



ALABAMA

www.abcboard.alabama.gov/

Agency



The Alcoholic Beverage Control Board is an entity of the State of Alabama. It controls alcoholic beverages through distribution, licensing, enforcement and education. The Board also operates a chain of retail stores that sell liquor to consumers.

History

The Alcoholic Beverage Control Act of 1937 established the Alabama ABC Board and ended 22 years of prohibition. It gave the Board control over the manufacture, import, distribution, sale and transportation of alcoholic beverages within the state. The Act provided citizens with "protection of the public welfare, health, peace and morals". It also prohibited transactions of liquor, alcohol, malt and brewed beverages by those within the state, except those under control of the Board. In 1997, its responsibility expanded to regulating retail sales of tobacco products.

Net Revenue of Alabama

\$202,823,837 in FY 2012-2013

From 2003 through 2014, the Alabama ABC Board contributed close to \$2.5 billion to the state.

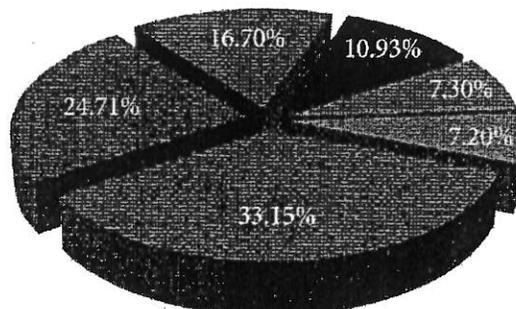
Revenue per capita for spirits sales: \$31.35

Revenue per capita for wine sales: \$3.09

Population 21 and over | 3,496,000
(Estimate) (2013)

Alabama distributes its net revenue into six avenues:

- General Fund (33.15%)
- Education Trust Fund (10.93%)
- Department of Human Resources (24.71%)
- Cities and Counties (7.30%)
- Department of Mental Health (16.70%)
- Department of Revenue (7.20%)



Figures are from 2012-2013

Licensing and Enforcement

The Alabama ABC Board licenses all manufacturers, importers, wholesalers and retailers of alcoholic beverages.

Does your jurisdiction allow the sale of
Spirits/Liquor in
convenience stores? Yes

As of January 1, 2013, all sworn Alabama ABC enforcement agents were transferred by Alabama Act 2013-67 from the Alabama ABC Board to the newly-created Alabama Law Enforcement Agency (ALEA). Administratively, the Alabama ABC Board continues to monitor compliance to Title 28, Code of Alabama, and regulate licensees through the use of Licensing and Compliance Specialists. Criminal cases are now investigated by ALEA.

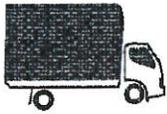
The Board budgeted more than \$15.9 million for enforcement in fiscal year 2013-2014.

Does the number of wet versus dry jurisdictions require the local option votes in counties, cities, or municipalities? Yes



NABCA

Distribution



Does jurisdiction allow direct shipping of wine? **No**

The state is involved in both wholesale and retail operations. The state is responsible for spirits and independent wholesalers are responsible for wine and beer.

The state delivers the spirits to its stores and to other retailers that purchase the product. Wine is distributed by the wholesalers and delivered directly to the account. Restaurants and bars buy spirits from the state stores.

Alabama Alcoholic Beverage Control Board in Action:



The Alabama ABC Board's Fake ID project targeted ABC licensees on the use of fake IDs and the penalties of selling alcohol to the underage customers who use them. The Responsible Vendor Program Compliance Specialist and the ABC Enforcement Agents talked with 4,000 individuals at 356 locations and conducted 7,546 compliance checks.

The ABC Board feels this project was a success by the positive feedback that was received from licensees, schools and other civic and community participants. The ABC Board plans to continue the program.

Outlets

Alabama holds control on **spirits** at wholesale and retail. The state has 175 state operated package stores.

Tax per beverage gallon:
Spirits: \$8.06
Wine: \$1.70
Beer: \$1.05

Does your jurisdiction have policies/laws/regulations that regulate the density of off-premise outlets in a neighborhood/precinct/condensed area?

No.

For every 100,000 residents ages 21 and older, there are 25.11 spirits outlets.



Grocery Store Sales



Is the sale of alcoholic beverages permitted in grocery stores? Yes

What types of alcohol are permitted?
Beer and Wine

Definitions: Control systems -- jurisdictions that directly control the distribution and sale of beverage alcohol in their borders.

Three-tier system -- the method of alcohol distribution developed after Prohibition in the United States. Producers/manufacturers (first tier) can sell products only to wholesalers/distributors (second tier) who then sell to retailers (third tier).

Revenue Per Capita -- revenue per person.

Sources: 2013-2014 Survey Book, State Alcohol Tax Rates (Spring 2014), Educational Awards Program Reports for 2013, Alcoholic Beverage Control Board, The Beverage Information Groups 2014 Fact Book, The Beverage Information Group 2014

October 2015 CENTRAL





IDAHO

<http://www.liquor.idaho.gov>
<http://www.isp.idaho.gov/abc>
<http://mixblendnjoy.com>

Agency



The mission of the **Idaho State Liquor Division (ISLD)** is to provide control over the importation, distribution, sales and consumption of distilled spirits; curtail intemperate use of beverage alcohol; and responsibly optimize the net revenues to the citizens of Idaho. The Idaho Constitution authorizes the ISLD to regulate the manufacture, transportation, storage, sale, and delivery of beverage alcohol. It also authorizes the Division to operate retail liquor stores.

History

The Idaho State Liquor Division was established in 1935, following the repeal of prohibition. The ISLD has been a division of the Office of the Governor since 1974.

Net Revenue of Idaho

\$63,025,000 in 2014

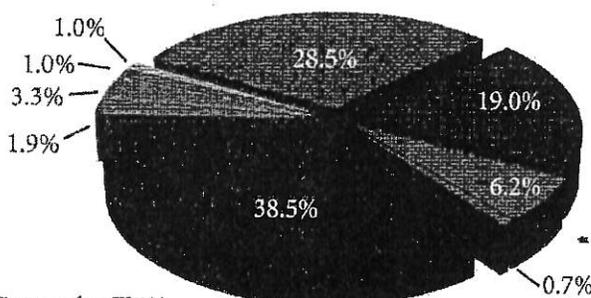
From 2004 through 2014, the **Idaho State Liquor Division has contributed \$503 million to the state.**

Revenue per capita for spirits sales: \$45.93
Revenue per capita for wine sales: \$3.45

Population 21 and over | 1,110,000 (Estimate) (2013)

Idaho distributes its net revenue into **nine** avenues:

- General Fund (38.5%)
- Public Schools (1.9%)
- Substance Abuse Treatment (3.3%)
- Cooperative Welfare Fund (1.0%)
- Community Colleges (1.0%)
- Cities (28.5%)
- Counties (19.0%)
- Court Services (6.2%)
- Court Supervision Fund (0.7%)



Figures are from FY2014

Licensing and Enforcement

The Idaho State Police's Alcohol Beverage Control (ABC) Bureau is in charge of licensing off-premise outlets and enforcing state alcohol laws. Idaho ABC is a separate agency from the State Liquor Division.

Does your jurisdiction allow sale of spirituous liquor in convenience stores? Yes. If the state is a contractor of the ISLD.

Idaho ABC ensures all establishments selling or producing alcoholic beverages, including liquor, beer, and wine are properly licensed and conform to the law. Idaho ABC is active in providing Seller and Server training to licensees and retail establishments across the state.

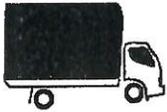
Does the number of wet versus dry jurisdictions require local option votes in counties, cities, or municipalities? Yes.

IDAHO STATE LIQUOR DIVISION

mix, blend
Enjoy
Responsibly

NABCA

Distribution



Does jurisdiction allow direct shipping of wine? **Yes**

Distilled spirits are only sold in state-operated liquor stores and contract retail stores that are authorized by the ISLD. The ISLD ships to all retail stores (state-run and contractors) via a third party contract carrier. Bars and restaurants purchase distilled spirits from the State's retail stores. Generally, they pick up their orders, but delivery is not prohibited. The ISLD does not have oversight of beer and wine. Beer and wine are handled through private distributors who generally deliver products to the retailers.

The Division operates a central warehouse in Boise from where all liquor products are distributed. The warehouse typically contains about 180,000 cases of distilled spirits.

Idaho State Liquor Division in Action:

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

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

Boise County Sheriff's Office

Horseshoe Bend High School

Lake Pend Oreille School District #84

Caldwell Youth Master Plan Committee

Idaho State University Doctoral Students

MAADD PowerTalk 21

Canyon-Owyhee School Services Agency

Idaho Drug-Free Youth

Sage Valley Middle School

DrugFree Idaho, Inc.

Kamiah Community Partners

Treasure Valley Alcohol/Drug Coalition

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

Outlets

Tax per beverage gallon:
Spirits: \$6.48
Wine: \$0.45
Beer: \$0.15

The Idaho State Liquor Division has complete oversight of all wholesale and retail aspects of distilled spirits in the state. The ISLD operates 66 state-run retail stores and 105 contract-operated retail stores. There are 1,150 off premise beer and wine outlets in Idaho operated by independent retailers.

Does your jurisdiction have policies/laws/regulations that regulate the density of off-premise outlets in a neighborhood/precinct/condensed area?

Yes. Idaho Liquor Division operates all off-premise locations and budgetary limits and sound business practices dictate locations. ISLD has restrictions on locating near schools and churches.

For every 100,000 residents ages 21 and older, there are 15.0 spirits outlets.

LIQUOR

Grocery Store Sales



Is the sale of alcoholic beverages permitted in grocery stores? **Yes**

What types of alcohol are permitted?

Beer, wine, low proof spirits up to 14% alcohol and ports, sheries and madeiras up to 21%.

Definitions: Control systems -- jurisdictions that directly control the distribution and sale of beverage alcohol in their borders.

Three-tier system -- the method of alcohol distribution developed after Prohibition in the United States. Producers/manufacturers (first tier) can sell products only to wholesalers/distributors (second tier) who then sell to retailers (third tier).

Revenue Per Capita -- revenue per person.

Sources: 2013-2014 Survey Book, State Alcohol Tax Rates (Spring 2014), Educational Awards Program Reports for 2013, Idaho State Liquor Division, The Beverage Information Group's 2014 Fact Book, The Beverage Information Group 2014





IOWA

<http://iowaabd.com>

Agency



The Iowa Alcoholic Beverages Division is a part of the state Department of Commerce. It is involved in wholesale operations only and does not operate retail stores.

History

In 1934, Iowa became one of the first Control States. The Iowa Liquor Commission was replaced by the Iowa Beer and Liquor Control Department during a 1972 legislative reorganization. In 1985, Iowa gave up its control of wine sales, and in 1986, the Alcoholic Beverages Division was created to replace the Beer and Liquor Control Department. In 1987, Iowa closed its retail stores.

Net Revenue of Iowa

\$119,001,253 in 2014

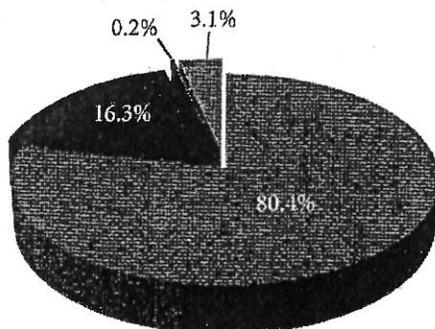
From 2003 through 2014, the Iowa ABD has contributed nearly \$1.5 billion to the state.

Revenue per capita for spirits sales: \$39.47
Revenue per capita for wine sales: \$2.98

Population 21 and over | 2,219,000 (Estimate) (2013)

Iowa distributes its net revenue into four avenues:

- General Fund (80.4%)
- Economic Development Authority (0.2%)
- Iowa Department of Public Health (includes a substance abuse program and Sunday sales) (16.3%)
- Cities and Counties (3.1%)



Figures are from 2014

Licensing and Enforcement

The Division is responsible for the licensing and permitting of alcoholic beverages retailers, wholesalers, manufacturers, importers and brokers. It is responsible for licensee compliance with alcohol laws, but does not have police powers for enforcement.

