

NORTH CAROLINA  
ALCOHOLIC BEVERAGE CONTROL

2010

# ANNUAL REPORT



CONTROL, SERVICE AND REVENUE SINCE 1937



# LETTER FROM THE CHAIRMAN

December 2010

## Dear Governor Perdue:

The North Carolina Alcoholic Beverage Control (ABC) Commission was established in 1937 as the state worked to replace the lawless criminal alcohol trade created by Prohibition. Today the ABC Commission oversees more than 25,000 permit holders involved in all aspects of the state alcohol industry, from distilleries, wineries and breweries to the stores and restaurants that sell to retail customers. Only one of North Carolina's counties (Graham) remains entirely dry to legal alcohol sales.

The single most important action of Fiscal Year 2010 has been bipartisan reform of the local ABC board system, led by you and a legislative study committee, supported by your Budget Reform and Accountability Commission, and including recommendations of the Legislature's Program Evaluation Division (Session Law 2010-122, introduced as House Bill 1717). The need for reform was made clear by widely publicized ethical lapses where local perks and personal rewards were seen as taking priority over the public's rightful expectation of transparent and accountable government for the public's benefit.

This reform legislation is the most significant ABC legislation in a generation, strengthening the powers of local government appointing authorities and the state Commission over local ABC boards, and establishing uniform budgeting, travel, hiring and salary practices. During the legislative process, the state ABC Commission served as a resource to policy-makers and provided information about the local board system.

During the fiscal year just concluded (July 1, 2009 through June 30, 2010), the ABC Commission itself also saw significant changes. Commissioner A.D. "Zander" Guy and I were sworn in October 2009 and joined Commissioner J.D. Lyon to constitute the three-person Commission. Commissioner Lyon stepped down in May 2010 after five years of service on the Commission.

## Operational Results

Meanwhile, the North Carolina ABC Commission and staff members also were active during the year implementing the Commission's core responsibilities related to public health, public safety and fair commercial regulation of alcohol and alcohol-related industries.

The alcohol business is estimated to be a \$5 billion-plus industry in North Carolina, and it is growing.

## From July 1, 2009 to June 30, 2010

- Spirits sales totaled \$726,734,392, a 1.43 percent annual increase
- Local ABC board sales to mixed beverage accounts dropped 2.79 percent
- Local ABC board counter sales were up 2.53 percent
- Revenue to local government dropped 20.7 percent
- Sales, excise and mixed beverage taxes generated from the sale of liquor totaled \$210 million
- Beer and wine tax revenues reported through the N.C. Department of Revenue through March 31, 2010, totaled \$124 million
- Enforcement of alcohol laws and regulations resulted in payments of fines totaling \$850,100 to the local school systems where the violations occurred
- Permit fees and renewals generated \$14,847,271 for the state's general fund during the period.

In promoting public health, public safety and fair commercial regulation during the year, the ABC Commission staff has delivered alcohol education programs to 21,431 alcohol sellers, community members and students across the state. As chairman, I have participated in community panels, have spoken to law enforcement groups and advocacy organizations and have addressed local government organizations and the NC Association of ABC Boards.

## Looking Ahead

Much work started in fiscal year 2010 carries over into 2011:

- The ABC Reform Legislation is being implemented
- A dollar valuation of the current retail liquor sales and liquor warehouse functions was commissioned
- An update of the ABC rules and regulations (last updated in 1980s) was started in summer 2010

The Commission has played a strong leadership role in many important areas of alcohol policy, and I look forward to the work that the ABC Commission continues to do on behalf of the people of North Carolina.

The following report provides additional detail about the activities of the Commission and updates on the alcohol industry in North Carolina during fiscal year 2010. In light of the 75 years of history of the local boards and anticipating the 75th anniversary of the Commission in 2012, this report also provides additional historical context for the current work of the Commission.



Jonathan S. Williams  
Chairman, North Carolina Alcoholic Beverage Control Commission

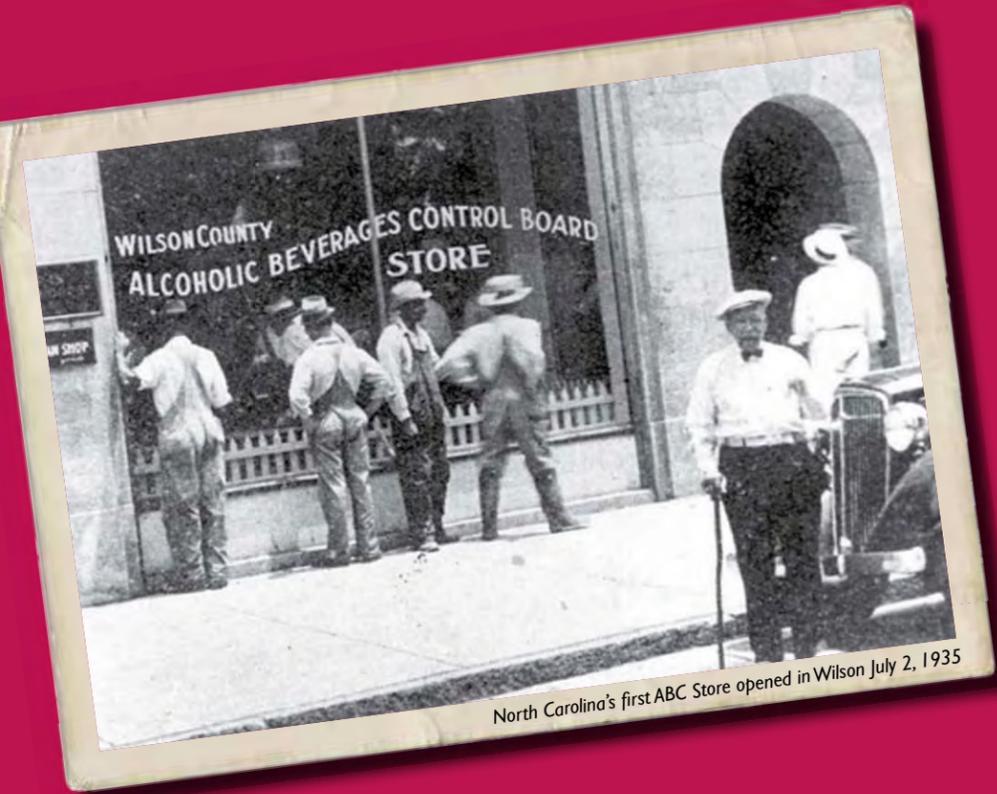


Jon Williams

"THE SINGLE MOST IMPORTANT ACTION OF FISCAL YEAR 2010 HAS BEEN BIPARTISAN REFORM OF THE LOCAL ABC BOARD SYSTEM."



# CHALLENGES NOTHING NEW FOR ABC SYSTEM



"...VOTERS HAVE AUTHORIZED ABC STORES IN 99 OF THE STATE'S 100 COUNTIES."

North Carolina's system of local government-run liquor retailing is unique in the country and was marked with controversy from the outset. Following the 1933 repeal of national Prohibition, those advocating for alcohol —“wets” — and those opposed — “drys”— continued to battle in North Carolina over whether to exclude liquor. The Prohibition Repeal amendment was never passed here because a statewide referendum to call a constitutional convention was defeated by the dry forces. Yet moonshining and bootlegging were pervasive, and South Carolina and Virginia soon were selling legal liquor on the borders. South Carolina had created a regulated private system. Virginia had created a state-run “control” system. On the day before adjournment and with some dry legislators already out of town, wet legislators in the 1935 General Assembly suddenly passed a bill authorizing “local option” referenda for eighteen named eastern counties to authorize independent county control boards to buy liquor from suppliers and sell it in their own stores. This hearkened back to the 1890's, when some counties had outlawed saloons and set up local government beer, wine and liquor “dispensaries,” an approach the Charlotte Observer had then labeled “the extreme of socialism.” The chosen counties had all voted in favor of the Repeal convention, and were expected to vote for ABC stores. All but one did so.

The *Raleigh News and Observer* condemned the new move as having been done “in the most objectionable and indefensible way” and predicted it would lead to the “complete demoralization of all liquor laws.” Judge R. R. Clark writing in the *Greensboro Daily News* predicted that “county political machines . . . with the liquor control machinery will make the proposed control an offense without end.” The *Charlotte Observer* called it “a lapful of half-baked laws and measures disposed of in a devil-may-care manner” and called for a statewide referendum on liquor sales.

But the creation of ABC stores did work to decrease the harms of uncontrolled moonshining and bootlegging. After legal sales began in control counties, local law enforcement and other officials reported that law enforcement became easier, drunken driving was reduced, and local revenue was added to benefit the community.

In 1937 the legislature made amends for its first bill, not by a statewide referendum, which drys might win, but by extending local option to all the counties, and creating a state Commission and a state enforcement agency in part to fight the illicit trade in wet and dry counties alike. The new legislation required that all alcoholic beverages with more than 21% alcohol come through a state warehouse and be sold at uniform prices. Liquor was not to be sold to minors, habitual drunkards, or those convicted of public drunkenness or driving under the influence. By the end of 1937, twenty-seven counties had authorized ABC stores. The first annual report of the state board shows that law enforcement was able to destroy more than 1,000 stills and over a million gallons of liquor mash, secure over 2,000 convictions, and seize 157 cars used for bootlegging.

The local ABC store system and the Commission's role have expanded over 75 years. City voters were allowed to hold ABC store votes if their county had voted dry. By 1958, local ABC boards had doubled to thirty-one counties and eight cities. Beer and wine were not at first regulated by the state, because they were not seen as the same health or public safety risk and were not a major part of the illegal trade, but were brought under Commission regulation in 1945 and 1949. By 1978 the number of ABC boards had tripled in twenty years to 128, and in that year new referendum powers authorized liquor-by-the-drink. By June 30, 2010, 167 local ABC boards operated 418 retail ABC stores in North Carolina, and voters had authorized ABC stores in 99 of the state's 100 counties. These boards, whose members are appointed by their counties or cities, remain independent units of government and subdivisions of the state; they own or lease the stores they operate, and they hire and pay the staff that run the stores. They collect taxes owed to the state and pay over their profits to local governments.

Historical source material includes:  
*Prohibition in North Carolina, 1715-1945*, by Daniel Jay Whitener, 1945

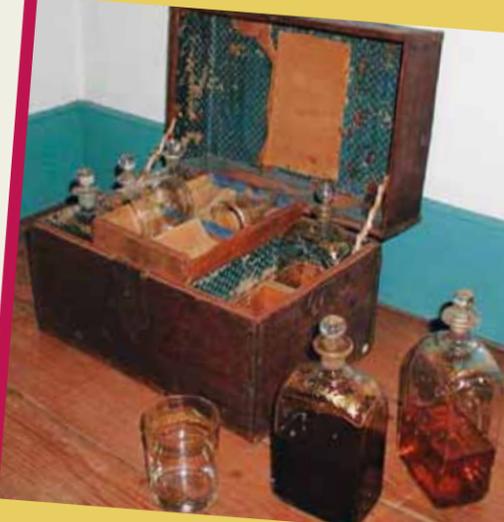
## ABC BOARD PERFORMANCE TRENDS

	Total Sales	Operating Expenses	Net Profit
2007	\$649,512,278	\$96,196,055	\$63,774,885
2008	\$692,193,365	\$105,345,016	\$61,249,290
2009	\$716,454,665	\$113,215,478	\$56,989,325
2010	\$726,734,392	\$116,842,722	\$50,557,663
Growth 07-10	11.9%	21.5%	-20.7%



1950s captured stills in Rowan County

"THE CHOSEN COUNTIES HAD ALL VOTED IN FAVOR OF THE REPEAL CONVENTION. AND WERE EXPECTED TO VOTE IN ABC STORES. ALL BUT ONE DID SO."



