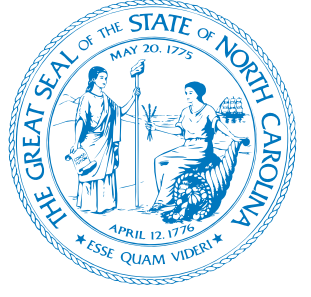




ABC
COMMISSION
NORTH CAROLINA



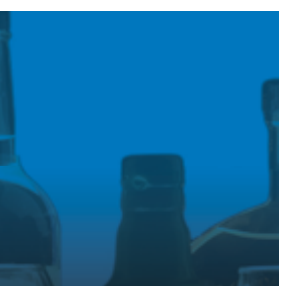
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ANNUAL REPORT
CONTROL, SERVICE, AND REVENUE SINCE 1937



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LETTER FROM THE CHAIRMAN



James C. Gardner

Chairman, North Carolina Alcoholic Beverage Control Commission

During the fiscal year that closed on June 30, 2016, the North Carolina Alcoholic Beverage Control system achieved a remarkable milestone: sales of more than \$1 billion worth of liquor at the 426 ABC stores operating across the state.

It took almost 80 years for our ABC store sales to break this billion-dollar threshold. And if past trends are any indication, this ten-digit level of revenue is likely to continue. Paralleling the strong retail sales in this fiscal year, the ABC warehouse shipped 5,687,108 cases of liquor to the 166 local ABC boards. It took nearly a decade to see case shipments rise from 4 million cases a year to 5 million. It has only taken three years to go from 5 million cases shipped in 2013 to nearly 5.7 million cases shipped in 2016.

Increased retail sales result in increased revenues for the state and local governments of our increasingly efficient ABC system. This fiscal year more than 98 percent of our local boards operated profitably, and revenue distributions totaled \$380,965,967 to the state's General Fund and to the cities and counties where ABC store sales are allowed. This is a record-setting amount of money that makes a meaningful

difference to communities large and small across our state.

The local ABC boards operate 426 retail stores across the state, and the Commission provides oversight for the process. The Commission also serves as a resource and a regulator for all alcoholic beverage permittees in the state. The number of North Carolina craft wineries, breweries and distilleries continued to grow in fiscal year 2016. Likewise the number of retail permits is up over the past fiscal year. To streamline service to this increasing number of businesses and individuals, the Commission converted most of the paper permit files into electronic scans and added an online payment option for mobile devices. Work to improve efficiency and customer service at the Commission is ongoing.

Perhaps the most visible accomplishment of the Commission this fiscal year has been the Initiative to Reduce Underage Drinking. The Initiative's media awareness campaign, called Talk it Out, is focused on encouraging important conversations between parents and children about the dangers of underage drinking. The second wave of campaign advertisements launched during the summer and fall of 2015 and generated positive results. The Initiative developed the third phase of ads in the first half of 2016 to continue to deliver the high-impact message. Like the first two sets of ads, the new commercials, which launched in July and August 2016, feature content designed to challenge audiences and to shift behavior. The new commercials focus on binge drinking and the adolescent brain and are informed by research from the University of North Carolina at Chapel Hill and Duke University, with support from Wake Forest University and UNC-Charlotte.

Coupled with the media campaign, the Initiative also implemented outreach activities in communities across the state, commissioned important academic research on alcohol and the adolescent brain and participated with the Governor's Substance Abuse and Underage Drinking Prevention and Treatment Task Force. The Task Force's work culminated in recommendations presented to Governor Pat McCrory in May.

I want to thank Commissioners Kevin Green and Mike Herring for their support during this fiscal year. The success this ABC Commission has enjoyed is due to a team effort by the Commissioners, the Commission staff and the local ABC boards. I am proud of what we have accomplished together.

A handwritten signature in blue ink that reads "James C. Gardner".

FISCAL YEAR 2016 AT A GLANCE



Raleigh, N.C.
Headquarters



OVER 18,000 RETAILERS

selling alcohol for consumption on premise (restaurants, clubs) and off premise (grocery stores, convenience stores, retail shops).

166 ACTIVE ABC BOARDS

that own or lease the 426 retail ABC stores in North Carolina.



8,495 NEW PERMITS ISSUED



2,200+ LISTED SPIRITOUS LIQUOR PRODUCTS

plus nearly 2,200 special order products and 5,100 special orders processed.



400,000 SQUARE FEET

of warehouse space



6,522 PARTICIPANTS



Trained in face-to-face sessions about alcohol laws and regulations presented across the state by the Commission.

\$1,003,349,033

Liquor revenues generated during fiscal year 2016.

\$1,157,700

Penalties paid by permit holders and distributed to the local school districts where violations occurred.

\$24,398,490

Collections by the state ABC Commission from permit application, renewal, and other fees for the benefit of the General Fund.

\$380,965,967

Total board revenue distributed to the General Fund and to cities and counties where alcohol is sold.



START THE CONVERSATION.
STOP UNDERAGE DRINKING.

TALK IT OUT

During the 2016 fiscal year, the Initiative aired a second set of hard-hitting TV and radio commercials across the state. The second ads featured situations of parents losing children to incarceration and death. After they had aired, the Initiative conducted research to measure impact and develop messages for a third set of commercials.

Like the earlier ads, the new ones are designed to shock and to prompt parents and children to talk about the very real dangers for children and families resulting from underage drinking. As the campaign learned from the third round of research in the spring of 2016, parents are still somewhat unaware of how serious a problem underage drinking is, and how quickly and easily it can have real and lasting impacts on their family. All of the ads provide a link to the website talkitoutnc.org.



The findings in the *Alcohol & The Adolescent Brain* report highlighted the real, immediate impact of underage drinking on teens related to the developing nature of adolescent brains. The pair of hard-hitting television advertisements the Initiative developed in the spring and summer of 2016, put a young, human face on the science. The third set of ads launched just after the end of fiscal year 2016 continue to build on the messages of the previous ads.

The Talk it Out campaign and other outreach by the Initiative to Reduce Underage Drinking resulted in a Sept/October 2016 cover feature by StateWays, which focuses on control state issues.



Talk It Out TV commercials show the dangerous sedative effects of alcohol, especially binge drinking, on adolescents.

One of the new ads shines a light on the dangers of binge drinking and the particular dangers adolescents face because they are less sensitive to the sedative effects of alcohol. Binge drinking in adolescents can lead to blackouts and, in the worst of cases, the brain telling the body to stop breathing.

SOME KEY MILESTONES

DECEMBER 1, 2015

Governor Pat McCrory issues a call-to-action from several collegiate research institutions across the state, requesting a report of existing research on the effects of alcohol on the developing brain.



ABC Commission Chairman Jim Gardner and Wake County Sheriff Donnie Harrison install a new Talk It Out NC bumper sticker.

FEBRUARY 10, 2016

Researchers from the University of North Carolina at Chapel Hill and Duke University, with support from researchers from Wake Forest University and UNC-Charlotte, present their findings to the Governor's Substance Abuse and Underage Drinking Task Force.

MAY 24, 2016

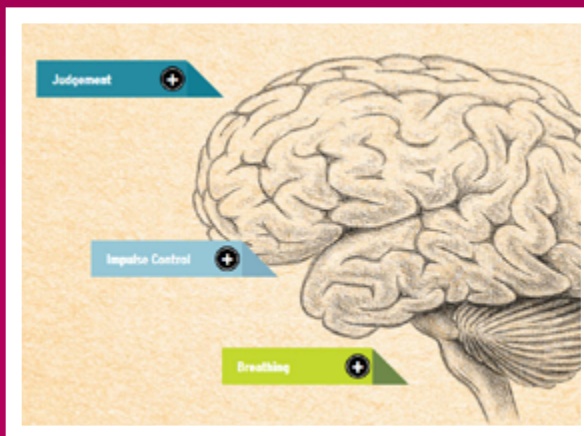
Governor's Substance Abuse and Underage Drinking Prevention and Treatment Task Force delivers a comprehensive report to Governor McCrory, including recommendations for stricter alcohol-related penalties, heavier enforcement of alcohol laws and various treatment and prevention support for alcohol-related

issues. The report was the culmination of two years of work by the 20-member Task Force, which heard from experts on underage drinking and substance abuse. ABC Commission Chairman Jim Gardner served as co-chair of the Task Force.

