

NORTH CAROLINA  
ALCOHOLIC BEVERAGE CONTROL

# 2007 Annual Report

Local ABC Board and  
Commission Activities



Control, Service and Revenue Since 1937



NORTH CAROLINA ALCOHOLIC BEVERAGE CONTROL COMMISSION

3322 GARNER ROAD

RALEIGH, NORTH CAROLINA 27610

TEL: 919-779-0700 FAX: 919-662-3583

[WWW.NCABC.COM](http://WWW.NCABC.COM)

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*2007*  
*ANNUAL*  
*REPORT*

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MESSAGE FROM THE COMMISSION CHAIRMAN

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*North Carolina continues to experience exceptional growth in retail sales of spirituous liquor. Net profits for the fiscal year ending June 30, 2007, were up 22% over the previous year. In order to meet the demands of the consumer, local boards continued relocating, modernizing, upgrading and building new ABC stores. The results of these efforts have helped 16 ABC boards that were unprofitable 3 years ago to become profitable this year.*

*Spirituous liquor case shipments from the state's 23-year-old central warehouse in Raleigh approached 4.3 million cases in 2007. This growing demand has led the ABC Commission to begin considering options for warehouse expansion. With the state's population projected to grow by 40% in the next 20 years, careful consideration to size and location(s) are being studied to maintain efficient service to both industry and the local ABC boards that the warehouse contractor, LB&B Associates, strives to provide.*

*Additionally, the Commission has increased internal efficiencies and embarked on a new programming initiative. Late 2007, the Commission plans to accept debit and credit card payments online and in its main office for all ABC permit matters and violation payments. Each spring approximately 15,000 registration and renewal reminders are mailed to permittees. Beginning with spring 2008, these permittees will be able to go to the Commission's website, access their account, and pay the renewal/registration fee with a credit or debit card.*

*The year ahead promises to be exciting and the Commission will continue its efforts to increase profitability at the local ABC board level and will continue encouraging responsible alcohol practices at all levels in this unique industry.*

Douglas A. Fox

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## HIGHLIGHTS OF 2007

- ◆ The General Assembly passed Senate Bill 125 making alcohol inhaler machines unlawful in North Carolina.
- ◆ Aristocrat Vodka 80 Proof was the best selling brand with 153,397 cases sold. Grey Goose, .75L was the most profitable selling brand with 76,185 cases sold.
- ◆ HB 1277 (Driver's License Revocation for ABC Violations) was enacted into law and provides for a one-year driver's license revocation for any adult who gives alcoholic beverages to a minor or who aids or abets the minor in possession of alcoholic beverages.
- ◆ The Commission listed 107 new spirituous liquor items and delisted 134 items. 1619 total items approved for sale in the State with over 700 brands available for Special Ordering.
- ◆ The ABC Commission rolled out it's new website with updated graphics and improved navigation and search tools .
- ◆ The Commission issued 6790 ABC permits compared to last fiscal year's 6189.
- ◆ The Commission collected \$1,253,700 in monetary penalties for violations that came before the Commission.
- ◆ The number of cases of spirits shipped from the warehouse increased by 185,135 or 154 tractor trailer loads of product over last year.
- ◆ Two towns approved ABC stores at elections.
- ◆ Sales from ABC stores increased 11 out of 12 months over the previous fiscal year, up 7.94% for the year.
- ◆ 6 new ABC stores were opened during this fiscal year.
- ◆ The final budget made the "temporary" 0.25% sales tax permanent, so the State sales tax on spirituous liquor other than mixed beverages will continue to be 6.75%. In connection with the State taking over the counties' share of Medicaid costs, the local sales taxes previously authorized will decrease and the State sales tax will commensurately increase, by 0.25% October 1, 2008 and by an additional 0.25% October 1, 2009 - the result of this is the State's combined general tax rate will remain at 6.75%.
- ◆ The following ABC Store Supervisors retired:
  - Haywood Costin, Chowan Co
  - Jimmy Hardison, Washington Co
  - Carol Smith, Southport
  - Bruce Johnson, Taylorsville
  - Bud Perry, Martin Co

## ABC BOARD SUMMER CONFERENCE

### 2007 SUMMER CONFERENCE

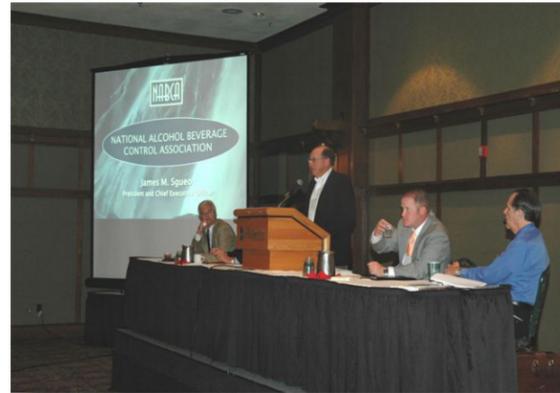
Over 650 local ABC board members, supervisors, industry reps and guests attended the Association's 2007 Summer Conference, held in late July at the Grove Park Inn in Asheville.

ABC Chairman Doug Fox



Doug Fox, Chairman of the NC ABC Commission, and Mike Herring, Commission Administrator, got the conference off to a good start with their opening comments. Among other things, they noted that the warehouse in Raleigh is operating at full capacity and needs to be enlarged, and that the Commission's price book is now being printed by a new publisher.

NABCA President & CEO Jim Sgueo



Jim Sgueo, President & CEO of NABCA, spoke to the group about NABCA's activities, and he noted that Doug Fox is Chairman-elect of NABCA. Chairman Fox will be the first NABCA Chairman from North Carolina since Marvin Speight served in that capacity several years ago. NABCA is emphasizing stronger efforts to counter alcohol abuse, and it is partnering with other groups and government

Supervisor Mike Myrick



agencies in promoting those efforts. NABCA is also focusing more on international efforts to understand and control alcohol abuse.

Mike Myrick presented a new Association program which was named our "Not So Extreme Makeover" program. The "Not So Extreme Makeover" program is a new and innovative program that is designed to help (and inspire) smaller boards to spend a little money to improve the appearance of their stores. The Association gave three of the smaller boards small grants totaling approximately \$8,700.00 to make improvements to their stores. Hopefully this worthy program will be expanded in the future.

## ABC BOARD SUMMER CONFERENCE

The opening session also included a program segment on ABC law enforcement, and a program segment on methods to combat underage drinking. Katie Alley, Curtis Canty, and Jim Waddell presented their views on local ABC law enforcement, and Chief Bill Belvin, from Rowan/Kannapolis, gave a presentation on ideas and models for attacking the problem of underage drinking.

First Lady Mary Easley



The primary speaker at the Tuesday morning session was First Lady Mary Easley. Mrs. Easley is very involved in national efforts to combat underage drinking. Her speech was inspirational and very well received by the entire group.

The Commission's Laurie Lee demonstrated the Commission's new and improved web site during the Tuesday morning business session. If you have not already done so, please visit [www.ncabc.com](http://www.ncabc.com), and take advantage of the information that is available on the Commission's web site. While you are surfing the web, visit the Association's web site at [www.ncabcboards.com](http://www.ncabcboards.com).

Another program segment at the Tuesday morning session involved educating the attendees about a new recycling law for ABC permittees that will become effective the first of next year.

A Mixology 101 seminar was presented on Tuesday afternoon by Tim Master. It was a light and entertaining session on how to mix various kinds of interesting drinks.

