

2020 Annual Report



NC ABC COMMISSION

Distributions

TOTAL REVENUE DISTRIBUTIONS: \$529,307,824

Local ABC Boards in North Carolina are established and operated with no state funds.

Through the sale of \$1,367,857,493 in spirituous liquor and fortified wine in ABC stores in the fiscal year ending June 30, 2020, total revenue distributions amounted to \$529,307,824 to the state's General Fund and the cities and counties where alcohol sales are allowed.



DEPARTMENT OF HEALTH & HUMAN SERVICES
\$1,541,588

COUNTIES - REHABILITATION
\$3,689,042

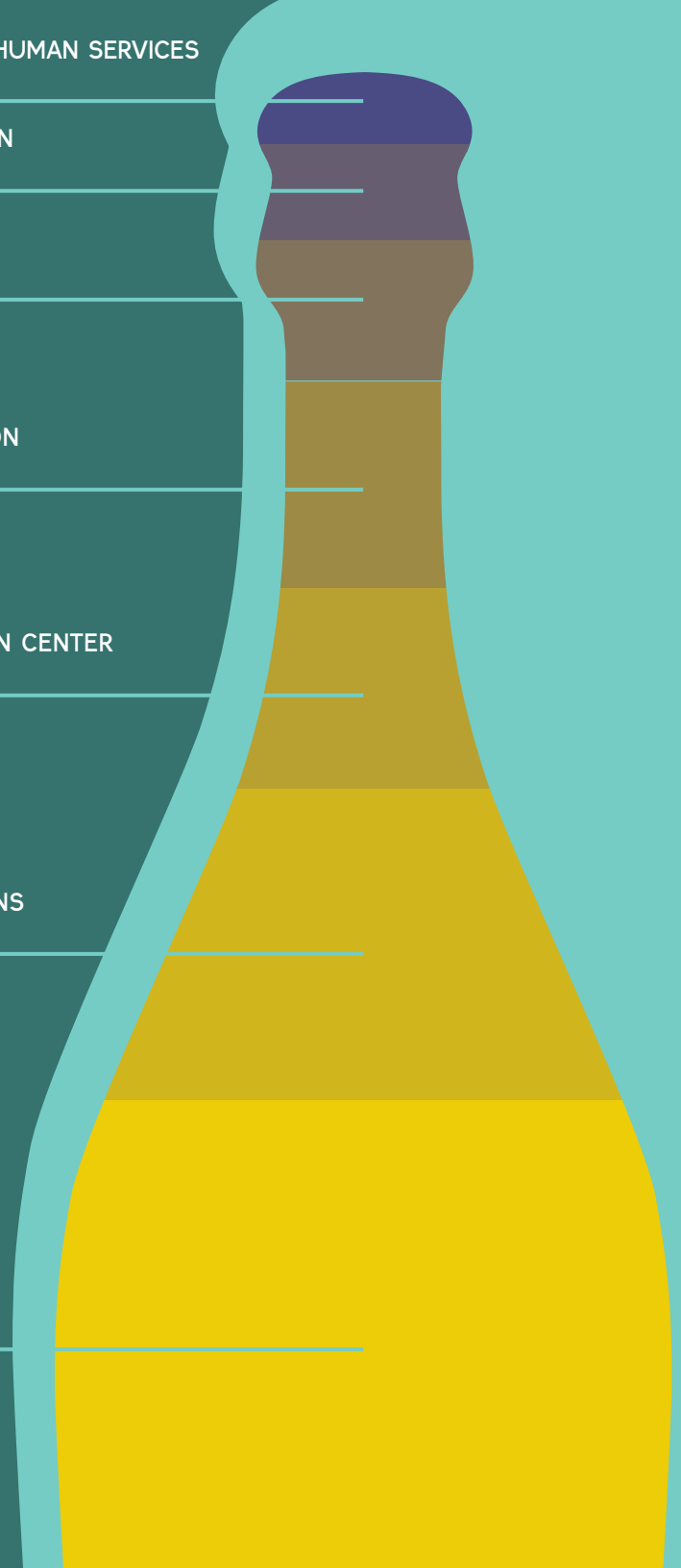
LOCAL LAW ENFORCEMENT
\$11,575,108

LOCAL ALCOHOL EDUCATION
\$14,527,457

NCABC & ABC DISTRIBUTION CENTER
\$19,194,351

COUNTY-CITY DISTRIBUTIONS
\$104,548,529

GENERAL FUND
\$393,426,100





2015 Annual Report

LETTER FROM THE CHAIRMAN ...	2
NABCA CHAIRMANSHIP.....	3
LOCAL ABC BOARDS	4
ABC COMMISSION STAFF.....	5
SECTION UPDATES	6
NC DISTILLERIES	8

ABC BOARD HIGHLIGHTS & CASE SHIPMENTS ..	9
ABC BOARD RESULTS	10
REVENUES FROM SPIRITUOUS LIQUOR	24



Message from Chairman Zander Guy

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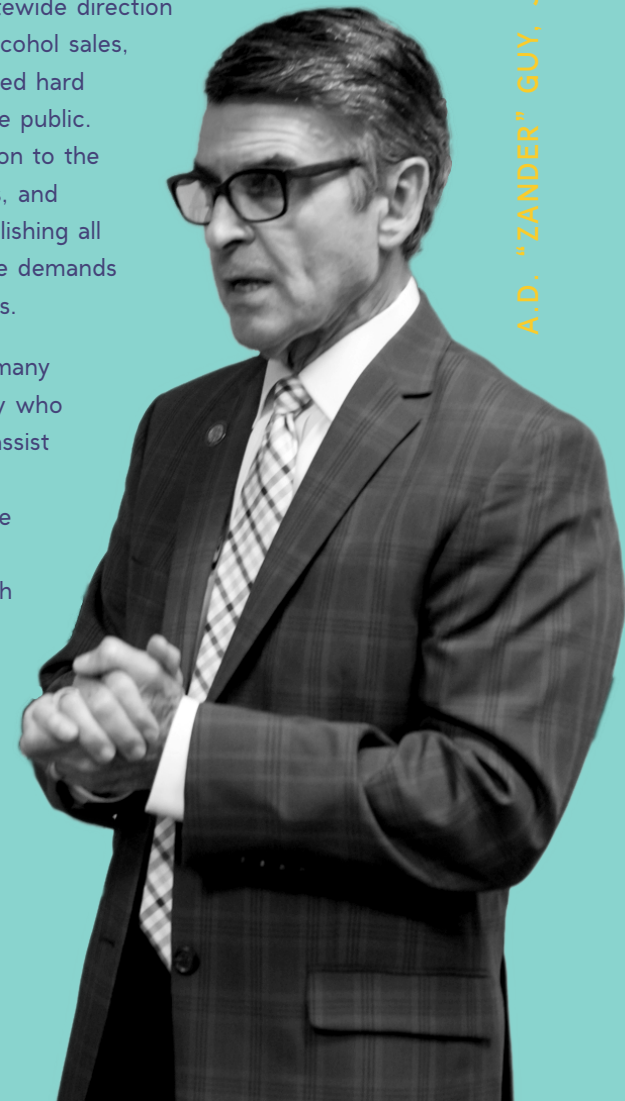
As I reflect on the past year, I'm incredibly proud of the accomplishments of the NC ABC system, and the progress we continue to make in our mission to enhance customer service and find innovative solutions for challenges. As always, I'm grateful for Governor Roy Cooper for providing me the opportunity to lead this great organization, and grateful for Commissioner Karen Stout and Commissioner Norman Mitchell, who have been able to seamlessly handle the business of the Commission while meeting remotely. I'm also happy knowing that our team has grown at the Commission over the past year. But where there have been great successes, there have also been great challenges.

All our lives and daily operations changed during COVID-19. For those who know me, they know how much I cherish the opportunity to speak with people and connect with one another in-person, making this new normal particularly difficult. And we know, the pandemic has been devastating for many ABC permit holders, who are facing unprecedented obstacles and challenges this year.