SOME KEY OUTREACH

BRAIN PORTAL

The Initiative has added an “Understanding the Brain” page to the *Talk It Out* website. This portal highlights the impact that alcohol has on six key parts of the developing brain — the prefrontal cortex, hypothalamus, medulla, cerebral cortex, hippocampus, and cerebellum. The portal also outlines the immediate and long-term consequences that can result from underage alcohol consumption.



SPANISH LANGUAGE SITE

The Initiative translated the *Talk It Out* website, collateral materials, research, OutReach Toolkits, and videos into Spanish during this fiscal year, so that Spanish-speaking parents and families could have easy access to materials that support critical,

life-saving conversations about the dangers of underage drinking. The Spanish language website can be found at TalkItOutNC.org/es.

ALCOHOL EDUCATION RESOURCE GUIDE

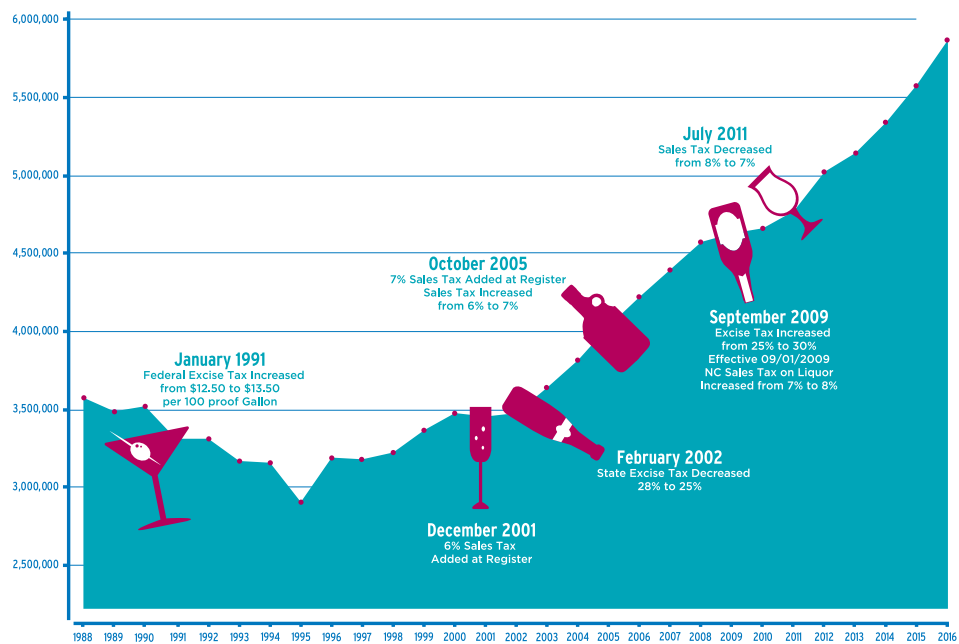
The Initiative developed the Alcohol Education Resource Guide to provide North Carolina’s 166 ABC boards with tools to help educate and empower parents, children, and policy makers in local communities with information and resources to reduce underage drinking. The guide includes overviews of programs reviewed by the Initiative staff that are scalable and that can easily be adapted based on the needs and size of individual boards. The Resource Guide includes template materials that support local board marketing efforts and community partnerships. The goals of the guide are increased program efficiency and increased communication and collaboration among local ABC boards.

“Underage drinking can “wire” the brain for alcoholism.”

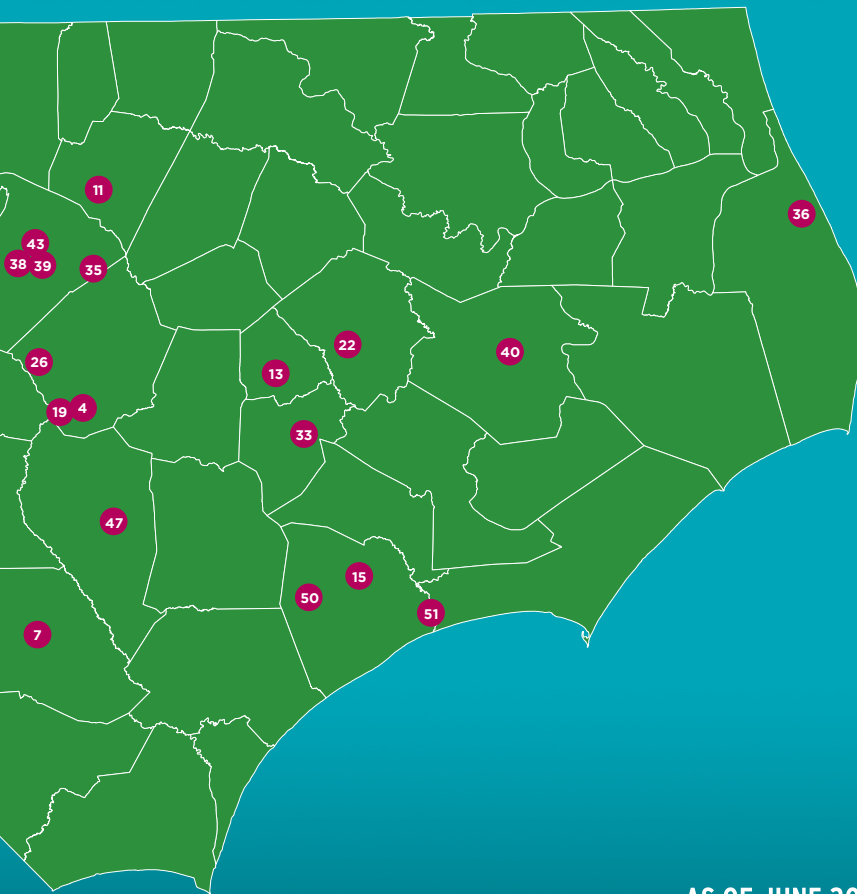
NORTH CAROLINA DISTILLERIES



NC ABC WAREHOUSE CASE SHIPMENTS



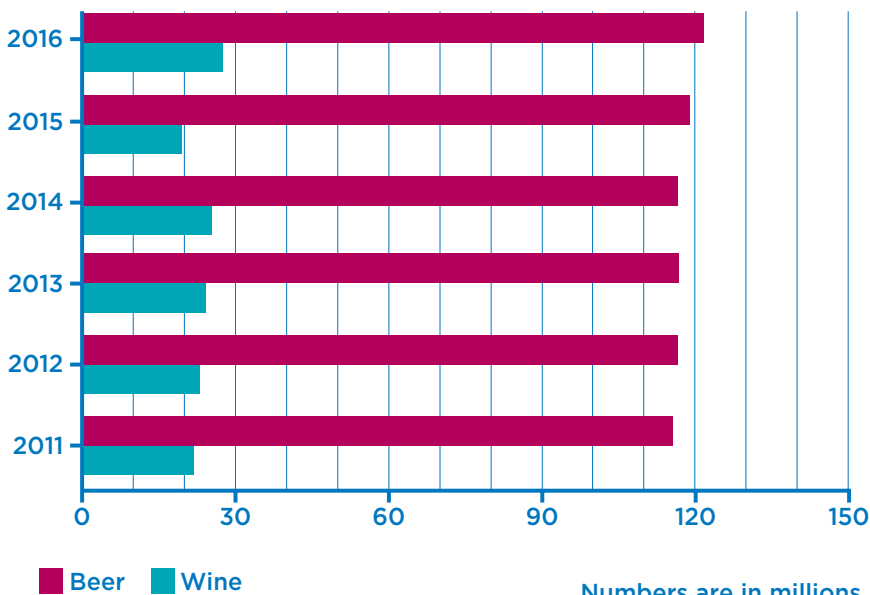
Shipments of liquor from the state warehouses to the local ABC boards totaled 5,687,108 cases in the fiscal year that ended June 30, 2016.