Rowan County ABC Law Enforcement Officer Bill Belvin



NC ABCC Staff Attorney Lorita Pinnix



## REVENUES FROM SPIRITUOUS LIQUOR

### Revenues From Spirituous Liquor - North Carolina ABC Boards July 1, 2006 - June 30, 2007

Statutory Authority	06/30/07	06/30/06	Increase -Decrease	Percent Change	
Liquor Sales - Regular	508,538,885	471,404,687	37,134,198	7.88%	
Mixed Beverage Sales	140,973,393	127,414,041	13,559,352	10.64%	
Total Sales	649,512,278	598,818,728	50,693,550	8.47%	
State Excise Tax	105-113.80(6); 18B-805(b)(2)	119,690,379	110,229,023	9,461,356	8.58%
Liquor Sales Tax	105-164.4(a); 18B-805(b)(2)	34,828,288	31,872,456	2,955,832	9.27%
Mixed Beverage Tax - Revenue	18B-804(b)(8),(9); 18B-805(b)(2)	13,154,635	12,331,567	823,068	6.67%
Mixed Beverage Tax - DHR	18B-804(b)(8),(9); 18B-805(b)(3)	1,315,337	1,232,977	82,360	6.68%
Rehabilitation Tax	18B-804(b)(6); 18B-805(b)(4)	2,253,490	2,198,942	54,548	2.48%
Cost of Goods Sold	18B-805(b)(1)	346,558,123	321,366,846	25,191,277	7.84%
Operating Expenses	18B-805(b)(1)	96,196,055	90,168,436	6,027,619	6.68%
Interest Income	18B-805(a)	3,285,889	2,232,463	1,053,426	47.19%
Other Income	18B-805(a)	4,342,838	1,604,434	2,738,404	170.68%
Profit Before Distribution		78,310,321	65,737,502	12,572,819	19.13%
Profit Percent To Sales		12.06%	10.98%	0.31%	
Law Enforcement	18B-805(c)(2)	6,413,801	6,105,656	308,145	5.05%
Alcohol Education	18B-805(c)(3)	8,121,635	7,369,983	751,652	10.20%
Net Profit		63,774,885	52,261,863	11,513,022	22.03%
County - City Distributions	18B-805(e)	40,306,023	37,659,195	2,646,828	7.03%
Mixed Beverage Tax Retained	18B-805(b)(2); 18B-805(f)	11,838,780	11,098,864	739,916	6.67%
Surcharge Collected	18B-804(b)(6a); 18B-203(a)(15)	3,433,437	3,259,967	173,470	5.32%
Bailment Collected	18B-804(b)(2); 18B-203(a)(15)	4,443,271	3,667,463	775,808	21.15%
Bottles Sold:					
Regular		36,344,646	35,664,854	679,792	1.91%
Mixed Beverage		6,800,435	6,504,375	296,060	4.55%
Total		43,145,081	42,169,229	975,852	2.31%
Miniatures		9,555,569	9,381,152	174,417	1.86%
Number Of Stores		398	392	6	

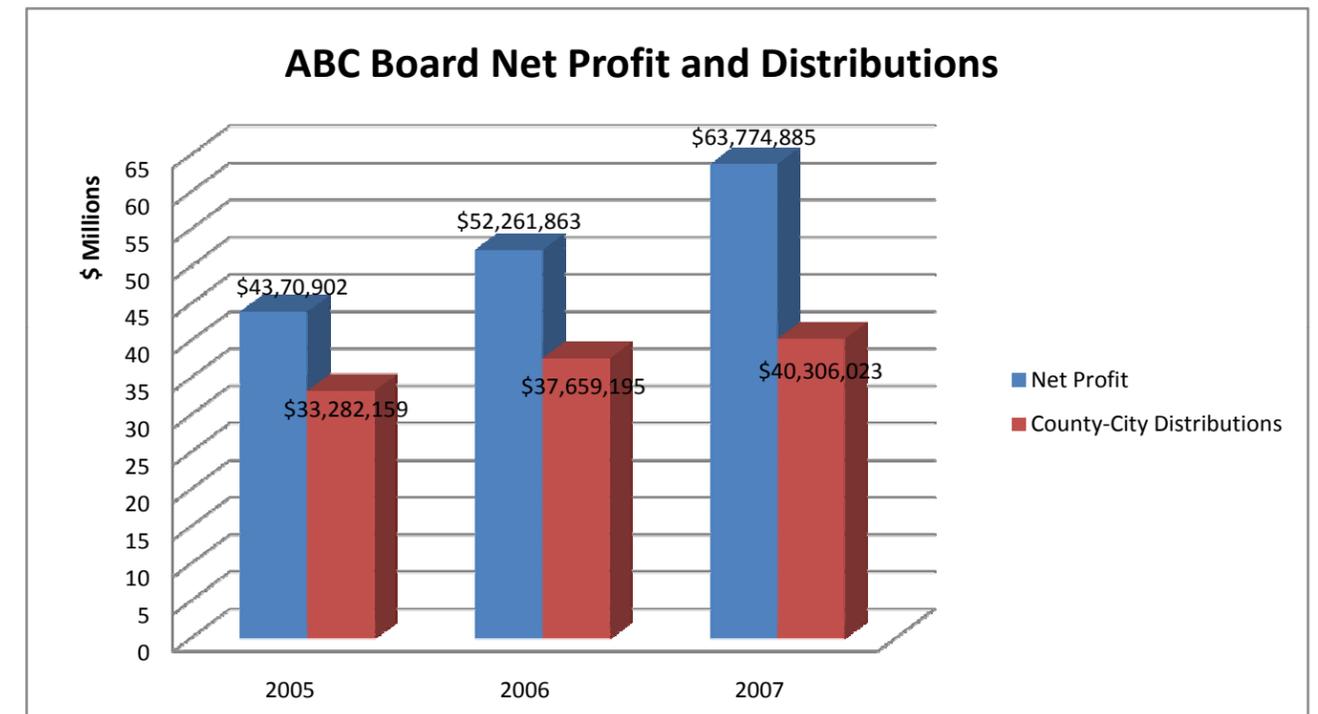
Notes:

Surcharge increased from \$.80 to \$.85 per case November 1, 2006  
 Bailment increased from \$.90 to \$1.10 per case November 1, 2006  
 The sales tax rate changed from 7% to 6.75% December 1, 2006

## REVENUES FROM SPIRITUOUS LIQUOR

### Profit Percent to Sales

Top 10 ABC Boards		
1.	Wake County	18.71%
2.	Mecklenburg County	16.14%
3.	New Hanover County	15.78%
4.	Morganton	15.40%
5.	Dare County	15.39%
6.	Blowing Rock	15.33%
7.	Sylva	15.04%
8.	Southport	14.99%
9.	Maggie Valley	14.29%
10.	High Country	13.83%



