



North Carolina Stoplight Drivers Licenses
www.nabc.com

Ages 15 - 17
Red Border

Ages 18 - 20
Yellow Border

Ages 21+
Green Border



North Carolina Alcoholic Beverage Control **2013** **Annual Report**

Control, Service & Revenue
Since 1937



ABC
COMMISSION
NORTH CAROLINA

Locations pictured on front cover:

Row 2: Wake County ABC—Sandy Forks Store, Raleigh
N.C. ABC Commission Warehouse, Raleigh

Row 3: Nash County ABC—Nashville Store (*courtesy of the Rocky Mount Telegram*)
Covington Distillery—Snow Hill
Wake County ABC—Sandy Forks Store, Raleigh

Row 4: Waynesville ABC—Waynesville Store

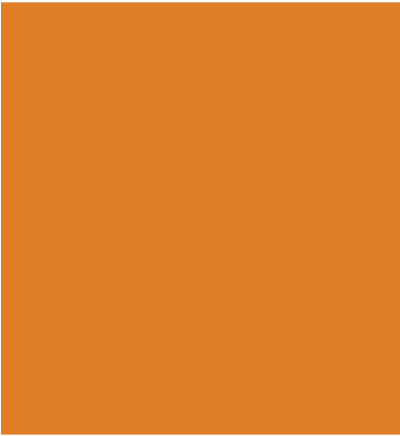
Row 5: N.C. ABC Commission Warehouse, Raleigh

Row 6: N.C. ABC Commission Warehouse, Raleigh
Ahoskie ABC—Ahoskie Store

Facing page:

Governor Pat McCrory and Lieutenant Governor Dan Forest tour the N.C. ABC Commission facilities in spring 2013.

TABLE OF CONTENTS



Letter from the Chairman	2
Reducing Underage Drinking	3
Expanding List of N.C. Products	4
Case Shipments Top 5 Million	5
Focusing on Regulatory Issues	6
Beer & Wine Data	7
Climbing Revenues	8
ABC Board Results	9
ABC at a Glance	20

LETTER FROM THE CHAIRMAN



James C. Gardner

November 2013

North Carolina's Alcoholic Beverage Control Commission is the regulator for all alcoholic beverages in the state. As such, the Commission works to promote a healthy hospitality industry and takes an interest in raising awareness about the growing number of legal distilleries, wineries and breweries now operating in North Carolina.

At the same time, the Commission, along with the 168 local ABC boards, long has focused resources on mitigating alcohol's harms. During the fiscal year that ended June 30, 2013, the local ABC boards spent more than \$10 million dollars on alcohol education. And the local boards sent more than \$7 million back into their communities in the form of alcohol law enforcement spending. Since February 2013, when I was named Chairman and our two commissioners, Joel Keith and Kevin Green, joined me at this state agency, we have increased the standard penalties for sales of alcohol to underage persons, we have disapproved alcohol packaging that would appeal to youth, and we have extended the period that businesses hold temporary permits, so that we can be confident they are complying with ABC laws.

This is important work and represents an impressive achievement. But I believe we can and should do more. That is why I have asked the Governor, other state agencies, private industry and community organizations to join with the ABC Commission in focusing on the problem of underage drinking in North Carolina. We are beginning our efforts as this new fiscal year opens. One of the feature articles in this year's annual report will provide a preview of this initiative and its goals.

Gross sales at ABC stores – both sales to individual consumers and to businesses that sell mixed drinks – were up 4 percent over the last fiscal year to more than \$829 million. Net proceeds to state and local governments from ABC board sales exceeded \$316 million.

The ABC system is wholly funded by the sale of liquor in the ABC stores. No funds come from the state General Fund for Commission or store operations. During fiscal year 2013, the Commission has been a careful steward of these revenues. We have streamlined our operations, trimmed staff in some areas and added positions in others to support our core business, which is regulating permit holders.

The state ABC Commission is in close communication with the local ABC boards that conduct the retail sales of spirituous liquor in North Carolina and with the leadership of the board association, both past president Shelly Willingham and current president Sara Brewer. The ABC boards serve an important role in their communities, and their work helps address alcohol education and law enforcement funding and programs at the local level.

I'm pleased with the results and invite you to look at the attached report for more detailed information about Commission initiatives and local board results.

James C. Gardner

A handwritten signature in black ink that reads "James C. Gardner". The signature is written in a cursive style.

Chairman, North Carolina Alcoholic Beverage Control Commission



ABC
COMMISSION
NORTH CAROLINA

COMMISSION COMMITS TO THE CREATION OF THE NORTH CAROLINA INITIATIVE TO REDUCE UNDERAGE DRINKING

When Governor Pat McCrory appointed Chairman Jim Gardner and Commissioners Joel Keith and Kevin Green to lead the North Carolina ABC Commission in February 2013, he directed them to look into the problem of underage drinking in North Carolina, especially binge drinking by university students.

Chairman Gardner and the staff at the Commission have responded.

The North Carolina Initiative to Reduce Underage Drinking, under the leadership of the NC ABC Commission, is taking shape today.

Representatives of industry, education, medicine, law enforcement, courts, community prevention and educational coalitions, the faith community, and wholesale and retail establishments that sell alcohol are among the stakeholders who will be members of a council of North Carolina leaders shaping strategy and recommendations for Gov. McCrory.

Early work of the initiative has been geared toward determining the scope of the problem and the likely best steps forward. Recent national research shows that more than a third of NC high school students report having at least one drink of alcohol over the past 30 days, and the costs of underage drinking exceed \$1.5 billion annually in North Carolina.

To determine what that means to the public, the Commission has conducted six focus groups through early fall 2013 – two in the east, two in the west, and two in the Triangle area. Participants have included parents, youth, high school and university staff members, prevention and treatment specialists, law enforcement officers and industry representatives. The responses generated in these focus groups include the following recommendations:

1. Confront the culture in North Carolina that accepts underage drinking as a normal rite of passage (as an example, parents

buying alcohol for tailgating parties and adults serving alcohol to underage individuals in their homes);

2. Model the underage drinking initiative after other successful campaigns, including realistic commercials and campaigns used for seatbelt and smoking initiatives;

3. Develop a statewide media campaign to target parents and adults, encouraging them to reject underage drinking in all of its forms and communicate with their teenagers and others in their community to inform them that underage

drinking affects brain development and overall health;

4. Target a media campaign to change the image that underage drinking is cool and show them that many young people do not drink;

5. Communicate with youth through the technology that they use such as instant messaging, tweets and other social media;

6. Continue to support local community groups

that work on preventing underage drinking;

7. Continue to conduct alcohol purchase surveys;

8. Encourage educational programs throughout our schools, especially in universities, emphasizing the negative aspects of alcohol use and the societal and legal sanctions for both underage drinking and aiding and abetting underage drinking;

9. Enforce current laws. Make compliance with underage drinking laws a priority.

As the work of the NC Initiative to Reduce Underage Drinking takes shape, the solutions being developed will be informed by the findings of focus groups and other research. Partnerships with key stakeholders will help make a measurable impact. The goal is to create a sustained, statewide commitment to reduce the consumption of alcohol by the youth under the age of 21 in North Carolina.



N.C. ABC Commission, 2013
Commissioner Kevin M. Green, Chairman James C. Gardner, Commissioner Joel L. Keith



ARRAY OF NORTH CAROLINA LIQUORS EXPANDS

The craft spirits industry is following the path of wineries and breweries as a specialized — and growing — industry in North Carolina. Numbers of all three industries are increasing across the state. As of June 30, 2013, North Carolina boasted 14 distilleries, 82 breweries and 146 wineries.

To help ABC store customers better understand the broad array of what's being produced and to encourage visits to the state's craft alcohol manufacturers, the state ABC Commission has produced and distributed a map for display in ABC stores showing all of North Carolina's distilleries, breweries and wineries. And to sharpen the focus on the expanding number of products available from North Carolina distilleries, the state ABC Commission has generated a variety of in-store marketing materials promoting North Carolina's own distilled spirits.