AS OF JUNE 30, 2016

BEER AND WINE EXCISE TAXES

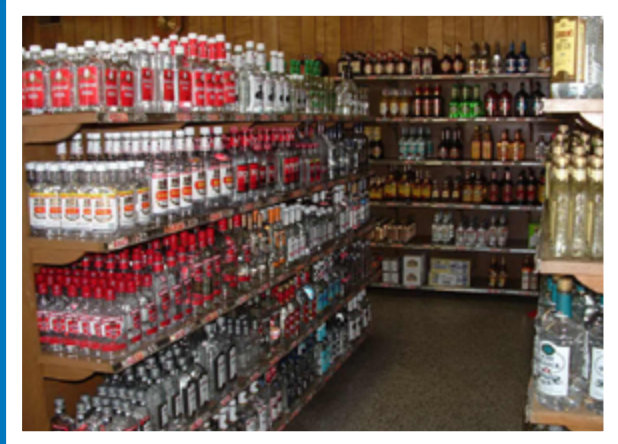
July 2015 - June 2016



Data provided by the NC Beer & Wine Wholesalers, based on monthly reports from the NC Department of Revenue.

- 1 Asheville Distilling
- 2 Blue Ridge Distilling Company
- 3 Broad Branch Distillery
- 4 Broadslab Distillery
- 5 Brothers Vilgalys Spirits Company
- 6 Call Family Distillers
- 7 Cape Fear Vineyard and Winery
- 8 Carls Carolina
- 9 Carolina Beer Company
- 10 Carolina Distillery
- 11 Carolina Saloon Distillery
- 12 Copper Barrel Distillery
- 13 Covington Spirits
- 14 Dalton Distillery
- 15 Diablo Distilleries
- 16 Doc Porters Distillery
- 17 Dragon Moonshine Company
- 18 Durham Distillery
- 19 Enoch Winery
- 20 Fainting Goats Spirits
- 21 Fair Game Beverage Company
- 22 First Flight Vodka
- 23 Foothills Distillery
- 24 Gambill Creek Distillers
- 25 Great Wagon Road Distilling Company
- 26 Gregory Vineyards
- 27 Gunsmoke Distillery
- 28 H and H Distillery
- 29 Helmets Required
- 30 Howling Moon
- 31 Laws Distillery
- 32 Mayberry Distillery
- 33 Mother Earth Brewing
- 34 Muddy River Distillery
- 35 Oaklee Distilling Company
- 36 Outer Banks Craft Distilling
- 37 Piedmont Distillers
- 38 Pinetop Distillery
- 39 Raleigh Rum Company
- 40 Scotts Point Distillery
- 41 Screaming Eagle Distillers
- 42 Seven Jars Distillery
- 43 Seventy Eight C Spirits
- 44 Southern Artisan Spirits
- 45 Southern Grace Distilleries
- 46 Sutlers Spirit Company
- 47 Tobacco Road Distillers
- 48 Top of the Hill Distillery
- 49 Tryon Back Door Distillery
- 50 Waltons Distillery
- 51 Weetock Distilleries
- 52 Windsor Run Cellars
- 53 Winery at the Blueberry Farm

BEFORE & AFTER

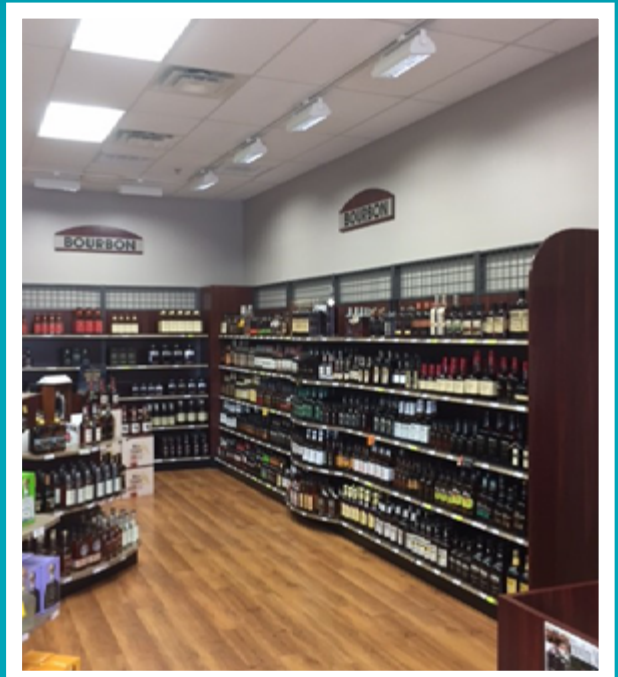


Of the 426 ABC stores in North Carolina, nine are still counter stores. Converting to self-service creates a more welcoming look and feel, and it boosts sales. Images above show the Kenansville counter store with bullet-proof barrier before converting to open floor plan in July 2015. After modernizing, Kenansville saw a 15 percent increase in sales. Lake Waccamaw (not pictured), which converted a counter store to self-service in July 2016 saw a 14.75 percent increase in the first month.

NEW ABC STORES



Concord ABC store



Catawba ABC store

As local ABC boards open retail locations across the state, they are opting for open floor plans with plenty of space for customers to browse and select items to purchase. Several of the state's 166 ABC boards moved store locations, but the total number of stores during the fiscal year did not change for them. However, during fiscal year 2016, the Concord and Catawba ABC boards opened additional stores. The tidy exterior of the new Concord ABC store is pictured above and the spacious interior of the Catawba County ABC store is shown at right.

NORTH CAROLINA'S 10 MOST PROFITABLE ABC BOARDS IN FY 2016

ABC Board	Gross Sales	Income from Operations	Profit % Sales*	# of Stores
Wake County ABC Board	121,358,332	20,137,083	16.59%	24
New Hanover County ABC Board	41,441,444	6,320,247	15.25%	8
Lincoln County ABC Board	2,776,643	420,179	15.13%	1
Mecklenburg County ABC Board	142,454,429	20,446,508	14.35%	23
Clinton ABC Board	2,011,426	284,570	14.15%	1
Dare County ABC Board	16,564,543	2,332,830	14.08%	5
Mooresville ABC Board	10,364,252	1,444,085	13.93%	3
Moore County ABC Board	10,325,403	1,393,280	13.49%	4
Pitt County ABC Board	18,092,316	2,267,581	12.53%	9
Hoke County ABC Board	1,441,478	175,969	12.21%	1

*Income from operations does not include other income and expense categories

VOTER-APPROVED MIXED BEVERAGE

Misenheimer	Stanly County	11/3/15
Robbins	Moore County	11/3/15
Ramseur	Randolph County	11/3/15
Walnut Cove	Stokes County	11/3/15
Youngsville	Franklin County	11/3/15
	Cherokee County	3/15/16
Ayden	Pitt County	3/15/16
Franklinville	Randolph County	3/15/16
Rowland	Robeson County	3/15/16

VOTER-APPROVED ABC STORES

Belmont	Gaston County	11/3/15
	Cherokee County	3/15/16
Ramseur	Randolph County	6/7/16

