

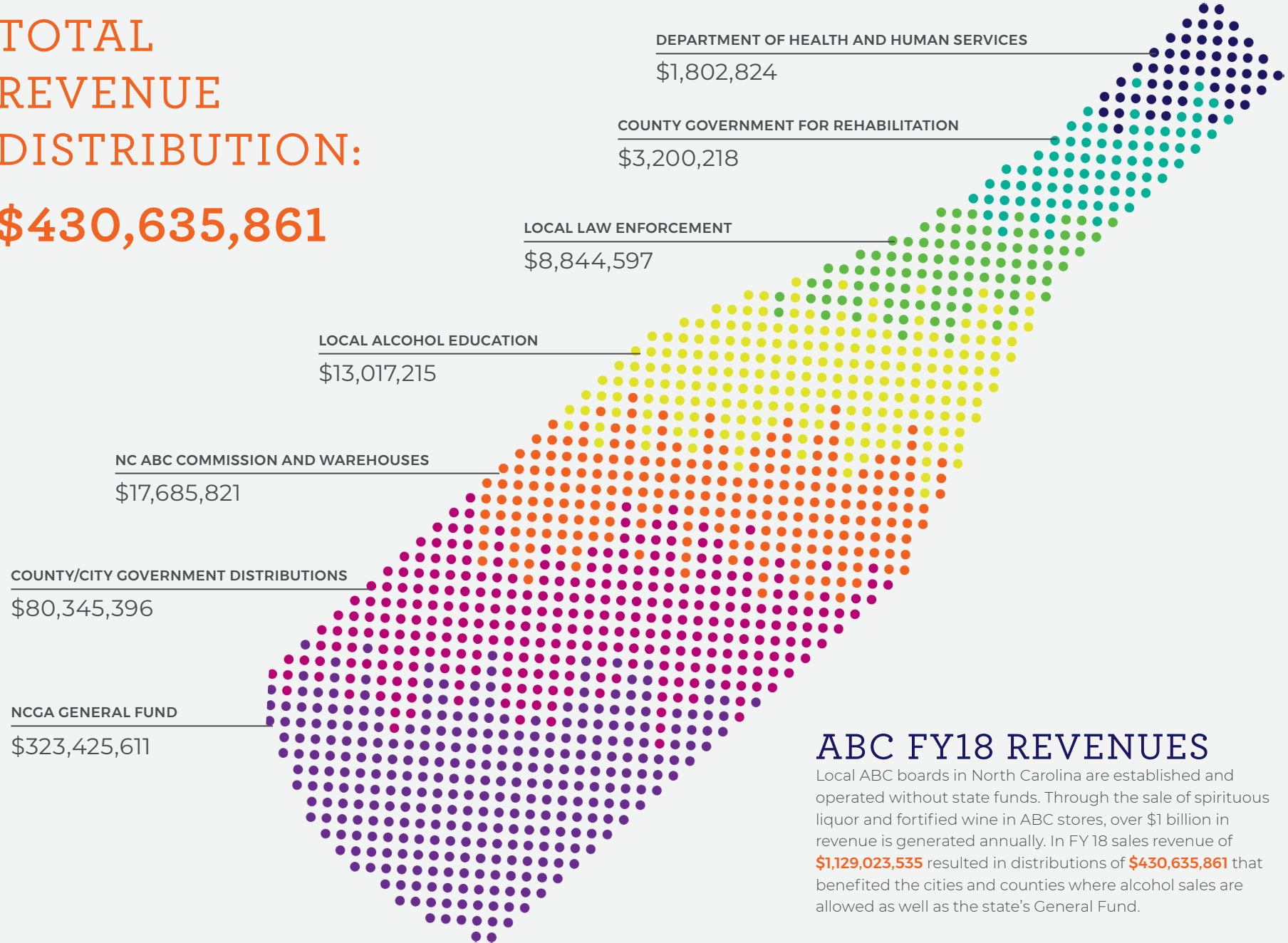


# 2018 ANNUAL REPORT

NORTH CAROLINA  
ALCOHOLIC BEVERAGE  
CONTROL COMMISSION



# TOTAL REVENUE DISTRIBUTION: \$430,635,861



## ABC FY18 REVENUES

Local ABC boards in North Carolina are established and operated without state funds. Through the sale of spirituous liquor and fortified wine in ABC stores, over \$1 billion in revenue is generated annually. In FY 18 sales revenue of **\$1,129,023,535** resulted in distributions of **\$430,635,861** that benefited the cities and counties where alcohol sales are allowed as well as the state's General Fund.



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*Photo Credits: Katy Warner, NCDOT; Robert Willett, News & Observer; Alan Campbell, Rocky Mount Telegram*



From Left: Department of Public Safety Secretary Erik Hooks, ABC Commission Chairman Zander Guy, DPS General Counsel Jane Gilcrest, NC Highway Patrol Commander Col. Glenn McNeill, and Director of Intergovernmental Affairs Jordan Whichard

# LETTER FROM THE CHAIRMAN

## A. D. “Zander Guy”, II

Commissioner Norman Mitchell and I are very proud of the **positive results** that our team has achieved this year and we invite you to review the operations of the NC ABC Commission as outlined in this report. During the 2018 fiscal year, Commission staff worked with the Office of the State Auditor to provide information related to a performance audit of the agency. The audit was released in August 2018

and I accepted the findings and renewed this agency’s commitment to efficient, effective operations. We are committed to **achieving excellence** in providing the uniform control over the sale, purchase, transportation, manufacture, consumption, and possession of alcoholic beverages in our state and welcome the opportunity to share some of the highlights of our work with you here:

### STIMULATING THE STATE ECONOMY

The fiscal year 2018 marks the NC ABC Commission’s 3<sup>rd</sup> consecutive record-setting year for **ten-digit sales**, where retail sales surged to **5%** and sales to restaurants and other businesses with mixed beverage permits increased **8%** over the prior year. This **billion dollar ABC revenue** resulted in an all-time high of **\$323 million** being **transferred into the General Fund** for use by the North Carolina General Assembly. Funding allocations for the following state services all come from the General Fund:

- |  |                                      |                                       |                                    |
|--|--------------------------------------|---------------------------------------|------------------------------------|
| Administration Department                    | General Assembly                     | NCSU - Agricultural Extension Service | State Auditor                      |
| Agriculture Department                       | Governor’s Office                    | NCSU - Agricultural Research          | State Treasurer                    |
| Appalachian State University                 | Governor-Special Projects            | NC A&T University                     | UNC - Chapel Hill Academic Affairs |
| Board of Elections                           | Health and Human Services Department | NC Central University                 | UNC - Chapel Hill Health Affairs   |
| Commerce Department                          | Housing Finance Agency               | NC School of Science & Mathematics    | UNC - General Administration       |
| Community Colleges                           | Information Technology               | Office of Administrative Hearings     | UNC at Asheville                   |
| East Carolina University                     | Insurance Department                 | Office of State Budget                | UNC at Charlotte                   |
| Economic Development                         | Judicial System                      | Office of the State Controller        | UNC at Greensboro                  |
| Education Department                         | Justice Department                   | Public Instruction Department         | UNC at Pembroke                    |
| Elizabeth City State University              | Labor Department                     | Public Safety Department              | UNC at Wilmington                  |
| Environment and Natural Resources Department | Lieutenant Governor                  | Retirement and Employee Benefits      | UNC School of the Arts             |
| Environmental Quality                        | Military and Veterans Affairs        | Revenue Department                    | Western Carolina University        |
| Fayetteville State University                | Natural and Cultural Resources       | Roanoke Island Commission             | Wildlife Resources                 |
|  | NCSU - Academic Affairs              | Secretary of State                    | Winston-Salem State University     |

**The ABC system is entirely self-funded.** Operations of the ABC warehouse complex, the ABC stores, and the ABC Commission itself all are funded from the sale of bottles of liquor, not from the General Fund.