## REVENUES AND DISTRIBUTION

ABC Board	Retail Sales	Mixed Beverage Sales	Wine Sales	State Excise Tax	Mix Bev Tax-Dept Revenue	Mix Bev Tax-DHR	Rehab Tax	Cost of Liquor Sold
Alamance Municipal	6,425,519	1,395,338	0	1,448,489	138,792	13,879	28,079	4,203,512
Albemarle	1,887,040	261,225	10,848	402,705	26,152	2,615	7,912	1,163,615
Andrews	586,061	0	5,168	112,648	0	0	2,460	324,607
Angier	797,313	0	978	152,862	0	0	3,428	438,930
Asheville	13,667,914	6,163,909	60,950	3,597,776	557,463	55,746	63,433	10,427,133
Beaufort County	3,394,542	277,136	11,613	693,559	27,063	2,706	14,867	1,992,287
Belville	1,560,707	0	0	299,511	0	0	6,153	869,997
Bertie County	821,024	0	0	157,264	0	0	3,693	457,877
Bessemer City	539,109	672	3,082	103,098	92	9	2,705	299,920
Black Mountain	1,431,547	0	0	274,423	0	0	5,290	794,987
Blowing Rock	886,344	845,546	7,369	303,321	77,750	7,775	4,776	874,188
Boiling Spring Lakes	456,339	1,784	0	87,818	206	21	1,780	255,208
Boone	4,024,187	37,477	27,578	779,131	3,209	321	13,772	2,273,734
Brevard	1,977,282	436,763	23,189	448,543	40,303	4,030	7,555	1,293,402
Brunswick	411,774	0	0	78,416	0	0	1,942	228,119
Brunswick County	1,696,514	387,499	0	385,048	39,734	3,974	7,217	1,115,332
Bryson City	1,319,386	152,324	8,884	272,946	14,080	1,000	5,385	809,115
Bunn	660,085	0	396	126,617	0	0	2,652	369,172
Calabash	1,171,581	268,724	12,471	265,253	29,236	2,924	5,029	771,458
Camden County	985,057	0	1,256	188,336	0	0	3,967	547,164
Canton	941,896	24,410	5,180	184,364	2,666	267	3,920	534,378
Carteret County	7,824,575	1,929,307	26,646	1,800,615	189,690	18,969	31,658	5,220,859
Caswell County	1,584,939	0	0	303,553	0	0	7,418	880,553
Catawba County	10,643,000	2,448,921	39,061	2,423,404	235,845	23,585	45,863	6,835,945
Chatham County	1,844,793	89,402	12,112	369,004	6,988	701	6,427	1,067,844
Cherryville	746,747	10,526	2,721	144,647	1,057	108	3,290	420,624
Chowan County	966,547	69,690	2,515	195,565	6,927	667	4,012	568,327
Clinton	1,227,860	95,011	0	250,012	9,028	903	5,958	724,773
Columbus	478,690	18,306	4,955	94,249	1,964	196	1,833	273,549
Concord	6,967,286	1,767,373	39,540	1,613,791	172,331	17,233	29,388	4,707,633
Cooleemee	564,846	7,199	1,873	109,697	778	78	2,408	319,989
Cramerton	207,254	19,359	694	40,214	2,090	209	798	120,876
Craven County	5,449,107	1,205,208	28,462	1,231,305	119,977	12,025	23,718	3,571,627
Cumberland County	14,309,120	5,361,512	57,258	3,579,618	512,875	51,288	72,456	10,327,284
Currituck County	3,275,701	371,459	55,080	686,820	34,650	3,465	11,321	1,993,622
Dare County	9,015,769	2,893,370	160,145	2,180,510	286,083	28,608	35,254	6,407,988
Dobson	503,580	0	0	96,642	0	0	2,025	278,235
Dunn	1,711,275	147,576	0	351,551	12,899	1,290	7,476	1,027,895
Durham County	15,578,785	4,070,606	57,953	3,632,636	370,628	37,063	68,294	10,520,574
Eden	1,352,916	188,794	4,456	288,184	19,310	1,931	6,252	836,435
Edgecombe County	3,385,321	80,669	0	660,778	7,151	715	16,850	1,926,768
Elizabethtown	996,053	28,368	2,763	195,128	3,147	315	4,346	569,442
Elkin	1,173,394	9,805	6,899	226,865	944	94	4,543	660,955
Fairmont	460,371	0	702	88,051	0	0	2,428	255,777
Fletcher	1,981,015	109,577	9,436	397,073	10,333	1,033	7,401	1,154,010
Forest City	1,304,126	86,047	8,579	263,526	7,689	769	5,884	764,614
Franklin	2,063,588	115,794	26,017	413,584	13,376	1,338	7,841	1,205,833
Franklinton	610,746	0	1,417	117,114	0	0	2,664	340,424
Garland	221,894	0	0	42,481	0	0	1,114	124,058
Gastonia	5,718,474	1,574,940	28,953	1,342,431	149,630	14,963	27,140	3,907,193
Gates County	468,062	0	0	89,775	0	0	1,851	259,380
Gibsonville	586,369	28,118	820	116,668	2,849	497	2,645	340,671

## REVENUES AND DISTRIBUTION

Operating Expenses	Other Exp.	Profit Before Distrib.	Profit Percent	Law Enf.	Alcohol Edu.	County & Municipal Distrib.	Bottles Sold Regular	Bottles Sold Mix Bev	Bottles Sold Mini	# of Stores
1,320,982	7,207	767,442	9.69%	63,835	0	449,746	467,839	72,259	107,408	4
391,020	0	163,293	7.54%	4,953	6,935	5,000	137,777	13,939	32,666	1
98,135	0	50,170	8.47%	10,000	0	3,500	47,603	0	7,976	1
148,543	0	54,564	6.83%	1,487	0	36,967	65,012	0	17,754	1
3,387,950	405	2,845,425	13.56%	131,786	159,476	1,254,927	929,401	294,904	221,769	8
737,921	0	225,399	6.10%	22,209	6,361	188,205	271,781	14,433	55,700	6
228,848	0	160,639	10.26%	5,628	0	135,011	114,862	0	40,956	1
203,592	0	3,189	0.39%	0	0	3,189	72,073	0	8,881	3
101,631	0	33,854	6.22%	0	0	5,201	50,573	49	17,407	1
273,434	0	89,456	6.22%	4,566	3,196	81,694	100,813	0	24,956	1
219,130	0	269,301	15.33%	11,160	15,625	195,000	51,180	41,303	15,145	1
88,949	0	24,226	5.29%	508	0	23,718	33,050	110	12,214	1
542,719	15,351	461,677	11.33%	17,066	23,893	387,813	253,887	3,224	91,648	1
395,220	0	233,918	9.59%	8,693	0	205,884	125,374	21,494	21,161	1
70,265	0	33,832	8.20%	9,600	0	10,300	36,445	0	11,969	1
344,822	60,413	130,134	6.42%	3,691	5,167	30,000	117,771	20,347	31,160	2
281,314	0	104,828	7.04%	3,017	4,224	38,759	94,826	7,485	26,899	1
118,426	0	45,269	6.84%	1,244	1,742	36,283	50,710	0	11,640	1
232,139	1,113	147,187	10.07%	6,020	0	130,000	77,492	15,376	38,598	1
191,592	0	59,460	6.00%	1,487	2,081	53,098	77,877	0	7,271	2
199,298	12,634	30,907	3.22%	59	59	0	72,815	1,420	20,807	1
1,647,602	4,704	1,080,100	10.79%	55,912	0	564,721	510,671	99,908	112,934	6
362,822	0	36,207	2.28%	0	0	36,207	143,514	0	24,232	4
2,075,022	0	1,469,042	11.18%	89,470	55,500	754,652	759,877	123,166	171,102	8
368,013	5,942	121,642	6.27%	3,108	4,351	0	116,208	3,739	42,857	3
165,959	0	26,913	3.52%	4,800	0	15,000	60,729	2,160	14,519	1
226,890	20,472	24,138	2.35%	0	0	0	72,363	6,306	7,888	1
202,169	0	139,521	10.47%	5,000	0	121,000	107,906	4,817	32,177	1
97,221	0	29,640	5.90%	735	1,028	10,000	34,156	883	8,111	1
1,519,957	0	849,856	9.54%	26,708	0	259,824	490,137	69,064	142,756	5
131,755	1,716	11,436	1.98%	0	0	4,000	46,643	419	5,457	1
99,409	0	-36,336	-15.99%	0	0	0	13,910	1,088	4,769	1
1,017,423	0	732,563	10.89%	34,479	0	319,014	394,426	63,273	83,353	5
2,901,153	0	2,360,138	11.89%	350,598	125,002	1,491,572	1,102,857	271,947	371,574	10
509,054	0	425,462	11.49%	16,102	22,542	0	201,297	17,623	37,446	3
1,346,943	0	1,872,200	15.39%	153,168	76,584	1,393,409	540,219	152,206	63,227	5
99,271	0	31,702	6.24%	906	1,268	16,404	37,893	0	13,071	1
281,403	0	184,752	9.89%	6,405	0	130,000	135,407	6,839	36,418	2
3,455,524	26,538	1,774,334	8.92%	208,636	79,078	833,333	1,108,289	194,048	317,735	8
275,932	0	117,886	7.61%	3,564	4,990	105,508	111,042	10,300	18,468	1
691,487	163	183,189	5.25%	40,501	0	142,688	320,720	3,701	62,856	6
134,296	0	126,918	12.28%	4,757	6,660	80,000	81,456	1,174	21,437	1
200,018	0	113,828	9.43%	3,878	5,429	72,000	86,775	454	18,197	1
101,151	0	15,188	3.28%	0	0	20,000	45,246	0	16,268	1
270,991	46	263,704	12.49%	10,009	14,012	55,590	131,981	5,485	52,819	1
246,806	0	109,172	7.77%	3,413	4,778	0	107,557	4,101	30,120	1
468,135	894	83,998	3.80%	1,304	931	50,000	146,026	6,208	22,923	1
138,302	0	13,921	2.27%	0	0	10,246	49,899	0	16,916	1
50,441	0	3,977	1.79%	0	0	0	19,623	0	13,304	1
1,162,634	7,719	793,005	10.69%	31,943	0	608,000	433,378	78,120	156,615	5
109,257	0	12,310	2.60%	0	0	2,000	36,135	0	4,351	2
139,709	507	15,271	2.47%	0	0	0	49,991	0	14,498	1