”

As a system, we play in the face of these challenges. I am incredibly thankful for the passionate and hard-working team we have at the ABC Commission and in our NC ABC System. I have seen first-hand how the ABC Commission staff have gone above and beyond during these times. Staff have been able to process applications remotely, have worked with permittees to explore options for alcohol sales and service, and have communicated temporary policy changes such as curbside sale of beer and wine to-go. As Executive Orders have provided statewide direction over activities including alcohol sales, the Commission has worked hard to provide guidance to the public. This work comes in addition to the normal job responsibilities, and they're gracefully accomplishing all of this while balancing the demands of their own personal lives.

I also want to thank the many others outside our agency who are working tirelessly to assist whenever and wherever they can. This includes the local ABC boards that are implementing public health safety protocols in their stores, or that offered buybacks for mixed beverage customers that were required to close. This also includes distilleries that modified their operations to produce hand sanitizer, or the North



A.D. "ZANDER" GUY, JR.

Carolina Beer and Wine Wholesalers who used their trucks and drivers to help support critical supply chains. Last but certainly not least, I want to thank our many law enforcement partners across the state, including Secretary Erik Hooks with the Department of Public Safety and Director Bryan House with North Carolina Alcohol Law Enforcement, who work relentlessly to keep our communities safe. COVID-19 has been a dose of reality in showing us how important we are to one another.

Even in light of the various disruptions in supply chains and in our daily lives, the NC ABC System had another record-setting year with \$1,367,857,493 in total sales at ABC stores. The revenues generated for the General Fund and local municipalities statewide shows how important the ABC system and control model is, particularly at times like these when we need both control and recurring revenue in our communities. As our state's population and the NC ABC system continues to grow, the NC ABC Commission will remain committed to innovation, efficiency, and customer service to ensure we best serve the needs of North Carolinians.

Sincerely,



A.D. Zander Guy, Jr.

As one of the 17 states and jurisdictions in the United States that regulates alcohol through a control system, the NC ABC Commission partners with these fellow control states as a member of the National Alcohol Beverage Control Association (NABCA). Founded in 1938, NABCA provides research, analytics and alcohol regulatory information, and acts as liaison to federal, state and local governments, research groups, public health associations, the media and other organizations impacting alcohol policy. NABCA is managed by its Board of Directors, with a Chairman elected annually by the Board.

Chairman Zander Guy had the honor of being elected Chairman for NABCA for the current fiscal year.

Chairman Guy assumed this leadership role with NABCA early in the onset of the COVID-19 pandemic, but has embraced the challenges and opportunities that have come with it. The value that NABCA provides to its members has been amplified by COVID-19. While the pandemic has affected locations differently, many of the challenges our states and industry face are the same, or have similarities that research, networking, and collaboration with other NABCA members can help solve.

This idea of Sharing Solutions is Chairman Guy's central focus for his NABCA Chairmanship. Chairman Guy and the NC ABC Commission staff continue to work remotely with partners, permittees, industry members, and fellow control states to solve the problems we face now, and the problems we will face in the future.



StateWays highlighted Chairman Guy's appointment as NABCA Chairman in their summer 2020 issue.

NABCA Chairmanship

Local ABC Boards

The ABC Commission is only one part of the ABC system in North Carolina and relies heavily on the hard work and customer service provided by the local ABC boards throughout the state.

In July 2019, the Alexander County ABC Board formed, bringing the total number of boards across the state to 171.

This action marked an historic milestone: Alexander County will be the last new ABC board in the North Carolina ABC system, since North Carolina Session Law 2019-182 limits the creation of any future ABC boards, except by merger.

North Carolina's ABC stores, designated as essential operations in Governor Roy Cooper's Executive Orders, adapted to serve the public throughout the COVID-19 pandemic. Starting in March 2020, North Carolina's boards implemented new business approaches that included restricted hours, social distancing, masking requirements and other measures designed to protect the health of the public and store employees. And, despite the challenges presented by the unprecedented global crisis, ABC store sales in the state set new levels with **\$1,367,857,493 in total sales** for the period from July 1, 2019 through June 30, 2020.

SPECIAL ORDERS

The state of North Carolina lists well over 2,500 spirituous liquor products that are regularly available for ABC boards to purchase. However, customers often request items that are not regularly listed in the state ABC warehouse. **Throughout FY20, ABC boards across North Carolina facilitated 10,908 special orders for ABC customers. This was an increase of 78% over FY19.** Special orders are an important part of ensuring customers in North Carolina have access to the wide range of spirituous liquor products they want.

TASTINGS IN ABC STORES

In July 2019, lawmakers passed North Carolina **Session Law 2019-182**, allowing spirituous liquor special event permittees to conduct spirituous liquor tastings in ABC stores when approved by the local ABC board. **Throughout FY20, 918 tasting events were scheduled at ABC stores across North Carolina.**

Thank you to all the
local ABC boards!



ABC Commission



ABC Staff

As the chief regulator for all alcoholic beverages in the state, the ABC Commission meets the demands of a growing state and a rapidly changing market.

ABC Commission staff serve the public in the following areas:

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

Section Updates

AUDITS & INVESTIGATIONS

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 Section launches thousands of investigations and inspections and conducts full audits of retail locations across the state. In FY20, Audit staff gave 1,309 written warnings and submitted 94 violation reports to the Legal Section for consideration of sanctions against permit holders.

EDUCATION OUTREACH

The Education Outreach Section continued its goal of increasing impact through its training, education, and awareness programs. One key focus continues to be the award-winning Talk it Out campaign, with television, radio, and digital advertising in English and Spanish throughout the state. Throughout the year, the media campaign reminded adults such as parents, coaches, and other responsible adults to engage with the young people in their lives and educate them about the dangers of underage drinking. During FY20, the campaign increased its statewide ambassador program from eight to ten. These ambassadors are prevention-specialists located strategically throughout North Carolina to assist local ABC Boards or other local partners with education programming.

The Education Outreach Section has also adapted in its delivery of server training programs due to the COVID-19 circumstances. Trainers have adapted to provide this critically important information in a format that still allows for feedback and interaction between the trainer and the participant. Over the course of FY20, the ABC Commission trained 26,347 delivery personnel, sellers, and servers of alcohol in-person and online.

INFORMATION TECHNOLOGY

The Information Technology (IT) Section continues to ensure the Commission is prepared to meet the needs of our customers and the general public in a rapidly changing environment. With the disruptions caused by COVID-19, the IT Section has worked hard to adapt the Commission's infrastructure and facilitate more ABC Commission business virtually through web conference services, email, and the Commission's website. They've successfully met the increased demand and continue to streamline the ABC Commission's processes.

The IT Section also helped launch the ABC Commission's online training program for individuals delivering beer or wine. This became particularly important following the creation of the Delivery Service ABC Permit in North Carolina Session Law 2019-182. The content of the training program was designed by the Education Outreach Section and other relevant stakeholders.





PERMITTING & PRODUCT COMPLIANCE

The Permit Section assists applicants ranging from mom-and-pop shops all the way to mega-corporations with many different types of permit applications. With great attention to detail, this section 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 FY20 the ABC Commission issued 5,202 new permits while maintaining more than 67,502 permanent permits, generating approximately \$22 million for the state's General Fund.

North Carolina law requires that all alcoholic beverage 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 unfortified wine products are processed by the Product Compliance Section. With over 100,000 wine and beer products for sale in North Carolina, the staff in the section stay busy ensuring breweries, wineries, wholesalers, and non-resident suppliers' products are in compliance.

LEGAL

The ABC Commission Legal Section 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.