Does your jurisdiction allow sale of Spirituous Liquor in convenient stores? Yes

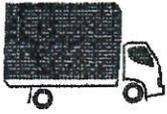
The Iowa Program for Alcohol Compliance Training (I-PACT) provides licensees with the necessary resources and knowledge to be successful in their business operations and to establish and maintain an excellent record of compliance.

Does the number of wet versus dry jurisdictions require local option votes in counties, cities, or municipalities? No



NABCA

Distribution



Does jurisdiction allow direct shipping of wine? Yes

The Division warehouses and distributes more than 1,877 different spirits to over 1,300 customers throughout the state. All customers are treated equally in product price and delivery conditions, regardless of the quantity of products purchased or location of the business (there are minimum orders, however). The Division employs 23 warehouse operation workers and 21 transportation drivers.

The 175,000 square foot warehouse is situated on nearly 14 acres of land. Warehouse renovations started in 2013 and will allow for up to 1,000 new SKUs.

Iowa Alcoholic Beverages Division in Action:

While still engaged in alcohol education by contributing to many events and seminars in 2014, the Division began a shift to new educational initiatives that will take shape within the next year. In the meanwhile, significant effort was directed towards working with stakeholders and industry members on key issues affecting the industry.



Trade Practices

Working with industry members and other stakeholders, Division staff is restructuring administrative rules and, in some cases, modifying wording in order to provide clarification and eliminate confusion. The first rules being addressed pertain to tastings, samplings and advertising.

Interim Legislative Study

The growth of craft producers and technological tools are just two factors that the alcohol beverages industry faces. Consequently, many laws and rules in the books are outdated and unnecessarily restrictive. The Division is working with legislative leaders to conduct an interim study on how Iowa laws can be modified while still adhering to the three-tier system.

Outlets

Iowa holds control of spirits at wholesale. The state has 1,302 private package stores.

Tax per beverage gallon:

Spirits: \$5.18

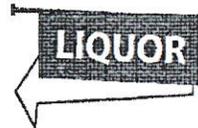
Wine: \$1.75

Beer: \$0.19

Does your jurisdiction have policies/laws/regulations that regulate the density of off-premise outlets in a neighborhood/precinct/condensed area?

No.

For every 100,000 residents ages 21 and older, there are 58.7 spirits outlets.



Grocery Store Sales



Is the sale of alcoholic beverages permitted in grocery stores? Yes

What types of alcohol are permitted?

Spirits, Beer and Wine

Definitions: Control systems -- jurisdictions that directly control the distribution and sale of beverage alcohol in their borders.

Three-tier system -- the method of alcohol distribution developed after Prohibition in the United States. Producers/manufacturers (first tier) can sell products only to wholesalers/distributors (second tier) who then sell to retailers (third tier).

Revenue Per Capita -- revenue per person.

Sources: 2013-2014 Survey Book, State Alcohol Tax Rates (Spring 2014), Educational Awards Program Reports for 2013, Iowa Alcoholic Beverages Division, The Beverage Information Group's 2014 Fact Book, The Beverage Information Group 2014

April 2015 CENTRA





MAINE

<http://www.maine.gov/dafs/>

Agency



The **Maine Bureau of Alcoholic Beverages** is a part of the state Department of Administrative & Financial Services. Through the assistance of the State Liquor and Lottery Commission, the Bureau effectively regulates the beverage alcohol industry in Maine by insuring responsible business practices by agency liquor stores, beer and wine wholesalers, and on-premise licensees (bars and restaurants) while creating a favorable economic climate.

History

The State's regulation of liquor originated in 1862 with the establishment of a Commission to Regulate Sale of Intoxicating Liquors and to have control of liquors kept and sold for medicinal and manufacturing purposes. In 1992, the Maine State Lottery and the Bureau of Alcoholic Beverages were combined to become The Bureau of Alcoholic Beverages and Lottery Operations. The following year, the Maine State Liquor Commission and State Lottery Commission merged into a single, combined Commission of five members. These members, appointed by the Governor and confirmed by the Legislature, meet monthly to provide public oversight of statutory requirements.

Net Revenue of Maine

\$44,086,416 in FY2015

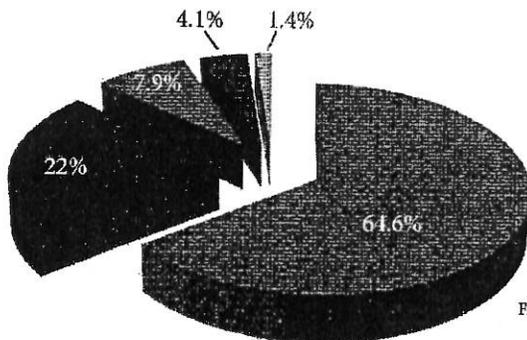
From 2003 through 2015, the **Maine Bureau of Alcoholic Beverages** has contributed more than **\$232 million** to the state.

Revenue per capita for spirits sales: \$20.51

Population 21 and over | 1,009,000 (Estimate) (2013)

In FY15, Maine distributed its spirits business revenue into five avenues:

- Liquor Operations Revenue Bond (64.6%)
- Department of Health and Human Services (4.1%)
- General Fund (22%)
- Department of Transportation (1.4%)
- Department of Environmental Protection (7.9%)



Figures are from 2015

Licensing and Enforcement

Licensing and enforcement matters are handled by the Division of Liquor Licensing and Enforcement within the Bureau. The responsibility of this division is to license the manufacture, importation, storage, transportation and sale of all liquor and administer those laws relating to licensing and the collection of taxes on malt liquor and wine. The Division reviews and issues applications for liquor licenses.

Does your jurisdiction allow sale of spirituous liquor in convenience stores? Yes

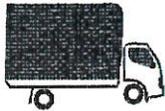
The Bureau can adopt rules consistent with laws of the State for the administration, clarification, execution and enforcement concerning liquor and to prevent violations.

Does the number of wet versus dry jurisdictions require local option votes in counties, cities, or municipalities? Yes



NABCA

Distribution



Does jurisdiction allow direct shipping of wine? **Yes**

Spirits are only sold by State licensed agents. On July 1, 2014, the State entered into a 10 year fee for services contract with Pine State Trading Company for the warehousing, order management and delivery of distilled spirits to off-premise licensed agency stores. Bars and restaurants must purchase from an agency store licensed as a re-selling agent by the Bureau. Additionally, in October of 2014, the State entered into a 10 year contract with Pine State Trading Company for spirits trade marketing services, which are new activities to the Bureau as the state had not previously branded or marketed distilled spirits to consumers.

Maine Bureau of Alcoholic Beverages in Action:



The Bureau takes the responsibility of enforcing Maine's liquor laws seriously. Prohibiting the sales to and the consumption by minors of beverage alcohol is a major focus. The Bureau works closely with the Maine Office of Substance Abuse and Mental Health Services to create social responsibility and awareness programs about alcohol.

The Bureau created and maintains a readily available, certified on-line Seller/Server Training program for sellers and servers of beverage alcohol who are unable to attend traditional classroom-style training. The Bureau's goal is to ensure all sellers and servers have access to training to reduce the irresponsible sale and use of beverage alcohol.

The Bureau created and began distributing Licensee Tool Kits to off-premise agency stores and on-premise licensees. The tool kits contain valuable information for licensees, such as training information, Administrative Liquor Laws Quick Reference Guide, policy development resources, ID-Checking Guide and other tools.

Outlets

Maine has control of spirits at wholesale and retail. It has 503 agency stores.

Tax per beverage gallon:
Spirits: \$3.04
Wine: \$0.60
Beer: \$0.35

Does your jurisdiction have policies/laws/regulations that regulate the density of off-premise outlets in a neighborhood/precinct/condensed area?

Yes, number is determined by population.

For every 100,000 residents ages 21 and older, there are 49.9 spirits outlets.



Grocery Store Sales



Is the sale of alcoholic beverages permitted in grocery stores? **Yes**

What types of alcohol are permitted?
Spirits, Beer and Wine

Definitions: Control systems -- jurisdictions that directly control the distribution and sale of beverage alcohol in their borders.

Three-tier system -- the method of alcohol distribution developed after Prohibition in the United States. Producers/manufacturers (first tier) can sell products only to wholesalers/distributors (second tier) who then sell to retailers (third tier).

Revenue Per Capita -- revenue per person.

Sources: 2013-2014 Survey Book, State Alcohol Tax Rates (Spring 2014), Educational Awards Program Reports for 2013, Maine Bureau of Alcoholic Beverages, The Beverage Information Groups 2014 Fact Book, The Beverage Information Group 2014

August 2015, EASB



NABCA



Montgomery County-MD

<http://www.montgomerycountymd.gov/llc/>

Agency



The mission of the Montgomery County Department of Liquor Control is to provide efficient and quality wholesale and retail sales of beverage alcohol products while promoting moderation and responsible behavior in all phases of distribution and consumption. As a control jurisdiction, DLC facilitates the wholesale distribution of beer, wine and spirits to approximately 1,000 licensed establishments in the county. Along with the sale and distribution of a controlled substance comes a responsibility to educate and support the establishments served to ensure the safety of Montgomery County residents and the vitality of licensed businesses.

History

On December 5, 1933, the Liquor Control Board for Montgomery County was established by law. For the next 18 years, the Liquor Control Board controlled the sale and distribution of beverage alcohol in Montgomery County and served as the Board of License Commissioners. On July 1, 1951, the Department of Liquor Control was created by Section 159 of Article 2B of the Annotated Code of Maryland, and the Board of License Commissioners became a totally separate entity.

Net Revenue of Montgomery County

\$34,147,753 in FY 2015

From FY 2006 through FY 2015, the Montgomery County Department of Liquor Control has contributed over \$265 million to the county.

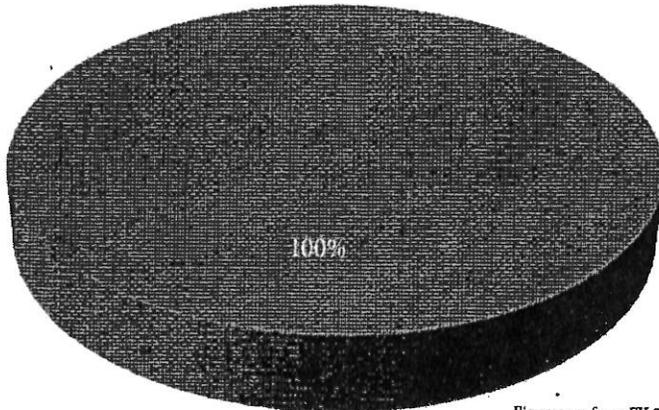
Revenue per capita for spirits sales: \$14.81

Population 21 and over

990,000
(Estimate) (2014)

Montgomery County distributes its net revenue into one avenue:

- General Fund (100%)



Figures are from FY 2015

Licensing and Enforcement

Alcohol licensed businesses are the first line of defense in reducing the availability of alcohol to youth under 21 years of age, and/or intoxicated individuals.

Does your jurisdiction allow sale of Spirituous Liquor in convenience stores? No

Alcohol Inspectors and Police work in partnership to conduct compliance checks, delivering both an administrative violation against the liquor licensee and a criminal citation to the individual seller/server for failed compliance.

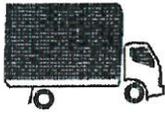
A compliance check involves youth under the age of 20 who attempt to purchase alcohol at a licensed establishment with their own vertical ID.

Does the number of wet versus dry jurisdictions require local option votes in counties, cities, or municipalities? Yes



NABCA

Distribution



Does jurisdiction allow direct shipping of wine? Yes, from wineries only.