The state's role supporting North Carolina products begins well before the bottles reach the ABC store shelves, however. ABC Commission staff members work closely with North Carolina distillers, providing guidance all along the way, from information about starting operations to adding new products to the state warehouse inventory. As of June 30, nearly 40 different items produced by N.C. distillers were available in ABC stores.

BOUTIQUE COLLECTION TO MEET MIXOLOGISTS' NEEDS

While the ABC Commission lists more than approximately 2,000 products available for the ABC stores to stock and sell, the nation's cocktail craze has created demand in North Carolina for even more specialized liquors.

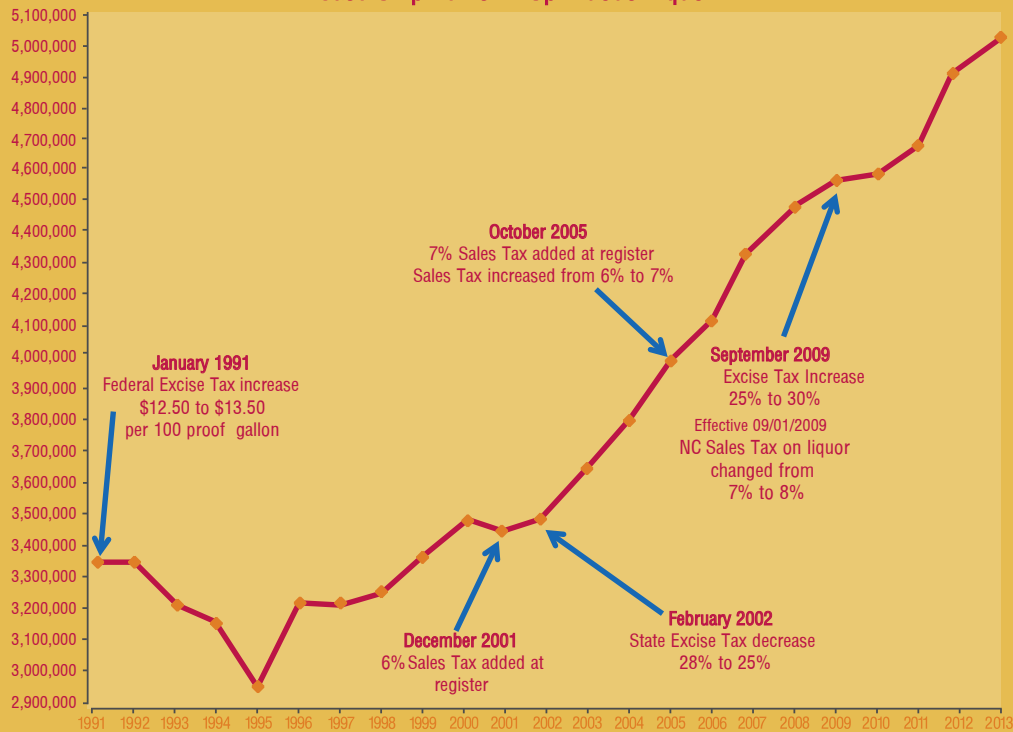
Now thanks to the boutique collection — a new category of products created by the ABC Commission — ABC boards and their mixed beverage customers can order three-bottle cases of roughly 50 premium liquors, often used by national restaurant accounts in their signature drinks.

As a result, the boutique collection has eliminated the need — and the associated expense — for a restaurant to special order an entire 12-bottle case for liquor in the boutique category. For individual consumers, the smaller case size is intended to encourage more ABC stores to stock these niche products on their shelves. The Commission launched the boutique collection in May 2013.

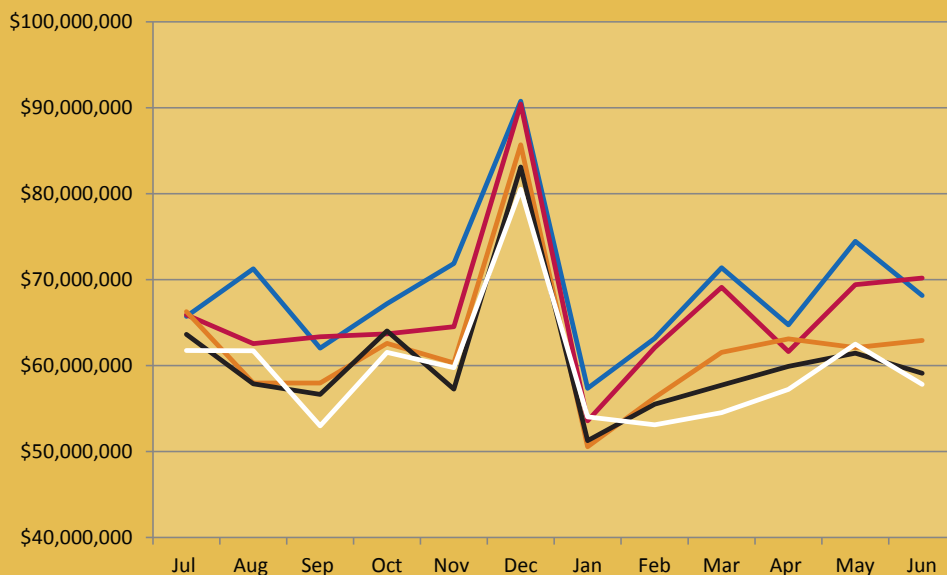


CASE SHIPMENTS TO ABC BOARDS TOP 5 MILLION

North Carolina ABC Warehouse
Case Shipments — Spirituous Liquor



Monthly Sales, Spirituous Liquor



2013 Fiscal Year Highlights

Mixed Beverage Referendums

Passed:

- Granite Quarry (Rowan County) September 2012
- McAdenville (Gaston County) October 2012
- Chimney Rock Village (Rutherford County) May 2013

Opened additional ABC store:

- Brevard (June 2013)
- Hendersonville (September 2012)
- Durham County (August 2012)

Closed a store:

- Gates County (September 2012)

Reopened a store:

- Pembroke & Tryon (May 2013)

Listed products	2,000
Special order products	1,700
Special orders processed	3,936

Performance audits:

- 29 completed in FY 2013
- 69 completed since the process launched in 2010

Total number of ABC boards:

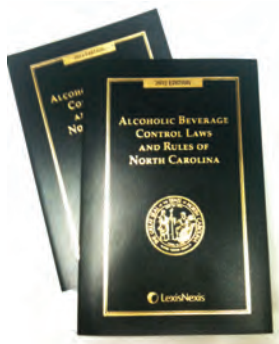
168

Total number of ABC stores:

422

(298 owned by the ABC boards 124 leased by the ABC boards)

- FY 2013
- FY 2012
- FY 2011
- FY 2010
- FY 2009



ABC COMMISSION FOCUSES ON REGULATORY ISSUES

The North Carolina ABC Commission is a receipt supported agency housed in the Department of Commerce. No General Fund dollars are used to pay for Commission operations or for the local ABC stores, which are staffed and managed by the 168 ABC Boards across the state.

