IDAHO STATE LIQUOR DIVISION

2015 Annual Report

Our Vision

The vision of the Idaho State Liquor Division is to be the most respected and highest performing purveyor of distilled spirits in the U.S.A.

Our Mission

The mission of the Idaho State Liquor Division is to provide control over the importation, distribution, sale, and consumption of distilled spirits; curtail intemperate use of beverage alcohol; and responsibly optimize the net revenues to the citizens of Idaho.

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The ISLD Warehouse

The ISLD operates a 91,000 sq ft distribution center at its head-quarters in Boise. This state-of-the-art warehouse receives and ships over 1 million cases annually.

GOVERNOR'S MESSAGE

Dear Friends,

C.L. "Butch" Otter
Governor of Idaho

The Idaho State Liquor Division's conscientious management of distilled spirits distribution provided big returns for all Gem State citizens in fiscal year 2015. It was another record year for net income benefiting local and state government operations – one involving collaborative efforts with Idaho stakeholders to promote the welfare of our citizens.

The Liquor Division again exceeded expectations in diligently fulfilling its constitutional mandate to responsibly administer the distribution of distilled spirits in Idaho. Its work to prevent sales to under-age buyers was exceptional. Customer service and product selection improved measurably to the benefit of responsible consumers and on-premise customers. Idaho's per capita consumption of distilled spirits remains one of the lowest in the nation. Nonetheless, fiscal 2015 net income increased by over $4 million or 6.6 percent on a sales increase of $10 million or 5.9 percent.

What's more, 7 percent of the Liquor Division's sales came from Washington consumers patronizing our border stores!

The Liquor Division enhances economic opportunity for Idaho businesses in a variety of ways. The retail leases paid to private-sector landlords, the in-state transportation services provided by a local trucking company, and the full statewide distribution of Idaho-based distillers' products creates meaningful economic benefits for all Idahoans.

I have great confidence in the leadership of Director Anderson, his executive team, and the Idaho State Liquor Division associates who responsibly serve us all each and every day.

The Liquor Division is Citizen Owned for the Benefit of All.

As Always – Idaho, "Esto Perpetua"

C.L. "Butch" Otter
Governor of Idaho

ISLD DIRECTOR'S MESSAGE

Dear Fellow Idahoans,

Jeffery R. Anderson
Director

The Idaho State Liquor Division (ISLD) continues to responsibly implement our strategic plan for the benefit of the People of the Gem State. Fiscal Year 2015 was another very successful year for the ISLD. Sales for FY15 increased 6% to $179 Million, while net income for our good causes was up over 6.6% to $65.7 Million. Nine-liter case-equivalent sales increased 3% and margin enhancement initiatives and consumer trade-up to more premium offerings resulted in improved net distributions.

Distributions exceeded $64.4 Million to our stakeholders – Idaho's cities and counties, the state General Fund, education, court services, and substance abuse and treatment programs – and enabled us to engage with the communities and programs we serve to highlight the significant social and financial benefits of Idaho's model of distilled spirits management. Beyond our record distributions, the ISLD in collaboration with the National Alcohol Beverage Control Association (NABCA), provided grants and sponsored important programs aimed at the prevention of underage drinking through youth education and law enforcement efforts.

FY2015 was a year that saw the ISLD continue to responsibly deliver on an array of strategic initiatives. We enhanced the customer shopping experience by upgrading and remodeling retail stores when leases expired, improving product selection, optimizing shelf sets, and employing transformative customer service improvement tools.

Going forward, we will continue to rigorously focus on caring for the customer by continually adapting our business practices in order to improve our operation. We will work hard to further our strong relationships with our supplier-partners, vendors, and contract operators. Additionally, we will continue to join with community groups to ensure that we play a prominent role in responsibly supporting the communities we serve.

On behalf of the dedicated ISLD associates who responsibly administer our agency, I respectfully submit the Idaho State Liquor Division Annual Report for Fiscal Year 2015.

Sincerely,

Jeffrey R. Anderson – Director

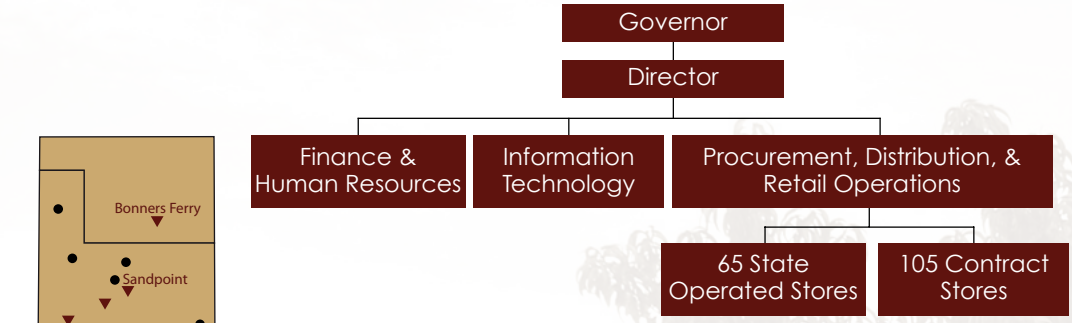
FINANCIAL RESULTS

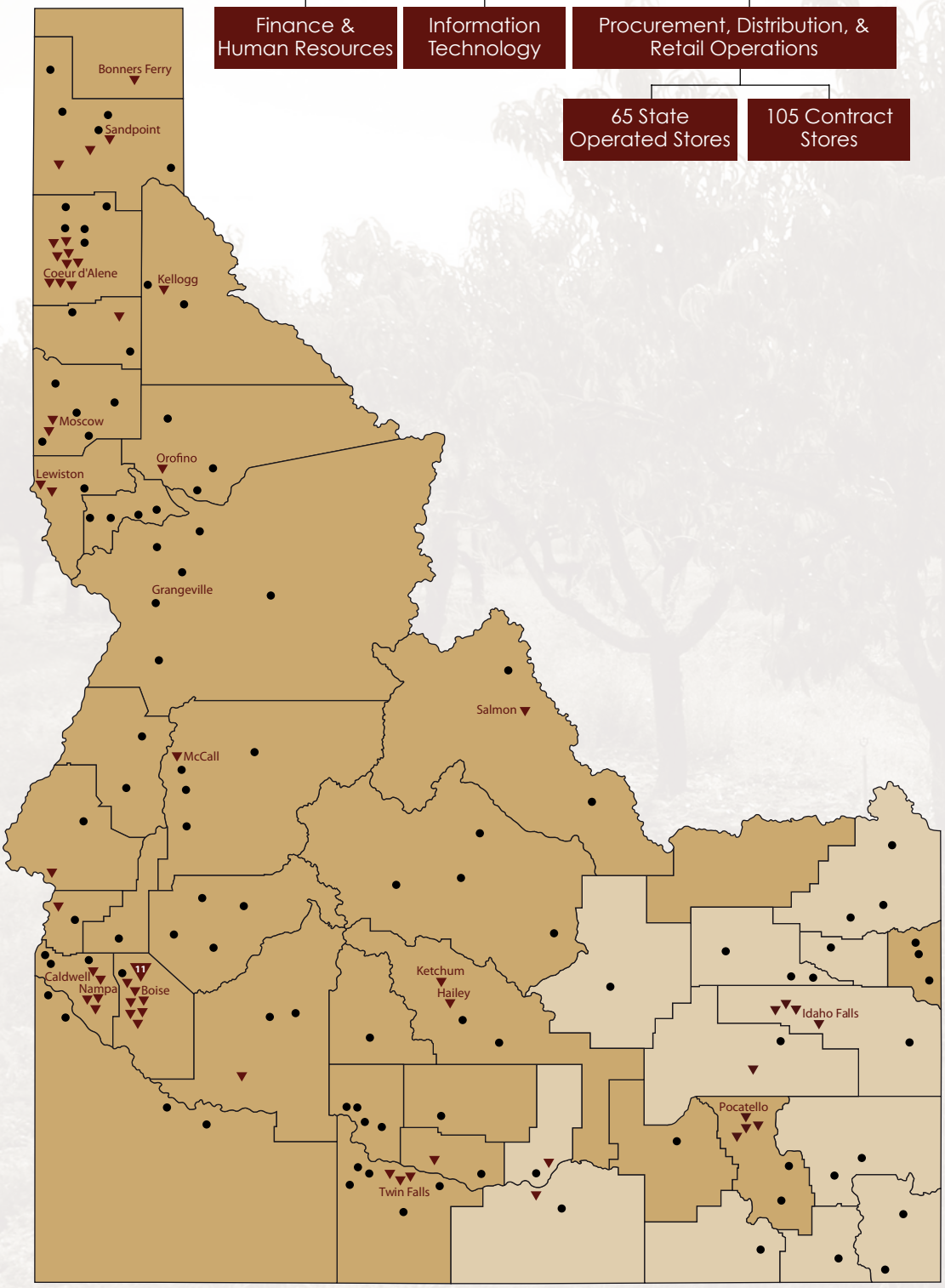
FISCAL YEAR	2011	2012	2013	2014	2015	2016 (Est.)
STATE STORES	66	66	66	66	65	66
CONTRACT STORES	97	97	100	103	105	106
**9-Liter Case Sales	930	970	1,015	1,020	1,050	1,070
Change vs. prior	3.3%	4.3%	4.6%	0.5%	2.9%	1.9%
**Sales Dollars	$143,900	$153,600	$164,500	$169,000	$179,000	$185,700
Change vs. prior	4.6%	6.7%	7.1%	2.7%	5.9%	3.7%
**Gross Profit	$68,700	$75,200	$80,800	$83,100	$87,700	$90,800
Change vs. prior	5.4%	9.5%	7.4%	2.8%	5.5%	3.5%
**Net Income	$50,100	$55,500	$59,800	$61,600	$65,700	$67,200
Change vs. prior	8.2%	10.8%	7.7%	3.0%	6.6%	2.3%
**Distributions to Idaho	$50,200	$63,100*	$60,100	$63,000	$64,400	$67,000
Change vs. prior	6.4%	25.7%	-4.8%	4.8%	2.2%	4.0%

* FY12 Distributions were enhanced by a one-time $8 Million distribution to the General Fund, reducing the ISLD daily cash balance to a more optimal level.