Montgomery County operates a central 220,000 square foot climate controlled warehouse. The warehouse typically contains over 390,000 cases of wine, beer and distilled spirits. The warehouse normally stocks over 4,500 products and sells and delivers over 250,000 cases of special order products. The warehouse delivers five days per week to over 1,000 privately owned licensees via a fleet of 43 trucks owned by Montgomery County. On an average week, the warehouse delivers 85,000 cases of beer, 28,000 cases of wine and spirits and 1,600 kegs of beer.

Montgomery County Department of Liquor Control in Action



The Community Outreach Office developed the "Keeping It Safe" public education campaign. Free educational materials are distributed to licensed establishments as well as the community. These materials include ID checking calendars, ID checking tools such as black lights and educational keychain cards, and a responsible hospitality newsletter focusing on Montgomery County rules and regulations, new legislation, and under 21 alcohol prevention.

In addition to education and enforcement materials, DLC offers free trainings including the Alcohol Law Education and Regulatory Training (ALERT) geared towards Montgomery County servers, sellers, managers and owners in alcohol beverage regulatory compliance.

Outlets

Tax per beverage gallon*:
Spirits: \$1.50
Wine: \$0.40
Beer: \$0.09
*These taxes are collected by the state of Maryland. Montgomery County does not tax alcohol

Montgomery County has control of spirits, beer and wine at wholesale. Montgomery County operates 25 retail Wine & Liquor Stores. An average of over 4,000 wines are stocked in each store with a wide selection of bourbons and single malt scotches.

Does your jurisdiction have policies/laws/regulations that regulate the density of off-premise outlets in a neighborhood/precinct/condensed area?

No.

For every 100,000 residents ages 21 and older, there are 2.5 spirits outlets.



Grocery Store Sales



Is the sale of alcoholic beverages permitted in grocery stores? Yes, if grandfathered. State law prohibits sales of alcoholic beverages in chain store supermarkets and discount houses.

What types of alcohol are permitted?
Beer and wine

Definitions: Control systems -- jurisdictions that directly control the distribution and sale of beverage alcohol in their borders.

Three-tier system -- the method of alcohol distribution developed after Prohibition in the United States. Producers/manufacturers (first tier) can sell products only to wholesalers/distributors (second tier) who then sell to retailers (third tier).

Revenue Per Capita -- revenue per person.

Sources: 2016 Survey Database, State Alcohol Tax Rates (July 2016), Educational Awards Program Reports for 2014-2015, Montgomery County Department of Liquor Control, The Beverage Information Group's 2015 Fact Book, The Beverage Information Group 2016

July 2016 - BAST





Agency

The Michigan Liquor Control Commission falls under the state Department of Licensing and Regulatory Affairs.



History

The MLCC was created after prohibition ended in 1933. In January of 1997, the MLCC closed the two state-owned warehouses and the leased warehouse. The leases on each of the 63 state distribution stores were also terminated. The purchasing system that was originally used required the authorized distribution agents (ADAs) to transmit the licensee orders to the state. Now, orders are obtained from the retail licensees online and transmitted to the ADAs.

Net Revenue of Michigan

\$379,598,142 in 2014

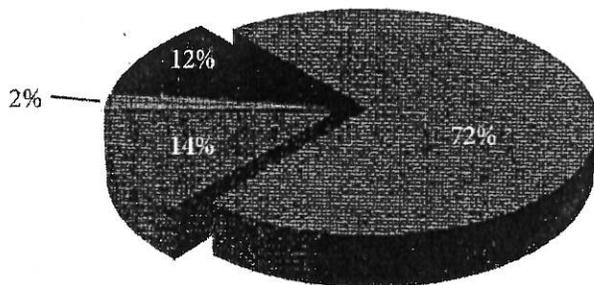
From 2003 through 2014, the MLCC has contributed over \$3.9 billion to the state.

Revenue per capita for spirits sales: \$36.82
 Revenue per capita for wine sales: \$1.39

Population 21 and over | 7,190,000 (Estimate) (2013)

Michigan distributes its net revenue into **four** avenues:

- General Fund (72%)
- Licensing and Enforcement (2%)
- Local Governmental Units (14%)
- School Aid Fund (12%)



Figures are from 2014

Licensing and Enforcement

The Enforcement staff is involved in training programs to meet the needs of retail licensees, beer and wine wholesalers, and law enforcement agencies. They are also responsible for investigating applicants for liquor licenses and assisting local, county and state law enforcement agencies with the enforcement of Michigan's liquor laws.

The MLCC's enforcement officers regularly conduct surveillance and decoy sting operations in licensed premises as part of their efforts to ensure that the state's liquor laws and underage drinking laws are being adhered to.

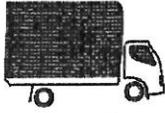
Does your jurisdiction allow sale of Spirituous Liquor in convenience stores? Yes

The MLCC licenses all retailers, wholesalers and other individuals or businesses involved in the manufacture, purchase, sale, or use of alcohol beverages.

Does the number of wet versus dry jurisdictions require local option votes in counties, cities, or municipalities? Yes



Distribution



Does jurisdiction allow direct shipping of wine? **Yes**

The MLCC does not own any retail stores nor does it manage distribution from warehouses. Authorized distribution agents (ADAs) obtain orders from retail licensees online and transmit these orders to the state.

The MLCC began issuing direct shipping licenses in May 2006. These licensed U.S. wineries may deliver ordered wine products to Michigan residents' homes. There are currently 964 wineries that hold Direct Shipper Licenses.

Michigan Liquor Control Commission in Action:



In 2012, the MLCC used the NABCA Education Award to fund a project to instruct licensees about the responsibilities of owning a liquor license. The funds helped the MLCC invest in a new trade show booth and accompanying materials.

The MLCC also used the funds to redesign two of its most popular brochures and pins.

Outlets

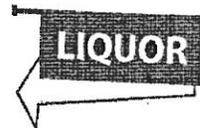
Tax per beverage gallon:
Spirits: \$5.08
Wine: \$0.51
Beer: \$0.20

Michigan holds control on **spirits, wine and beer** at wholesale. The state has 7,579 licensed off-premise (or packaged liquor) establishments located throughout the state.

Does your jurisdiction have policies/laws/regulations that regulate the density of off-premise outlets in a neighborhood/precinct/condensed area?

Yes.

For every 100,000 residents ages 21 and older, there are 105.4 spirits outlets.



Grocery Store Sales



Is the sale of alcoholic beverages permitted in grocery stores? **Yes**

What types of alcohol are permitted?

Spirits, specially designated distributor license required.

Beer and Wine, specially designated merchant license required.

Definitions: **Control systems** -- jurisdictions that directly control the distribution and sale of beverage alcohol in their borders.

Three-tier system -- the method of alcohol distribution developed after Prohibition in the United States. Producers/manufacturers (first tier) can sell products only to wholesalers/distributors (second tier) who then sell to retailers (third tier).

Revenue Per Capita -- revenue per person.

Sources: 2013-2014 Survey Book, State Alcohol Tax Rates (Spring 2014), Educational Awards Program Reports for 2013, Michigan Liquor Control Commission, The Beverage Information Group's 2014 Fact Book, The Beverage Information Group 2014

July 2015 CPNTRIAL





MISSISSIPPI

<http://www.dor.ms.gov/>

Agency



The Mississippi Office of Alcoholic Beverage Control is part of the state's Department of Revenue. It is tasked with regulating the legal and responsible dispensing of alcoholic beverages within Mississippi.

History

The MS ABC was founded after the state ended its prohibition in 1966. Mississippi was the first state to ratify the 18th Amendment. Alcohol had been illegal in Mississippi since 1907. Mississippi never ratified the 21st Amendment. Mississippi allowed beer in 1933, but no liquor until 1966.

Net Revenue of Mississippi

\$106,456,098 in 2014

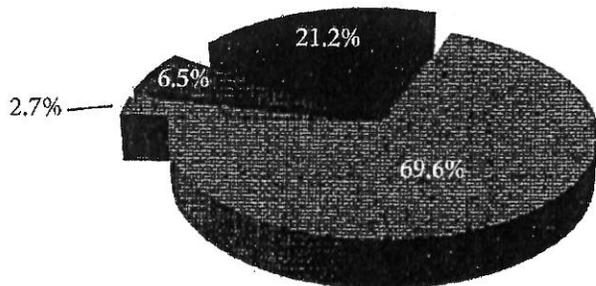
From 2003 through 2014, the Mississippi Office of Alcoholic Beverage Control has contributed more than \$1 billion to the state.

Revenue per capita for spirits sales: \$27.31
Revenue per capita for wine sales: \$5.23

Population 21 and over | 2,096,000 (Estimate) (2013)

Mississippi distributes its net revenue into four avenues:

- General Fund (69.6%)
- Department of Mental Health (6.5%)
- Cities and Counties (2.7%)
- Sales Tax (21.2%)



Figures are from 2014

Licensing and Enforcement

MS ABC Enforcement is responsible for maintaining fair and equitable enforcement of the Local Option laws, the prohibition laws, and state beer laws. To accomplish this mission, the ABC positioned twenty-four certified law enforcement agents throughout Mississippi.

Does your jurisdiction allow sale of Spirituous Liquor in convenience stores? No

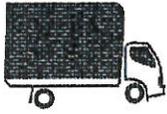
Since 1966, ABC agents have successfully prosecuted in excess of 40,000 liquor law violations and destroyed approximately 3,000 illicit whiskey stills.

Does the number of wet versus dry jurisdictions require local option votes in counties, cities, or municipalities? Yes



NABCA

Distribution



Does jurisdiction allow direct shipping of wine? **No**

As the state's wholesaler, the ABC imports, stores, and sells 3 million cases of spirits and wines annually from its 211,000 square foot warehouse, located in South Madison County Industrial Park. ABC offers Mississippi's 2,000 retail outlets almost 5,000 brands and sizes of beverage alcohol. For items not in its Price Book or its monthly Fine Wine List, ABC develops and maintains business relations throughout the nation to accommodate consumer orders of special products.

Mississippi Office of Alcoholic Beverage Control in Action:



In 2014, ABC Enforcement printed a Guidebook For ABC Permit Holders that contains helpful information for permit holders in a quick and easy format. This 16-page book contains information on different permit types, application and renewal process, and ordering alcoholic beverages. It also contains information about the most common law and regulation violations. The laws and regulations are divided into sections for all permit types, on-premise, package retailer and catering operations. The last page of this guidebook is a perforated removable page that the recipient signs and it is placed in their permit file.

Outlets

Tax per beverage gallon:
Spirits: \$3.62
Wine: \$1.77
Beer: \$0.43

Mississippi holds control on spirits and wine at wholesale and retail. The state has 550 individually owned and operated package stores and 2,000 individually owned retail outlets.

Does your jurisdiction have policies/laws/regulations that regulate the density of off-premise outlets in a neighborhood/precinct/condensed area?

No.

For every 100,000 residents ages 21 and older, there are 36.4 spirits outlets.



Grocery Store Sales



Is the sale of alcoholic beverages permitted in grocery stores? Yes

What types of alcohol are permitted?
Beer and light wine.

Definitions: Control systems -- jurisdictions that directly control the distribution and sale of beverage alcohol in their borders.

Three-tier system -- the method of alcohol distribution developed after Prohibition in the United States. Producers/manufacturers (first tier) can sell products only to wholesalers/distributors (second tier) who then sell to retailers (third tier).

Revenue Per Capita -- revenue per person.

Sources: 2013-2014 Survey Book, State Alcohol Tax Rates (Spring 2014), Educational Awards Program Reports for 2013, Mississippi Office of Alcoholic Beverage Control, The Beverage Information Group's 2014 Fact Book, The Beverage Information Group 2014

April 2015: CENTRAL



MONTANA

<http://revenue.mt.gov/home/liquor.aspx>

Agency



The **Montana Liquor Control Division** is part of the state's Department of Revenue. It maintains control of liquor licensing, enforcement of liquor laws and wholesale distribution of distilled spirits. The LCD's mission is to protect the health and safety of citizens by properly licensing alcoholic beverage businesses, efficiently distributing alcoholic beverages and promoting responsible sales, service and consumption of alcohol through a state controlled system.

