

**NORTH CAROLINA**



**ALCOHOLIC BEVERAGE CONTROL**

**2011**

**ANNUAL REPORT**

**CONTROL, SERVICE AND REVENUE SINCE 1937**



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# A LETTER FROM THE CHAIRMAN

October 2011

The three-part focus of the North Carolina ABC Commission is public health, public safety and fair commercial regulation in the market for spirits, beer and wine. During fiscal year 2011, the Commission has made significant progress in all three areas. In public health the NC ABC Commission added resources for public education and removed potentially dangerous products from the shelves of ABC stores and private retailers. In public safety, we have extended the reach of the Last Call Summary Suspension initiative, suspending alcohol permits at dangerous locations across the state with the cooperation of local law enforcement and the state's Alcohol Law Enforcement. In the realm of fair commercial regulation, we have worked with municipal officials, industry representatives and other regulators to establish new guidelines for doing business and to rewrite decades-old rules.

The NC ABC Commission staff and three commissioners have made these strides while implementing ABC ethics and governance reform legislation enacted and signed into law in July 2010. This legislation, the most comprehensive update to the ABC laws in a generation, strengthens local control and the authority of the NC ABC Commission over the operations of the state's local ABC Boards, where all liquor is sold. To ensure that the local ABC Boards and their senior staffs are aware of what the law means to them, the Commission implemented training for all of the boards – delivering training to 800 people in 21 sessions held at six community college sites across the state from January to July 2011. Uniform training is now mandatory for board service.

Looking ahead, the NC ABC Commission expects the coming year to focus on increased efficiency and customer service in local ABC stores. Improvements to the warehouse capacity and operations, new energy-efficient lighting at warehouse and central office facilities will improve efficiency and result in energy savings. And customer service standards, as mandated in the reform legislation, will be benchmarked for the first time in our state's retail ABC system by a study conducted by a university research partner. The days ahead are promising. And as the following pages show, the year just completed is one that includes important achievements that make it possible to continue to refine and improve our state's entire ABC system in the future.



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



Chairman  
Jonathan S. Williams

# ABC AT A GLANCE

**Headquarters:** Raleigh, NC

**Oversight of:**

- Approximately 25,000 holders of permits to manufacture, transport and/or sell beer, wine and mixed drinks
- Approximately 17,000 retailers that sell alcohol for consumption on premise (restaurants/bars/clubs) and off premise (grocery stores/convenience stores/retail shops)
- 165 active local ABC Boards that own or lease the property and hire and manage the staff of the state's 421 retail ABC stores
- 2 central warehouses of 400,000 square feet, which receive and store all liquor to be sold in the state until it is shipped and purchased by the local ABC stores
- \$746.5 million in liquor revenues generated during fiscal year 2011
- \$283.4 million in total liquor revenue distributions by NC ABC boards during fiscal year. Distributions benefit the state's General Fund and the cities and counties where alcohol sales are allowed
- \$15.3 million collected by the state ABC Commission from permit application fees and renewals for the benefit of the General Fund
- In 2010-2011 (April 1, 2010-March 31, 2011) excise taxes from beer sales totaled \$115,166,553, and for the same period, excise taxes from wine totaled \$21,666,342
- The state ABC Commission collected \$909,775 in fines and penalties that are paid over to local school systems

*(Note: local ABC Boards in North Carolina are established and operated with no state-appropriated funds. The state ABC Commission and warehouse operations are funded through fees from warehouse management.)*

6/30/2011



From left are ABC Commissioners Daniel L. Briggs, A.D. "Zander" Guy and Chairman Jonathan S. Williams



**ABC**  
COMMISSION  
NORTH CAROLINA

# AFTER A BUSY YEAR, ABC COMMISSION LOOKS AHEAD

As fiscal year 2011 dawned, Gov. Bev Perdue signed historic legislation reforming the law that governs the way the Alcoholic Beverage Control system operates in North Carolina. The new law (SL 2010-0122) strengthens and clarifies the authority of the state Alcoholic Beverage Control Commission and local governments with regard to local ABC operations.

The reform legislation also defines for the first time the mission of the local ABC boards: “to serve their localities responsibly by controlling the sale of spirituous liquor and promoting customer-friendly, modern and efficient stores.”

Throughout the 12 months of fiscal year 2011, the state ABC Commission began implementing the sweeping legislation. The Commission presented training sessions for all of the state’s 165 active local ABC boards to review the ethics requirements and financial duties required under the new law. From January to July 2011, the Commission conducted 21 training sessions in six locations across the state that were attended by more than 800 board members, general managers and finance officers.

With the reform legislation, the local ABC Board budget process now mirrors appointing authorities’ with adopted budgets sent to local governments and the state ABC Commission. New reporting requirements provide transparency in operations; ABC law enforcement activity, board member and general manager salary standards, travel policies and bonding levels are now uniform across the state. Local ABC Board policies all prohibit nepotism and all have ethics standards in place.

## **Three-part mission**

In February 2011, Gov. Perdue appointed Daniel L. Briggs of Lexington to fill a vacant position on the three-member body, and the state ABC Commission continued its focus in three core areas: public health, public safety and fair commercial regulation.

## **Public Health**

In November 2010, the ABC Commission took decisive action in two matters that removed high-profile, high-

alcohol beverages favored by younger drinkers from the shelves of ABC stores, convenience stores and groceries across North Carolina.

Within a day of federal regulators declaring four brands of malt beverages containing caffeine to be unsafe, the Commission swiftly voted to allow North Carolina retailers to return the beverages to wholesalers. This action speeded removal of the alcohol energy drinks containing caffeine from store shelves by weeks or months, and was accomplished with the cooperation of the state’s retailers and wholesalers.

In another cooperative decision with industry, the Commission worked with the makers of the two highest proof products offered for sale in North Carolina to remove the nearly pure grain alcohol from the shelves of ABC stores in North Carolina. Before Thanksgiving 2010, both brands of 190-proof grain alcohol items were delisted or removed from the state warehouse’s available inventory. The action has made 151-proof alcohol the highest concentration of alcohol for sale in North Carolina.

## **Public Safety**

The Commission continued to raise awareness and to implement the “Last Call” Summary Suspension initiative launched earlier in 2010. From July 1, 2010 to June 30, 2011, the Commission issued eight summary suspensions and pulled the temporary permits of two additional clubs. In a Last Call summary suspension, the Commission orders the alcohol permits of a business to be taken immediately, with the suspension to remain in effect until a hearing can be scheduled. The Commission issues summary suspensions when there has been a pattern of serious violence at a location, and based on sworn affidavits, the Commission believes additional violence is imminent if the business is authorized to continue to sell alcohol. The Last Call summary suspension is an initiative of the Commission, the state’s Alcohol Law Enforcement Division and local law enforcement.

### **Fair Commercial Regulation**

During the summer of 2010, the Commission began a systematic update of the rules that establish how businesses, the Commission and local boards apply the state's alcohol laws. The rules were last updated in the 1980s. By the end of the current fiscal year, the updates neared completion, which for each section involves drafting, public hearings, revision, review by the Rules Review Commission and final consideration by the Commission.

The Commission continued to streamline its processes for the public, further automating the annual renewal process for permit holders by offering on-line renewals with payment by credit or debit card.

### **The question of privatization**

During the past fiscal year, the Commission managed a third-party study that explored the valuation of the state's current retail ABC sales and liquor warehouse functions. The valuations included a number of scenarios ranging from tight control to loose control, affecting consumption and the corresponding revenues that each might generate. The dynamics were simple: if liquor were sold alongside beer and wine in more locations, and if there were more advertising and price competition, more liquor would be sold and the state could make more money. But the increased sales volume and likely increased risk to public health prompted the Governor to decide that the current control model served the public interest better than the alternative. After careful review of the analysis, Gov. Perdue decided in January 2011 not to pursue privatization.

### **Financial Overview: July 1, 2010 – June 30, 2011**

- Spirits sales totaled: \$746.5 million, up \$19.8 million from FY 2010
- Local ABC Board sales to mixed beverage accounts \$145,880,874
- Local ABC Board counter sales \$600,642,647
- Revenue to local governments \$42,815,167
- Sales, excise and mixed beverage tax generated \$234,653,975
- Beer and wine tax revenues reported through the NC Department of Revenue through March 31, 2011 \$136,832,895
- Fines \$909,775
- Fees \$15,388,721

### **Looking ahead**

In the months ahead, the Commission will continue to implement the 2010 ABC reform legislation, offering additional training and facilitating the reporting required under the law.

The Commission also will work with local ABC Boards in the coming fiscal year to establish appropriate performance standards for boards as required under the reform legislation. As a part of that process, the Commission is directing research by the Kenan-Flagler Business School at UNC Chapel Hill to provide benchmark measurements for North Carolina's ABC store customer service/satisfaction.

The Commission also is taking steps to improve efficiency of warehouse operations. During fiscal year 2011 the Commission located and leased a second warehouse within 10 miles of the state's current facility. Adding the new warehouse doubles the Commission's capacity to a total of 400,000 square feet, will decrease out-of-stocks and boost frequency of shipments.

The pages that follow offer additional detail, including a look at the impact of the growing wine, beer and craft distillery industries that are increasingly opening in communities across North Carolina. The ABC Commission regulates these commercial enterprises along with the many alcohol-related businesses that are core to the travel and tourism industry. It continues to strengthen its partnerships within the public health and public safety communities as well.

# 800 FROM LOCAL ABC BOARDS ATTEND MANDATORY TRAINING



From January to July 2011, approximately 800 ABC board members, general managers and finance officers attended training sessions covering how the new ABC reform legislation applies to their operations.

The 20+ mandatory sessions held in six community college locations around the state covered ethics and business practices. The format included presentations and handouts as well as small-group exercises that prompted participants to interact with each other and to offer solutions from their own experiences to a variety of real-world scenarios.

