11
7	LITTLETON	72,678.71	51,849.89	20,828.82	40.17	1.23	1.24	26	24
8	CLAREMONT	41,430.36	31,043.27	10,387.09	33.46	0.70	0.74	34	32
9	DOVER	54,877.93	33,888.64	20,989.29	61.94	0.93	0.81	29	28
10	MANCHESTER	23,942.84	27,296.56	(3,353.72)	(12.29)	0.40	0.65	43	34
11	LEBANON	100,216.28	79,591.45	20,624.83	25.91	1.69	1.90	16	14
12	CENTRE HARBOR	6,147.12	-	6,147.12	100.00	0.10	-	68	
13	SOMERSWORTH	5,327.72	2,473.62	2,854.10	115.38	0.09	0.06	69	68
14	ROCHESTER	20,094.29	11,240.64	8,853.65	78.76	0.34	0.27	46	49
15	KEENE	92,465.19	69,491.93	22,973.26	33.06	1.56	1.66	17	19
16	WOODSVILLE	10,213.58	4,379.64	5,833.94	133.21	0.17	0.10	62	67
17	FRANKLIN	3,748.50	1,595.56	2,152.94	134.93	0.06	0.04	72	71
18	COLEBROOK	7,335.08	4,753.45	2,581.63	54.31	0.12	0.11	66	66
19	PLYMOUTH	27,795.79	19,384.50	8,411.29	43.39	0.47	0.46	40	40
20	DERRY	26,795.53	18,770.64	8,024.89	42.75	0.45	0.45	42	41
21	PETERBOROUGH	76,296.47	51,403.33	24,893.14	48.43	1.29	1.23	25	25
22	BROOKLINE	27,758.74	11,450.27	16,308.47	142.43	0.47	0.27	41	48
23	CONWAY	112,885.08	77,839.84	35,045.24	45.02	1.90	1.86	13	16
24	NEWPORT	12,186.75	7,834.15	4,352.60	55.56	0.21	0.19	58	54
25	STRATHAM	87,429.23	70,388.68	17,040.55	24.21	1.47	1.68	18	18
26	GROVETON	1,684.88	826.10	858.78	103.96	0.03	0.02	75	72
27	NASHUA	13,462.32	7,467.72	5,994.60	80.27	0.23	0.18	56	60
28	SEABROOK-BCH	5,224.56	579.70	4,644.86	801.25	0.09	0.01	70	73
29	WHITEFIELD	4,567.81	9,422.81	(4,855.00)	(51.52)	0.08	0.23	71	53
30	MILFORD	34,993.69	23,639.02	11,354.67	48.03	0.59	0.57	36	37
31	MANCHESTER	13,490.58	7,597.22	5,893.36	77.57	0.23	0.18	55	57
33	MANCHESTER	60,569.21	50,727.98	9,841.23	19.40	1.02	1.21	28	26
34	SALEM	310,095.62	229,158.58	80,937.04	35.32	5.23	5.48	5	5
35	HILLSBORO	13,629.76	7,727.68	5,902.08	76.38	0.23	0.18	54	56
36	JAFFREY	8,431.81	7,769.14	662.67	8.53	0.14	0.19	65	55
37	LANCASTER	10,931.26	5,545.37	5,385.89	97.12	0.18	0.13	60	63
38	PORTSMOUTH	419,908.87	268,827.09	151,081.78	56.20	7.08	6.43	3	4
39	WOLFEBORO	77,420.93	54,201.92	23,219.01	42.84	1.31	1.30	24	23
40	WALPOLE	33,277.79	26,307.51	6,970.28	26.50	0.56	0.63	37	35
41	SEABROOK	42,830.76	21,839.46	20,991.30	96.12	0.72	0.52	32	39
42	MEREDITH	86,784.42	75,836.45	10,947.97	14.44	1.46	1.81	19	17
43	FARMINGTON	8,995.64	6,095.47	2,900.17	47.58	0.15	0.15	64	61