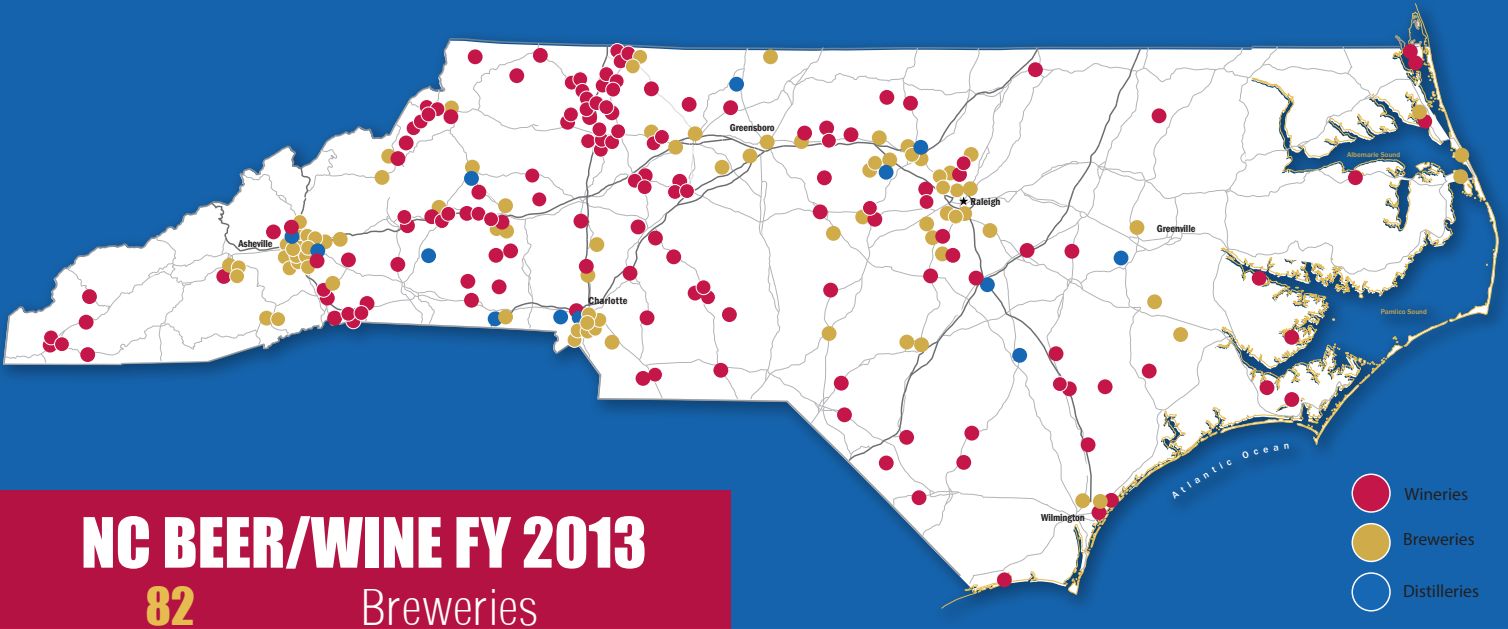
During the last half of fiscal year 2013, the state ABC Commission increased the standard penalties for sales of alcohol to underage persons, disapproved alcohol packaging that would appeal to youth, and extended the period that businesses are being required to hold temporary rather than permanent permits.

The state ABC Commission is the regulator of the roughly 18,000 businesses across the state that hold permits to manufacture, sell, serve or transport alcohol. But it is not the enforcement agency for alcohol laws. For that function, the state ABC Commission relies on local law enforcement agencies, the local ABC boards and the state Alcohol Law Enforcement, a division of the Department of Public Safety.

The ABC Commission issued 7,890 new retail and commercial permits in fiscal year 2013, and ALE conducted the investigations to provide information to the Commission to determine whether permanent permits were appropriate for those locations.

In the spring of 2013, the state ABC Commission implemented an internal reorganization. The Commission cut staff in some areas and added staff in others in order to focus resources on the regulatory responsibilities of the agency. After the realignment, the Commission took over from ALE the preliminary review and investigation of applicants for ABC permits. The purpose of this shift in responsibility has been to allow the sworn ALE agents to focus on law enforcement rather than administrative duties and to streamline the ABC permit application process in one state agency.