## REVENUES AND DISTRIBUTION

ABC Board	Retail Sales	Mixed Beverage Sales	Wine Sales	State Excise Tax	Mix Bev Tax-Dept Revenue	Mix Bev Tax-DHR	Rehab Tax	Cost of Liquor Sold
Granite Falls	817,075	26,631	0	160,561	3,211	321	3,474	464,645
Granville County	2,613,836	91,863	0	515,117	9,502	950	11,428	1,493,120
Greene County	547,673	0	65	104,940	0	0	2,284	302,288
Greensboro	21,595,317	8,514,071	77,657	5,481,611	790,275	79,027	101,322	15,852,243
Halifax County	3,578,717	238,503	0	722,396	23,942	2,394	17,043	2,064,971
Hamlet	706,380	19,055	0	138,203	1,998	200	3,302	400,499
Hendersonville	3,693,583	874,581	26,208	844,718	85,865	8,586	15,240	2,449,125
Hertford	672,547	7,669	0	130,369	736	74	2,578	375,162
Hertford County	1,573,898	81,323	0	313,973	8,280	828	7,307	894,257
High Country	2,088,252	641,597	8,056	504,108	56,127	5,613	7,738	1,466,680
High Point	9,043,428	1,997,976	33,129	2,049,436	187,705	18,771	38,185	5,911,388
Highlands	1,258,296	117,598	15,843	261,567	8,876	889	3,513	756,016
Hoke County	685,834	50,853	0	139,212	5,193	519	3,303	404,997
Hyde County	420,493	57,494	0	90,299	4,712	553	1,917	257,257
Johnston County	7,277,432	941,178	26,156	1,540,550	91,918	9,200	30,558	4,475,968
Jones County	868,235	0	0	165,987	0	0	3,634	482,922
Kenansville	329,166	23,403	0	66,024	2,351	203	1,554	185,022
Kings Mountain	977,500	3,286	4,041	188,018	285	32	4,373	554,881
Lake Lure	473,968	196,608	0	121,544	19,247	1,925	2,166	352,156
Lake Waccamaw	275,168	0	0	52,674	0	0	1,211	152,217
Laurel Park	965,416	114,569	8,608	203,366	10,510	1,051	3,571	587,827
Lenoir City	2,500,781	230,051	11,130	513,759	25,084	2,509	11,509	1,482,546
Lenoir County	2,519,614	249,371	0	522,308	22,651	2,265	11,364	1,516,711
Lexington	2,789,910	204,048	0	566,485	20,604	2,060	11,944	1,642,817
Liberty	685,329	0	0	131,350	0	0	2,924	383,521
Lillington	658,259	38,991	0	131,139	4,036	404	2,902	382,150
Lincoln County	1,388,704	197,849	7,706	297,363	18,772	1,877	4,913	868,357
Lincolnton	1,732,930	218,439	6,772	364,334	22,754	2,275	7,883	1,061,519
Louisburg	989,651	43,656	0	196,383	4,473	447	4,363	572,271
Lumberton	2,336,686	423,991	10,064	514,275	39,769	3,973	11,232	1,498,082
Madison	925,661	23,567	0	180,673	2,393	239	4,137	526,835
Maggie Valley	891,726	287,943	8,526	214,491	29,339	2,953	4,110	613,576
Marion	1,695,470	157,146	7,516	348,932	16,809	1,681	7,141	1,014,899
Martin County	1,422,572	59,277	0	281,477	5,776	578	6,355	817,727
Maxton	371,679	0	0	71,143	0	0	1,833	207,716
Mecklenburg County	55,011,414	33,401,637	331,557	15,873,391	2,949,720	294,972	268,517	46,027,204
Monroe	3,967,532	754,821	0	877,558	74,348	7,435	16,934	2,555,929
Montgomery Municipal	1,275,997	45,495	0	251,499	4,316	432	5,962	721,387
Moore County	5,542,157	2,071,072	40,108	1,393,599	181,684	18,167	24,221	4,031,112
Mooreville	5,747,841	1,166,646	37,156	1,287,408	110,007	11,001	21,314	3,739,586
Morganton	2,569,448	327,454	11,809	543,488	32,012	3,201	11,159	1,583,633
Mount Airy	1,802,100	219,420	8,732	379,202	22,218	2,222	7,998	1,100,527
Mount Holly	1,355,617	0	3,696	260,072	0	0	5,578	762,402
Mount Pleasant	506,510	0	0	97,152	0	0	2,039	281,894
Murphy	2,993,688	37,991	28,953	580,521	3,740	360	10,773	1,685,885
Nash County	6,604,786	879,439	16,148	1,402,822	84,911	8,491	30,083	4,037,328
New Hanover County	19,507,057	10,244,788	0	5,342,145	982,921	98,292	90,799	15,406,383
Newton Grove	342,613	0	0	65,621	0	0	1,593	190,797
North Wilkesboro	923,881	75,880	2,728	189,400	6,323	632	4,178	550,076
Northampton County	987,404	0	0	188,990	0	0	4,875	544,023
Norwood	377,066	4,375	0	72,981	400	40	1,570	211,906
Oak Island	1,375,045	345,078	0	317,281	34,296	3,430	5,691	921,133