## SUPPORTING LOCAL COMMUNITIES

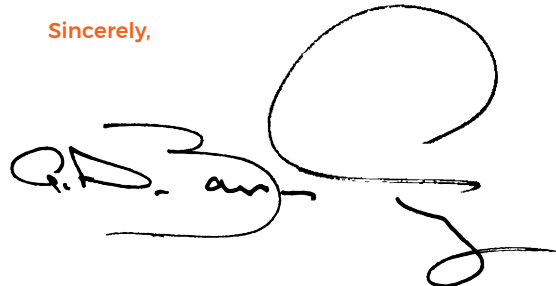
This record-setting amount of ABC revenue also makes a **meaningful difference** to communities large and small all across our state. As a matter of public policy, local governments are charged with protecting the general welfare of their residents. Revenue from ABC store sales helps them with this charge. In FY18 **\$25 million** went to local alcohol law enforcement and local alcohol prevention/treatment/recovery programs. Additionally, local ABC boards, which are appointed by their own municipal council or county commission, regularly sponsor impactful public service projects in their communities. In FY18 the ABC system also distributed **\$80 million** directly to city and county governments. Those local governing bodies use that money to pay for basic municipal and county services. Furthermore, it **gives local governments the flexibility** to embark on projects that better their communities in ways that best reflect their own local needs and cultural values.

## GIVING THANKS

I often say that **life is all about relationships.**

In any relationship, expressing gratitude is a welcomed sign of respect. Therefore, I want to thank our approximately **50** ABC Commission employees who **deliver great customer service**, with a great attitude, consistently achieving great results. Additionally, I want to thank Commissioner Norman Mitchell for his support and I would like to acknowledge the contributions of Commissioner Mike Herring who stepped down from his position in August after two and a half years of service. I also want to thank our **168** ABC Boards that work effectively at the local level to efficiently operate **433** outstanding retail ABC stores. And I want to thank LB&B Associates for their comprehensive warehouse operations. Operationally, the ABC Commission falls under the umbrella of the Department of Public Safety and I want to thank Secretary Erik Hooks and his team for their support. And certainly I want to recognize the hundreds of ABC Contracted Law Enforcement agents and the **109** Alcohol Law Enforcement officers who work in the Department of Public Safety for their diligence in enforcing the ABC laws and regulations. I also want to thank Governor Roy Cooper for his leadership. And finally, I want to **thank you** for taking the time to learn about how our ABC system works by reading this 2018 annual report.

Sincerely,



## GUBERNATORIAL APPOINTMENT



Chairman Zander Guy and Commissioner Mike Herring (left) welcome the newly appointed Norman A. Mitchell, Sr., to the Commission.

In 2018 Governor Roy Cooper announced the appointment of Norman A. Mitchell, Sr., a native of Charlotte who previously served for ten years on the Mecklenburg Board of County Commissioners. He also served on the state's Local Government Retirement System Board as an appointee of Gov. Mike Easley. Commissioner

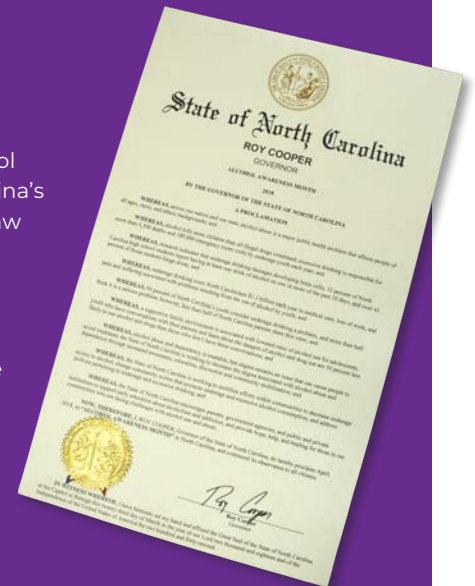
Mitchell is a combat-wounded veteran of the Vietnam War and a recipient of the Purple Heart.

## GUBERNATORIAL PROCLAMATION

Gov. Roy Cooper proclaimed April as Alcohol Awareness Month joining with North Carolina's ABC Commission, university researchers, law enforcement agencies, local prevention coalitions, and other community leaders in addressing this challenging issue head-on.

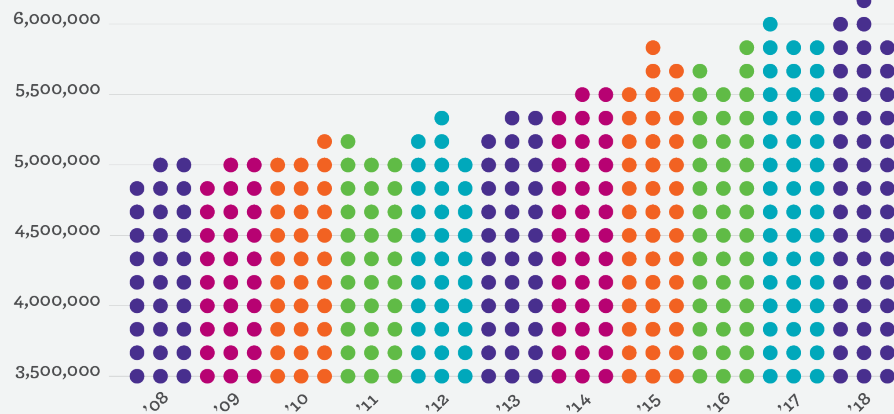
"Underage drinking can keep young people from achieving success in school and work, harm their health, and put lives at risk," Gov. Cooper said. "Encouraging conversations about underage drinking is important to kids' futures and the future of our state."

"The Commission takes the issue of underage drinking prevention very seriously," said NC ABC Commission Chairman Zander Guy. "And we are glad to join Gov. Cooper in this important work."



# CASE SHIPMENTS

6,165,960 IN FY 2018



FY 2008 - 2018

# ABC BOARD NEWS

COUNTY/TOWN BOARD	ABC STORE	MIXED BEVERAGE
Belmont (Gaston)	Opened 1 New Store	—
Burke County	Voted Yes	Voted Yes
Cumberland County	Opened 1 New Store	—
Garland (Sampson)	—	Voted Yes
Hoke County	Opened 1 New Store	—
Maiden (Catawba)	—	Voted Yes
Mecklenburg County	Opened 2 New Stores	—

There were no stores closed during the year.

FY 2018

# NC DISTILLERIES

IN PRODUCTION AS OF JUNE 30, 2018

- Asheville Distilling
- Bogue Sound Distillery
- Broad Branch Distillery
- Broadslab Distillery
- Brothers Vilgalys Spirits Co.
- Call Family Distillers
- Carolina Saloon Distillery
- Copper Barrel Distillery
- Covington Spirits
- Dalton Distillery
- Defiant Whisky
- Diablo Distilleries
- Doc Porters Distillery
- Dragon Moonshine Co.
- Durham Distillery
- Eda Rhyne Distilling Co.
- Elevated Mountain Distilling Co.
- Fainting Goat Spirits
- Fair Game Beverage Co.
- First Flight Vodka
- Foothills Distillery
- Gambill Creek Distillers
- Gold Leaf Distilling Co.
- Graybeard Distillery
- Great Wagon Road Distilling Co.
- H & H Distillery
- Holman Distillery
- Howling Moon
- Lassiter Distilling Co.
- Laws Distillery
- Lizard Lick Brewing and Distillery
- Mayberry Distillery
- Mother Earth Spirits
- Muddy River Distillery
- Mystic Farm and Distillery
- Oak and Grist Distilling Co.
- Oaklee Distilling Co.
- Old Nick Williams Co.
- Outer Banks Craft Distilling
- Piedmont Distillers
- Pinetop Distillery
- Raleigh Rum Co.
- Scotts Point Distillery
- Seven Jars Distillery
- Seventy Eight °C Spirits, Inc
- South Mountain Distilling Co.
- Southern Artisan Spirits
- Southern Distilling Co.
- Southern Grace Distilleries
- Sutlers Spirit Co.
- Three Stacks Distilling Co.
- Top of the Hill Distillery
- Waltons Distillery
- Windsor Run Cellars

# CHAIRMAN VISITS LOCAL BOARDS

After being appointed by Governor Roy Cooper, Zander Guy set a goal to personally visit every local ABC board during his tenure as Chairman. His longstanding commitment to making personal connections part of his regular business practice made the decision to travel the state an obvious choice.