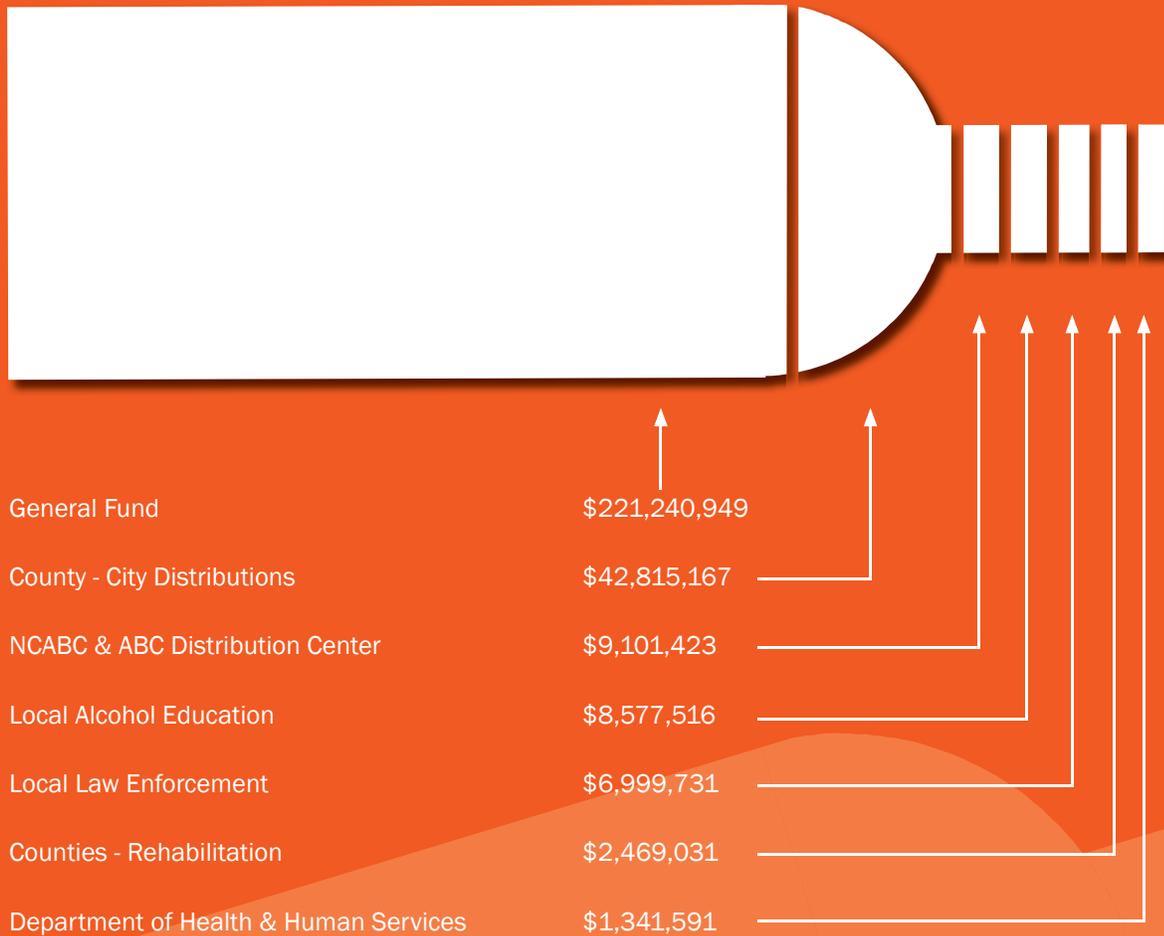
*Pictured above are participants at Wake Technical Community College; at right is a session at Asheville-Buncombe Technical College; facing page top left is a class at Wake Tech; above right is a session at Cape Fear Community College and at bottom is a class at Wake Tech.*



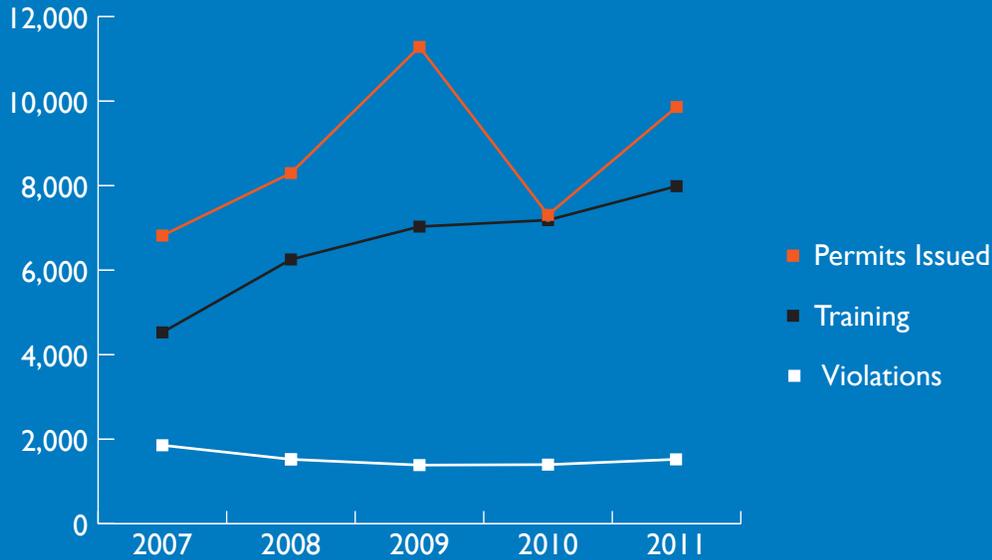


# LIQUOR REVENUES CLIMB

Local ABC Boards in North Carolina are established and operated with no state funds. Through the sale of \$746,523,521 in spirituous liquor in ABC stores in the fiscal year ending June 30, 2011, total revenue distributions amounted to \$283,443,985 to the state's General Fund and the cities and counties where alcohol sales are allowed.



# PERMITS & TRAINING INCREASE



# FEE AND PERMIT REVENUES UP



# NC DISTILLERIES POUR IT ON

A little more than 100 years ago, North Carolina led the nation in the number of legally registered and operating distilleries. Could history repeat itself?

Since that peak of 745 registered and 540 operating distilleries in 1904, legal distillery operations quickly vanished – first abolished under state law in 1908 and then under federal prohibition from 1920 to 1933.

The legal distillery industry lay dormant in the state for decades. But in 2005, Piedmont Distillers opened its doors in a converted 1915 era train depot in Madison and offered its first corn-based distilled liquor product for sale.

Since its launch, Piedmont has expanded its product line even as the craft distillery industry has seen a renaissance across the nation, according to the American Distilling Institute. The national trade organization projects that by the end of 2015, more than 400 American craft distillers will be registered with federal and state authorities; in 2003, there were just 69.

The upward growth trend applies to North Carolina spirits entrepreneurs as well.

From July 1, 2010 to June 30, 2011, North Carolina's ABC stores ordered

6,689 cases of the Piedmont Distillers family of products. In addition to Piedmont, two other distilleries were in production in North Carolina during the fiscal year.

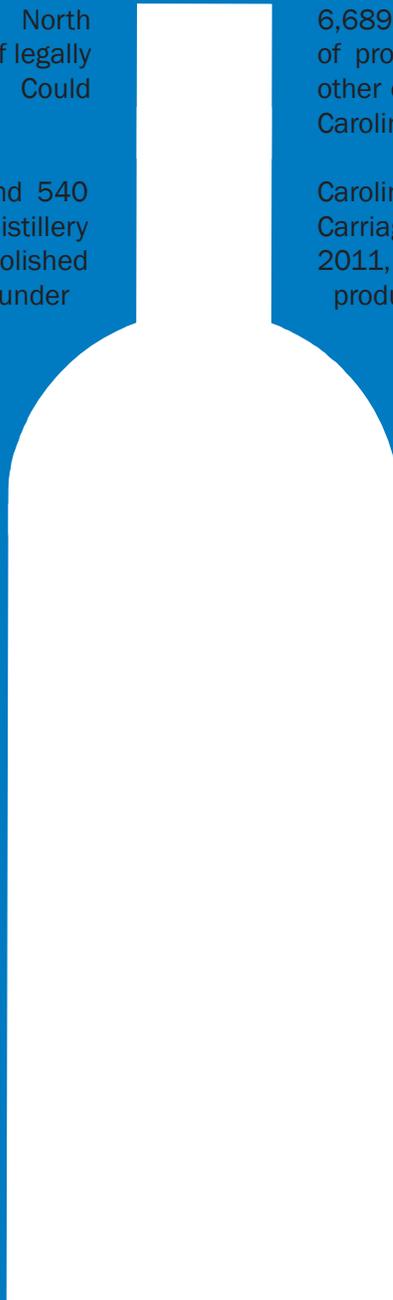
Carolina Distillery, based in Lenoir, produces Carriage House Brandy. During fiscal year 2011, ABC stores ordered 533 cases of their product.

In Kings Mountain, Southern Artisan Spirits, the makers of Cardinal Gin, had 242 cases of its product ordered by North Carolina ABC stores during the year.

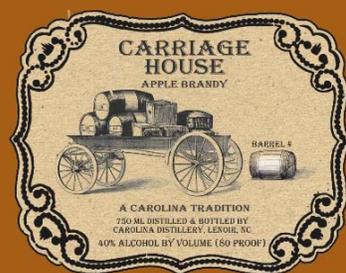
Late in June 2011, the ABC Commission issued permits for two other distilleries. One, Troy & Sons in Asheville, went directly into production in July.

With a recent change in the law, distillers in North Carolina can conduct tours for the public and offer tastings of their products at their licensed facilities.

If North Carolina's distilleries see the strong popularity experienced by the state's craft brewers and local wineries in recent years (see facing page), ABC stores across the state will need to get some additional space ready on the North Carolina shelf.