NORTH CAROLINA ABC COMMISSION

## REVENUES AND DISTRIBUTION

Operating Expenses	Other Exp.	Profit Before Distrib.	Profit Percent	Law Enf.	Alcohol Edu.	County & Municipal Distrib.	Bottles Sold Regular	Bottles Sold Mix Bev	Bottles Sold Mini	# of Stores
178,679	0	35,583	4.20%	955	860	32,526	64,785	1,710	14,950	1
373,656	0	316,131	11.62%	11,603	0	228,396	214,806	5,054	43,503	2
126,472	0	16,330	2.96%	0	0	3,266	42,587	0	15,501	2
4,174,199	0	3,731,595	12.33%	176,159	167,192	3,288,244	1,541,837	414,764	349,193	14
749,959	0	258,103	6.72%	13,500	0	158,806	322,422	12,772	28,324	5
143,341	0	40,407	5.55%	888	1,243	38,276	62,274	914	14,265	1
808,827	0	388,009	8.40%	40,200	24,345	220,000	248,241	45,036	57,631	2
121,014	0	51,287	7.53%	3,046	1,523	46,718	49,225	393	9,707	1
355,215	0	84,986	5.10%	0	0	37,502	140,021	3,890	11,148	3
335,020	0	381,170	13.83%	15,219	21,306	240,000	119,669	29,004	30,397	1
1,895,409	6,477	1,005,629	9.04%	53,464	40,000	655,977	633,795	98,520	156,917	6
209,470	0	151,554	10.80%	5,578	7,809	0	62,907	4,735	13,066	1
107,117	0	76,453	10.38%	7,315	5,121	64,017	60,020	2,754	16,286	1
123,152	359	-241	-0.05%	0	0	0	35,153	2,513	3,342	2
1,223,401	0	924,318	11.12%	33,902	13,000	650,000	534,076	48,518	142,426	7
205,543	724	9,817	1.13%	0	0	0	69,223	0	17,328	3
90,770	0	8,614	2.43%	0	0	14,000	28,080	1,191	9,067	1
230,984	0	8,181	0.83%	3,680	3,680	11,071	78,780	129	24,804	1
125,191	0	52,838	7.83%	1,683	2,358	13,147	31,652	10,259	7,068	1
62,791	0	9,190	3.30%	29	40	0	22,118	0	10,553	1
210,687	0	78,511	7.12%	4,641	3,249	68,502	61,899	5,556	19,856	1
436,176	0	268,180	9.76%	9,146	9,146	224,989	207,205	12,405	52,896	2
565,275	0	139,660	5.02%	8,906	0	0	198,176	15,767	66,703	3
515,709	0	244,310	8.13%	7,653	0	236,000	219,260	10,688	44,695	2
145,114	0	23,838	3.47%	5,000	360	18,478	55,186	0	16,479	1
118,238	0	60,497	8.65%	1,943	5,739	0	53,426	2,159	12,296	1
261,853	0	141,859	8.89%	0	0	0	84,278	10,002	19,868	1
298,192	0	204,669	10.41%	20,000	10,193	174,476	138,106	11,983	37,893	1
159,169	0	101,715	9.79%	10,580	4,937	78,198	81,370	2,324	17,854	1
517,181	0	181,907	6.56%	4,934	0	0	191,674	20,541	62,141	2
198,868	0	41,492	4.35%	601	120	29,480	78,580	1,276	14,470	1
224,211	0	181,541	14.29%	7,363	0	0	61,780	14,226	30,999	1
270,071	0	206,255	11.05%	7,513	10,519	188,223	129,217	8,840	23,844	1
304,035	0	66,914	4.51%	1,058	0	0	119,851	3,081	20,844	2
95,679	0	-4,472	-1.20%	0	0	0	33,805	0	14,235	1
11,067,484	0	14,765,757	16.14%	1,611,120	2,844,287	4,473,685	3,632,939	1,532,266	1,025,674	22
620,297	17,944	573,050	12.13%	101,911	31,470	349,230	286,318	39,460	64,423	1
331,207	0	7,069	0.53%	1,500	0	13,500	110,890	2,301	30,236	2
968,906	0	1,040,063	13.53%	142,552	40,000	662,020	371,685	93,155	97,932	4
982,080	38,102	780,747	11.26%	29,195	0	461,000	351,351	57,604	86,653	3
301,004	0	450,279	15.40%	53,948	35,301	351,390	196,860	16,345	49,937	1
324,628	5	201,291	9.85%	10,065	0	177,076	142,579	11,862	27,577	1
237,489	6,598	89,257	6.59%	2,359	3,302	0	106,015	0	27,795	1
124,638	0	3,241	0.64%	0	0	0	38,488	0	11,488	1
414,309	0	352,635	11.48%	90,000	0	128,571	209,376	1,988	20,495	1
1,161,387	0	780,135	10.38%	175,200	38,756	356,693	537,848	44,198	98,203	9
3,284,986	0	4,723,838	15.78%	260,000	0	2,873,328	1,208,316	519,962	438,529	8
77,626	0	7,011	2.05%	0	0	5,000	29,443	0	12,061	1
225,858	43	25,417	2.53%	1,400	0	20,000	75,205	3,373	24,890	1
246,954	0	4,607	0.47%	2,250	0	17,959	94,563	0	14,715	4
88,946	0	5,651	1.48%	0	0	0	30,043	212	5,763	1
278,274	4,626	157,337	9.16%	5,368	0	136,772	104,697	5,409	18,547	1

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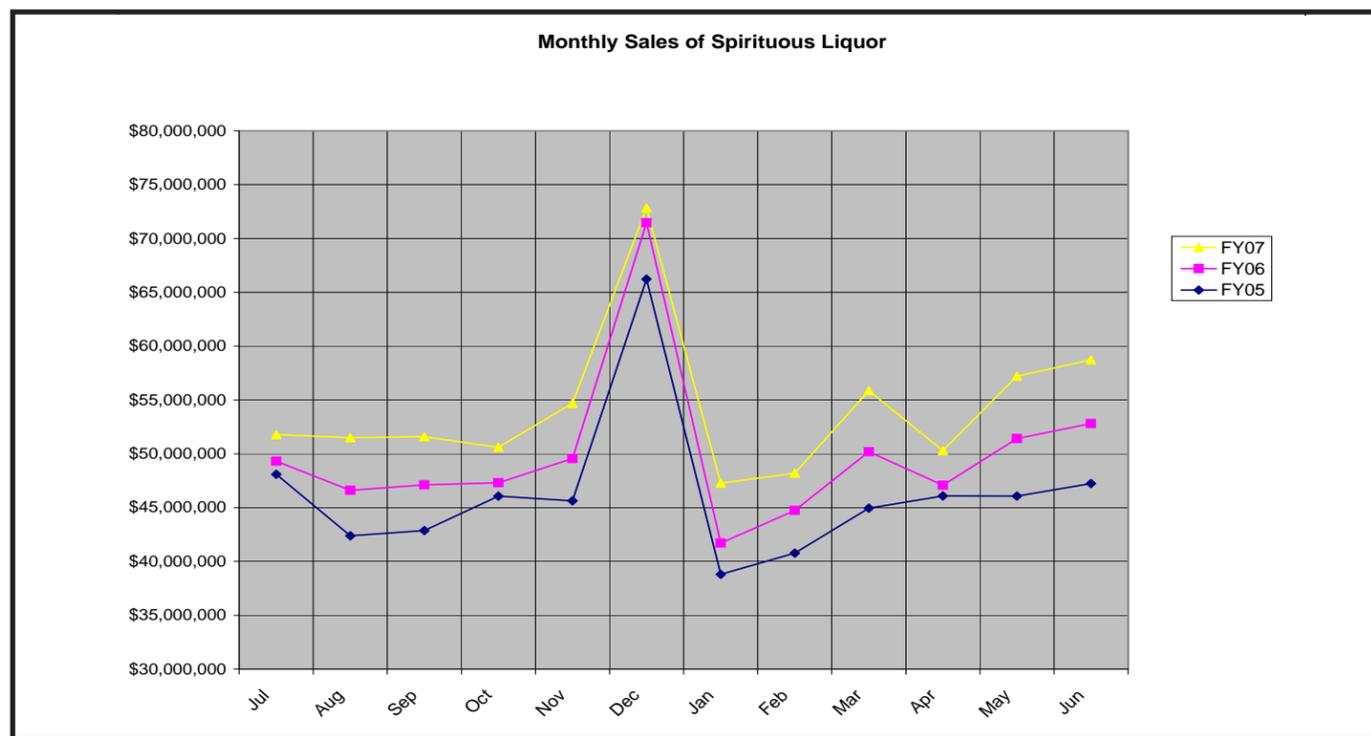
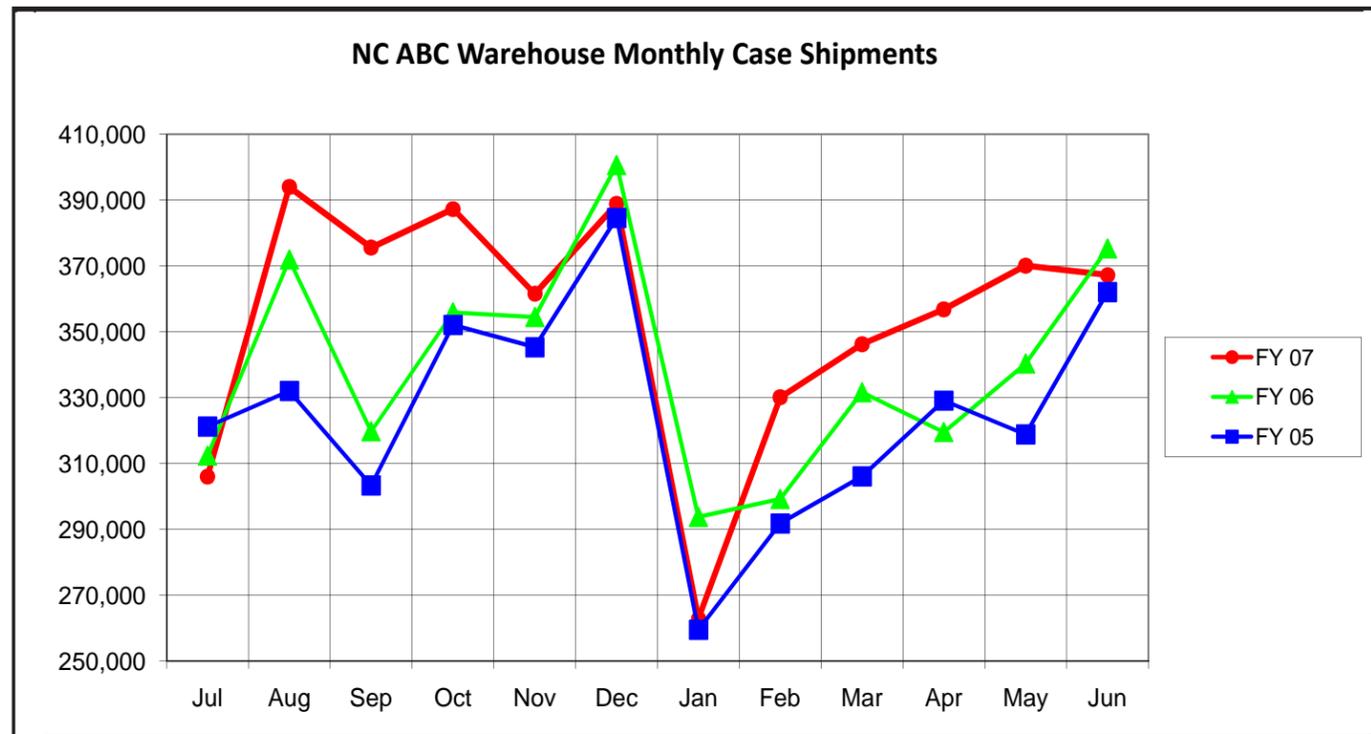
## REVENUES AND DISTRIBUTION