** All Figures in Thousands

ORGANIZATIONAL STRUCTURE & LIQUOR STORE LOCATIONS





Liquor Store Locations

- **State - 65**
- **Contract - 105**
- **Shaded Areas -32**
  (Counties with Sunday Liquor Sales)

Ada
Adams
Bannock
Benewah
Blaine
Boise
Bonner
Boundary
Camas
Canyon
Clark
Clearwater
Custer
Elmore
Gem
Gooding
Idaho
Jerome
Kootenai
Latah
Lewis
Lemhi
Lincoln
Nez Perce
Owyhee
Payette
Power
Shoshone
Teton
Twin Falls
Valley
Washington

BACKGROUND AND HISTORY

The Idaho State Liquor Division was established in 1935, following the repeal of prohibition, as a means of providing greater control over the distribution, sale, and consumption of beverage alcohol. The Division has been a division of the Office of the Governor since 1974.

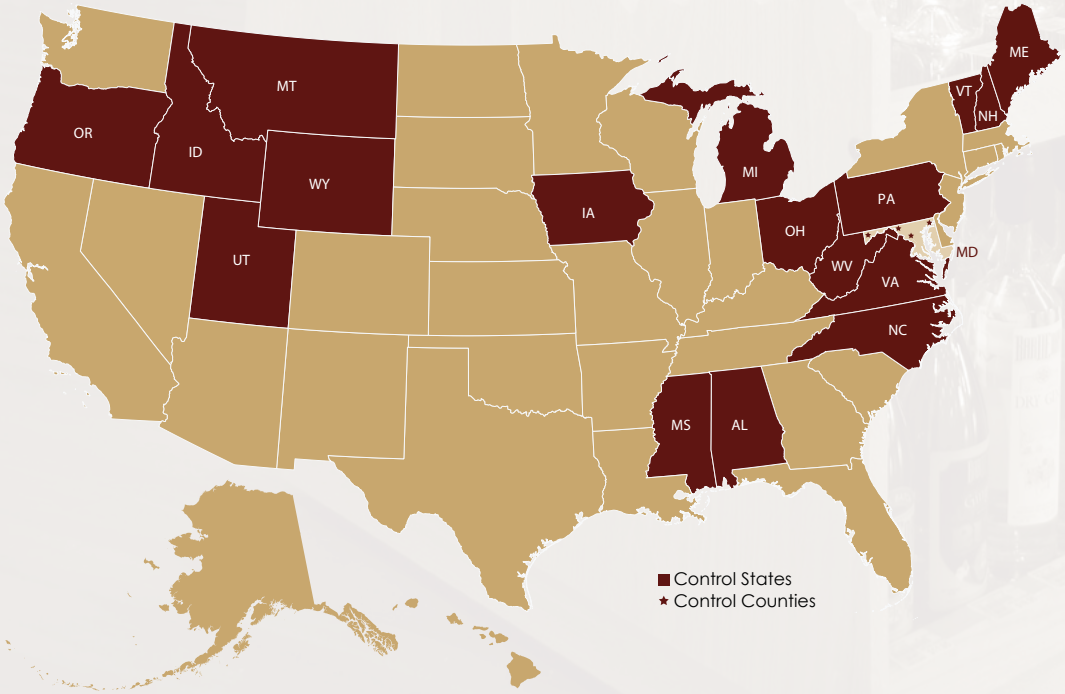
Idaho is one of 21 jurisdictions nationwide that control the sale of alcohol beverages. (Seventeen control states and four counties in Maryland.) These jurisdictions account for almost 27% of the U.S. population, and regulate their own retail and/or wholesale distribution of beverage alcohol.

The Division oversees 170 retail outlets throughout the state that sell distilled spirits. Of those, 65 are state liquor stores staffed and operated by Division employees, and 105 are contract operators. The state liquor store with the highest sales volume reported sales of $6.5 million in FY 2015. Statewide, stores sell over eleven million bottles annually. Each state and contract store is stocked and maintained to meet the needs of customers including liquor-by-the-drink establishments. Outlets feature a selection of products specific to the tastes and lifestyles of the local communities they serve. All products are priced uniformly throughout the state. The Division paid $6.1 million to the private sector for agency contract fees and store leases in FY 2015.

The Division's central office and warehouse are located in Boise. A Central Office staff of 23 and three District Managers oversee all administrative aspects of the business including purchasing, finance, information technology, human resources, contracts, and store supervision. Sixteen warehouse personnel, co-located with the administrative office, receive, store and distribute more than 1,000,000 cases annually over a geographic area of 83,000 square miles. The warehouse contains about 200,000 cases valued at nearly $15 million.

Idaho's system of liquor control provides benefits to all of Idaho's citizens. Moderation and temperance in control states generally reduce social costs associated with alcohol consumption. Additionally, Idaho law provides for the distribution of liquor profits to specific state programs, the General Fund, and 44 counties and 200 cities. Over the last decade $505 million was distributed to state programs, counties and cities.

21 Control Jurisdictions



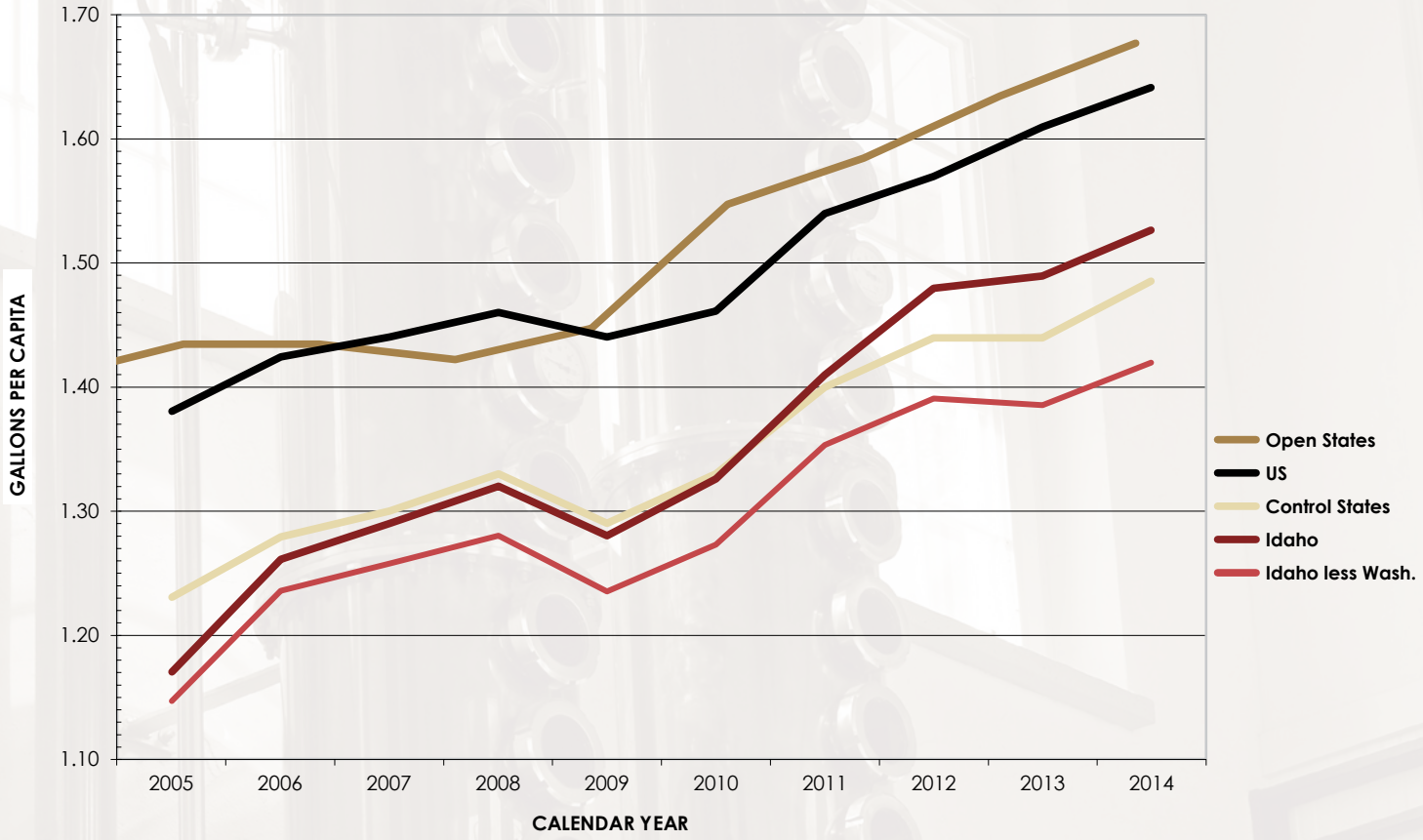
- Alabama
- Idaho
- Iowa
- Maine
- Michigan
- Mississippi
- Montana
- New Hampshire
- North Carolina
- Ohio
- Oregon
- Pennsylvania
- Utah
- Vermont
- Virginia
- West Virginia
- Wyoming
- Montgomery County, MD
- Worcester County, MD
- Wicomico County, MD
- Somerset County, MD
- Some Minnesota Municipalities

PER CAPITA CONSUMPTION OF DISTILLED SPIRITS

Idaho Consumption Metrics are Affected by Washington Consumers

Idaho consumption metrics are affected by significant cross-border sales at the Washington border. The ISLD estimates that non-resident consumption adds approximately 7.0% to ISLD sales and related consumption statistics. With the deregulation of Washington State's distilled spirits distribution model on June 1, 2012, Idaho now offers an even greater value to Washington consumers than it did prior to 2012. Currently, Idaho is experiencing a sizable sales lift at our outlets along the Washington border. We expect our consumption metrics to continue to be impacted in a significant manner by Washington consumers for the foreseeable future.