10 Piedmont Distillers



Carolina Distillery



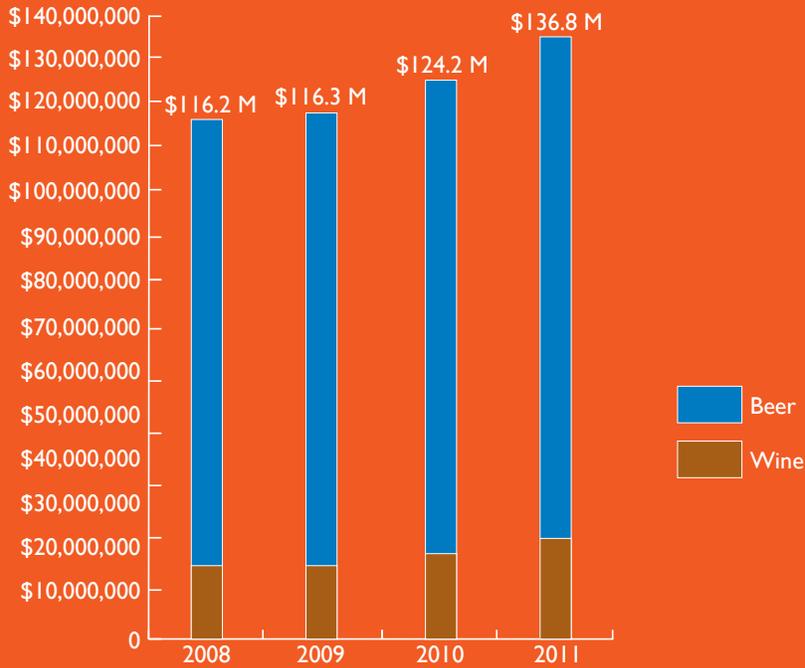
Southern Artisan Spirits



Troy and Sons Distillers

# NC BEER & WINE BY THE NUMBERS

## Beer and Wine Tax Revenue Collections Grow



NC Department of Revenue data for fiscal years ending March 31

### NC Beer FY 2011

**54** breweries

**3rd straight year** -  
Asheville Named BeerCity USA

**8,980** on premise beer permits

**8,169** off premise beer permits

### NC Wine FY 2011

**106** Wineries in 49 NC counties

**9th** state in US wine/grape production

**10th** state in number of wineries in US

**6,973** on premise wine permits

**6,608** off premise wine permits

**414**

NC beer and wine  
wholesalers at  
June 30, 2011

# ABC COMMISSION SHARPENS FOCUS ON PUBLIC HEALTH

The ABC Commission continues to focus on public health issues through the Education and Training Division's efforts:

## Policy

In November 2010, the ABC Commission took decisive action in two matters that removed high-alcohol beverages favored by younger drinkers from the shelves of ABC stores, convenience stores and groceries across North Carolina.

Within a day of federal regulators declaring four brands of malt beverages containing caffeine and other stimulants to be unsafe, the Commission swiftly voted to allow North Carolina retailers to return the beverages to wholesalers. This action speeded removal of drinks containing stimulants from store shelves by weeks or months, and was accomplished with the cooperation of the state's retailers and wholesalers.

In another cooperative venture with industry, the Commission worked with the makers of the two highest-proof spirits products offered for sale in North Carolina to remove the nearly pure grain alcohol from the shelves of ABC stores in North Carolina.

## Training

In 2010-2011, the Commission continued providing the Responsible Alcohol Seller/Server Program (RASP) trainings to permit holders and their employees. The course covers North Carolina's alcohol laws and sellers' and servers' responsibilities with respect to preventing alcohol sales to underage and intoxicated customers. The ABC Commission delivered free RASP training to 7,987 participants across North Carolina during FY2011. Course content reflects the latest public health information about underage drinking, impaired driving, binge drinking and fetal alcohol spectrum disorders.

Through RASP programming, permit holders also receive educational materials that can be used to prevent sales to customers who are underage or intoxicated. Counter mats that depict acceptable forms of identification (NC driver's license, identification card, etc.) are among the materials provided to off- and on-premise establishments to help them comply with the law.

In the coming year, RASP trainings will be offered via live webinars to accommodate even more participants.

## Partnerships

The ABC Commission supports the state's public health community and works with local and state prevention partnerships, alliances, coalitions and collaboratives (PACCs). The primary focus when working with these agencies is identifying ways to prevent underage drinking.

In 2010-2011, the ABC Commission supported the 2010 Annual SADD Leadership Conference for teens, participated in the North Carolina Cooperative Agreement Advisory Board and State Epidemiology Workgroup, as well as the NC PACC Summit, and NC Parent Network Conference. The Education and Training Division's staff also attended local PACC meetings and established relationships with NC's Preventing Underage Drinking Initiative communities.

Through conference calls with the National Alcohol Beverage Control Association's (NABCA) Education Task Force the NC ABC Commission established relationships with other control states and shared strategies for addressing various public health concerns related to alcohol from a regulatory vantage point.

## Education Outreach

In 2010-2011, the ABC Commission began efforts to establish an educational campaign targeting North Carolina's general public. With a grant from NABCA, the Commission developed a television public service announcement focused on underage drinking. The PSA also promoted the Commission's new web portal, [www.ACTnowNC.org](http://www.ACTnowNC.org). The site serves as an information portal for North Carolinians to find alcohol-related statistics and research, news coverage, treatment resources, contact information for local PACCs, and other resources for use in preventing the abuse and misuse of alcohol.



# LAST CALL SUMMARY SUSPENSIONS EXPAND

North Carolina boasts approximately 17,000 businesses holding permits to sell or serve alcohol; they range from groceries and convenience stores to restaurants and private clubs.

The vast majority of these locations operate with no infractions of alcohol laws. But some become magnets for violence. In those cases, the Commission may use its authority in cooperation with state and local law enforcement to issue a Last Call Summary Suspension.

“The ABC Commission has become a vital partner in our crime prevention efforts. When we identify a problem, we don’t just react to what has happened in the past; we take proactive steps to prevent future violations,” stated Benjamin R. David, New Hanover County District Attorney.

The Last Call Summary Suspension initiative, now in its second year, resulted in eight summary suspensions of ABC permanent permits from July 1, 2010 to June 30, 2011 and two suspensions of temporary permits. Most were due to shootings, including homicides.

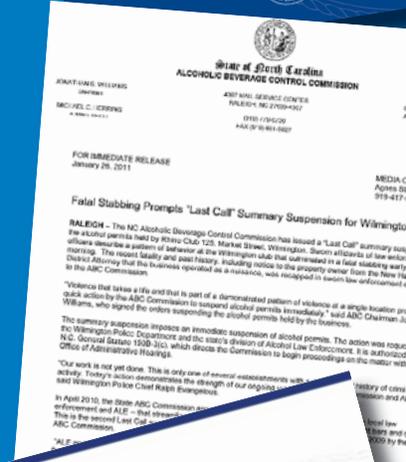
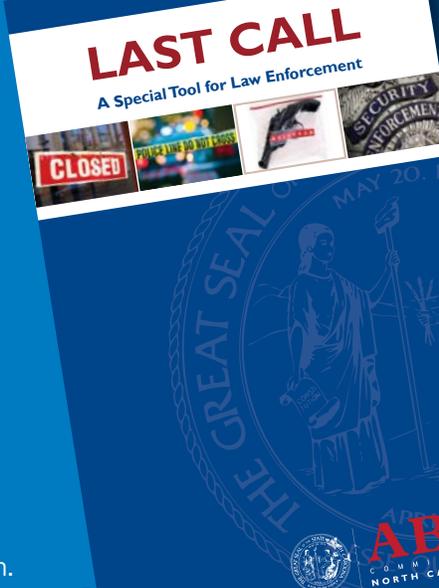
- High Point, Cristal Nite Club, August 2010
- Greensboro, Touch, October 2010
- Ahoskie, BJ’s Bar and Grill, November 2010
- Greensboro, LAX, November 2010
- Greensboro, Plush, December 2010
- Jacksonville, Rock, January 2011
- Wilmington, Rhino Club, January 2011
- Scotland Neck, JJ Cafe, February 2011
- Wilmington, 609, May 2011
- Rocky Mount, Club Rain, June 2011

“Last Call Summary Suspensions are important tools to help stop violence and make our communities safer,” said John Ledford, director of the N.C. Division of Alcohol Law Enforcement (ALE). “When a location has a fatal incident or a history of significant violence, ALE works with local police and sheriffs’ departments to deliver an investigation report swiftly so the state ABC Commission can take appropriate action. The program has been proven to work in large cities and rural communities alike.”

