

**ABC**  
COMMISSION

Alcoholic Beverage Control

2017 Annual Report

NORTH CAROLINA

Crowders Mountain State Park

Mayo River State Park

Jockey's Ridge State Park

80

**CONTROL  
SERVICE  
and REVENUE  
since 1937**

*years*







**Approximately 18,000 retailers** sell alcohol for consumption on premise (restaurants/clubs) and off premise (grocery stores/convenience stores/retail shops)



**2,401 listed products and 2,228 special order products** (5,288 special orders processed during the fiscal year)



**\$24.9 million collected** by the state ABC Commission from permit application fees and renewal fees for the benefit of the General Fund



**13,786 permit holders,** employees and applicants completed alcohol seller and server training in person and online



**167 active local ABC Boards** own or lease the property and hire and manage the staff of the 428 retail ABC stores



**\$1 billion-plus in total liquor sales** by ABC boards during the fiscal year



**1,061 violations by permit holders** heard and penalties ratified by the Commission during the fiscal year



**9,137 retail and commercial permits** issued



**2 central warehouses totaling 400,000 square feet** receive and store all liquor to be sold in the state until it is purchased and shipped to the local ABC stores



**\$406 million-plus in liquor revenues distributed** to the state's General Fund and cities and counties where alcohol sales are allowed



**\$1.67 million in revenues generated from penalties** paid by permit holders to local school districts where violations occurred



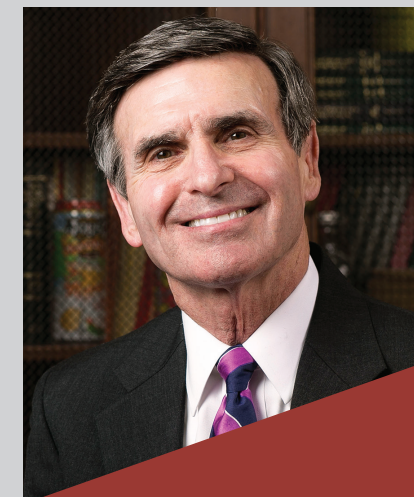
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80 *years*



A.D. "Zander" Guy II,  
Chairman,  
NC ABC Commission

**CONTROL  
SERVICE  
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since 1937**

### Letter from the Chairman

For eight decades, North Carolina's Alcoholic Beverage Control System has delivered three important benefits to the people of North Carolina: control, service and revenue.

#### Control

Each year, laws related to our regulatory processes change marginally. However, what we have in place in 2017 is essentially the same control system North Carolina has relied on since the Commission was established in 1937. In the last 80 years, as North Carolina has grown, so has the ABC system. Today, 167 ABC boards operate 428 stores that sell bottles of spirituous liquor to individual consumers or businesses in North Carolina. The state's warehouses stock more than 2,400 different liquors that the local ABC boards are able to order. In the last fiscal year, the warehouses shipped nearly 6 million cases, averaging approximately 111,000 cases a week and 23,000 cases per day to the local boards.

#### Service

At the conclusion of the last fiscal year, 68 distilleries, 194 wineries and 254 breweries held permits to operate in North Carolina. (Fifty-two of these North Carolina distillers were in active production and shipping bottles during the fiscal year.) In addition to these commercial permits and those

required for industry representatives, the ABC Commission issued permits regulating more than 18,000 retail businesses.

During fiscal year 2017, the Commission has enhanced its online portal so businesses may provide audit reports and other required documentation online. The Commission provides free training to sellers and servers across the state, both online and in person, regarding the laws related to alcohol. Last year more than 13,000 individuals received alcohol seller and server training in physical classes and online. The Commission has continued the award-winning Talk it Out campaign to emphasize the importance of parents talking with their children about the dangers of underage drinking.

#### Revenue

In the last fiscal year, sales at ABC stores once again broke records, and once again exceeded one billion dollars. Those sales of \$1,068,773,846 generated distributions to state and local governments totaling \$406,044,410.

The increased revenues and profitability of the local ABC boards may be attributed to many causes, including increased operational efficiency. In fiscal year 2017, the ABC Commission staff completed the initial round of performance audits of

the local boards. When the Commission launched the performance audit process in 2012, board profitability improved from 86 percent of all boards operating profitably in 2011 to 96 percent generating profitable revenue today. In the new fiscal year, Commission staff is beginning a second round of audits and revisiting all 167 boards in the system. The Commission is working as a partner with the boards to further improve operations and compliance with ABC laws and regulations.

Application fees, renewals and registrations during the last fiscal year generated \$24.9 million for the state's General Fund. The agendas for the Commission's regular meetings included 1,061 cases of businesses in violation of ABC laws and regulations, or an average of 88 cases each month. Financial penalties paid by permit holders that violated ABC laws generated \$1.67 million distributed to the public schools in the communities where the violations occurred.

#### A Solid Foundation

The North Carolina ABC Commission serves the people of the state well, and I am proud to serve as its Chairman. Commissioner Mike Herring and I invite you to review the operations of North Carolina's ABC system for fiscal year 2017, which are summarized in this annual report.





Shown above at the Raleigh office complex are the employees of the North Carolina ABC Commission.

With its staff of approximately 50 employees, the Commission oversees a uniform system of control over the sale, purchase, transportation, manufacture, consumption and possession of alcoholic beverages in the state as outlined in the state law.

### By statute, the ABC Commission is responsible for

- Administering the ABC laws
- Providing for enforcement of the ABC laws
- Setting prices of spirits sold in ABC stores
- Determining brands of alcoholic beverages sold in the state
- Serving as wholesale distributor of spirituous liquor
- Contracting for state ABC warehousing of spirituous liquor
- Overseeing local ABC Boards
- Issuing ABC permits
- Imposing sanctions against businesses holding ABC permits that violate the law
- Promulgating rules



Shown above from left are A.D. "Zander" Guy II, his wife Sabrina Guy, and Judge Fred Morrison, Jr.

Immediately prior to the business portion of the March 2017 meeting of the North Carolina Alcoholic Beverage Control Commission, Chairman Guy took the oath of office as head of the statewide agency. In doing so, he joined Commissioner Mike Herring on the panel that conducts the business of the agency each month. Chairman Guy previously had served on the Commission from 2009 through 2013 and was Chairman from 2012 through 2013.

“ I am honored Governor Roy Cooper has asked me once again to lead the ABC Commission as chairman. I know first-hand that the Commission staff are focused on applying North Carolina’s laws and regulations professionally, and they work hard every day to serve the best interests of the citizens of our state, ”

Chairman Guy said at the swearing in.





During fiscal year 2017, the North Carolina Initiative to Reduce Underage Drinking extended its work in key areas with its signature outreach, the Talk it Out Campaign, as well as work with community coalitions and partnerships.

**Here are some highlights.**

**The Initiative has partnered with state agencies, including the Department of Public Safety, the Department of Health and Human Services, the Department of Public Instruction, the Governor's Highway Safety Program, the Department of Insurance, the Department of Administration, Alcohol Law Enforcement, the Administrative Office of the Courts and the Department of Motor Vehicles.**

Shown above, Chairman Zander Guy, flanked by representatives of the law enforcement community and other dignitaries, helps launch the 2017 Labor Day Booze It and Lose It campaign, presented by the Governor's Highway Safety Program.