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ST #	LOCATION	JUNE 30, 2005	JUNE 30, 2004	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 05	FY 04	FY 05	FY 04
44	BRISTOL	\$ 21,307.91	\$ 14,712.60	\$ 6,595.31	44.83	0.36	0.35	45	44
45	PITTSFIELD	2,763.00	1,677.04	1,085.96	64.75	0.05	0.04	74	69
46	ASHLAND	31,391.70	24,204.73	7,186.97	29.69	0.53	0.58	39	36
47	N. WOODSTOCK	37,389.94	31,763.46	5,626.48	17.71	0.63	0.76	35	30
48	HINSDALE	163,867.25	65,449.80	98,417.45	150.37	2.76	1.56	10	20
49	PLAISTOW	86,163.87	56,690.92	29,472.95	51.99	1.45	1.36	21	21
50	NASHUA	194,572.41	106,238.79	88,333.62	83.15	3.28	2.54	9	10
51	PELHAM	19,464.20	12,478.32	6,985.88	55.98	0.33	0.30	48	46
52	GORHAM	16,290.51	10,893.19	5,397.32	49.55	0.27	0.26	51	51
53	HUDSON	11,199.12	5,522.62	5,676.50	102.79	0.19	0.13	59	64
54	GLEN	109,030.66	88,617.10	20,413.56	23.04	1.84	2.12	14	12
55	BEDFORD	86,456.94	-	86,456.94	100.00	1.46	-	20	-
56	GILFORD	70,905.12	41,715.34	29,189.78	69.97	1.20	1.00	27	27
57	OSSIPEE	14,966.88	12,158.32	2,808.56	23.10	0.25	0.29	53	47
58	GOFFSTOWN	16,048.65	10,953.70	5,094.95	46.51	0.27	0.26	52	50
59	MERRIMACK	19,400.66	7,471.16	11,929.50	159.67	0.33	0.18	49	59
60	W. LEBANON	238,968.21	185,358.81	53,609.40	28.92	4.03	4.43	8	6
61	FITZWILLIAM	7,241.38	5,873.35	1,368.03	23.29	0.12	0.14	67	62
62	RAYMOND	12,345.86	7,548.85	4,797.01	63.55	0.21	0.18	57	58
63	WINCHESTER	9,431.98	5,521.38	3,910.60	70.83	0.16	0.13	63	65
64	NEW LONDON	142,602.27	107,350.87	35,251.40	32.84	2.41	2.57	11	9
66	HOOKSETT-NO	265,819.86	180,729.53	85,090.33	47.08	4.48	4.32	6	7
67	HOOKSETT-SO	254,214.27	174,517.44	79,696.83	45.67	4.29	4.17	7	8
68	N. HAMPTON	105,313.02	87,269.65	18,043.37	20.68	1.78	2.09	15	13
69	NASHUA	381,017.81	325,663.34	55,354.47	17.00	6.43	7.79	4	3
70	SWANZEY	19,490.11	17,432.65	2,057.46	11.80	0.33	0.42	47	42
71	LEE	42,815.85	28,132.82	14,683.03	52.19	0.72	0.67	33	33
72	CONCORD	32,029.12	22,277.81	9,751.31	43.77	0.54	0.53	38	38
73	HAMPTON-SO	524,696.58	366,802.45	157,894.13	43.05	8.85	8.77	2	2
74	LONDONDERRY	50,442.35	32,813.56	17,628.79	53.72	0.85	0.78	30	29
75	BELMONT	21,574.09	10,672.24	10,901.85	102.15	0.36	0.26	44	52
76	HAMPTON-NO	602,633.38	457,271.85	145,361.53	31.79	10.17	10.93	1	1
77	RINDGE	19,076.55	16,283.11	2,793.44	17.16	0.32	0.39	50	43
TOTAL STORES		\$ 5,928,471.35	\$ 4,182,810.81	\$ 1,745,660.54	41.73	100.00	100.00		
GRAND TOTAL		\$ 5,928,471.35	\$ 4,182,810.81	\$ 1,745,660.54	41.73	100.00	100.00		