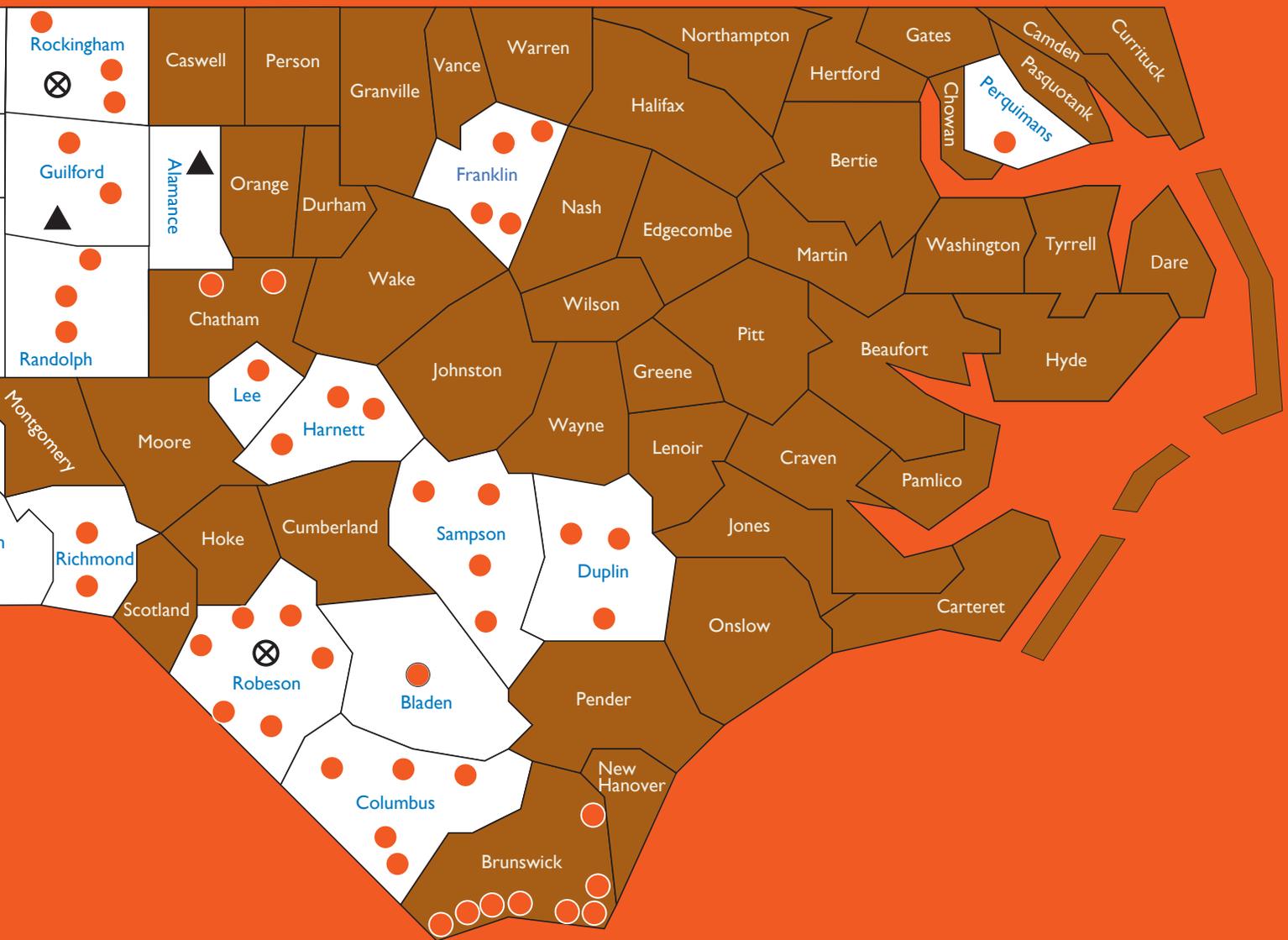
The Last Call initiative requires close and rapid coordination with local law enforcement and state Alcohol Law Enforcement agents. Increasing awareness and use of the tool have helped communities, say representatives who have made the initiative a success.

In addition to the Last Call, the state ABC Commission’s monthly meetings include determining fines and suspensions for businesses that have violated one or more alcohol laws. The Commission regularly reviews 75-100 hearing cases per month.

During the course of the last fiscal year, the fines resulted in payments of more than \$900,000 that benefit the public schools in the communities where the businesses are located.







**Three new ABC boards opened stores:**

- Valdese, October 2010
- Burnsville, October 2010
- Indian Trail, November 2010

**Two boards opened additional retail stores:**

- Alamance Municipal
- Asheville

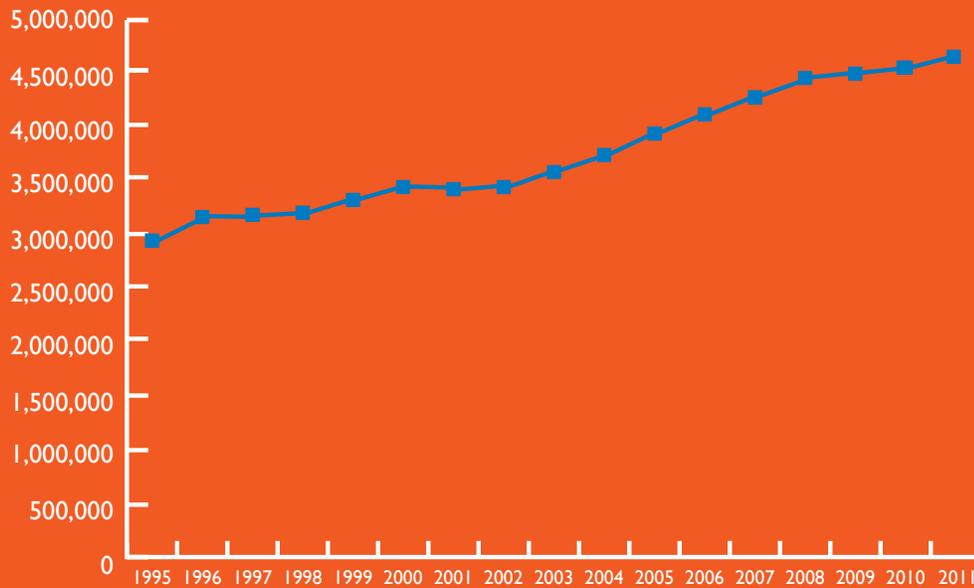
**One board closed stores:**

- Mecklenburg County closed two

**Three mixed beverage referendums passed:**

- Hatteras Township (Dare County) – December 7, 2010
- Andrews (Cherokee County) – January 18, 2011
- Manteo (Dare County) – June 7, 2011

# CASE SHIPMENTS, SPIRITUOUS LIQUOR



# MONTHLY SALES, SPIRITUOUS LIQUOR



# REVENUES FROM SPIRITUOUS LIQUOR NORTH CAROLINA ABC BOARDS JULY 1, 2010 - JUNE 30, 2011

	Statutory Authority	6/30/11	6/30/10	Increase/ - Decrease	Percent Change
Liquor Sales - Regular		\$600,642,647	\$583,739,411	\$16,903,236	2.90%
Mixed Beverage Sales		\$145,880,874	\$142,994,981	\$2,885,893	2.02%
Total Sales		\$746,523,521	\$726,734,392	\$19,789,129	2.72%
State Excise Tax	105-113.80(6); 18B-805(b)(2)	\$159,722,765	\$152,063,168	\$7,659,597	5.04%
Liquor Sales Tax	105-164.4(a); 18B-805(b)(2)	\$48,105,158	\$45,126,034	\$2,979,124	6.60%
Mixed Beverage Tax - Revenue	18B-804(b)(8),(9); 18B-805(b)(2)	\$13,413,026	\$13,064,279	\$348,747	2.67%
Mixed Beverage Tax - DHHS	18B-804(b)(8),(9); 18B-805(b)(3)	\$1,341,591	\$1,305,851	\$35,740	2.74%
Rehabilitation Tax	18B-804(b)(6); 18B-805(b)(4)	\$2,469,031	\$2,419,641	\$49,390	2.04%
Cost of Goods Sold	18B-805(b)(1)	\$385,937,645	\$380,457,755	\$5,479,890	1.44%
Operating Expenses	18B-805(b)(1)	\$120,446,941	\$116,843,127	\$3,603,814	3.08%
Interest Income	18B-805(a)	\$416,850	\$582,778	-\$165,928	-28.47%
Other Income	18B-805(a)	\$1,363,525	\$4,167,023	-\$2,803,498	-67.28%
Profit Before Distribution		\$63,784,948	\$66,345,350	-\$2,560,402	-3.86%
Profit Percent To Sales		8.54%	9.13%		-0.58%
Law Enforcement	18B-805(c)(2)	\$6,999,731	\$6,803,274	\$196,457	2.89%
Alcohol Education	18B-805(c)(3)	\$8,577,516	\$8,975,266	-\$397,750	-4.43%
Net Profit		\$48,207,701	\$50,566,810	-\$2,359,109	-4.67%
County - City Distributions	18B-805(e)	\$42,815,167	\$45,862,909	-\$3,047,742	-6.65%
Mixed Beverage Tax Retained	18B-805(b)(2); 18B-805(f)	\$12,071,627	\$11,758,138	\$313,489	2.67%
Surcharge Collected	18B-804(b)(6a); 18B-203(a)(15)	\$3,895,342	\$3,813,484	\$81,858	2.15%
Bailment Collected	18B-804(b)(2); 18B-203(a)(15)	\$5,206,081	\$5,031,809	\$174,272	3.46%
Bottles Sold:					
Regular		40,163,447	39,466,714	696,733	1.77%
Mixed Beverage		6,957,667	6,808,295	149,372	2.19%
Total		47,121,114	46,275,009	846,105	1.83%
Miniatures		11,242,824	10,582,940	659,884	6.24%
Number Of Stores		421	418	3	
<p>Notes: Bailment increased from \$1.10 to \$1.20 May 1, 2011; Sales tax increased from 7% to 8% September 1, 2009; Excise tax increased from 25% to 30% September 1, 2009; all totals are liquor only and do not include fortified wine.</p>					