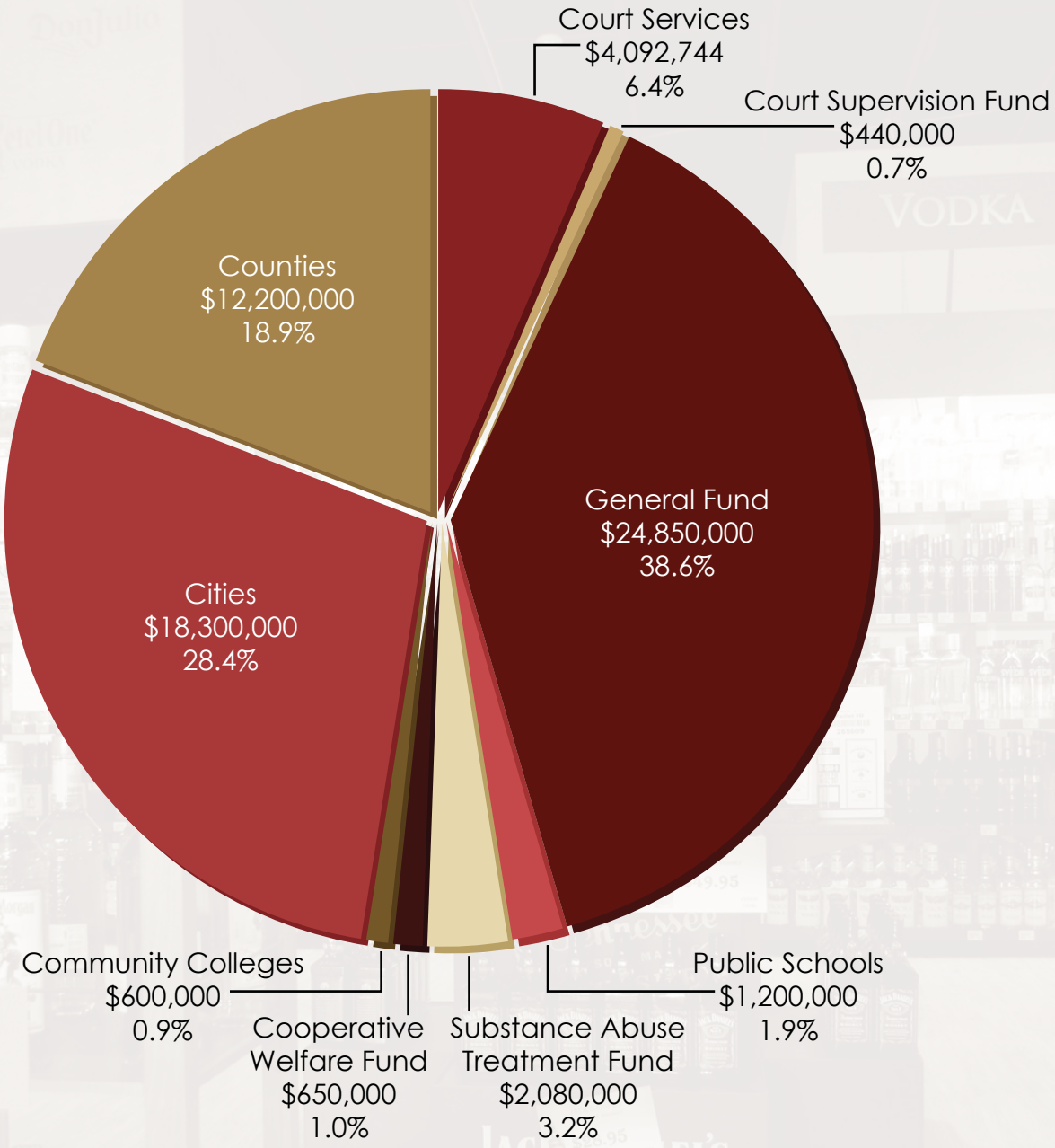
Apparent Per Capita Consumption Of Distilled Spirits



Source: Distilled Spirits Council of the United States & U.S. Census Data

Apparent per capita consumption is based on total population (i.e., not just adults 21 and over). Statistics are based on point-of-sale data and may not take into account the impact of cross-border distilled spirits sales. Consumption in Idaho was 1.53 gallons in calendar year 2014 compared with 1.49 gallons for all control states and 1.69 gallons in open states. Consumption in open states is 14.0% more than in all control states and 19.3% more than in Idaho, when we factor out the estimated impact of cross-border sales to Washington residents.

FISCAL YEAR 2015 PROFIT DISTRIBUTION = $64,412,744



Statutory Profit Distribution Formula:

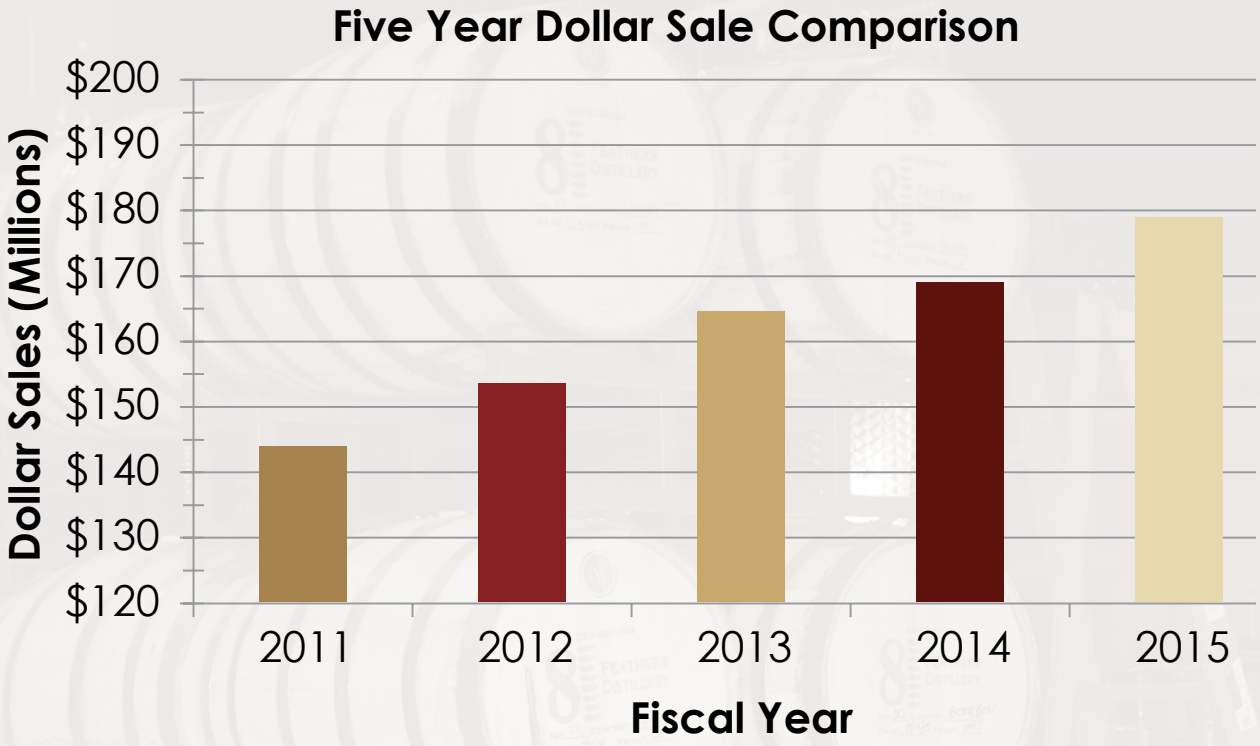
Two percent surcharge on liquor sales to the Drug Court, Mental Health Court and Family Court Services Fund. 50% of profits are distributed as follows:

- Annual fixed distributions totaling $5,650,000 to Substance Abuse Treatment Fund, Community Colleges, Public Schools, Cooperative Welfare Fund, Court Services and Court Supervision Funds.
- Remaining balance to the General Fund.