* unaudited

New Hampshire State Liquor Commission Total Sales By Month*

Fiscal Years Ended June 30, 2005 and June 30, 2004

			INCREASE/(DECREASE)		% OF TOTAL	
	JUNE 30, 2005	JUNE 30, 2004	AMOUNT	%	SALES '05	SALES '04
JULY	\$ 39,551,898.37	\$ 39,247,095.93	\$ 304,802.44	0.78	10.00	10.52
AUGUST	33,731,230.68	32,463,849.19	1,267,381.49	3.90	8.53	8.70
SEPTEMBER	29,723,208.55	26,908,537.11	2,814,671.44	10.46	7.52	7.21
OCTOBER	37,184,508.36	35,750,831.24	1,433,677.12	4.01	9.40	9.58
NOVEMBER	32,424,995.07	31,026,642.14	1,398,352.93	4.51	8.20	8.32
DECEMBER	40,713,429.35	38,907,472.55	1,805,956.80	4.64	10.30	10.43
JANUARY	32,203,569.59	31,252,692.11	950,877.48	3.04	8.14	8.38
FEBRUARY	25,964,297.50	23,421,235.66	2,543,061.84	10.86	6.57	6.28
MARCH	25,417,058.54	22,728,409.83	2,688,648.71	11.83	6.43	6.09
APRIL	31,245,499.39	30,430,085.52	815,413.87	2.68	7.90	8.16
MAY	30,978,130.20	27,769,720.23	3,208,409.97	11.55	7.84	7.44
JUNE	36,240,947.62	33,128,247.33	3,112,700.29	9.40	9.17	8.88
TOTAL	<u>\$ 395,378,773.22</u>	<u>\$ 373,034,818.84</u>	<u>\$ 22,343,954.38</u>	5.99	<u>100.00</u>	<u>100.00</u>

New Hampshire State Liquor Commission Retail Sales By Month*

Fiscal Years Ended June 30, 2005 and June 30, 2004

			INCREASE/(DECREASE)		% OF TOTAL	
	JUNE 30, 2005	JUNE 30, 2004	AMOUNT	%	SALES '05	SALES '04
JULY	\$ 30,299,775.52	\$ 29,230,221.86	\$ 1,069,553.66	3.66	10.76	11.10
AUGUST	24,696,259.44	23,655,338.67	1,040,920.77	4.40	8.77	8.98
SEPTEMBER	21,346,860.44	19,119,222.56	2,227,637.88	11.65	7.58	7.26
OCTOBER	25,988,488.33	24,753,471.13	1,235,017.20	4.99	9.23	9.40
NOVEMBER	23,217,678.82	22,018,838.34	1,198,840.48	5.44	8.25	8.36
DECEMBER	30,682,308.03	28,762,249.64	1,920,058.39	6.68	10.90	10.92
JANUARY	22,762,763.72	21,651,919.91	1,110,843.81	5.13	8.09	8.22
FEBRUARY	17,331,284.77	15,575,879.82	1,755,404.95	11.27	6.16	5.92
MARCH	16,839,210.46	15,442,003.42	1,397,207.04	9.05	5.98	5.86
APRIL	21,431,968.03	20,279,549.20	1,152,418.83	5.68	7.61	7.70
MAY	21,630,990.76	19,279,276.66	2,351,714.10	12.20	7.68	7.32
JUNE	25,289,785.03	23,544,916.38	1,744,868.65	7.41	8.98	8.94
TOTAL	<u>\$ 281,517,373.35</u>	<u>\$ 263,312,887.59</u>	<u>\$ 18,204,485.76</u>	6.91	<u>100.00</u>	<u>100.00</u>

New Hampshire State Liquor Commission On-Premise Sales By Month*

Fiscal Years Ended June 30, 2005 and June 30, 2004

			INCREASE/(DECREASE)		% OF TOTAL	
	JUNE 30, 2005	JUNE 30, 2004	AMOUNT	%	SALES '05	SALES '04
JULY	\$ 4,493,912.90	\$ 4,746,906.82	\$ (252,993.92)	(5.33)	9.28	10.00
AUGUST	4,077,948.91	4,033,824.42	44,124.49	1.09	8.42	8.50
SEPTEMBER	3,736,375.58	3,640,630.74	95,744.84	2.63	7.71	7.67
OCTOBER	4,756,620.16	4,617,854.24	138,765.92	3.00	9.82	9.73
NOVEMBER	3,455,527.86	3,306,292.72	149,235.14	4.51	7.13	6.96
DECEMBER	3,553,499.15	3,443,476.75	110,022.40	3.20	7.34	7.25
JANUARY	4,186,669.20	4,461,108.11	(274,438.91)	(6.15)	8.64	9.40
FEBRUARY	3,712,933.65	3,495,335.74	217,597.91	6.23	7.67	7.36
MARCH	3,396,558.86	3,293,431.43	103,127.43	3.13	7.01	6.94
APRIL	4,317,054.67	4,207,473.54	109,581.13	2.60	8.91	8.86
MAY	4,139,333.20	3,788,262.00	351,071.20	9.27	8.55	7.98
JUNE	4,612,496.86	4,435,577.24	176,919.62	3.99	9.52	9.34
TOTAL	<u>\$ 48,438,931.00</u>	<u>\$ 47,470,173.75</u>	<u>\$ 968,757.25</u>	2.04	<u>100.00</u>	<u>100.00</u>

