



# ANNUAL REPORT 2019

---

**NORTH CAROLINA  
ALCOHOLIC  
BEVERAGE  
CONTROL  
COMMISSION**

DEPARTMENT OF HEALTH & HUMAN SERVICES  
\$1,925,208

COUNTIES - REHABILITATION  
\$3,398,193

LOCAL LAW ENFORCEMENT  
\$9,784,212

LOCAL ALCOHOL EDUCATION  
\$13,390,372

NCABC & ABC DISTRIBUTION CENTER  
\$17,866,298

COUNTY-CITY DISTRIBUTIONS  
\$84,792,780

GENERAL FUND  
\$349,573,154

TOTAL  
REVENUE  
DISTRIBUTION  
\$462,863,919

Local ABC boards in North Carolina are established and operated with no state funds.

Through the sale of **\$1,220,246,457** in spirituous liquor and fortified wine in ABC stores in the fiscal year ending June 30, 2019, total revenue distributions amounted to **\$462,863,919** to the state's General Fund and the cities and counties where alcohol sales are allowed.



# CONTENTS

- 01** Letter from the Chairman
- 02** ABC Commission Legislative Update
- 03** Tracking Results: Chairman's Personal Impact
- 04** ABC Commission Staff
- 05** Section Updates
- 07** North Carolina Distillery Listing
- 08** ABC Board Highlights & Case Shipments
- 09** ABC Board Results
- 23** Revenues from Spirituous Liquor
- 24** ABC By The Numbers



A.D. "ZANDER" GUY, JR



# LETTER FROM THE CHAIRMAN

The citizens of North Carolina have high standards, and I am proud of how the NC ABC system continues to meet and exceed those standards in the service we provide. As Chairman, I want to express my utmost gratitude to our 57 ABC Commission employees who deliver premier customer service. Additionally, I want to thank Commissioner Norman Mitchell for his support over the past year and to welcome Commissioner Karen Stout who joined us in September. I also want to thank the 169 ABC boards who work effectively and efficiently to locally operate the 437 retail ABC stores. Another critical piece of the puzzle is LB&B Associates, who are deserving of appreciation for their comprehensive warehouse and

shipping operations. At the statewide level, the ABC Commission is fortunate to work with the best leadership North Carolina has to offer. As an agency that operates under the umbrella of the NC Department of Public Safety, I want to thank Secretary Erik Hooks and all the dedicated law enforcement officers across this state for their support. Last, but certainly not least, I want to thank Governor Roy Cooper for his vision and leadership.

## OUR ROLE IN THE STATE ECONOMY

As a system, we play a key role in the North Carolina economy. Fiscal year 2019 marks the NC ABC Commission's 4<sup>th</sup> consecutive record-setting year

for ten-digit sales, where retail sales increased 7.86% and sales to restaurant and other businesses with mixed beverage permits increased 9.03% over the prior year. This billion-dollar ABC revenue resulted in \$349,573,154 being transferred into the General Fund for use by the North Carolina General Assembly. The ABC system is entirely self-funded. Operations of the NC ABC warehouse complex, the ABC stores, and the ABC Commission itself are all funded from the sale of bottles of liquor, not from the General Fund.

## KEEPING FUNDS LOCAL

This record-setting amount of ABC revenue also makes a meaningful

difference to communities large and small across our state. In FY19 \$26,572,777 went to local alcohol law enforcement and local alcohol prevention / treatment / recovery programs. Additionally, local ABC boards, which are appointed by their own municipal council or county commission, regularly sponsor impactful public service projects in their communities. In FY19, the ABC system also distributed \$84,792,780 directly to city municipal and county services. This funding gives local governments the flexibility to embark on projects that better their communities in ways that best reflect their own local needs and cultural values.



## THE COMING YEAR

While FY19 was a busy one, we have no intentions of slowing down at the NC ABC Commission. Over the coming year you will notice many changes. A critical focus of my tenure at the ABC Commission is innovation, and in line with that priority an employee innovation committee was created in early 2019. The NC ABC Commission's public website has been redesigned to optimize our customers' experience. The Commission has also developed a free and comprehensive responsible alcohol delivery training course for individuals seeking to obtain a permit to deliver alcohol. These are only a small sample of the changes our staff are working hard to implement.