### Coalitions

As of fiscal year 2017, more than 100 community coalitions have joined with the Initiative to help spread the Talk it Out campaign message across the state.

### Community Meetings

To help promote awareness of the campaign, Initiative staff participated in 73 local community meetings during the year to introduce the Talk it Out campaign concept and acquaint participants with available resources.

### Speakers' Bureau

The Initiative manages a Speakers' Bureau that features a list of pre-screened speakers from North Carolina (both parents and children) whose lives have been directly impacted by underage drinking tragedies. During fiscal year 2017 the speakers delivered 38 presentations across the state.

### Brain Development Module

The Initiative again worked with the Department of Public Instruction to produce a comprehensive instruction module for teachers. The course focused on brain development as it pertains to growth, maturity, emotional, behavioral, and academic issues for North Carolina's K-12 students.

### High-Liability Server Trainings

During 2017, the Initiative partnered with local coalitions and DMV to conduct seller/server training programs in college communities around the state as a supplement to the North Carolina ABC year-round responsible service training course (RASP).

### Statewide Partners

The Initiative has formed 21 statewide partnerships with representatives from the education, first responders, law enforcement, and medical communities that publicly have endorsed the Talk it Out campaign.



### Digital Resources

Some of the Initiative's most well-known awareness components during the fiscal year included the Talk it Out ads, videos, and clips, which play on TV, on-line, and on the radio statewide. In addition, the Talk it Out YOUTUBE channel presented videos featuring Duke Men's Basketball Head Coach Mike Krzyzewski, Duke Women's Basketball Head Coach Joanne P. McCallie, and NCSU Women's Basketball Head Coach Wes Moore.

### Fake ID Program

Using a grant from the North Carolina Governor's Highway Safety Program, the Initiative staff collaborated with law enforcement, DMV, and researchers to address key issues related to fake IDs.





Shown above and at right is ABC Commission Director of Local Board Audits and Pricing Laurie Lee leading training sessions held in Nashville, Winston-Salem and Elizabeth City. ABC Commission staff delivered board training at 11 different sites across the state during the spring of 2017.

Employees of the state's 167 local ABC boards handle the sale of liquor at retail stores throughout the state. In order to ensure that board employees are up-to-date on laws, rules and best practices, ABC Commission staff conduct performance audits and also provide training across the state.



ABC Boards opened five stores during the fiscal year, and communities across the state held a wide range of alcohol votes as noted in the tables at right. In addition, the General Assembly approved the "Brunch Bill," which allows local jurisdictions to enact ordinances to allow the sale of beer, wine or mixed beverages as early as 10 a.m. on Sundays.

Election Results

County	Malt Beverage on/off	Unf. Wine on/off	ABC Store	MXB
Alexander			yes	yes
Taylorsville (Alexander)				yes
Glen Alpine (Burke)			yes	
Camden				yes
Davidson			yes	yes
Mocksville (Davie)			yes	
Stanley (Gaston)			yes	
Grantsboro (Pamlico)				yes
Badin (Stanly)				yes
Vance County				yes

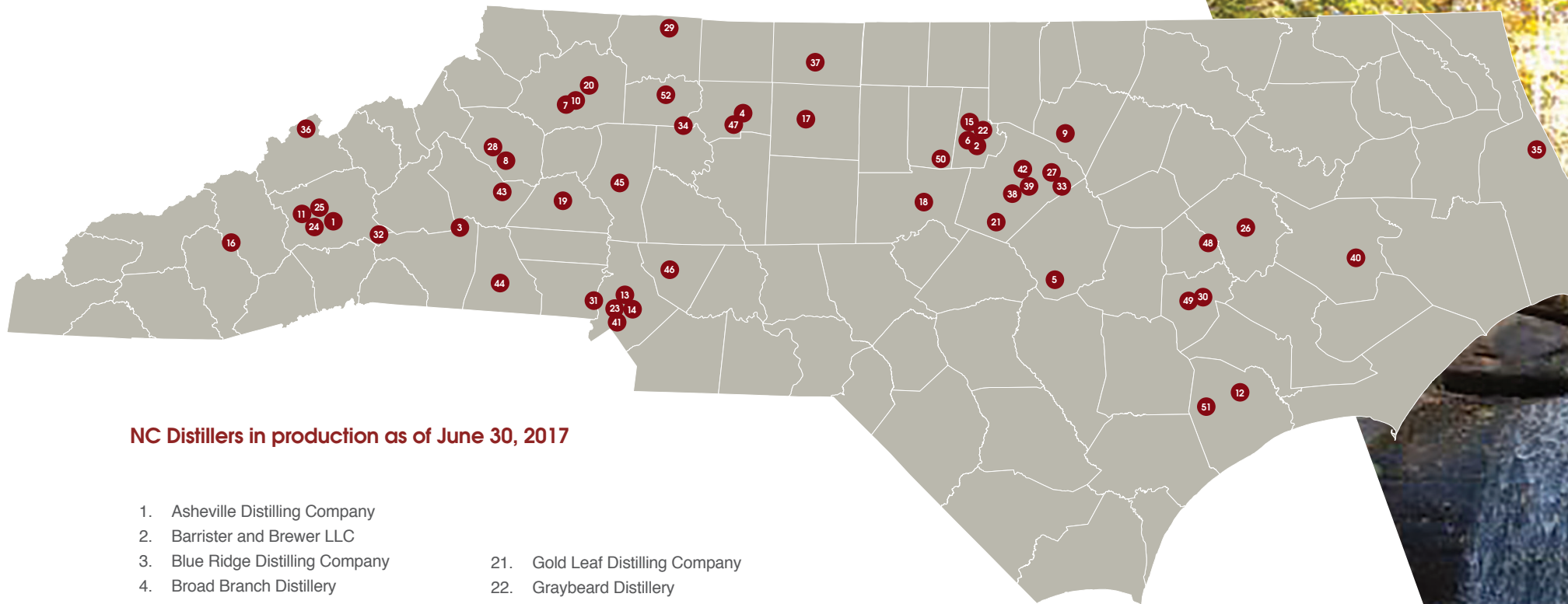
Opened a Store:

	Lincoln County	September 2016
Cramerton	Gaston County	October 2016
Troutman	Iredell County	December 2016
	Mecklenburg County	December 2016
Ramseur	Randolph County	May 2017

Closed a Store:

Garland	Sampson County	August 2016
	Edgecombe County	October 2016
	Craven County	January 2017