NEW STORES OPENED

STORES CLOSED

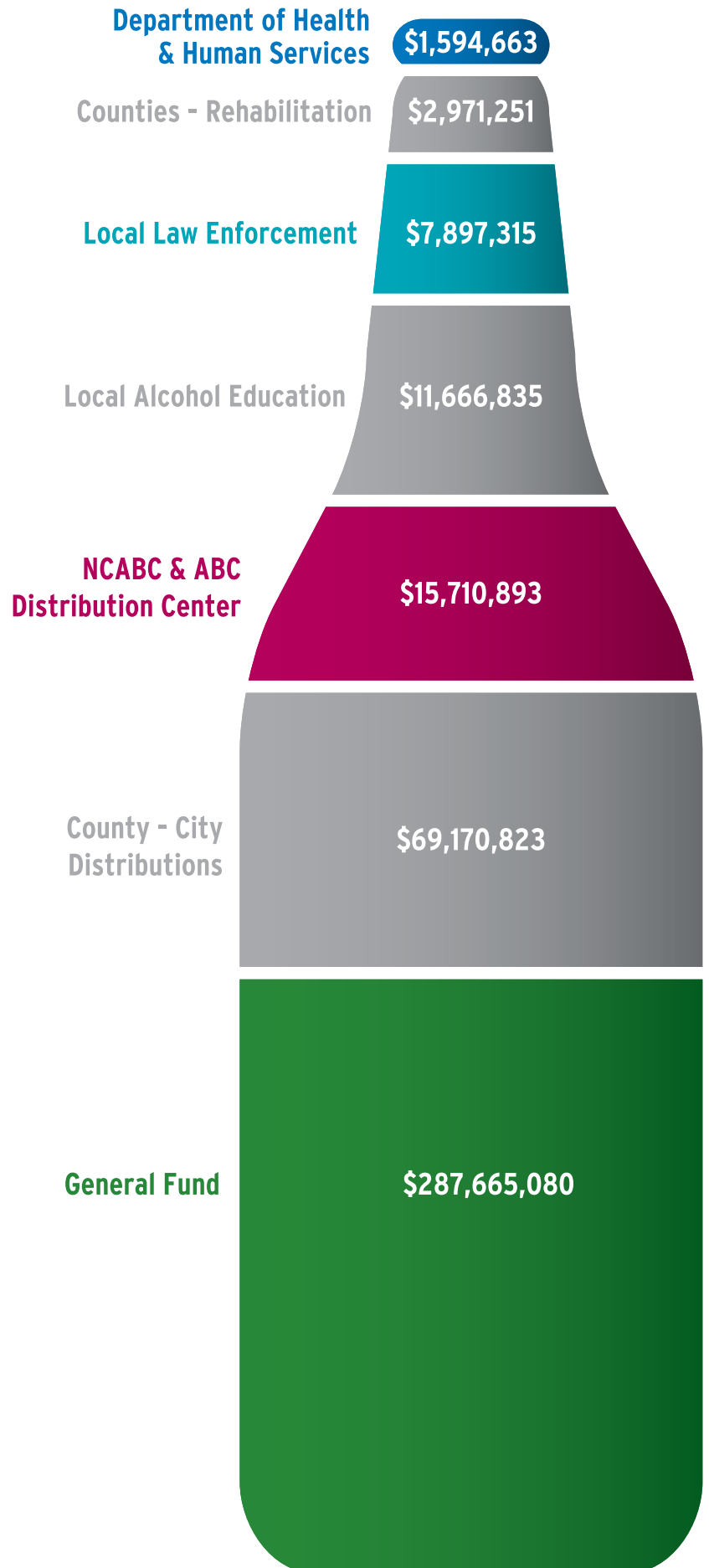
Catawba County	1	Pitt County	1
Concord	1		

Elkin merged with Jonesville in July 2015 to create the Yadkin Valley ABC Board.

ABC STORE SALES

TOTAL REVENUE DISTRIBUTION: \$380,965,967

Local ABC Boards in North Carolina are established and operated with no state funds. Through the sale of \$1,003,349,033 in spirituous liquor and fortified wine in ABC stores in the fiscal year ending June 30, 2016, total revenue distributions amounted to \$380,965,967 to the state's General Fund and the cities and counties where alcohol sales are allowed.



REVENUES FROM SPIRITUOUS LIQUOR NORTH CAROLINA ABC BOARDS

July 1, 2015 - June 30, 2016

	6/30/16	6/30/15	Increase Decrease (-)	Percent Change
Liquor Sales - Regular	810,537,799	757,505,342	53,032,457	7.00%
Mixed Beverage Sales	191,303,288	175,955,419	15,347,869	8.72%
Fortified Wine/Mixer Sales	1,507,946	1,522,078	-14,132	-0.93%
Total Sales	1,003,349,033	934,982,839	68,366,194	7.31%
State Excise Tax	214,961,528	200,708,868	14,252,660	7.10%
Liquor Sales Tax	56,753,568	53,066,903	3,686,665	6.95%
Mixed Beverage Tax - Revenue	15,949,984	15,034,525	915,459	6.09%
Mixed Beverage Tax - DHHS	1,594,663	1,503,327	91,336	6.08%
Rehabilitation Tax	2,971,251	2,839,774	131,477	4.63%
Wine Sales Tax	82,025	84,378	-2,353	-2.79%
Cost of Goods Sold	517,870,832	482,282,040	35,588,792	7.38%
Operating Expenses	137,621,728	129,114,299	8,507,429	6.59%
Interest Income	141,134	124,908	16,226	12.99%
Other Income/Expense	862,282	462,762	399,520	86.33%
Profit Before Distribution	113,300,439	104,003,298	9,297,141	8.94%
Profit Percent To Sales	11.29%	11.12%		0.17%
Law Enforcement	7,897,315	7,539,680	357,635	4.74%
Alcohol Education	11,666,835	11,259,821	407,014	3.61%
Net Profit	93,736,289	85,203,797	8,532,492	10.01%
County - City Distributions	69,170,823	62,215,505	6,955,318	11.18%
Mixed Beverage Tax Retained	14,346,280	13,531,004	815,276	6.03%
Surcharge Collected	7,584,569	4,765,335	2,819,234	59.16%
Bailment Collected	8,126,324	8,577,208	-450,884	-5.26%
Bottles Sold:				
Retail	66,574,888	63,143,723	3,431,165	5.43%
Mixed Beverage	8,226,414	7,906,091	320,323	4.05%
Total	74,801,302	71,049,814	3,751,488	5.28%
Number Of Stores	426	425	1	

Bailment decreased from \$1.60 to \$1.50 per case May 1, 2015
Bailment surcharge increased from \$0.80 to \$1.40 per case May 1, 2015