Each month, the ABC Commission meets to review cases where businesses can pay a fine or have their permits suspended. The ABC Commission sets and enforces administrative penalties for alcohol-related violations to reduce potentially dangerous behavior and ensure compliance with state regulations. In its March 2020 report to the General Assembly, the Performance Evaluation Division directed the ABC Commission to share how well it is accomplishing these goals by reporting the total percentage of permittees committing a violation and the repeat offense rate. In FY20, the ABC Commission received violation reports for approximately 4% of active ABC permit holders (retail and commercial). The Commission received a second violation report for approximately 0.4% of active permit holders.

North Carolina's ABC Laws are found in Chapter 18B of the NC General Statutes. The ABC Commission's Rules are found in Title 14B, Chapter 15 of the NC Administrative Code. On July 29th, 2019, Governor Cooper signed SL 2019-183 (S290) into law, making various revisions to the ABC laws of NC. Some examples of these changes are:

- Allow distilleries to obtain On-Premise retail permits
- Allow ABC boards to conduct in-store spirituous liquor tastings
- Require that local ABC boards fulfill special order requests
- Allow two alcoholic drinks to be sold to one customer at a time (if drinks are beer or wine and sale does not take place at or during a college or university event)
- Allow sale and consumption of alcohol at bingo games
- Restrict creation of new ABC systems (boards)
- Create a "Common Area Entertainment" permit
- Create a "Delivery Service" permit

Throughout FY20, the ABC Commission has worked with stakeholders throughout North Carolina to establish and modify administrative rules where necessary to appropriately implement these legislative changes. For the 2019 legislative session, the Commission has identified 17 separate sets of rules that may be needed related to this legislation. This rulemaking process is ongoing.

NC Distilleries

IN PRODUCTION AS OF JUNE 30, 2020

Apiary Distillery	Doodle Sasser Distilling	Instill Distilling	Seven Jars Distillery
Asheville Distilling Co.	Dragon Moonshine Co.	Laws Distillery	Seventy Eight C Spirits
Barrister & Brewer	Durham Distillery	Lizard Lick Distillery	South Mountain Distilling
Blue Ridge Distilling	E O D Distillery	Lonerider Spirits	Southern Artisan Spirits
Blue Shark Vodka	Eda Rhyne Distilling	Mason Inlet Distillery	Southern Distilling Co.
Bogue Sound Distillery	Elevated Mountain Distilling	Mayberry Distillery	Southern Grace Distilleries
Broad Branch Distillery	Fainting Goat Spirits	McFarms Blueberries	Stainless Still Distillery
Broadslab Distillery	Fair Game Beverage	MHW / Creekwater	Steves Soulshine
Brothers Vilgalys Spirits	First Flight Vodka	Mother Earth Spirits	Sutler's Spirit Company
Call Family Distillers	Foothills Distillery	Muddy River Distillery	Three Stacks Distilling Co.
Cape Fear Distillery	Founding Fathers Distillery	Murto Made	Top of the Hill Distillery
Carolina Country Distillery	Four Hounds Distilling	Oak & Grist Distilling Co.	Two Doors Distilling Co.
Cedar Mountain Moonshine	GIA Distillery	Oaklee Distilling Co.	Two Trees Distilling Co.
Chemist	Gold Leaf Distilling Co.	Old Nick Williams Co.	Unknown Barrelworks
Copper Barrel Distillery	Graybeard Distillery	Outer Banks Craft Distilling	Walton's Distillery
Covington Spirits	Great Wagon Road Distilling	Piedmont Distillers	Warehouse Distillery
Cultivated Cocktails	Gunpowder Creek Distillery	Pinetop Distillery	Weetock Distilleries
Dalton Distillery	Hackney Distillery	Prost Beverage	Weldon Mills Distillery
Diablo Distilleries	Holman Distillery	Raleigh Rum Company	Windsor Run Cellars
Doc Porter's Distillery	Howling Moon	Scotts Point Distillery	Winery at the Blueberry Farm

The ABC Commission would like to recognize those distillers who, in response to the COVID-19 pandemic, approached the ABC Commission with requests to begin distilling hand sanitization solution for distribution in their communities. Even more impressive, some distilleries made this solution available free of charge. The ABC Commission is proud of these businesses and their distilling teams for their contributions and assistance to communities across North Carolina during these trying times.

We are proud to be your partners
in the NC ABC system.

ABC Board Highlights

FY 2010 - FY 2020

Case Shipments

ABC STORE OPENINGS & CLOSINGS

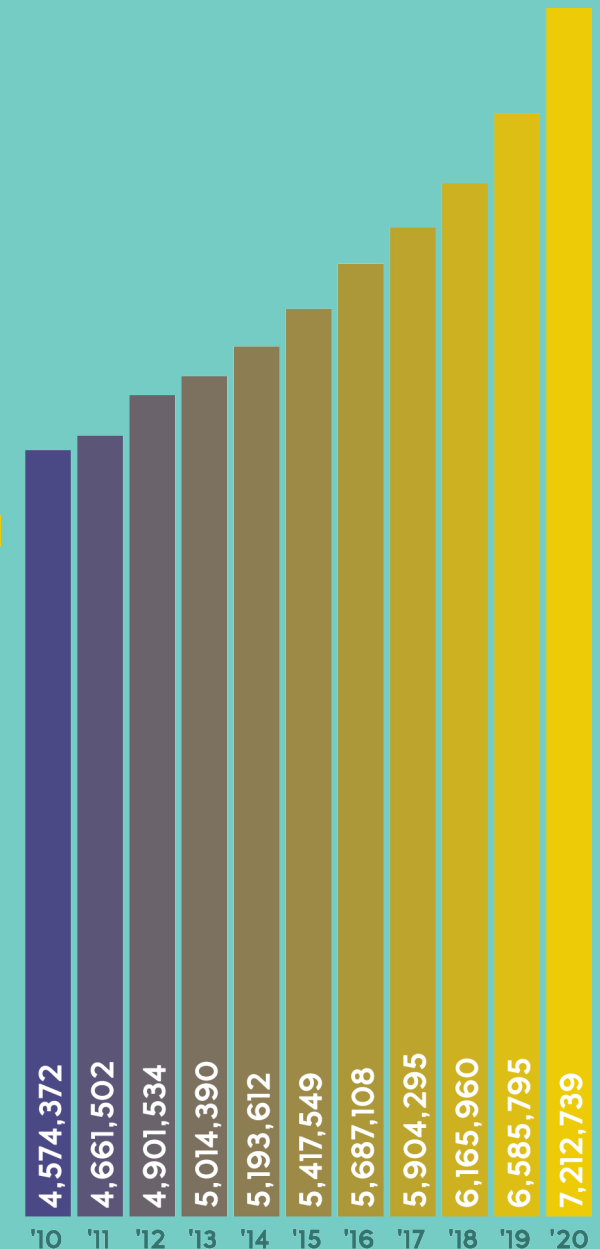
436 Total ABC Stores as of June 30, 2020

ABC BOARD	OUTCOME
Cumberland County	Closed 1 store
Davidson County	Opened 1 store
Jones County	Closed 1 store
Mecklenburg County	Opened 1 store
Nash County	Closed 1 store

ABC BOARD NEWS

FY 2020 Election Results

MUNICIPALITY	MIXED BEVERAGE ELECTIONS	ABC STORE ELECTIONS
Beulaville	Yes	Yes
Coats	Yes	-
Fremont	Yes	-
Saluda (Henderson and Polk Counties)	Yes	-