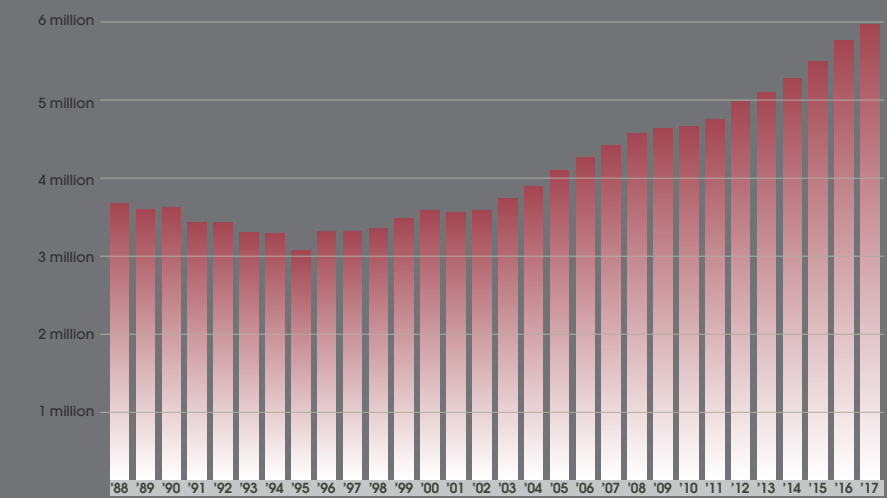




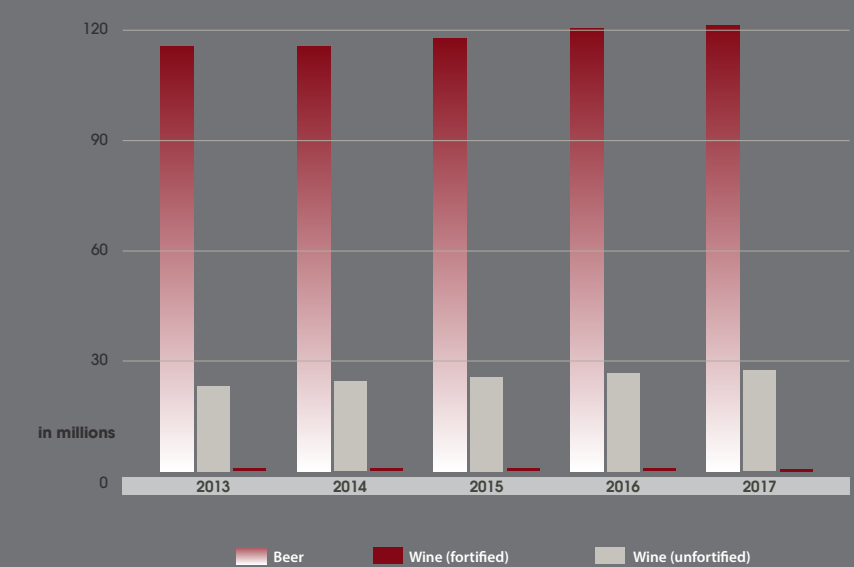
NC Distillers in production as of June 30, 2017

- |  |   |                                       |
|--|---|---------------------------------------|
| 1. Asheville Distilling Company          | 21. Gold Leaf Distilling Company        | 39. Raleigh Rum Company               |
| 2. Barrister and Brewer LLC              | 22. Graybeard Distillery                | 40. Scotts Point Distillery           |
| 3. Blue Ridge Distilling Company         | 23. Great Wagon Road Distilling Company | 41. Seven Jars Distillery             |
| 4. Broad Branch Distillery               | 24. H and H Distillery                  | 42. Seventy Eight C Spirits           |
| 5. Broadslab Distillery                  | 25. Howling Moon                        | 43. South Mountain Distilling Company |
| 6. Brothers Vilgalys Spirits Company     | 26. Kitty Hawk Stills LLC               | 44. Southern Artisan Spirits          |
| 7. Call Family Distillers                | 27. Lassiter Distilling Company         | 45. Southern Distilling Company       |
| 8. Carolina Distillery                   | 28. Laws Distillery                     | 46. Southern Grace Distilleries       |
| 9. Carolina Saloon Distillery            | 29. Mayberry Distillery                 | 47. Sutlers Spirit Company            |
| 10. Copper Barrel Distillery             | 30. Mother Earth Brewing                | 48. Target Marketing                  |
| 11. Dalton Distillery                    | 31. Muddy River Distillery              | 49. Three Stacks Distilling Company   |
| 12. Diablo Distilleries                  | 32. Oak and Grist Distilling Company    | 50. Top of the Hill Distillery        |
| 13. Doc Porters Distillery               | 33. Oaklee Distilling Company           | 51. Waltons Distillery                |
| 14. Dragon Moonshine Company             | 34. Old Nick Williams Company           | 52. WRC Distillery                    |
| 15. Durham Distillery                    | 35. Outer Banks Craft Distilling        |                                       |
| 16. Elevated Mountain Distilling Company | 36. Petzold Distilleries LLC            |                                       |
| 17. Fainting Goat Spirits                | 37. Piedmont Distillers                 |                                       |
| 18. Fair Game Beverage Company           | 38. Pinetop Distillery                  |                                       |
| 19. Foothills Distillery                 |   |                                       |
| 20. Gambill Creek Distillers             |   |                                       |

CASE SHIPMENTS, fiscal years 1988-2017



BEER AND WINE EXCISE TAXES, fiscal years 2013-2017



Mayo River State Park  
 photography provided by Department of Natural and Cultural Resources North Carolina State Parks

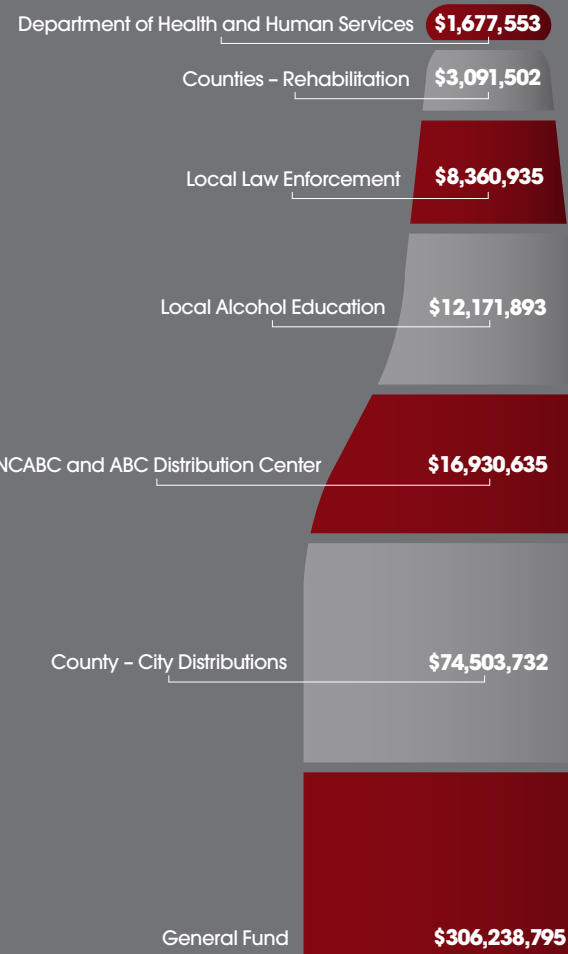




**Total Revenue Distribution:  
\$406,044,410**

Local ABC Boards in North Carolina are established and operated with no state funds. Through the sale of \$1,068,773,846 in spirituous liquor and fortified wine in ABC stores in the fiscal year ending June 30, 2017, total revenue distributions amounted to \$406,044,410 to the state's General Fund and the cities and counties where alcohol sales are allowed.