History

Montana ended its retail monopoly of table wine (14% or less alcohol by volume) in October 1979 and raised this level six years later in 1985 to 16% alcohol by volume.

Retail privatization occurred in 1995, while the state continues to maintain control of wholesale operations.

Net Revenue of Montana

\$38,310,184* in FY2015

From 2003 through 2014, the **Montana Liquor Control Division has contributed more than \$376* million to the state.**

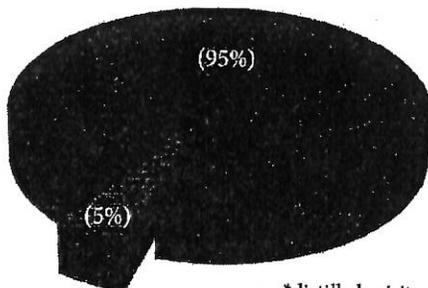
Revenue per capita for spirits sales: \$41.63
Revenue per capita for wine sales: \$3.88

*distilled spirits revenue for the control state including profit and taxes, it does not include beer and wine tax

Population 21 and over | 745,000
(Estimate) (2013)

Montana distributes its net revenue into two avenues*:

- **General Fund (95%)**
(Includes: schools, roadways, etc.)
- **Department of Health and Human Services (5%)**
(Includes: prevention and treatment programs)



Figures are from FY2015

*distilled spirits revenue for the control state including profit and taxes, it does not include beer and wine tax

Licensing and Enforcement

The LCD contracts with the Montana Department of Justice to conduct investigations and audits of applicants applying for a license. It also conducts compliance investigations and audits as requested. The LCD is responsible for regulatory efforts and administrative action.

Does your jurisdiction allow sale of Spirituous Liquor in convenience stores? No

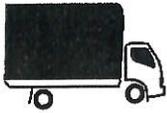
The Liquor Licensing Bureau is responsible for administering liquor licensing laws in an effort to protect the welfare and safety of the public. This division oversees and enforces compliance with the states liquor laws including issuing licenses and renewals for all individuals and entities producing, importing or selling alcoholic beverages in Montana; verifying the suitability of liquor license applicants to ensure they meet the relevant qualifications; actively monitor licensee premise activities to ensure compliance; providing expert testimony in case of foreclosure, revocation and other regulatory proceedings.

Does the number of wet versus dry jurisdictions require local option votes in counties, cities, or municipalities? Yes



NABCA

Distribution



Does jurisdiction allow direct shipping of wine? **Yes**

Distilled spirits are only sold in state agency franchised stores that are contracted with the LCD. The LCD ships to all agency stores via a third party contract carrier. Licensed bars, restaurants and the general public purchase distilled spirits from agency stores. Agency stores may deliver to the licensees. Although beer and table wine are not distributed through the state warehouse, the LCD is responsible for licensing and regulating the private distributors.

The LCD operates a 100,000 square foot central warehouse in Helena from where all liquor products are distributed. The warehouse typically contains 142,000 cases.

Montana Liquor Control Division in Action:



Montana passed the Responsible Alcohol Sales and Service Act. It requires every licensee ensure that all employees who serve or sell alcohol, and their immediate supervisor to successfully complete training within 60 days of hire and every three years thereafter. After implementing the Act, more servers and sellers were trained through this program than the other 13 state approved programs.

The Montana Department of Revenue, Liquor Control Division was directly responsible for the projects resulting from the Act. Conducting an open trainer recruitment process gave the Division the ability to encourage community involvement, as well as develop partnerships with different entities across the state.

Outlets

Montana has control of spirits at wholesale and has 97 agency stores.

Tax per beverage gallon:
Spirits: \$3.74
Wine: \$1.06
Beer: \$0.14

Does your jurisdiction have policies/laws/regulations that regulate the density of off-premise outlets in a neighborhood/precinct/condensed area?

For spirits: Yes

For beer and wine: No

For every 100,000 residents ages 21 and older, there are **13.0** spirits outlets.



Grocery Store Sales



Is the sale of alcoholic beverages permitted in grocery stores? **Yes**

What types of alcohol are permitted?
Beer and Wine

Definitions: Control systems -- jurisdictions that directly control the distribution and sale of beverage alcohol in their borders.

Three-tier system -- the method of alcohol distribution developed after Prohibition in the United States. Producers/manufacturers (first tier) can sell products only to wholesalers/distributors (second tier) who then sell to retailers (third tier).

Revenue Per Capita -- revenue per person.

Sources: 2013-2014 Survey Book, State Alcohol Tax Rates (Spring 2014), Educational Awards Program Reports for 2013, Montana Liquor Control Division, The Beverage Information Group's 2014 Fact Book, The Beverage Information Group 2014

July 2015 WEST



NABCA



NEW HAMPSHIRE

<https://www.nh.gov/liquor/index.shtml>

Agency



The New Hampshire Liquor Commission (NHLC) is an independent state agency responsible for wholesale and retail operations. It is also responsible for licensing of carriers, direct shippers, liquor wine representatives, and beverage vendors. It also enforces liquor laws.

History

NHLC was established in 1934. In 2008, it was reorganized into three divisions: the Division of Enforcement, Licensing and Education; the Division of Marketing and Sales; and the Division of Administration.

NHLC is comprised of a Chairman and a Deputy Commissioner. Sales reached a record high of \$625.9 million in FY 2014.

Net Revenue of New Hampshire

\$149,300,000 in FY 2014

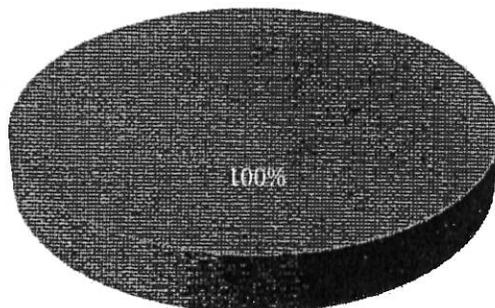
From 1934, NHLC has contributed more than **\$3 billion to the state. NHLC is expecting to net an additional \$1 billion for the state in the next seven years.**

Revenue per capita for spirits sales: \$82.98
Revenue per capita for wine sales: \$36.58

Population 21 and over | 986,000 (Estimate) (2013)

New Hampshire distributes its net revenue into **one** avenue:

- General Fund (100%)
(Includes: Education, Health & Social Services, Transportation, and National Resource Protection)



Figures are from FY 2014

Licensing and Enforcement

New Hampshire Liquor Commission's Division of Enforcement and Licensing is charged with enforcing the alcoholic beverage control (ABC) laws and administrative rules in the state.

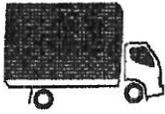
Does your jurisdiction allow sale of spirituous liquor in convenience stores? No

The Division also functions as NHLC's internal security arm including the prevention, investigation and prosecution of internal and external theft, investigation of crimes and accidents occurring on property owned or occupied by NHLC, and investigation of such other matters as may be assigned by NHLC.

Does the number of wet versus dry jurisdictions require local option votes in counties, cities, or municipalities? Yes



Distribution

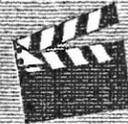


Does jurisdiction allow direct shipping of wine? **Yes**

The Division of Marketing and Sales oversees the Liquor Commission's functions related to marketing, merchandising, purchasing, store operations, warehousing and distribution.

The Liquor Commission controls the distribution of alcoholic beverages in the state through retail and wholesale. There are 78 retail stores located throughout the state. Wholesale sales are shipped from the Liquor Commission warehouse in Concord and a contracted bailment warehouse in Bow. Wholesale sales are also shipped through regulated direct deliveries from vendors to licensees.

New Hampshire State Liquor Commission in Action:



The public awareness and educational campaign messages "Make Good Choices" and "BUYERS BBWARE" are widely used by the state's regional and community prevention coalitions. New Hampshire is fortunate to have a very strong prevention coalition network. The licensee training programs serve to impart knowledge critical to the licensee community and also help to foster mutual efforts to ensure the responsible sale/service of alcohol. The Division of Enforcement's goal is to provide top-notch educational and awareness programs to the entire state.

Outlets

Tax per beverage gallon:
Spirits: \$0.00
Wine: \$0.00
Beer: \$0.30

New Hampshire has control of **spirits and wine** at wholesale and retail. It has 78 state operated NH Liquor & Wine Outlets, three agency stores that sell spirits and wine, and 1,429 off-premise licensees that sell wine only.

Does your jurisdiction have policies/laws/regulations that regulate the density of off-premise outlets in a neighborhood/precinct/condensed area?

No.



For every 100,000 residents ages 21 and older, there are **7.9** spirits outlets.



Grocery Store Sales



Is the sale of alcoholic beverages permitted in grocery stores? **Yes**

What types of alcohol are permitted?
Beer, table wines and fortified wines.

Definitions: Control systems -- jurisdictions that directly control the distribution and sale of beverage alcohol in their borders.

Three-tier system -- the method of alcohol distribution developed after Prohibition in the United States. Producers/manufacturers (first tier) can sell products only to wholesalers/distributors (second tier) who then sell to retailers (third tier).

Revenue Per Capita -- revenue per person.

Sources: 2013-2014 Survey Book, State Alcohol Tax Rates (Spring 2014), Educational Awards Program Reports for 2013, New Hampshire Liquor Commission, The Beverage Information Group's 2014 Fact Book, The Beverage Information Group 2014

March 2015 FAX





NORTH CAROLINA

www.abc.nc.gov/

Agency



The North Carolina Alcoholic Beverage Control Commission is an independent government agency under the state Department of Public Safety (DPS). Enforcement of alcoholic beverage laws is provided by the Alcohol Law Enforcement division of DPS, in conjunction with local law enforcement agencies.

History

In 1937, the North Carolina General Assembly enacted an Alcoholic Beverage Control bill that allowed voters in each county to determine whether or not spirituous liquor should be sold at retail. Once approved by the local voters, the Act allowed for a local ABC board to operate retail stores. The Act also established a State ABC Commission to have oversight authority with respect to each local ABC Board. As a result of this Act, there are 166 active local ABC Boards in the state as of the end of FY 2014.

Gross Revenue of North Carolina

\$869,111,881 in 2014

From 2004 through 2014, the North Carolina ABC system has generated more than \$7 billion dollars in revenue.

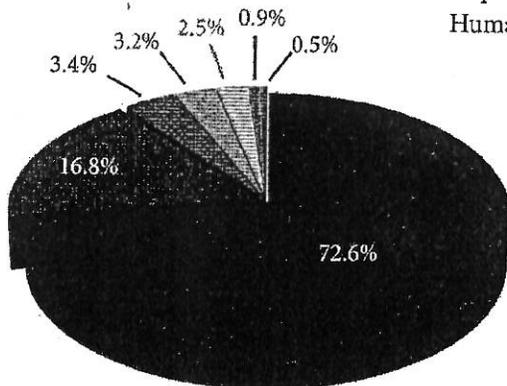
Revenue per capita for spirits sales: \$39.90

Revenue per capita for wine sales: \$2.91

Population 21 and over | 7,025,000 (Estimate) (2013)

North Carolina distributes the majority of the net revenue from the sale of spirits into seven categories:

- General Fund (72.6%)
- Local Alcohol Education (3.2%)
- County - City Distributions (16.8%)
- Local Law Enforcement (2.5%)
- NC ABC & ABC Distribution Center (3.4%)
- Counties - Rehabilitation (0.9%)
- Department of Health and Human Services (0.5%)



Figures are from 2014

Licensing and Enforcement

The state enforcement agency is Alcohol Law Enforcement (ALE). ALE pays special attention to possession and use of alcohol by underage persons and also to the prevention of violent crimes due to alcohol abuse.

Does your jurisdiction allow sale of Spirituous Liquor in convenience stores? No

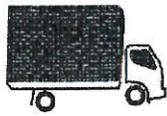
In 2014, more than 4,600 permit holders, applicants and employees were trained at The Responsible Alcohol Seller/Server Program (RASP) workshop. It was a free two-hour workshop that provided participants with the most current information on alcohol laws and covered techniques for detecting underage and intoxicated patrons.