Circa 1750s decanter set and wooden box shows that alcohol has been a long-time presence in North Carolina

# ABC REFORM MAKES HISTORY

## Modernization of the ABC System

The General Assembly passed legislation to reform the ABC store system in 2010 — the first major reexamination since the enactment of Chapter 18B in 1981; it was signed into law by Governor Perdue on July 21. The legislation was prompted by instances of misconduct by certain local ABC boards, including withholding public information, excessive salaries and benefits, forgery of expense records, and lavish entertainment provided by industry members to local board employees, family and friends. The Legislature's Program Evaluation Division in 2008 had already highlighted structural inefficiencies and fiscal difficulties of a number of smaller boards. The new legislation is aimed at curbing the near complete autonomy of local ABC boards by increasing accountability to local governments who appoint the ABC board members, and strengthening the oversight duties of the state ABC Commission.

The reform legislation (Session Law 2010-122, introduced as House Bill 1717):

- Increases transparency and accountability for boards, appointing authorities and the state
- Requires an ethics policy and travel restrictions for all boards
- Prohibits nepotism
- Sets salary maximums for ABC boards' General Managers
- Establishes compensation maximums for board members
- Requires uniform public budgeting processes
- Mandates training
- Establishes authority for performance requirements
- Defines cause and process for removal of board members or employees

## Role of the NC ABC Commission

The ABC Commission is the chief regulator of all alcohol in the state, balancing interests of public health, public safety and fair business regulation. Included in that role, the ABC Commission:

- Manages the spirituous liquor distribution contract and warehouse facility; and approves the product and the pricing for the liquor listed for sale across the state
- Receives and approves or denies ABC board requests for new ABC store locations
- Receives annual audits of all ABC boards
- Delivers alcohol seller and server training and board training
- Advises boards if operations are out of the ordinary
- Requests ALE investigations or conducts internal audits when situations call for it
- May intervene to discipline or remove board members or board employees if appointing authority does not

- Under the new legislation, the Commission establishes process and implementation for ABC Board
  - o Enforcement standards
  - o Store appearance standards
  - o Store operating efficiency standards
  - o Customer service standards
  - o Board member mandatory training standards

## Role of appointing authorities

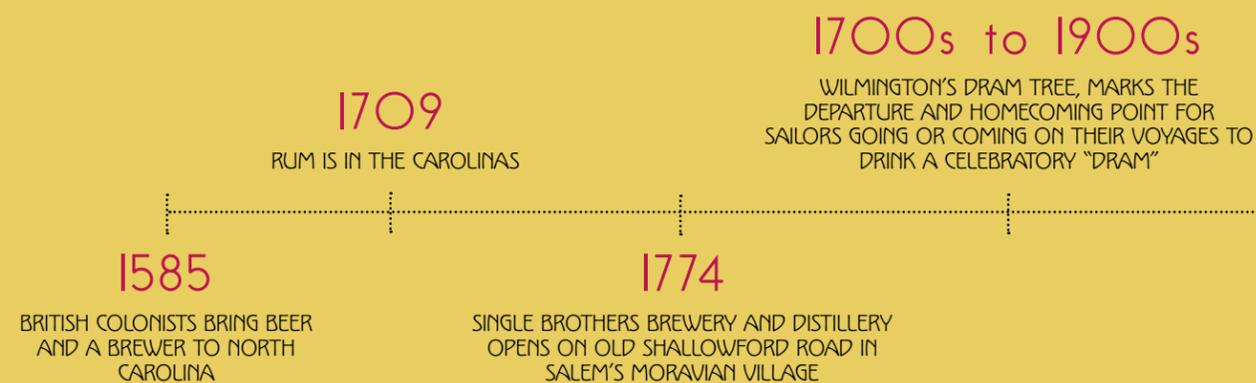
The ABC Modernization Act provides additional authority to the counties and/or municipalities whose voters have approved the sale of liquor in their jurisdictions. Under the new law, the county or municipal elected officials:

- Appoint local board members that are accountable and willing to carry out their fiduciary responsibility overseeing local ABC board actions
- Maintain maximum number at 5 ABC board members
- May not appoint ABC board members with financial interests in commercial enterprises that are connected to the alcohol industry
- Receive and review local board budgets
- May serve as finance officer for ABC board
- Receive audits
- Receive monthly reports of local ABC-related law enforcement activity
- Approve or deny local ABC board requests to exceed compensation levels for the board and the General Manager
- Approve or deny travel reimbursement maximums
- Take corrective action when appropriate

## Role of the ABC boards

This legislation establishes the mission of the ABC boards and their employees "to serve their localities responsibly by controlling the sale of spirituous liquor and promoting customer-friendly, modern and efficient stores." New provisions under the legislation include requirements that boards:

- Provide monthly reports of ABC law enforcement activity
- Deliver board member salary and general manager salary reports to the ABC Commission
- Deliver board travel policies to the ABC Commission annually
- Report to the Commission on bonding levels
- Implement policies prohibiting nepotism
- Appoint a budget officer and appoint a finance officer- (2-store and 1-store boards can request that General Manager be finance officer)
- Submit proposed budget to Commission by June 1 and have public hearing with final budget submitted to Commission and appointing authority
- Submit audits to appointing authority
- Adopt ethics policy
- Participate in mandatory training



Governor Bev Perdue signs ABC reform bill into law as ABC Chairman Jon Williams and legislative co-chairs Representative Ray Warren and Senator Don Vaughan look on.

# NC WINE AND GRAPE BY THE NUMBERS

**\$1 billion+** annual economic impact of state wine and grape industry

**\$19.6 million** wine excise tax

**98** Number of NC wineries 6/30/2010 (2009 = 89; 2000 = 21)

**Biltmore Estate Winery** #1 most visited winery in the nation with more than one million visitors a year

**Duplin Winery** #1 muscadine wine producer in the world

**NC is #7** US state in wine production (2004-12th)

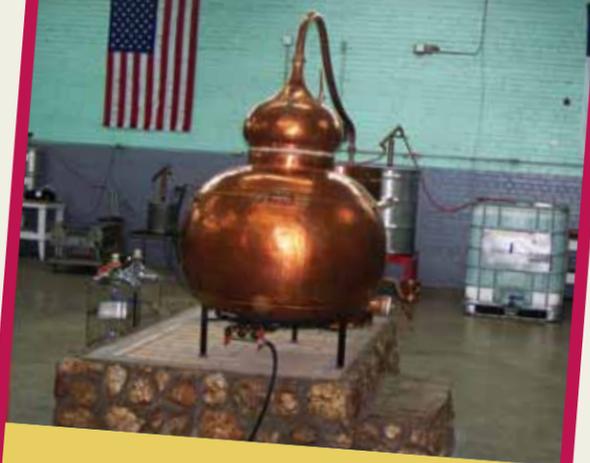
**NC is #10** US state by grape production (grape acreage has doubled from 900 acres in 2001 to more than 1,800 acres in 2009)

**NC is #3** state in wine tourism travel (behind California and New York)

**NC is #5** state in wine sales (with nearly \$15.4 million in off premise wine sales in 2009)

**15** Number of fortified wineries 6/30/2010

*From the NC Wine and Grape Growers Council Annual Report, Sept. 1, 2010*



# NC BEER BY THE NUMBERS

**1986** State's first brewpub since Prohibition opens (Weeping Radish)

**1986** MillerCoors' Eden facility is first to produce Miller Genuine Draft

**1** Number of micro breweries in NC in 1990

**6** Number of micro breweries in NC in 1995

**17** Number of micro breweries in NC in 2000

**32** Number of micro breweries in NC in 2005

**43** Number of micro breweries with active permits in NC 6/30/2010

# NC DISTILLERIES BY THE NUMBERS

**7** Number of distiller permits 6/30/2010

**3** Number of distilleries producing spirits 6/30/2010



# NC BEER & WINE WHOLESALERS

**260** in NC 6/30/2010

**1881**

STATEWIDE PROHIBITION VOTE FAILS

**1903**

WATTS ACT LIMITS MANUFACTURE AND SALE OF LIQUOR TO ONLY INCORPORATED CITIES AND TOWNS

**1874**

STATEWIDE LOCAL OPTION ALLOWS VOTERS TO PROHIBIT LIQUOR SALES IN TOWNSHIPS

**1895**

LEGISLATURE ESTABLISHES SEVERAL COMMUNITY "DISPENSARIES" FOR SALE OF ALCOHOL. THE FIRST IN WAYNESVILLE SOLD \$35 IN ITS FIRST DAY AND RETURNED A PROFIT OF MORE THAN \$3,000 IN ITS SECOND YEAR.

# LOCAL BEER & WINE EXCISE TAX REVENUE COLLECTIONS



NC Department of Revenue data for fiscal years ending March 31

# COMMISSION FOCUSES ON PUBLIC HEALTH, PUBLIC SAFETY AND FAIR COMMERCIAL REGULATION

Support of public health, public safety and fair commercial regulation has served collectively as a three-part mission for the ABC Commission during the last fiscal year, and this focus carries forward into the new year as well.

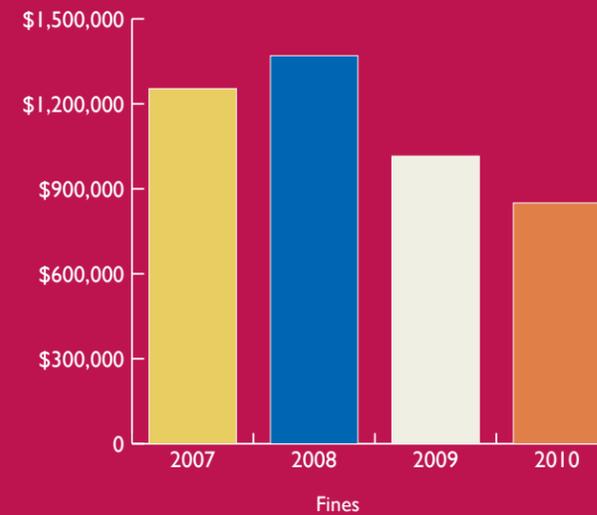
Public health concerns about alcohol remain a high priority in North Carolina. For example, a CDC report on individuals' binge drinking annually, released October 2010, showed that while the South as a region scores at 6.8 percent to 14.2 percent per year, our state is near the top in the South at 12.8 percent. In the last fiscal year, the ABC Commission has been reaching out to the public health community to identify and support public education and other initiatives to curb excessive alcohol use. The Commission intends to continue this outreach in 2010-2011 among public health leaders at the national, state and local levels.

With regard to public safety, the Commission takes a strong regulatory hand with permit holders that have violated the applicable ABC rules and regulations. At each of its monthly meetings, the Commission reviews 50 to 100 violations and assesses suspension of the permit-holders' abilities to sell or serve alcohol in addition to financial penalties.

If permit-holders' violations are violent and threaten the immediate safety of neighbors, patrons and staff of a business, the ABC Commission has taken the step of suspending permits immediately. In April, the state ABC Commission announced Last Call – a cooperative initiative with local law enforcement and the state's Alcohol Law Enforcement – that streamlines the process for suspending alcohol permits of violent bars and clubs. During the last fiscal year, the Commission issued four Last Call Summary Suspensions.