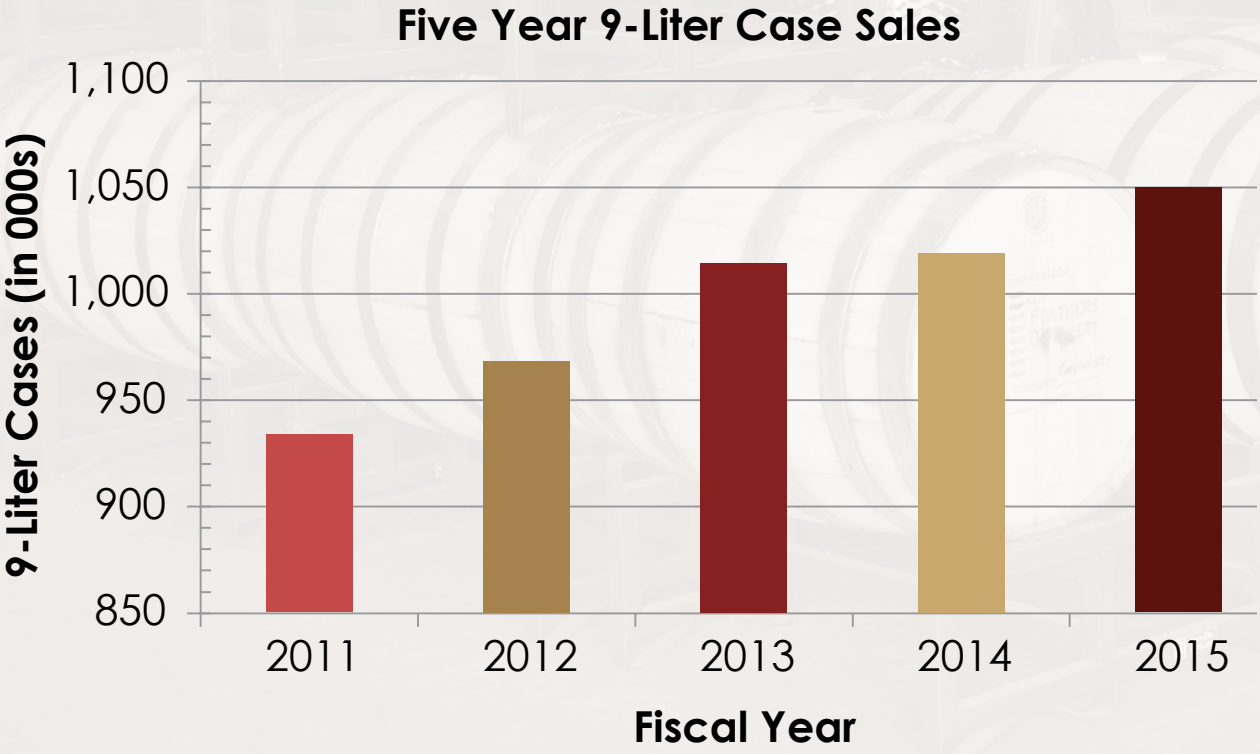
50% of profits are distributed as follows:

- 40% to counties in proportion to each county's liquor sales to total State liquor sales
- 60% to cities as follows:
  - 90% to those incorporated cities with liquor stores in proportion to sales.
  - 10% to those incorporated cities without liquor stores in proportion to population.

FIVE YEAR COMPARISONS

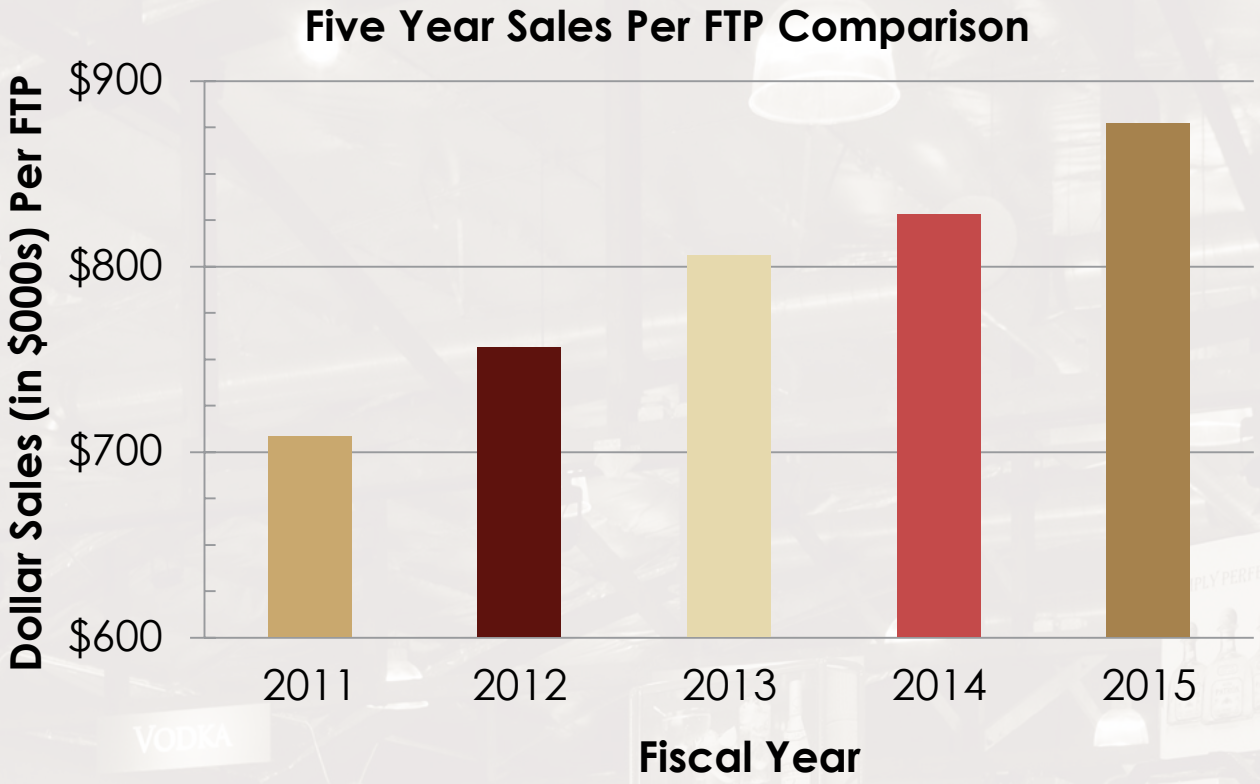


Dollar sales increased 24% from $144 million in 2011 to $179 million in 2015.

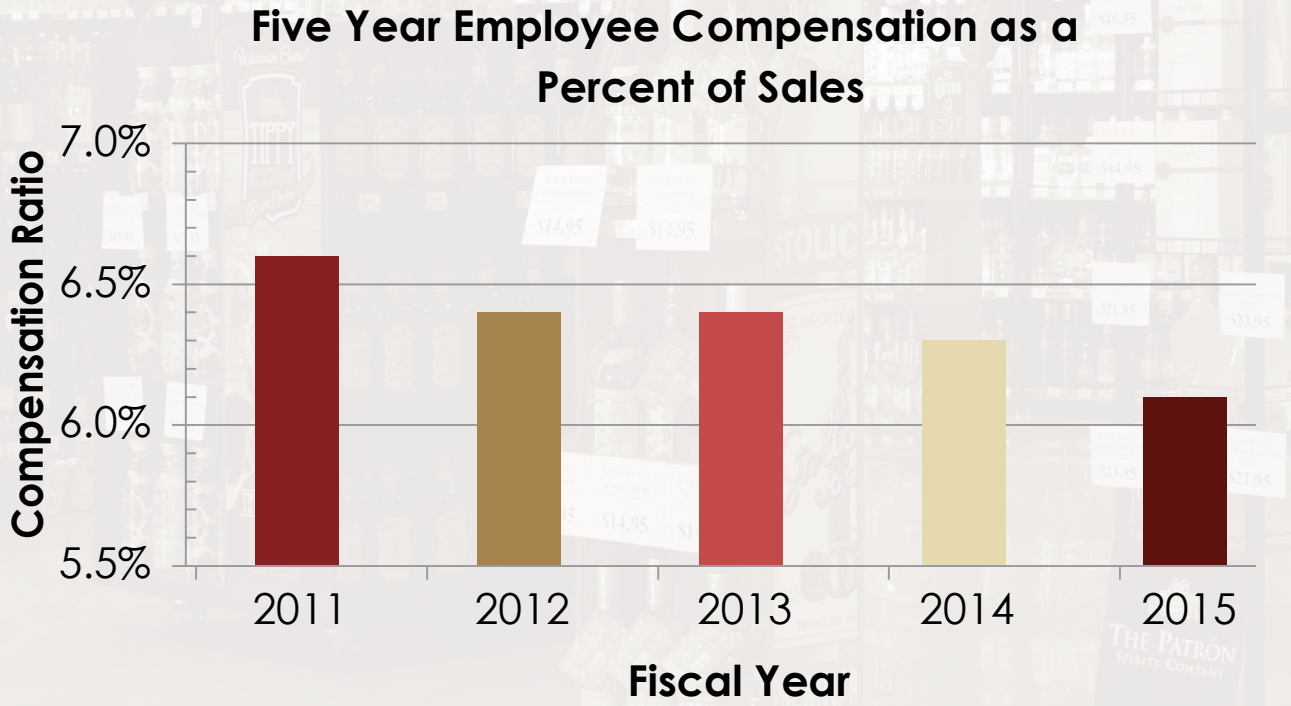


9-Liter case sales increased 12% from 934,000 in 2011 to 1,050,000 in 2015.