# ABC BOARD REVENUE AND DISTRIBUTIONS

## JULY 1, 2010 - JUNE 30, 2011

ABC Boards by County and # of Stores	Sales			Cost of Liquor Sold	Operating Expenses	Other Income & Expense
	Gross Sales	Percent Change Over FY10	Forecast for FY12			
<b>Alamance</b>						
Alamance Municipal (5)	\$9,103,271	5.68%	\$9,521,800	\$4,734,468	\$1,792,841	\$8,649
<b>Alexander</b>						
Taylorsville (1)	\$906,764	-2.56%	\$908,790	\$494,050	\$179,477	-\$8,279
<b>Alleghany</b>						
Sparta (1)	\$651,107	-2.44%	\$715,500	\$341,819	\$124,182	\$1,815
<b>Anson</b>						
Wadesboro (1)	\$1,195,904	0.67%	\$1,209,760	\$640,301	\$229,322	\$327
<b>Ashe</b>						
West Jefferson (1)	\$1,370,295	-1.16%	\$1,344,886	\$728,465	\$193,887	-\$24,385
<b>Avery</b>						
High Country (1)	\$2,525,766	-2.95%	\$2,391,660	\$1,304,169	\$395,924	\$4,787
<b>Beaufort County (6)</b>	\$4,260,616	1.37%	\$4,138,500	\$2,263,296	\$791,265	\$2,615
<b>Bertie County (1)</b>	\$601,526	1.33%	\$540,240	\$312,124	\$191,263	\$201
<b>Bladen</b>						
Elizabethtown (1)	\$1,152,038	-0.18%	\$1,200,000	\$615,743	\$178,922	\$786
<b>Brunswick</b>						
Belville (2)	\$2,355,160	2.27%	\$2,439,720	\$1,265,966	\$564,007	\$39
Boiling Spring Lakes (1)	\$486,243	-0.79%	\$512,000	\$260,854	\$112,876	\$0
Brunswick County (2)	\$2,257,990	0.68%	\$2,390,600	\$1,169,797	\$439,110	-\$27,573
Calabash (1)	\$1,337,132	-0.40%	\$1,356,000	\$690,054	\$251,004	\$2,841
Oak Island (1)	\$1,925,910	2.26%	\$1,923,400	\$993,030	\$357,966	\$1,956
Ocean Isle Beach (1)	\$1,368,307	2.09%	\$1,368,930	\$694,056	\$284,721	\$207
Shalotte (1)	\$1,367,628	-4.24%	\$1,354,500	\$718,903	\$256,218	\$955
Southport (1)	\$1,991,016	4.62%	\$2,000,000	\$1,019,365	\$242,710	\$249
Sunset Beach (1)	\$1,337,199	3.82%	\$1,443,000	\$703,802	\$248,947	-\$25,289
<b>Buncombe</b>						
Asheville (9)	\$20,119,545	4.16%	\$20,668,350	\$10,206,286	\$3,596,181	-\$101,713
Black Mountain (1)	\$1,489,240	0.99%	\$1,478,000	\$796,510	\$278,405	\$713
Weaverville (1)	\$1,960,558	40.81%	\$2,066,000	\$1,053,139	\$386,891	-\$66,073
Woodfin (1)	\$1,251,176	-33.11%	\$1,387,003	\$672,599	\$301,802	\$90,492
<b>Burke</b>						
Morgantown (1)	\$2,759,446	-11.61%	\$2,600,000	\$1,455,695	\$362,589	\$977
Valdese <sup>1</sup> (1)	\$511,138	N/A	\$803,500	\$268,084	\$176,330	-\$15,146
<b>Cabarrus</b>						
Concord (5)	\$9,280,286	2.82%	\$9,398,750	\$4,841,556	\$1,914,762	\$56,915
Mount Pleasant (1)	\$464,511	0.65%	\$485,000	\$249,028	\$126,304	\$433
<b>Caldwell</b>						
Granite Falls (1)	\$929,402	-2.40%	\$920,000	\$498,492	\$205,690	\$645
Lenoir City (2)	\$2,863,645	-1.99%	\$2,805,150	\$1,540,575	\$415,859	\$592
<b>Camden County (2)</b>	\$973,130	-5.76%	\$1,021,000	\$526,856	\$221,997	\$12
<b>Carteret County (6)</b>	\$11,168,196	3.07%	\$11,100,000	\$5,788,269	\$1,896,926	-\$6,311
<b>Caswell County (4)</b>	\$1,752,699	-2.59%	\$1,783,000	\$943,133	\$379,810	\$340
<b>Catawba County (9)</b>	\$14,065,985	-1.05%	\$13,798,835	\$7,364,499	\$2,827,198	\$8,034

<sup>1</sup> Valdese opened October 2010

# ABC BOARD REVENUE AND DISTRIBUTIONS

## JULY 1, 2010 - JUNE 30, 2011

State Taxes Collected	Local Profits				Local Distributions
	Profit Before Distribution FY11	Profit Percent FY11	Percent Change Over FY10	Forecast for FY12	
\$2,143,004	\$441,607	4.85%	-21.73%	\$890,767	\$331,208
\$204,770	\$20,188	2.23%	-58.65%	\$31,680	\$23,766
\$204,770					
\$148,256	\$38,665	5.94%	-18.31%	\$38,047	\$36,056
\$271,372	\$55,236	4.62%	-18.95%	\$51,649	\$56,000
\$310,889	\$112,669	8.22%	-10.93%	\$139,747	\$38,740
\$598,162	\$232,298	9.20%	-4.52%	\$267,318	\$259,409
\$973,824	\$234,846	5.51%	0.01%	\$141,750	\$188,383
\$135,981	-\$37,641	-6.26%	-14.78%	\$35,964	\$0
\$262,308	\$95,851	8.32%	-11.31%	\$115,000	\$109,784
\$529,896	-\$4,670	-0.20%	-126.03%	\$59,591	\$4,367
\$109,628	\$2,885	0.59%	-62.07%	\$8,300	\$1,081
\$533,843	\$87,667	3.88%	2.82%	\$111,400	\$26,839
\$316,625	\$82,290	6.15%	-23.42%	\$35,700	\$99,238
\$458,852	\$118,018	6.13%	-16.67%	\$155,845	\$106,630
\$329,406	\$60,331	4.41%	-15.36%	\$18,301	\$66,367
\$317,797	\$75,665	5.53%	-20.40%	\$37,950	\$94,814
\$472,349	\$256,841	12.90%	8.46%	\$234,150	\$256,841
\$308,107	\$51,054	3.82%	66.75%	\$109,350	\$13,906
\$4,900,131	\$1,315,234	6.54%	5.37%	\$1,224,780	\$1,119,726
\$334,989	\$80,049	5.38%	-0.48%	\$93,050	\$70,166
\$441,021	\$13,434	0.69%	117.30%	\$281,220	\$3,000
\$283,104	\$84,163	6.73%	317.93%	\$90,250	\$48,661
\$635,899	\$306,240	11.10%	-22.19%	\$161,900	\$339,174
\$117,383	-\$65,805	-12.87%	N/A	\$16,000	\$0
\$2,204,626	\$376,257	4.05%	-5.13%	\$344,930	\$766,377
\$104,738	-\$15,126	-3.26%	-61.86%	-\$20,980	\$0
\$211,311	\$14,554	1.57%	-57.08%	\$22,900	\$29,313
\$656,087	\$251,716	8.79%	12.37%	\$234,600	\$243,316
\$219,312	\$4,977	0.51%	-84.61%	\$41,430	\$4,727
\$2,635,627	\$841,063	7.53%	41.84%	\$798,312	\$754,734
\$398,962	\$31,134	1.78%	-37.59%	\$19,064	\$31,134
\$3,288,745	\$593,577	4.22%	-22.56%	\$549,080	\$957,458

# ABC BOARD REVENUE AND DISTRIBUTIONS

## JULY 1, 2010 - JUNE 30, 2011

ABC Boards by County and # of Stores	Sales			Cost of Liquor Sold	Operating Expenses	Other Income & Expense
	Gross Sales	Percent Change Over FY10	Forecast for FY12			
<b>Chatham County</b>						
Chatham County (3)	\$2,227,672	0.96%	\$2,441,896	\$1,182,101	\$434,031	-\$1,982
Pittsboro (1)	\$882,738	7.56%	\$920,100	\$501,526	\$157,229	\$2,411
Siler City (1)	\$1,112,340	3.63%	\$1,171,354	\$594,837	\$212,051	-\$5,537
<b>Cherokee</b>						
Andrews (1)	\$540,001	-8.31%	\$594,000	\$285,612	\$104,998	\$280
Murphy (1)	\$2,286,330	-16.59%	\$2,288,000	\$1,223,495	\$502,824	\$3,642
<b>Chowan County (1)</b>						
	\$1,155,196	-0.34%	\$1,205,250	\$612,730	\$258,463	\$1,103
<b>Clay County (1)</b>						
	\$1,461,176	105.27%	\$1,275,000	\$783,859	\$235,841	-\$9,329
<b>Cleveland</b>						
Kings Mountain (1)	\$1,154,512	1.24%	\$1,170,400	\$630,567	\$224,449	\$1,402
Shelby (2)	\$3,431,924	1.44%	\$3,561,300	\$1,839,147	\$691,028	\$658
<b>Columbus</b>						
Brunswick (1)	\$417,128	-7.60%	\$455,000	\$224,701	\$85,212	\$144
Lake Waccamaw (1)	\$278,488	-1.22%	\$280,000	\$149,255	\$64,676	\$241
Tabor City (1)	\$604,213	0.19%	\$605,000	\$325,687	\$120,283	\$739
West Columbus (1)	\$596,903	0.19%	\$645,218	\$318,862	\$118,593	\$1,430
Whiteville (1)	\$988,484	-3.46%	\$972,950	\$523,401	\$209,605	\$2,569
<b>Craven County (6)</b>						
	\$8,012,248	2.03%	\$8,098,800	\$4,171,387	\$1,190,406	\$3,229
<b>Cumberland County (10)</b>						
	\$26,644,449	6.65%	\$26,623,400	\$13,548,698	\$4,118,650	\$20,110
<b>Currituck County (3)</b>						
	\$4,304,936	5.75%	\$4,296,533	\$2,276,970	\$702,777	\$4,572
<b>Dare County (5)</b>						
	\$13,111,831	3.38%	\$12,833,000	\$6,705,820	\$1,699,275	\$10,256
<b>Davidson</b>						
Lexington (2)	\$3,276,853	-0.07%	\$3,189,000	\$1,731,272	\$569,653	\$3,707
Thomasville (2)	\$2,563,233	-0.26%	\$2,078,800	\$1,380,491	\$544,345	\$15,999
<b>Davie</b>						
Cooleemee (1)	\$721,972	10.11%	\$704,000	\$381,676	\$151,170	\$3,690
<b>Duplin</b>						
Kenansville (1)	\$416,445	-3.36%	\$427,689	\$217,320	\$94,599	\$361
Wallace (1)	\$1,287,704	0.58%	\$1,345,500	\$681,964	\$196,664	\$41
Warsaw (1)	\$491,696	0.72%	\$490,000	\$264,779	\$105,690	\$39
<b>Durham County (9)</b>						
	\$23,967,592	2.78%	\$24,519,687	\$12,363,890	\$4,427,981	-\$23,295
<b>Edgecombe County (6)</b>						
	\$3,845,312	1.68%	\$3,826,964	\$2,052,981	\$805,737	-\$277
<b>Forsyth</b>						
Triad Municipal (14)	\$31,912,239	2.06%	\$31,963,000	\$16,561,326	\$5,381,291	-\$80,992
<b>Franklin</b>						
Bunn (1)	\$614,599	-9.73%	\$618,180	\$335,105	\$152,892	\$86
Franklinton (1)	\$706,039	2.95%	\$645,053	\$383,131	\$150,923	\$662
Louisburg (1)	\$1,126,402	-4.71%	\$1,122,000	\$609,600	\$226,166	\$1,033
Youngsville (1)	\$760,213	-3.47%	\$904,846	\$409,293	\$158,391	\$0
<b>Gaston</b>						
Bessemer City (1)	\$442,583	-0.56%	\$444,000	\$236,253	\$113,476	\$328
Cherryville (1)	\$926,720	-0.68%	\$949,400	\$494,063	\$198,635	-\$612
Cramerton (1)	\$1,593,297	7.69%	\$1,696,105	\$885,582	\$254,941	\$9,494
Gastonia (5)	\$7,436,969	-0.13%	\$7,192,600	\$3,868,715	\$1,416,274	\$53,916