See some of the sites that the Chairman visited in FY 2018 below:

During the board visits, Chairman Guy tours new and existing stores, reviews the selection of merchandise, learns about local operations, attends meetings in ABC office complexes, visits warehouses, and expresses his gratitude to all the people he meets along the way.



Chairman Guy recognizes that local ABC board members and employees are on the front lines providing a valuable service beyond the job tasks they perform in the stores and on the board - they play the critically important role of ambassadors for the entire ABC system.

# OPERATIONAL EXCELLENCE

The ABC Commission leadership team understands that to continue to be successful we need to constantly improve our business processes: to become more efficient and productive, and to respond to market changes faster, while at the same time providing better service to customers. Here is a snapshot of the services the Commission's work teams provide.



## INFORMATION TECHNOLOGY DIVISION

On the ABC Commission's website the general public can easily access the information they need via multiple user platforms. Permit holders have a self-help portal where they can submit their audit reports, premixing requests, and register/renew permits. And there is a special access portal for law enforcement officers to review permit data and submit violation reports.



## PERMIT / PRODUCT COMPLIANCE DIVISION

The Permit Division assists applicants ranging from mom-and-pop shops all the way to mega-corporations with 50 different types of permit applications. With great attention to detail, this division reviews and processes all permit applications for retail (restaurants, convenience stores, etc.), one-time (weddings or non-profit events), and commercial (breweries, wholesalers, etc.) activities. In FY18 the ABC Commission issued approximately

5,000 new permits and renewed 18,000 permits, while maintaining over 64,000 permanent permits (both in and out of state) generating more than \$25 million for the state's General Fund.

North Carolina law requires that all alcohol products be approved by the ABC Commission prior to being sold. Spirituous liquor products are approved by the Commission administration, while malt-beverages, fortified wine, and un-fortified wine products are processed by the Product Compliance Division. With more than 88,000 wine products and 20,000 beer products for sale in North Carolina the dedicated staff in the division stay busy maintaining compliance agreements with breweries, wineries, wholesalers, and non-resident suppliers, and in FY18 19,000 new beer and wine products were approved for sale.



## AUDIT/INVESTIGATION DIVISION

The ABC Commission works diligently to help permitted businesses comply with all the statutes and rules that govern an entity involved in the service or sale of alcohol. Throughout the year the Audit Division launches thousands of investigations and inspections, and conducts full audits of retail locations across the state. In FY18 they gave 1,631 written warnings and submitted 104 violation reports to the Legal Division for consideration of sanctions against permit holders.





Employees of the NC ABC Commission

## WHAT WE DO

Through continual modernization and streamlining of processes, the ABC Commission staff is meeting the demands of a growing state and a rapidly changing market, all while providing solid customer service in the following areas:

- Administration
- Community Outreach
- Education
- Human Resources
- Information Technology
- Inspections
- Investigations
- Legal
- Local ABC Board Support
- Performance Audits
- Permitting
- Price Management
- Product Compliance
- Public Affairs
- Reception
- Record Keeping
- Rules Coordination
- Training



# LEGAL DIVISION



The role of **Chief Regulator for all alcohol in the state** puts the ABC Commission squarely at the intersection of public health, public safety, and fair commercial regulation.



The ABC Commission **collaborates with law enforcement agencies** to help safeguard the public.



While sworn law officers do the enforcement, **the ABC Commission utilizes suspensions and financial penalties** to ensure that permit holders that have violated ABC laws are held accountable.



North Carolina's ABC Laws are found in **Chapter 18B of the NC General Statutes**. The ABC Commission's Rules are found in Title 4, Chapter 2 of the NC Administrative Code.



There were **1,360 violations received and processed** by our legal division during FY18.



Each month, the ABC Commission **holds hearings for approximately 100 cases** where the Commissioners determine whether these businesses should pay a fine or have their permits suspended.



In FY18, **\$1,231,750 in fine payments were collected** and then sent to the school districts in which the ABC violation occurred.



# EDUCATION OUTREACH DIVISION

During the fiscal year, ABC Commission leaders and staff members participated in the construction of a Strategic Operating Plan to guide their work in combining two Divisions: the Initiative to Reduce Underage Drinking and the Seller/Server Education Training programs under one new umbrella - Education Outreach. The united mission of the division is to educate the public and change the culture of underage drinking in North Carolina.



Jeff Strickland greets conference attendees at the Talk it Out exhibit booth.

## INITIATIVE TO REDUCE UNDERAGE DRINKING

In FY18 the award winning Talk it Out campaign continued to run television, radio, movie theater and digital advertising in English and Spanish throughout the state. The campaign, which challenges parents to talk with adolescents about the dangers of underage drinking, was promoted on multiple social media platforms and garnered positive news media coverage state wide. The Initiative team members spoke about underage drinking prevention and hosted exhibit booths at many events in collaboration with community coalitions and statewide partners.

## SELLER/SERVER EDUCATION TRAINING

To help ensure that all businesses fully comply with the alcohol laws and regulations, the ABC Commission offers training classes year-round, at no cost, through the Responsible Alcohol Seller/Server Program (RASP). During this course (taught in person and available on-line) permittees learn about preventing sales to underage and intoxicated persons, hours of sale, acceptable forms of identification, fake IDs, employee age requirements, and dram shop laws. In FY18 the Education team members worked throughout the year to deliver training programs to 5460 new and existing permit holders, and their employees, all across the state.



Charlie Fuller teaches Seller/Server Training class.

# AWARD WINNING CAMPAIGN

INICIE LA CONVERSACIÓN



EVITE QUE LOS MENORES DE EDAD CONSUMAN ALCOHOL.



The Talk It Out campaign earned two top awards from the Public Relations Society of America, North Carolina Chapter: the 2017 Silver Award of Excellence for Integrated Communications and the 2017 Silver 'Best In Show' Award.



Talk It Out campaign television commercials.