In closing, I am constantly reminded of how proud I am to serve as Chairman of the North Carolina ABC Commission and to work with such impassioned, talented, and hard-working individuals. Thank you all again for the important role you play in our collective success.

Sincerely,



A.D. Zander Guy, Jr.



From left to right: Karen L. Stout, Commissioner A.D. "Zander" Guy, Jr., Chairman, and Norman A. Mitchell, Sr., Commissioner.

## LEGISLATIVE UPDATE

THE FOLLOWING BILLS WERE SIGNED INTO LAW DURING THE 2019 REGULAR SESSION OF THE NC GENERAL ASSEMBLY:

- SL 2019-182 (S290)** An act to make various revisions to the Alcoholic Beverage Control laws of this state
- SL 2019-52 (H389)** An act to authorize Public Colleges and Universities to allow alcohol sales at stadiums, athletic facilities, and arenas located on school property
- SL 2019-49 (S11)** An act to strengthen permitting enforcement authority of the ABC Commission
- SL 2019-18 (H363)** An act to confirm the state's support of the three-tier system, and to promote the growth of small and mid-sized independent craft breweries
- SL 2019-13 (H130)** An act to authorize nonprofit organizations to operate "Game Nights"
- SL 2019-6 (S56)** An act to make technical changes to the revenue laws



## NEW ADMINISTRATOR

Agnes Stevens was named Administrator of the ABC Commission in August 2019. She previously had served as Deputy Director of Policy for the agency. She joined the ABC Commission as Public Affairs Director in 2009.

Prior to joining the Commission, she spent more than 25 years as a communications strategist in the private sector and began her career as a newspaper reporter.

A North Carolina native, Stevens hails from Dudley in southern Wayne County and is a proud graduate of St. Mary's College and Davidson College.

# LOCAL ABC BOARD VISITS

TOWN OF HERTFORD ABC

JOHNSTON COUNTY ABC

CAMDEN COUNTY ABC

MECKLENBURG COUNTY ABC

GATES COUNTY ABC

CHOWAN COUNTY ABC

WILSON COUNTY ABC

PASQUOTANK COUNTY ABC



Chairman Guy is continuing with his commitment to visit every local ABC board during his tenure. See some of the hard-working and dedicated boards he visited in FY19, as well as his progress in reaching all the boards.

The members and employees of the local ABC boards are ambassadors for the ABC system. During his visits across the state, Chairman Guy expresses his appreciation for the critical role all the ABC boards provide on the front lines for the citizens of North Carolina.



# WHAT WE DO

As the chief regulator for all alcoholic beverages in the state, the ABC Commission meets the demands of a growing state and a rapidly changing market. ABC Commission staff serve the public in the following areas:

- Administration
- Investigations
- Product Compliance
- Community Outreach
- Legal
- Public Affairs
- Education
- Local ABC Board Support
- Reception
- Human Resources
- Performance Audits
- Record Keeping
- Information Technology
- Permitting
- Rules Coordination
- Inspections
- Price Management
- Training