Does the number of wet versus dry jurisdictions require local option votes in counties, cities, or municipalities? Yes



NABCA

Distribution



Does jurisdiction allow direct shipping of wine? **Yes**

Local ABC boards operate retail stores while the state Commission manages wholesale distribution of spirituous liquor and oversight of local ABC boards. Beer and wine is distributed by private wholesalers to retail businesses permitted by the Commission.

The NC ABC Commission doubled its warehouse space in 2011 and now operates more effectively in 400,000 square feet of space. For FY 2014, more than 5 million cases of liquor were received and shipped out to 166 local boards operating 423 retail outlets.

North Carolina Alcoholic Beverage Control Commission in Action:



- North Carolina's Initiative to Reduce Underage Drinking is spearheaded by the Commission and includes:
 - * A review of current and future legislation related to underage drinking
 - * Tightening enforcement of existing laws for businesses that sell to underage persons
 - * A sustained awareness campaign to change the culture of underage drinking called Talk It Out - www.talkitoutnc.org
- According to the Pacific Institute for Research and Evaluation, underage drinking costs North Carolina \$1.3 billion annually. Industry data indicates that an average of two people die weekly in NC due to underage consumption of alcohol.

Outlets

Tax per beverage gallon:
Spirits: \$5.72
Wine: \$1.00
Beer: \$0.62

NC ABC Commission is the wholesale distributor of **spirits** in the state. Local governments appoint members of ABC boards; local ABC boards operated 423 stores that sold spirits at retail in FY 2014.

Does your jurisdiction have policies/laws/regulations that regulate the density of off-premise outlets in a neighborhood/precinct/condensed area?

No.

For every 100,000 residents ages 21 and older, there are 6.0 spirits outlets.



Grocery Store Sales



Is the sale of alcoholic beverages permitted in grocery stores? **Yes**

What types of alcohol are permitted?

Beer and Wine. Beer and wine are sold at other outlets, but liquor is exclusively sold at ABC stores.

Definitions: Control systems -- jurisdictions that directly control the distribution and sale of beverage alcohol in their borders.

Three-tier system -- the method of alcohol distribution developed after Prohibition in the United States. Producers/manufacturers (first tier) can sell products only to wholesalers/distributors (second tier) who then sell to retailers (third tier).

Revenue Per Capita -- revenue per person.

Sources: 2013-2014 Survey Book, State Alcohol Tax Rates (Spring 2014), Educational Awards Program Reports for 2013, North Carolina Alcoholic Beverage Control Commission, The Beverage Information Group's 2014 Fact Book, The Beverage Information Group 2014

May 2015 EAST





OHIO

<http://www.com.ohio.gov/hcr/>

Agency



The Ohio Division of Liquor Control manages a system of agency stores, called "Contract Liquor Agencies," for the wholesale and retail sale of spirituous liquor. Spirituous liquor is intoxicating liquor containing more than 21% alcohol by volume. The Division selects products and sets the prices at which the Contract Liquor Agencies sell to licensed retailers and consumers. Spirituous liquor sold by Contract Liquor Agencies to licensed retailers and consumers is owned by JobsOhio Beverage System.

History

In 1983, Ohio completed a conversion from state-run warehouses and state-owned stock system to a bailment system. From 1991-1996, it converted all state stores to private businesses called contract liquor agencies. In Fiscal Year 2013, the transfer of Ohio's wholesale liquor enterprise to the non-profit JobsOhio Beverage System was completed.

Net Sales of Ohio

\$982,337,000 in 2015

Revenue per capita for spirits sales: \$27.05

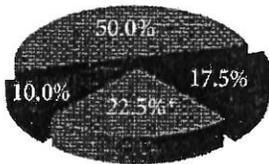
Revenue per capita for wine sales: \$1.19

Population 21 and over

8,400,000

(Estimate) (2013)

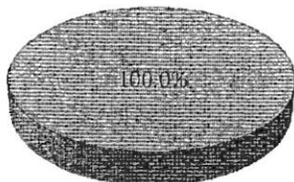
Ohio Division of Liquor Control Permit Fee Distribution FY 2015:



- Local and State Entities
- Local Law Enforcement
- Liquor Regulatory Fund*
- Ohio Department of Mental Health and Addiction

*the Division contributed \$10 million from the state's Liquor Regulatory Fund to the Ohio General Revenue Fund.

JobsOhio Beverage System granted \$120 million to JobsOhio for economic development FY 2015:



- Economic Development

Licensing and Enforcement

Responsible for licensing the operations of more than 24,000 privately owned and operated manufacturers, distributors and retailers of alcoholic beverages, the Licensing section pursued a customer service improvement program. This initiative resulted in timelier and streamlined processing applications. Additionally, customers received improved assistance navigating the application process. During FY 2015, Licensing issued 1,583 new permits and 7,232 temporary permits, transferred 1,413 permits and renewed 24,616 permits.

Does your jurisdiction allow sale of Spirituous liquor in convenience stores? Yes

The Division works with local law enforcement and the Department of Public Safety Investigative Unit to ensure compliance with Ohio law.

Does the number of wet versus dry jurisdictions require local option votes in counties, cities, or municipalities? Yes

Distribution



Does jurisdiction allow direct shipping? Yes

The Division of Liquor Control manages wholesale and retail operations with the goal of increasing profits without encouraging increased consumption. Profits from spirits provide dedicated funding for JobsOhio's economic development efforts. JobsOhio Beverage System is the sole purchaser and distributor of spirituous liquor (intoxicating liquor containing more than 21% alcohol by volume) in Ohio. The Division selects and prices the products, and JobsOhio Beverage System supplies them to "Contract Liquor Agencies" on consignment. Contract Liquor Agencies are private businesses which own and operate retail outlets selling other goods and services to the public, such as beer, wine and low proof mixed beverages.

Ohio Division of Liquor Control in Action:



Helping Make Ohio's Roads Safe

The Division of Liquor Control (Division) latest social responsibility program, in partnership with Ohio's Contract Liquor Agents, is designed to help promote the safe and responsible consumption of alcohol.

Ohio law provides that a person with a blood alcohol level of .08 percent is legally intoxicated and should never operate a motor vehicle. It is also dangerous and potentially illegal to drive while being impaired. The only safe amount for driving is zero drinks!

This program is called "Know Your Limit," which is the key to drinking alcohol responsibly and staying safe. Thanks to a grant from the National Alcohol Beverage Control Association (NABCA), the Division designed a blood alcohol estimation chart display, with easy to carry business card-sized charts. The chart is a guide to help estimate the amount of alcohol that can be consumed before becoming impaired or intoxicated.

These card-sized charts are available at no charge at all Ohio Contract Liquor Agencies in a display near the checkout or other highly visible area. Customers are encouraged to take a card to keep in their wallet or purse so they can always know their limit.

Outlets

Tax per beverage gallon:
Spirits: \$3.38
Wine: \$0.32
Beer: \$0.18

JobsOhio Beverage System has control of spirits at wholesale and retail. It has 466 private liquor agencies. The Division issues permits to the state's approximately 24,000 privately owned and operated manufacturers, distributors and retailers of alcoholic beverages.

Does your jurisdiction have policies/laws/regulations that regulate the density of off-premise outlets in a neighborhood/precinct/condensed area?

Yes.

For every 100,000 residents ages 21 and older, there are 5.5 spirits outlets.



Grocery Store Sales



Is the sale of alcoholic beverages permitted in grocery stores? Yes

What types of alcohol are permitted?

Beer, wine and mixed beverages in sealed containers

Definitions: Control systems -- jurisdictions that directly control the distribution and sale of beverage alcohol in their borders.

Three-tier system -- the method of alcohol distribution developed after Prohibition in the United States. Producers/manufacturers (first tier) can sell products only to wholesalers/distributors (second tier) who then sell to retailers (third tier).

Revenue Per Capita -- revenue per person.

Sources: 2013-2014 Survey Book, State Alcohol Tax Rates (Spring 2014), Educational Awards Program Reports for 2013, Ohio Division of Liquor Control, The Beverage Information Group's 2014 Fact Book, The Beverage Information Group 2014

November 2015 EAST





OREGON

www.oregon.gov/OLCC

Agency



The **Oregon Liquor Control Commission** is an independent state agency under the Governor. The Commission is the agency responsible for regulating the sale and service of alcoholic beverages in Oregon by administering the state's Liquor Control Act and regulating the sale of recreational marijuana in Oregon through the Control, Regulation, and Taxation of Marijuana and Industrial Hemp Act. Five citizen commissioners set policy for the OLCC and are appointed by the governor to four-year terms, subject to Senate confirmation. Each commissioner represents a U.S. Congressional District within the state, with one coming from the food and beverage industry. The agency is headquartered in Portland with regional offices in Bend, Eugene, Medford and Salem.

History

The Oregon Liquor Control Commission was created in 1933 by a special session of the Legislature after national prohibition ended. In the early 1980s, Oregon transitioned the last state-owned liquor store to private independent contractors to sell distilled spirits.

In 1985, Oregon became the first state in the country to require training for all of its alcohol servers.

Oregon law expanded in 2008 to allow business opportunities for craft distillers, and to help promote the industry.

Oregon became the third state in the nation to allow recreational marijuana sales after the passage of the Taxation of Marijuana and Industrial Hemp Act in 2014.

Net Revenue of Oregon

\$435,500,000 2013-2015 Biennium

From 2004 through June 2015, the OLCC has contributed close to **\$1.8 billion** to the state.

Revenue per capita for spirits sales: \$55.94*

Revenue per capita for wine sales: \$2.53*

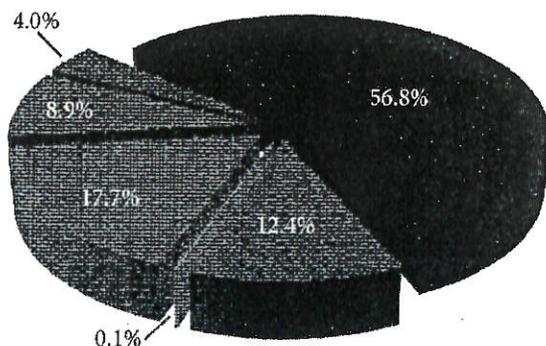
Population 21 and over | 2,941,000 (Estimate 2015)

Oregon distributes its net revenue into **six** avenues:

- State General Fund (56.8%)
- Counties (8.9%)
- City Revenue Sharing Account* (12.4%)
- Mental Health, Alcoholism, and Drug Services (4.0%)
- Oregon Wine Board (0.1%)
- Incorporated Cities** (17.7%)

*City Revenue Sharing - funds that go to all Oregon cities

** Incorporated Cities - cities that are incorporated



Figures are from 2013-2015 Biennium

Licensing and Enforcement

The Commission grants liquor licenses and alcohol service permits. The Commission is also the entity responsible for enforcement. It has a Public Safety Division with 12 offices across the state to handle license investigations, respond to complaints, and investigate liquor law violations.

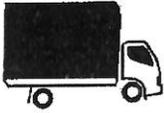
Does your jurisdiction allow the sale of Spirituous Liquor in convenience stores? No

Oregon's First Call Program provides licensees with the necessary resources and knowledge to be successful in their business operation and to establish and maintain an excellent record of compliance.

Does the number of wet versus dry jurisdictions require local option votes in counties, cities, or municipalities? Yes



Distribution



Does jurisdiction allow direct shipping of wine? Yes

Spirits are only sold in retail liquor locations operated and managed by state-appointed liquor agents who act as independent contractors. The OLCC ships to its contract retail stores, though the retail stores may also pick up the product, if desired. Bars and restaurants purchase spirits from the retail stores. Generally, they pick up their orders, but delivery is allowed.

Beer and wine are handled through private distributors who generally deliver products to the retailers. Bars and restaurants also receive their goods from the distributors. Retail to retail or retail to bar is not allowed, as the seller would be acting as a wholesaler, an activity for which they do not hold a license.