FIVE YEAR COMPARISONS

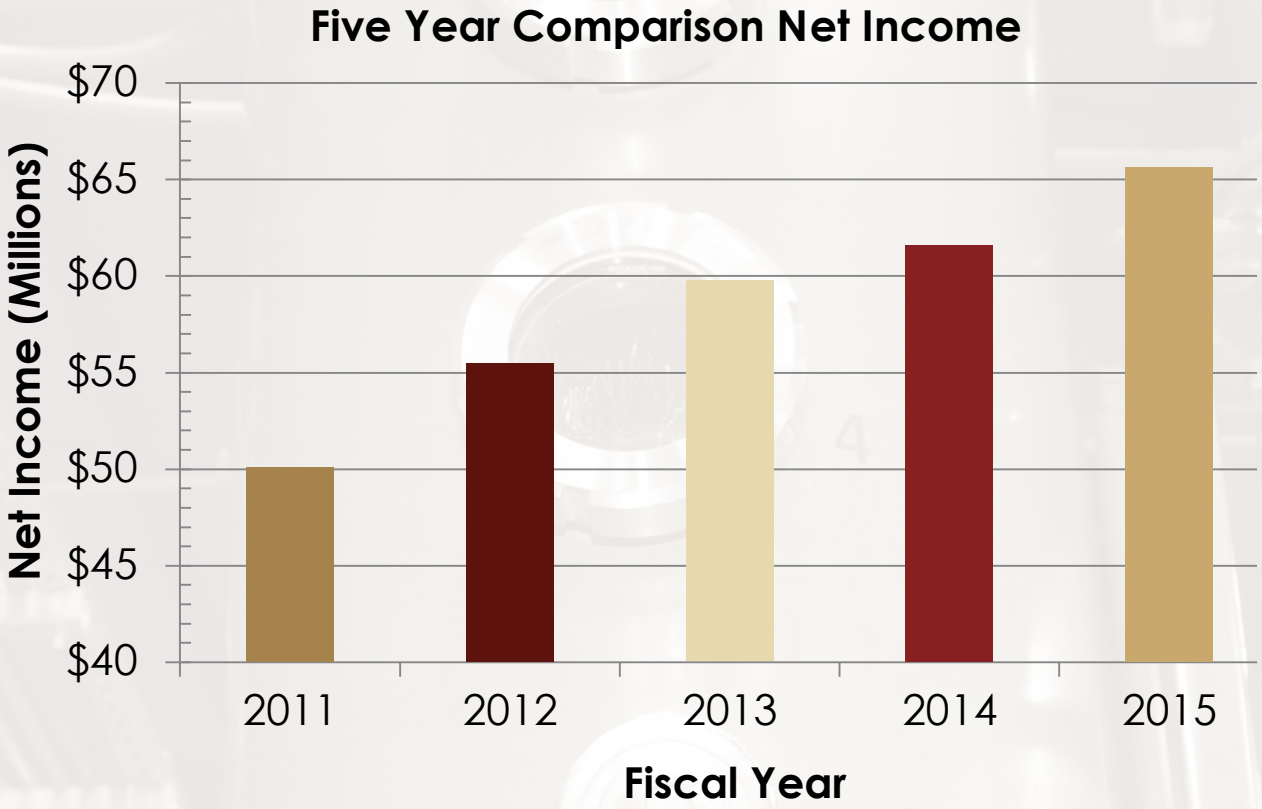


The average dollar sales per employee was $877,000 in FY15, up from $709,000 in FY11.

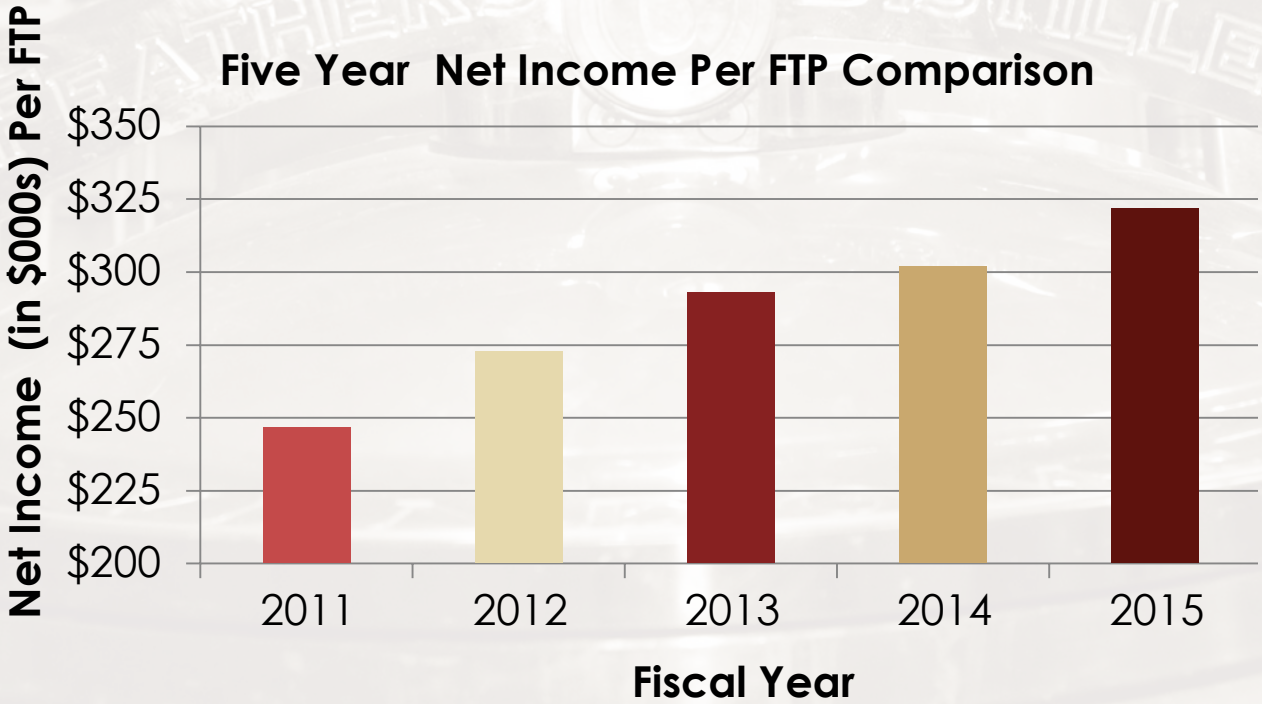


The ratio of employee compensation to sales dollars decreased from 6.6% in 2011 to 6.1% in 2015. Between 2011-2015, the employee compensation ratio averaged 6.4%.

FIVE YEAR COMPARISONS



Net income increased 31% from $50.2 million in 2011 to $65.7 million in 2015.



The Net Income per employee was $322,000 in FY15, up from 247,000 in FY11.

INCOME STATEMENT

	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2014
Sales		
Retail Liquor Sales	$146,025,003	$137,499,608
Discount Liquor Sales	31,127,769	30,013,053
Military Liquor Sales	14,067	32,625
Non-Liquor Sales	1,861,253	1,499,245
Total Sales	179,028,091	169,044,532
Cost of Sales	91,290,942	85,947,183
Gross Profit	87,737,149	83,097,349
Operating Expenses	22,192,690	21,618,825
Net Operating Income	65,544,459	61,478,523
Other Income & (Losses)	113,101	146,605
Net Income	**$65,657,560**	**$61,625,129**

Store 132

Store 107

BALANCE SHEET

	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2014
Assets		
Cash	$12,281,970	$10,277,751
Accounts Receivable	100,611	62,458
Inventory	15,613,792	15,913,850
Prepaid Expenses	407,516	385,582
Land	297,943	297,943
Building	9,630,661	9,630,661
Other Fixed Assets	4,795,186	4,760,221
Accumulated Depreciation	(6,542,064)	(5,685,560)
Total Assets	**$36,585,614**	**$35,642,906**
Liabilities And Fund Equity		
Liquor Accounts Payable	$10,266,373	$9,375,251
Payroll Payable	754,308	680,623
Other Accounts Payable	254,828	213,780
Distributions Payable	11,407,806	12,715,770
Total Liabilities	22,683,315	22,985,423
Unrestricted Fund Equity	13,902,299	14,056,117
Total Liabilities And Fund Equity	**$36,585,614**	**$37,041,540**

Store 101

STATEMENT OF CHANGES IN FUND EQUITY

	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2014
Unrestricted Fund Equity At Beginning Of Year	**$12,657,483**	**$14,056,117**
Additions		
Net Income	65,657,560	61,625,129
Total Additions	**65,657,560**	**61,625,129**
Distributions		
Cities	(18,300,000)	(17,940,000)
Counties	(12,200,000)	(11,960,000)
General Fund	(24,850,000)	(24,250,000)
Welfare Fund	(650,000)	(650,000)
Substance Abuse Treatment Fund	(2,080,000)	(2,080,000)
Public Schools	(1,200,000)	(1,200,000)
Community Colleges	(600,000)	(600,000)
Drug Court, Mental Health Court, Family Court Services Fund	(3,412,744)	(3,223,762)
Court Services	(680,000)	(680,000)
Court Supervision Fund	(440,000)	(440,000)
Total Distributions	**(64,412,744)**	**(63,023,762)**
Unrestricted Fund Equity At End Of Year	**$13,902,299**	**$12,657,483**