# ABC BOARD RESULTS \ REVENUE & DISTRIBUTIONS

ABC BOARDS BY COUNTY (NUMBER OF STORES)	SALES			STATE TAXES COLLECTED	COST OF LIQUOR SOLD	OPERATING EXPENSES	OTHER INCOME & EXPENSE
	GROSS SALES	PERCENT CHANGE OVER FY 2017	FORECAST FOR FY 2019				
<b>ALAMANCE</b>							
Alamance Municipal (5)	13,887,641	8.28%	14,973,500	3,242,721	7,213,574	2,234,525	5,395
<b>ALLEGHANY</b>							
Sparta (1)	851,613	8.31%	861,500	196,323	440,856	144,323	-156
<b>ANSON</b>							
Wadesboro (1)	1,451,913	4.15%	1,424,708	328,386	775,153	252,221	877
<b>ASHE</b>							
West Jefferson (1)	1,897,140	7.36%	1,992,000	431,816	1,005,932	284,316	0
<b>AVERY</b>							
High Country (1)	3,426,182	6.41%	3,427,274	806,498	1,765,913	465,682	1,944
<b>BEAUFORT COUNTY (6)</b>	5,511,563	3.19%	5,635,676	1,257,993	2,839,851	1,021,917	-6,973
<b>BERTIE COUNTY (1)</b>	801,617	2.01%	805,000	178,249	436,806	186,331	75
<b>BLADEN</b>							
Elizabethtown (1)	1,431,145	1.96%	1,345,661	323,843	760,179	210,955	71
<b>BRUNSWICK</b>							
Belville (2)	3,946,454	10.31%	4,007,188	885,210	2,124,383	603,423	60
Boiling Spring Lakes (1)	824,078	4.41%	900,000	186,246	436,971	164,869	55
Brunswick County (2)	3,297,755	7.56%	2,984,105	773,844	1,711,981	575,496	7,382
Calabash (1)	1,691,269	7.42%	1,734,326	401,030	897,215	257,476	5,330
Oak Island (1)	3,216,404	7.89%	3,500,000	762,138	1,650,999	466,758	16,197
Ocean Isle Beach (1)	2,308,187	6.65%	2,380,000	540,922	1,188,549	343,466	1,254
Shallotte (1)	1,959,713	2.29%	1,935,000	453,794	1,039,267	315,267	277
Southport (1)	3,282,533	8.83%	3,388,009	771,237	1,704,814	454,135	-1,890
Sunset Beach (1)	1,702,590	2.90%	1,637,402	390,741	890,224	300,686	-9,266
<b>BUNCOMBE</b>							
Asheville (9)	35,276,302	7.82%	37,524,000	8,582,056	17,572,203	4,684,554	-118,270
Black Mountain (1)	2,365,482	-0.04%	2,541,328	543,444	1,244,624	352,097	747
Weaverville (1)	3,032,960	7.77%	3,039,477	687,810	1,604,724	502,990	-53,372
Woodfin (1)	1,789,610	1.89%	1,817,164	403,750	956,732	349,766	1,152
<b>BURKE</b>							
Morganton (1)	3,447,068	6.66%	3,350,000	796,726	1,806,122	394,827	643



LOCAL PROFITS			LOCAL DISTRIBUTIONS	
PROFIT BEFORE DISTRIBUTION 2018	PROFIT PERCENT FY 2018	PROFIT BEFORE DISTRIBUTION FY 2017	FY 2018	FORECAST FOR FY 2019
1,202,216	8.66%	788,343	1,079,896	827,800
69,955	8.21%	58,175	43,245	80,676
97,030	6.68%	89,669	83,800	62,597
175,076	9.23%	166,299	79,470	94,000
390,033	11.38%	324,657	322,805	294,680
384,829	6.98%	413,439	253,085	192,515
306	0.04%	-15,335	0	12,800
136,239	9.52%	133,435	116,348	125,500
333,498	8.45%	235,534	269,339	193,500
36,047	4.37%	34,667	26,467	38,500
243,816	7.39%	256,866	44,542	42,330
140,878	8.33%	123,557	116,206	94,600
352,706	10.97%	262,114	288,638	281,060
236,504	10.25%	195,653	224,400	234,970
151,662	7.74%	176,875	180,928	30,000
350,457	10.68%	306,991	320,457	296,909
111,673	6.56%	118,776	55,685	48,700
4,319,219	12.24%	3,823,126	3,567,085	3,198,674
226,064	9.56%	225,008	98,964	183,000
184,064	6.07%	170,870	63,313	52,620
80,514	4.50%	75,279	24,801	68,000
450,036	13.06%	375,798	452,189	403,510



From Left to Right: Colonel Glenn McNeill, Chairman Zander Guy, Barry Lee, Derek Braxton, Department of Public Safety Secretary Erik Hooks

## LB&B ASSOCIATES NCABC DISTRIBUTION CENTER

The ABC Commission contracts with a privately owned company for the receipt, storage, and distribution of spirituous liquor throughout the state. The warehouse operates under a bailment system, in which the ownership of the product remains with the distillery, until it is delivered to the local ABC Boards.

The State of North Carolina has no public monies invested in spirituous liquor.

# ABC BOARD RESULTS \ REVENUE & DISTRIBUTIONS



ABC BOARDS BY COUNTY (NUMBER OF STORES)	SALES		
	GROSS SALES	PERCENT CHANGE OVER FY 2017	FORECAST FOR FY 2019
Valdese (1)	1,050,371	3.42%	1,044,075
<b>CABARRUS</b>			
Concord (6)	16,979,957	7.61%	19,300,000
Mount Pleasant (1)	862,302	14.17%	935,000
<b>CALDWELL</b>			
Granite Falls (1)	1,171,149	11.31%	1,080,500
Lenoir City (2)	3,496,165	3.70%	3,455,750
<b>CAMDEN COUNTY (2)</b>	1,442,263	6.37%	1,523,255
<b>CARTERET COUNTY (6)</b>	14,911,891	4.14%	15,250,000
<b>CASWELL COUNTY (4)</b>	2,180,612	0.10%	2,192,000
<b>CATAWBA COUNTY (11)</b>	20,122,348	4.47%	19,827,277
<b>CHATHAM COUNTY</b>			
Chatham County (3)	3,932,907	12.08%	4,025,253
Pittsboro (1)	1,523,273	8.99%	1,551,437
Siler City (1)	1,402,682	-1.40%	1,441,400
<b>CHEROKEE</b>			
Andrews (1)	776,768	4.92%	831,000
Murphy (1)	3,160,125	7.36%	3,269,000
<b>CHOWAN COUNTY (1)</b>	1,513,349	3.92%	1,570,750
<b>CLAY COUNTY (1)</b>	2,467,339	6.32%	2,501,500
<b>CLEVELAND</b>			
Kings Mountain (1)	1,808,288	10.76%	1,853,121
Shelby (2)	4,629,940	4.13%	4,826,000
<b>COLUMBUS</b>			
Brunswick (1)	492,147	-6.53%	549,000
Lake Waccamaw (1)	430,951	5.09%	455,000
Tabor City (1)	815,143	3.90%	818,000
West Columbus (1)	652,447	-3.95%	712,700
Whiteville (1)	1,307,565	5.93%	1,100,000
<b>CRAVEN COUNTY (5)</b>	10,758,813	3.85%	10,857,756
<b>CUMBERLAND COUNTY (11)</b>	36,386,430	3.65%	36,000,000



# JULY 1, 2017 - JUNE 30, 2018

STATE TAXES COLLECTED	COST OF LIQUOR SOLD	OPERATING EXPENSES	OTHER INCOME & EXPENSE	LOCAL PROFITS			LOCAL DISTRIBUTIONS	
				PROFIT BEFORE DISTRIBUTION 2018	PROFIT PERCENT FY 2018	PROFIT BEFORE DISTRIBUTION FY 2017	FY 2018	FORECAST FOR FY 2019
240,448	542,920	210,981	-6,482	49,540	4.72%	43,383	0	0
3,985,321	8,686,922	2,215,715	-36,777	2,055,222	12.10%	1,785,851	689,479	795,000
196,310	454,814	175,180	1,321	37,319	4.33%	16,699	27,735	3,500
264,669	608,796	190,226	4,805	112,263	9.59%	68,878	112,263	59,100
795,406	1,834,023	525,774	-50	340,912	9.75%	328,168	315,150	278,000
324,970	768,871	274,939	16	73,499	5.10%	64,567	70,015	35,200
3,518,056	7,571,134	1,993,578	207,756	2,036,879	13.66%	1,808,941	1,596,939	1,149,100
494,757	1,164,788	475,045	1,876	47,898	2.20%	63,808	64,368	55,529
4,676,360	10,477,231	3,252,522	1,265	1,717,500	8.54%	1,396,849	1,037,961	1,017,950
891,638	2,055,811	791,739	124	193,843	4.93%	112,134	120,462	122,770
349,747	797,493	209,839	506	166,700	10.94%	135,759	128,268	84,455
317,127	740,223	240,684	-1,480	103,168	7.36%	98,521	53,251	55,000
175,340	411,855	180,597	27	9,003	1.16%	-10,029	7,143	14,104
715,947	1,678,207	519,391	540	247,120	7.82%	215,273	159,000	118,000
346,848	805,154	240,922	2,398	122,823	8.12%	94,856	123,606	80,000
559,647	1,303,992	361,454	318	242,564	9.83%	230,597	233,572	117,000
410,985	960,638	273,241	1,515	164,939	9.12%	133,334	85,607	117,542
1,061,049	2,437,123	810,080	-396	321,292	6.94%	310,921	321,074	355,500
110,660	266,447	91,878	5,206	28,368	5.76%	34,830	35,751	11,700
97,065	226,474	78,875	14	28,551	6.63%	539	11,899	14,750
183,113	432,764	102,953	262	96,575	11.85%	62,854	92,918	28,420
147,339	351,177	143,775	199	10,355	1.59%	29,801	3,000	9,000
299,350	689,810	229,796	1,799	90,408	6.91%	75,650	85,991	67,773
2,500,105	5,613,983	1,505,089	956	1,140,592	10.60%	965,054	839,689	835,000
8,511,216	18,722,759	5,138,327	2,634	4,016,762	11.04%	4,088,589	4,184,420	2,866,543