ABC Board	Retail Sales	Mixed Beverage Sales	Wine Sales	State Excise Tax	Mix Bev Tax-Dept Revenue	Mix Bev Tax-DHR	Rehab Tax	Cost of Liquor Sold
Ocean Isle	1,093,353	342,718	23,960	264,199	32,237	3,224	4,339	756,039
Onslow County	7,143,603	3,048,471	30,904	1,849,617	282,203	28,220	34,531	5,372,318
Orange County	8,926,853	3,373,078	37,604	2,233,251	339,643	33,965	39,828	6,448,738
Pamlico County	918,830	76,341	4,852	187,897	8,132	813	3,639	547,431
Pasquotank County	1,959,497	581,789	165	466,292	56,539	5,654	9,165	1,347,844
Pembroke	493,921	0	0	94,448	0	0	2,397	297,284
Pender County	3,738,483	300,161	0	764,176	29,050	2,905	14,716	2,209,164
Person County	2,120,038	173,155	0	432,396	19,384	1,930	9,202	1,252,839
Pitt County	9,202,251	3,076,994	32,371	2,237,816	309,409	30,948	44,833	6,513,301
Pittsboro	625,750	0	0	120,072	0	0	2,489	349,899
Randleman	2,479,787	79,510	13,844	488,222	7,304	730	10,158	1,411,034
Red Springs	488,808	0	0	93,643	0	0	2,329	271,267
Reidsville	1,678,370	138,760	0	343,086	14,157	1,416	7,405	1,000,359
Rockingham	1,290,174	93,388	0	261,152	9,888	989	5,807	755,358
Roseboro	512,924	0	0	99,068	0	0	2,672	287,638
Rowan/Kannapolis	6,790,312	810,848	26,515	1,426,962	84,061	8,406	29,897	4,133,133
Rowland	165,162	0	0	31,295	0	0	1,236	91,398
Rutherfordton	919,539	90,657	6,854	190,645	8,353	835	3,902	552,718
Saint Pauls	806,656	0	1,853	154,400	0	0	4,003	446,597
Sanford	3,312,470	491,229	14,714	711,391	48,445	4,845	13,995	2,062,188
Scotland County	1,426,408	65,861	0	283,595	6,608	661	6,197	819,505
Shalotte	1,223,657	189,536	0	264,478	17,884	1,789	4,953	764,478
Shelby	2,803,309	295,896	12,009	584,034	27,177	2,718	12,222	1,681,208
Siler City	984,493	10,099	4,273	190,034	971	97	3,995	546,849
Southport	1,333,547	353,853	11,883	311,953	32,673	3,267	5,175	907,671
Sparta	732,216	37,104	2,594	146,531	3,211	321	2,644	422,224
Statesville	3,364,987	609,326	9,531	740,116	59,504	5,950	14,324	2,152,485
Sunset Beach	868,190	145,592	14,561	189,450	14,047	1,405	3,188	529,762
Sylva	2,038,920	607,479	23,033	487,399	54,309	5,431	8,799	1,410,934
Tabor City	543,850	0	996	104,086	0	0	2,527	304,628
Taylorsville	857,550	4,075	2,624	165,212	373	37	3,506	474,126
Thomasville	2,141,274	147,759	0	433,123	14,724	1,472	9,766	1,264,874
Triad Municipal	23,052,085	5,158,706	112,970	5,230,999	487,362	48,736	99,370	15,080,287
Tryon	336,292	102,898	4,631	80,568	10,137	1,014	1,782	235,238
Tyrrell County	244,734	0	0	46,898	0	0	1,110	128,808
Vance County	2,603,966	186,421	0	527,965	17,676	1,768	12,229	1,536,069
Wadesboro	1,064,006	19,181	2,797	206,695	2,080	208	4,898	600,896
Wake County	46,675,077	19,952,154	172,299	12,104,236	1,842,348	184,234	202,340	34,990,989
Wallace	1,015,324	59,349	0	203,761	5,873	587	4,475	593,811
Walnut Cove	699,007	0	2,809	134,019	0	0	2,937	390,450
Warren County	1,494,901	36,926	0	288,682	3,647	365	6,333	883,320
Warsaw	438,552	6,560	0	85,022	744	74	1,957	247,131
Washington County	677,296	3,120	0	130,303	369	37	2,840	375,824
Waxhaw	838,929	0	0	161,405	0	0	3,158	465,821
Wayne County	5,007,930	732,853	1,965	1,074,553	70,789	7,079	22,829	3,080,772
Waynesville	2,086,372	29,184	11,227	404,897	2,856	286	7,604	1,165,187
West Columbus	529,908	0	0	101,242	0	0	2,661	296,542
Whiteville	891,480	103,519	0	185,418	10,621	1,062	4,224	525,330
Wilkesboro	1,208,601	169,225	5,400	257,523	16,530	1,653	5,327	748,958
Wilson County	4,940,166	583,191	11,257	1,036,922	58,243	5,824	22,794	2,997,969
Youngsville	624,311	0	0	119,698	0	0	2,617	347,965
<b>Totals</b>	<b>508,538,885</b>	<b>140,973,393</b>	<b>2,090,878</b>	<b>119,690,379</b>	<b>13,154,635</b>	<b>1,315,337</b>	<b>2,253,490</b>	<b>346,558,123</b>