The Commission continues to work cooperatively with state and local law enforcement agencies, local government leaders and associations to ensure it is in a position to understand and respond appropriately to local and statewide concerns that affect public health, public safety and commercial interests.

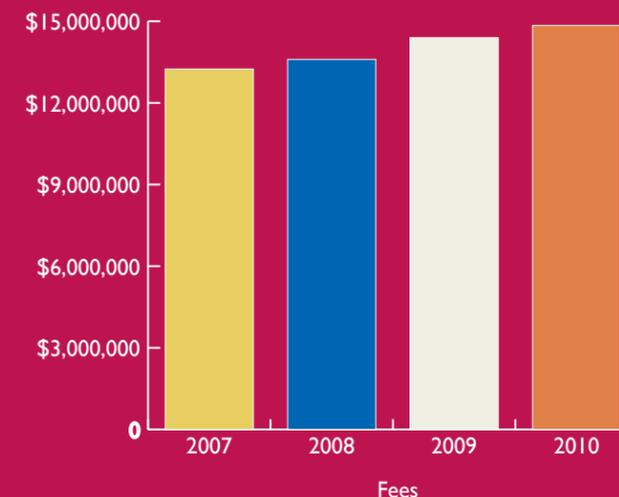
# REVENUES FROM PENALTIES



## TRAINING IMPROVES COMPLIANCE

	FY07	FY08	FY09	FY10
Applications received	8,752	9,197	9,008	9,567
Permits issued	6,818	8,297	11,283	7,307
Violations received	1,856	1,523	1,387	1,398
RASP server training participants	4,527	6,253	7,031	7,184

# FEE & PERMIT REVENUE



"...THE ABC COMMISSION IS EXERCISING IT'S AUTHORITY AND DUTY TO WORK WITH LAW ENFORCEMENT TO PROTECT THE COMMUNITY IN MATTERS RELATED TO ALCOHOLIC BEVERAGES."



**1904**

N.C. LEADS THE NATION IN NUMBER OF DISTILLERIES REGISTERED AND OPERATED DURING THE FISCAL YEAR ENDED JUNE 30, 1904

**1908**

NC STATEWIDE REFERENDUM ABOLISHES SALE OF ALCOHOLIC BEVERAGES. NC IS AMONG 29 STATES TO ADOPT STATE PROHIBITION FROM 1907-1919

**1919**

18TH AMENDMENT OF THE U.S. CONSTITUTION AND THE VOLSTEAD ACT ESTABLISH NATIONAL PROHIBITION

**1923**

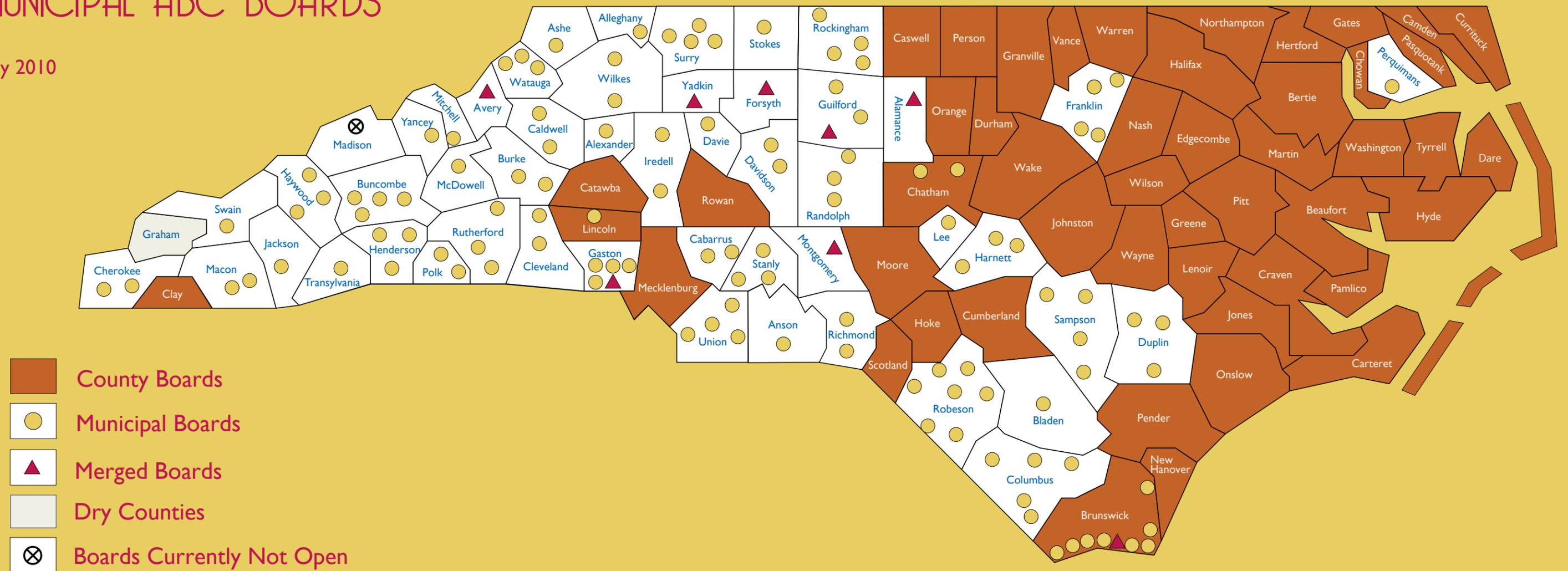
IN NORTH CAROLINA, THE TURLINGTON ACT CONFORMS STATE LAW WITH FEDERAL VOLSTEAD ACT

**1933**

21ST AMENDMENT OF THE US CONSTITUTION REPEALS PROHIBITION

# NORTH CAROLINA COUNTY AND MUNICIPAL ABC BOARDS

July 2010



## FISCAL YEAR 2010 HIGHLIGHTS

### Four new ABC boards opened stores:

- Weaverville, October 21, 2009
- Spruce Pine, October 28, 2009
- Clay County, December 1, 2009
- Pilot Mountain, December 10, 2009

### Five boards opened additional retail stores

- Asheville
- New Hanover County
- Marion
- Mecklenburg County
- Wake County (2 stores)

### Fourteen mixed beverage referendums passed:

- Clay County – August 19, 2009
- Stokesdale (*Guilford County*) – November 3, 2009
- Indian Trail (*Union County*) – November 3, 2009
- Waxhaw (*Union County*) – November 3, 2009
- Wingate (*Union County*) – November 3, 2009
- Washington County – November 3, 2009
- East Bend (*Yadkin County*) – November 3, 2009
- Valdese (*Burke County*) – March 2, 2010
- Windsor (*Bertie County*) – March 9, 2010
- Burnsville (*Yancey County*) – April 6, 2010
- Caswell County – May 4, 2010
- Stoneville (*Rockingham County*) – May 4, 2010
- Tyrrell County – May 4, 2010
- Weaverville (*Buncombe County*) – May 4, 2010

### Seven municipalities voted in ABC stores

- Clay County
- Stokesdale
- Indian Trail
- Wingate
- Valdese
- Stoneville
- Burnsville

### Two Boards closed stores

- Vance County closed two older stores and opened one large, modern store
- Durham County closed one store

# REVENUE DISTRIBUTION

Local ABC boards in North Carolina are established and operated with no state funds. Through the sale of \$726,734,392 in spirituous liquor in ABC stores in the fiscal year ending June 30, 2010, total revenue distributions amounted to \$275,590,422 to the state's General Fund and the cities and counties where alcohol sales are allowed.



General Fund	\$210,253,481
County - City Distributions	\$45,832,909
NCABC & ABC Distribution Center	\$8,920,025
Local Alcohol Education	\$8,975,266
Local Law Enforcement	\$6,803,274
Counties - Rehabilitation	\$2,419,641
Dept. of Health & Human Resources	\$1,305,851

1933

SALE OF 3.2% ALCOHOL BEER IS LEGALIZED IN NC BY THE LEGISLATURE

1937

STATE ABC COMMISSION IS ESTABLISHED; LOCAL OPTION APPLIED STATEWIDE

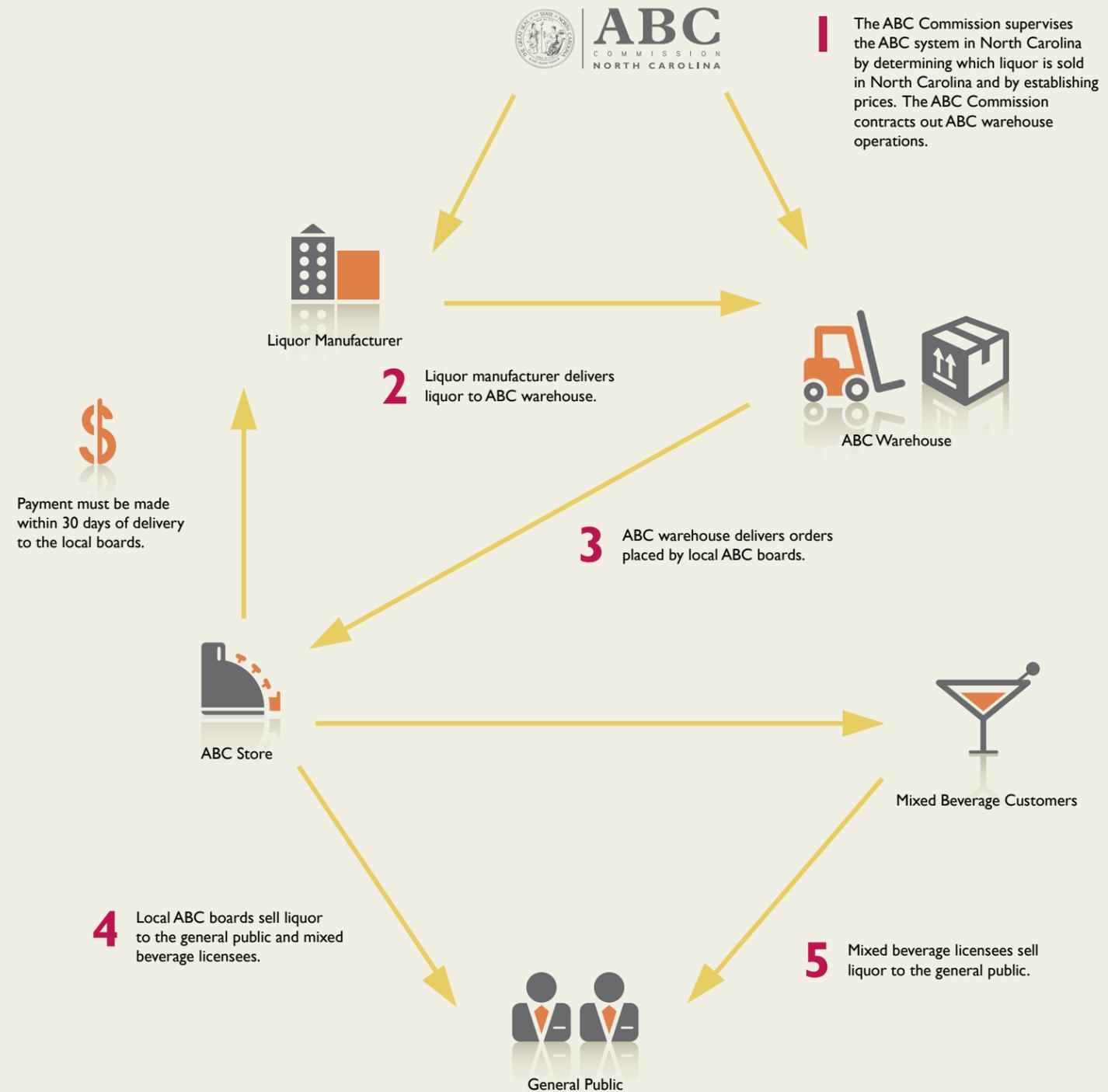
1935

PASQUOTANK ACT AND NEW HANOVER ACT AUTHORIZE LIQUOR SALES IN 17 COUNTIES; LEGISLATURE AUTHORIZES A STUDY COMMISSION TO EXAMINE CONTROL OF ALCOHOLIC BEVERAGES