# ABC BOARD RESULTS \ REVENUE & DISTRIBUTIONS

ABC BOARDS BY COUNTY (NUMBER OF STORES)	SALES			STATE TAXES COLLECTED	COST OF LIQUOR SOLD	OPERATING EXPENSES	OTHER INCOME & EXPENSE
	GROSS SALES	PERCENT CHANGE OVER FY 2017	FORECAST FOR FY 2019				
<b>CURRITUCK COUNTY (3)</b>	5,922,076	3.57%	5,503,501	1,363,209	3,100,183	825,503	1,773
<b>DARE COUNTY (5)</b>	17,727,401	2.71%	18,000,000	4,195,948	9,057,577	2,112,741	12,853
<b>DAVIDSON</b>							
Lexington (2)	4,736,408	4.92%	5,120,600	1,083,353	2,500,043	550,435	-1,453
Thomasville (1)	3,154,199	6.18%	3,205,180	721,150	1,702,339	465,330	45,640
<b>DAVIE</b>							
Cooleemee (1)	1,198,050	5.11%	1,192,852	277,608	632,465	256,107	3,606
<b>DUPLIN</b>							
Kenansville (1)	553,848	1.95%	544,000	124,631	297,279	101,917	31
Wallace (1)	1,619,254	0.78%	1,651,000	372,175	859,547	274,686	21
Warsaw (1)	641,545	15.63%	667,300	140,583	353,736	138,768	10
<b>DURHAM COUNTY (8)</b>	37,346,615	3.53%	37,927,101	8,779,091	19,295,261	5,081,067	-5,929
<b>EDGECOMBE COUNTY (5)</b>	4,971,907	5.66%	4,949,000	1,124,267	2,650,481	836,892	1,137
<b>FORSYTH</b>							
Triad Municipal (14)	47,391,018	4.64%	48,683,763	11,054,247	24,554,970	6,091,038	-19,051
<b>FRANKLIN</b>							
Bunn (1)	879,957	4.85%	885,800	197,705	479,804	156,825	165
Franklinton (1)	1,171,715	6.85%	1,423,884	263,425	628,163	173,221	230
Louisburg (1)	1,645,497	2.28%	1,718,573	373,539	881,203	312,577	112
Youngsville (1)	1,254,607	11.31%	1,251,884	284,088	665,818	197,765	0
<b>GASTON</b>							
Belmont (1) <i>Opened December 2018</i>	1,251,944	-	2,492,100	294,020	642,689	313,195	45,054
Bessemer City (1)	550,334	4.10%	662,500	126,111	290,311	133,066	75
Cherryville (1)	1,050,439	3.09%	1,019,550	232,704	568,633	222,598	366
Cramerton (2)	3,030,341	8.59%	2,920,000	688,054	1,598,702	604,690	-49,214
Gastonia (5)	11,041,776	4.63%	11,410,000	2,564,434	5,743,686	1,686,724	33,877
Mount Holly (1)	2,216,530	-1.67%	2,150,550	504,442	1,176,633	308,241	-7,743
<b>GATES COUNTY (2)</b>	768,258	5.68%	774,000	172,668	412,343	179,919	0
<b>GRANVILLE COUNTY (2)</b>	4,323,727	4.04%	4,600,000	982,179	2,304,399	628,446	33,559
<b>GREENE COUNTY (2)</b>	798,146	4.93%	790,000	179,410	430,939	179,834	7,082
<b>GUILFORD</b>							

# JULY 1, 2017 - JUNE 30, 2018

LOCAL PROFITS			LOCAL DISTRIBUTIONS	
PROFIT BEFORE DISTRIBUTION 2018	PROFIT PERCENT FY 2018	PROFIT BEFORE DISTRIBUTION FY 2017	FY 2018	FORECAST FOR FY 2019
634,954	10.72%	566,738	634,954	253,175
2,373,988	13.39%	2,306,562	2,045,533	2,440,125
601,124	12.69%	553,945	538,250	338,900
311,020	9.86%	288,418	117,372	118,500
35,476	2.96%	33,089	35,480	18,500
30,052	5.43%	21,714	30,052	850
112,867	6.97%	138,717	117,133	164,730
8,468	1.32%	-1,717	8,469	0
4,185,267	11.21%	4,026,524	3,198,327	2,509,109
361,404	7.27%	260,102	311,404	158,500
5,671,712	11.97%	5,470,785	5,060,168	4,541,418
45,788	5.20%	45,573	39,788	30,142
107,136	9.14%	86,949	102,936	58,000
78,290	4.76%	107,521	64,290	99,718
106,936	8.52%	87,742	105,313	40,000
47,094	3.76%		0	5,700
921	0.17%	3,236	15,000	0
26,870	2.56%	27,705	29,558	22,500
89,681	2.96%	108,600	78,187	85,000
1,080,809	9.79%	974,041	1,007,242	526,000
219,471	9.90%	264,580	242,768	200,170
3,328	0.43%	-2,118	3,000	3,000
442,262	10.23%	437,486	129,857	123,000
15,045	1.88%	19,773	14,045	2,000





# ABC BOARD RESULTS \ REVENUE & DISTRIBUTIONS



ABC BOARDS BY COUNTY (NUMBER OF STORES)	SALES		
	GROSS SALES	PERCENT CHANGE OVER FY 2017	FORECAST FOR FY 2019
Gibsonville (1)	1,240,216	4.44%	1,189,025
Greensboro (15)	49,018,578	4.20%	50,558,283
High Point (6)	18,695,611	3.03%	18,807,050
<b>HALIFAX COUNTY (5)</b>	5,305,623	1.63%	5,362,878
<b>HARNETT</b>			
Angier (1)	2,139,571	10.71%	2,175,206
Dunn (2)	2,469,394	6.10%	2,519,244
Lillington (1)	1,894,429	8.18%	1,900,000
<b>HAYWOOD</b>			
Canton (1)	1,472,954	6.06%	1,500,000
Maggie Valley (2)	2,522,346	0.29%	2,534,000
Waynesville (1)	2,855,668	7.50%	2,915,000
<b>HENDERSON</b>			
Fletcher (1)	2,283,034	7.73%	2,348,555
Hendersonville (3)	7,164,645	7.20%	7,300,000
Laurel Park (1)	1,305,390	2.81%	1,290,000
<b>HERTFORD COUNTY (3)</b>	2,373,614	2.97%	2,377,000
<b>HOKE COUNTY (2)</b>	2,269,875	45.67%	2,205,000
<b>HYDE COUNTY (2)</b>	798,758	-3.65%	850,600
<b>IREDELL</b>			
Mooresville (3)	11,475,180	5.60%	11,652,094
Statesville (2)	6,209,781	1.38%	6,031,124
Troutman (1)	1,382,368	95.22%	1,378,500
<b>JACKSON COUNTY (2)</b>	4,830,730	4.25%	4,778,068
<b>JOHNSTON COUNTY (8)</b>	16,105,459	7.91%	17,545,329
<b>JONES COUNTY (3)</b>	1,101,120	5.11%	1,050,000
<b>LEE</b>			
Sanford (2)	6,069,000	6.10%	6,098,000
<b>LENOIR COUNTY (3)</b>	4,534,340	5.89%	4,405,000
<b>LINCOLN</b>			
Lincoln County (2)	3,924,518	15.20%	4,166,957