Oregon Liquor Control Commission in Action:

The commission focuses public safety efforts on addressing alcohol sales to minors and visibly intoxicated people.

- Developed a statewide radio campaign targeted at encouraging Oregonians to enjoy college football season by tailgating responsibly. Partner agencies include Oregon Department of Transportation, Oregon State Police, and paid through an educational grant from the National Alcohol Beverage Control Association.
- Sales to the Pseudo-Intoxicated Mystery Shoppers decreased 34% (48% to 14%) from 2011 to 2015
- Oregon's compliance rate for not selling alcohol to minors is 81%
- The OLCC offers a free training course on how to check ID's

Outlets

Oregon has control of **spirits** at wholesale and has 248 privately owned contract stores. The number of off-premise outlets for beer and wine are 4,621.

Tax per beverage gallon:
Spirits: \$10.44
Wine: \$0.67
Beer: \$0.08

Does your jurisdiction have policies/laws/regulations that regulate the density of off-premise outlets in a neighborhood/precinct/condensed area?

No.

For every 100,000 residents ages 21 and older, there are 8.4 spirits outlets.



Grocery Store Sales



Is the sale of alcoholic beverages permitted in grocery stores? Yes

What types of alcohol are permitted?

Beer, Wine and Cider permitted with liquor license.

Grocery stores can apply for a retail sales agent agreement to sell distilled spirits when an opening is available.

Definitions: Control systems -- jurisdictions that directly control the distribution and sale of beverage alcohol in their borders.

Three-tier system -- the method of alcohol distribution developed after Prohibition in the United States. Producers/manufacturers (first tier) can sell products only to wholesalers/distributors (second tier) who then sell to retailers (third tier).

Revenue Per Capita -- revenue per person.

Sources: 2013-2014 Survey Book, State Alcohol Tax Rates (Spring 2014), Educational Awards Program Reports for 2013, Oregon Liquor Control Commission*, The Beverage Information Group's 2014 Fact Book, The Beverage Information Group 2014, Portland State University population reports

December 2015 WEST





PENNSYLVANIA

www.lcb.state.pa.us/

Agency



The Pennsylvania Liquor Control Board (PLCB) is a state agency responsible for all licensing and retailing, and provides education programs on the effects of alcohol. The PLCB regulates every liquor transaction in Pennsylvania, including the manufacture, importation, sale, distribution and disposition of liquor, alcohol and malt or brewed beverages in the commonwealth. The agency issues licenses to private individuals or entities that wish to engage in wholesale operations of beer, either as an importing distributor or as a distributor. The agency is responsible for wholesale operations of wine and spirits, which retailers pick up from the state-operated wine and spirits stores.

History

The PLCB was created on Dec. 1, 1933. The agency was responsible for setting up a system of state-run stores to sell wine and spirits, for issuing liquor licenses to hotels, restaurants and clubs and finally enforcing the laws and regulations concerning the sale of alcohol in the state. On January 2, 1934, the first 63 state stores and five warehouses opened for business. In 1987, the legislature passed a law transferring the enforcement of the Liquor Code from the PLCB to the Pennsylvania State Police where it remains today.

Gross Revenue of Pennsylvania*

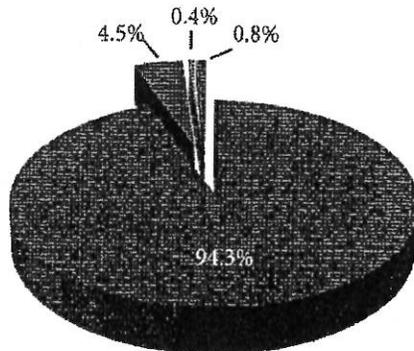
\$2.24 billion in FY 2013-2014

From 1933 through fiscal year 2012-2013, the PLCB has contributed nearly \$15 billion to the state.

Population 21 and over | 9,465,000 (Estimate) (2013)

Pennsylvania distributes its collected taxes and net income into four avenues:

- Pennsylvania Treasury (94.3%)
- The Department of Drug and Alcohol Programs (0.4%)
- Pennsylvania State Police for the Enforcement of Liquor Laws (4.5%)
- Local Communities (0.8%)



Figures are from FY 2013-2014

Licensing

The PLCB regulates more than 15,000 retail and wholesale licenses in the commonwealth.

In 2013, the PLCB processed a total of 6,606 investigations, including 19 non-compliance checks and 229 new license investigations.

Does your jurisdiction allow sale of Spirituous Liquor in convenience stores? No

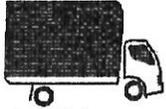
Enforcement

The Pennsylvania State Police is the entity responsible for enforcement.

Does the number of wet versus dry jurisdictions require local option votes in counties, cities, or municipalities? Yes in municipalities



Distribution



Does jurisdiction allow direct shipping of wine? The PLCB ships wine and spirits directly to consumers. A winery licensed as a limited winery in Pennsylvania, may ship wine and alcoholic cider to retail licensees and private residences.

The PLCB uses three distribution centers in Philadelphia, Scranton and Pittsburgh totaling 903,000 square feet, roughly 15.5 football fields. Three privately held companies operate the warehouses.

The PLCB does offer delivery to large licensees and home delivery for consumers who order product from the PLCB's website, www.FineWineAndGoodSpirits.com.

Malt beverages are sold in case lots and in single containers containing at least 128 fluid ounces (12-packs) by on-premise establishments.

Restaurants and bars may buy wine and spirits from either the PLCB or a Pennsylvania-licensed manufacturer, such as a limited winery, limited distillery or distillery.

Pennsylvania Liquor Control Board in Action:

- The PLCB's Bureau of Alcohol Education provides a comprehensive alcohol education program to communities, colleges and universities, schools and law enforcement to help prevent sales to minors, underage drinking and high risk drinking.
- The PLCB's Responsible Alcohol Management Program (RAM.P) training assists licensees with identifying fraudulent IDs, preventing to sales to minors, recognizing and handling visibly intoxicated patrons, and understanding liability issues. In FY 13-14, 4,306 owners and managers and 37,083 servers have been trained through RAM.P.

Outlets

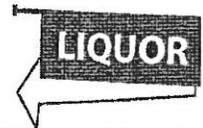
Tax per beverage gallon:
Spirits: \$2.09
Wine: \$4.22
Beer: \$0.08

Pennsylvania has control of **spirits, and table and fortified wine** at wholesale and retail. The agency operates 604 Fine Wine & Good Spirits stores, including 75 Premium Collection stores and 1 eCommerce store.

Does your jurisdiction have policies/laws/regulations that regulate the density of off-premises outlets in a neighborhood/precinct/condensed area? Yes.

The PLCB has the discretion to grant or refuse a new license or transfer if the applicant to be licensed is within three hundred feet of any church, hospital, charitable institution, school or public playground, or if such new license or transfer is within two hundred feet of any other premises which is licensed by the board. The Board can also refuse any new license or the transfer of any license to a new location if, in the board's opinion, it would be detrimental to the welfare, health, peace and morals of the inhabitants of the neighborhood within a radius of five hundred feet of the place proposed to be licensed.

For every 100,000 residents ages 21 and older, there are 6.3 spirits outlets.



Grocery Store Sales



Is the sale of alcoholic beverages permitted in grocery stores? Wine and spirits can only be sold by PLCB employees for off-premises consumption. The state has 19 Fine Wine & Good Spirits stores with an interior connection to supermarkets. Up to a 12-pack of beer can be sold for carry out in grocery stores if the establishment has a retail liquor license.

Definitions: **Control systems** -- jurisdictions that directly control the distribution and sale of beverage alcohol in their borders.

Three-tier system -- the method of alcohol distribution developed after Prohibition in the United States. Producers/manufacturers (first tier) can sell products only to wholesalers/distributors (second tier) who then sell to retailers (third tier).

Revenue Per Capita -- revenue per person.

Sources: 2013-2014 Survey Book, State Alcohol Tax Rates (Spring 2014), Educational Awards Program Reports for 2013, Pennsylvania Liquor Control Board, The Beverage Information Group's 2014 Fact Book, The Beverage Information Group 2014

October 2014 EAST





UTAH

www.abc.utah.gov/

Agency



The Utah Department of Alcoholic Beverage Control is an independent state department. It operates a network of state stores and package agencies that sell all alcoholic beverages, except beer containing less than 4% alcohol by volume (which is sold in grocery and convenience stores), and maintains wholesale control.

The department employs a full-time executive director to oversee day-to-day operations. The policy of the department, as set by statute, is to operate as a public business using sound management principles and practices, and function with the intent of servicing the public demand for alcoholic beverages.

History

The UDABC has existed since 1935. In that year, the Utah State Legislature created the department by statute, and charged it with responsibly licensing and regulating the sale of alcoholic beverages in a manner and at prices which reasonably satisfies the public demand and protects the public interest. This includes the rights of citizens who do not wish to be involved with alcoholic beverages. The legislature also mandated that the department operate as a public business using sound management principles and practices.

Net Revenue of Utah

\$144,903,967 in 2014

From 2003 through 2014, the UDABC has contributed more than \$1.168 billion to the state.

Revenue per capita for spirits sales: \$48.66

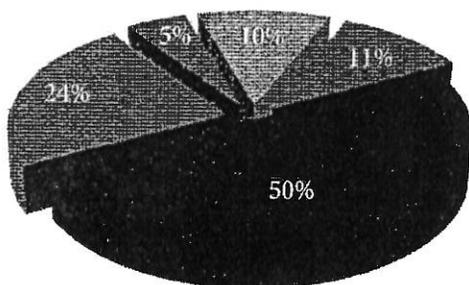
Revenue per capita for wine sales: \$2.98

Population 21 and over

1,850,756 (Estimate) (2013)

Utah distributes its gross* revenue into five avenues:

- Cost of Liquor Sold (50%)
 - Total Operating Cost (11%)
 - Sales Tax (5%)
 - Net Profit to General Fund (24%)
 - School Lunch and Public Safety Transfer (10%)
- *Gross revenue for 2014 is \$370,861,355.



Figures are from 2013

Licensing and Enforcement

Licenses and permits are issued by the UDABC. Retail licenses for the sale of alcoholic beverages for on-premise consumption are required for restaurants, on-premise banquet and catering facilities, reception centers, qualified resort buildings, airport lounges, clubs, and on-premise beer retailers. There are also various permits that are issued for special use, single events, and temporary beer. Other license types are issued for manufacturers and distributors.

Does your jurisdiction allow sale of Spirits or Liquor in convenience stores? No

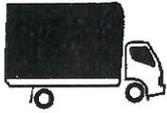
The UDABC has licensing and compliance officers who process applications and perform audits and training of licensed businesses. Undercover operations are handled by the Alcohol Enforcement Unit, a group of law enforcement officers working for the Department of Public Safety's State Bureau of Investigation.

Does the number of wet versus dry jurisdictions require local option votes in counties, cities, or municipalities? No



NABCA

Distribution



Does jurisdiction allow direct shipping of wine? **No**

All purchases for on premise licenses are done through the state system. Pricing for products is the same throughout the entire state.

Retail to retail or retail to bar is not allowed, as the seller would be acting as a wholesaler, an activity for which they do not hold a license.

Beer over 4% ABV, wine and spirits are sold through the state liquor system. General grocery stores sell beer that is less than 4% ABV (3.2% by weight).

Utah Department of Alcoholic Beverage Control in Action:

In March, 2015, the Utah DABC fully implemented the improved special order system which allows licensees and retail customers to order online rather than from the stores. The new system is user friendly and features auto-population of merchandise names, promoting more accurate ordering. Customers can also duplicate prior orders to simplify the re-order process.

The Utah DABC is updating the warehouse management system. This upgrade will ensure that the DABC can stay current with today's rapidly changing technologies. The Go-Live date for implementation of the DABC system is February 2016.

In 2015 the Utah DABC continued its efforts to improve store replenishment by further reducing the time to complete the store order fulfillment cycle. Over the past three years, the department has reduced the time between store order generation and delivery to the stores from a week to one day. The replenishment program has assisted in decreasing store stock outs and reduced excess store inventories.