# ABC BOARD REVENUE AND DISTRIBUTIONS

## JULY 1, 2010 - JUNE 30, 2011

State Taxes Collected	Local Profits				Local Distributions
	Profit Before Distribution FY11	Profit Percent FY11	Percent Change Over FY10	Forecast for FY12	
\$507,178	\$102,380	4.60%	-18.37%	\$73,794	\$106,382
\$201,132	\$25,262	2.86%	-48.73%	\$23,218	\$18,189
\$253,961	\$45,954	4.13%	0.07%	\$40,945	\$39,230
\$121,846	\$27,825	5.15%	-35.04%	\$54,400	\$47,851
\$519,334	\$44,319	1.94%	-72.49%	\$76,110	\$291,429
\$264,448	\$20,658	1.79%	-11.33%	\$22,720	\$20,658
\$328,961	\$103,186	7.06%	190.84%	\$49,300	\$0
\$264,347	\$36,551	3.17%	19.87%	\$31,040	\$34,155
\$790,351	\$112,056	3.27%	-8.65%	\$110,343	\$102,011
\$94,074	\$13,285	3.18%	-48.25%	\$95,073	\$30,798
\$62,853	\$1,945	0.70%	143.47%	\$0	\$0
\$136,218	\$22,764	3.77%	-11.90%	\$29,900	\$23,842
\$134,238	\$26,640	4.46%	44.79%	\$0	\$423
\$228,777	\$29,270	2.96%	-7.09%	\$15,845	\$29,270
\$1,878,714	\$774,970	9.67%	8.18%	\$519,600	\$543,909
\$6,380,752	\$2,616,459	9.82%	-3.37%	\$1,827,240	\$2,083,419
\$987,920	\$341,841	7.94%	9.70%	\$349,438	\$294,582
\$3,113,074	\$1,603,918	12.23%	5.73%	\$1,579,024	\$1,408,093
\$756,499	\$223,136	6.81%	-8.32%	\$189,600	\$223,358
\$585,884	\$68,512	2.67%	11.07%	\$61,055	\$76,528
\$165,653	\$27,163	3.76%	78.23%	\$21,070	\$25,585
\$94,748	\$10,139	2.43%	362.87%	\$800	\$10,140
\$297,230	\$111,887	8.69%	-11.39%	\$130,765	\$110,000
\$111,138	\$10,128	2.06%	-33.33%	\$14,373	\$0
\$5,663,100	\$1,489,326	6.21%	4.37%	\$1,712,348	\$1,419,648
\$871,289	\$115,028	2.99%	-22.39%	\$150,125	\$115,028
\$7,490,569	\$2,398,061	7.51%	6.61%	\$1,671,000	\$2,356,388
\$138,608	-\$11,920	-1.94%	-165.78%	\$22,000	\$0
\$159,284	\$13,363	1.89%	-56.78%	\$33,500	\$9,163
\$255,808	\$35,861	3.18%	-40.24%	\$35,078	\$29,861
\$171,198	\$21,331	2.81%	-24.84%	\$12,925	\$21,331
\$95,892	-\$2,710	-0.61%	-345.47%	\$9,700	\$0
\$210,171	\$23,239	2.51%	-25.30%	\$40,145	\$33,270
\$348,016	\$114,252	7.17%	57.90%	\$57,429	\$32,632
\$1,743,647	\$462,249	6.22%	11.88%	\$254,000	\$832,888

# ABC BOARD REVENUE AND DISTRIBUTIONS

## JULY 1, 2010 - JUNE 30, 2011

ABC Boards by County and # of Stores	Sales			Cost of Liquor Sold	Operating Expenses	Other Income & Expense
	Gross Sales	Percent Change Over FY10	Forecast for FY12			
Mount Holly (1)	\$1,723,290	0.63%	\$1,685,000	\$919,236	\$269,809	-\$24,623
<b>Gates County (2)</b>	\$546,239	55.28%	\$634,680	\$293,935	\$146,776	\$2,664
<b>Granville County (2)</b>	<b>\$2,982,215</b>	<b>0.47%</b>	<b>\$2,969,752</b>	<b>\$1,589,050</b>	<b>\$438,978</b>	<b>\$7,567</b>
<b>Greene County (2)</b>	\$661,453	3.77%	\$642,900	\$357,836	\$155,982	\$666
<b>Guilford</b>						
Gibsonville (1)	\$751,799	4.45%	\$762,600	\$405,934	\$141,848	\$2,535
Greensboro (14)	\$33,981,245	2.58%	\$34,837,000	\$17,343,126	\$5,070,503	\$38,487
High Point (6)	\$12,535,653	3.90%	\$12,758,965	\$6,480,638	\$2,006,026	\$8,328
<b>Halifax County (5)</b>	\$4,190,047	-2.18%	\$4,174,234	\$2,215,796	\$791,064	\$5,166
<b>Harnett</b>						
Angier (1)	\$1,135,621	0.24%	\$1,179,893	\$610,261	\$267,937	\$12,009
Dunn (2)	\$1,874,581	-0.17%	\$1,869,500	\$1,000,796	\$333,981	\$6,066
Lillington (1)	\$952,794	-0.24%	\$925,000	\$512,378	\$213,899	\$1,651
<b>Haywood</b>						
Canton (1)	\$978,257	1.43%	\$1,032,240	\$523,352	\$245,311	-\$5,135
Maggie Valley (2)	\$1,559,465	-1.81%	\$1,743,900	\$829,333	\$370,706	-\$20,586
Waynesville (1)	\$2,126,468	0.88%	\$2,137,500	\$1,120,097	\$370,315	\$758
<b>Henderson</b>						
Fletcher (1)	\$1,881,130	-10.63%	\$1,801,381	\$997,076	\$349,502	-\$24,685
Hendersonville (1)	\$4,714,948	-1.57%	\$4,718,900	\$2,448,523	\$917,032	\$5,221
Laurel Park (1)	\$1,017,740	-2.54%	\$1,012,955	\$538,571	\$229,126	\$3,880
<b>Hertford County (3)</b>	\$1,932,423	-2.75%	\$1,961,426	\$1,036,308	\$410,193	\$834
<b>Hoke County (1)</b>	\$1,097,132	10.87%	\$1,084,800	\$581,986	\$162,657	\$39
<b>Hyde County (2)</b>	\$553,112	9.52%	\$817,743	\$287,231	\$118,135	-\$7,818
<b>Iredell</b>						
Mooresville (3)	\$7,123,273	0.55%	\$7,023,883	\$3,721,861	\$1,039,330	-\$10,617
Statesville (2)	\$4,594,727	1.50%	\$4,556,500	\$2,433,152	\$916,245	\$612
<b>Jackson</b>						
Sylva (1)	\$2,651,035	1.56%	\$2,600,000	\$1,364,176	\$345,670	\$2,105
<b>Johnston County (7)</b>	\$9,659,272	3.49%	\$9,939,837	\$5,105,936	\$1,452,557	\$9,741
<b>Jones County (3)</b>	\$899,735	0.00%	\$685,000	\$474,016	\$243,405	\$28
<b>Lee</b>						
Sanford (2)	\$4,226,488	-0.64%	\$4,213,287	\$2,231,552	\$716,031	\$22,482
<b>Lenoir County (3)</b>	\$3,211,201	2.18%	\$3,170,704	\$1,705,201	\$591,365	\$1,090
<b>Lincoln</b>						
Lincoln County (1)	\$1,991,618	1.34%	\$2,108,700	\$1,045,889	\$247,626	\$1,538
Lincolnton (1)	\$1,946,595	-0.67%	\$1,916,080	\$1,008,143	\$392,162	\$1,238
<b>Macon</b>						
Franklin (1)	\$2,334,131	-4.14%	\$2,245,000	\$1,229,127	\$504,631	\$5,687
Highlands (1)	\$1,674,595	6.83%	\$1,636,900	\$868,143	\$351,877	\$212
<b>Martin County (2)</b>	\$1,675,390	2.38%	\$1,955,000	\$892,576	\$328,813	\$691
<b>McDowell</b>						
Marion (2)	\$1,889,069	-0.63%	\$1,897,000	\$997,959	\$449,542	-\$6,117
<b>Mecklenburg County (22)</b>	\$98,818,540	2.88%	\$101,545,000	\$49,813,244	\$13,835,477	\$896,729