Fiscal Year 2017



Revenues From Spirituous Liquor North Carolina ABC Boards July 1, 2016 - June 30, 2017

	June 30, 2017	June 30, 2016	Increase	Decrease (-)	Percent Change
Liquor Sales – Regular	862,577,744	810,537,799	52,039,945		6.42%
Mixed Beverage Sales	204,631,073	191,303,288	13,327,785		6.97%
Fortified Wine/Mixer Sales	1,565,029	1,507,946	57,083		3.79%
<b>Total Sales</b>	<b>1,068,773,846</b>	<b>1,003,349,033</b>	<b>65,424,813</b>		<b>6.52%</b>
State Excise Tax	229,078,266	214,961,528	14,116,738		6.57%
Liquor Sales Tax	60,382,578	56,753,568	3,629,010		6.39%
Mixed Beverage Tax – Revenue	16,777,951	15,949,984	827,967		5.19%
Mixed Beverage Tax – DHHS	1,677,553	1,594,663	82,890		5.20%
Rehabilitation Tax	3,091,502	2,971,251	120,251		4.05%
Wine Sales Tax	84,659	82,025	2,634		3.21%
Cost of Goods Sold	551,875,041	517,870,832	34,004,209		6.57%
Operating Expenses	146,533,121	137,621,728	8,911,393		6.48%
Interest Income	238,074	141,134	96,940		68.69%
Other Income/Expense	-261,806	862,282	-1,124,088		-130.36%
Profit Before Distribution	119,632,021	113,300,439	6,331,582		5.59%
Profit Percent To Sales	11.19%	11.29%			-0.10%
Law Enforcement	8,360,935	7,897,315	463,620		5.87%
Alcohol Education	12,171,893	11,666,835	505,058		4.33%
Net Profit	99,099,193	93,736,289	5,362,904		5.72%
County – City Distributions	74,503,732	69,170,823	5,332,909		7.71%
Mixed Beverage Tax Retained	15,100,222	14,346,280	753,942		5.26%
Surcharge Collected	8,074,193	7,584,569	489,624		6.46%
Bailment Collected	8,856,442	8,126,324	730,118		8.98%
<b>Bottles Sold:</b>					
Retail	70,396,643	66,574,888	3,821,755		5.74%
Mixed Beverage	8,639,526	8,226,414	413,112		5.02%
<b>Total</b>	<b>79,036,169</b>	<b>74,801,302</b>	<b>4,234,867</b>		<b>5.66%</b>
Number of Stores	428	426		2	

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 Boards by County (Number of Stores)	Sales			State Taxes Collected	Cost of Liquor Sold	Operating Expenses	Other Income and Expense	Local Profits				Local Distributions	
	Gross Sales	Percent Change Over FY16	Forecast for FY18					Profit Before Distribution FY17	Profit Percent FY 17	Profit Before Distribution FY16	Percent Change Over FY16	FY 2017	Forecast for FY 2018
<b>Alamance</b>													
Alamance Municipal (5)	12,825,658	5.45%	13,109,300	2,995,369	6,665,500	2,378,777	2,331	788,343	6.15%	713,553	10.48%	527,221	685,900
<b>Alleghany</b>													
Sparta (1)	786,299	4.40%	777,411	181,103	409,396	137,547	-78	58,175	7.40%	59,966	-2.99%	58,036	20,000
<b>Anson</b>													
Wadesboro (1)	1,394,028	5.08%	1,363,442	315,408	745,377	243,649	75	89,669	6.43%	82,898	8.17%	62,800	60,130
<b>Ashe</b>													
West Jefferson (1)	1,767,123	7.91%	1,800,000	401,780	935,796	263,248	0	166,299	9.41%	137,842	20.64%	62,800	87,200
<b>Avery</b>													
High Country (1)	3,219,747	9.56%	3,264,070	757,168	1,656,924	482,981	1,983	324,657	10.08%	278,944	16.39%	255,000	293,000
<b>Beaufort (6)</b>	5,340,994	5.52%	5,324,934	1,217,344	2,791,862	919,951	1,602	413,439	7.74%	335,533	23.22%	206,412	186,901
<b>Bertie (1)</b>	785,789	5.00%	785,000	177,045	437,762	187,403	1,086	-15,335	-1.95%	-4,770	-221.49%	5,185	12,800
<b>Bladen</b>													
Elizabethtown (1)	1,403,608	10.02%	1,319,275	318,505	748,662	203,072	66	133,435	9.51%	126,240	5.70%	119,270	122,500
<b>Brunswick</b>													
Belville (2)	3,577,556	9.29%	3,432,878	803,395	1,923,924	614,192	-511	235,534	6.58%	78,318	200.74%	211,068	164,910
Boiling Spring Lakes (1)	789,258	9.41%	821,875	179,317	419,725	155,614	65	34,667	4.39%	24,723	40.22%	34,063	28,350
Brunswick County (2)	3,066,074	7.85%	2,906,557	716,709	1,599,074	492,876	-549	256,866	8.38%	303,072	-15.25%	24,000	42,330
Calabash (1)	1,574,379	3.69%	1,649,608	371,154	849,781	240,264	10,377	123,557	7.85%	99,997	23.56%	103,999	93,082
Oak Island (1)	2,981,269	7.93%	3,295,000	707,234	1,531,129	481,813	1,021	262,114	8.79%	219,400	19.47%	227,538	253,000
Ocean Isle Beach (1)	2,164,268	11.98%	1,980,450	507,162	1,106,371	355,931	849	195,653	9.04%	161,562	21.10%	181,958	155,337
Shalotte (1)	1,915,754	8.24%	1,885,000	443,287	1,001,883	293,937	228	176,875	9.23%	152,892	15.69%	111,000	30,000
Southport (1)	3,016,176	12.65%	3,077,035	708,490	1,564,610	432,512	-3,573	306,991	10.18%	255,027	20.38%	295,798	262,783
Sunset Beach (1)	1,654,684	5.63%	1,637,402	379,934	865,739	279,647	-10,588	118,776	7.18%	73,175	62.32%	46,675	48,700
<b>Buncombe</b>													
Asheville (9)	32,716,652	7.73%	34,545,836	7,945,527	16,364,252	4,494,842	-88,905	3,823,126	11.69%	3,239,762	18.01%	2,642,333	2,968,446
Black Mountain (1)	2,366,406	7.21%	2,467,290	541,207	1,243,895	356,999	703	225,008	9.51%	216,801	3.79%	72,000	173,400
Weaverville (1)	2,814,165	8.32%	2,874,198	636,990	1,483,608	465,793	-56,904	170,870	6.07%	129,094	32.36%	127,433	83,050
Woodfin (1)	1,756,368	4.54%	1,530,250	395,266	937,310	348,513	0	75,279	4.29%	93,720	-19.68%	67,384	20,650
<b>Burke</b>													
Morganton (1)	3,231,788	3.52%	3,111,840	742,700	1,703,515	410,496	721	375,798	11.63%	369,609	1.67%	312,964	313,685
Valdese (1)	1,015,607	5.64%	1,028,750	232,400	527,601	204,469	-7,754	43,383	4.27%	30,123	44.02%	0	0
<b>Cabarrus</b>													
Concord (6)	15,779,886	16.04%	16,802,000	3,705,372	8,064,854	2,181,954	-41,855	1,785,851	11.32%	1,460,516	22.28%	457,531	665,000
Mount Pleasant (1)	755,269	10.56%	790,000	169,649	403,446	165,880	405	16,699	2.21%	13,914	20.02%	0	2,900
<b>Caldwell</b>													
Granite Falls (1)	1,052,173	3.07%	1,030,100	237,906	547,957	197,533	101	68,878	6.55%	75,947	-9.31%	61,130	33,920
Lenoir City (2)	3,371,546	2.16%	3,325,000	767,243	1,776,821	500,105	791	328,168	9.73%	331,526	-1.01%	280,510	263,350
<b>Camden (2)</b>	1,355,862	-0.50%	1,450,000	301,305	725,325	264,714	49	64,567	4.76%	40,809	58.22%	58,426	34,800
<b>Carteret (6)</b>	14,318,813	7.42%	13,750,000	3,368,040	7,286,967	1,846,968	-7,897	1,808,941	12.63%	1,599,942	13.06%	1,547,044	1,019,700
<b>Caswell (4)</b>	2,178,380	3.17%	2,226,530	494,520	1,159,656	460,684	288	63,808	2.93%	81,624	-21.83%	80,124	107,781
<b>Catawba (11)</b>	19,260,793	5.60%	18,794,056	4,478,412	10,129,095	3,257,561	1,124	1,396,849	7.25%	1,203,728	16.04%	901,153	1008,300
<b>Chatham</b>													
Chatham County (3)	3,508,966	9.80%	3,510,102	797,012	1,838,670	756,393	-4,757	112,134	3.20%	183,241	-38.81%	98,715	107,361