Outlets

Tax per beverage gallon:
Spirits: \$5.15
Wine: \$6.67
Beer: \$0.41

The Department operates 44 state liquor and wine stores and over 100 package agencies or contract stores. A state liquor and wine store, operated by state employees, carries a full line of liqueurs, wines, spirits, and some full strength beers. These stores are found in the more populated areas of the state.

Does your jurisdiction have policies/laws/regulations that regulate the density of off-premise outlets in a neighborhood/precinct/condensed area?

No.

For every 100,000 residents ages 21 and older, there are 8.3 spirits outlets.



Grocery Store Sales



Is the sale of alcoholic beverages permitted in grocery stores? Yes

What types of alcohol are permitted?

3.2% Beer

Definitions: Control systems -- jurisdictions that directly control the distribution and sale of beverage alcohol in their borders.

Three-tier system -- the method of alcohol distribution developed after Prohibition in the United States. Producers/manufacturers (first tier) can sell products only to wholesalers/distributors (second tier) who then sell to retailers (third tier).

Revenue Per Capita -- revenue per person.

Sources: 2013-2014 Survey Book, State Alcohol Tax Rates (Spring 2014), Educational Awards Program Reports for 2013, Utah Department of Alcoholic Beverage Control, The Beverage Information Group's 2014 Fact Book, The Beverage Information Group 2014

May 2015 WEST



Vermont

<http://liquor.control.vermont.gov>

Agency



The Vermont Department of Liquor Control is a state department governed by a five person board appointed by the Governor. It is responsible for retail operations of spirits through contracted agents, licensing and enforcement. The department serves the public by preventing the misuse of alcohol and tobacco through controlled distribution, enforcement and education.

The Vermont DLC employs 51 people in its warehouse; education, licensing and enforcement; and administrative and general departments.

History

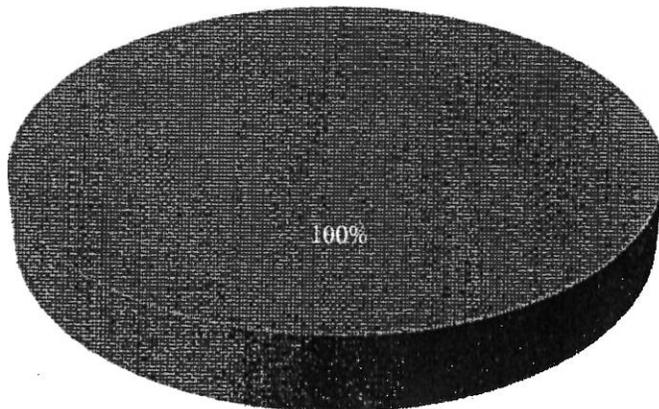
The Vermont DLC was created in 1933. Conversion of state-run spirits stores to contracted stores began in 1986 and the last state stores converted in 1996. All liquor agency stores sell spirits, but many have licenses to sell beer and wine as well.

Net Revenue to Vermont

\$22,930,797 in 2014

Vermont distributes its net revenue into one avenue:

- General Fund (100%)



Figures are from 2014

From 2003 through 2013, the Vermont Department of Liquor Control has contributed more than \$167 million to the state.

Revenue per capita* for spirits sales: \$36.13

Revenue per capita for wine sales: \$3.45

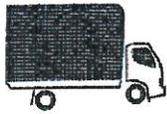
*Definition of Revenue Per Capita -- revenue per person.

Licensing and Enforcement

The Enforcement division is charged with investigating possible violations of liquor laws and regulations, and carrying out law enforcement activities related to these incidents. Comprising a team of investigators and supporting staff, and working closely with other law enforcement agencies, this division protects the public safety and ensures that laws and regulations are followed.

Training by the Vermont DLC is necessary to obtain a liquor license. The types of licenses offered include: Restaurant/Bar/Hotel/Club, Manufacturer of Malt or Vinous, Manufacturer of Spirits, and Wholesale Dealer License.

Distribution



Spirits are only sold in liquor stores operated and managed by state-appointed liquor agents who act as independent contractors. The DLC ships to its contract retail stores, though the retail stores may also pick up the product, if desired. Bars and restaurants purchase from the retail stores.

Beer and wine wholesalers in Vermont hold franchise contracts to deliver products to the retailers. Bars and restaurants also receive their goods from the distributors. Retail to retail or retail to bar is not allowed, as the seller would be acting as a wholesaler, an activity for which they do not hold a license.

Vermont Department of Liquor Control in Action:



- Education is a vital part of the mission of the Vermont Department of Liquor Control. The Education Division helps bring training and seminars to consumers, businessmen, teenagers, parents, bartenders, store owners, and anyone else who needs to know about how to make sure alcohol is only used in safe and legal ways.
- The Vermont Department of Liquor Control created an Identification Carding Kit for retailers with recommendations from the Responsible Retailing Forum. The kit included five main items, which included a 2015 ID checking guide and an Ultraviolet light. Alcohol license holders benefit from the use of the kit as it discourages the sale or service of alcohol to underage drinkers.

Sales and Outlets



Vermont has control of spirits at wholesale and retail. It has 80 agency stores.

Spirits are sold in convenience stores. Beer and wine* are sold in grocery stores.

Vermont does not have policies/laws/regulations for the density of off-premise outlets in a neighborhood/precinct/condensed area.

Wet/dry decisions require local option votes in counties, cities and municipalities.

*wine can also be directly shipped

For every 100,000 residents ages
21 and older, there are
17.1 spirits outlets.



Definitions: Control systems -- jurisdictions that directly control the distribution and sale of beverage alcohol in their borders.

Three-tier system -- the method of alcohol distribution developed after Prohibition in the United States. Producers/manufacturers (first tier) can sell products only to wholesalers/distributors (second tier) who then sell to retailers (third tier).

Sources: 2013-2014 Survey Book, State Alcohol Tax Rates (Spring 2014), Educational Awards Program Reports for 2013, Vermont Department of Liquor Control, The Beverage Information Group's 2014 Fact Book, The Beverage Information Group 2014

July 2015 LAS-C





VIRGINIA

<http://www.abc.virginia.gov>

Agency



The Virginia Department of Alcoholic Beverage Control is a state agency under the Office of Public Safety and Homeland Security. It is responsible for wholesale and retail operations of spirits, enforcement of state liquor laws, and licensing.

History

The Virginia ABC has existed since 1934, and the first four ABC stores opened in Richmond on May 15 of that year. In 1936, the General Assembly granted full police powers to the Department's designated agents to enforce the laws against bootlegging and moonshining. Local and federal officials had originally been expected to perform the enforcement functions, but more help was needed.

Net Profits of Virginia

\$139,987,344 in 2014

From 2003 through 2014, Virginia ABC has contributed **\$3.9 billion** to the state in the form of profits and taxes.

Revenue per capita for spirits sales: \$39.12

Revenue per capita for wine sales: N/A*

*not relevant or comparable since only Virginia wines are carried

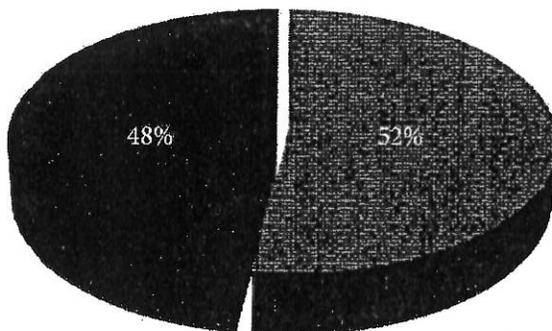
Population 21 and over

5,928,000

(Estimate) (2013)

Virginia distributes its net profits into two avenues:

- General Fund (52%)
- Appropriation Act Transfers (48%)



Figures are from 2014

Licensing and Enforcement

The VABC Bureau of Law Enforcement employs approximately 100 ABC special agents, who are sworn and certified police officers with full police powers. VABC special agents oversee more than 17,000 ABC establishments licensed to sell alcohol.

VABC special agents also conduct investigations involving underage sales, fake IDs and other alcohol-related crimes, narcotics trafficking, tobacco smuggling, money laundering, tax fraud, counterfeiting and more.

Does your jurisdiction allow sale of Spirituous Liquor in convenience stores? No

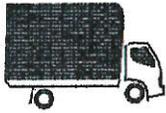
There are more than 17,000 retail licenses throughout the commonwealth. Virginia ABC licenses allow for sales and/or service of beer and wine and/or mixed beverages.

Does the number of wet versus dry jurisdictions require local option votes in counties, cities or municipalities? Yes. Three aspects in which a locality can be dry in Virginia: not allowing state liquor stores, not allowing liquor by the drink and not allowing Sunday sales of liquor all require local referendum. All cities in Virginia are wet, but there are ten dry counties. There are certain towns that are wet within dry counties.



NABCA

Distribution



Does jurisdiction allow direct shipping of wine? Yes

Spirits are only sold in state operated ABC stores. Spirits, mixers and a selection of Virginia wines are shipped statewide from the Central Warehouse in Richmond. Virginia ABC ships to its stores and licensee restaurants purchase from the store of their choosing. Virginia ABC operates on a bailment system, where the agency is not charged for the product until it is shipped out of the warehouse.

Beer and wine are handled through private distributors who generally deliver products to the retailers. Retail to retail or retail to restaurant is not allowed, as the seller would be acting as a

Virginia Department of Alcoholic Beverage Control in Action:

• YOUTH ALCOHOL and DRUG ABUSE PREVENTION PROJECT

YADAPP is a youth leadership program empowering teens to become involved in keeping their schools and communities alcohol and drug free. Its mission is to empower Virginia's youth to assume positive peer leadership roles in their schools and communities through the implementation of youth-led action plans. More than 450 adults and teens from across the commonwealth participated in the week-long conference.

• COLLEGE TOUR

College Tour is an event that focuses on promoting zero alcohol tolerance, social responsibility, collaboration, and leadership on all college and university campuses in Virginia. Its mission is to provide students with the knowledge, awareness and skills to prevent underage drinking and impaired driving, and to promote a student culture of kindness, responsibility, compassion, and mutual respect.

• RESPONSIBLE SELLERS and SERVERS: VIRGINIA'S PROGRAM (RSVP) and MANAGER'S ALCOHOL RESPONSIBILITY TRAINING (MART)

Trainings are held regionally and conducted by ABC Special Agents to help licensees become more responsible and to better understand ABC laws, rules and regulations. The mission is to ensure licensees are prepared to follow Virginia laws in service and sale of alcohol. There were 105 RSVP classes totaling 1,739 participants and 26 MART classes totaling 389 participants in Fiscal Year 2014.

Outlets

Virginia has control of spirits at wholesale and retail. It has 351 state operated retail stores.

Tax per beverage gallon:
Spirits: \$7.16
Wine: \$1.51
Beer: \$0.28

Does your jurisdiction have policies/laws/regulations that regulate the density of off-premise outlets in a neighborhood/precinct/condensed area?

No.

For every 100,000 residents ages 21 and older, there are 5.9 spirits outlets.



Grocery Store Sales



Is the sale of alcoholic beverages permitted in grocery stores? Yes

What types of alcohol are permitted?
Beer and Wine

Definitions: Control systems -- jurisdictions that directly control the distribution and sale of beverage alcohol in their borders.

Three-tier system -- the method of alcohol distribution developed after Prohibition in the United States. Producers/manufacturers (first tier) can sell products only to wholesalers/distributors (second tier) who then sell to retailers (third tier).

Revenue Per Capita -- revenue per person.