# ABC BOARD REVENUE AND DISTRIBUTIONS

## JULY 1, 2010 - JUNE 30, 2011

State Taxes Collected	Local Profits				Local Distributions
	Profit Before Distribution FY11	Profit Percent FY11	Percent Change Over FY10	Forecast for FY12	
\$388,109	\$121,513	7.05%	22.10%	\$133,859	\$8,510
\$123,055	-\$14,863	-2.72%	-107.29%	\$10	\$1,600
\$677,429	\$284,325	9.53%	-7.60%	\$197,567	\$346,939
\$149,245	-\$944	-0.14%	-113.90%	\$2,000	\$0
\$170,681	\$35,871	4.77%	1789.94%	\$23,410	\$11,627
\$8,153,978	\$3,452,125	10.16%	-12.06%	\$3,865,030	\$3,052,125
\$2,913,241	\$1,144,076	9.13%	14.20%	\$1,215,483	\$871,255
\$959,065	\$229,288	5.47%	18.83%	\$192,437	\$166,381
\$255,838	\$13,594	1.20%	186.77%	\$19,823	\$0
\$428,631	\$117,239	6.25%	-7.63%	\$117,025	\$136,675
\$218,114	\$10,054	1.06%	-38.68%	\$9,792	\$0
\$219,718	-\$15,259	-1.56%	40.03%	\$2,408	\$600
\$362,730	-\$23,890	-1.53%	37.72%	\$91,549	\$0
\$489,938	\$146,876	6.91%	-6.19%	\$67,838	\$150,000
\$426,980	\$82,887	4.41%	-37.01%	\$139,747	\$82,439
\$1,105,118	\$249,496	5.29%	-6.49%	\$191,250	\$269,203
\$232,110	\$21,813	2.14%	-33.04%	\$24,166	\$21,813
\$441,758	\$44,998	2.33%	-55.78%	\$74,898	\$76,078
\$252,866	\$99,662	9.08%	1.23%	\$61,480	\$99,662
\$135,627	\$4,301	0.78%	-89.89%	\$3,534	\$0
\$1,676,874	\$674,591	9.47%	-6.04%	\$516,990	\$623,792
\$1,063,362	\$182,580	3.97%	56.76%	\$200,893	\$182,580
\$629,716	\$313,578	11.83%	-9.84%	\$252,544	\$311,882
\$2,228,101	\$882,419	9.14%	5.76%	\$1,128,786	\$796,171
\$203,041	-\$20,699	-2.30%	-9.75%	\$0	\$0
\$980,523	\$320,864	7.59%	80.96%	\$126,280	\$299,544
\$737,706	\$178,019	5.54%	81.17%	\$146,277	\$178,019
\$460,244	\$239,397	12.02%	0.24%	\$212,060	\$202,369
\$459,170	\$88,358	4.54%	-96.94%	\$69,130	\$165,513
\$538,964	\$67,096	2.87%	-16.59%	\$102,500	\$70,120
\$393,276	\$61,511	3.67%	90.20%	\$92,020	\$46,306
\$380,036	\$74,656	4.46%	-3.04%	\$106,373	\$115,929
\$436,240	-\$789	-0.04%	-100.91%	\$132,300	\$54,757
\$24,174,098	\$11,892,450	12.03%	11.04%	\$10,990,875	\$11,079,464

# ABC BOARD REVENUE AND DISTRIBUTIONS

## JULY 1, 2010 - JUNE 30, 2011

ABC Boards by County and # of Stores	Sales			Cost of Liquor Sold	Operating Expenses	Other Income & Expense
	Gross Sales	Percent Change Over FY10	Forecast for FY12			
<b>Mitchell</b>						
Spruce Pine (1)	\$1,119,638	26.81%	\$1,162,078	\$585,468	\$249,043	\$50
<b>Montgomery (2)</b>						
	\$1,203,423	1.47%	\$1,244,252	\$633,886	\$291,549	\$219
<b>Moore County (4)</b>						
	\$8,059,813	0.63%	\$8,014,480	\$4,149,433	\$1,044,701	\$25,481
<b>Nash County (9)</b>						
	\$8,493,201	1.60%	\$8,437,201	\$4,403,121	\$1,374,493	\$3,446
<b>New Hanover County<sup>2</sup> (8)</b>						
	\$31,566,799	3.60%	\$31,791,575	\$15,883,050	\$3,845,024	-\$1,359,336
<b>Northampton County (4)</b>						
	\$984,179	-1.75%	\$994,000	\$527,223	\$230,791	\$105
<b>Onslow County (6)</b>						
	\$13,134,510	3.30%	\$12,509,250	\$6,709,161	\$2,149,044	\$1,655
<b>Orange County (8)</b>						
	\$14,127,876	3.62%	\$13,937,087	\$7,205,083	\$2,607,176	\$5,134
<b>Pamlico County (2)</b>						
	\$1,080,469	-0.35%	\$1,075,600	\$573,875	\$225,257	\$175
<b>Pasquotank County (1)</b>						
	\$2,749,363	2.06%	\$2,785,000	\$1,427,782	\$372,640	\$226
<b>Pender County (5)</b>						
	\$4,567,891	-3.77%	\$4,595,496	\$2,411,016	\$907,191	\$760
<b>Perquimans</b>						
Hertford (1)	\$769,897	1.59%	\$755,000	\$413,944	\$150,442	\$112
<b>Person County (2)</b>						
	\$2,490,586	-1.31%	\$2,490,000	\$1,301,847	\$356,638	\$4,625
<b>Pitt County (10)</b>						
	\$14,529,348	0.90%	\$14,427,916	\$7,398,611	\$2,188,034	\$11,693
<b>Polk</b>						
Columbus (1)	\$527,845	-0.48%	\$544,800	\$277,687	\$123,154	\$2
Tryon (1)	\$355,432	-0.36%	\$372,873	\$183,750	\$103,143	\$0
<b>Randolph</b>						
Asheboro (1)	\$2,617,592	4.89%	\$2,672,300	\$1,367,275	\$380,094	\$331
Liberty (1)	\$687,336	3.87%	\$684,000	\$367,285	\$152,471	\$676
Randleman (1)	\$1,277,521	2.31%	\$1,292,384	\$674,541	\$258,763	\$1,463
<b>Richmond</b>						
Hamlet (1)	\$827,106	1.08%	\$900,120	\$442,769	\$161,072	\$358
Rockingham (2)	\$1,758,785	3.45%	\$1,769,618	\$934,931	\$352,197	\$0
<b>Robeson</b>						
Fairmont (1)	\$542,720	-3.17%	\$583,151	\$291,476	\$119,812	\$855
Lumberton (2)	\$3,460,781	-0.03%	\$3,500,000	\$1,830,822	\$568,269	-\$2,833
Maxton (1)	\$541,658	0.63%	\$538,000	\$286,895	\$134,409	\$29
Red Springs (1)	\$669,152	1.27%	\$751,100	\$359,737	\$132,359	\$0
Rowland (1)	\$187,697	-4.14%	\$195,000	\$99,643	\$51,230	\$0
Saint Pauls (1)	\$934,633	-2.55%	\$1,013,900	\$505,092	\$163,673	\$115
<b>Rockingham</b>						
Eden (1)	\$1,611,628	0.97%	\$1,598,000	\$847,353	\$299,900	\$1,266
Madison (1)	\$1,056,566	0.67%	\$1,058,500	\$563,340	\$233,198	\$496
Reidsville (1)	\$1,966,258	0.50%	\$1,956,000	\$1,048,057	\$377,549	-\$3,489
<b>Rowan/Kannapolis (7)</b>						
	\$9,343,992	-0.12%	\$9,237,428	\$4,947,276	\$2,088,476	\$1,131
<b>Rutherford</b>						
Forest City (1)	\$1,658,060	-1.56%	\$1,647,000	\$887,795	\$312,006	\$6,661
Lake Lure (1)	\$655,425	4.24%	\$645,234	\$338,471	\$142,703	\$1,081
Rutherfordton (1)	\$1,047,340	0.47%	\$1,018,200	\$559,248	\$226,099	\$390
<b>Sampson</b>						
Clinton (1)	\$1,564,641	0.49%	\$1,561,000	\$832,386	\$233,295	\$566
Garland (1)	\$227,639	-4.58%	\$250,000	\$123,438	\$57,502	\$2