FY 2020 Total: 7,212,739
+9.52% from FY 2019

ABC Board Reven

ABC BOARDS BY COUNTY <i>(Number of Stores)</i>	SALES			EXPENSES		
	GROSS SALES	PERCENT CHANGE OVER FY 2019	FORECAST FOR FY 2021	STATE TAXES COLLECTED	COST OF LIQUOR SOLD	OPERATING EXPENSES
ALAMANCE						
Alamance Municipal (5)	18,034,272	17.36%	18,476,800	4,165,614	9,407,301	2,611,489
ALLEGHANY						
Sparta (1)	977,425	11.83%	904,500	223,837	509,750	163,562
ANSON						
Wadesboro (1)	1,734,626	14.20%	1,811,303	391,708	924,380	270,442
ASHE						
West Jefferson (1)	2,489,956	20.84%	2,600,000	565,639	1,305,628	363,668
AVERY						
High Country (1)	4,061,584	11.29%	4,143,112	950,153	2,094,482	542,934
BEAUFORT COUNTY (6)	6,984,866	16.62%	6,284,765	1,588,763	3,667,747	1,241,765
BERTIE COUNTY (1)	995,521	15.63%	1,005,000	223,810	525,039	190,595
BLADEN						
Elizabethtown (1)	1,911,875	16.36%	1,650,000	432,948	1,008,835	221,743
BRUNSWICK						
Belville (2)	5,435,465	21.56%	5,481,330	1,223,458	2,978,670	689,864
Boiling Spring Lakes (1)	1,151,046	23.16%	1,200,000	258,501	583,131	261,934
Brunswick County (2)	3,970,759	13.40%	3,374,035	923,574	2,058,435	613,316
Calabash (1)	2,125,348	13.76%	1,944,300	494,175	1,139,507	303,728
Oak Island (1)	3,691,191	12.98%	3,850,000	857,483	1,919,511	522,929
Ocean Isle Beach (1)	2,863,270	11.22%	2,881,594	661,486	1,469,751	408,304
Shalotte (1)	2,359,885	9.76%	2,100,000	544,310	1,235,025	345,921
Southport (1)	4,194,619	13.70%	4,000,000	982,577	2,166,857	545,597
Sunset Beach (1)	1,962,243	9.96%	1,937,584	447,474	1,029,009	318,482
BUNCOMBE						
Asheville (9)	39,952,789	4.37%	40,261,782	9,545,543	20,159,660	5,409,483
Black Mountain (1)	3,311,924	18.34%	3,098,000	755,939	1,740,828	420,640
Weaverville (1)	3,821,696	16.22%	3,808,122	864,017	2,015,956	607,800
Woodfin (1)	2,402,222	26.90%	1,947,500	540,282	1,274,592	398,850
BURKE						
Morganton (1)	4,145,340	12.71%	3,852,395	949,071	2,173,276	493,470
Valdese (1)	1,367,340	21.79%	1,167,000	309,833	708,660	239,009

Revenue & Distributions

JULY 1, 2019 - JUNE 30, 2020

OTHER INCOME & EXPENSE	LOCAL PROFITS			LOCAL DISTRIBUTIONS <i>(Law Enforcement, Alcohol Education, County/Municipal)</i>	
	PROFIT BEFORE DISTRIBUTIONS FY20	PERCENT PROFIT	PROFIT BEFORE DISTRIBUTIONS FY19	FY 2020	FORECAST FOR FY 2021
12,839	1,862,707	10.33%	1,490,023	1,397,034	1,539,600
117	80,393	8.22%	73,262	58,479	115,859
2,126	150,222	8.66%	107,352	106,000	80,119
0	255,021	10.24%	192,080	222,040	162,000
4,067	478,082	11.77%	428,042	473,150	354,800
2,224	488,815	7.00%	377,730	254,503	214,689
158	56,235	5.65%	28,641	20,395	38,227
3,313	251,662	13.16%	193,435	128,573	151,800
0	543,473	10.00%	430,420	561,701	386,592
-775	46,705	4.06%	30,455	26,603	44,300
-2,665	372,769	9.39%	339,980	61,304	48,143
2,500	190,438	8.96%	231,646	257,631	129,827
2,618	393,886	10.67%	346,921	357,990	295,800
693	324,422	11.33%	278,303	328,774	301,532
-236	234,393	9.93%	131,133	86,913	30,000
-4,818	494,770	11.80%	443,048	494,770	342,867
-6,047	161,231	8.22%	131,091	98,732	61,000
-170,035	4,668,068	11.68%	4,880,220	3,860,418	3,337,003
701	395,218	11.93%	330,325	167,443	123,000
-45,366	288,557	7.55%	213,710	320,364	152,092
325	188,823	7.86%	135,369	74,405	68,000
514	530,037	12.79%	452,233	530,036	522,432
-4,931	104,907	7.67%	70,454	25,000	0

ABC Board Reven

ABC BOARDS BY COUNTY <i>(Number of Stores)</i>	SALES			EXPENSES		
	GROSS SALES	PERCENT CHANGE OVER FY 2019	FORECAST FOR FY 2021	STATE TAXES COLLECTED	COST OF LIQUOR SOLD	OPERATING EXPENSES
CABARRUS						
Concord (7)	25,107,095	30.43%	24,000,000	5,774,548	13,009,787	3,135,447
Mount Pleasant (1)	1,066,883	16.57%	1,262,950	243,600	592,157	227,554
CALDWELL						
Granite Falls (1)	1,592,164	22.99%	1,326,000	360,192	828,411	234,328
Lenoir City (2)	4,240,709	16.64%	3,800,000	961,159	2,216,940	569,063
CAMDEN COUNTY (2)	1,963,789	27.19%	1,695,750	440,706	1,047,744	327,229
CARTERET COUNTY (6)	17,611,924	10.64%	16,750,000	4,113,658	9,013,510	2,232,817
CASWELL COUNTY (4)	2,582,234	14.83%	2,572,000	584,320	1,371,610	512,168
CATAWBA COUNTY (12)	25,130,576	17.43%	22,970,772	5,791,045	13,062,488	3,577,419
CHATHAM COUNTY						
Chatham County (3)	5,439,665	22.63%	5,384,580	1,226,017	2,901,282	1,026,052
Pittsboro (1)	1,944,279	13.92%	2,099,000	446,651	1,020,597	224,038
Siler City (1)	1,844,679	18.35%	1,939,350	415,318	967,298	284,851
CHEROKEE						
Andrews (1)	950,717	16.85%	987,000	215,012	501,512	192,284
Murphy (1)	3,960,769	15.29%	3,767,000	896,021	2,094,145	625,948
CHOWAN COUNTY (1)	1,860,689	13.14%	1,859,000	425,268	978,422	294,437
CLAY COUNTY (1)	3,139,164	18.25%	2,977,000	709,061	1,656,216	459,967
CLEVELAND						
Kings Mountain (1)	2,205,818	11.84%	2,190,972	501,718	1,168,845	344,980
Shelby (2)	5,614,963	9.98%	5,556,000	1,283,863	2,935,519	936,616
COLUMBUS						
Brunswick (1)	521,707	-0.56%	551,400	115,727	269,439	96,366
Lake Waccamaw (1)	638,247	26.56%	610,190	143,622	343,137	88,059
Tabor City (1)	1,055,588	11.41%	1,115,000	237,864	555,839	141,335
West Columbus (1)	904,185	24.22%	878,000	203,457	481,464	170,080
Whiteville (1)	1,695,910	19.01%	1,400,000	387,056	895,579	216,041
CRAVEN COUNTY (5)	12,936,312	13.23%	12,327,360	2,983,328	6,739,632	1,773,947
CUMBERLAND COUNTY (10)	45,511,903	13.96%	43,008,900	10,497,882	23,689,158	6,079,041
CURRITUCK COUNTY (3)	6,307,917	4.30%	5,900,000	1,448,341	3,295,309	898,280
DARE COUNTY (5)	18,067,964	0.47%	17,600,000	4,241,661	9,236,197	2,206,538