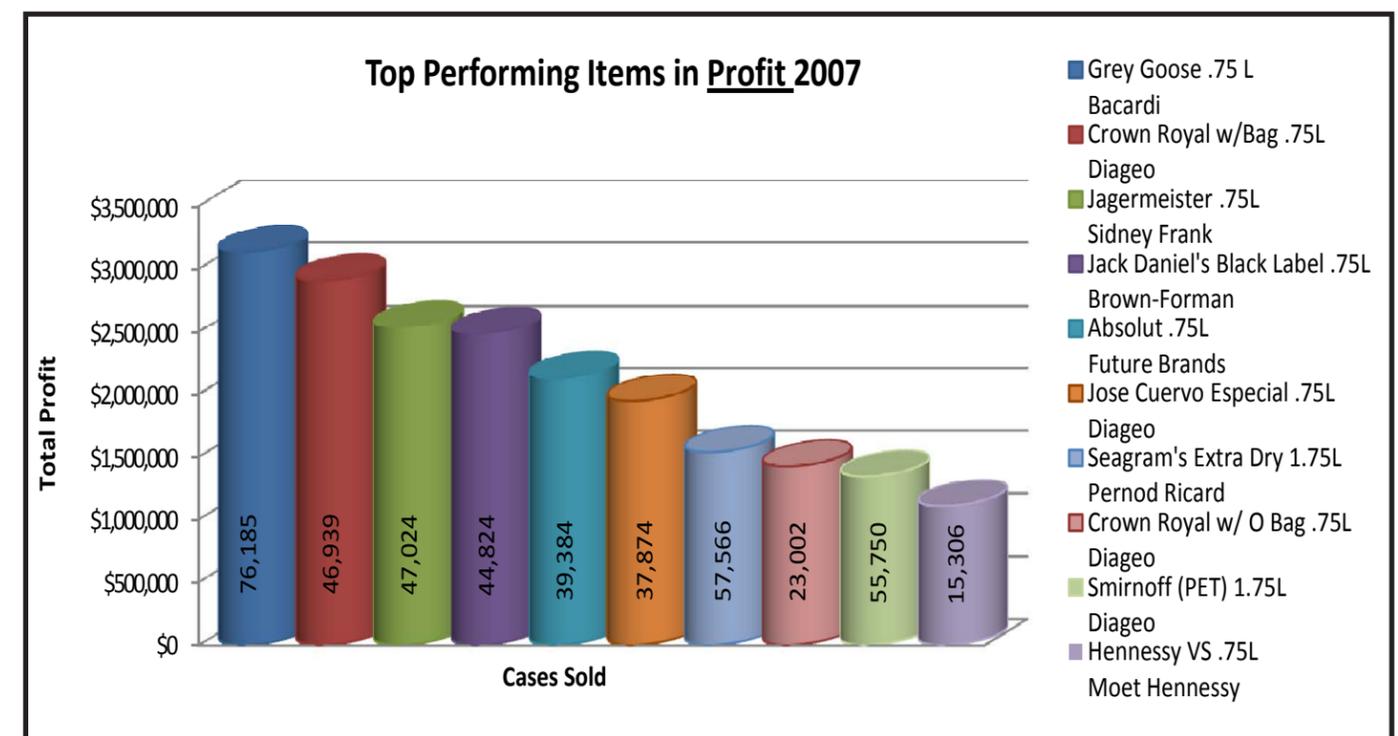
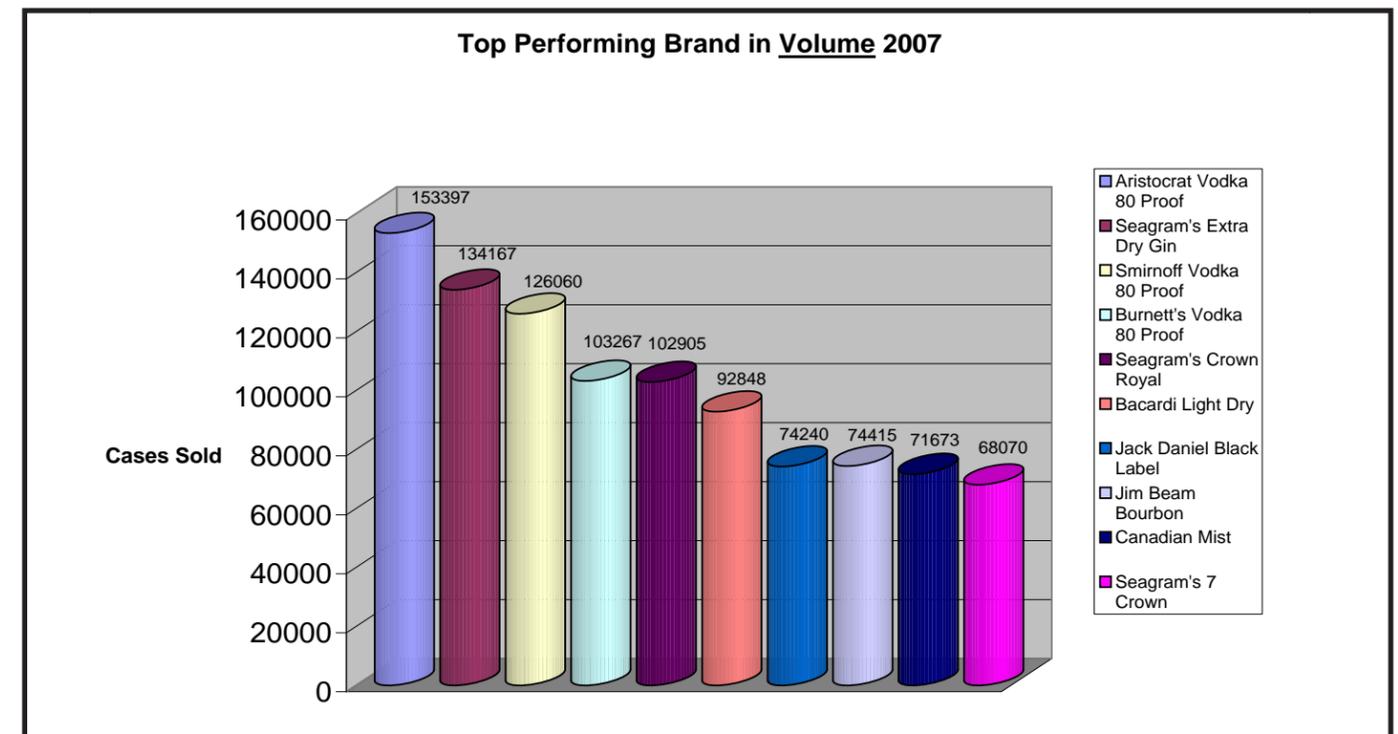
## REVENUES AND DISTRIBUTION