ABC Boards by County (Number of Stores)	Sales			State Taxes Collected	Cost of Liquor Sold	Operating Expenses	Other Income and Expense	Local Profits				Local Distributions	
	Gross Sales	Percent Change Over FY16	Forecast for FY18					Profit Before Distribution FY17	Profit Percent FY 17	Profit Before Distribution FY16	Percent Change Over FY16	FY 2017	Forecast for FY 2018
Pittsboro (1)	1,397,644	3.91%	1,418,617	318,948	731,354	213,876	2,293	135,759	9.71%	149,917	-9.44%	101,859	106,439
Siler City (1)	1,422,553	3.06%	1,441,400	321,207	757,614	243,423	-1,788	98,521	6.93%	77,198	27.62%	46,185	55,000
<b>Cherokee</b>													
Andrews (1)	740,312	-0.32%	783,000	166,208	397,811	186,347	25	-10,029	-1.35%	480	-2,189.38%	0	7,950
Murphy (1)	2,943,528	4.20%	3,049,000	666,986	1,563,582	498,091	404	215,273	7.31%	207,158	3.92%	100,000	118,000
<b>Chowan (1)</b>	1,456,218	2.22%	1,495,260	332,448	777,602	258,330	7,018	94,856	6.51%	84,308	12.51%	88,525	80,000
<b>Clay (1)</b>	2,320,734	5.62%	2,358,000	525,547	1,230,863	334,045	318	230,597	9.94%	224,851	2.56%	165,000	117,000
<b>Cleveland</b>													
Kings Mountain (1)	1,632,606	7.93%	1,715,730	370,504	872,321	256,801	354	133,334	8.17%	97,447	36.83%	47,840	45,708
Shelby (2)	4,446,359	6.11%	4,555,500	1,017,568	2,339,026	778,970	126	310,921	6.99%	245,484	26.66%	279,786	199,000
<b>Columbus</b>													
Brunswick (1)	526,520	0.11%	589,220	118,405	286,990	95,524	9,229	34,830	6.62%	23,064	51.01%	15,727	11,000
Lake Waccamaw (1)	410,063	30.17%	420,000	92,250	220,623	96,665	14	539	0.13%	6,069	-91.12%	0	23,980
Tabor City (1)	784,559	7.95%	755,000	176,356	422,338	130,618	7,607	62,854	8.01%	51,074	23.06%	32,036	27,575
West Columbus (1)	679,260	5.41%	738,448	152,808	365,653	131,216	218	29,801	4.39%	28,323	5.22%	0	8,498
Whiteville (1)	1,234,359	6.88%	1,191,000	281,956	655,662	222,078	987	75,650	6.13%	72,813	3.90%	63,144	66,773
<b>Craven (5)</b>	10,359,799	3.29%	10,548,146	2,408,815	5,372,251	1,606,523	-7,156	965,054	9.32%	1,076,475	-10.35%	896,994	878,235
<b>Cumberland (10)</b>	35,104,648	6.88%	33,531,000	8,212,825	18,103,190	4,727,235	27,191	4,088,589	11.65%	3,680,547	11.09%	2,467,937	3,157,155
<b>Currituck (3)</b>	5,718,167	6.79%	5,369,270	1,318,327	2,992,244	841,381	523	566,738	9.91%	444,455	27.51%	517,351	247,000
<b>Dare (5)</b>	17,258,882	4.19%	17,515,000	4,082,582	8,789,006	2,080,732	0	2,306,562	13.36%	2,332,844	-1.13%	1,741,029	2,182,565
<b>Davidson</b>													
Lexington (2)	4,514,284	6.83%	4,540,000	1,031,775	2,390,613	535,426	-2,525	553,945	12.27%	494,118	12.11%	499,000	254,000
Thomasville (1)	2,970,504	7.39%	2,990,000	678,038	1,571,181	429,377	-3,490	288,418	9.71%	287,905	0.18%	86,029	111,000
<b>Davie</b>													
Cooleemee (1)	1,139,790	11.30%	1,170,572	263,377	594,136	252,796	3,608	33,089	2.90%	51,043	-35.17%	30,460	38,500
<b>Duplin</b>													
Kenansville (1)	543,270	11.34%	554,000	122,373	291,487	107,727	31	21,714	4.00%	18,593	16.79%	21,438	11,040
Wallace (1)	1,606,778	6.13%	1,625,050	367,934	853,739	246,213	-175	138,717	8.63%	130,510	6.29%	120,900	183,200
Warsaw (1)	554,823	6.69%	564,145	125,168	299,315	132,068	11	-1,717	-0.31%	5,100	-133.67%	0	7,427
<b>Durham (8)</b>	36,072,852	5.70%	36,808,087	8,475,431	18,678,906	4,874,992	-16,999	4,026,524	11.16%	3,872,178	3.99%	2,333,333	2,367,769
<b>Edgecombe (5)</b>	4,705,707	0.39%	4,749,000	1,064,531	2,560,200	901,707	80,833	260,102	5.53%	288,417	-9.82%	248,102	161,000
<b>Forsyth</b>													
Triad Municipal (14)	45,289,402	6.19%	45,236,171	10,559,156	23,513,460	5,711,913	-34,088	5,470,785	12.08%	5,160,161	6.02%	4,395,034	4,049,509
<b>Franklin</b>													
Bunn (1)	839,229	10.14%	790,500	188,630	451,480	153,989	443	45,573	5.43%	35,647	27.85%	37,072	20,410
Franklinton (1)	1,096,648	7.87%	1,209,069	246,540	591,586	171,595	22	86,949	7.93%	74,616	16.53%	76,178	72,000
Louisburg (1)	1,608,810	10.07%	1,690,440	365,262	854,963	282,244	1,180	107,521	6.68%	72,962	47.37%	84,214	113,153
Youngsville (1)	1,127,176	12.32%	1,016,304	254,753	598,372	186,309	0	87,742	7.78%	70,457	24.53%	84,991	42,477
<b>Gaston</b>													
Bessemer City (1)	528,672	4.06%	621,100	121,409	276,303	127,815	91	3,236	0.61%	5,424	-40.34%	7,500	0
Cherryville (1)	1,018,949	0.45%	1,007,000	225,976	550,228	215,358	318	27,705	2.72%	35,200	-21.29%	17,500	27,500
Cramerton (2)	2,790,593	30.08%	2,920,000	641,456	1,467,285	539,727	-33,525	108,600	3.89%	203,845	-46.72%	57,109	85,000
Gastonia (5)	10,553,195	5.23%	10,711,000	2,449,185	5,503,731	1,660,015	33,777	974,041	9.23%	1,675,344	-41.86%	911,500	488,000