1939

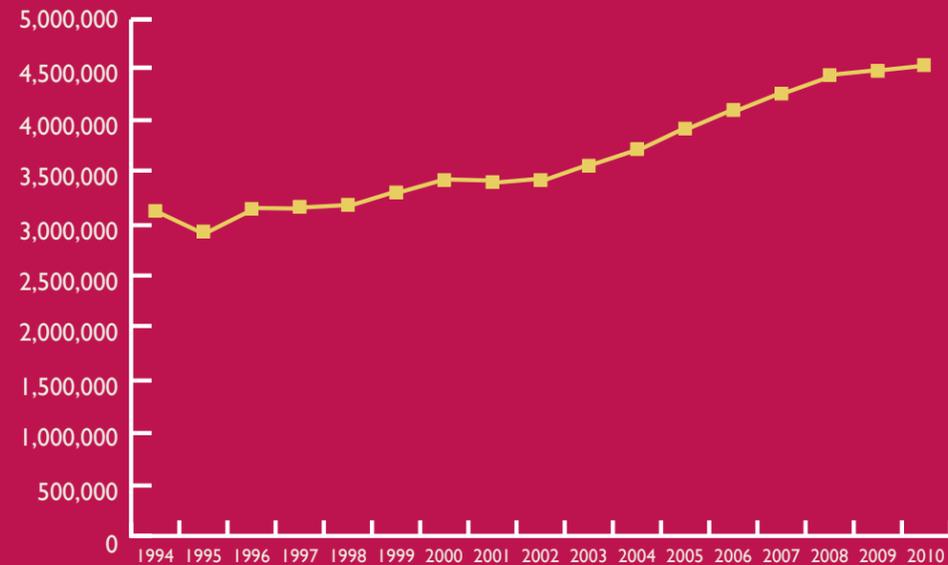
LEGISLATURE DISCUSSES SELLING LIQUOR BY MAIL ORDER

# NC'S LIQUOR DISTRIBUTION SYSTEM



Source: Program Evaluation Division based on ABC Commission information

# CASE SHIPMENTS - SPIRITUOUS LIQUOR



# MONTHLY SALES - SPIRITUOUS LIQUOR



# REVENUES FROM SPIRITUOUS LIQUOR NORTH CAROLINA ABC BOARDS JULY 1, 2009 - JUNE 30, 2010

	Statutory Authority	6/30/10	6/30/09	Increase/ - Decrease	Percent Change
Liquor Sales - Regular		583,739,411	569,356,715	14,382,696	2.53%
Mixed Beverage Sales		142,994,981	147,097,950	-4,102,969	-2.79%
Total Sales		726,734,392	716,454,665	10,279,727	1.43%
State Excise Tax <sup>1</sup>	105-113.80(6); 18B-805(b)(2)	152,063,168	132,491,499	19,571,669	14.77%
Liquor Sales Tax <sup>2</sup>	105-164.4(a); 18B-805(b)(2)	45,126,034	38,467,320	6,658,714	17.31%
Mixed Beverage Tax - Revenue	18B-804(b)(8),(9); 18B-805(b)(2)	13,064,279	13,397,295	-333,016	-2.49%
Mixed Beverage Tax - DHR	18B-804(b)(8),(9); 18B-805(b)(3)	1,305,851	1,339,466	-33,615	-2.51%
Rehabilitation Tax	18B-804(b)(6); 18B-805(b)(4)	2,419,641	2,406,026	13,615	0.57%
Cost of Goods Sold	18B-805(b)(1)	380,458,307	384,191,230	-3,732,923	-0.97%
Operating Expenses	18B-805(b)(1)	116,842,722	113,215,478	3,627,244	3.20%
Interest Income	18B-805(a)	582,778	1,101,687	-518,909	-47.10%
Other Income <sup>3</sup>	18B-805(a)	4,167,023	856,576	3,310,447	386.47%
Profit Before Distribution		66,336,203	72,588,206	-6,252,003	-8.61%
Profit Percent To Sales		9.13%	10.13%		-1.00%
Law Enforcement	18B-805(c)(2)	6,803,274	7,111,855	-308,581	-4.34%
Alcohol Education	18B-805(c)(3)	8,975,266	8,487,026	488,240	5.75%
Net Profit		50,557,663	56,989,325	-6,431,662	-11.29%
County - City Distributions	18B-805(e)	45,832,909	46,238,171	-405,262	-0.88%
Mixed Beverage Tax Retained	18B-805(b)(2); 18B-805(f)	11,758,138	12,066,588	-308,450	-2.56%
Surcharge Collected	18B-804(b)(6a); 18B-203(a)(15)	3,813,484	3,788,815	24,669	0.65%
Bailment Collected	18B-804(b)(2); 18B-203(a)(15)	5,031,809	4,984,025	47,784	0.96%
Bottles Sold:					
Regular		39,466,720	39,199,836	266,884	0.68%
Mixed Beverage		6,808,295	6,973,771	-165,476	-2.37%
Total		46,275,015	46,173,607	101,408	0.22%
Miniatures		10,582,940	9,748,500	834,440	8.56%
Number Of Stores		418	410	8	

Notes:  
<sup>1</sup>Excise tax increased from 25% to 30% September 1, 2009; <sup>2</sup>Sales tax increased from 7% to 8% September 1, 2009; <sup>3</sup>Other income increased due to an ABC board selling land and building.

<p><b>1948</b></p> <p>FIRST OFFICIAL NASCAR RACE IS HELD IN DAYTONA FLA.; MANY DRIVERS HAD HONED SKILLS RUNNING MOONSHINE IN THE 1930S AND 1940S</p>	<p><b>1949</b></p> <p>BEER ADDED TO NC ABC COMMISSION REGULATORY AUTHORITY</p>	<p><b>1971</b></p> <p>CHAPTER 18 IS REPLACED WITH 18A, WHICH INCREASES UNIFORMITY OF LAWS AND ELIMINATES LOCAL AUTHORITY TO IDENTIFY AND BAN HABITUAL DRUNKARDS FROM STORES</p>	<p><b>1978</b></p> <p>GENERAL ASSEMBLY AUTHORIZES CITIES AND COUNTIES TO VOTE ON SALE OF MIXED BEVERAGES</p>	<p><b>1981</b></p> <p>CHAPTER 18A IS REPEALED AND REPLACED WITH CHAPTER 18B, WHICH ALLOWS ABC STORE ELECTIONS FOR MUNICIPALITIES AND LEGALIZES DISTILLERIES WITH PERMITS</p>	<p><b>1985</b></p> <p>NC PASSES LAW ALLOWING BREWPUBS (SL 1985-596)</p>	<p><b>1986</b></p> <p>STATE'S FIRST BREW PUB SINCE PROHIBITION OPENS (WEEPING RADISH)</p>	<p><b>1986</b></p> <p>NORTH CAROLINA JOINS 41 OTHER STATES ON RAISING MINIMUM DRINKING AGE FOR ALL ALCOHOLIC BEVERAGES TO 21</p>	<p><b>2005</b></p> <p>"POP THE TOP" (SL 2005-277/ HB 392) IS SIGNED INTO LAW ALLOWING BEER AND ALE WITH A MAXIMUM OF 15% ALCOHOL</p>	<p><b>2010</b></p> <p>(SL 2010-0122/HB1717) IS SIGNED INTO LAW REFORMING THE CURRENT ABC SYSTEM AND GIVING THE STATE ABC COMMISSION AND LOCAL GOVERNMENTS GREATER CONTROL OVER LOCAL BOARDS</p>
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## ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2009 - JUNE 30, 2010

ABC Boards by County and # of Stores	Retail Sales	Mixed Beverage Sales	Wine Sales	Gross Sales	Percent Change Over FY 09	State Excise Tax	Mix Bev Tax-Dept Revenue	Mix Bev Tax-DHR	Rehab Tax
<b>Alamance</b>									
Alamance Municipal (4)	7,190,880	1,423,233	0	8,614,113	0.13%	1,811,533	139,248	13,924	29,404
<b>Alexander</b>									
Taylorsville (1)	925,371	2,803	2,446	930,620	-1.75%	201,008	259	26	3,458
<b>Alleghany</b>									
Sparta (1)	624,788	39,644	2,945	667,377	0.35%	142,273	3,096	310	2,156
<b>Anson</b>									
Wadesboro (1)	1,159,658	26,351	1,951	1,187,960	-1.44%	255,740	2,786	279	5,241
<b>Ashe</b>									
West Jefferson (1)	1,311,512	67,531	7,404	1,386,447	1.82%	295,663	6,036	604	4,567
<b>Avery</b>									
High Country (1)	2,051,483	541,718	9,298	2,602,499	-5.05%	541,756	45,955	4,595	7,068
<b>Beaufort County (6)</b>	3,934,206	257,070	11,738	4,203,014	1.47%	897,749	24,315	2,431	15,992
<b>Bertie County (1)</b>	593,606	0	0	593,606	-9.60%	128,773	0	0	2,472
<b>Bladen</b>									
Elizabethtown (1)	1,115,391	35,258	3,437	1,154,086	2.69%	247,346	3,697	371	4,540
<b>Brunswick</b>									
Belville (2)	2,302,903	0	0	2,302,903	8.54%	498,364	0	0	8,254
Boiling Spring Lakes (1)	488,807	1,318	0	490,125	-3.13%	106,036	129	13	1,843
Brunswick County (2)	1,863,961	378,806	0	2,242,767	3.73%	466,028	37,961	3,796	7,486
Calabash (1)	1,095,471	236,453	10,560	1,342,484	-8.84%	276,115	25,300	2,530	4,459
Oak Island (1)	1,484,013	399,246	0	1,883,259	3.15%	387,909	38,092	3,809	5,829
Ocean Isle (1)	1,018,781	308,674	12,832	1,340,287	0.23%	269,152	29,157	2,916	3,810
Shalotte (1)	1,264,227	163,982	0	1,428,209	-0.34%	302,050	16,327	1,626	5,061
Southport (1)	1,481,792	410,904	10,469	1,903,165	2.30%	393,162	37,712	3,771	5,592
Sunset Beach (1)	1,158,596	118,962	10,433	1,287,991	2.35%	269,540	11,888	1,189	3,895
<b>Buncombe</b>									
Asheville (8)	13,239,984	6,025,109	50,422	19,315,515	0.75%	3,957,313	540,879	54,088	59,970
Black Mountain (1)	1,474,683	0	0	1,474,683	-2.82%	319,913	0	0	5,267
Weaverville <sup>1</sup> (1)	1,380,513	5,134	6,692	1,392,339	n/a	306,883	404	40	4,581
Woodfin (1)	1,809,097	53,053	8,218	1,870,368	-34.81%	396,765	4,467	447	5,890
<b>Burke</b>									
Morganton (1)	2,814,959	294,751	12,244	3,121,954	0.57%	661,746	29,026	2,903	11,087
<b>Cabarrus</b>									
Concord (5)	7,278,294	1,708,944	38,150	9,025,388	-0.36%	1,886,652	165,428	16,543	29,704
Mount Pleasant (1)	461,489	0	0	461,489	2.10%	99,985	0	0	1,793
<b>Caldwell</b>									
Granite Falls (1)	924,336	27,881	0	952,217	0.91%	204,813	3,382	338	3,672
Lenoir City (2)	2,729,610	180,812	11,495	2,921,917	-0.72%	623,966	20,082	2,008	11,501
<b>Camden County (2)</b>	1,032,623	0	0	1,032,623	-1.63%	222,939	0	0	3,695
<b>Carteret County (6)</b>	8,782,565	1,999,670	53,235	10,835,470	0.24%	2,237,681	189,886	18,989	33,012
<b>Caswell County (4)</b>	1,797,134	2,149	0	1,799,283	1.13%	389,233	297	30	7,604
<b>Catawba County (9)</b>	11,963,746	2,211,008	40,714	14,215,468	1.23%	2,984,196	208,636	20,863	48,118
<b>Chatham</b>									
Chatham County (3)	2,068,903	126,661	10,952	2,206,516	1.68%	473,520	9,676	968	6,732

## ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2009 - JUNE 30, 2010

Cost of Liquor Sold	Operating Expenses	Other Income & Expense	Profit Before Distrib.	Profit Percent	Law Enf.	Alcohol Edu.	County & Municipal Distrib.	Bottles Sold Regular	Bottles Sold Mix Bev	Bottles Sold Mini
4,526,373	1,543,956	14,532	564,207	6.54%	46,587	*	376,565	497,146	72,566	91,858
505,096	171,773	0	48,825	5.25%	1,047	1,466	46,310	66,759	126	11,358
361,782	112,307	2,080	47,331	7.07%	4,611	*	41,504	39,241	1,635	10,698
641,662	215,682	1,717	68,151	5.73%	8,000	*	75,000	99,199	1,324	21,484
746,153	180,385	-26,023	126,496	9.30%	4,303	6,024	17,500	85,210	3,092	15,231
1,361,143	402,944	4,945	243,283	9.33%	8,509	17,301	240,000	112,753	24,156	22,242
2,244,213	788,134	5,473	234,825	5.58%	33,928	6,077	186,173	294,504	12,968	61,819
327,129	184,830	5,429	-44,169	-7.37%	0	*	0	47,846	0	8,017
624,285	168,125	2,357	108,079	9.35%	3,743	5,240	105,000	83,439	1,667	28,520
1,244,349	534,009	15	17,942	0.78%	0	*	19,761	156,354	0	58,103
265,146	110,372	1,020	7,606	1.55%	59	*	0	35,426	69	6,789
1,175,627	433,793	-32,817	85,259	3.86%	1,512	1,087	24,000	124,810	18,938	29,945
702,838	229,339	6,316	107,454	7.97%	5,925	*	153,282	69,143	13,427	33,008
983,148	325,141	2,293	141,624	7.51%	4,583	*	123,337	93,420	19,514	18,230
693,289	271,551	869	71,281	5.31%	1,706	2,388	56,543	57,967	15,443	13,939
762,670	246,565	1,148	95,058	6.65%	2,695	*	103,000	87,502	8,351	26,883
991,064	234,869	575	236,813	12.44%	9,188	*	227,625	88,276	19,812	18,755
684,976	256,899	-28,175	30,617	2.43%	0	*	13,050	69,031	5,453	17,087
9,906,850	3,458,079	-90,149	1,248,187	6.49%	190,609	107,370	1,000,000	877,340	283,112	195,118
798,845	271,346	1,123	80,435	5.45%	3,708	2,596	64,000	99,467	0	29,377
754,021	308,787	-94,749	-77,658	-5.98%	0	0	0	87,180	214	21,123
1,019,550	470,458	-11,411	-38,620	-2.08%	731	1,024	0	110,935	2,114	23,749
1,661,699	364,948	3,017	393,562	12.59%	23,224	30,566	339,772	200,879	14,152	43,872
4,779,795	1,811,928	63,937	396,594	4.36%	20,000	*	267,153	478,403	85,115	152,787
251,867	118,083	894	-9,345	-2.02%	0	0	0	34,297	0	7,817
512,968	193,938	804	33,910	3.56%	571	514	29,435	68,852	1,803	13,981
1,559,021	482,326	2,120	224,008	7.66%	6,893	6,893	231,022	211,291	9,441	46,496
560,562	213,355	268	32,340	3.13%	94	132	30,508	71,969	0	9,700
5,690,324	2,060,932	-7,977	592,949	5.48%	86,414	*	349,510	530,885	99,968	147,091
980,163	373,211	1,141	49,886	2.77%	101	*	49,785	147,015	155	24,547
7,507,362	2,684,964	8,344	766,498	5.39%	94,456	82,500	1,000,000	815,092	108,354	194,591
1,177,278	413,274	1,175	125,415	5.68%	3,105	4,347	40,000	121,319	4,761	42,850

# ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2009 - JUNE 30, 2010

ABC Boards by County and # of Stores	Retail Sales	Mixed Beverage Sales	Wine Sales	Gross Sales	Percent Change Over FY 09	State Excise Tax	Mix Bev Tax-Dept Revenue	Mix Bev Tax-DHR	Rehab Tax
Pittsboro (1)	780,280	37,494	2,920	820,694	6.02%	176,434	3,791	336	2,974
Siler City (1)	1,018,914	50,869	3,599	1,073,382	1.21%	230,194	5,436	544	4,059
<b>Cherokee</b>									
Andrews (1)	583,453	1,307	4,185	588,945	-3.33%	126,399	135	14	2,297
Murphy (1)	2,592,722	121,829	26,432	2,740,983	-13.36	580,825	11,585	1,158	8,835
<b>Chowan County (1)</b>	1,078,820	76,171	4,166	1,159,157	1.37%	247,601	6,906	691	4,292
<b>Clay County<sup>2</sup> (1)</b>	696,395	10,697	4,752	711,844	n/a	155,966	1,063	107	2,195
<b>Cleveland</b>									
Kings Mountain (1)	1,041,446	95,750	3,148	1,140,344	9.89%	241,146	8,829	883	4,575
Shelby (2)	3,120,340	252,517	10,511	3,383,368	-0.05	732,643	23,195	2,320	13,858
<b>Columbus</b>									
Brunswick (1)	450,572	0	883	451,455	-1.67%	97,480	0	0	1,968
Lake Waccamaw (1)	281,938	0	0	281,938	-2.75%	60,911	0	0	1,166
Tabor City (1)	602,818	0	243	603,061	2.36%	130,263	0	0	2,675
West Columbus (1)	595,790	0	0	595,790	-0.16%	128,548	0	0	2,680
Whiteville (1)	923,916	100,039	0	1,023,955	-1.30%	217,384	10,288	1,029	4,397
<b>Craven County (6)</b>	6,527,443	1,295,907	29,334	7,852,684	7.48%	1,644,425	125,914	12,591	26,311
<b>Cumberland County (10)</b>	18,620,186	6,293,991	68,326	24,982,503	1.54%	5,168,905	563,694	56,369	84,444
<b>Currituck County (3)</b>	3,599,174	426,831	44,700	4,070,705	-0.64%	841,253	38,285	3,829	11,691
<b>Dare County (5)</b>	9,810,292	2,735,572	137,407	12,683,271	1.40%	2,563,158	264,346	26,435	35,800
<b>Davidson</b>									
Lexington (2)	3,041,806	237,453	0	3,279,259	0.94%	700,446	24,576	2,458	12,696
Thomasville (2)	2,422,609	144,596	2,827	2,570,032	-0.50%	550,666	14,066	1,407	10,285
<b>Davie</b>									
Coolemeec (1)	626,699	26,888	2,073	655,660	3.09%	142,517	2,940	294	2,599
<b>Duplin</b>									
Kenansville (1)	416,460	14,459	0	430,919	0.66%	92,672	1,253	125	1,834
Wallace (1)	1,166,690	113,638	0	1,280,328	4.71%	272,816	11,070	1,107	5,018
Warsaw (1)	487,996	173	0	488,169	1.79%	106,776	15	2	2,145
<b>Durham County (9)</b>	18,532,349	4,713,026	73,684	23,319,059	1.80%	4,875,270	408,282	40,828	76,921
<b>Edgecombe County (6)</b>	3,716,450	57,953	7,218	3,781,621	1.63%	815,657	4,890	489	17,358
<b>Forsyth</b>									
Triad Municipal (14)	26,153,294	5,020,499	95,798	31,269,591	0.90%	6,571,566	462,098	46,210	105,933
<b>Franklin</b>									
Bunn (1)	680,875	0	5	680,880	-1.24%	147,536	0	0	2,677
Franklinton (1)	684,522	0	1,272	685,794	6.24%	148,941	0	0	2,775
Louisburg (1)	1,142,834	39,256	0	1,182,090	1.52%	254,688	4,067	406	4,805
Youngsville (1)	787,516	0	0	787,516	10.30%	170,863	0	0	3,045
<b>Gaston</b>									
Bessemer City (1)	425,645	18,756	662	445,063	-7.89%	94,087	1,742	174	2,128
Cherryville (1)	891,816	37,796	3,414	933,026	0.93%	199,950	3,568	358	3,823
Cramerton (1)	1,370,110	109,383	0	1,479,493	5.73%	304,491	11,741	1,174	4,985
Gastonia (5)	6,185,372	1,232,033	29,408	7,446,813	-1.96%	1,559,093	115,466	11,547	27,958

# ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2009 - JUNE 30, 2010

Cost of Liquor Sold	Operating Expenses	Other Income & Expense	Profit Before Distrib.	Profit Percent	Law Enf.	Alcohol Edu.	County & Municipal Distrib.	Bottles Sold Regular	Bottles Sold Mix Bev	Bottles Sold Mini
449,274	143,701	5,291	49,276	5.97%	2,222	*	17,778	54,681	1,791	15,233
571,241	209,131	-6,604	45,922	4.30%	1,991	2,787	31,622	74,432	2,357	21,988
319,903	97,541	516	42,837	7.27%	10,000	*	39,293	44,951	47	4,714
1,486,014	497,313	7,813	161,082	5.86%	120,000	*	171,429	165,696	6,177	24,094
626,210	251,237	1,372	23,297	2.01%	0	0	23,297	80,222	3,682	9,670
374,905	131,429	-10,188	35,479	5.06%	0	0	0	42,265	518	5,600
639,481	216,047	1,110	30,493	2.67%	4,202	4,202	11,765	82,810	3,598	25,446
1,795,458	697,731	4,505	122,668	3.62%	8,382	5,866	88,372	251,957	11,726	67,422
243,804	82,764	232	25,671	5.68%	9,600	*	16,802	36,826	0	12,687
151,824	73,293	782	-4,474	-1.58%	0	*	0	21,493	0	9,093
331,590	113,232	555	25,840	4.28%	10,000	*	18,840	51,071	0	12,048
335,636	111,628	1,101	18,399	3.08%	12	0	0	50,435	0	15,836
543,835	219,524	4,007	31,505	3.06%	210	*	41,906	75,703	4,826	37,026
4,127,538	1,211,798	14,299	716,344	9.11%	70,451	*	380,683	438,680	64,837	113,479
12,702,931	3,813,774	120,750	2,707,799	10.79%	378,828	132,767	2,266,822	1,308,381	299,068	407,106
2,189,007	673,391	1,453	311,613	7.65%	9,914	13,880	244,644	206,653	19,708	37,350
6,615,291	1,658,899	7,105	1,517,052	11.95%	116,288	58,144	1,125,354	561,670	140,613	68,470
1,748,972	551,970	5,243	243,384	7.41%	7,195	*	206,000	232,182	12,958	43,926
1,392,825	554,605	15,715	61,683	2.39%	330	463	30,000	187,491	7,379	54,177
355,615	139,981	3,672	15,240	2.31%	0	0	2,000	48,981	1,246	8,806
229,673	109,613	394	-3,857	-0.89%	0	*	2,200	33,748	668	11,353
682,906	181,162	27	126,276	9.86%	10,800	*	115,200	90,450	5,881	20,115
264,783	99,266	10	15,192	3.11%	5	*	0	40,861	8	10,133
12,139,834	4,347,615	1,889	1,427,017	6.12%	305,626	53,668	1,010,000	1,247,211	212,448	393,378
2,031,469	763,089	73	148,207	3.92%	20,100	20,000	63,107	331,041	2,558	67,788
16,390,924	5,370,613	-66,026	2,249,478	7.21%	574,570	*	1,759,977	1,777,520	240,619	502,643
372,078	142,669	2,200	18,120	2.65%	0	0	12,120	51,122	0	12,058
372,691	131,116	754	30,916	4.50%	522	731	25,463	51,780	0	18,626
639,333	220,529	1,742	60,004	5.07%	3,703	1,728	46,573	90,678	1,995	17,147
428,876	156,350	0	28,382	3.60%	168	*	14,254	58,175	0	13,616
241,467	104,875	545	1,104	0.25%	414	*	20,710	39,699	930	9,661
504,764	189,654	447	31,110	3.33%	6,000	*	34,000	72,033	1,770	13,203
831,508	253,236	0	72,358	4.89%	0	0	0	87,853	6,223	28,180
3,928,927	1,447,413	58,869	413,151	5.50%	12,076	*	700,000	465,139	59,858	170,852

## ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2009 - JUNE 30, 2010

ABC Boards by County and # of Stores	Retail Sales	Mixed Beverage Sales	Wine Sales	Gross Sales	Percent Change Over FY 09	State Excise Tax	Mix Bev Tax-Dept Revenue	Mix Bev Tax-DHR	Rehab Tax
Mount Holly (1)	1,706,559	0	6,021	1,712,580	5.87%	370,331	0	0	6,685
<b>Gates County (2)</b>	351,773	0	0	351,773	-24.94%	76,620	0	0	1,285
<b>Granville County (2)</b>	2,872,188	96,081	0	2,968,269	0.32%	639,267	9,605	961	11,612
<b>Greene County (2)</b>	637,356	0	63	637,419	0.59%	138,624	0	0	2,651
<b>Guilford</b>									
Gibsonville (1)	699,211	18,996	1,587	719,794	3.02%	155,252	1,878	187	2,984
Greensboro (14)	24,788,918	8,263,805	73,195	33,125,918	2.03%	6,857,434	751,729	75,173	106,729
High Point (6)	10,474,945	1,544,647	45,979	12,065,571	1.51%	2,548,504	146,753	14,675	40,802
<b>Halifax County (5)</b>	4,068,684	214,838	0	4,283,522	2.37%	921,140	21,575	2,157	18,116
<b>Harnett</b>									
Angier (1)	1,123,736	5,296	3,863	1,132,895	8.52%	244,910	510	51	4,451
Dunn (2)	1,784,943	92,899	0	1,877,842	-2.16%	403,549	8,631	863	7,407
Lillington (1)	895,759	54,335	4,976	955,070	-2.58%	203,315	6,469	647	3,577
<b>Haywood</b>									
Canton (1)	943,400	16,386	4,688	964,474	-4.93%	206,926	1,761	176	3,710
Maggie Valley (2)	1,385,779	192,582	9,849	1,588,210	27.31%	327,970	16,785	1,678	5,655
Waynesville (1)	1,880,127	218,470	9,395	2,107,992	-12.60%	446,119	19,246	1,924	7,020
<b>Henderson</b>									
Fletcher (1)	2,019,185	74,549	11,158	2,104,892	-1.79%	449,936	7,372	737	7,146
Hendersonville (2)	4,018,861	740,296	30,891	4,790,048	-1.02%	1,000,646	73,794	7,379	15,598
Laurel Park (1)	969,050	65,474	9,759	1,044,283	-4.97%	221,662	5,881	588	3,301
<b>Hertford County (3)</b>	1,898,907	88,251	0	1,987,158	1.11%	427,759	8,204	820	7,829
<b>Hoke County (1)</b>	919,146	70,460	0	989,606	8.20%	212,084	6,534	654	4,076
<b>Hyde County (2)</b>	394,413	110,630	0	505,043	-13.09%	115,835	12,093	608	1,673
<b>Iredell</b>									
Mooreville (3)	5,780,486	1,270,559	33,275	7,084,320	-6.00%	1,480,205	116,901	11,689	21,006
Statesville (2)	4,000,977	512,918	13,092	4,526,987	-0.92%	958,326	49,393	4,939	16,207
<b>Jackson</b>									
Sylva (1)	2,037,809	557,278	15,178	2,610,265	-2.43%	540,994	48,368	4,837	8,315
<b>Johnston County (7)</b>	8,414,127	894,497	25,324	9,333,948	2.99%	1,981,481	83,755	8,376	33,177
<b>Jones County (3)</b>	899,716	0	0	899,716	2.26%	194,863	0	0	3,623
<b>Lee</b>									
Sanford (2)	3,765,869	474,594	13,149	4,253,612	1.36%	900,423	46,690	4,669	15,087
<b>Lenoir County (3)</b>	2,895,563	247,280	0	3,142,843	3.15%	671,873	23,246	2,325	12,273
<b>Lincoln</b>									
Lincoln County (1)	1,703,510	253,845	7,983	1,965,338	-0.19%	414,191	23,045	2,304	5,703
Lincolnton (1)	1,762,424	189,951	7,375	1,959,750	-0.26%	413,762	19,351	1,935	7,587
<b>Macon</b>									
Franklin (1)	2,170,223	240,699	23,966	2,434,888	-1.48%	510,004	26,622	2,662	7,971
Highlands (1)	1,285,907	267,375	14,288	1,567,570	7.43%	325,096	19,881	1,990	3,666
<b>Martin County (2)</b>	1,598,712	37,690	0	1,636,402	2.74%	353,441	3,608	361	6,735
<b>McDowell</b>									
Marion (2)	1,721,208	172,697	7,066	1,900,971	-7.79%	401,674	17,922	1,792	7,013

## ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2009 - JUNE 30, 2010

Cost of Liquor Sold	Operating Expenses	Other Income & Expense	Profit Before Distrib.	Profit Percent	Law Enf.	Alcohol Edu.	County & Municipal Distrib.	Bottles Sold Regular	Bottles Sold Mix Bev	Bottles Sold Mini
940,806	264,076	-30,725	99,520	5.92%	2,709	3,792	0	127,096	0	33,016
191,128	107,156	228,354	203,938	35.15%	0	0	2,000	24,824	0	4,384
1,590,898	410,753	2,537	307,710	10.36%	10,967	*	222,557	218,634	5,028	42,889
347,367	143,445	1,457	6,789	1.06%	0	*	1,090	49,809	0	16,044
392,533	168,278	3,328	1,898	0.26%	0	0	199	54,977	966	18,717
17,001,634	4,754,877	352,496	3,925,663	11.73%	224,068	172,663	2,781,937	1,654,935	393,957	428,382
6,303,105	1,989,937	-16,682	1,001,855	8.31%	78,171	40,000	752,879	696,845	76,541	213,292
2,295,052	831,402	-1,118	192,962	4.51%	18,450	*	127,481	344,293	11,477	32,884
609,876	299,514	11,024	-15,666	-1.37%	0	*	0	81,101	275	38,230
1,015,275	321,536	6,348	126,929	6.74%	8,000	9,025	140,000	134,292	4,599	46,235
508,813	219,100	3,248	16,397	1.71%	0	1,640	0	65,966	3,430	10,677
529,025	242,494	-5,463	-25,446	-2.65%	0	0	0	69,929	941	16,672
814,816	430,344	-29,318	-38,356	-2.46%	0	*	0	97,384	8,935	33,931
1,119,719	358,833	2,118	156,568	7.42%	7,846	4,904	242,400	125,119	10,218	25,310
1,134,504	343,392	-29,349	131,586	6.34%	4,950	3,535	100,000	129,226	3,923	48,881
2,529,269	910,432	16,049	266,800	5.55%	40,200	15,818	220,000	257,857	38,377	78,585
559,359	222,616	2,428	32,577	3.11%	279	195	19,452	59,746	3,126	15,770
1,062,033	379,526	768	101,755	5.12%	425	595	81,186	148,647	4,102	19,127
532,731	135,115	39	98,451	9.95%	6,799	4,759	86,893	73,762	3,462	21,567
280,160	124,873	72,749	42,550	7.36%	1,396	1,954	0	26,282	6,283	4,451
3,735,303	984,798	-14,093	717,992	10.16%	26,921	*	600,000	341,931	61,479	83,311
2,414,921	969,022	3,275	116,470	2.57%	52,403	0	54,224	284,239	26,014	69,491
1,350,288	310,866	2,346	347,797	13.31%	13,528	18,940	329,620	130,721	25,537	50,241
4,976,122	1,424,975	10,705	834,332	8.93%	28,177	16,000	715,000	587,600	44,289	158,291
488,949	231,231	90	-18,860	-2.10%	0	*	0	68,989	0	17,377
2,260,700	874,785	26,982	177,314	4.14%	74,671	31,514	290,000	265,470	24,470	58,960
1,684,514	652,769	2,417	98,260	3.12%	3,587	*	94,673	221,470	15,114	44,358
1,040,446	240,997	793	238,828	12.15%	8,756	12,259	0	98,300	11,908	19,288
1,053,511	337,370	2,759,303	2,884,965	61.13%	20,000	0	1,083,408	136,300	10,208	26,190
1,294,413	515,875	4,856	80,441	3.30%	812	580	70,000	142,769	12,885	18,808
832,097	351,715	177	32,340	2.06%	5,200	5,699	48,101	61,495	10,277	7,783
881,378	314,373	494	77,000	4.70%	1,444	*	86,000	128,414	1,924	21,834
1,015,480	369,965	544	87,172	4.58%	3,247	4,546	111,900	126,622	9,355	21,428

# ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2009 - JUNE 30, 2010

ABC Boards by County and # of Stores	Retail Sales	Mixed Beverage Sales	Wine Sales	Gross Sales	Percent Change Over FY 09	State Excise Tax	Mix Bev Tax-Dept Revenue	Mix Bev Tax-DHR	Rehab Tax
<b>Mecklenburg County (24)</b>	61,931,135	33,835,850	284,173	96,051,158	-0.03%	19,576,674	2,894,922	289,492	282,304
<b>Mitchell</b>									
Spruce Pine <sup>3</sup> (1)	851,595	26,517	4,839	882,951	n/a	193,677	2,599	260	2,967
<b>Montgomery (2)</b>	1,126,005	59,947	0	1,185,952	-7.13%	254,789	5,017	501	5,045
<b>Moore County (4)</b>	6,032,468	1,932,725	44,513	8,009,706	0.73%	1,660,097	165,669	16,567	24,379
<b>Nash County (9)</b>	7,334,450	1,008,145	16,563	8,359,158	1.71%	1,767,803	98,653	9,865	32,292
<b>New Hanover County (8)</b>	20,770,556	9,696,844	2,452	30,469,852	-0.51%	6,201,673	922,677	92,268	90,639
<b>Northampton County (4)</b>	1,001,672	0	0	1,001,672	-3.59%	216,808	0	0	4,792
<b>Onslow County (6)</b>	9,195,615	3,463,708	56,162	12,715,485	4.45%	2,611,160	316,327	31,633	39,696
<b>Orange County (8)</b>	10,365,205	3,227,435	41,710	13,634,350	0.46%	2,819,741	315,243	31,525	42,499
<b>Pamlico County (2)</b>	1,009,913	68,681	5,667	1,084,261	-2.50%	232,330	6,857	686	3,653
<b>Pasquotank County (1)</b>	2,209,638	484,201	0	2,693,839	2.48%	563,845	49,002	4,914	9,512
<b>Pender County (5)</b>	4,421,133	325,756	0	4,746,889	3.62%	1,010,353	32,128	3,213	16,463
<b>Perquimans</b>									
Hertford (1)	748,687	9,163	0	757,850	5.62%	163,692	814	81	2,687
<b>Person County (2)</b>	2,331,985	191,594	0	2,523,579	2.59%	538,540	20,049	2,005	9,750
<b>Pitt County (10)</b>	11,234,159	3,139,199	26,871	14,400,229	3.40%	2,986,232	322,287	32,228	51,884
<b>Polk</b>									
Columbus (1)	495,051	30,579	4,765	530,395	-6.06%	112,338	2,840	284	1,860
Tryon (1)	292,655	59,267	4,780	356,702	-6.23%	73,708	5,927	593	1,204
<b>Randolph</b>									
Asheboro (1)	2,166,957	316,904	11,655	2,495,516	69.45%	526,080	31,395	3,139	8,886
Liberty (1)	661,752	0	0	661,752	-5.34%	143,557	0	0	2,640
Randleman (1)	1,201,965	41,127	5,617	1,248,709	-33.32%	268,071	3,931	393	4,851
<b>Richmond</b>									
Hamlet (1)	809,282	9,008	0	818,290	6.12%	175,850	958	96	3,522
Rockingham (2)	1,582,063	112,711	5,424	1,700,198	5.11%	362,795	11,401	1,140	6,954
<b>Robeson</b>									
Fairmont (1)	560,323	0	184	560,507	3.86%	121,423	0	0	2,843
Lumberton (2)	2,976,657	475,237	9,910	3,461,804	3.48%	729,576	44,504	4,451	13,528
Maxton (1)	537,449	0	803	538,252	9.58%	116,619	0	0	2,486
Red Springs (1)	660,779	0	0	660,779	6.47%	143,513	0	0	2,914
Rowland (1)	195,805	0	0	195,805	-1.35%	42,295	0	0	1,099
Saint Pauls (1)	957,523	0	1,587	959,110	2.42%	207,592	0	0	4,148
<b>Rockingham</b>									
Eden (1)	1,435,941	155,871	4,360	1,596,172	2.78%	338,296	15,488	1,549	6,285
Madison (1)	1,017,880	31,643	0	1,049,523	2.36%	225,713	3,581	358	4,387
Reidsville (1)	1,843,691	112,869	0	1,956,560	0.54%	419,543	11,483	1,148	7,654
<b>Rowan/Kannapolis (7)</b>	8,510,938	811,380	32,546	9,354,864	0.54%	1,988,157	80,984	8,097	33,981
<b>Rutherford</b>									
Forest City (1)	1,584,115	90,413	9,867	1,684,395	2.08%	359,220	9,255	926	6,833
Lake Lure (1)	469,160	159,581	0	628,741	1.33%	129,011	14,625	1,462	1,944
Rutherfordton (1)	939,204	97,550	5,661	1,042,415	-1.07%	220,930	9,008	901	3,836

# ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2009 - JUNE 30, 2010

Cost of Liquor Sold	Operating Expenses	Other Income & Expense	Profit Before Distrib.	Profit Percent	Law Enf.	Alcohol Edu.	County & Municipal Distrib.	Bottles Sold Regular	Bottles Sold Mix Bev	Bottles Sold Mini
48,875,489	13,655,029	253,883	10,709,919	11.12%	1,633,244	3,444,369	5,540,002	3,932,790	1,506,047	1,036,235
477,268	197,602	47	8,252	0.93%	0	0	0	55,938	1,375	10,100
639,077	315,695	189	-33,983	-2.87%	0	*	0	92,156	2,675	30,278
4,150,181	1,006,607	14,971	997,978	12.44%	150,222	62,000	633,273	381,978	86,434	95,869
4,355,108	1,320,790	17,799	791,282	9.45%	178,809	38,299	361,730	574,484	51,298	100,389
15,387,403	3,931,503	-248,833	3,594,856	11.90%	280,000	*	2,818,025	1,233,574	484,304	474,606
545,971	251,177	167	-16,909	-1.69%	0	*	0	91,817	0	20,118
6,526,529	1,936,679	2,927	1,252,327	9.85%	44,944	62,922	733,132	593,046	163,733	185,669
7,054,108	2,609,690	8,676	767,261	5.62%	122,760	119,981	400,000	633,408	167,444	245,655
587,629	233,116	219	20,209	1.86%	1,159	1,623	15,000	65,869	3,643	17,728
1,407,554	375,010	-1,447	282,555	10.49%	10,293	*	228,236	160,012	25,844	21,961
2,539,648	852,661	1,032	293,455	6.18%	7,739	3,096	257,927	295,436	17,121	83,492
409,394	144,150	557	37,589	4.96%	1,522	761	35,306	51,616	432	8,490
1,344,928	334,628	4,890	278,569	11.02%	28,000	17,789	227,848	177,525	10,612	34,338
7,387,999	2,020,697	10,198	1,607,148	11.15%	239,987	93,885	1,050,000	825,058	169,091	217,614
293,892	120,539	16	-1,722	-0.32%	0	0	15,000	33,712	1,508	9,892
192,233	96,547	0	-13,510	-3.79%	0	*	0	19,680	3,147	6,252
1,309,360	372,908	356	243,285	9.75%	8,620	12,068	60,000	153,986	16,378	36,731
358,787	150,392	1,659	8,035	1.21%	2,500	0	5,445	49,389	0	17,084
669,866	282,811	2,887	21,284	1.70%	775	*	70,509	90,635	2,091	21,447
441,269	151,154	2,113	47,554	5.80%	1,329	*	46,266	67,207	507	13,619
912,116	338,794	0	66,591	3.92%	1,617	809	64,165	128,230	5,682	25,781
305,743	126,039	588	5,047	0.90%	0	*	15,385	52,873	0	19,953
1,847,965	567,798	-4,159	249,105	7.20%	7,430	*	116,058	231,697	22,045	76,992
305,771	130,719	-1,715	-19,115	-3.56%	0	*	0	45,456	0	21,322
360,027	132,339	0	21,986	3.33%	338	*	30,786	56,379	0	9,470
117,637	46,276	2,000	-9,502	-4.80%	0	*	0	20,719	0	6,307
525,887	168,010	138	53,511	5.58%	1,237	*	60,236	76,343	0	33,105
848,867	297,211	2,325	90,463	5.66%	2,179	3,051	97,280	112,716	8,262	23,612
566,676	222,995	1,247	27,060	2.58%	0	0	31,478	82,718	1,905	15,584
1,047,415	362,039	-5,492	101,786	5.22%	25,000	*	55,542	141,199	6,113	28,866
4,966,928	1,991,901	4,918	289,734	3.10%	73,567	0	216,167	611,749	41,014	134,349
886,886	273,470	9,012	156,123	9.22%	4,622	6,471	51,001	124,894	4,928	34,223
327,575	120,853	3,108	36,379	5.76%	993	1,390	58,069	29,461	7,798	8,118
548,424	252,968	2,620	8,540	0.82%	19,618	3,000	7,000	67,270	4,785	23,277

# ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2009 - JUNE 30, 2010

ABC Boards by County and # of Stores	Retail Sales	Mixed Beverage Sales	Wine Sales	Gross Sales	Percent Change Over FY 09	State Excise Tax	Mix Bev Tax-Dept Revenue	Mix Bev Tax-DHR	Rehab Tax
<b>Sampson</b>									
Clinton (1)	1,446,566	110,376	0	1,556,942	4.20%	333,518	10,583	1,058	6,472
Garland (1)	238,569	0	0	238,569	-3.77%	51,190	0	0	1,239
Newton Grove (1)	399,840	0	0	399,840	4.82%	86,981	0	0	1,763
Roseboro (1)	559,551	0	0	559,551	0.07%	121,149	0	0	3,105
<b>Scotland County (1)</b>	<b>1,598,603</b>	<b>75,086</b>	<b>0</b>	<b>1,673,689</b>	<b>1.26%</b>	<b>360,194</b>	<b>7,336</b>	<b>733</b>	<b>6,631</b>
<b>Stanly</b>									
Albemarle (1)	1,996,906	210,759	11,434	2,219,099	-0.23%	470,521	21,923	2,192	7,801
Locust (1)	867,590	38,070	0	905,660	20.11%	195,221	3,554	355	2,547
Norwood (1)	444,376	6,838	0	451,214	0.14%	97,367	616	62	1,802
<b>Stokes</b>									
Walnut Cove (1)	757,553	0	2,718	760,271	3.63%	164,312	0	0	3,018
<b>Surry</b>									
Dobson (1)	511,836	0	1,776	513,612	-5.45%	111,163	0	0	1,949
Elkin (1)	1,080,096	55,147	4,883	1,140,126	-0.85%	246,314	5,330	533	4,043
Mount Airy (1)	1,827,733	217,286	7,475	2,052,494	-8.13%	433,360	21,493	2,149	7,641
Pilot Mountain <sup>4</sup> (1)	367,226	1,743	0	368,969	n/a	81,690	177	18	1,366
<b>Swain</b>									
Bryson City (1)	1,431,996	311,511	8,001	1,751,508	11.26%	361,671	30,743	3,074	5,812
<b>Transylvania</b>									
Brevard (1)	2,150,494	407,601	23,585	2,581,680	-1.66%	537,568	35,936	3,594	7,779
<b>Tyrrell County (1)</b>	<b>264,063</b>	<b>0</b>	<b>0</b>	<b>264,063</b>	<b>3.12%</b>	<b>57,051</b>	<b>0</b>	<b>0</b>	<b>1,148</b>
<b>Union</b>									
Monroe (1)	4,211,783	724,570	0	4,936,353	0.66%	1,040,592	69,620	7,023	17,190
Waxhaw (1)	1,085,921	33,357	0	1,119,278	6.51%	241,431	3,393	339	3,819
<b>Vance County (1)</b>	<b>2,826,843</b>	<b>169,921</b>	<b>0</b>	<b>2,996,764</b>	<b>0.12%</b>	<b>643,560</b>	<b>15,762</b>	<b>1,576</b>	<b>11,478</b>
<b>Wake County (23)</b>	<b>57,427,099</b>	<b>20,573,280</b>	<b>204,808</b>	<b>78,205,187</b>	<b>3.53%</b>	<b>16,151,300</b>	<b>1,874,979</b>	<b>187,498</b>	<b>229,872</b>
<b>Warren County (3)</b>	<b>1,818,267</b>	<b>49,246</b>	<b>0</b>	<b>1,867,513</b>	<b>4.79%</b>	<b>400,918</b>	<b>4,668</b>	<b>467</b>	<b>7,341</b>
<b>Washington County (1)</b>	<b>755,476</b>	<b>15,296</b>	<b>0</b>	<b>770,772</b>	<b>0.86%</b>	<b>167,666</b>	<b>1,641</b>	<b>164</b>	<b>2,839</b>
<b>Watauga</b>									
Blowing Rock (1)	880,921	471,691	6,240	1,358,852	-11.56%	274,321	39,378	3,938	3,591
Boone (1)	3,870,203	766,685	20,720	4,657,608	1.08%	976,577	76,055	7,605	14,711
<b>Wayne County (6)</b>	<b>5,942,735</b>	<b>698,552</b>	<b>15,782</b>	<b>6,657,069</b>	<b>0.68%</b>	<b>1,412,556</b>	<b>66,490</b>	<b>6,649</b>	<b>25,225</b>
<b>Wilkes</b>									
North Wilkesboro (1)	942,620	91,325	3,264	1,037,209	-1.45%	221,456	8,040	804	4,103
Wilkesboro (1)	1,199,916	138,349	4,996	1,343,261	3.41%	283,426	13,904	1,390	5,165
<b>Wilson County (7)</b>	<b>5,620,828</b>	<b>555,001</b>	<b>13,642</b>	<b>6,189,471</b>	<b>1.95%</b>	<b>1,316,806</b>	<b>54,070</b>	<b>5,406</b>	<b>24,149</b>
<b>Yancey</b>									
<b>Total</b>	<b>583,739,411</b>	<b>142,994,981</b>	<b>2,154,155</b>	<b>728,888,547</b>	<b>1.44%</b>	<b>152,063,168</b>	<b>13,064,279</b>	<b>1,305,851</b>	<b>2,419,641</b>