# JULY 1, 2017 - JUNE 30, 2018

STATE TAXES COLLECTED	COST OF LIQUOR SOLD	OPERATING EXPENSES	OTHER INCOME & EXPENSE	LOCAL PROFITS			LOCAL DISTRIBUTIONS	
				PROFIT BEFORE DISTRIBUTION 2018	PROFIT PERCENT FY 2018	PROFIT BEFORE DISTRIBUTION FY 2017	FY 2018	FORECAST FOR FY 2019
281,001	655,164	214,519	-3,232	86,300	6.96%	69,342	16,260	18,000
11,561,749	25,085,551	6,748,220	-2,089	5,620,969	11.47%	5,014,131	4,720,969	4,415,377
4,303,392	9,646,875	2,710,514	9,126	2,043,956	10.93%	1,995,022	2,179,686	1,685,727
1,208,633	2,811,743	991,057	5,715	299,905	5.65%	307,004	223,866	183,577
480,775	1,150,214	300,436	302	208,448	9.74%	139,994	69,128	103,127
561,542	1,315,389	433,449	6,152	165,166	6.69%	161,843	146,675	136,675
444,944	984,674	309,826	-4,121	150,864	7.96%	143,728	11,597	117,560
333,680	785,068	293,337	-408	60,461	4.10%	48,167	14,427	20,700
575,462	1,341,410	479,778	-17,388	108,308	4.29%	140,209	4,358	30,000
663,981	1,477,587	399,805	-26,060	288,235	10.09%	236,079	112,775	159,460
512,560	1,210,565	403,360	-1,520	155,029	6.79%	135,238	85,449	181,180
1,662,303	3,741,757	1,157,031	0	603,554	8.42%	533,318	437,218	385,000
300,429	684,508	245,523	841	75,771	5.80%	71,409	67,580	65,100
536,625	1,304,491	503,266	668	29,900	1.26%	41,939	68,670	56,187
514,852	1,201,792	367,163	-2,890	183,178	8.07%	188,254	110,074	42,000
192,649	400,481	158,305	5,882	53,205	6.66%	51,553	25,522	27,800
2,689,146	5,958,492	1,147,863	6,474	1,686,153	14.69%	1,539,565	1,766,100	1,605,000
1,429,000	3,278,868	957,869	4,671	548,715	8.84%	536,393	578,074	252,632
309,176	731,935	224,412	-20,566	96,279	6.96%	30,400	20,522	20,897
1,134,970	2,477,022	632,689	1,332	587,381	12.16%	577,241	454,379	453,000
3,702,262	8,500,360	2,103,732	537	1,799,642	11.17%	1,506,606	1,460,821	1,741,125
247,614	589,977	239,867	0	23,662	2.15%	28,094	500	0
1,393,426	3,198,703	1,007,926	3,175	472,120	7.78%	388,176	393,804	310,000
1,040,747	2,369,565	695,645	-48	428,335	9.45%	384,806	378,335	242,800
904,227	2,034,878	455,559	4,273	534,127	13.61%	437,858	254,451	256,200



# ABC BOARD RESULTS \ REVENUE & DISTRIBUTIONS

ABC BOARDS BY COUNTY (NUMBER OF STORES)	SALES			STATE TAXES COLLECTED	COST OF LIQUOR SOLD	OPERATING EXPENSES	OTHER INCOME & EXPENSE
	GROSS SALES	PERCENT CHANGE OVER FY 2017	FORECAST FOR FY 2019				
Lincolnton (2)	2,918,471	6.32%	3,080,000	668,704	1,511,835	550,848	8,261
<b>MACON</b>							
Franklin (1)	2,812,251	4.08%	2,993,275	644,116	1,483,186	614,242	623
Highlands (1)	1,908,492	5.11%	2,084,948	461,897	956,247	347,360	80
<b>MARTIN COUNTY (2)</b>	2,154,425	1.80%	2,195,000	485,840	1,131,286	377,405	0
<b>MCDOWELL</b>							
Marion (2)	2,702,204	7.18%	2,878,914	620,060	1,434,100	434,515	-22,351
<b>MECKLENBURG COUNTY (26)</b>	163,649,611	7.72%	170,500,000	39,588,039	82,514,324	17,425,584	272,450
<b>MITCHELL</b>							
Spruce Pine (1)	1,317,063	3.71%	1,300,000	299,479	705,949	219,113	0
<b>MONTGOMERY (2)</b>	1,672,531	4.70%	1,611,191	383,933	873,509	361,937	342
<b>MOORE COUNTY (4)</b>	11,924,758	6.93%	12,220,000	2,819,039	6,117,319	1,100,414	498
<b>NASH COUNTY (9)</b>	11,019,621	3.63%	10,800,000	2,528,939	5,721,588	1,666,654	5,923
<b>NEW HANOVER COUNTY (8)</b>	45,858,126	3.83%	44,000,000	11,041,694	22,651,375	5,554,250	148,635
<b>NORTHAMPTON COUNTY (4)</b>	1,071,214	2.21%	1,050,000	240,982	572,302	242,254	0
<b>ONSLow COUNTY (6)</b>	18,062,865	5.83%	16,940,000	4,250,317	9,240,518	2,838,504	1,519
<b>ORANGE COUNTY (8)</b>	20,184,369	3.27%	20,780,685	4,763,134	10,468,853	3,783,190	-94,274
<b>PAMLICO COUNTY (2)</b>	1,385,082	-0.09%	1,486,500	315,938	757,943	240,195	109
<b>PASQUOTANK COUNTY (1)</b>	3,568,227	0.50%	3,520,000	831,839	1,854,197	412,751	75
<b>PENDER COUNTY (4)</b>	6,892,547	5.04%	7,289,805	1,601,834	3,594,806	1,172,234	315
<b>PERQUIMANS</b>							
Hertford (1)	1,107,802	0.75%	1,056,000	249,436	575,608	194,576	572
<b>PERSON COUNTY (2)</b>	3,322,752	4.09%	3,298,443	760,104	1,742,682	412,553	4,268
<b>PITT COUNTY (8)</b>	19,443,653	2.77%	19,646,500	4,577,011	9,961,663	2,447,498	4,162
<b>POLK</b>							
Columbus (1)	676,163	8.12%	657,270	153,136	373,012	123,895	0
Tryon (1)	495,226	4.92%	591,560	118,029	249,938	92,372	0
<b>RANDOLPH</b>							
Asheboro (1)	3,376,600	-2.15%	3,350,250	776,826	1,746,670	535,839	1,246
Liberty (1)	856,588	-3.07%	868,932	192,761	457,654	180,740	40
Ramseur (1)	552,487	922.14%	696,050	124,154	294,998	145,014	0

# JULY 1, 2017 - JUNE 30, 2018

LOCAL PROFITS			LOCAL DISTRIBUTIONS	
PROFIT BEFORE DISTRIBUTION 2018	PROFIT PERCENT FY 2018	PROFIT BEFORE DISTRIBUTION FY 2017	FY 2018	FORECAST FOR FY 2019
195,345	6.69%	33,603	195,346	199,100
71,330	2.54%	58,234	70,000	72,200
143,068	7.50%	109,363	75,000	124,306
159,894	7.42%	134,680	121,433	101,500
191,178	7.07%	157,151	168,990	174,500
24,394,114	14.91%	22,610,066	19,660,664	16,387,784
92,522	7.02%	97,501	50,615	51,010
53,494	3.20%	46,000	50,302	8,000
1,888,484	15.84%	1,662,125	1,114,060	1,268,452
1,108,363	10.06%	1,045,819	767,244	572,400
6,759,442	14.74%	6,342,810	5,284,960	5,562,811
15,676	1.46%	16,962	0	621
1,735,045	9.61%	1,654,044	996,549	1,202,500
1,074,918	5.33%	1,303,231	861,800	939,000
71,115	5.13%	85,785	61,115	42,500
469,515	13.16%	446,807	393,366	324,500
523,988	7.60%	533,806	492,967	675,438
88,754	8.01%	83,280	88,754	43,400
411,681	12.39%	345,282	393,949	297,000
2,461,643	12.66%	2,389,488	1,870,358	1,480,000
26,120	3.86%	33,362	5,801	8,500
34,887	7.04%	16,352	2,565	19,100
318,511	9.43%	391,048	355,167	237,762
25,473	2.97%	38,147	25,102	23,160
-11,679	-2.11%	-8,496	0	2,500