Sources: 2013-2014 Survey Book, State Alcohol Tax Rates (Spring 2014), Educational Awards Program Reports for 2013, Virginia Department of Alcoholic Beverage Control, The Beverage Information Group's 2014 Fact Book, The Beverage Information Group 2014

April 2015 - EASJ



NABCA



WEST VIRGINIA

<http://www.abca.wv.gov/>

Agency



The West Virginia Alcohol Beverage Control Administration (WVABCA) is a revenue generating state agency under the West Virginia Department of Revenue. The WVABCA's mission is to regulate and control the manufacture, sale, distribution, transportation, storage and consumption of alcohol while assuring the greatest degree of personal freedom consistent with the health, safety and welfare of every West Virginian. The WVABCA's core functions are; enforcing the laws and regulations, performing all licensing functions and operating a wholesale Distribution Center in a cost efficient manner.

History

The WVABCA was created in 1935. In 1981, the state privatized wine sales. In 1990, a law was passed to discontinue all retail sales of alcohol by the state, but it retained the distribution of liquor. Two hundred and fourteen state liquor stores were bid out to allow the private sector to purchase retail liquor outlet stores in assigned market zones in 1990 and 1991. Every ten years the Retail Liquor Licensing Board RLLB reviews the market zones and the existing number of retail liquor outlet stores in the state to direct the WVABCA to proceed with the rebid. There are currently 178 retail liquor outlet stores in West Virginia that were obtained through a bidding process and who also pay annual license fees. These licenses will expire June 30, 2020.

Net Revenue of West Virginia

\$18,727,328 in 2015

From 2002 through 2015, the West Virginia Alcohol Beverage Control Administration has contributed more than \$226 million to the state.

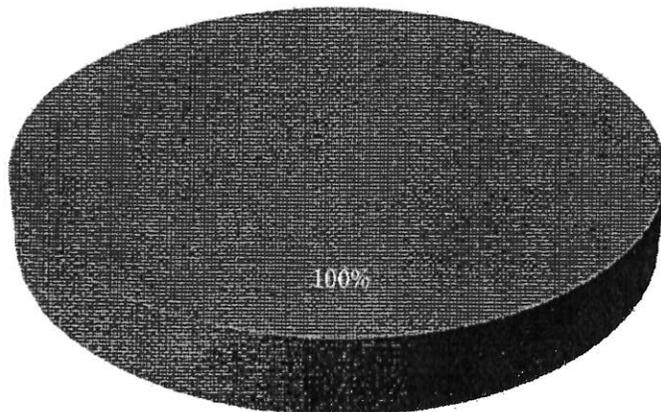
Revenue per capita for spirits sales: \$13.70

Revenue per capita for wine sales: \$2.79

Population 21 and over | 1,400,000 (Estimate) (2014)

West Virginia distributes its net revenue into one avenue:

- General Fund (100%)



Figures are from 2015

Licensing and Enforcement

The Enforcement Division is committed to enforcing state laws pertaining to the sale, purchase, transportation, manufacture, consumption, and possession of alcoholic beverages.

Does your jurisdiction allow sale of Spirituous Liquor in convenience stores? Yes

Some of the duties of the Enforcement Division include:

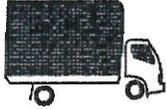
- Initial inspection for licensing purposes
- Background checks on applicants for a WVABCA license
- Inspections of Class A and Class B licensed establishments
- Inspections to ensure that premises are properly licensed
- Responding to complaints received from the general public regarding violations
- Underage alcohol compliance checks

Does the number of wet versus dry jurisdictions require local option votes in counties, cities, or municipalities? Yes



NABCA

Distribution



Does jurisdiction allow direct shipping of wine? **Yes**

In West Virginia, the WVABCA conducts wholesale sale of spirits, while the retail sale of spirits is privately owned and provided by 178 retail liquor outlet stores. Wine reaches the retail market through suppliers and distributors with approved and registered products not assigned to a specific territory. Beer is under a franchise system with specific franchise agreements detailing geographic and brand requirements.

West Virginia Alcohol Beverage Control Administration in Action:

DUI SIMULATOR PROGRAM--Financial support from State Farm*, West Virginia Governor's Highway Safety Program and NABCA allowed the WVABCA to purchase a DUI Simulator and develop a program to include a classroom lecture and survey component. The DUI Simulator is housed in a customized mobile trailer that travels across the state. It mimics difficulties drivers will face at various blood alcohol content (BAC) levels and is a valuable tool to combat underage drinking and distractive driving. The Simulator encourages youth to make good decisions while behind the wheel and throughout life. Since the public unveiling in September 2010, the DUI Simulator has reached over 25,000 students.

NO SCHOOL SPIRITS PSA CONTEST--The annual NO School Spirits PSA Contest invites public and private high school students to submit an essay or YouTube video addressing the dangers of drinking and driving or underage alcohol consumption. The WVABCA creates a 60 second PSA based upon the winning entry and the winner receives a monetary prize to be used for a school sanctioned event or equipment. The PSA is shown across the state during the prom and graduation season and is used as part of the lecture component of the DUI Simulator Program. The sponsors listed above also support the NO School Spirits Contest.

BEST PRACTICES GARDING VIDEO--The WVABCA developed and produced a Best Garding Practices Video. Both Class A (on-premises) and Class B (off-premises) licensees may view separate videos on the WVABCA website. Additionally, during inspections the Enforcement Division can show the video using their iPads. Hard copies of the DVD can be ordered at no cost.

Outlets

West Virginia has 178 privately owned retail liquor outlet stores.

Tax per beverage gallon:
Spirits: \$2.83
Wine: \$1.00
Beer: \$0.18

Does your jurisdiction have policies/laws/regulations that regulate the density of off-premise outlets in a neighborhood/precinct/condensed area?

Yes.

For every 100,000 residents ages 21 and older, there are 12.7 spirits outlets.



Grocery Store Sales



Is the sale of alcoholic beverages permitted in grocery stores? **Yes**

What types of alcohol are permitted?

Beer, wine and spirits.

Definitions: Control systems -- jurisdictions that directly control the distribution and sale of beverage alcohol in their borders.

Three-tier system -- the method of alcohol distribution developed after Prohibition in the United States. Producers/manufacturers (first tier) can sell products only to wholesalers/distributors (second tier) who then sell to retailers (third tier).

Revenue Per Capita -- revenue per person.

Sources: 2016 Survey Database, State Alcohol Tax Rates (July 2016), Educational Awards Program Reports for 2014-2015, West Virginia Alcohol Beverage Control Administration, The Beverage Information Group's 2015 Fact Book, The Beverage Information Group 2016

July 2016, EASR



NABCA



WYOMING

<http://liquor.wyoming.gov/index.aspx>

Agency



The Wyoming Liquor Division is a part of the state's Department of Revenue. It is responsible for wholesale liquor operations, liquor licensing and enforcement. It is committed to establishing successful relationships with all of its partners of the trade. The division is run as a business equally concerned about the welfare of its employees and the survival of the liquor industry, as it serves the citizens of Wyoming.

History

On May 15, 1933, Wyoming voters elected to ratify the 21st Amendment. On April 1, 1935, the legislative bills creating the Wyoming Liquor Commission became law. The Liquor Commission consisted of the Governor, Secretary of State and the State Treasurer. In 1949, the legislature created a bill adding the State Auditor and the State Superintendent of Public Instruction to the Liquor Commission. In 1996, under government reorganization, the legislature dissolved the Liquor Commission and created a separate division within the Department of Revenue.

Net Revenue of Wyoming

\$15,500,917 in 2014

From 2003 through 2014, the Wyoming Liquor Division has contributed more than \$140 million to the state.

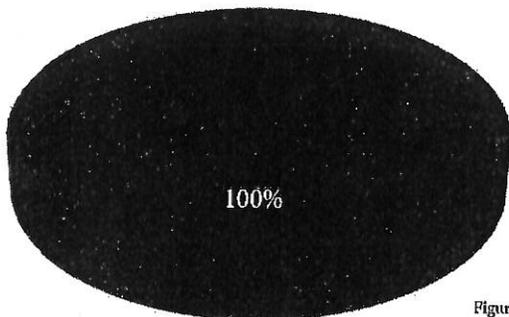
Revenue per capita for spirits sales: \$18.74
Revenue per capita for wine sales: \$12.31

Population 21 and over

418,000
(Estimate) (2013)

Wyoming distributes its net revenue into one avenue:

- General Fund (100%)



Figures are from 2014

Licensing and Enforcement

The Compliance Section within the Wyoming Liquor Division is responsible for enforcement, licensing and education. Although liquor licenses are issued at the local level, law requires that every application for a new, transfer or renewal of a liquor license be reviewed by the Liquor Division. The Liquor Division is also a licensing authority for over 90 industry representatives, 29 malt beverage wholesalers, three manufacturers (distillers or rectifiers), and over 820 out-of-state wine shippers.

Does your jurisdiction allow sale of spirituous liquor in convenience stores? Yes

Compliance Agents perform on average over 2,000 on-site unannounced liquor inspections per year. They also work very closely with local law enforcement agencies that have primary responsibility of enforcement. The Compliance Section works with the Wyoming Association of Sheriffs and Chiefs of Police (WASACOP) to distribute materials for all compliance checks and acts as a resource for interpretation of Title 12.

Does the number of wet versus dry jurisdictions require local option votes in counties, cities or municipalities? Yes



Distribution



Does jurisdiction allow direct shipping of wine? **Yes**

The Wyoming Liquor Division moved into a new facility in February 2012. The 140,000 square foot warehouse has 17 dock doors to accommodate all shipping and receiving. The warehouse has incorporated new technologies such as pick-to-voice computer assisted, paperless picking methods, pushback racking, and a new bottle line for filling single bottle orders.

Wyoming's control state model is based on providing timely and efficient distribution of wine and spirits to a geographically vast but sparsely populated state. Wyoming's more than 1,250 privately-owned retail establishments enjoy unparalleled service, minimal markup at the wholesale level, and access to virtually any product in the marketplace. Over 2184 wines and spirits are available to licensees daily. More than 48,576 cases of special items were shipped to retailers in FY 2014. The state's online ordering system, Eliquor, was used by 575 retailers who placed 41,915 orders. There were 911,981 standard nine-liter cases sold in FY2014. Case sales were 57% spirits and 43% wine.

Wyoming Liquor Division in Action:

The Compliance Section is responsible for enforcement of Wyoming's Alcohol Beverage Control Laws, Licensing and the various education programs. In 2007, the Wyoming Liquor Division Compliance Section partnered with the Wyoming State Liquor Association to bring alcohol server training to Wyoming. To date, they have trained over 22,000 people in the TIPS program. With an education grant from NABCA, this last year the Compliance staff created an ID Scanner library for the various community events throughout Wyoming, such as rodeos, concerts, brewfests and holiday celebrations.



Outlets

Tax per beverage gallon:
Spirits: \$1.20
Wine: \$0.48
Beer: \$0.02

Wyoming has control of **spirits and wines** at wholesale. The Wyoming Liquor Division serves over 1,250 privately-owned retail establishments throughout the state.

Does your jurisdiction have policies/laws/regulations that regulate the density of off-premise outlets in a neighborhood/precinct/condensed area?

Wyoming statutes require that liquor licenses are issued via a population formula in statute. Liquor licenses are issued by local licensing authorities. For locations within an incorporated city or town, the licensing authority is the city/town council. For locations outside of an incorporated city/town, the local licensing authority would be the board of county commissioners.

For every 100,000 residents ages 21 and older, there are **70.3** spirits outlets.



Grocery Store Sales



Is the sale of alcoholic beverages permitted in grocery stores? Yes, but alcoholic beverages must be sold in a separate licensed room.

What types of alcohol are permitted?
Beer, Wine and Spirits

Definitions: **Control systems** -- jurisdictions that directly control the distribution and sale of beverage alcohol in their borders.

Three-tier system -- the method of alcohol distribution developed after Prohibition in the United States. Producers/manufacturers (first tier) can sell products only to wholesalers/distributors (second tier) who then sell to retailers (third tier).

Revenue Per Capita -- revenue per person.

Sources: 2013-2014 Survey Book, State Alcohol Tax Rates (Spring 2014), Educational Awards Program Reports for 2013, Wyoming Liquor Division, The Beverage Information Group's 2014 Fact Book, The Beverage Information Group 2014



NABCA