Revenue & Distributions

JULY 1, 2019 - JUNE 30, 2020

OTHER INCOME & EXPENSE	LOCAL PROFITS			LOCAL DISTRIBUTIONS (Law Enforcement, Alcohol Education, County/Municipal)	
	PROFIT BEFORE DISTRIBUTIONS FY20	PERCENT PROFIT	PROFIT BEFORE DISTRIBUTIONS FY19	FY 2020	FORECAST FOR FY 2021
-6,896	3,180,417	12.67%	2,469,411	1,039,667	1,021,000
997	4,569	0.43%	28,828	0	49,170
207	169,440	10.64%	139,284	179,096	104,900
889	494,436	11.66%	376,413	489,792	362,000
-1,057	147,053	7.49%	80,506	140,245	34,600
-8,302	2,243,637	12.74%	2,050,911	1,973,011	1,221,100
265	114,401	4.43%	58,811	80,545	89,300
3,820	2,703,444	10.76%	2,160,497	1,558,234	1,360,800
4,857	291,171	5.35%	224,751	168,372	203,148
378	253,371	13.03%	211,682	301,578	100,752
385	177,597	9.63%	131,895	97,632	95,300
25	41,934	4.41%	12,782	23,196	20,000
745	345,400	8.72%	470,003	278,500	132,000
3,741	166,303	8.94%	142,218	146,303	150,000
178	314,098	10.01%	244,284	267,000	117,000
916	191,191	8.67%	187,864	105,628	96,858
-3,369	455,596	8.11%	412,741	455,123	325,000
4	40,179	7.70%	17,768	26,781	11,200
5	63,434	9.94%	66,767	26,013	22,580
-68	120,482	11.41%	91,844	151,592	41,600
-5,748	43,436	4.80%	-22,995	4,143	8,200
3,047	200,281	11.81%	71,443	251,306	6,000
38,277	1,477,682	11.42%	1,177,425	1,477,682	1,016,407
21,186	5,267,008	11.57%	4,336,950	4,489,073	4,654,072
535	666,522	10.57%	658,350	666,522	270,760
31,167	2,414,735	13.36%	2,414,477	2,105,223	1,979,815

ABC Board Reven

ABC BOARDS BY COUNTY <i>(Number of Stores)</i>	SALES			EXPENSES		
	GROSS SALES	PERCENT CHANGE OVER FY 2019	FORECAST FOR FY 2021	STATE TAXES COLLECTED	COST OF LIQUOR SOLD	OPERATING EXPENSES
DAVIDSON						
Davidson County (1)*	2,808,957	0.00%	2,500,000	636,233	1,491,840	284,493
Lexington (2)	5,619,027	10.98%	5,501,300	1,278,602	2,964,929	616,806
Thomasville (1)	4,405,065	28.70%	3,885,000	999,707	2,317,444	590,488
DAVIE						
Mocksville-Cooleemee (2)	2,887,599	59.71%	3,102,807	656,941	1,505,200	518,709
DUPLIN						
Kenansville (1)	642,823	12.77%	617,500	144,982	340,810	121,950
Wallace (1)	2,213,994	21.67%	2,100,000	504,037	1,167,267	245,781
Warsaw (1)	887,173	18.58%	754,000	201,233	476,162	163,609
DURHAM COUNTY (8)	44,198,441	9.63%	41,542,049	10,262,891	22,973,010	5,948,511
EDGECOMBE COUNTY (5)	6,316,883	21.56%	5,398,000	1,427,488	3,363,130	1,064,021
FORSYTH						
Triad Municipal (14)	53,591,236	6.31%	52,562,334	12,390,648	27,823,447	6,728,175
FRANKLIN						
Bunn (1)	1,106,305	17.48%	944,309	248,885	597,096	181,891
Franklinton (1)	1,679,987	37.79%	1,869,670	377,662	892,758	265,329
Louisburg (1)	2,138,052	21.21%	2,032,894	484,915	1,130,369	315,401
Youngsville (1)	1,804,548	27.94%	1,684,665	415,415	961,612	274,336
GASTON						
Belmont (1)	3,584,753	37.26%	3,540,000	828,851	1,857,892	577,726
Bessemer City (1)	772,662	24.26%	688,000	176,584	405,972	151,514
Cherryville (1)	1,346,082	16.64%	1,248,800	302,102	717,248	255,999
Cramerton (2)	3,374,859	19.79%	3,586,687	760,064	1,752,211	670,747
Gastonia (5)	13,789,381	15.33%	12,800,000	3,173,712	7,241,320	1,957,293
Mount Holly (1)	2,690,627	21.03%	2,418,700	611,450	1,421,889	345,633
GATES COUNTY (2)	990,228	22.86%	871,875	222,246	523,535	195,584
GRANVILLE COUNTY (2)	5,299,785	12.56%	5,525,000	1,200,611	2,804,458	768,126
GREENE COUNTY (2)	1,144,555	27.63%	910,000	257,708	602,868	214,299
GUILFORD						
Gibsonville (1)	1,638,178	39.51%	1,195,375	370,784	860,042	268,199
Greensboro (15)	58,313,777	9.88%	60,433,691	13,554,007	30,207,362	7,809,136
High Point (6)	22,340,539	10.59%	21,944,700	5,111,052	11,526,258	3,125,769

Revenue & Distributions

JULY 1, 2019 - JUNE 30, 2020

OTHER INCOME & EXPENSE	LOCAL PROFITS			LOCAL DISTRIBUTIONS (Law Enforcement, Alcohol Education, County/Municipal)	
	PROFIT BEFORE DISTRIBUTIONS FY20	PERCENT PROFIT	PROFIT BEFORE DISTRIBUTIONS FY19	FY 2020	FORECAST FOR FY 2021
-12,645	383,746	13.66%		132,700	0
-6,752	751,938	13.38%	685,219	662,953	384,100
166	497,592	11.30%	372,498	375,218	301,696
-16,181	190,568	6.60%	-12,327	95,034	79,500
7	35,088	5.46%	33,025	35,088	13,000
42	296,951	13.41%	174,716	95,087	63,300
9	46,178	5.21%	26,801	2,369	0
92,749	5,106,778	11.55%	5,094,539	3,505,115	2,655,956
1,896	464,140	7.35%	330,810	364,140	158,500
14,850	6,663,816	12.43%	6,233,938	6,141,408	5,486,000
0	78,433	7.09%	55,786	72,433	30,693
858	145,096	8.64%	76,918	140,896	81,285
441	207,808	9.72%	132,698	197,808	56,721
-6,583	146,602	8.12%	111,226	128,834	51,074
-21,159	299,125	8.34%	230,003	124,457	193,200
32	38,624	5.00%	1,444	22,000	0
829	71,562	5.32%	45,924	38,263	43,500
-42,775	149,062	4.42%	-88,211	92,390	132,142
39,899	1,456,955	10.57%	1,204,161	1,246,644	755,400
3,939	315,594	11.73%	233,349	223,018	204,289
0	48,863	4.93%	13,072	12,634	3,000
-1,188	525,402	9.91%	454,322	211,202	230,000
1,323	71,003	6.20%	38,975	47,311	6,200
-13,443	125,710	7.67%	37,070	19,401	18,000
14,383	6,757,655	11.59%	6,337,401	6,032,655	4,372,944
9,019	2,586,479	11.58%	2,404,541	2,340,421	1,624,423