# ABC BOARD RESULTS \ REVENUE & DISTRIBUTIONS



ABC BOARDS BY COUNTY (NUMBER OF STORES)	SALES		
	GROSS SALES	PERCENT CHANGE OVER FY 2017	FORECAST FOR FY 2019
Randleman (1)	1,688,876	4.96%	2,069,000
<b>RICHMOND</b>			
Hamlet (1)	1,125,196	6.48%	1,199,500
Rockingham (2)	2,393,447	2.63%	2,321,500
<b>ROBESON</b>			
Fairmont (1)	707,074	3.87%	697,500
Lumberton (2)	3,909,298	8.47%	4,100,000
Maxton (1)	813,206	6.01%	1,135,796
Pembroke (1)	1,258,699	1.26%	1,330,000
Red Springs (1)	725,729	1.66%	782,004
Rowland (1)	244,751	0.03%	250,000
Saint Pauls (1)	1,293,033	1.84%	1,308,100
<b>ROCKINGHAM</b>			
Eden (1)	1,844,929	1.90%	1,835,000
Madison (1)	1,383,394	7.47%	1,400,000
Reidsville (1)	2,507,329	6.00%	2,400,000
<b>ROWAN/KANNAPOLIS (7)</b>	13,395,949	3.28%	13,730,750
<b>RUTHERFORD</b>			
Forest City (1)	2,298,809	6.49%	2,392,000
Lake Lure (1)	919,544	2.86%	915,000
Rutherfordton (1)	1,406,423	4.88%	1,431,165
<b>SAMPSON</b>			
Clinton (1)	2,198,334	2.86%	2,193,300
Newton Grove (1)	532,584	10.02%	568,000
Roseboro (1)	960,571	4.13%	941,250
<b>SCOTLAND COUNTY (1)</b>	2,142,529	2.76%	2,049,845
<b>STANLY</b>			
Albemarle (1)	3,195,294	4.32%	3,187,500
Locust (1)	1,849,995	8.14%	1,890,000
Norwood (1)	589,199	3.46%	555,000
<b>STOKES</b>			

# JULY 1, 2017 - JUNE 30, 2018

STATE TAXES COLLECTED	COST OF LIQUOR SOLD	OPERATING EXPENSES	OTHER INCOME & EXPENSE	LOCAL PROFITS			LOCAL DISTRIBUTIONS	
				PROFIT BEFORE DISTRIBUTION 2018	PROFIT PERCENT FY 2018	PROFIT BEFORE DISTRIBUTION FY 2017	FY 2018	FORECAST FOR FY 2019
385,551	881,097	250,273	414	172,369	10.21%	137,673	172,369	179,700
254,628	617,784	193,747	18	59,055	5.25%	61,412	54,055	58,000
547,086	1,293,511	411,668	0	141,182	5.90%	174,811	141,182	58,300
155,772	390,266	150,154	15	10,897	1.54%	31,786	5,414	0
898,565	2,101,052	707,679	8	202,010	5.17%	16,036	129,271	123,800
183,099	428,769	178,694	-17	22,627	2.78%	9,819	0	0
287,348	666,692	224,205	-7,639	72,815	5.78%	72,228	61,785	46,500
160,512	374,830	181,384	0	9,003	1.24%	6,648	1,223	0
55,127	132,890	54,274	-204	2,256	0.92%	5,300	0	0
292,605	705,014	213,500	22	81,936	6.34%	75,319	78,694	100,000
422,731	975,177	337,407	125	109,739	5.95%	106,454	102,527	100,400
316,744	734,179	247,042	58	85,487	6.18%	81,608	45,470	61,720
572,307	1,329,854	432,500	0	172,668	6.89%	141,505	157,541	128,100
3,071,687	7,074,807	2,518,770	-68,084	662,601	4.95%	760,953	484,987	481,000
528,477	1,210,662	369,039	22,658	213,289	9.28%	183,557	219,388	217,000
218,896	471,203	193,806	1,893	37,532	4.08%	39,816	35,725	8,500
317,535	785,412	284,775	83	18,784	1.34%	30,614	60,876	64,000
498,830	1,165,995	246,525	2,160	289,144	13.15%	290,420	270,532	230,396
120,033	286,826	111,541	383	14,567	2.74%	12,534	7,775	10,000
217,429	517,959	169,155	23	56,051	5.84%	37,768	20,105	13,000
485,111	1,144,604	386,359	244	126,699	5.91%	134,410	126,699	78,440
736,608	1,649,592	459,507	101,847	451,434	14.13%	342,846	333,291	278,000
420,860	966,817	360,031	0	102,287	5.53%	76,761	30,424	36,877
133,752	313,248	117,971	-3,431	20,797	3.53%	15,835	1,299	1,100

# ABC BOARD RESULTS \ REVENUE & DISTRIBUTIONS

ABC BOARDS BY COUNTY (NUMBER OF STORES)	SALES			STATE TAXES COLLECTED	COST OF LIQUOR SOLD	OPERATING EXPENSES	OTHER INCOME & EXPENSE
	GROSS SALES	PERCENT CHANGE OVER FY 2017	FORECAST FOR FY 2019				
Walnut Cove (1)	987,449	8.00%	945,000	222,962	533,515	177,886	0
<b>SURRY</b>							
Dobson (1)	635,221	1.05%	618,700	143,188	338,605	132,101	113
Mount Airy (1)	2,362,407	1.41%	2,361,458	542,546	1,214,362	442,548	962
Pilot Mountain (1)	1,060,811	7.34%	1,040,000	237,600	558,132	191,976	-478
Yadkin Valley (1)	1,865,372	10.09%	1,850,000	423,399	991,977	260,898	-28,017
<b>SWAIN</b>							
Bryson City (1)	2,150,577	5.50%	2,247,353	495,947	1,129,397	322,332	127
<b>TRANSYLVANIA</b>							
Brevard (2)	3,722,325	7.67%	4,097,658	861,647	1,958,314	598,690	350
<b>TYRRELL COUNTY (1)</b>	460,594	-0.04%	465,000	111,696	245,107	84,641	-5,944
<b>UNION</b>							
Indian Trail (1)	4,279,711	6.82%	4,338,406	995,815	2,229,562	579,688	1,266
Monroe (1)	4,731,863	4.16%	4,800,000	1,102,241	2,444,417	678,416	1,671
Waxhaw (1)	3,248,649	14.36%	3,200,000	761,841	1,733,110	474,876	702
Wingate (1)	1,628,475	5.00%	1,500,000	366,653	862,533	266,112	0
<b>VANCE COUNTY (1)</b>	3,935,178	1.69%	3,695,000	894,011	2,109,223	672,070	33
<b>WAKE COUNTY (24)</b>	138,891,419	6.55%	137,471,000	33,006,048	70,990,914	12,734,318	222,557
<b>WARREN COUNTY (2)</b>	2,550,362	2.62%	2,555,000	584,691	1,334,408	421,249	-22,538
<b>WASHINGTON COUNTY (1)</b>	909,783	-0.13%	910,000	210,673	467,294	186,073	386
<b>WATAUGA</b>							
Blowing Rock (1)	1,795,909	7.28%	1,750,000	436,831	894,028	292,622	380
Boone (1)	6,511,972	1.68%	6,665,000	1,546,422	3,348,449	815,385	-2,554
<b>WAYNE COUNTY (5)</b>	9,031,220	2.50%	9,154,627	2,069,850	4,737,870	1,528,209	589
<b>WILKES</b>							
North Wilkesboro (1)	1,367,124	2.94%	1,530,145	310,226	719,120	336,897	0
Wilkesboro (2)	2,517,961	6.87%	2,825,000	575,712	1,334,135	575,500	0
<b>WILSON COUNTY (6)</b>	8,540,808	1.18%	8,194,500	1,954,468	4,477,030	1,441,472	8,280
<b>YANCEY</b>							
Burnsville (1)	1,158,787	3.03%	1,291,000	263,007	609,805	204,559	0
<b>TOTALS</b>	<b>1,129,023,535</b>	<b>5.64%</b>	<b>1,149,735,523</b>	<b>265,098,444</b>	<b>581,905,863</b>	<b>153,503,877</b>	<b>673,865</b>



