

**Revenues From Spirituous Liquor - North Carolina ABC Boards**  
**July 1, 2013 - June 30, 2014**

|                              | 06/30/14    | 06/30/13    | Increase<br>-Decrease | Percent<br>Change |
|------------------------------|-------------|-------------|-----------------------|-------------------|
| Liquor Sales - Regular       | 701,774,682 | 667,555,022 | 34,219,660            | 5.13%             |
| Mixed Beverage Sales         | 165,842,823 | 160,140,085 | 5,702,738             | 3.56%             |
| Total Sales                  | 867,617,505 | 827,695,107 | 39,922,398            | 4.82%             |
| State Excise Tax             | 186,407,058 | 177,562,513 | 8,844,545             | 4.98%             |
| Liquor Sales Tax             | 49,123,969  | 46,445,049  | 2,678,920             | 5.77%             |
| Mixed Beverage Tax - Revenue | 14,388,698  | 14,132,805  | 255,893               | 1.81%             |
| Mixed Beverage Tax - DHHS    | 1,438,705   | 1,413,122   | 25,583                | 1.81%             |
| Rehabilitation Tax           | 2,703,505   | 2,627,655   | 75,850                | 2.89%             |
| Cost of Goods Sold           | 447,052,915 | 426,079,947 | 20,972,968            | 4.92%             |
| Operating Expenses           | 126,734,144 | 122,215,923 | 4,518,221             | 3.70%             |
| Interest Income              | 142,131     | 228,817     | -86,686               | -37.88%           |
| Other Income                 | 995,378     | 2,627,891   | -1,632,513            | -62.12%           |
| Profit Before Distribution   | 89,936,496  | 86,417,900  | 3,518,596             | 4.07%             |
| Profit Percent To Sales      | 10.37%      | 10.44%      |                       | -0.07%            |
| Law Enforcement              | 7,481,187   | 7,297,194   | 183,993               | 2.52%             |
| Alcohol Education            | 10,560,263  | 10,710,291  | -150,028              | -1.40%            |
| Net Profit                   | 71,895,046  | 68,410,415  | 3,484,631             | 5.09%             |
| County - City Distributions  | 57,553,843  | 55,835,532  | 1,718,311             | 3.08%             |
| Mixed Beverage Tax Retained  | 12,950,257  | 12,726,196  | 224,061               | 1.76%             |
| Surcharge Collected          | 4,085,397   | 4,031,857   | 53,540                | 1.33%             |
| Bailment Collected           | 8,309,779   | 8,023,024   | 286,755               | 3.57%             |
| Bottles Sold:                |             |             |                       |                   |
| Regular                      | 43,456,008  | 42,342,302  | 1,113,706             | 2.63%             |
| Mixed Beverage               | 7,434,649   | 7,323,358   | 111,291               | 1.52%             |
| Total                        | 50,890,657  | 49,665,660  | 1,224,997             | 2.47%             |
| Miniatures                   | 15,862,412  | 14,311,545  | 1,550,867             | 10.84%            |
| Number Of Stores             | 423         | 422         | 1                     |                   |