8 Feathers Distillery

Bardenay Distillery Pub

OPERATING EXPENSES

	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2014
Salaries And Wages	$7,315,725	$7,374,948
Employee Benefits	3,620,069	3,345,479
Rent	3,256,323	3,199,860
Special Distributor Commissions	2,811,876	2,668,985
Bank Card Fees	1,568,165	1,387,391
Utilities	485,331	479,300
Store Furnishings, Fixtures, And Supplies	473,740	475,822
Communications	370,838	455,604
Other Services	358,843	364,522
Leasehold Repairs And Maintenance	339,928	322,756
State Government Overhead	140,299	142,138
Other Professional Services	135,364	135,425
Computer Software, Development, And Maintenance	152,459	123,451
Travel	82,696	105,703
Employee Development Services	49,559	20,222
Insurance	34,451	34,373
Repairs And Maintenance	59,733	32,628
Professional Services	14,500	12,600
Miscellaneous Expense	-	738
Depreciation	922,792	937,620
Total Operating Expenses	**$22,192,690**	**$21,618,825**

Koenig Distillery & Winery

ISLD Partners Helping Idaho

Bacardi in partnership with American Forests, planted a tree for every bottle of Bacardi that was sold in the state of Idaho.

The McGuire Fire Re-leaf Project

American Forests & the U.S. Forest Service reforested 700 acres of the Nez Perce-Clearwater National Forest with 210,000 lodgepole pine, western larch & Engleman spruce to restore a landscape damaged by wildfire.

The Lakeview & Twin Skin Hazardous Fuels Reduction Releaf Project

American Forests & the U.S. Forest Service reforested 139 acres in the Idaho Panhandle National Forest's North Zone with 55,600 white pine & western larch to help restore the area's watershed & make it less susceptible to pest infestation, disease outbreak & wildfire.

Why This Releaf Project?

In 2012, the McGuire Fire burned approximately 52,000 acres of Nez Perce-Clearwater National Forest lands. What's more, as much as 70 percent of the affected land - around 32,000 acres - is estimated to have burned at a higher severity than average, altering the area's wildlife habitat.

The healthy seedlings being planted in this project will help to reforest the site, stabilize soil conditions, restore watershed conditions, increase wildlife diversity & reduce long term fire risk. These young seedlings will also help to sequester carbon from the atmosphere for many years to come in the global fight against climate change.

Why Lodgepole Pine Habitat?

Much of the fire occurred within the higher elevation lodgepole pine and spruce/fir forests that are important summer habitats for elk & deer, but also for another special species - a species of local concern. The Canada lynx depends on these high-elevation forests as an important habitat for hare, one of their preferred prey.

The National Forest's North Zone and the Nez Perce Clearwater restoration areas.

National Forest personnel planting new saplings in restoration areas.

Partnerships That Make a Difference

The ISLD in Action

The ISLD recognizes a strong need for resources from agencies and coalitions throughout the state who are implementing various educational programs in our communities. To help with this need, a National Alcohol Beverage Control Association Education Award has been granted the past two years to the Idaho State Liquor Division to develop and implement an Alcohol Education Mini-Grant Program. Agencies and coalitions in the state of Idaho are eligible to apply for a resource request that does not exceed $10,000.

We have partnered with the following organizations so far and look forward to working with many more action driven organizations in the future.

- Canyon-Owyhee School Service Agency
- DrugFree Idaho, Inc.
- Horseshoe Bend High School
- Lake Pend Oreille School District
- MADD PowerTalk 21
- Caldwell Youth Master Plan Committee
- Sage Valley Middle School
- Treasure Valley Alcohol/Drug Coalition
- Idaho State University Doctoral Students
- Idaho Drug Free Youth
- Kamiah Community Partners
- Boise County Sheriff's Office

The ISLD also continues to partner by volunteering and providing financial support to the Northwest Alcohol Conference, the Idaho Department of Education Prevention Conference, and to various programs with the Alcohol Beverage Control Bureau within the Idaho State Police.

Licensing and Enforcement

The Idaho State Police – Alcohol Beverage Control (ABC) Bureau is responsible for enforcing liquor laws for all on-premise by-the-drink establishments and for off-premise beer and wine retailers. Idaho ABC is a separate agency from the Idaho State Liquor Division.

Idaho Distilleries

Like much of the U.S., Idaho is home to a burgeoning distilling industry. The gem state now has 12 spirits manufacturers that utilize Idaho's agriculture and natural resources to produce award-winning products.

Idaho Distilleries

1. 8 Feathers
2. American Revolution
3. Bardenay (Boise, Eagle, Coeur d'Alene)
4. Distilled Resources Inc.
5. Grand Teton
6. HooDew
7. Idaho Bourbon
8. Koenig
9. Lantrix
10. Mill Town
11. Up North
12. Warfield

"All of us at 8 Feathers Distillery, located in Boise, Idaho are quite pleased and impressed with the guidance, support and partnership that we receive from the Idaho State Liquor Division. Collectively and individually ISLD personnel is in place to create a platform for local Idaho Distilleries to succeed, provided that the rules and regulations of the State are adhered to. Without ISLD, it would be hard pressed for all Idaho Distilleries to grow in a steady and efficient manner."

Larry Price
President & Co-Founder
8 Feathers Distillery

8 Feathers Distillery

8 Feathers was formed by 4 partners, with a diverse set of skills. Years ago, 8 Feathers was just an idea…today, it is a state of the art, small batch craft distillery. The grains sourced locally in Weiser with the water used from an artesian well, make for a premium whiskey.

American Revolution Vodka

American Revolution Vodka was started by 2 combat veteran brothers and a small group of close friends, who were also returning combat veterans. They set out to create an American vodka and be a for-purpose movement that helps transitioning veterans achieve the American Dream by owning a piece of our company.

Bardenay Distillery Bar & Restaurant

With three locations in Boise, Eagle and Coeur d'Alene, Bardenay is a cornerstone of Idaho's restaurant and bar industry. The original establishment is located in a once-empty warehouse on the Historic Basque Block in downtown Boise. On April 25th, 2000, they served the first cocktail made in the first US restaurant distillery.

Distilled Resources Inc.

Distilled Resources Inc. (DRinc), pronounced "Drink", is a full service private label vodka and beverage grade distillery. They distill neutral spirits from Idaho russet potatoes, organic grains, winter wheat and corn for use in award winning vodkas, liqueurs, and other specialty spirits.

Grand Teton Distillery

Located in Driggs, this Distillery sits at the foot-hills to the Tetons. The snow-melt provides an abundance of mountain water used in proofing spirits. The artisan craft method of distilling makes a smooth, clean tasting, full-bodied premium vodka, ranked among the top vodka's in the world.

HooDew Distillery

Born in the hills of North Idaho, HooDew Rye Moonshine is an extremely smooth whiskey aged in oak to bring out the distinct flavor. Started as a hobby, Steve and Amy Oakes realized that others should enjoy their extraordinary whiskey as well. One thing lead to another and HooDew Distillery started production in 2014.

Idaho Bourbon Distillers

Located in Boise, this Distillery is defined by hard work and passion for making high quality Craft Bourbon Whiskey. In the timeless craft of whiskey making, Idaho Bourbon Distillers is firmly established in distilling the finest bourbon in the West.

Koenig Distillery & Winery

Koenig Distillery and Winery combines Old Word traditions with some of the Northwest's finest fruit to produce fruit brandies, premium varietal wines, and vodka. For proprietors Andy and Greg Koenig, the idea to establish a distillery and winery has roots in Europe, where the brothers have lived for three years in their father's hometown of Lustenau, Austria.

Lantrix Distillery

Twisted still moonshine was founded in 2013. Since then they have developed dozens of fun and unique flavors for moonshine lovers. Their products are currently made with quality grain alcohol and blended at high proof with natural flavors and brought down to potable strength by adding cane sugar and filtered water.

Mill Town Distillery

Victor and Jessie Vachon have built Mill Town Distillery from the ground up. Natives of North Idaho, Victor and Jessie head the company, craft the vision, and drive the day-to-day operations. Their partner and long time family friend, Bryan England, decided dabbling in the world of craft spirits was an adventure he didn't want to miss.

Up North Distillery

They're a young distillery that's taking the art of making quality whiskey and moonshine from the garage to the public. Their goal is to create products "Farm to the Flask" using locally sourced honey, grains, and fruits to create unique spirits and flavors.

Warfield Distillery & Brewery

Warfield Distillery & Brewery serves up handcrafted brews and cocktails paired with innovative, pub-inspired fare. Families and foodies alike soak up the Idaho sunshine and lively atmosphere on their stellar roof deck in town.