# JULY 1, 2017 - JUNE 30, 2018

LOCAL PROFITS			LOCAL DISTRIBUTIONS	
PROFIT BEFORE DISTRIBUTION 2018	PROFIT PERCENT FY 2018	PROFIT BEFORE DISTRIBUTION FY 2017	FY 2018	FORECAST FOR FY 2019
53,086	5.38%	27,914	38,603	26,783
21,440	3.38%	24,268	17,792	9,041
163,913	6.94%	162,429	155,973	156,867
72,625	6.85%	75,270	5,018	41,600
161,081	8.64%	146,066	12,881	18,100
203,028	9.44%	184,233	209,000	169,950
304,024	8.17%	293,001	303,674	226,867
13,206	2.87%	19,702	0	1,075
475,912	11.12%	410,180	380,500	230,000
508,460	10.75%	449,515	560,908	464,600
279,524	8.60%	252,938	226,000	247,000
133,177	8.18%	102,815	64,834	50,929
259,907	6.60%	250,121	152,762	117,540
22,382,696	16.12%	21,224,674	17,305,692	12,255,000
187,476	7.35%	169,062	13,751	13,000
46,129	5.07%	31,321	64,980	4,000
172,808	9.62%	176,430	124,931	80,000
799,162	12.27%	808,344	604,981	621,930
695,880	7.71%	709,780	246,138	386,419
881	0.06%	13,545	0	14,000
32,614	1.30%	5,961	0	55,500
676,118	7.92%	550,900	424,673	418,000
81,416	7.03%	69,167	5,788	7,000
<b>129,189,216</b>	<b>11.44%</b>	<b>119,658,156</b>	<b>102,207,208</b>	<b>87,104,116</b>



REVENUES FROM SPIRITUOUS LIQUOR

	STATUTORY AUTHORITY	JUNE 30, 2018	JUNE 30, 2017	PERCENT CHANGE
Liquor Sales - Regular		905,552,749	862,577,744	4.98%
Mixed Beverage Sales		221,872,475	204,631,073	8.43%
Fortified Wine/Mixer Sales		1,598,311	1,565,029	2.13%
Total Sales		1,129,023,535	1,068,773,846	5.64%
State Excise Tax	105-113.80(6); 18B-805(b)(2)	241,979,092	229,078,266	5.63%
Mixed Beverage Tax - Revenue	18B-804(b)(8),(9); 18B-805(b)(2)	18,032,378	16,777,951	7.48%
Mixed Beverage Tax - DHHS	18B-804(b)(8),(9); 18B-805(b)(3)	1,802,824	1,677,553	7.47%
Rehabilitation Tax	18B-804(b)(6b); 18B-805(b)(4)	3,200,218	3,091,502	3.52%
Wine Sales Tax		83,932	84,659	-0.86%
Cost of Goods Sold	18B-805(b)(1)	581,905,863	551,875,041	5.44%
Operating Expenses	18B-805(b)(1)	153,503,877	146,533,121	4.76%
Interest Income	18B-805(a)	304,573	238,074	27.93%
Other Income/Expense	18B-805(a)	369,292	-261,806	-241.06%
Profit Before Distribution		129,189,216	119,632,021	7.99%
Profit Percent To Sales		11.44%	11.19%	0.25%
Law Enforcement	18B-805(c)(2)	8,844,597	8,360,935	5.78%
Alcohol Education	18B-805(c)(3)	13,017,215	12,171,893	6.94%
Net Profit		107,327,404	99,099,193	8.30%
County - City Distributions	18B-805(e)	80,345,396	74,503,732	7.84%
Number Of Stores		433	428	
Mixed Beverage Tax Retained	18B-805(b)(2); 18B-805(f)	16,226,150	15,100,222	7.46%
Liquor Sales Tax	105-164.4(a); 18B-805(b)(2)	63,414,141	60,382,578	5.02%

NC ABC Boards reporting July 1, 2017 - June 30, 2018



## NORTH CAROLINA'S

# 3 Tier System



Our three-tier system is an effective method of alcohol regulation with a structure that creates important public health safeguards while streamlining the tax revenue process.

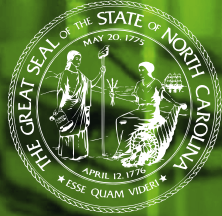
North Carolina has a three-tier system in place that requires the company wishing to sell products (tier **1**) to sell and ship only to wholesalers (tier **2**), who may sell only to retailers (tier **3**).

## ABC BY THE NUMBERS

REVENUE	<b>1.1B</b> More than \$1 Billion ABC Revenue	<b>80M</b> \$80 Million distributed directly to city and county governments	<b>25M</b> \$25 Million collected from permitting fees, then distributed to the General Fund	<b>323M</b> \$323 Million in liquor revenues distributed to the General Fund	<b>1M</b> More than \$1 Million collected in fines, then sent to the school districts in which the ABC rule violation occurred	
BOARDS	<b>168</b> Local ABC Boards that own/lease their own property and hire/manage their own staff	<b>433</b> ABC Stores owned by local ABC Boards	<b>58</b> NC Distilleries <b>3K</b> Spirituous liquor products available in NC	<b>255</b> NC Breweries <b>20K</b> Beer products for sale in NC	<b>221</b> NC Wineries <b>88K</b> Wine products for sale in NC	<b>19K</b> New beer and wine products approved for sale in FY18
OUTREACH	<b>5M</b> North Carolinians reached by Talk it Out campaign advertising	<b>5K</b> Alcohol Sellers/Servers Trained	<b>25</b> Statewide Partners in Underage Drinking Prevention	<b>2</b> Awards for Excellence in the Talk it Out campaign	<b>652</b> Pieces of earned media generated by the Initiative to Reduce Underage Drinking	
LEGAL	<b>6K</b> Investigations on Permitted Businesses	<b>1487</b> Inspections on Permitted Businesses	<b>1631</b> Written warnings issued by our Audit/Investigation Division to permit holders	<b>1360</b> Violations received and processed by our Legal Division	<b>100</b> Approximately 100 cases heard each month at the Commission Meeting	
PERMITS	<b>18K</b> Renewed Permitted Retail Businesses (Restaurants, Convenience Stores, Clubs, etc.)	<b>5K</b> New Permits Issued in FY18	<b>19</b> Types of Commercial Permits	<b>31</b> Types of Retail Permits	<b>64K</b> Permanent Permits Maintained (in and out of state)	







# ABC


COMMISSION  
NORTH CAROLINA

[abc.nc.gov](http://abc.nc.gov) | [contact@abc.nc.gov](mailto:contact@abc.nc.gov)

North Carolina is one of 17 states to regulate alcohol through a control system. Since 1937, the North Carolina Alcoholic Beverage Control Commission has provided regulation and control over the sale, purchase, transportation, manufacture, consumption and possession of alcoholic beverages in the state of North Carolina.

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