ABC Boards by County (Number of Stores)	Sales			State Taxes Collected	Cost of Liquor Sold	Operating Expenses	Other Income and Expense	Local Profits				Local Distributions	
	Gross Sales	Percent Change Over FY16	Forecast for FY18					Profit Before Distribution FY17	Profit Percent FY 17	Profit Before Distribution FY16	Percent Change Over FY16	FY 2017	Forecast for FY 2018
Mount Holly (1)	2,254,283	8.68%	2,021,817	511,189	1,198,235	283,779	3,500	264,580	11.74%	217,076	21.88%	228,280	161,800
<b>Gates (2)</b>	726,953	5.66%	725,485	163,228	389,448	176,395	0	-2,118	-0.29%	-10,498	79.82%	0	3,000
<b>Granville (2)</b>	4,156,007	6.44%	4,625,000	945,441	2,209,661	559,894	-3,525	437,486	10.53%	450,204	-2.82%	164,440	68,000
<b>Greene (2)</b>	760,628	3.18%	799,350	170,878	394,165	176,159	347	19,773	2.60%	8,149	142.64%	17,068	2,000
<b>Guilford</b>													
Gibsonville (1)	1,187,488	5.59%	1,141,525	269,693	636,532	212,352	431	69,342	5.84%	76,122	-8.91%	10,000	16,000
Greensboro (14)	47,044,964	5.40%	47,582,531	11,084,040	24,118,700	6,825,324	-2,769	5,014,131	10.66%	4,847,066	3.45%	4,114,988	3,668,378
High Point (6)	18,146,476	5.73%	18,277,322	4,175,103	9,383,451	2,599,713	6,813	1,995,022	10.99%	1,968,187	1.36%	1,919,922	1,644,847
<b>Halifax (5)</b>	5,220,556	5.56%	5,215,595	1,188,902	2,766,721	963,793	5,864	307,004	5.88%	289,869	5.91%	289,112	158,189
<b>Harnett</b>													
Angier (1)	1,932,639	9.47%	2,050,147	434,053	1,062,382	296,413	203	139,994	7.24%	177,732	-21.23%	55,927	67,135
Dunn (2)	2,327,467	7.07%	2,365,341	528,312	1,241,918	401,526	6,132	161,843	6.95%	152,678	6.00%	125,000	131,525
Lillington (1)	1,751,257	10.91%	1,750,000	412,591	906,746	279,993	-8,199	143,728	8.21%	112,384	27.89%	0	15,000
<b>Haywood</b>													
Canton (1)	1,388,793	2.44%	1,415,000	313,739	744,280	290,939	8,332	48,167	3.47%	58,795	-18.08%	0	15,000
Maggie Valley (2)	2,515,130	6.14%	2,550,000	574,332	1,339,763	446,797	-14,029	140,209	5.57%	154,949	-9.51%	9,000	16,000
Waynesville (1)	2,656,373	5.85%	2,679,380	614,545	1,384,459	385,681	-35,609	236,079	8.89%	186,401	26.65%	100,535	82,900
<b>Henderson</b>													
Fletcher (1)	2,119,126	10.75%	2,109,510	476,118	1,127,666	375,455	-4,649	135,238	6.38%	103,703	30.41%	70,000	77,800
Hendersonville (3)	6,683,400	6.08%	6,800,000	1,546,238	3,487,718	1,116,126	0	533,318	7.98%	480,949	10.89%	321,128	290,000
Laurel Park (1)	1,269,769	8.51%	1,280,000	293,034	666,144	239,473	291	71,409	5.62%	55,998	27.52%	61,076	55,500
<b>Herford (3)</b>	2,305,166	1.73%	2,360,000	520,086	1,219,526	524,039	424	41,939	1.82%	79,935	-47.53%	60,843	68,670
<b>Hoke (1)</b>	1,558,261	8.10%	2,044,000	356,478	825,289	188,246	6	188,254	12.08%	175,978	6.98%	136,114	45,340
<b>Hyde (2)</b>	829,040	1.77%	843,780	201,507	412,479	164,378	877	51,553	6.22%	63,484	-18.79%	22,430	5,000
<b>Iredell</b>													
Mooresville (3)	10,866,955	4.85%	11,763,465	2,533,608	5,658,488	1,139,566	4,272	1,539,565	14.17%	1,446,137	6.46%	1,350,000	1,662,000
Statesville (2)	6,125,538	1.60%	5,745,980	1,407,211	3,238,531	945,126	1,723	536,393	8.76%	493,357	8.72%	414,973	229,700
Troutman (1)	708,108		1,178,801	159,420	377,199	127,182	-13,907	30,400	4.29%			0	4,325
<b>Jackson (2)</b>	4,633,943	6.68%	4,638,902	1,086,461	2,391,850	583,489	5,098	577,241	12.46%	494,081	16.83%	400,000	448,403
<b>Johnston (8)</b>	14,925,537	8.58%	15,589,874	3,428,889	7,877,669	2,119,469	7,096	1,506,606	10.09%	1,308,652	15.13%	1,400,000	1,784,601
<b>Jones (3)</b>	1,047,546	14.54%	1,003,000	235,578	561,021	222,853	0	28,094	2.68%	15,615	79.92%	0	0
<b>Lee</b>													
Sanford (2)	5,719,846	7.56%	5,698,000	1,324,201	3,013,789	996,360	2,680	388,176	6.79%	344,105	12.81%	210,000	300,000
<b>Lenoir (3)</b>	4,282,157	5.46%	4,220,000	980,349	2,238,256	666,656	-12,090	384,806	8.99%	345,073	11.51%	206,507	199,580
<b>Lincoln</b>													
Lincoln County (2)	3,406,841	22.70%	3,647,914	773,178	1,772,586	424,031	812	437,858	12.85%	420,711	4.08%	204,000	249,000
Lincolnton (2)	2,744,937	5.64%	2,785,000	625,981	1,473,698	609,445	-2,210	33,603	1.22%	55,795	-39.77%	0	51,500
<b>Macon</b>													
Franklin (1)	2,702,122	4.28%	2,950,200	621,045	1,447,669	576,922	1,748	58,234	2.16%	72,793	-20.00%	70,000	72,200
Highlands (1)	1,815,689	4.97%	1,985,567	438,278	916,302	351,802	56	109,363	6.02%	106,428	2.76%	67,642	118,932
<b>Martin (2)</b>	2,116,388	2.62%	2,115,000	475,270	1,119,201	387,459	222	134,680	6.36%	142,572	-5.54%	121,118	91,600
<b>McDowell</b>													
Marion (2)	2,521,097	4.73%	2,836,555	576,656	1,340,461	424,691	-22,138	157,151	6.23%	137,413	14.36%	129,204	168,177
<b>Mecklenburg (24)</b>	151,920,383	6.64%	158,500,000	36,714,386	76,646,372	16,030,779	81,220	22,610,066	14.88%	20,547,835	10.04%	11,241,431	15,524,399