ABC Board Revenue and Distributions

JULY 1, 2015 - JUNE 30, 2016

ABC Boards by County (Number of Stores)	Sales			State Taxes Collected	Cost of Liquor Sold	Operating Expenses
	Gross Sales	Percent Change Over FY15	Forecast for FY17			
Alamance						
Alamance Municipal (5)	12,162,821	6.76%	12,152,700	2,844,328	6,319,515	2,286,514
Alleghany						
Sparta (1)	753,192	5.38%	777,411	172,924	391,744	128,761
Anson						
Wadesboro (1)	1,326,623	8.65%	1,277,168	299,609	710,523	233,644
Ashe						
West Jefferson (1)	1,637,597	5.28%	1,663,000	372,330	869,759	252,605
Avery						
High Country (1)	2,938,873	6.05%	3,026,619	691,815	1,512,278	457,626
Beaufort County (6)	5,061,625	3.27%	5,019,050	1,171,739	2,674,257	881,685
Bertie County (1)	748,373	2.04%	799,000	168,506	384,225	205,520
Bladen						
Elizabethtown (1)	1,275,753	2.83%	1,293,407	288,535	678,105	182,931
Brunswick						
Belville (2)	3,273,522	6.26%	3,278,375	734,979	1,778,187	682,491
Boiling Spring Lakes (1)	721,347	8.36%	735,500	164,302	383,495	150,070
Brunswick County (2)	2,843,002	8.77%	2,719,721	664,833	1,443,618	425,334
Calabash (1)	1,518,405	4.89%	1,386,000	356,665	839,747	222,382
Oak Island (1)	2,762,322	6.38%	3,200,000	655,705	1,417,058	470,660
Ocean Isle Beach (1)	1,932,745	11.63%	1,887,395	454,827	980,514	336,168
Shalotte (1)	1,769,945	6.47%	1,700,000	409,338	928,049	279,818
Southport (1)	2,677,444	12.55%	2,707,061	629,956	1,382,544	409,167
Sunset Beach (1)	1,566,505	2.20%	1,594,286	359,431	822,091	299,699
Buncombe						
Asheville (9)	30,368,799	8.38%	32,355,587	7,363,111	15,294,270	4,381,150
Black Mountain (1)	2,207,256	10.14%	2,243,355	504,874	1,161,828	324,303
Weaverville (1)	2,598,073	6.30%	2,601,014	587,777	1,381,122	441,763
Woodfin (1)	1,680,066	11.08%	1,530,250	377,231	891,192	317,923
Burke						
Morganton (1)	3,121,989	5.74%	3,101,040	715,829	1,637,587	399,682
Valdese (1)	961,426	7.74%	962,000	219,849	500,745	201,242
Cabarrus						
Concord (6)	13,598,337	9.84%	15,230,000	3,194,756	6,964,845	1,962,025
Mount Pleasant (1)	683,121	9.94%	715,000	153,421	365,451	150,568
Caldwell						
Granite Falls (1)	1,020,818	0.99%	1,008,600	231,346	534,767	178,848
Lenoir City (2)	3,300,204	3.63%	3,165,000	751,766	1,742,235	475,334
Camden County (2)	1,362,653	9.12%	1,520,000	307,023	748,928	265,913
Carteret County (6)	13,329,745	5.17%	12,500,000	3,128,890	6,788,773	1,807,125
Caswell County (4)	2,111,439	4.27%	2,126,549	488,690	1,116,579	424,628
Catawba County (11)	18,240,068	6.20%	17,308,686	4,240,384	9,587,882	3,209,321
Chatham County						
Chatham County (3)	3,195,727	9.41%	3,344,986	726,434	1,668,186	618,172

ABC Board Revenue and Distributions

JULY 1, 2015 - JUNE 30, 2016

Other Income & Expense	Local Profits				Local Distributions	
	Profit Before Distribution FY 2016	Profit Percent FY 2016	Profit Before Distribution FY 2015	Percent Change Over FY 2015	FY 2016	Forecast for FY 2017
1,089	713,553	5.87%	660,978	7.95%	479,585	546,100
203	59,966	7.96%	53,518	12.05%	47,830	15,035
51	82,898	6.25%	64,102	29.32%	40,000	53,910
-5,061	137,842	8.42%	132,182	4.28%	48,000	56,000
1,790	278,944	9.49%	286,164	-2.52%	270,000	286,000
1,589	335,533	6.63%	323,926	3.58%	170,449	171,460
5,108	-4,770	-0.64%	-93,369	94.89%	0	23,000
58	126,240	9.90%	119,351	5.77%	105,000	126,402
453	78,318	2.39%	140,952	-44.44%	71,132	137,545
1,243	24,723	3.43%	37,005	-33.19%	24,286	37,700
-6,145	303,072	10.66%	184,978	63.84%	24,000	106,424
386	99,997	6.59%	106,532	-6.13%	71,420	88,900
501	219,400	7.94%	220,865	-0.66%	190,729	198,500
326	161,562	8.36%	103,549	56.02%	148,926	129,520
152	152,892	8.64%	134,664	13.54%	153,000	67,000
-750	255,027	9.53%	239,170	6.63%	245,971	181,305
-12,109	73,175	4.67%	71,890	1.79%	44,246	48,700
-90,506	3,239,762	10.67%	2,938,100	10.27%	2,197,540	2,307,083
550	216,801	9.82%	205,521	5.49%	72,000	194,023
-58,317	129,094	4.97%	112,297	14.96%	39,417	65,216
0	93,720	5.58%	53,814	74.16%	65,290	20,650
718	369,609	11.84%	358,909	2.98%	293,131	309,148
-9,467	30,123	3.13%	23,676	27.23%	0	
-16,195	1,460,516	10.74%	1,328,699	9.92%	455,063	479,000
233	13,914	2.04%	16,057	-13.35%	0	2,400
90	75,947	7.44%	66,104	14.89%	68,095	33,900
657	331,526	10.05%	313,104	5.88%	280,793	246,200
20	40,809	2.99%	93,420	-56.32%	38,625	46,400
-5,015	1,599,942	12.00%	1,461,150	9.50%	1,373,738	634,247
82	81,624	3.87%	75,880	7.57%	42,000	85,518
1,247	1,203,728	6.60%	1,346,676	-10.61%	900,159	994,850
306	183,241	5.73%	183,169	0.04%	90,026	111,095

ABC Board Revenue and Distributions

JULY 1, 2015 - JUNE 30, 2016

ABC Boards by County (Number of Stores)	Sales			State Taxes Collected	Cost of Liquor Sold	Operating Expenses
	Gross Sales	Percent Change Over FY15	Forecast for FY17			
Pittsboro (1)	1,345,107	8.58%	1,369,989	307,137	709,558	194,428
Siler City (1)	1,380,273	5.29%	1,442,010	311,861	730,760	258,348
Cherokee						
Andrews (1)	742,660	8.79%	790,000	167,438	396,545	178,222
Murphy (1)	2,824,995	9.47%	2,940,000	640,931	1,498,776	478,485
Chowan County (1)	1,424,581	4.53%	1,437,750	324,651	764,804	256,073
Clay County (1)	2,197,182	9.59%	2,284,000	496,936	1,161,112	314,865
Cleveland						
Kings Mountain (1)	1,512,707	9.17%	1,623,388	343,892	813,996	257,604
Shelby (2)	4,190,510	6.22%	4,364,700	959,094	2,209,243	776,927
Columbus						
Brunswick (1)	525,967	4.89%	535,013	118,280	283,101	101,535
Lake Waccamaw (1)	315,029	5.30%	331,830	70,827	170,482	67,676
Tabor City (1)	726,761	7.68%	650,000	163,326	390,751	122,127
West Columbus (1)	644,426	0.65%	683,284	144,378	351,726	124,030
Whiteville (1)	1,154,928	4.39%	1,100,000	263,798	610,349	208,816
Craven County (6)	10,029,387	8.21%	10,332,397	2,333,438	5,200,732	1,419,592
Cumberland County (10)	32,846,314	6.06%	32,500,000	7,696,089	16,822,687	4,654,660
Currituck County (3)	5,354,635	4.91%	5,263,990	1,233,554	2,806,890	869,849
Dare County (5)	16,564,543	5.99%	17,172,000	3,926,185	8,452,962	1,852,566
Davidson						
Lexington (2)	4,225,608	6.48%	4,311,700	966,688	2,237,712	523,571
Thomasville (1)	2,765,981	7.66%	2,801,600	632,950	1,486,238	383,755
Davie						
Cooleemee (1)	1,024,044	10.78%	1,050,118	235,609	534,685	206,317
Duplin						
Kenansville (1)	487,934	12.59%	499,440	110,055	260,408	98,909
Wallace (1)	1,513,906	2.71%	1,568,615	346,629	805,423	231,375
Warsaw (1)	520,015	2.76%	500,000	117,609	277,114	120,206
Durham County (8)	34,129,036	8.39%	35,784,396	8,032,355	17,645,529	4,530,877
Edgecombe County (6)	4,687,513	3.78%	4,649,000	1,061,807	2,500,894	837,783
Forsyth						
Triad Municipal (14)	42,647,863	7.21%	43,117,666	9,942,324	22,168,129	5,354,128
Franklin						
Bunn (1)	761,959	-0.53%	695,000	172,471	412,387	142,430
Franklinton (1)	1,016,656	10.16%	1,100,000	228,395	542,113	171,678
Louisburg (1)	1,461,648	6.20%	1,473,197	331,558	793,485	263,788
Youngsville (1)	1,003,564	13.34%	971,703	225,960	534,987	172,161
Gaston						
Bessemer City (1)	508,027	2.44%	526,241	117,394	266,349	118,965
Cherryville (1)	1,014,349	-1.12%	942,660	225,510	544,810	209,147
Cramerton (1)	2,145,259	14.87%	2,400,000	496,661	1,118,729	326,374
Gastonia (5)	10,028,429	6.65%	10,522,000	2,329,982	5,262,809	1,599,781