# ABC BOARD REVENUE AND DISTRIBUTIONS

JULY 1, 2009 - JUNE 30, 2010

Cost of Liquor Sold	Operating Expenses	Other Income & Expense	Profit Before Distrib.	Profit Percent	Law Enf.	Alcohol Edu.	County & Municipal Distrib.	Bottles Sold Regular	Bottles Sold Mix Bev	Bottles Sold Mini
830,287	227,533	691	148,182	9.51%	5,100	*	140,000	115,105	5,639	43,492
130,037	64,671	1	-8,567	-3.59%	0	*	0	21,108	0	18,339
216,824	85,373	0	8,899	2.23%	0	*	5,000	33,123	0	10,676
306,029	121,677	97	7,688	1.37%	2,000	*	4,000	51,091	0	22,161
898,890	310,614	316	89,607	5.35%	1,991	2,787	92,521	124,361	3,911	21,852
1,176,892	383,384	82	155,665	7.01%	4,575	6,406	20,000	137,155	11,585	36,382
488,185	275,249	23	-59,428	-6.56%	0	0	0	43,209	1,897	29,142
245,091	94,379	-8,368	3,529	0.80%	0	0	0	34,533	326	5,946
410,384	161,798	0	20,566	2.71%	3,085	*	22,724	57,525	0	14,213
277,537	120,472	1,080	3,462	0.67%	0	0	23,431	37,022	0	9,791
617,698	213,324	4,190	56,701	4.96%	1,178	1,649	72,000	75,752	2,742	11,861
1,078,953	350,954	5,830	163,232	7.93%	8,162	*	144,629	134,155	11,397	36,359
196,416	125,091	-4,284	-40,073	-10.99%	0	0	0	25,977	82	6,274
923,184	332,403	306	94,314	5.38%	561	786	28,506	96,731	14,508	24,950
1,358,967	410,758	-98	225,099	8.72%	11,211	*	225,916	131,679	19,167	23,272
143,330	65,908	677	-2,697	-1.02%	0	0	0	22,109	0	4,156
2,620,917	580,773	2,019	602,257	12.20%	74,418	33,086	433,000	296,786	36,800	51,033
607,581	268,671	105	-5,851	-0.52%	0	*	0	71,173	1,753	17,276
1,607,013	586,588	-65,939	64,848	2.21%	26,800	*	129,478	215,115	8,201	31,192
40,236,261	7,508,976	281,716	12,283,625	15.65%	857,190	4,084,112	7,982,426	3,403,250	969,208	1,124,999
1,053,902	350,238	4,146	54,125	2.89%	0	0	54,125	139,165	2,365	26,515
412,741	196,273	599	-9,953	-1.29%	0	*	0	55,679	875	10,339
690,869	238,970	4,464	111,781	8.20%	3,733	5,226	170,000	47,760	20,844	16,055
2,491,625	552,183	-10,325	527,072	11.34%	19,722	47,332	379,241	241,363	39,638	66,076
3,521,757	1,247,699	9,904	386,597	5.80%	28,147	4,189	290,000	452,967	34,877	83,291
563,928	247,633	2,073	-6,931	-0.67%	0	*	0	72,454	4,250	26,731
713,584	259,962	2,047	67,500	5.02%	6,000	*	54,000	88,059	7,365	39,411
3,269,203	1,222,844	19,201	315,017	5.07%	7,980	*	300,000	429,404	24,330	146,237
<b>380,457,755</b>	<b>116,834,127</b>	<b>3,745,570</b>	<b>66,345,350</b>	<b>9.06%</b>	<b>6,803,274</b>	<b>8,975,266</b>	<b>45,862,909</b>	<b>39,466,714</b>	<b>6,808,295</b>	<b>10,582,940</b>

# NC ABC COMMISSION AT A GLANCE FISCAL YEAR 2010

Headquarters: Raleigh, NC

Oversight of:

- **25,000 holders of permits** to manufacture transport and/or sell beer, wine and mixed drinks
- **17,000 retailers** that sell alcohol for consumption on premise (restaurants/bars/clubs) and off premise (grocery stores/convenience stores/retail shops)
- **167 local ABC Boards** that own or lease the property and hire and manage the staff of the state's 418 retail ABC stores
- **1 central warehouse** of 200,000 square feet to which all liquor sold in the state is received and stored until it is shipped and purchased by the local ABC stores.

Revenues Generated

- Total revenue distributions from NC ABC boards during fiscal year 2010 = \$275,590,422. Distributions benefit the state's General Fund and the cities and counties where alcohol sales are allowed.
- The state ABC Commission collected \$14.8 million dollars from permit application fees and renewals for the General Fund.
- In 2009-2010 (April 1, 2009-March 31, 2010) excise taxes from beer sales totaled \$106,022,571.65 and for the same period, excise taxes from wine totaled \$18,214,758.
- The state ABC Commission collected \$850,100 dollars in fines and penalties that benefit local school systems.

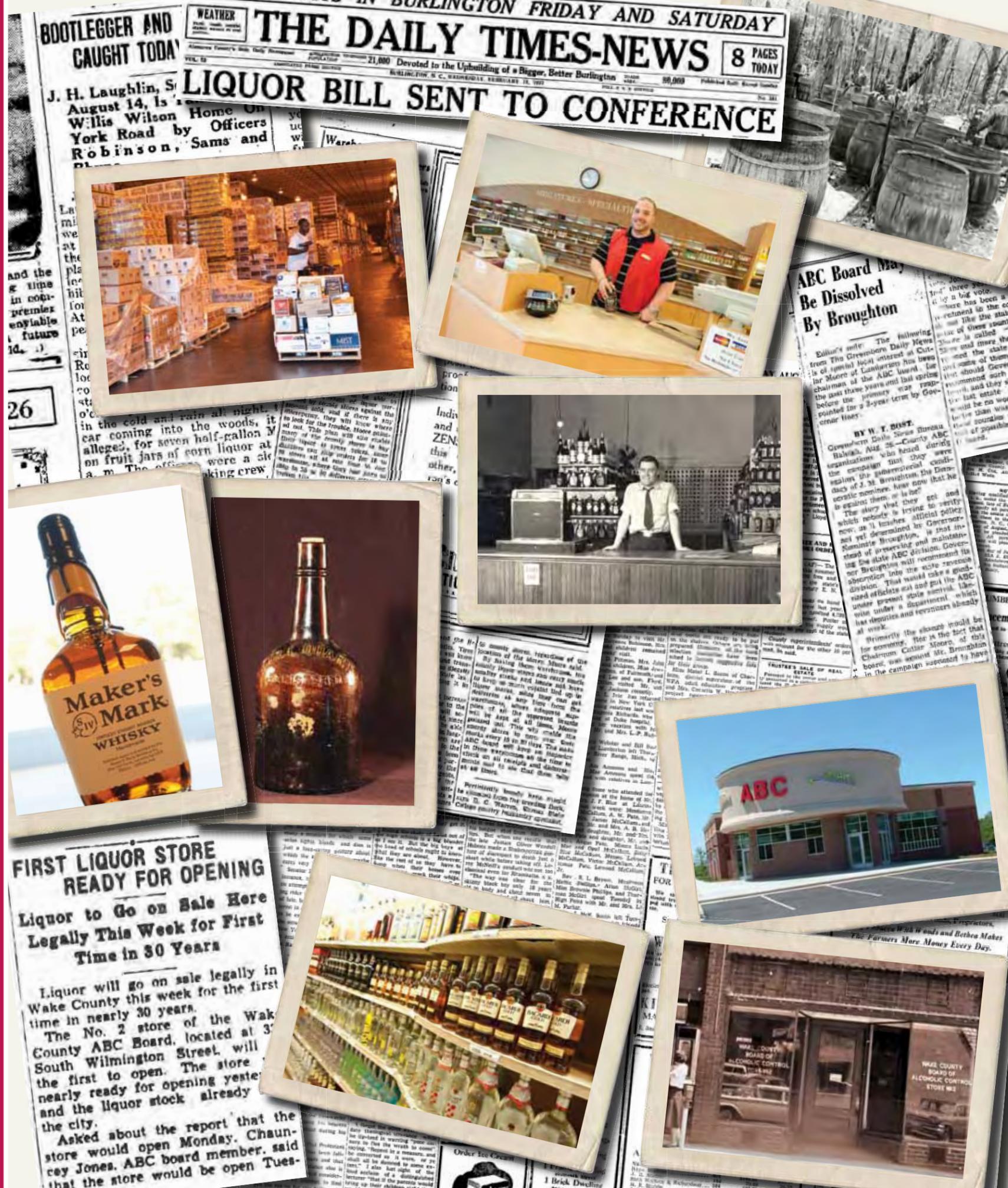
(Note: local ABC boards in North Carolina are established and operated with no state funds. The State ABC Commission is funded through fees from warehouse management termed bailment surcharge)

7/11/2010

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# ABC

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