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	Gross Sales	Percent Change Over FY16	Forecast for FY18					Profit Before Distribution FY17	Profit Percent FY 17	Profit Before Distribution FY16	Percent Change Over FY16	FY 2017	Forecast for FY 2018
<b>Mitchell</b>													
Spruce Pine (1)	1,269,904	2.41%	1,250,000	288,646	671,592	212,227	62	97,501	7.68%	63,877	52.64%	38,500	45,080
<b>Montgomery Municipal (2)</b>	1,597,506	7.97%	1,501,470	366,347	832,825	352,597	263	46,000	2.88%	29,079	58.19%	44,800	2,500
<b>Moore (4)</b>	11,151,699	8.00%	11,450,000	2,637,083	5,713,875	1,138,861	245	1,662,125	14.90%	1,393,280	19.30%	818,435	1,126,452
<b>Nash (9)</b>	10,634,033	3.85%	10,000,000	2,439,928	5,519,790	1,635,122	6,626	1,045,819	9.83%	988,445	5.80%	533,484	563,400
<b>New Hanover (8)</b>	44,167,206	6.58%	42,500,000	10,627,985	21,907,192	5,295,269	6,050	6,342,810	14.36%	6,129,620	3.48%	4,697,462	5,142,438
<b>Northampton (4)</b>	1,048,034	3.90%	1,035,000	235,281	560,918	234,873	0	16,962	1.62%	14,164	19.75%	0	3,303
<b>Onslow (6)</b>	17,068,220	6.89%	15,740,000	4,010,389	8,756,568	2,648,449	1,230	1,654,044	9.69%	1,477,999	11.91%	972,513	1,005,000
<b>Orange (8)</b>	19,545,413	4.54%	19,885,983	4,621,875	10,084,503	3,538,381	2,577	1,303,231	6.67%	1,564,997	-16.73%	400,000	861,800
<b>Pamlico (2)</b>	1,386,369	6.01%	1,381,000	314,794	740,202	245,722	134	85,785	6.19%	63,595	34.89%	73,460	37,925
<b>Pasquotank (1)</b>	3,550,537	6.87%	3,470,000	830,601	1,860,377	437,732	24,980	446,807	12.58%	333,044	34.16%	405,228	267,900
<b>Pender (4)</b>	6,561,830	7.67%	6,708,709	1,507,811	3,440,878	1,079,632	297	533,806	8.14%	507,098	5.27%	469,528	607,772
<b>Perquimans</b>													
Herford (1)	1,099,569	7.93%	1,066,800	247,518	586,381	183,652	1,262	83,280	7.57%	71,405	16.63%	75,590	59,700
<b>Person (2)</b>	3,192,276	7.66%	3,209,975	730,615	1,682,499	438,320	4,440	345,282	10.82%	324,479	6.41%	244,911	271,000
<b>Pitt (8)</b>	18,919,765	4.57%	19,016,500	4,449,888	9,708,866	2,376,096	4,573	2,389,488	12.63%	2,750,668	-13.13%	1,300,000	1,475,000
<b>Polk</b>													
Columbus (1)	625,354	1.77%	592,167	141,683	332,928	117,381	0	33,362	5.33%	19,995	66.85%	10,000	1,000
Tryon (1)	471,983	12.46%	531,200	111,546	244,142	99,943	0	16,352	3.46%	22,855	-28.45%	0	8,600
<b>Randolph</b>													
Asheboro (1)	3,450,816	2.69%	3,750,000	792,218	1,771,585	496,982	1,017	391,048	11.33%	390,064	0.25%	297,000	239,529
Liberty (1)	883,688	2.85%	925,210	198,891	469,025	177,680	55	38,147	4.32%	39,405	-3.19%	31,922	42,245
Ramseur (1)	54,052		650,000	12,141	26,803	23,604	0	-8,496				0	0
Randleman (1)	1,609,142	4.97%	1,608,000	367,248	838,909	264,968	-344	137,673	8.56%	156,136	-11.82%	156,332	98,344
<b>Richmond</b>													
Hamlet (1)	1,056,684	5.01%	1,119,000	238,534	566,468	190,282	12	61,412	5.81%	47,458	29.40%	55,412	52,700
Rockingham (2)	2,332,104	8.35%	2,200,000	533,751	1,224,284	399,258	0	174,811	7.50%	122,519	42.68%	162,295	57,000
<b>Robeson</b>													
Fairmont (1)	680,711	10.00%	590,085	151,202	367,535	130,218	30	31,786	4.67%	27,011	17.68%	36,086	25,000
Lumberton (2)	3,604,066	-2.40%	3,730,000	824,638	2,098,429	707,964	43,001	16,036	0.44%	175,341	-90.85%	104,211	147,600
Maxton (1)	767,069	10.64%	740,000	173,283	415,996	171,525	3,554	9,819	1.28%	25,805	-61.95%	0	0
Pembroke (1)	1,243,063	8.49%	1,105,000	283,104	658,581	220,383	-8,767	72,228	5.81%	99,036	-27.07%	20,250	33,000
Red Springs (1)	713,844	8.83%	680,000	159,718	382,017	165,461	0	6,648	0.93%	15,733	-57.74%	0	22,850
Rowland (1)	244,667	2.55%	235,000	55,114	130,202	53,599	-452	5,300	2.17%	6,381	-16.94%	0	0
Saint Pauls (1)	1,269,669	2.42%	1,270,700	285,816	688,480	220,079	25	75,319	5.93%	91,538	-17.72%	131,990	0
<b>Rockingham</b>													
Eden (1)	1,810,498	1.89%	1,800,000	415,415	955,462	333,465	298	106,454	5.88%	126,332	-15.73%	102,667	98,450
Madison (1)	1,287,252	6.12%	1,300,000	293,791	682,755	229,121	23	81,608	6.34%	67,121	21.58%	37,289	42,900
Reidsville (1)	2,365,318	0.68%	2,300,000	540,142	1,254,989	428,682	0	141,505	5.98%	155,001	-8.71%	97,096	116,800
<b>Rowan/Kannapolis (7)</b>	12,970,208	2.86%	12,644,832	2,971,352	6,847,513	2,388,958	-1,432	760,953	5.87%	900,861	-15.53%	371,650	425,000
<b>Rutherford</b>													
Forest City (1)	2,158,638	7.17%	2,198,600	494,106	1,140,996	348,083	8,104	183,557	8.50%	168,335	9.04%	184,330	127,000
Lake Lure (1)	894,007	2.05%	866,000	212,542	466,510	176,390	1,251	39,816	4.45%	63,183	-36.98%	40,143	8,500
Rutherfordton (1)	1,341,020	6.62%	1,334,350	304,547	733,954	272,050	145	30,614	2.28%	28,824	6.21%	39,293	61,618