SALES AND DISTRIBUTION OF PROFITS BY CITY/COUNTY

	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2014	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2014
	SALES		DISTRIBUTIONS	
ADA COUNTY			**3,482,183**	**3,294,832**
Boise	37,059,471	34,701,499	3,410,044	3,250,707
Eagle	4,147,521	3,750,406	368,477	341,523
Garden City	2,078,106	1,951,662	191,814	181,841
Kuna	1,476,190	1,342,533	131,925	125,125
Meridian	6,833,946	6,134,359	602,760	549,088
Star	710,894	603,818	59,319	55,490
Total	**$52,306,127**	**$48,484,276**	**$8,246,522**	**$7,798,606**
ADAMS COUNTY			**30,781**	**32,764**
Council	192,838	194,388	19,129	20,309
New Meadows	262,222	233,134	22,921	24,402
Total	**$455,060**	**$427,521**	**$72,831**	**$ 77,475**
BANNOCK COUNTY			**546,262**	**554,773**
Arimo	--	--	13,943	13,669
Chubbuck	1,582,807	1,498,942	147,394	152,928
Downey	56,676	64,173	24,324	23,845
Inkom	--	--	33,658	32,996
Lava Hot Springs	289,736	269,435	26,482	25,384
McCammon	--	--	31,411	30,794
Pocatello	5,988,081	5,765,412	567,388	573,757
Total	**$7,917,300**	**$7,597,962**	**$1,390,862**	**$1,408,146**
BEAR LAKE COUNTY			**34,081**	**33,549**
Bloomington	--	--	8,017	7,860
Fish Haven	181,875	165,985	--	--
Georgetown	--	--	18,010	17,656
Montpelier	322,459	306,814	30,219	29,500
Paris	--	--	19,521	19,137
St. Charles	--	--	5,151	5,050
Total	**$504,334**	**$472,799**	**$114,999**	**$112,752**
BENEWAH COUNTY			**102,968**	**105,808**
Fernwood	96,074	98,340	--	--
Plummer	565,975	524,581	51,553	55,902
St. Maries	806,375	809,480	79,611	80,150
Tensed	--	--	4,687	4,594
Total	**$1,468,425**	**$1,432,401**	**$238,819**	**$246,454**
BINGHAM COUNTY			**125,279**	**123,183**
Aberdeen	--	--	76,263	74,763
Atomic City	--	--	1,123	1,101
Basalt	--	--	15,183	14,884
Blackfoot	1,573,813	1,487,229	146,425	143,335
Firth	--	--	18,398	18,036
Shelly	257,094	250,656	30,596	30,596
Total	**$1,830,908**	**$1,737,886**	**$413,267**	**$405,898**

SALES AND DISTRIBUTION OF PROFITS BY CITY/COUNTY

	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2014	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2014
	SALES		DISTRIBUTIONS	
BLAINE COUNTY			**375,474**	**365,989**
Bellevue	704,990	724,561	71,204	66,872
Carey	60,373	58,314	5,729	5,350
Hailey	1,705,018	1,587,873	156,040	145,899
Ketchum	3,053,985	2,835,319	278,605	279,853
Sun Valley	24,949	22,582	2,759	2,759
Total	**$5,549,316**	**$5,228,649**	**$889,811**	**$866,722**
BOISE COUNTY			**53,012**	**52,833**
Crouch	353,998	334,962	32,909	31,242
Horseshoe Bend	193,062	184,135	18,117	18,838
Idaho City	185,046	183,881	18,072	19,195
Lowman	33,064	34,392	--	--
Placerville	--	--	2,014	1,974
Total	**$765,170**	**$737,370**	**$124,124**	**$124,082**
BONNER COUNTY			**554,610**	**554,928**
Clark Fork	391,531	382,488	37,595	38,326
Coolin	136,178	137,372	--	--
Dover	--	--	21,264	20,845
East Hope	--	--	8,095	7,936
Hope	--	--	3,292	3,227
Kootenai	--	--	28,623	28,060
Oldtown	1,564,055	1,536,892	150,994	162,689
Ponderay	1,900,010	1,756,318	172,555	126,412
Priest River	1,009,898	993,994	97,719	105,015
Sandpoint	2,455,883	2,483,912	244,165	269,552
Schweitzer	19,838	30,546	--	--
Tamrak/Priest Lake	444,711	400,349	--	--
Total	**$7,922,105**	**$7,721,871**	**$1,318,912**	**$1,316,990**
BONNEVILLE COUNTY			**602,409**	**585,536**
Ammon	1,516,707	1,389,668	136,624	133,800
Idaho Falls	7,091,051	6,666,066	655,812	633,798
Iona	--	--	72,041	70,624
Irwin/Palisades	153,153	164,073	16,121	15,541
Ririe	164,612	160,266	15,767	17,343
Swan Valley	--	--	8,211	8,050
Ucon	--	--	43,341	42,488
Total	**$8,925,523**	**$8,380,074**	**$1,550,326**	**$1,507,180**
BOUNDARY COUNTY			**78,478**	**78,303**
Bonners Ferry	1,131,314	1,091,386	107,297	106,942
Moyie Springs	--	--	27,151	26,617
Total	**$1,131,314**	**$1,091,386**	**$212,926**	**$211,862**
BUTTE COUNTY			**17,386**	**17,386**
Arco	243,922	230,930	22,728	22,728
Butte City	--	--	2,711	2,658
Howe	--	--	--	--
Moore	--	--	6,972	6,835
Total	**$243,922**	**$230,930**	**$49,797**	**$49,607**

SALES AND DISTRIBUTION OF PROFITS BY CITY/COUNTY

	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2014	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2014
	SALES		DISTRIBUTIONS	
CAMAS COUNTY			**11,195**	**11,195**
Fairfield	110,582	106,562	10,481	10,742
Total	**$110,582**	**$106,562**	**$21,676**	**$21,937**
CANYON COUNTY			**796,499**	**764,977**
Caldwell	3,097,237	2,830,506	274,001	265,803
Greenleaf	--	--	33,348	32,692
Melba	--	--	20,102	19,706
Middleton	834,085	781,029	76,770	70,408
Nampa	7,868,896	7,269,672	714,873	687,790
Notus	--	--	20,799	20,390
Parma	231,089	200,290	19,721	18,340
Wilder	--	--	60,422	59,233
Total	**$12,031,308**	**$11,081,497**	**$2,016,535**	**$1,939,339**
CARIBOU COUNTY			**34,324**	**36,338**
Bancroft	--	--	14,253	13,973
Grace	76,263	75,624	8,004	8,004
Soda Springs	382,113	400,280	39,424	42,010
Total	**$458,376**	**$475,904**	**$96,005**	**$100,325**
CASSIA COUNTY			**91,593**	**87,392**
Albion	--	--	10,458	10,252
Burley	1,330,276	1,271,704	125,184	119,307
Declo	--	--	13,440	13,176
Malta	--	--	7,553	7,404
Oakley	--	--	30,095	29,503
Total	**$1,330,276**	**$1,271,704**	**$278,323**	**$267,034**
CLARK COUNTY			**11,475**	**11,475**
Dubois	--	--	23,200	22,744
Spencer	--	--	1,278	1,253
Total	**--**	**--**	**$35,953**	**$35,472**
CLEARWATER COUNTY			**71,726**	**70,114**
Elk River	67,110	64,565	6,352	5,533
Orofino	771,785	757,766	74,530	73,420
Pierce	81,161	84,201	8,303	8,208
Weippe	94,260	90,212	8,884	8,880
Total	**$1,014,316**	**$996,745**	**$169,795**	**$166,155**
CUSTER COUNTY			**49,358**	**51,108**
Challis	308,439	325,030	31,960	34,127
Clayton	30,624	23,386	2,298	3,504
Mackay	121,097	96,488	9,498	9,191
Stanley	278,469	241,426	23,719	22,973
Total	**$738,628**	**$686,330**	**$116,833**	**$120,903**

SALES AND DISTRIBUTION OF PROFITS BY CITY/COUNTY

	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2014	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2014
	SALES		DISTRIBUTIONS	
ELMORE COUNTY			**126,525**	**130,784**
Glenns Ferry	196,538	202,122	19,907	20,595
Mountain Home AFB	--	13,236	--	--
Mountain Home	1,538,338	1,443,780	142,093	145,556
Pine	103,117	85,578	--	--
Prairie	13,814	13,272	--	--
Total	**$1,851,808**	**$1,757,988**	**$288,525**	**$296,935**
FRANKLIN COUNTY			**35,906**	**34,898**
Clifton	--	--	10,535	10,328
Dayton	--	--	17,662	17,314
Franklin	--	--	27,732	27,186
Oxford	--	--	1,820	1,785
Preston	507,280	497,909	49,015	47,576
Weston	--	--	16,887	16,555
Total	**$507,280**	**$497,909**	**$159,557**	**$155,642**
FREMONT COUNTY			**66,565**	**65,352**
Ashton	131,107	132,569	13,065	14,042
Drummond	--	--	620	608
Island Park	385,000	390,360	38,354	34,308
Newdale	--	--	12,162	11,923
Parker	--	--	11,503	11,277
St. Anthony	437,537	401,691	39,552	40,863
Teton	--	--	27,809	27,262
Warm River	--	--	116	114
Total	**$953,643**	**$924,619**	**$209,746**	**$205,749**
GEM COUNTY			**70,048**	**64,267**
Emmett	973,140	929,436	91,460	87,744
Montour	45,062	43,683	--	--
Total	**$1,018,202**	**$973,119**	**$161,508**	**$152,011**
GOODING COUNTY			**75,025**	**75,768**
Bliss	92,314	82,560	8,115	7,813
Gooding	446,849	425,148	41,859	43,216
Hagerman	305,330	290,317	28,541	29,281
Wendell	233,612	244,433	24,056	23,170
Total	**$1,078,105**	**$1,042,458**	**$177,596**	**$179,248**
IDAHO COUNTY			**100,255**	**94,843**
Cottonwood	146,462	144,539	14,225	13,174
Elk City	78,830	76,425	--	--
Ferdinand	--	--	6,197	6,075
Grangeville	537,169	532,513	52,422	49,987
Kooskia	246,937	279,087	27,444	29,065
Riggins	301,166	296,034	29,103	29,826
Stites	--	--	8,637	8,467
Whitebird	71,460	64,884	3,603	3,531
Total	**$1,382,023**	**$1,393,481**	**$241,886**	**$234,968**