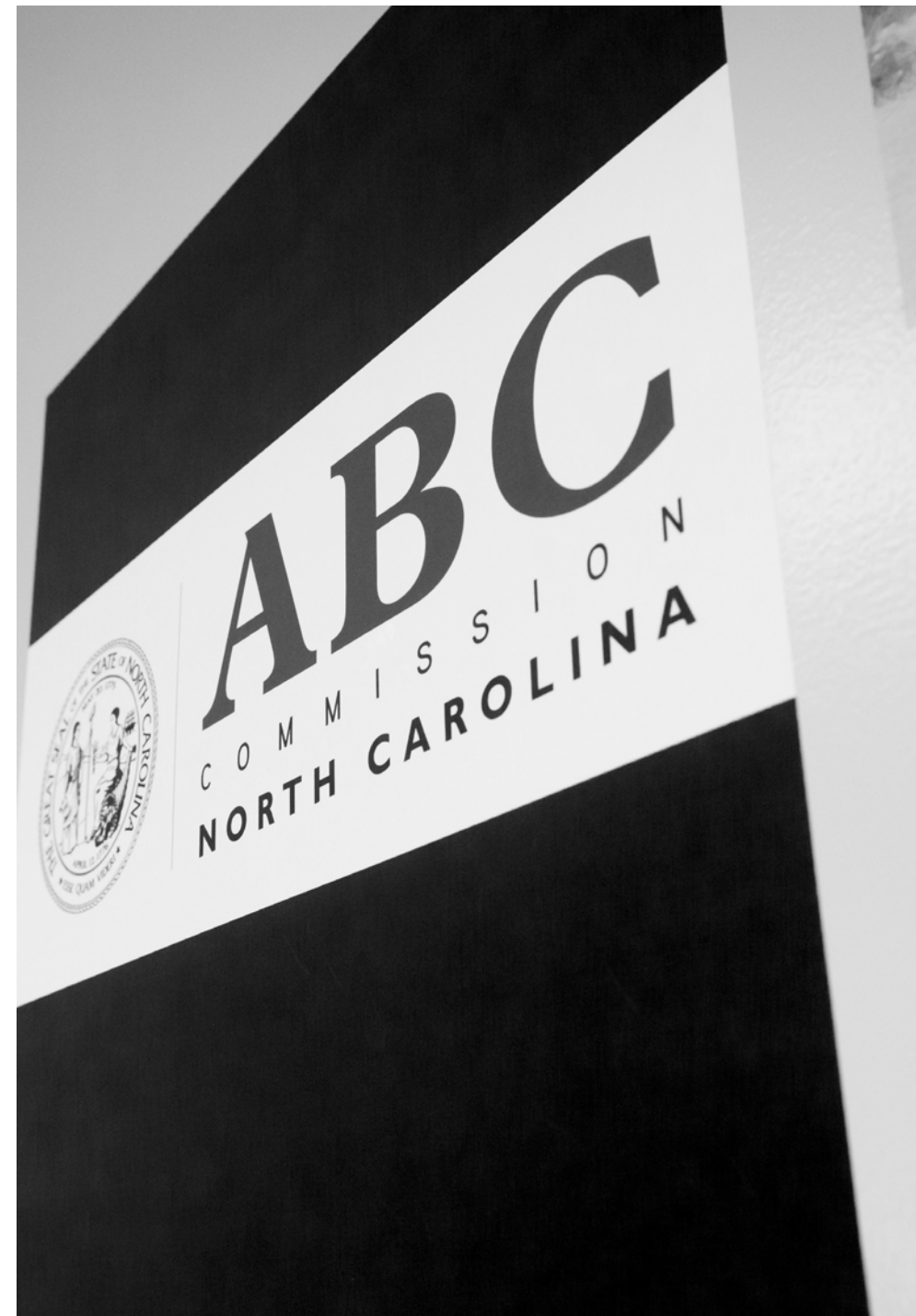
# SECTION UPDATES

## AUDITS & INVESTIGATIONS

The ABC Commission works diligently to help permitted businesses comply with all the statutes and rules that govern an entity involved in the service or sale of alcohol. Throughout the year, the Audit Section launches thousands of investigations and inspections and conducts full audits of retail locations across the state. In FY19, Audit staff gave 1,517 written warnings and submitted 118 violation reports to the Legal Section for consideration of sanctions against permit holders.

## INFORMATION TECHNOLOGY

The Information Technology (IT) Section recently has redesigned the ABC Commission's website to optimize the user experience. The entire website is now mobile-friendly and task-based. The search functions for permittees, ABC stores, and beer and wine products all have been enhanced. IT has developed a permitting wizard to help applicants find the right permit for their needs. The website also features a special-access portal for law enforcement officers to use to review permit data and submit violation reports.



## EDUCATION OUTREACH

FY19 was the first full year for the Education Outreach Section, formed by combining the ABC Commission's Initiative to Reduce Underage Drinking and its Seller / Server Education Training programs.

One focus of the combined section is the award-winning Talk it Out campaign, which has continued to run television, radio, and digital advertising in English and Spanish throughout the state. Throughout the year, the media campaign reminded adults to engage with the young people in their lives and educate them about the dangers of underage drinking. During FY19, the campaign brought on eight ambassadors who are prevention-specialists located strategically throughout the state to assist local ABC boards or other local partners with education programming.

The Education Outreach Section also emphasized the importance of accurate and consistent information in responsible seller/server training programs. Throughout FY19, Education Outreach staff worked with hundreds of trainers from other organizations across the state to consolidate the information and messaging around responsible sales, service, and delivery of alcohol. This culminated in a one-day "train the trainers" conference for responsible seller/server training providers in North Carolina. Over the course of the year, the ABC Commission trained 16,558 sellers and servers of alcohol in-person and online.