ABC Board Revenue and Distributions

JULY 1, 2015 - JUNE 30, 2016

Other Income & Expense	Local Profits				Local Distributions	
	Profit Before Distribution FY 2016	Profit Percent FY 2016	Profit Before Distribution FY 2015	Percent Change Over FY 2015	FY 2016	Forecast for FY 2017
15,933	149,917	11.15%	139,483	7.48%	84,450	92,952
-2,106	77,198	5.59%	73,983	4.35%	44,839	49,250
25	480	0.06%	1,294	-62.91%	0	10,000
355	207,158	7.33%	150,183	37.94%	130,000	106,000
5,255	84,308	5.92%	98,582	-14.48%	79,152	38,100
582	224,851	10.23%	225,850	-0.44%	165,000	117,000
232	97,447	6.44%	56,543	72.34%	43,927	83,120
238	245,484	5.86%	223,168	10.00%	224,158	178,000
13	23,064	4.39%	18,224	26.56%	19,338	14,048
25	6,069	1.93%	6,509	-6.76%	0	
517	51,074	7.03%	39,609	28.95%	31,645	24,000
4,031	28,323	4.40%	25,022	13.19%	52,182	285
848	72,813	6.30%	76,041	-4.25%	51,767	62,773
850	1,076,475	10.73%	985,057	9.28%	1,024,979	903,182
7,669	3,680,547	11.21%	3,834,068	-4.00%	2,767,086	3,010,655
113	444,455	8.30%	477,191	-6.86%	408,577	204,120
14	2,332,844	14.08%	2,325,481	0.32%	1,757,444	2,406,615
-3,519	494,118	11.69%	452,741	9.14%	437,000	155,200
24,867	287,905	10.41%	257,612	11.76%	80,390	104,000
3,610	51,043	4.98%	37,764	35.16%	29,300	28,000
31	18,593	3.81%	12,444	49.41%	18,392	7,564
31	130,510	8.62%	129,391	0.86%	114,400	178,000
14	5,100	0.98%	5,210	-2.11%	5,100	7,642
-48,097	3,872,178	11.35%	3,506,570	10.43%	2,222,200	2,243,676
1,388	288,417	6.15%	220,291	30.93%	222,417	151,000
-23,121	5,160,161	12.10%	4,534,861	13.79%	3,701,379	3,593,985
976	35,647	4.68%	49,273	-27.65%	28,082	12,000
146	74,616	7.34%	77,743	-4.02%	65,054	48,000
145	72,962	4.99%	78,085	-6.56%	56,377	57,290
1	70,457	7.02%	59,905	17.61%	68,900	40,000
105	5,424	1.07%	7,199	-24.66%	7,500	
318	35,200	3.47%	38,851	-9.40%	24,926	26,000
350	203,845	9.50%	175,316	16.27%	61,929	79,000
839,487	1,675,344	16.71%	885,132	89.28%	668,400	447,523

ABC Board Revenue and Distributions

JULY 1, 2015 - JUNE 30, 2016

ABC Boards by County (Number of Stores)	Sales			State Taxes Collected	Cost of Liquor Sold	Operating Expenses
	Gross Sales	Percent Change Over FY15	Forecast for FY17			
Mount Holly (1)	2,074,233	7.72%	2,042,000	467,645	1,110,174	280,438
Gates County (2)	688,000	15.49%	708,700	154,452	367,477	176,569
Granville County (2)	3,904,486	7.56%	4,450,000	889,901	2,075,236	496,248
Greene County (2)	737,199	0.27%	764,550	166,256	397,203	165,876
Guilford						
Gibsonville (1)	1,124,646	7.98%	1,082,000	254,134	588,253	212,325
Greensboro (14)	44,633,066	6.06%	45,084,000	10,526,106	23,049,912	6,208,145
High Point (6)	17,162,306	6.09%	17,513,844	3,952,357	8,864,813	2,382,874
Halifax County (5)	4,945,528	2.62%	4,940,705	1,131,686	2,607,670	925,674
Harnett						
Angier (1)	1,765,401	18.28%	1,998,994	396,548	906,385	284,842
Dunn (2)	2,173,848	5.31%	2,181,996	493,790	1,159,528	373,980
Lillington (1)	1,579,004	11.64%	1,620,000	373,603	818,375	274,948
Haywood						
Canton (1)	1,355,720	8.62%	1,446,900	306,689	722,977	265,795
Maggie Valley (2)	2,369,651	7.00%	2,247,700	541,980	1,247,664	404,236
Waynesville (1)	2,509,505	9.91%	2,501,000	580,890	1,305,740	399,188
Henderson						
Fletcher (1)	1,913,452	4.04%	1,932,251	429,898	1,019,993	352,054
Hendersonville (3)	6,300,628	7.42%	6,400,000	1,458,093	3,292,186	1,067,770
Laurel Park (1)	1,170,234	3.10%	1,225,000	269,248	614,852	230,338
Hertford County (3)	2,265,998	-0.89%	2,353,050	511,385	1,185,845	489,237
Hoke County (1)	1,441,478	11.26%	1,473,000	328,021	761,471	176,017
Hyde County (2)	814,628	9.31%	805,000	198,638	402,733	150,222
Iredell						
Mooresville (3)	10,364,252	8.63%	11,398,568	2,427,463	5,416,393	1,076,311
Statesville (2)	6,029,242	8.09%	5,682,458	1,385,594	3,193,056	958,091
Jackson County (2)	4,343,850	8.53%	4,399,031	1,016,847	2,247,234	587,362
Johnston County (8)	13,746,327	2.51%	14,257,288	3,155,310	7,281,031	2,003,220
Jones County (3)	914,529	2.22%	894,000	205,649	491,173	202,092
Lee						
Sanford (2)	5,317,952	5.77%	5,398,000	1,222,523	2,802,863	950,493
Lenoir County (3)	4,060,349	5.08%	4,053,000	929,164	2,136,997	634,465
Lincoln						
Lincoln County (1)	2,776,643	8.35%	3,326,406	634,680	1,442,860	278,924
Lincolnton (2)	2,598,349	15.72%	2,667,400	592,705	1,406,898	544,338
Macon						
Franklin (1)	2,591,203	2.88%	2,795,000	596,854	1,358,152	564,136
Highlands (1)	1,729,803	7.28%	1,849,288	416,879	872,296	334,213
Martin County (2)	2,062,444	6.24%	2,215,000	464,751	1,088,658	366,463
McDowell						
Marion (2)	2,407,176	4.40%	2,537,422	553,168	1,280,108	427,291
Mecklenburg County (23)	142,454,429	9.28%	149,100,000	34,471,550	71,806,944	15,729,427