SALES AND DISTRIBUTION OF PROFITS BY CITY/COUNTY

	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2014	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2014
	SALES		DISTRIBUTIONS	
JEFFERSON COUNTY			**47,694**	**47,550**
Hamer	--	--	1,975	1,936
Lewisville	--	--	18,165	17,808
Menan	--	--	28,816	28,250
Mud Lake	33,385	37,404	3,685	3,577
Rigby	646,146	623,571	61,369	61,194
Roberts	--	--	22,503	22,060
Ririe (see Bonneville County)*	--	--	--	--
Total	**$679,531**	**$660,975**	**$184,207**	**$182,375**
JEROME COUNTY			**80,329**	**82,428**
Eden	--	--	15,570	15,264
Hazelton	142,567	133,585	13,135	13,020
Jerome	1,018,444	983,488	96,741	99,618
Total	**$1,161,011**	**$1,117,074**	**$205,775**	**$210,330**
KOOTENAI COUNTY			**2,228,297**	**2,249,790**
Athol	--	--	26,880	26,351
Bayview	177,924	175,224	--	--
Coeur d' Alene	11,626,940	10,931,261	1,074,248	1,096,154
Dalton Gardens	--	--	91,136	89,343
Fernan Lake	--	--	6,623	6,493
Garwood	404,373	375,408	--	--
Harrison	189,743	162,880	16,007	15,206
Hauser	--	--	26,260	25,744
Hayden	3,550,534	3,319,076	326,101	324,186
Hayden Lake	--	--	22,658	22,212
Huetter	--	--	3,912	3,835
Post Falls	6,466,076	6,702,557	658,546	886,972
Rathdrum	1,717,255	1,681,091	165,168	179,486
Spirit Lake	725,979	707,464	69,517	70,640
State Line	6,544,071	5,984,491	587,912	350,628
Worley	994,196	999,287	98,175	99,373
Total	**$32,397,091**	**$31,038,739**	**$5,401,440**	**$5,446,413**
LATAH COUNTY			**447,002**	**460,432**
Bovill	--	--	10,032	9,834
Deary	125,267	117,631	11,567	12,145
Genesee	91,264	77,503	7,632	7,959
Juliaetta	--	--	22,542	22,098
Kendrick	118,524	110,770	10,892	12,105
Moscow	5,742,949	5,375,555	528,462	536,387
Onaway	--	--	7,320	7,176
Potlatch	180,214	177,304	17,439	18,710
Troy	337,270	362,922	35,672	42,134
Total	**$6,595,488**	**$6,221,685**	**$1,098,560**	**$1,128,980**

*City limits extend into both counties

SALES AND DISTRIBUTION OF PROFITS BY CITY/COUNTY

	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2014	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2014
	SALES		DISTRIBUTIONS	
LEMHI COUNTY			**79,363**	**77,504**
Leadore	33,115	24,780	2,438	2,317
North Fork	52,610	47,578	--	--
Salmon	1,086,123	1,031,314	101,418	99,130
Total	**$1,171,849**	**$1,103,673**	**$183,219**	**$178,951**
LEWIS COUNTY			**39,236**	**39,355**
Craigmont	61,672	64,115	6,317	6,019
Kamiah	427,299	367,999	36,187	36,266
Nez Perce	72,241	85,383	8,403	7,932
Reubens	--	--	2,827	2,772
Winchester	24,989	27,595	2,719	3,513
Total	**$586,201**	**$545,092**	**$95,689**	**$95,857**
LINCOLN COUNTY			**17,650**	**17,650**
Dietrich	--	--	13,091	12,834
Richfield	--	--	18,785	18,415
Shoshone	271,514	231,644	22,793	23,401
Total	**$271,514**	**$231,644**	**$72,319**	**$72,300**
MADISON COUNTY			**55,299**	**55,299**
Rexburg	361,395	325,249	74,914	74,914
Sugar City	--	--	56,897	55,778
Total	**$361,395**	**$325,249**	**$187,110**	**$185,991**
MINIDOKA COUNTY			**57,782**	**57,782**
Acequia	--	--	4,764	4,670
Heyburn	--	--	120,998	118,618
Minidoka	--	--	4,299	4,215
Paul	103,033	102,531	10,102	10,758
Rupert	651,069	630,641	62,121	60,024
Burley (see Cassia County)*	--	--	--	--
Total	**$754,101**	**$733,172**	**$260,066**	**$256,067**
NEZ PERCE COUNTY			**443,546**	**447,058**
Culdesac	53,013	50,247	4,941	1,399
Lapwai	--	--	44,154	43,286
Lewiston	6,332,842	6,122,707	602,046	609,819
Peck	--	--	7,708	7,556
Total	**$6,385,855**	**$6,172,954**	**$1,102,395**	**$1,109,118**
ONEIDA COUNTY			**26,386**	**22,201**
Malad	395,293	366,291	36,038	30,273
Total	**$395,293**	**$366,291**	**$62,424**	**$52,474**
OWYHEE COUNTY			**51,542**	**51,033**
Bruneau	27,276	28,486	--	--
Grand View	54,689	61,212	6,026	6,433
Homedale	365,385	346,122	34,067	34,103
Marsing	304,021	280,067	27,544	26,439
Total	**$751,372**	**$715,888**	**$119,179**	**$118,008**

*City limits extend into both counties

SALES AND DISTRIBUTION OF PROFITS BY CITY/COUNTY

	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2014	Fiscal Year Ending June 30, 2015	Fiscal Year Ending June 30, 2014
	SALES		DISTRIBUTIONS	
PAYETTE COUNTY			**95,540**	**93,241**
Fruitland	--	--	182,930	179,331
New Plymouth	338,848	301,459	29,652	30,154
Payette	1,097,130	1,026,035	100,937	97,152
Total	**$1,435,978**	**$1,327,495**	**$409,059**	**$399,878**
POWER COUNTY			**25,506**	**26,632**
American Falls	349,218	353,482	34,824	36,323
Rockland	--	--	11,387	11,163
Total	**$349,218**	**$353,482**	**$71,717**	**$74,118**
SHOSHONE COUNTY			**124,585**	**128,253**
Kellogg	968,333	926,865	91,137	93,694
Mullan	--	--	26,725	26,199
Osburn	--	--	59,802	58,625
Pinehurst	456,369	432,739	42,566	43,606
Smelterville	--	--	24,130	23,655
Wallace	361,759	371,916	36,581	37,813
Wardner	--	--	7,320	7,176
Total	**$1,786,462**	**$1,731,520**	**$412,846**	**$419,021**
TETON COUNTY			**96,725**	**85,931**
Driggs	981,504	890,066	82,469	69,352
Tetonia	--	--	10,264	10,062
Victor	454,075	456,290	44,832	48,053
Total	**$1,435,579**	**$1,346,356**	**$234,290**	**$213,398**
TWIN FALLS COUNTY			**493,182**	**491,340**
Buhl	500,411	486,333	47,835	47,540
Castleford	55,215	57,238	5,627	5,962
Filer	160,934	155,887	15,337	15,916
Hansen	--	--	44,929	44,045
Hollister	39,946	37,424	3,678	3,515
Kimberly	388,376	388,244	38,175	37,630
Murtaugh	--	--	4,493	4,405
Twin Falls	6,159,570	5,740,595	564,385	561,335
Total	**$7,304,451**	**$6,865,721**	**$1,217,641**	**$1,211,688**
VALLEY COUNTY			**199,423**	**180,447**
Cascade	432,005	401,000	39,418	35,470
Donnelly	305,189	279,830	27,495	27,692
McCall	2,128,571	2,032,463	199,721	180,823
Lake Fork	119,226	44,516	--	--
Yellow Pine	16,745	18,949	--	--
Total	**$3,001,735**	**$2,776,758**	**$466,057**	**$424,432**
WASHINGTON COUNTY			**47,496**	**47,679**
Cambridge	129,845	85,782	8,442	8,502
Midvale	--	--	6,468	6,341
Weiser	580,070	573,543	56,467	56,587
Total	**$709,915**	**$659,325**	**$118,873**	**$119,109**
FISCAL YEAR TOTALS	**$179,028,091**	**$169,044,532**	**$30,500,000**	**$29,900,000**

TOP SELLING BRANDS* FOR FISCAL YEAR 2015

#1 Crown Royal
$7,370,000

#2 Smirnoff
$6,840,000

#3 Jack Daniel's
$6,590,000

#4 Fireball
$5,720,000

#5 Captain Morgan
$5,260,000

#6 Black Velvet
$5,160,000

#7 Pendleton
$3,980,000

#8 Seagram's
$3,940,000

#9 Potter's
$3,740,000

#10 Bacardi
$3,470,000

* Includes all flavors and sizes for each brand.

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