ABC Board Review

ABC BOARDS BY COUNTY <i>(Number of Stores)</i>	SALES			EXPENSES		
	GROSS SALES	PERCENT CHANGE OVER FY 2019	FORECAST FOR FY 2021	STATE TAXES COLLECTED	COST OF LIQUOR SOLD	OPERATING EXPENSES
HALIFAX COUNTY (5)	6,802,110	17.99%	6,741,208	1,549,366	3,589,582	1,119,386
HARNETT						
Angier (1)	3,543,349	36.31%	3,135,107	794,409	1,869,914	433,795
Dunn (2)	2,940,816	12.18%	2,795,500	668,165	1,562,106	465,290
Lillington (1)	2,367,700	12.63%	2,400,000	548,418	1,241,969	344,334
HAYWOOD						
Canton (1)	1,859,086	16.23%	1,950,000	422,823	975,125	371,400
Maggie Valley (2)	2,999,270	9.61%	3,368,900	682,336	1,592,519	535,952
Waynesville (1)	3,407,560	9.56%	2,898,150	790,386	1,768,309	474,914
HENDERSON						
Fletcher (1)	2,905,672	13.68%	2,922,501	653,002	1,537,598	493,170
Hendersonville (3)	8,854,456	12.16%	9,000,000	2,036,377	4,570,541	1,589,272
Laurel Park (1)	1,660,017	17.54%	1,500,000	379,356	870,058	278,992
HERTFORD COUNTY (3)	2,875,305	16.92%	2,736,631	652,410	1,566,455	542,861
HOKE COUNTY (2)	3,364,576	17.08%	3,277,000	763,489	1,784,671	504,338
HYDE COUNTY (2)	722,239	-15.73%	730,600	169,677	368,813	156,642
IREDELL						
Mooresville (3)	14,786,835	18.26%	16,343,360	3,424,906	7,708,665	1,356,700
Statesville (2)	7,417,477	12.00%	6,583,125	1,696,939	3,921,895	1,106,139
Troutman (1)	2,141,471	31.18%	1,742,800	483,017	1,126,041	280,566
JACKSON COUNTY (2)	5,635,288	11.26%	5,680,865	1,308,352	2,891,519	685,314
JOHNSTON COUNTY (9)	22,004,216	20.94%	22,779,395	5,030,899	11,611,175	3,156,585
JONES COUNTY (2)	1,198,448	4.09%	995,000	269,736	633,937	233,338
LEE						
Sanford (2)	7,731,285	16.79%	7,145,000	1,765,581	4,069,597	1,186,751
LENOIR COUNTY (3)	5,522,133	13.86%	5,052,400	1,259,697	2,893,171	780,795
LINCOLN						
Lincoln County (2)	5,545,844	24.97%	6,963,817	1,250,560	2,877,744	640,475
Lincolnton (2)	3,274,989	4.41%	3,400,450	741,497	1,738,355	656,024
MACON						
Franklin (1)	3,268,855	10.45%	3,265,285	741,959	1,728,625	687,574
Highlands (1)	2,267,062	10.72%	2,383,365	543,027	1,150,679	394,720

Revenue & Distributions

JULY 1, 2019 - JUNE 30, 2020

LOCAL PROFITS				LOCAL DISTRIBUTIONS (Law Enforcement, Alcohol Education, County/Municipal)	
OTHER INCOME & EXPENSE	PROFIT BEFORE DISTRIBUTIONS FY20	PERCENT PROFIT	PROFIT BEFORE DISTRIBUTIONS FY19	FY 2020	FORECAST FOR FY 2021
4,728	548,504	8.06%	386,431	395,214	257,000
-6,642	438,589	12.38%	322,222	121,586	89,454
6,140	251,395	8.55%	184,594	171,350	146,500
305	233,284	9.85%	212,341	233,284	116,100
-170	89,568	4.82%	62,205	110,682	52,000
-3,839	184,624	6.16%	199,541	11,903	40,000
0	373,951	10.97%	341,435	251,164	139,000
4,730	226,632	7.80%	182,445	217,573	227,584
8,054	666,320	7.53%	679,000	755,120	650,000
813	132,424	7.98%	91,935	123,245	86,000
36,791	150,370	5.23%	112,143	59,837	72,790
29	312,107	9.28%	255,366	138,085	113,166
1,132	28,239	3.91%	60,994	22,832	24,400
8,715	2,305,279	15.59%	1,889,187	2,132,308	2,545,000
7,454	699,958	9.44%	610,457	562,636	297,802
-20,178	231,669	10.82%	139,494	82,410	67,664
-1,069	749,034	13.29%	639,175	471,036	594,000
81,605	2,287,162	10.39%	1,907,090	1,824,299	2,284,373
-1,500	59,937	5.00%	17,763	38,105	19,759
3,212	712,568	9.22%	583,442	700,025	340,000
735	589,205	10.67%	525,587	539,205	343,032
2,572	779,637	14.06%	586,636	285,124	292,800
802	139,915	4.27%	186,151	139,915	197,940
1,448	112,145	3.43%	83,889	72,386	78,000
288	178,924	7.89%	171,354	75,000	152,500

ABC Board Reven

ABC BOARDS BY COUNTY <i>(Number of Stores)</i>	SALES			EXPENSES		
	GROSS SALES	PERCENT CHANGE OVER FY 2019	FORECAST FOR FY 2021	STATE TAXES COLLECTED	COST OF LIQUOR SOLD	OPERATING EXPENSES
MARTIN COUNTY (2)	2,753,816	19.56%	2,574,000	622,994	1,445,716	456,660
MCDOWELL						
Marion (2)	3,512,331	18.74%	3,442,804	800,805	1,856,954	503,837
MECKLENBURG COUNTY (28)	182,168,426	2.05%	175,000,000	43,307,921	92,224,932	21,632,815
MITCHELL						
Spruce Pine (1)	1,552,819	11.72%	1,475,000	350,917	818,433	250,573
MONTGOMERY (2)	2,023,139	10.97%	1,875,221	462,421	1,061,837	412,694
MOORE COUNTY (4)	13,892,394	7.09%	16,000,000	3,204,975	7,165,534	1,570,717
NASH COUNTY (8)	13,335,351	12.33%	13,000,000	3,043,708	6,918,959	1,736,973
NEW HANOVER COUNTY (8)	52,068,384	8.41%	48,000,000	12,338,612	26,134,122	6,579,762
NORTHAMPTON COUNTY (4)	1,353,398	22.74%	1,180,000	304,156	724,291	238,885
ONslow COUNTY (6)	22,812,968	13.95%	21,245,000	5,292,866	11,759,234	3,611,009
ORANGE COUNTY (8)	24,028,572	12.47%	22,571,990	5,550,427	12,489,250	4,516,115
PAMLICO COUNTY (2)	1,806,945	17.29%	1,548,340	417,203	946,429	318,253
PASQUOTANK COUNTY (1)	4,182,205	11.48%	4,000,700	969,376	2,181,201	388,937
PENDER COUNTY (4)	8,603,523	13.74%	8,614,086	1,970,823	4,501,098	1,311,319
PERQUIMANS						
Hertford (1)	1,344,972	17.19%	1,341,699	303,049	705,495	251,015
PERSON COUNTY (2)	4,508,001	23.76%	4,704,698	1,024,125	2,377,182	565,565
PITT COUNTY (7)	22,778,633	10.68%	22,548,000	5,288,632	11,662,766	3,008,764
POLK						
Columbus (1)	739,398	8.90%	718,000	167,248	398,239	182,832
Tryon (1)	470,119	-16.94%	412,000	109,805	242,485	110,123
RANDOLPH						
Asheboro (1)	4,284,232	17.65%	4,400,000	982,456	2,240,084	583,186
Liberty (1)	1,131,323	24.49%	1,171,344	255,202	595,297	184,445
Ramseur (1)	881,833	35.25%	696,050	199,385	467,686	160,706
Randleman (1)	2,227,470	21.44%	1,904,000	504,774	1,160,599	315,409
RICHMOND						
Hamlet (1)	1,570,484	22.25%	1,610,000	356,488	839,227	240,103
Rockingham (2)	3,080,228	13.14%	2,625,000	700,081	1,658,136	430,475