New Hampshire State Liquor Commission Off-Premise Sales By Month*

Fiscal Years Ended June 30, 2005 and June 30, 2004

			INCREASE/(DECREASE)		% OF TOTAL	
	JUNE 30, 2005	JUNE 30, 2004	AMOUNT	%	SALES '05	SALES '04
JULY	\$ 5,716,061.73	\$ 5,906,883.44	\$ (190,821.71)	(3.23)	8.01	8.89
AUGUST	5,441,366.32	5,067,665.39	373,700.93	7.37	7.63	7.63
SEPTEMBER	4,936,162.36	4,352,797.38	583,364.98	13.40	6.92	6.55
OCTOBER	6,861,020.97	6,744,686.28	116,334.69	1.72	9.62	10.15
NOVEMBER	6,279,165.14	5,937,929.97	341,235.17	5.75	8.80	8.94
DECEMBER	7,192,677.15	7,068,421.02	124,256.13	1.76	10.08	10.64
JANUARY	6,113,748.35	5,924,291.07	189,457.28	3.20	8.57	8.92
FEBRUARY	5,219,708.00	4,573,425.44	646,282.56	14.13	7.32	6.88
MARCH	5,379,558.97	4,199,343.51	1,180,215.46	28.10	7.54	6.32
APRIL	5,776,013.07	6,140,909.64	(364,896.57)	(5.94)	8.10	9.24
MAY	5,719,611.19	4,903,656.49	815,954.70	16.64	8.02	7.38
JUNE	6,715,846.97	5,614,558.68	1,101,288.29	19.61	9.41	8.45
TOTAL	<u>\$ 71,350,940.22</u>	<u>\$ 66,434,568.31</u>	<u>\$ 4,916,371.91</u>	7.40	<u>100.00</u>	<u>100.00</u>

* unaudited

New Hampshire State Liquor Commission

Discounts By Month*

Fiscal Years Ended June 30, 2005 and June 30, 2004

			INCREASE/(DECREASE)		% OF TOTAL	
	<u>JUNE 30, 2005</u>	<u>JUNE 30, 2004</u>	<u>AMOUNT</u>	<u>%</u>	<u>SALES '05</u>	<u>SALES '04</u>
JULY	\$ 957,851.78	\$ 636,916.19	\$ 320,935.59	50.39	16.16	15.23
AUGUST	484,343.99	292,979.29	191,364.70	65.32	8.17	7.00
SEPTEMBER	296,189.83	204,113.57	92,076.26	45.11	5.00	4.88
OCTOBER	421,621.10	365,180.41	56,440.69	15.46	7.11	8.73
NOVEMBER	527,376.75	236,418.89	290,957.86	123.07	8.90	5.65
DECEMBER	715,054.98	366,674.86	348,380.12	95.01	12.06	8.77
JANUARY	859,611.68	784,626.98	74,984.70	9.56	14.50	18.76
FEBRUARY	299,628.92	223,405.34	76,223.58	34.12	5.05	5.34
MARCH	198,269.75	206,368.53	(8,098.78)	(3.92)	3.34	4.93
APRIL	279,536.38	197,846.86	81,689.52	41.29	4.72	4.73
MAY	511,804.95	201,474.92	310,330.03	154.03	8.63	4.82
JUNE	377,181.24	466,804.97	(89,623.73)	(19.20)	6.36	11.16
TOTAL	<u>\$ 5,928,471.35</u>	<u>\$ 4,182,810.81</u>	<u>\$ 1,745,660.54</u>	41.73	<u>100.00</u>	<u>100.00</u>

* unaudited