Operating Expenses	Other Exp.	Profit Before Distrib.	Profit Percent	Law Enf.	Alcohol Edu.	County & Municipal Distrib.	Bottles Sold Regular	Bottles Sold Mix Bev	Bottles Sold Mini	# of Stores
293,561	49	95,505	6.53%	62,684	0	48,842	66,017	17,099	18,346	1
1,444,908	0	1,238,072	12.06%	47,230	66,122	692,474	514,573	147,606	142,219	6
2,254,422	0	1,022,083	8.24%	93,418	95,612	450,840	574,942	179,223	212,033	7
177,900	3,338	76,262	7.61%	2,316	3,242	60,704	65,799	4,344	13,208	2
375,160	13,736	273,104	10.78%	9,932	0	212,286	148,084	30,107	25,573	1
109,862	26,199	-34,837	-7.43%	0	0	0	45,910	0	10,154	1
698,476	0	322,467	7.98%	10,038	4,016	286,338	262,793	15,497	80,181	5
293,715	0	287,366	12.51%	28,000	15,234	195,306	166,910	10,290	34,229	2
1,605,941	0	1,636,084	13.19%	154,153	93,138	900,000	693,650	161,124	199,515	9
151,291	0	3,446	0.55%	0	0	0	47,229	0	12,785	1
326,623	0	330,649	12.80%	12,607	0	318,042	191,872	3,620	38,297	1
113,393	198	7,978	1.63%	51	0	0	44,539	0	10,219	1
339,917	14,381	102,056	5.64%	25,000	0	55,737	136,475	7,512	20,516	1
265,185	0	85,183	6.16%	4,281	2,140	78,762	105,073	5,119	29,808	1
101,025	0	23,646	4.60%	2,000	0	2,000	50,100	0	16,702	1
1,650,638	75,443	213,286	2.82%	107,522	0	15,000	532,014	43,445	112,401	7
40,233	0	1,000	0.61%	0	0	0	20,077	0	4,824	1
219,518	0	37,336	3.67%	22,018	0	7,500	67,680	4,450	29,537	1
155,258	0	44,761	5.53%	1,060	0	43,962	68,838	0	26,623	1
604,956	0	408,798	10.58%	71,297	20,665	140,000	241,674	25,644	62,860	2
264,857	0	115,504	7.72%	3,480	4,872	107,429	115,934	3,513	22,630	1
208,181	0	154,050	10.88%	25,450	0	60,000	85,772	8,126	25,848	1
606,667	0	199,304	6.40%	10,532	7,372	169,286	217,087	14,304	65,231	2
184,282	1,704	72,651	7.25%	1,954	2,736	34,610	75,261	479	20,818	1
183,690	0	256,049	14.99%	10,359	0	245,690	94,570	5,845	15,453	1
125,849	0	71,436	9.23%	7,007	0	63,064	48,917	1,620	11,667	1
521,336	0	503,298	12.59%	57,375	26,957	377,070	244,571	31,345	52,838	1
200,886	531	79,104	7.69%	2,470	0	29,711	53,942	6,893	14,642	1
298,963	0	404,040	15.04%	16,504	23,106	200,000	138,449	28,730	43,965	1
97,230	1,152	38,377	7.01%	17,500	0	17,130	47,986	0	12,767	1
147,633	0	74,468	8.61%	2,384	3,338	68,647	67,022	200	15,516	1
442,718	0	139,480	6.05%	3,454	4,835	50,000	176,818	7,615	54,428	2
4,380,347	124,926	2,868,659	10.14%	364,488	0	1,914,166	1,684,156	215,534	438,542	13
92,654	0	18,898	4.26%	0	0	0	29,022	5,311	6,500	1
47,701	0	20,691	8.44%	651	914	0	21,214	0	4,976	1
439,571	0	274,686	9.78%	47,170	0	227,516	229,416	9,194	29,849	2
212,304	0	66,824	6.10%	8,000	0	50,000	91,791	939	26,108	1
5,732,004	0	12,701,484	18.71%	802,723	3,776,100	5,249,710	2,903,417	958,086	926,534	20
136,419	0	129,820	12.08%	9,800	0	100,200	82,893	3,132	17,411	1
146,511	0	27,989	3.99%	4,198	0	21,703	56,018	0	13,584	1
321,820	0	29,177	1.90%	0	0	23,647	121,926	1,859	20,678	3
105,238	0	4,960	1.11%	0	0	0	36,595	354	10,935	1
171,192	0	9,896	1.43%	0	0	0	54,933	199	8,428	1
145,280	0	63,303	7.55%	2,041	2,857	2,000	59,779	0	16,898	1
1,029,538	0	492,325	8.52%	14,750	3,000	213,556	403,005	37,370	81,131	6
319,116	0	237,587	11.07%	13,778	8,611	112,611	142,573	1,236	41,357	1
92,457	0	41,997	7.85%	1,247	0	1,802	50,649	0	12,906	1
168,227	0	106,599	10.64%	8,936	0	49,630	71,754	5,548	35,908	1
260,135	0	92,110	6.64%	4,000	0	76,000	91,196	8,807	32,715	1
984,889	9,771	450,175	8.09%	14,111	0	200,000	406,065	26,605	116,060	7
136,958	0	17,073	2.73%	0	0	17,073	50,074	0	11,366	1
<b>96,196,055</b>	<b>512,130</b>	<b>78,310,321</b>	<b>11.89%</b>	<b>6,413,801</b>	<b>8,121,635</b>	<b>40,306,023</b>	<b>36,344,646</b>	<b>6,800,435</b>	<b>9,555,569</b>	<b>398</b>

## MONTHLY DEPLETIONS AND SALES

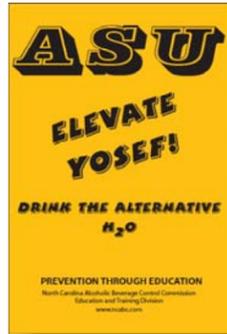


## TOP PERFORMERS



## COMMISSION ALCOHOL EDUCATION - HIGHLIGHTS

### ABC Commission Partners with ASU to Send “A Message in a Bottle” to Students



In 2006, the North Carolina Alcoholic Beverage Control Commission’s Education and Training Division, utilizing a \$5000 mini-grant provided by the National Alcohol Beverage Control Association (NABCA), partnered with Appalachian State University (ASU) to address underage drinking issues.

ABC Commission Training Specialist, Charlie Fuller spearheaded the ASU project. Collaboration with campus Police Chief G. Doer created permanent signage warning students and the public of policies and laws regarding possessing and consuming alcoholic beverages while on campus. Fuller also worked with Kendal McDevitt, ASU



SPARC (Study To Prevent Alcohol-Related Consequences on College Campuses) Community Organizer, and created a project titled, “Message in a Bottle,” reminding students there is an alternative to drinking alcohol. Signage was distributed and 3,500 bottles of water bearing the same message were purchased and will be given to students during special events.

Fuller said, “ASU is making great strides in addressing alcohol issues on campus. This project will further assist ASU in informing students of alternatives to alcohol consumption.”

### ABC Commission Chairman Meets With First Lady on Underage Call to Action Report

“First Lady Mary Easley held a press conference at RDU International Airport after returning from Washington, DC to discuss the U.S. Surgeon General’s Call to Action to Reduce and Prevent Underage Drinking. The First Lady was joined by leaders from local underage drinking prevention coalitions and representatives from the NC State Highway Patrol, NC Alcohol Law Enforcement, NC Alcohol Beverage Control Commission, NC Department of Health and Human Services and the state chapters of Mothers Against Drunk Driving (MADD) and Students Against Destructive Decisions (SADD.)”

*Office of the Governor, 2007*



*First Lady Mary Easley and ABC Chairman Douglas A. Fox*

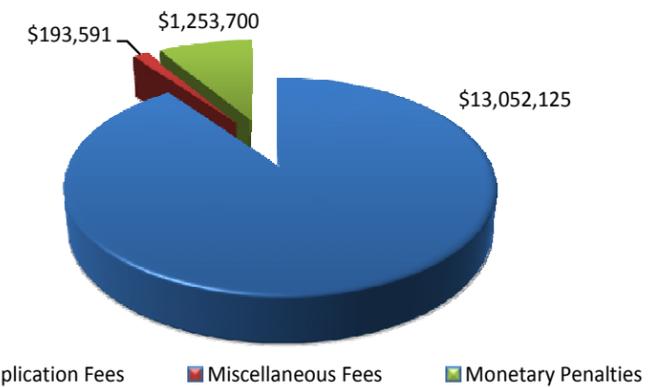


Mike Joyner  
Member

Douglas Fox  
Chairman

John Lyon, Jr.  
Member

### Fees and Monetary Penalties Collected FY 2007 by the ABC Commission



**Total Money Collected and Turned Over to the North Carolina General Fund from the North Carolina ABC Commission**

**\$14,499,416**