ABC Board Revenue and Distributions

JULY 1, 2015 - JUNE 30, 2016

Other Income & Expense	Local Profits				Local Distributions	
	Profit Before Distribution FY 2016	Profit Percent FY 2016	Profit Before Distribution FY 2015	Percent Change Over FY 2015	FY 2016	Forecast for FY 2017
1,100	217,076	10.47%	186,480	16.41%	161,100	158,300
0	-10,498	-1.53%	785	-1437.32%	0	1,200
7,103	450,204	11.53%	415,677	8.31%	325,059	255,000
285	8,149	1.11%	24,518	-66.76%	-9,298	2,000
6,188	76,122	6.77%	63,571	19.74%	10,000	15,000
-1,837	4,847,066	10.86%	4,642,898	4.40%	3,957,764	4,013,576
5,925	1,968,187	11.47%	1,803,513	9.13%	1,670,378	1,573,603
9,371	289,869	5.86%	315,355	-8.08%	186,282	141,825
106	177,732	10.07%	101,828	74.54%	51,248	62,581
6,128	152,678	7.02%	152,572	0.07%	115,000	131,525
306	112,384	7.12%	103,223	8.87%	0	8,000
-1,464	58,795	4.34%	58,019	1.34%	0	
-20,822	154,949	6.54%	128,661	20.43%	9,000	15,000
-37,286	186,401	7.43%	129,529	43.91%	71,573	83,692
-7,804	103,703	5.42%	93,992	10.33%	60,000	70,700
-1,630	480,949	7.63%	383,327	25.47%	190,000	265,000
202	55,998	4.79%	42,327	32.30%	46,664	37,200
404	79,935	3.53%	73,600	8.61%	61,958	63,343
9	175,978	12.21%	135,989	29.41%	158,109	90,550
449	63,484	7.79%	41,702	52.23%	0	2,000
2,052	1,446,137	13.95%	1,286,965	12.37%	1,400,000	1,558,000
856	493,357	8.18%	418,800	17.80%	281,341	229,700
1,674	494,081	11.37%	436,858	13.10%	400,000	448,795
1,886	1,308,652	9.52%	1,347,625	-2.89%	1,175,000	1,557,221
0	15,615	1.71%	2,452	536.83%	0	
2,032	344,105	6.47%	337,270	2.03%	140,000	280,000
-14,650	345,073	8.50%	318,235	8.43%	166,497	141,144
532	420,711	15.15%	357,793	17.59%	204,000	245,040
1,387	55,795	2.15%	89,132	-37.40%	82,106	159,000
732	72,793	2.81%	65,270	11.53%	70,000	72,000
13	106,428	6.15%	89,170	19.35%	0	126,848
0	142,572	6.91%	116,367	22.52%	109,000	32,600
-9,196	137,413	5.71%	130,807	5.05%	122,283	104,106
101,327	20,547,835	14.42%	18,397,670	11.69%	9,753,742	15,194,956

ABC Board Revenue and Distributions

JULY 1, 2015 - JUNE 30, 2016

ABC Boards by County (Number of Stores)	Sales			State Taxes Collected	Cost of Liquor Sold	Operating Expenses
	Gross Sales	Percent Change Over FY15	Forecast for FY17			
Mitchell						
Spruce Pine (1)	1,240,046	3.08%	1,240,000	284,837	660,191	231,247
Montgomery (2)	1,479,619	6.79%	1,426,970	336,741	773,934	340,176
Moore County (4)	10,325,403	6.93%	10,500,000	2,443,658	5,294,641	1,193,824
Nash County (9)	10,239,844	5.61%	9,845,450	2,353,839	5,315,491	1,589,723
New Hanover County (8)	41,441,444	7.48%	42,500,000	9,993,148	20,610,011	4,518,038
Northampton County (4)	1,008,684	1.48%	1,000,000	226,221	540,596	227,853
Onslow County (6)	15,968,124	4.86%	14,920,000	3,758,623	8,189,874	2,546,072
Orange County (8)	18,695,861	4.01%	19,048,438	4,412,042	9,568,057	3,134,350
Pamlico County (2)	1,307,714	5.48%	1,308,300	297,754	698,995	247,490
Pasquotank County (1)	3,322,401	3.84%	3,330,000	783,175	1,727,910	481,868
Pender County (4)	6,094,608	8.20%	6,310,270	1,400,054	3,198,928	988,814
Perquimans						
Hertford (1)	1,018,774	7.77%	1,012,000	229,524	543,617	174,645
Person County (2)	2,965,082	5.71%	3,038,558	678,200	1,564,423	400,091
Pitt County (8)	18,092,316	4.53%	18,126,500	4,267,587	9,276,977	2,280,171
Polk						
Columbus (1)	614,475	1.31%	603,674	139,842	328,775	125,863
Tryon (1)	419,702	21.97%	484,000	103,120	204,274	89,355
Randolph						
Asheboro (1)	3,360,500	5.04%	3,300,000	773,989	1,749,273	447,952
Liberty (1)	859,228	5.12%	899,390	193,510	457,277	169,080
Randleman (1)	1,533,013	6.88%	1,613,900	349,309	805,086	222,781
Richmond						
Hamlet (1)	1,006,243	6.32%	1,053,450	226,331	532,696	199,761
Rockingham (2)	2,152,293	5.25%	2,024,900	491,954	1,153,396	384,424
Robeson						
Fairmont (1)	618,819	1.32%	632,300	139,190	337,841	114,816
Lumberton (2)	3,692,770	2.99%	3,760,200	845,278	2,003,463	668,704
Maxton (1)	693,331	32.08%	631,000	156,261	368,401	142,815
Pembroke (1)	1,145,815	12.73%	1,080,000	263,321	606,449	167,121
Red Springs (1)	655,931	3.00%	678,800	147,725	350,424	142,049
Rowland (1)	238,578	11.29%	230,000	53,770	127,422	50,325
Saint Pauls (1)	1,239,616	11.26%	1,270,800	279,067	666,644	202,393
Rockingham						
Eden (1)	1,776,987	4.18%	1,740,000	408,807	935,751	306,666
Madison (1)	1,212,977	3.18%	1,200,000	276,660	647,333	221,888
Reidsville (1)	2,349,276	7.66%	2,300,000	536,568	1,245,423	412,284
Rowan/Kannapolis (7)	12,609,147	8.49%	12,752,192	2,886,464	6,640,362	2,182,287
Rutherford						
Forest City (1)	2,014,290	9.94%	2,036,100	459,438	1,045,465	342,450
Lake Lure (1)	876,025	12.89%	857,000	207,385	431,297	176,949
Rutherfordton (1)	1,257,792	5.35%	1,219,600	285,192	672,956	271,159