BEER & WINE BY THE NUMBERS

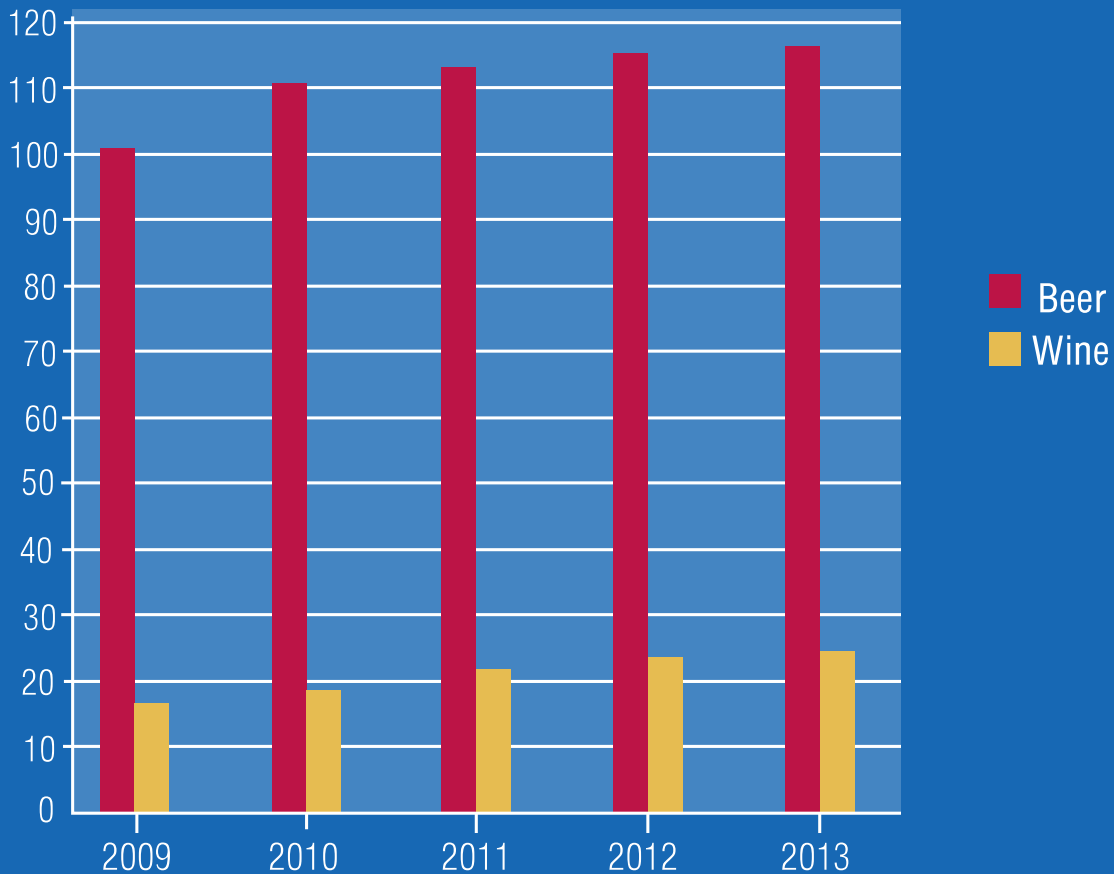


NC BEER/WINE FY 2013

82 Breweries
146 Wineries
14 Active Distilleries

Locations at time of map printing, spring 2013

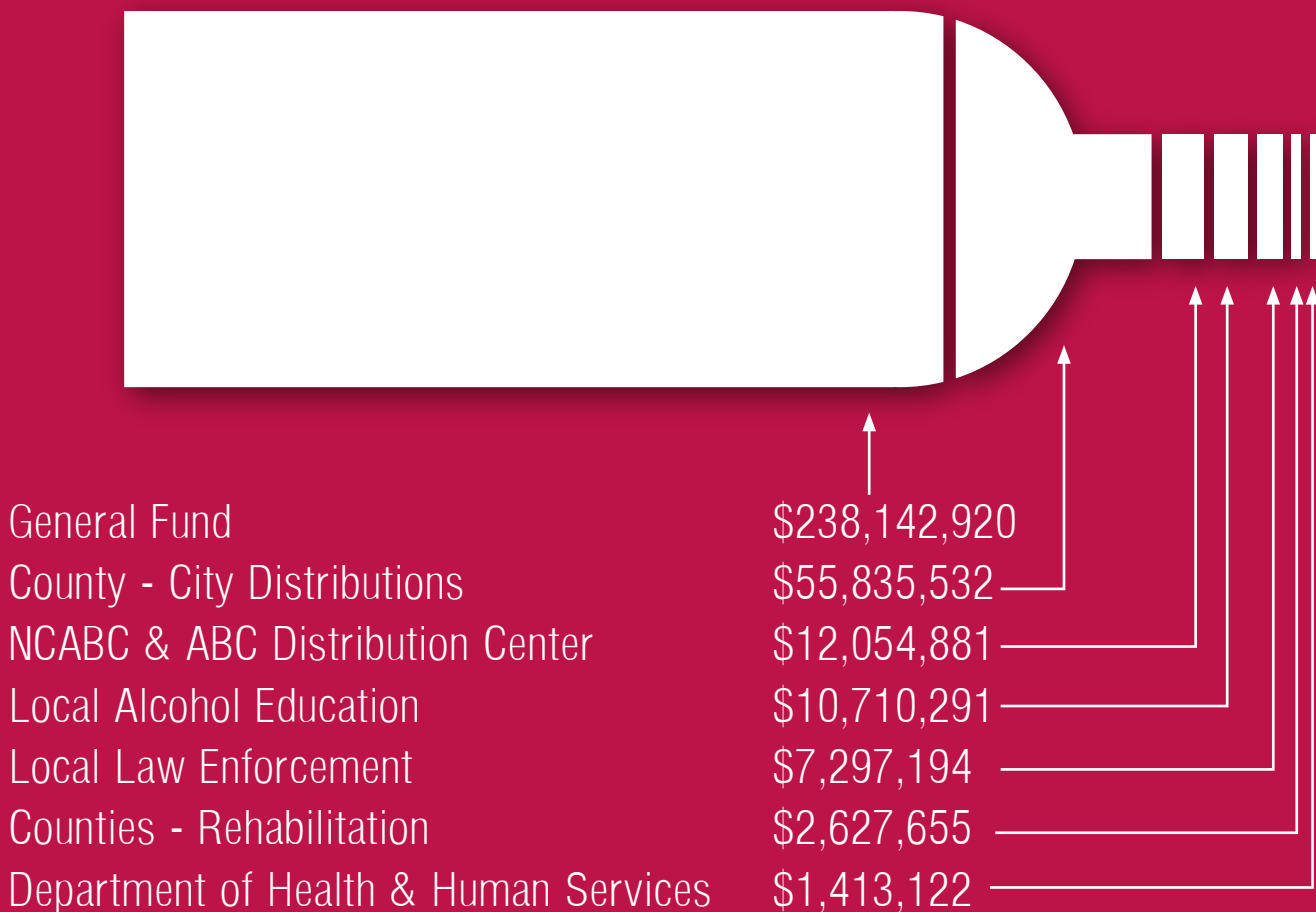
Beer and Wine Excise Taxes



Data provided by the N.C. Beer & Wine Wholesalers, based on monthly reports from the N.C. Department of Revenue.
 Note: in September 2009 beer excise tax increases went into effect.

STATE AND LOCAL GOVERNMENTS GAIN \$316 MILLION FROM LIQUOR SALES

Local ABC Boards in North Carolina are established and operated with no state funds. Through the sales of \$829,186,586 in spirituous liquor and fortified wine in ABC stores in the fiscal year ending June 30, 2013, total revenue distributions amounted to \$316,026,714 to the state's General Fund and the cities and counties where alcohol sales are allowed.



REVENUES FROM SPIRITOUS LIQUOR NORTH CAROLINA ABC BOARDS JULY 1, 2012 – JUNE 30, 2013

	6/30/13	6/30/12	Increase/ - Decrease	Percent Change
Liquor Sales - Regular	667,555,022	639,985,257	27,569,765	4.31%
Mixed Beverage Sales	160,140,085	155,392,184	4,747,901	3.06%
Total Sales	827,695,107	795,377,441	32,317,666	4.06%
State Excise Tax	177,562,513	170,378,967	7,183,546	4.22%
Liquor Sales Tax	46,445,049	44,832,810	1,612,239	3.60%
Mixed Beverage Tax - Revenue	14,132,805	14,014,248	118,557	0.85%
Mixed Beverage Tax - DHHS	1,413,122	1,401,457	11,665	0.83%
Rehabilitation Tax	2,627,655	2,570,187	57,468	2.24%
Cost of Goods Sold	426,079,947	409,940,662	16,139,285	3.94%
Operating Expenses	122,215,923	120,032,781	2,183,142	1.82%
Interest Income	228,817	343,690	-114,873	-33.42%
Other Income	2,627,891	737,810	1,890,081	256.17%
Profit Before Distribution	86,417,900	78,172,584	8,245,316	10.55%
Profit Percent To Sales	10.44%	9.83%		0.61%
Law Enforcement	7,297,194	7,113,055	184,139	2.59%
Alcohol Education	10,710,291	9,308,118	1,402,173	15.06%
Net Profit	68,410,415	61,751,411	6,659,004	10.78%
County - City Distributions	55,835,532	55,044,565	790,967	1.44%
Mixed Beverage Tax Retained	12,726,196	12,613,381	112,815	0.89%
Surcharge Collected	4,031,857	4,105,000	-73,143	-1.78%
Bailment Collected	8,023,024	7,903,700	119,324	1.51%
Bottles Sold:				
Regular	42,342,302	41,591,100	751,202	1.81%
Mixed Beverage	7,323,358	7,220,075	103,283	1.43%
Total	49,665,660	48,811,175	854,485	1.75%
Miniatures	14,311,545	12,883,410	1,428,135	11.09%
Number Of Stores	422	418	4	
Notes: Bailment decreased from \$1.65 per case to \$1.60 August 2012 Surcharge decreased from \$0.85 per case to \$0.80 August 2012				

ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2012 - JUNE 30, 2013

ABC Boards by County and # of Stores	Sales			State Taxes Collected	Cost of Liquor Sold	Operating Expenses
	Gross Sales	Percent Change Over FY12	Forecast for FY14			
Alamance						
Alamance Municipal (5)	10,241,364	4.28%	9,623,000	2,408,940	5,314,358	1,983,155
Alleghany						
Sparta (1)	673,555	1.89%	715,500	154,042	351,854	115,450
Anson						
Wadesboro (1)	1,164,695	-6.96%	1,163,100	264,094	621,100	236,891
Ashe						
West Jefferson (1)	1,406,168	-0.75%	1,401,000	319,247	744,854	220,120
Avery						
High Country (1)	2,557,301	0.15%	2,658,000	605,155	1,323,349	402,794
Beaufort County (6)	4,631,039	0.95%	4,711,600	1,057,939	2,434,285	834,965
Bertie County (1)	664,030	2.97%	500,000	150,478	349,724	142,234
Bladen						
Elizabethtown (1)	1,232,977	4.40%	1,184,703	278,199	652,748	169,319
Brunswick						
Belville (2)	2,638,916	4.51%	2,459,613	595,871	1,414,523	514,757
Boiling Spring Lakes (1)	525,806	66.14%	499,062	119,268	283,549	124,113
Brunswick County (2)	2,341,083	1.93%	2,387,211	550,398	1,211,211	418,188
Calabash (1)	1,302,259	-2.60%	1,330,500	309,023	672,508	239,345
Oak Island (1)	2,197,902	3.83%	2,400,161	526,681	1,123,959	395,727
Ocean Isle Beach (1)	1,423,735	0.17%	1,466,443	341,190	723,338	291,431
Shalotte (1)	1,467,501	3.93%	1,439,000	339,740	768,609	266,625
Southport (1)	2,091,181	-1.60%	2,054,000	493,191	1,082,121	285,325
Sunset Beach (1)	1,416,744	1.56%	1,520,000	326,419	745,231	242,466
Buncombe						
Asheville (9)	23,692,755	7.09%	25,095,000	5,762,014	11,979,945	3,823,099
Black Mountain (1)	1,690,313	4.50%	1,735,300	385,884	890,475	264,131
Weaverville (1)	2,189,148	4.64%	2,281,000	496,595	1,161,939	384,003
Woodfin (1)	1,315,098	3.16%	1,344,330	296,407	703,237	301,697
Burke						
Morganton (1)	2,708,004	0.22%	2,712,000	622,036	1,423,106	362,391
Valdese (1)	813,594	2.79%	820,000	186,807	426,903	196,365
Cabarrus						
Concord (5)	10,423,583	6.50%	11,027,000	2,470,343	5,425,068	1,754,014
Mount Pleasant (1)	545,584	6.02%	575,000	123,029	290,221	128,778
Caldwell						
Granite Falls (1)	933,509	1.39%	900,000	211,708	493,434	173,281
Lenoir City (2)	2,939,317	1.07%	2,900,500	671,330	1,564,186	453,050
Camden County (2)	1,068,010	5.68%	1,150,000	240,837	570,037	205,773
Carteret County (6)	11,643,893	0.24%	11,155,000	2,739,913	6,013,059	1,787,203
Caswell County (4)	1,971,126	6.89%	2,055,204	449,362	1,044,587	408,773
Catawba County (10)	15,888,257	6.10%	16,186,194	3,711,999	8,285,049	2,974,810
Chatham						
Chatham County (3)	2,531,769	4.89%	2,568,060	578,007	1,341,269	513,184
Pittsboro (1)	993,890	0.93%	1,014,496	226,930	523,506	157,720

ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2012 - JUNE 30, 2013

Other Income & Expense	Local Profits				Local Distributions	
	Profit Before Distribution FY13	Profit Percent FY13	Profit Before Distribution FY12	Percent Change Over FY12	FY13	Forecast for FY14
2,856	537,767	5.25%	490,774	9.58%	403,326	359,300
1,990	54,199	8.05%	47,162	14.92%	44,382	84
176	42,786	3.67%	69,293	-38.25%	39,000	49,814
-12,931	109,016	7.75%	109,610	-0.54%	50,170	51,000
1,476	227,479	8.90%	218,198	4.25%	263,359	279,500
1,612	305,462	6.60%	342,691	-10.86%	201,758	161,200
188	21,782	3.28%	30,689	-29.02%	21,782	0
176	132,887	10.78%	98,090	35.47%	111,599	108,330
544	114,309	4.33%	112,362	1.73%	104,145	0
1,988	864	0.16%	1,959	-55.90%	864	7,582
-15,166	146,120	6.24%	104,028	40.46%	33,572	17,154
1,507	82,890	6.37%	98,111	-15.51%	77,422	86,100
435	151,970	6.91%	164,898	-7.84%	137,286	152,520
9,225	77,001	5.41%	81,407	-5.41%	76,673	64,891
134	92,661	6.31%	91,056	1.76%	90,026	62,600
382	230,926	11.04%	230,573	0.15%	230,926	284,500
-19,634	82,994	5.86%	94,745	-12.40%	42,597	33,660
439,592	2,567,289	10.84%	1,728,478	48.53%	1,701,701	1,217,241
106	149,929	8.87%	146,005	2.69%	89,218	135,300
-70,120	76,491	3.49%	38,858	96.85%	1,613	39,876
138	13,895	1.06%	24,415	-43.09%	0	18,133
903	301,374	11.13%	290,891	3.60%	301,374	267,100
-10,380	-6,861	-0.84%	-20,240	66.10%	0	0
83,307	857,465	8.23%	641,330	33.70%	674,454	390,000
73	3,629	0.67%	-4,472	-181.15%	0	2,500
288	55,374	5.93%	18,772	194.98%	55,374	16,250
798	251,549	8.56%	266,431	-5.59%	244,874	228,650
435	51,798	4.85%	30,352	70.66%	49,328	42,050
-9,201	1,094,517	9.40%	1,077,602	1.57%	975,026	401,959
321	68,725	3.49%	52,505	30.89%	58,725	68,640
18,205	934,604	5.88%	756,778	23.50%	965,262	868,700
604	99,913	3.95%	149,930	-33.36%	75,377	72,300
2,557	88,291	8.88%	134,837	-34.52%	31,848	38,500

ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2012 - JUNE 30, 2013

ABC Boards by County and # of Stores	Sales			State Taxes Collected	Cost of Liquor Sold	Operating Expenses
	Gross Sales	Percent Change Over FY12	Forecast for FY14			
Siler City (1)	1,189,057	1.69%	1,213,024	271,703	625,461	222,819
Cherokee						
Andrews (1)	631,808	11.18%	734,761	143,577	334,475	176,186
Murphy (1)	2,402,521	1.98%	2,440,000	547,121	1,278,692	441,441
Chowan County (1)	1,245,742	4.34%	1,399,800	284,251	661,105	281,738
Clay County (1)	1,770,479	4.84%	1,670,000	401,037	935,768	243,757
Cleveland						
Kings Mountain (1)	1,254,012	1.13%	1,277,500	287,654	666,504	233,520
Shelby (2)	3,648,627	-0.20%	3,750,000	839,848	1,913,093	705,792
Columbus						
Brunswick (1)	465,835	1.54%	512,719	105,276	248,748	90,697
Lake Waccamaw (1)	293,748	2.95%	281,938	67,101	156,582	69,989
Tabor City (1)	597,609	-2.86%	620,000	134,860	318,920	110,336
West Columbus (1)	606,517	0.23%	640,000	137,499	326,922	108,605
Whiteville (1)	1,027,168	-0.43%	995,000	235,575	541,988	207,310
Craven County (6)	8,393,754	-1.98%	8,212,633	1,962,681	4,341,319	1,240,503
Cumberland County (10)	29,400,892	4.88%	29,800,000	6,986,511	15,028,121	4,423,535
Currituck County (3)	4,384,949	-0.36%	4,476,000	1,012,878	2,303,987	652,776
Dare County (5)	14,188,835	3.13%	14,576,836	3,383,587	7,262,762	1,640,818
Davidson						
Lexington (2)	3,533,180	2.43%	3,415,500	815,301	1,866,665	519,583
Thomasville (1)	2,214,235	-1.59%	2,200,000	508,622	1,184,925	351,573
Davie						
Cooleemee (1)	762,672	1.88%	756,705	174,771	404,711	172,426
Duplin						
Kenansville (1)	446,184	2.72%	448,375	101,260	236,025	100,727
Wallace (1)	1,455,701	5.11%	1,405,275	335,356	767,205	208,609
Warsaw (1)	494,742	-1.89%	500,000	111,857	263,749	112,676
Durham County (8)	27,089,726	7.42%	27,816,084	6,405,789	13,912,969	4,078,588
Edgecombe County (6)	4,275,420	2.07%	4,390,000	970,618	2,252,619	834,004
Forsyth						
Triad Municipal (14)	35,077,732	2.90%	36,147,100	8,218,446	18,150,586	5,438,247
Franklin						
Bunn (1)	682,708	9.31%	630,606	154,006	369,815	124,267
Franklinton (1)	811,999	0.24%	824,750	183,604	444,148	153,084
Louisburg (1)	1,228,846	6.43%	1,259,749	280,003	664,176	222,134
Youngsville (1)	802,182	4.39%	790,000	180,921	428,635	146,889
Gaston						
Bessemer City (1)	474,991	1.09%	543,848	110,811	242,378	134,614
Cherryville (1)	960,926	0.68%	995,786	217,648	509,139	220,800
Cramerton (1)	1,594,911	-0.88%	1,821,975	367,889	846,286	265,875
Gastonia (5)	8,227,819	2.76%	8,450,300	1,924,264	4,292,680	1,385,041
Mount Holly (1)	1,753,858	-2.47%	1,789,306	396,702	937,671	271,720
Gates County (1)	433,714	-26.03%	450,000	97,678	230,837	113,180

ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2012 - JUNE 30, 2013

Other Income & Expense	Local Profits				Local Distributions	
	Profit Before Distribution FY13	Profit Percent FY13	Profit Before Distribution FY12	Percent Change Over FY12	FY13	Forecast for FY14
-4,121	64,953	5.46%	63,722	1.93%	42,783	42,900
60	-22,370	-3.54%	8,067	-377.30%	0	12,993
381	135,648	5.65%	171,592	-20.95%	130,410	105,000
135	18,783	1.51%	13,102	43.36%	18,783	30,000
425	190,342	10.75%	158,349	20.20%	17,000	24,200
603	66,937	5.34%	77,581	-13.72%	45,515	45,700
4,035	193,929	5.32%	219,783	-11.76%	187,971	173,110
-2,808	18,306	3.93%	26,589	-31.15%	9,600	17,154
57	133	0.05%	5,513	-97.59%		72,030
13,294	46,787	7.83%	20,629	126.80%	20,090	24,000
552	34,043	5.61%	27,882	22.10%	377	3,250
797	43,092	4.20%	64,874	-33.58%	46,000	46,000
3,617	852,868	10.16%	900,817	-5.32%	898,243	318,470
3,720	2,966,445	10.09%	2,912,558	1.85%	3,005,543	2,134,600
662	415,970	9.49%	401,126	3.70%	358,892	172,300
4,199	1,905,867	13.43%	1,509,259	26.28%	1,612,511	1,748,610
2,843	334,474	9.47%	304,259	9.93%	311,581	162,900
15,489	184,604	8.34%	142,948	29.14%	79,089	76,350
3,814	14,578	1.91%	-13,206	210.39%	14,500	19,000
60	8,232	1.84%	9,890	-16.76%	8,233	1,085
31	144,562	9.93%	139,648	3.52%	143,500	158,000
21	6,481	1.31%	11,266	-42.47%	3,722	0
-93,069	2,599,311	9.60%	1,915,738	35.68%	2,094,585	1,323,778
-3,329	214,850	5.03%	232,372	-7.54%	164,850	127,500
-63,578	3,206,875	9.14%	3,198,145	0.27%	2,981,769	2,420,000
41	34,661	5.08%	10,108	242.91%	28,661	10,041
1,208	32,371	3.99%	54,454	-40.55%	28,171	25,224
2,230	64,763	5.27%	46,734	38.58%	64,763	58,803
0	45,737	5.70%	37,381	22.35%	45,737	0
45	-12,767	-2.69%	-4,222	-202.39%	0	2,742
506	13,845	1.44%	29,428	-52.95%	11,000	16,350
389	115,250	7.23%	131,336	-12.25%	34,577	62,465
450,356	666,190	8.10%	605,939	9.94%	673,017	705,000
-7,972	139,793	7.97%	140,792	-0.71%	10,579	17,872
217,836	209,855	48.39%	-3,595	5937.41%	1,200	1,200

ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2012 - JUNE 30, 2013

ABC Boards by County and # of Stores	Sales			State Taxes Collected	Cost of Liquor Sold	Operating Expenses
	Gross Sales	Percent Change Over FY12	Forecast for FY14			
Granville County (2)	3,237,700	3.53%	3,127,344	735,975	1,718,171	427,193
Greene County (2)	684,254	0.72%	684,500	154,329	360,483	150,574
Guilford						
Gibsonville (1)	873,599	8.72%	898,800	198,245	473,307	154,935
Greensboro (14)	37,711,856	4.71%	39,230,000	8,994,179	19,214,462	5,182,862
High Point (6)	14,270,536	4.88%	14,583,522	3,305,975	7,353,296	2,086,315
Halifax County (5)	4,466,457	1.90%	4,463,781	1,022,516	2,357,055	785,486
Harnett						
Angier (1)	1,310,944	9.83%	1,401,757	295,592	700,853	268,955
Dunn (2)	1,942,869	1.78%	1,951,000	443,019	1,033,716	319,506
Lillington (1)	1,149,773	9.07%	1,160,800	268,612	607,007	231,037
Haywood						
Canton (1)	1,051,465	3.79%	1,128,373	239,728	566,662	234,609
Maggie Valley (2)	1,735,286	3.95%	1,821,636	401,135	904,781	342,772
Waynesville (1)	2,143,502	0.17%	2,288,494	494,542	1,125,293	375,937
Henderson						
Fletcher (1)	1,655,097	-0.01%	1,679,400	372,538	879,762	309,794
Hendersonville (3)	5,133,087	4.64%	5,191,000	1,197,845	2,688,303	958,001
Laurel Park (1)	1,096,390	2.31%	1,179,000	251,492	572,668	229,571
Hertford County (3)	2,130,285	4.45%	2,110,000	485,154	1,126,965	436,115
Hoke County (1)	1,196,165	6.59%	1,141,000	275,731	628,037	167,932
Hyde County (2)	645,206	13.73%	979,000	154,248	335,892	189,637
Iredell						
Mooresville (3)	7,920,062	5.51%	7,800,482	1,859,372	4,121,316	994,292
Statesville (2)	5,098,304	4.75%	5,238,566	1,180,502	2,682,088	889,248
Jackson						
Sylva (1)	2,775,322	1.72%	2,247,800	658,434	1,422,455	326,363
Johnston County (7)	10,897,656	5.59%	11,522,128	2,517,785	5,724,434	1,565,549
Jones County (3)	914,557	-1.66%	924,000	206,405	480,192	234,222
Lee						
Sanford (2)	4,579,762	3.68%	4,615,700	1,058,681	2,396,261	770,033
Lenoir County (3)	3,433,211	-0.79%	3,355,000	780,720	1,797,582	591,414
Lincoln						
Lincoln County (1)	2,137,511	1.95%	2,104,700	493,689	1,123,846	262,905
Lincolnton (1)	2,105,792	3.84%	2,109,000	493,729	1,111,916	418,576
Macon						
Franklin (1)	2,370,048	-0.94%	2,600,000	544,458	1,248,606	515,236
Highlands (1)	1,767,397	3.93%	1,231,824	419,144	905,655	335,983
Martin County (2)	1,842,270	3.92%	2,030,000	417,437	968,575	336,529
McDowell						
Marion (2)	2,043,715	0.64%	2,192,237	472,938	1,077,329	391,153
Mecklenburg County (23)	113,110,054	5.27%	117,850,000	27,583,827	56,769,928	13,879,415
Mitchell						
Spruce Pine (1)	1,069,714	3.76%	1,100,000	244,024	565,927	241,182
Montgomery (2)	1,306,044	5.18%	1,353,050	297,680	680,552	295,090

ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2012 - JUNE 30, 2013

Other Income & Expense	Local Profits				Local Distributions	
	Profit Before Distribution FY13	Profit Percent FY13	Profit Before Distribution FY12	Percent Change Over FY12	FY13	Forecast for FY14
189	356,550	11.01%	316,625	12.61%	249,840	203,159
5,881	24,749	3.62%	13,961	77.27%	24,749	2,900
2,152	49,264	5.64%	56,896	-13.41%	13,897	6,850
344,657	4,665,010	12.37%	3,879,616	20.24%	3,965,010	4,013,255
9,196	1,534,146	10.75%	1,375,964	11.50%	1,307,523	1,271,352
5,468	306,868	6.87%	318,872	-3.76%	221,608	157,933
131,027	176,571	13.47%	39,352	348.70%	45,496	26,462
6,262	152,890	7.87%	143,761	6.35%	131,525	126,525
436	43,553	3.79%	36,560	19.13%	1,275	0
-5,058	5,408	0.51%	-8,245	165.59%	2,400	2,542
-19,896	66,702	3.84%	39,073	70.71%	2,059	14,000
0	147,730	6.89%	153,409	-3.70%	10,282	6,066
-18,794	74,209	4.48%	58,822	26.16%	53,154	49,664
-2,499	286,439	5.58%	324,274	-11.67%	160,855	195,000
3,235	45,894	4.19%	22,648	102.64%	37,516	16,881
592	82,643	3.88%	73,471	12.48%	76,809	39,800
9	124,474	10.41%	110,312	12.84%	122,474	80,050
-5,975	-40,546	-6.28%			0	4,000
4,029	949,111	11.98%	765,672	23.96%	712,339	738,000
1,579	348,045	6.83%	283,523	22.76%	348,043	356,069
1,304	369,374	13.31%	330,081	11.90%	385,902	68,262
4,797	1,094,685	10.05%	989,151	10.67%	1,104,987	1,366,665
10	-6,252	-0.68%	10,916	-157.27%	0	0
9,040	363,827	7.94%	361,697	0.59%	335,436	248,000
1,934	265,429	7.73%	243,655	8.94%	239,142	136,435
					0	
99	257,170	12.03%	247,167	4.05%	203,452	201,600
6,172	87,743	4.17%	82,554	6.29%	87,744	83,000
625	62,373	2.63%	84,010	-25.76%	70,000	72,000
215	106,830	6.04%	92,330	15.70%	106,830	0
476	120,205	6.52%	111,229	8.07%	58,877	68,650
-3,973	98,322	4.81%	93,503	5.15%	98,322	58,573
430,705	15,307,589	13.53%	13,684,215	11.86%	12,141,532	11,377,588
53	18,634	1.74%	20,449	-8.88%	0	16,000
180	32,902	2.52%	30,111	9.27%	32,902	0

ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2012 - JUNE 30, 2013

ABC Boards by County and # of Stores	Sales			State Taxes Collected	Cost of Liquor Sold	Operating Expenses
	Gross Sales	Percent Change Over FY12	Forecast for FY14			
Moore County (4)	8,849,609	5.08%	9,022,000	2,104,259	4,541,016	1,031,643
Nash County (9)	8,844,843	0.14%	8,800,000	2,043,420	4,540,854	1,420,002
New Hanover County (8)	34,855,016	4.16%	35,731,487	8,464,641	17,442,283	3,749,317
Northampton County (4)	988,673	-0.81%	1,020,000	223,335	531,419	222,444
Onslow County (6)	14,238,825	0.34%	13,742,000	3,393,978	7,265,333	2,203,733
Orange County (8)	16,109,071	4.27%	16,270,437	3,847,233	8,228,078	2,822,829
Pamlico County (2)	1,158,981	0.77%	1,144,200	264,815	612,105	233,663
Pasquotank County (1)	3,040,863	2.61%	2,962,000	715,635	1,589,433	443,028
Pender County (4)	4,921,466	-0.42%	5,110,000	1,134,172	2,606,262	830,017
Perquimans						
Hertford (1)	844,960	5.86%	878,700	191,144	446,071	154,284
Person County (2)	2,572,004	0.74%	2,590,040	590,250	1,358,595	374,594
Pitt County (10)	15,919,159	1.10%	16,359,259	3,786,638	8,117,067	2,261,876
Polk						
Columbus (1)	581,265	10.48%	606,674	132,709	307,788	139,672
Tryon ² (1)	80,335	-76.90%	300,060	19,745	48,042	63,568
Randolph						
Asheboro (1)	2,896,748	4.28%	3,142,400	670,736	1,504,972	406,732
Liberty (1)	746,205	2.60%	760,147	168,828	398,080	157,594
Randleman (1)	1,275,807	0.41%	1,266,225	291,112	670,737	249,551
Richmond						
Hamlet (1)	870,949	3.39%	939,850	196,074	467,981	170,845
Rockingham (2)	1,989,207	5.60%	1,848,550	458,823	1,042,699	356,636
Robeson						
Fairmont (1)	560,701	4.03%	591,433	128,317	297,643	109,219
Lumberton (2)	3,579,720	3.27%	3,600,000	826,054	1,887,700	607,090
Maxton (1)	560,163	6.98%	500,000	126,570	301,900	130,762
Pembroke ¹ (1)	117,855	N/A	900,000	26,736	59,309	38,153
Red Springs (1)	702,344	4.61%	779,700	158,600	374,136	142,345
Rowland (1)	219,029	7.84%	206,000	49,595	115,909	48,270
Saint Pauls (1)	967,377	2.07%	1,034,800	218,143	519,359	182,193
Rockingham						
Eden (1)	1,679,703	-6.22%	1,650,000	388,950	881,399	312,748
Madison (1)	1,052,194	-2.28%	1,065,811	240,465	557,163	235,621
Reidsville (1)	2,033,117	-1.88%	2,000,000	465,509	1,079,324	387,914
Rowan/Kannapolis (7)	10,170,862	3.68%	10,334,786	2,341,126	5,362,773	2,045,648
Rutherford						
Forest City (1)	1,754,823	1.32%	1,817,900	400,053	922,235	321,128
Lake Lure (1)	679,808	0.30%	692,186	161,439	343,165	156,737
Rutherfordton (1)	1,121,171	1.14%	1,102,000	257,613	587,209	233,441
Sampson						
Clinton (1)	1,754,883	4.24%	1,706,100	403,642	921,128	248,527
Garland (1)	223,523	1.15%	230,000	50,578	115,212	53,914
Newton Grove (1)	438,644	2.39%	463,000	98,308	231,210	97,665
Roseboro (1)	751,845	6.64%	838,200	163,100	429,334	134,226

¹ Pembroke reopened in May 2013² Tryon was closed from September 2012 - April 2013

ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2012 - JUNE 30, 2013

Other Income & Expense	Local Profits				Local Distributions	
	Profit Before Distribution FY13	Profit Percent FY13	Profit Before Distribution FY12	Percent Change Over FY12	FY13	Forecast for FY14
14,738	1,187,429	13.42%	1,104,561	7.50%	1,318,439	968,453
5,805	846,372	9.57%	843,105	0.39%	597,363	557,500
36,078	5,234,853	15.02%	4,849,117	7.95%	4,420,163	4,166,501
77	11,552	1.17%	21,306	-45.78%	0	0
2,068	1,377,849	9.68%	1,300,579	5.94%	928,539	553,000
3,573	1,214,504	7.54%	1,075,969	12.88%	655,000	700,000
405	48,803	4.21%	50,629	-3.61%	38,803	33,500
2,204	294,971	9.70%	368,206	-19.89%	294,971	216,400
652	351,667	7.15%	299,057	17.59%	327,593	312,763
98	53,559	6.34%	40,622	31.85%	53,559	39,800
1,424	249,989	9.72%	246,804	1.29%	208,000	211,500
7,116	1,760,694	11.06%	1,782,030	-1.20%	1,474,529	1,255,724
					0	
2,072	3,168	0.55%	106	2888.68%	8,642	9,025
263	-50,757	-63.71%	-24,769	-104.92%	0	0
270	314,578	10.86%	292,052	7.71%	257,736	221,500
137	21,840	2.93%	19,832	10.13%	21,840	19,100
817	65,224	5.11%	56,391	15.66%	81,349	60,000
140	36,189	4.16%	30,445	18.87%	31,189	48,125
0	131,049	6.59%	83,495	56.95%	131,049	59,866
360	25,882	4.62%	8,376	209.00%	25,000	1,200
-244	258,632	7.22%	213,671	21.04%	233,742	248,700
-382	549	0.10%	-4,697	111.69%	0	0
0	-6,343	-5.38%			0	700
0	27,263	3.88%	27,431	-0.61%	27,431	30,200
0	5,255	2.40%	7,453	-29.49%	0	0
99	47,781	4.94%	35,071	36.24%	49,617	5,100
606	97,212	5.79%	130,057	-25.25%	115,588	65,800
318	19,263	1.83%	27,243	-29.29%	31,030	32,000
-36	100,334	4.93%	116,094	-13.58%	79,490	61,564
3,682	424,997	4.18%	413,806	2.70%	424,997	405,671
1,941	113,348	6.46%	88,895	27.51%	106,148	66,000
1,433	19,900	2.93%	24,667	-19.33%	14,605	0
334	43,242	3.86%	40,890	5.75%	52,641	52,618
494	182,080	10.38%	177,760	2.43%	170,144	90,074
4	3,823	1.71%	-1,098	448.18%	0	0
0	11,461	2.61%	6,228	84.02%	2,600	5,000
20,020	45,205	6.01%	27,012	67.35%	12,000	13,000

ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2012 - JUNE 30, 2013

ABC Boards by County and # of Stores	Sales			State Taxes Collected	Cost of Liquor Sold	Operating Expenses
	Gross Sales	Percent Change Over FY12	Forecast for FY14			
Scotland County (1)	1,669,702	-0.62%	1,666,050	380,201	886,827	315,482
Stanly						
Albemarle (1)	2,377,490	3.41%	2,414,900	548,789	1,233,569	395,315
Locust (1)	1,162,921	11.19%	1,158,304	265,452	613,051	234,849
Norwood (1)	464,051	4.86%	497,050	105,140	246,393	102,849
Stokes						
Walnut Cove (1)	755,808	0.87%	747,000	170,381	401,168	145,938
Surry						
Dobson (1)	535,057	2.80%	539,000	120,984	282,628	115,544
Elkin (1)	1,201,663	2.05%	1,650,000	272,980	641,573	240,833
Mount Airy (1)	1,951,232	-0.55%	1,979,302	449,527	1,010,019	358,272
Pilot Mountain (1)	778,377	5.56%	784,861	175,876	411,571	153,620
Swain						
Bryson City (1)	1,609,218	0.40%	1,570,650	371,126	837,370	286,235
Transylvania						
Brevard (2)	2,723,661	2.72%	2,774,500	636,693	1,415,431	453,931
Tyrrell County	328,875	16.33%	405,947	73,972	187,689	84,425
Union						
Indian Trail (1)	2,678,371	6.59%	2,900,000	617,992	1,404,546	438,890
Monroe (1)	3,738,231	-12.86%	3,700,000	878,634	1,928,087	550,197
Waxhaw (1)	1,503,896	9.26%	1,700,000	350,107	788,999	280,339
Wingate (1) ³	1,148,898	N/A	1,250,000	259,357	615,141	207,535
Vance County (1)	3,211,156	1.23%	3,030,000	735,154	1,735,492	544,977
Wake County (24)	95,779,958	6.72%	97,559,000	22,935,822	48,774,270	8,416,061
Warren County (3)	2,048,448	0.46%	2,003,000	475,768	1,038,416	387,734
Washington County (1)	813,295	2.20%	790,000	184,166	427,288	194,306
Watauga						
Blowing Rock (1)	1,345,449	-4.02%	1,395,201	328,703	673,185	238,570
Boone (1)	5,077,778	2.54%	5,097,000	1,202,910	2,617,557	594,260
Wayne County (5)	7,611,789	3.33%	7,703,810	1,761,052	3,981,489	1,207,573
Wilkes						
North Wilkesboro (1)	1,034,353	-3.95%	1,075,000	237,316	547,593	234,769
Wilkesboro (2)	1,813,721	23.47%	2,001,500	416,518	954,979	439,269
Wilson County (5)	6,801,081	2.37%	6,536,000	1,568,845	3,541,535	1,247,600
Yancey						
Burnsville (1)	917,264	6.09%	1,019,000	208,814	479,983	195,464
	829,186,586	4.08%	847,514,461	195,824,085	427,007,155	122,215,923

³ Store opened June 4, 2012

ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2012 - JUNE 30, 2013

Other Income & Expense	Local Profits				Local Distributions	
	Profit Before Distribution FY13	Profit Percent FY13	Profit Before Distribution FY12	Percent Change Over FY12	FY13	Forecast for FY14
523	87,715	5.25%	89,848	-2.37%	87,715	48,565
122	199,939	8.41%	180,197	10.96%	195,783	167,000
10	49,579	4.26%	41,524	19.40%	0	0
-7,684	1,985	0.43%	-4,605	143.11%	99	0
0	38,321	5.07%	23,872	60.53%	29,344	22,100
156	16,057	3.00%	6,933	131.60%	10,630	7,958
224	46,501	3.87%	54,873	-15.26%	73,800	73,800
1,689	135,103	6.92%	147,941	-8.68%	129,591	116,752
-7,738	29,572	3.80%	12,235	141.70%	802	0
51,113	165,600	10.29%	159,753	3.66%	180,500	28,500
					0	
264	217,870	8.00%	239,550	-9.05%	217,866	92,000
-4,038	-21,249	-6.46%	34,302	-161.95%	0	0
-4,166	212,777	7.94%	180,387	17.96%	116,512	168,000
2,687	384,000	10.27%	494,247	-22.31%	383,120	170,500
26	84,477	5.62%	76,452	10.50%	12,746	28,000
-13,656	53,209	4.63%	-17,683	400.90%	2,621	2,000
-37,397	158,136	4.92%	176,315	-10.31%	47,916	47,840
631,660	16,285,465	17.00%	14,378,281	13.26%	15,782,409	10,618,360
519	147,049	7.18%	109,509	34.28%	102,645	5,000
2,349	9,884	1.22%	6,640	48.86%	15,619	0
3,949	108,940	8.10%	103,700	5.05%	74,203	72,386
-6,968	656,083	12.92%	642,737	2.08%	562,125	511,507
34,753	696,428	9.15%	574,442	21.24%	653,554	423,980
646	15,321	1.48%	33,355	-54.07%	14,999	6,420
2,907	5,862	0.32%	29,349	-80.03%	0	61,000
30,721	473,822	6.97%	426,258	11.16%	355,536	365,000
0	33,003	3.60%	-2,090	1679.09%	792	0
2,278,477	86,417,900	10.42%	77,651,328	11.29%	73,843,017	60,238,394

NC ABC AT A GLANCE

Headquarters: Raleigh, NC

Oversight of:

- Approximately 18,000 retailers that sell alcohol for consumption on premise (restaurants/bars/clubs) and off premise (grocery stores/convenience stores/retail shops)
- 168 active local ABC Boards that own or lease the property and hire and manage the staff of the state's 422 retail ABC stores
- 2 central warehouses of 400,000 square feet, which receive and store all liquor to be sold in the state until it is shipped and purchased by the local ABC stores
- 2,000 listed products and 1,700 special order products (3,936 special orders processed during the fiscal year)
- \$829,186,586 million in liquor revenues generated during fiscal year 2013
- \$316,026,714 million in total liquor revenue distributions by NC ABC boards during fiscal year. Distributions benefit the state's General Fund and the cities and counties where alcohol sales are allowed
- \$15.3 million collected by the state ABC Commission from permit application, renewal and other fees for the benefit of the General Fund
- 950 violations by permit holders heard by Commission during the fiscal year
- \$832,925 in revenues generated from penalties paid by permit holders to local school districts where violations occurred
- 6,401 permit holders, employees and applicants trained
- 7,890 retail and commercial permits issued

(Note: local ABC boards in North Carolina are established and operated with no state-appropriated funds. The state ABC Commission and warehouse operations are funded through fees from warehouse management.)

6/30/2013



Top & Middle: Chairman Jim Gardner explains the ABC operations to Lieutenant Governor Dan Forest and to Governor Pat McCrory during visits to the ABC Commission offices and warehouses in Raleigh.

Bottom & Upper Right: Chairman Gardner tours Covington Distillery in Snow Hill



ABC

C O M M I S S I O N
N O R T H C A R O L I N A

400 EAST TRYON RD.
RALEIGH, NC 27610
919.779.0700
[HTTP://ABC.NC.GOV](http://abc.nc.gov)