Revenue & Distributions

JULY 1, 2019 - JUNE 30, 2020

OTHER INCOME & EXPENSE	LOCAL PROFITS			LOCAL DISTRIBUTIONS <i>(Law Enforcement, Alcohol Education, County/Municipal)</i>	
	PROFIT BEFORE DISTRIBUTIONS FY20	PERCENT PROFIT	PROFIT BEFORE DISTRIBUTIONS FY19	FY 2020	FORECAST FOR FY 2021
-19,739	208,707	7.58%	187,459	112,805	92,950
-18,774	331,961	9.45%	232,223	297,018	213,024
238,129	25,240,887	13.86%	27,934,328	23,405,906	15,177,097
30	132,926	8.56%	87,761	61,506	62,000
351	86,538	4.28%	63,033	62,131	8,200
30,150	1,981,318	14.26%	2,125,791	1,698,967	1,673,352
16,794	1,652,505	12.39%	1,254,935	1,132,921	705,684
50,814	7,066,702	13.57%	6,606,186	5,730,770	6,225,545
0	86,066	6.36%	27,421	32,940	15,650
5,049	2,154,908	9.45%	2,014,708	1,459,974	1,354,000
2,882	1,475,662	6.14%	1,458,916	812,233	744,700
173	125,233	6.93%	72,810	115,233	65,000
2,009	644,700	15.42%	522,829	644,700	438,000
1,718	822,001	9.55%	696,871	786,337	626,879
952	86,365	6.42%	49,032	86,365	68,736
-10,990	530,139	11.76%	464,625	296,589	228,000
191,533	3,010,004	13.21%	2,508,986	2,215,846	1,700,000
0	-8,921	-1.21%	36,663	6,000	7,050
-2,566	5,140	1.09%	29,206	2,400	7,000
2,121	480,627	11.22%	394,017	458,078	442,530
22,197	118,576	10.48%	38,705	44,078	40,372
0	54,056	6.13%	16,818	3,396	2,500
471	247,159	11.10%	181,420	206,982	113,600
832	135,498	8.63%	92,553	130,498	67,200
13	291,549	9.47%	211,114	281,549	87,200

ABC Board Reven

ABC BOARDS BY COUNTY <i>(Number of Stores)</i>	SALES			EXPENSES		
	GROSS SALES	PERCENT CHANGE OVER FY 2019	FORECAST FOR FY 2021	STATE TAXES COLLECTED	COST OF LIQUOR SOLD	OPERATING EXPENSES
ROBESON						
Fairmont (1)	881,534	19.66%	840,935	198,876	460,007	220,001
Lumberton (2)	5,077,960	16.85%	4,780,400	1,159,727	2,642,073	767,039
Maxton (1)	1,037,019	13.67%	1,003,600	233,843	571,157	209,735
Pembroke (1)	1,415,662	5.36%	1,330,000	322,317	750,431	270,671
Red Springs (1)	1,057,021	25.34%	1,040,500	238,057	565,995	194,746
Rowland (1)	321,096	24.62%	300,000	72,460	171,476	56,575
Saint Pauls (1)	1,541,807	10.08%	1,600,000	354,960	773,893	248,237
ROCKINGHAM						
Eden (1)	2,308,194	17.02%	2,067,000	525,674	1,219,248	371,891
Madison (1)	1,914,830	24.28%	1,750,000	434,249	1,007,434	301,493
Reidsville (1)	3,026,746	10.43%	2,650,000	687,632	1,600,216	504,226
ROWAN/KANNAPOLIS (6)	16,534,164	16.47%	15,565,000	3,770,663	8,729,443	3,121,964
RUTHERFORD						
Forest City (1)	2,795,561	14.13%	2,911,000	639,029	1,440,126	423,507
Lake Lure (1)	1,067,115	9.39%	1,039,605	250,144	537,284	253,567
Rutherfordton (1)	1,709,424	13.63%	1,626,000	391,240	916,554	299,882
SAMPSON						
Clinton (1)	2,768,760	16.67%	2,391,000	625,579	1,459,275	266,737
Newton Grove (1)	715,046	17.86%	732,000	159,256	365,315	146,721
Roseboro (1)	1,136,029	21.66%	960,000	256,308	605,492	166,433
SCOTLAND COUNTY (1)	2,563,800	14.66%	2,300,000	578,642	1,371,049	424,099
STANLY						
Albemarle (1)	4,121,372	17.58%	3,553,000	942,450	2,131,327	548,127
Locust (1)	2,700,591	33.12%	2,300,000	612,201	1,415,967	430,951
Norwood (1)	784,105	27.79%	650,000	176,483	414,315	142,166
STOKES						
Walnut Cove (1)	1,305,828	24.68%	1,115,000	291,056	764,329	173,865
SURRY						
Dobson (1)	849,859	21.13%	706,500	191,687	451,489	150,474
Mount Airy (1)	3,060,288	17.80%	2,901,464	699,790	1,580,659	479,331
Pilot Mountain (1)	1,580,252	25.49%	1,415,000	356,417	823,528	231,159
Yadkin Valley (1)	2,380,871	19.08%	2,300,000	540,659	1,254,736	306,999

Revenue & Distributions

JULY 1, 2019 - JUNE 30, 2020

OTHER INCOME & EXPENSE	LOCAL PROFITS			LOCAL DISTRIBUTIONS (Law Enforcement, Alcohol Education, County/Municipal)	
	PROFIT BEFORE DISTRIBUTIONS FY20	PERCENT PROFIT	PROFIT BEFORE DISTRIBUTIONS FY19	FY 2020	FORECAST FOR FY 2021
33	2,683	0.30%	12,465	20,973	7,875
7	509,128	10.03%	306,905	411,644	163,500
51	22,335	2.15%	17,080	10,000	30,021
-5,105	67,138	4.74%	72,206	50,076	53,725
0	58,223	5.51%	53,147	40,972	0
0	20,585	6.41%	5,193	0	0
29	164,746	10.69%	99,050	79,871	97,585
2,532	193,913	8.40%	133,801	142,889	131,000
-16,685	154,969	8.09%	100,360	66,992	73,500
0	234,672	7.75%	186,226	192,569	126,100
-8,237	903,857	5.47%	1,128,485	569,025	532,000
3,767	296,666	10.61%	222,261	278,905	225,740
1,229	27,349	2.56%	51,534	6,343	9,050
229	101,977	5.97%	102,569	71,160	72,000
2,466	419,635	15.16%	336,122	346,442	265,300
160	43,914	6.14%	47,751	29,960	14,406
1,334	109,130	9.61%	66,325	28,000	13,000
50	190,060	7.41%	121,204	190,060	136,740
7,362	506,830	12.30%	432,843	386,826	288,000
0	241,472	8.94%	116,092	169,244	121,517
-2,975	48,166	6.14%	21,269	4,198	2,500
6,353	82,931	6.35%	38,422	53,110	44,100
150	56,359	6.63%	34,863	29,615	12,325
810	301,318	9.85%	218,292	294,251	243,011
0	169,148	10.70%	106,772	64,837	101,100
56,358	334,835	14.06%	189,896	106,989	200,600