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	Gross Sales	Percent Change Over FY16	Forecast for FY18					Profit Before Distribution FY17	Profit Percent FY 17	Profit Before Distribution FY16	Percent Change Over FY16	FY 2017	Forecast for FY 2018
<b>Sampson</b>													
Clinton (1)	2,137,266	6.26%	2,142,981	484,943	1,134,361	228,312	770	290,420	13.59%	285,195	1.83%	244,000	168,435
Garland (1)	46,983			7,094	44,333	22,705	1,014	-26,135		-12,633		0	0
Newton Grove (1)	484,062	-1.65%	500,000	108,990	260,081	104,002	1,545	12,534	2.59%	17,714	-29.24%	22,750	4,000
Roseboro (1)	922,451	9.51%	890,565	208,924	489,765	186,037	43	37,768	4.09%	24,440	54.53%	12,410	13,000
<b>Scotland (1)</b>	<b>2,084,999</b>	<b>10.29%</b>	<b>1,931,400</b>	<b>471,571</b>	<b>1,118,109</b>	<b>360,947</b>	<b>38</b>	<b>134,410</b>	<b>6.45%</b>	<b>184,635</b>	<b>-27.20%</b>	<b>106,578</b>	<b>72,450</b>
<b>Stanly</b>													
Albemarle (1)	3,062,865	6.08%	3,008,500	705,170	1,582,516	434,079	1,746	342,846	11.19%	328,520	4.36%	241,000	271,000
Locust (1)	1,710,791	12.95%	1,800,000	389,725	899,173	328,802	-16,330	76,761	4.49%	86,622	-11.38%	0	27,064
Norwood (1)	569,467	5.01%	565,000	128,251	303,923	115,984	-5,474	15,835	2.78%	19,817	-20.09%	0	1,500
<b>Stokes</b>													
Walnut Cove (1)	914,289	6.75%	872,995	206,233	508,930	171,212	0	27,914	3.05%	30,101	-7.27%	26,916	26,300
<b>Surry</b>													
Dobson (1)	628,633	0.88%	598,400	141,977	335,370	127,124	106	24,268	3.86%	27,881	-12.96%	6,944	10,000
Mount Airy (1)	2,329,515	4.43%	2,287,131	532,489	1,204,268	432,064	1,735	162,429	6.97%	129,463	25.46%	147,070	127,777
Pilot Mountain (1)	988,269	7.28%	1,015,000	221,138	519,736	170,634	-1,491	75,270	7.62%	57,968	29.85%	0	5,300
Yadkin Valley (1)	1,694,473	16.93%	1,709,000	384,488	894,976	244,607	-24,336	146,066	8.62%	126,201	15.74%	0	15,600
<b>Swain</b>													
Bryson City (1)	2,038,418	6.31%	1,927,880	468,189	1,072,815	312,266	-915	184,233	9.04%	174,150	5.79%	276,534	151,000
<b>Transylvania</b>													
Brevard (2)	3,457,114	7.59%	3,514,500	792,977	1,815,151	556,170	185	293,001	8.48%	239,914	22.13%	261,032	301,020
<b>Tyrrell (1)</b>	<b>460,792</b>	<b>0.36%</b>	<b>441,353</b>	<b>111,458</b>	<b>234,484</b>	<b>88,486</b>	<b>-6,662</b>	<b>19,702</b>	<b>4.28%</b>	<b>23,807</b>	<b>-17.24%</b>	<b>0</b>	<b>0</b>
<b>Union</b>													
Indian Trail (1)	4,006,370	10.65%	4,051,157	930,469	2,088,458	577,294	31	410,180	10.24%	376,638	8.91%	163,300	162,000
Monroe (1)	4,542,728	5.92%	4,675,000	1,059,537	2,352,593	681,194	111	449,515	9.90%	450,733	-0.27%	340,901	461,600
Waxhaw (1)	2,840,633	19.97%	3,300,000	655,020	1,493,124	439,696	145	252,938	8.90%	205,999	22.79%	133,225	94,000
Wingate (1)	1,550,953	5.94%	1,670,000	349,420	839,476	247,917	-11,325	102,815	6.63%	110,396	-6.87%	39,969	38,737
<b>Vance (1)</b>	<b>3,869,789</b>	<b>3.46%</b>	<b>3,620,000</b>	<b>880,756</b>	<b>2,077,585</b>	<b>655,905</b>	<b>-5,422</b>	<b>250,121</b>	<b>6.46%</b>	<b>331,938</b>	<b>-24.65%</b>	<b>111,671</b>	<b>134,840</b>
<b>Wake (24)</b>	<b>130,358,564</b>	<b>7.42%</b>	<b>130,182,000</b>	<b>30,952,916</b>	<b>66,825,406</b>	<b>11,429,923</b>	<b>74,355</b>	<b>21,224,674</b>	<b>16.28%</b>	<b>20,157,044</b>	<b>5.30%</b>	<b>10,718,474</b>	<b>12,230,000</b>
<b>Warren (2)</b>	<b>2,485,179</b>	<b>6.45%</b>	<b>3,279,054</b>	<b>566,717</b>	<b>1,309,512</b>	<b>407,995</b>	<b>-31,893</b>	<b>169,062</b>	<b>6.80%</b>	<b>148,352</b>	<b>13.96%</b>	<b>0</b>	<b>13,000</b>
<b>Washington (1)</b>	<b>910,949</b>	<b>0.76%</b>	<b>880,000</b>	<b>207,206</b>	<b>477,792</b>	<b>194,945</b>	<b>315</b>	<b>31,321</b>	<b>3.44%</b>	<b>28,513</b>	<b>9.85%</b>	<b>0</b>	<b>4,000</b>
<b>Watauga</b>													
Blowing Rock (1)	1,674,055	9.22%	1,600,216	407,590	814,101	277,063	1,129	176,430	10.54%	138,043	27.81%	110,000	187,800
Boone (1)	6,404,575	5.47%	6,535,000	1,520,541	3,275,329	793,291	-7,070	808,344	12.62%	727,154	11.17%	475,000	610,000
<b>Wayne (5)</b>	<b>8,810,618</b>	<b>2.49%</b>	<b>9,019,336</b>	<b>2,019,018</b>	<b>4,620,156</b>	<b>1,461,976</b>	<b>312</b>	<b>709,780</b>	<b>8.06%</b>	<b>750,830</b>	<b>-5.47%</b>	<b>400,000</b>	<b>365,042</b>
<b>Wilkes</b>													
North Wilkesboro (1)	1,328,139	5.67%	1,475,869	302,811	698,678	313,105	0	13,545	1.02%	5,891	129.93%	0	14,000
Wilkesboro (2)	2,356,014	5.27%	2,600,000	536,701	1,249,468	563,888	4	5,961	0.25%	55,433	-89.25%	30,000	55,500
<b>Wilson (6)</b>	<b>8,440,918</b>	<b>4.05%</b>	<b>8,195,000</b>	<b>1,933,356</b>	<b>4,417,220</b>	<b>1,547,394</b>	<b>7,952</b>	<b>550,900</b>	<b>6.53%</b>	<b>528,726</b>	<b>4.19%</b>	<b>350,000</b>	<b>427,000</b>
<b>Yancey</b>													
Burnsville (1)	1,124,667	7.55%	1,208,500	256,008	594,146	205,346	0	69,167	6.15%	47,787	44.74%	0	4,000
<b>TOTALS</b>	<b>1,068,773,846</b>	<b>6.52%</b>	<b>1,080,516,677</b>	<b>250,709,931</b>	<b>551,875,041</b>	<b>146,533,121</b>	<b>-23,732</b>	<b>119,632,021</b>	<b>11.19%</b>	<b>113,300,439</b>	<b>5.59%</b>	<b>74,503,732</b>	<b>81,283,001</b>





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