# ABC BOARD REVENUE AND DISTRIBUTIONS

## JULY 1, 2010 - JUNE 30, 2011

State Taxes Collected	Local Profits				Local Distributions
	Profit Before Distribution FY11	Profit Percent FY11	Percent Change Over FY10	Forecast for FY12	
\$259,533	\$25,644	2.29%	210.76%	\$85,820	\$0
\$275,659	\$2,548	0.21%	107.50%	\$9,300	\$2,548
\$1,916,065	\$975,095	12.10%	-2.29%	\$839,367	\$834,850
\$1,974,904	\$744,129	8.76%	-5.96%	\$583,356	\$541,861
\$7,695,894	\$2,783,495	8.82%	-22.57%	\$4,425,364	\$3,155,342
\$222,314	\$3,956	0.40%	123.40%	\$6,100	\$0
\$3,142,091	\$1,135,869	8.65%	-9.30%	\$890,863	\$782,986
\$3,391,985	\$928,766	6.57%	21.05%	\$868,218	\$641,500
\$245,956	\$35,556	3.29%	75.94%	\$37,800	\$25,556
\$650,972	\$298,195	10.85%	5.54%	\$300,850	\$255,313
\$1,051,544	\$198,900	4.35%	-32.22%	\$62,384	\$180,139
\$174,396	\$31,227	4.06%	-16.93%	\$21,656	\$31,227
\$574,309	\$262,417	10.54%	-5.80%	\$198,868	\$218,149
\$3,476,901	\$1,477,495	10.17%	-8.07%	\$698,221	\$1,504,223
\$119,863	\$7,143	1.35%	514.81%	\$10,697	\$6,500
\$82,810	-\$14,271	-4.02%	-5.63%	\$5,557	\$0
\$605,005	\$265,549	10.14%	9.15%	\$219,526	\$127,509
\$155,016	\$13,240	1.93%	64.78%	\$12,000	\$13,240
\$292,328	\$53,352	4.18%	150.67%	-\$38,966	\$53,352
\$186,556	\$37,067	4.48%	-22.05%	\$49,690	\$32,067
\$402,831	\$68,826	3.91%	3.36%	\$55,494	\$68,826
\$124,011	\$8,276	1.52%	63.98%	-\$9,081	\$0
\$803,893	\$254,964	7.37%	2.35%	\$236,850	\$207,736
\$123,628	-\$3,245	-0.60%	83.02%	\$53,650	\$0
\$151,031	\$26,025	3.89%	18.37%	\$26,100	\$22,540
\$42,514	-\$5,690	-3.03%	40.12%	-\$7,910	\$0
\$210,395	\$55,588	5.95%	3.88%	\$53,200	\$57,344
\$374,043	\$91,598	5.68%	1.25%	\$44,825	\$100,200
\$240,516	\$20,008	1.89%	-26.06%	\$15,402	\$31,484
\$451,975	\$85,188	4.33%	-16.31%	\$93,900	\$68,536
\$2,152,620	\$156,751	1.68%	-45.90%	\$199,497	\$156,751
\$378,868	\$86,052	5.19%	-44.88%	\$81,300	\$60,757
\$158,113	\$17,219	2.63%	-52.67%	\$33,946	\$31,875
\$242,964	\$19,419	1.85%	127.39%	-\$299	\$41,618
\$359,740	\$139,786	8.93%	-5.67%	\$48,600	\$129,000
\$51,326	-\$4,625	-2.03%	46.01%	\$1,500	\$0

# ABC BOARD REVENUE AND DISTRIBUTIONS

## JULY 1, 2010 - JUNE 30, 2011

ABC Boards by County and # of Stores	Sales			Cost of Liquor Sold	Operating Expenses	Other Income & Expense
	Gross Sales	Percent Change Over FY10	Forecast for FY12			
Newton Grove (1)	\$401,797	0.49%	\$433,000	\$223,844	\$89,439	\$0
Roseboro (1)	\$597,604	6.80%	\$686,000	\$328,680	\$121,580	\$88
<b>Scotland County (1)</b>	<b>\$1,638,374</b>	<b>-2.11%</b>	<b>\$1,570,000</b>	<b>\$878,935</b>	<b>\$335,122</b>	<b>\$605</b>
<b>Stanly</b>						
Albemarle (1)	\$2,189,078	-1.35%	\$2,175,000	\$1,150,362	\$386,997	\$85
Locust (1)	\$945,048	4.35%	\$1,028,055	\$503,059	\$262,901	\$4
Norwood (1)	\$451,039	-0.04%	\$470,000	\$241,612	\$96,349	-\$8,161
<b>Stokes</b>						
Walnut Cove (1)	\$740,201	-2.64%	\$747,000	\$397,321	\$160,674	\$0
<b>Surry</b>						
Dobson (1)	\$499,849	-2.68%	\$517,000	\$267,670	\$121,915	\$661
Elkin (1)	\$1,146,890	0.59%	\$1,176,100	\$609,304	\$229,037	\$4,237
Mount Airy (1)	\$1,931,937	-5.87%	\$2,070,103	\$1,004,316	\$365,261	\$2,990
Pilot Mountain (1)	\$671,890	82.10%	\$714,257	\$358,533	\$172,729	-\$8,302
<b>Swain</b>			\$517,000			
Bryson City (1)	\$2,001,274	14.26%	\$1,572,496	\$1,019,322	\$329,558	\$11,910
<b>Transylvania</b>						
Brevard (1)	\$2,545,539	-1.40%	\$2,571,000	\$1,330,305	\$434,527	-\$424
<b>Tyrrell County</b>	\$266,582	0.95%	\$268,375	\$142,569	\$70,403	\$386
<b>Union</b>						
Indian Trail <sup>3</sup> (1)	\$1,338,675		\$2,513,150	\$709,344	\$270,450	-\$8,628
Monroe (1)	\$4,463,342	-9.58%	\$4,400,000	\$2,319,570	\$577,673	\$2,659
Waxhaw (1)	\$1,230,934	9.98%	\$1,400,500	\$643,790	\$292,149	\$17,353
<b>Vance County (1)</b>	\$3,022,371	0.85%	\$2,985,000	\$1,620,133	\$543,316	-\$43,020
<b>Wake County (23)</b>	\$82,277,825	5.21%	\$82,073,260	\$41,915,346	\$8,031,235	\$69,769
<b>Warren County (3)</b>	\$1,932,461	3.48%	\$1,885,000	\$1,033,826	\$362,279	\$631
<b>Washington County (1)</b>	\$771,438	0.09%	\$777,894	\$408,752	\$187,444	\$465
<b>Watauga</b>						
Blowing Rock (1)	\$1,362,643	0.28%	\$1,368,042	\$685,772	\$252,966	\$30,590
Boone (1)	\$4,665,908	0.18%	\$4,606,000	\$2,421,912	\$572,021	-\$9,933
<b>Wayne County (6)</b>	\$6,871,181	3.22%	\$6,968,000	\$3,602,008	\$1,198,979	\$26,326
<b>Wilkes</b>						
North Wilkesboro (1)	\$1,038,304	0.11%	\$1,012,000	\$554,466	\$212,318	\$1,214
Wilkesboro (1)	\$1,401,663	4.35%	\$1,407,000	\$730,541	\$260,714	-\$598
<b>Wilson County (7)</b>	\$6,303,623	1.84%	\$6,203,365	\$3,310,105	\$1,213,541	\$34,927
<b>Yancey</b>						
Burnsville <sup>4</sup> (1)	\$517,325	N/A	\$742,500	\$276,311	\$202,851	\$439
<b>\$748,596,142</b>		<b>2.72%</b>	<b>\$755,735,799</b>	<b>\$386,973,992</b>	<b>\$120,446,941</b>	<b>-\$301,910</b>

<sup>3</sup> Indian Trail opened November 2010

<sup>4</sup> Burnsville opened October 2010

Budget forecasting is a new requirement for local boards; these projections are untested and appear for the first time in the Annual Report.

Local Distributions include alcohol law enforcement, education and all other payments to local governments.

# ABC BOARD REVENUE AND DISTRIBUTIONS

## JULY 1, 2010 - JUNE 30, 2011

State Taxes Collected	Local Profits				Local Distributions
	Profit Before Distribution FY11	Profit Percent FY11	Percent Change Over FY10	Forecast for FY12	
\$91,087	-\$2,573	-0.64%	-128.91%	-\$1,774	\$5,000
\$135,483	\$11,949	2.00%	55.42%	\$3,516	\$3,000
\$373,968	\$50,954	3.11%	-43.14%		\$54,190
\$505,589	\$146,215	6.68%	-6.07%	\$92,691	\$72,975
\$214,373	-\$35,281	-3.73%	40.63%	\$51,521	\$0
\$102,052	\$2,865	0.64%	-18.82%	\$2,415	\$143
\$166,646	\$15,560	2.10%	-24.34%	\$20,009	\$24,374
\$112,517	-\$1,592	-0.32%	-145.98%	\$3,620	\$4,784
\$260,598	\$52,188	4.55%	-7.96%	\$78,795	\$74,248
\$446,913	\$118,437	6.13%	-27.44%	\$198,394	\$112,075
\$151,806	-\$19,480	-2.90%	51.39%	\$26,704	\$0
\$488,374	\$175,930	8.79%	86.54%	\$77,908	\$65,251
\$591,291	\$188,992	7.42%	-16.04%	\$101,507	\$190,831
\$60,536	-\$6,540	-2.45%	-142.49%	\$2,632	\$0
\$306,778	\$43,475	3.25%	N/A	\$301,578	\$35,483
\$1,042,244	\$526,514	11.80%	-12.58%	\$304,100	\$466,097
\$284,483	\$27,865	2.26%	576.24%	\$13,698	\$27,865
\$690,048	\$125,854	4.16%	94.08%	\$174,200	\$127,218
\$19,775,696	\$12,625,317	15.34%	2.78%	\$9,190,270	\$10,321,124
\$440,152	\$96,835	5.01%	78.91%	\$75,000	\$96,835
\$176,283	-\$576	-0.07%	94.21%	\$0	\$1,593
\$331,287	\$123,208	9.04%	10.22%	\$347,207	\$130,313
\$1,101,452	\$560,590	12.01%	6.36%	\$457,800	\$553,671
\$1,593,001	\$503,519	7.33%	30.24%	\$472,216	\$349,184
\$237,547	\$35,187	3.39%	607.68%	\$26,124	\$29,960
\$322,557	\$87,253	6.22%	29.26%	\$95,500	\$80,000
\$1,454,885	\$360,019	5.71%	14.29%	\$308,000	\$310,542
\$118,638	-\$80,036	-15.47%	N/A	\$200	\$0
<b>\$177,293,121</b>	<b>\$63,784,948</b>	<b>-0.58%</b>	<b>-3.86%</b>	<b>\$58,800,758</b>	<b>\$58,392,414</b>







# ABC

C O M M I S S I O N  
N O R T H C A R O L I N A

**400 EAST TRYON RD.  
RALEIGH, NC 27610  
919.779.0700  
[HTTP://ABC.NC.GOV](http://abc.nc.gov)**