ABC Board Reven

ABC BOARDS BY COUNTY <i>(Number of Stores)</i>	SALES			EXPENSES		
	GROSS SALES	PERCENT CHANGE OVER FY 2019	FORECAST FOR FY 2021	STATE TAXES COLLECTED	COST OF LIQUOR SOLD	OPERATING EXPENSES
SWAIN						
Bryson City (1)	2,540,209	11.92%	2,657,149	583,685	1,331,553	384,580
TRANSYLVANIA						
Brevard (2)	4,789,712	18.39%	5,387,023	1,096,981	2,527,389	684,271
TYRRELL COUNTY (1)	532,316	11.47%	508,022	119,786	289,576	96,701
UNION						
Indian Trail (1)	5,252,458	15.19%	4,670,245	1,209,058	2,719,906	731,610
Marshville (1)	1,042,423	127.24%	1,115,300	234,940	555,875	206,404
Monroe (1)	5,484,380	8.25%	5,600,000	1,262,121	2,865,249	835,994
Waxhaw (1)	4,320,369	13.26%	4,002,000	991,062	2,253,148	576,955
Wingate (1)	1,574,985	5.19%	1,441,400	354,637	844,022	265,512
VANCE COUNTY (1)	4,973,437	21.66%	3,946,000	1,128,120	2,526,267	770,693
WAKE COUNTY (25)	167,832,437	11.12%	160,271,000	39,274,801	86,644,492	16,484,458
WARREN COUNTY (2)	3,305,954	23.96%	2,860,500	748,042	1,716,393	492,602
WASHINGTON COUNTY (1)	1,165,789	17.10%	1,000,000	264,134	594,971	238,894
WATAUGA						
Blowing Rock (1)	2,138,928	9.04%	1,900,508	512,105	1,069,327	315,764
Boone (1)	7,119,103	4.49%	6,918,000	1,678,113	3,652,072	952,512
WAYNE COUNTY (5)	12,137,467	22.01%	11,498,000	2,767,604	6,361,317	1,806,115
WILKES						
North Wilkesboro (1)	1,686,513	17.75%	1,700,000	383,857	888,585	379,501
Wilkesboro (2)	2,962,837	14.31%	3,035,000	676,964	1,560,214	689,604
WILSON COUNTY (5)	11,148,076	19.73%	9,443,000	2,539,942	5,862,491	1,595,366
YANCEY						
Burnsville (1)	1,561,515	19.56%	1,745,000	354,605	819,191	243,336
TOTALS	1,367,857,493	12.10%	1,320,924,244	317,190,889	708,223,501	184,217,902

*Davidson County ABC opened in 2019

Revenue & Distributions

JULY 1, 2019 - JUNE 30, 2020

OTHER INCOME & EXPENSE	LOCAL PROFITS			LOCAL DISTRIBUTIONS <i>(Law Enforcement, Alcohol Education, County/Municipal)</i>	
	PROFIT BEFORE DISTRIBUTIONS FY20	PERCENT PROFIT	PROFIT BEFORE DISTRIBUTIONS FY19	FY 2020	FORECAST FOR FY 2021
-166	240,225	9.46%	202,684	185,831	224,000
25,217	506,288	10.57%	386,546	230,362	235,500
-4,694	21,559	4.05%	22,749	747	1,070
112	591,996	11.27%	463,919	218,260	180,000
-10,895	34,309	3.29%	-64,962	0	0
5,465	526,481	9.60%	530,053	526,380	498,600
1,838	501,042	11.60%	433,571	458,000	319,000
1,821	112,635	7.15%	104,896	54,331	48,189
-61	548,296	11.02%	288,446	345,727	131,920
281,717	25,710,403	15.32%	23,520,812	24,189,143	11,566,700
-35,726	313,191	9.47%	176,941	126,287	113,500
808	68,598	5.88%	42,580	29,955	4,500
3,124	244,856	11.45%	178,955	162,399	94,000
0	836,406	11.75%	837,350	633,906	657,000
2,225	1,204,656	9.93%	907,581	481,150	681,820
0	34,570	2.05%	-4,954	0	32,000
70	36,125	1.22%	31,792	5,500	55,500
6,047	1,156,324	10.37%	833,565	906,594	518,000
0	144,383	9.25%	108,691	58,031	62,000
920,346	159,145,547	11.63%	144,740,316	130,651,094	96,719,294

Revenues from Spirits & Spirituous Liquor

JULY 1, 2019 - JUNE 30, 2020

REVENUE TYPE	STATUTORY AUTHORITY	JUNE 30, 2020	JUNE 30, 2019	PERCENT CHANGE
Liquor Sales - Regular	-	\$1,169,562,775	976,725,984	19.74%
Mixed Beverage Sales	-	\$196,290,947	241,903,234	-18.86%
Fortified Wine/Mixer Sales	-	\$2,003,771	1,617,239	23.90%
TOTAL SALES		1,367,857,493	1,220,246,457	12.10%
State Excise Tax	105-113.80(6); 18B-805(b)(2)	296,438,600	261,920,921	13.18%
Mixed Beverage Tax - Revenue	18B-804(b)(8),(9); 18B-805(b)(2)	15,412,790	19,254,469	-19.95%
Mixed Beverage Tax - DHHS	18B-804(b)(8),(9); 18B-805(b)(3)	1,541,588	1,925,208	-19.93%
Rehabilitation Tax	18B-804(b)(6b); 18B-805(b)(4)	3,689,042	3,398,193	8.56%
Wine Sales Tax		108,869	87,694	24.15%
Cost of Goods Sold	18B-805(b)(1)	708,223,501	626,743,845	13.00%
Operating Expenses	18B-805(b)(1)	184,217,902	164,269,237	12.14%
Interest Income	18B-805(a)	906,983	699,800	29.61%
Other Income/Expense	18B-805(a)	1,315,373	1,379,930	-4.68%
Profit Before Distribution	-	159,145,547	144,726,620	9.96%
Profit Percent To Sales	-	11.63%	11.44%	0.19%
Law Enforcement	18B-805(c)(2)	11,575,108	9,784,212	18.30%
Alcohol Education	18B-805(c)(3)	14,527,457	13,390,372	8.49%
Net Profit	-	133,042,982	121,552,036	9.45%
County - City Distributions	18B-805(e)	104,548,529	84,792,780	23.30%
Number Of Stores	-	436	437	-
Mixed Beverage Tax Retained	18B-805(b)(2); 18B-805(f)	13,869,779	17,329,399	-19.96%
Liquor Sales Tax	105-164.4(a); 18B-805(b)(2)	81,574,710	68,397,764	19.27%
Surcharge Collected	18B-804(b)(6a); 18B-203(a)(15)	8,375,242	7,987,605	4.85%
Bailment Collected	18B-804(b)(2); 18B-203(a)(15)	10,819,109	9,878,693	9.52%
Retail Bottles Sold	-	90,162,297	79,620,213	13.24%
Mixed Beverage Bottles Sold	-	7,918,383	9,990,073	-20.74%

By The Numbers

NC ABC COMMISSION PERFORMANCE

1.3B

More than **\$1.3 Billion** in ABC revenue generated by sales at ABC stores.

105M

\$105 Million distributed directly to city and county governments.

22M

\$22 Million collected from permitting fees, then distributed to the General Fund.

393M

\$393 Million in liquor revenues distributed to the General Fund.

1.21M

More than **\$1.21 Million** collected in fines, then sent to the school districts in which the violation occurred.

REVENUE

171

171 local ABC boards that own/lease their own property and hire/manage their own staff.

436

436 ABC stores owned by local ABC boards.

80

80 distilleries in North Carolina.

30.3K

30,258 beer products for sale in North Carolina.

93.5K

93,489 wine products for sale in North Carolina.

SALES

26.3K

26,347 alcohol sellers/servers and delivery service personnel trained.

500

Talk it Out Ambassadors participated in over **500** outreach events.

5M

More than **5 Million** earned media impressions for the *Talk it Out* Campaign.

1.5M

More than **\$1.5 Million** in earned media value for *Talk it Out*.

20M

More than **20 Million** social media impressions for *Talk it Out*.

2.9K

More than **2,917** *Talk it Out* pledges signed by North Carolina teens and their parents, coaches, or other role models.

OUTREACH

3.4K

3,357 investigations of permitted businesses.

2.6K

2,576 inspections of permitted businesses.

1.3K

1,309 written warnings issued by ABC Audit/Investigation Section to permit holders.

1.1K

1,108 violations received and processed by ABC Legal staff.

71

Approximately **71** cases are heard each month at the ABC Commission Meetings.

COMPLIANCE

5.2K

5,202 new ABC permits issued in FY20.

28

28 types of commercial permits.

45

45 types of retail permits.

25.4K

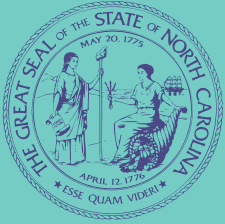
25,403 Total ABC Permit Holders.

67.5K

67,502 permanent permits maintained.

PERMITS





ABC

COMMISSION
NORTH CAROLINA

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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