ABC Board Revenue and Distributions

JULY 1, 2015 - JUNE 30, 2016

Other Income & Expense	Local Profits				Local Distributions	
	Profit Before Distribution FY 2016	Profit Percent FY 2016	Profit Before Distribution FY 2015	Percent Change Over FY 2015	FY 2016	Forecast for FY 2017
106	63,877	5.15%	63,649	0.36%	28,000	26,850
311	29,079	1.97%	24,829	17.12%	24,651	3,700
0	1,393,280	13.49%	1,312,303	6.17%	740,201	1,056,453
7,654	988,445	9.65%	1,005,262	-1.67%	504,463	557,216
-190,627	6,129,620	14.79%	5,876,901	4.30%	4,570,323	5,148,645
150	14,164	1.40%	14,497	-2.30%	0	
4,444	1,477,999	9.26%	1,490,642	-0.85%	880,394	1,005,000
-16,415	1,564,997	8.37%	1,780,957	-12.13%	400,000	758,150
120	63,595	4.86%	46,856	35.72%	52,273	24,800
3,596	333,044	10.02%	299,325	11.27%	321,120	256,350
286	507,098	8.32%	433,408	17.00%	445,260	466,671
417	71,405	7.01%	61,729	15.67%	65,164	63,600
2,111	324,479	10.94%	319,101	1.69%	221,671	259,000
483,087	2,750,668	15.20%	2,096,667	31.19%	1,300,000	1,360,000
0	19,995	3.25%	3,381	491.39%	0	1,000
-98	22,855	5.45%	4,029	467.26%	0	6,050
778	390,064	11.61%	367,774	6.06%	320,500	234,000
44	39,405	4.59%	29,669	32.82%	32,273	40,650
299	156,136	10.18%	142,153	9.84%	99,306	82,544
3	47,458	4.72%	56,639	-16.21%	41,458	46,109
0	122,519	5.69%	107,480	13.99%	115,635	57,639
39	27,011	4.36%	43,860	-38.42%	10,969	
16	175,341	4.75%	119,969	46.16%	122,610	261,700
-49	25,805	3.72%	-16,173	259.56%	0	
-9,888	99,036	8.64%	94,171	5.17%	5,875	33,000
0	15,733	2.40%	8,699	80.86%	8,460	
-680	6,381	2.67%	2,025	215.11%	0	
26	91,538	7.38%	52,491	74.39%	75,287	62,400
569	126,332	7.11%	109,982	14.87%	96,693	97,500
25	67,121	5.53%	61,817	8.58%	35,309	38,600
0	155,001	6.60%	136,367	13.66%	94,034	110,000
827	900,861	7.14%	799,674	12.65%	362,890	429,456
1,398	168,335	8.36%	114,402	47.14%	107,240	70,500
2,789	63,183	7.21%	31,993	97.49%	37,983	8,500
339	28,824	2.29%	34,383	-16.17%	41,493	58,000

ABC Board Revenue and Distributions

JULY 1, 2015 - JUNE 30, 2016

ABC Boards by County (Number of Stores)	Sales			State Taxes Collected	Cost of Liquor Sold	Operating Expenses
	Gross Sales	Percent Change Over FY15	Forecast for FY17			
Sampson						
Clinton (1)	2,011,426	5.46%	2,019,388	457,157	1,064,226	205,473
Garland (1)	240,287	10.57%	230,000	53,923	132,524	66,473
Newton Grove (1)	492,176	3.63%	500,000	111,120	262,038	101,483
Roseboro (1)	842,368	7.13%	836,862	190,895	450,902	176,166
Scotland County (1)	1,890,421	4.66%	1,823,000	428,199	996,338	350,181
Stanly						
Albemarle (1)	2,887,355	6.92%	2,879,900	664,859	1,500,043	400,502
Locust (1)	1,514,599	8.26%	1,800,000	345,389	796,263	286,325
Norwood (1)	542,279	3.71%	530,000	122,393	285,917	108,241
Stokes						
Walnut Cove (1)	856,460	2.15%	822,000	192,958	472,839	160,562
Surry						
Dobson (1)	623,159	10.99%	568,500	140,757	330,525	124,098
Mount Airy (1)	2,230,710	4.52%	2,146,030	511,647	1,161,605	428,815
Pilot Mountain (1)	921,192	10.23%	920,060	206,098	486,593	166,726
Yadkin Valley ¹ (1)	1,449,102	4.38%	1,450,000	328,352	758,036	212,066
Swain						
Bryson City (1)	1,917,456	3.33%	1,991,320	439,471	1,011,596	292,373
Transylvania						
Brevard (2)	3,213,352	4.57%	3,330,000	743,386	1,685,502	544,768
Tyrrell County (1)	459,160	5.33%	483,516	112,768	231,262	85,698
Union						
Indian Trail (1)	3,620,687	12.86%	3,735,000	841,866	1,890,221	511,962
Monroe (1)	4,289,025	5.48%	4,475,000	997,579	2,210,954	629,767
Waxhaw (1)	2,367,697	33.46%	2,300,000	546,572	1,232,292	382,871
Wingate (1)	1,464,047	6.46%	1,390,000	330,061	783,896	238,189
Vance County (1)	3,740,377	5.12%	3,510,000	850,974	1,949,411	587,687
Wake County (24)	121,358,332	9.26%	127,262,700	28,827,977	62,142,335	10,250,937
Warren County (2)	2,334,528	5.61%	2,354,642	530,868	1,238,083	393,454
Washington County (1)	904,086	4.62%	855,000	204,655	482,209	188,969
Watauga						
Blowing Rock (1)	1,532,727	3.12%	1,496,910	375,315	762,091	258,092
Boone (1)	6,072,523	7.08%	6,198,227	1,437,605	3,126,727	770,701
Wayne County (5)	8,596,661	4.73%	8,756,245	1,971,307	4,502,992	1,371,910
Wilkes						
North Wilkesboro (1)	1,256,819	5.10%	1,336,100	286,235	672,861	291,832
Wilkesboro (2)	2,237,997	8.14%	2,550,000	510,290	1,187,126	485,148
Wilson County (6)	8,112,410	5.55%	7,596,000	1,856,700	4,252,266	1,483,163
Yancey						
Burnsville (1)	1,045,717	2.57%	1,165,000	242,058	547,982	207,890
TOTALS	1,003,349,033	7.31%	1,027,291,190	235,559,450	517,870,832	137,621,728

¹ Elkin and Jonesville merged July 1, 2015 to form the Yadkin Valley ABC Board

ABC Board Revenue and Distributions

JULY 1, 2015 - JUNE 30, 2016

Other Income & Expense	Local Profits				Local Distributions	
	Profit Before Distribution FY 2016	Profit Percent FY 2016	Profit Before Distribution FY 2015	Percent Change Over FY 2015	FY 2016	Forecast for FY 2017
625	285,195	14.18%	258,343	10.39%	348,000	225,715
0	-12,633	-5.26%	-9,236	-36.78%	0	
179	17,714	3.60%	20,437	-13.32%	15,000	4,000
35	24,440	2.90%	15,486	57.82%	8,760	13,000
68,932	184,635	9.77%	92,342	99.95%	108,736	60,375
6,569	328,520	11.38%	262,334	25.23%	237,000	245,000
0	86,622	5.72%	83,911	3.23%	0	11,476
-5,911	19,817	3.65%	8,919	122.19%	0	300
0	30,101	3.51%	36,778	-18.15%	25,309	25,000
102	27,881	4.47%	13,245	110.50%	11,830	11,715
820	129,463	5.80%	139,431	-7.15%	111,745	114,214
-3,807	57,968	6.29%	47,735	21.44%	0	23,290
-24,447	126,201	8.71%	113,084	11.60%	18,000	9,000
134	174,150	9.08%	165,000	5.55%	131,686	143,170
218	239,914	7.47%	234,924	2.12%	218,725	277,598
-5,625	23,807	5.18%	23,317	2.10%	0	
0	376,638	10.40%	267,653	40.72%	102,000	148,000
8	450,733	10.51%	412,744	9.20%	370,287	433,600
37	205,999	8.70%	134,876	52.73%	66,500	65,000
-1,505	110,396	7.54%	79,472	38.91%	10,000	7,622
-20,367	331,938	8.87%	220,061	50.84%	35,742	64,590
19,961	20,157,044	16.61%	18,986,153	6.17%	10,912,821	12,515,000
-23,771	148,352	6.35%	81,001	83.15%	0	41,910
260	28,513	3.15%	28,238	0.97%	0	
814	138,043	9.01%	148,935	-7.31%	161,600	73,680
-10,336	727,154	11.97%	683,225	6.43%	475,000	563,000
378	750,830	8.73%	739,446	1.54%	600,000	580,673
0	5,891	0.47%	47,299	-87.55%	0	7,000
0	55,433	2.48%	25,975	113.41%	0	55,500
8,445	528,726	6.52%	526,751	0.37%	325,000	395,000
0	47,787	4.57%	44,819	6.62%	0	3,000
1,003,416	113,300,439	11.29%	104,003,298	8.94%	69,170,823	78,163,227

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