## LEGAL

The ABC Commission Legal Section collaborates with law enforcement agencies to help safeguard the public. While sworn law officers do the enforcement, the ABC Commission utilizes suspensions and financial penalties to ensure that permit holders that have violated ABC laws are held accountable.

Each month, the ABC Commission meets to review an average of 80 cases where businesses could pay a fine or have their permits suspended. In FY 19, 1,311 violations were received by the Commission's Legal Section. This led to \$1.26 million in fine payments that benefit the school districts in which the ABC violation occurred.

North Carolina's ABC Laws are found in Chapter 18B of the NC General Statutes. The ABC Commission's Rules are found in Title 14B, Chapter 15 of the NC Administrative Code.

## PERMITTING & PRODUCT COMPLIANCE

The Permit Section assists applicants ranging from mom-and-pop shops all the way to mega-corporations with many different types of permit applications. With great attention to detail, this section reviews and processes all permit applications for retail (restaurants, convenience stores, etc.), one-time (weddings or non-profit events), and commercial (breweries, wholesalers, etc.) activities. In FY19 the ABC Commission issued approximately 11,470 new permits and renewed 26,714 permits, while maintaining more than 67,774 permanent permits generating \$26.57 million for the state's General Fund.

North Carolina law requires that all alcoholic beverage products be approved by the ABC Commission prior to being sold. Spirituous liquor products are approved by the Commission administration, while malt-beverages, fortified wine, and unfortified wine products are processed by the Product Compliance Section. With 91,408 wine products and 25,365 beer products for sale in North Carolina, the dedicated staff in the section stay busy ensuring breweries, wineries, wholesalers, and non-resident suppliers' products are in compliance.



## NC DISTILLERIES

IN PRODUCTION AS OF JUNE 30, 2019

1. Apothecary Beverage Co.
2. Asheville Distilling Co.
3. Barrister & Brewer
4. Blue Ridge Distilling
5. Bogue Sound Distillery
6. Broad Branch Distillery
7. Broadslab Distillery
8. Brothers Vilgalys Spirits
9. Call Family Distillers
10. Cape Fear Distillery
11. Carolina Country Distillery
12. Copper Barrel Distillery
13. Covington Spirits
14. Cultivated Cocktails
15. Dalton Distillery
16. Dayton
17. Diablo Distilleries
18. Doc Porter's Distillery
19. Dragon Moonshine Co.
20. Durham Distillery
21. Eda Rhyne Distilling
22. Elevated Mountain Distilling
23. Fainting Goat Spirits
24. Fair Game Beverage
25. Foothills Distillery
26. GIA Distillery
27. Gold Leaf Distilling Co.
28. Graybeard Distillery
29. Great Wagon Road Distilling
30. Gunpowder Creek Distillery
31. H & H Distillery
32. Holman Distillery
33. Howling Moon
34. Instill Distilling
35. Kitty Hawk Stills
36. Lassiter Distilling
37. Laws Distillery
38. Lizard Lick Brewing & Distiller
39. Lonerider Spirits
40. Mayberry Distillery
41. MHW / Creekwater
42. Mother Earth Brewing
43. Muddy River Distillery
44. Murto Made
45. Oak & Grist Distilling Co.
46. Oaklee Distilling Co.
47. Outer Banks Craft Distilling
48. Piedmont Distillers
49. Pinetop Distillery
50. Prost Beverage
51. Raleigh Rum Company
52. RRC / Oak City Amaretto
53. Scotts Point Distillery
54. Seven Jars Distillery
55. Seventy Eight C Spirits
56. Soulshine
57. South Mountain Distilling
58. Southern Artisan Spirits
59. Southern Distilling Co.
60. Southern Grace Distilleries
61. Sutler's Spirit Company
62. The Old Nick Williams Co.
63. Three Stacks Distilling Co.
64. Top of the Hill Distillery
65. Two Trees Distilling
66. Walton's Distillery
67. Warehouse Distillery
68. WRC Distillery



# ABC BOARD NEWS

## FY 2019 ELECTION RESULTS

MUNICIPALITY	MIXED BEVERAGE ELECTIONS	ABC STORE ELECTIONS
Long View (Burke and Catawba Counties)	Voted <b>Yes</b>	—
Gaston County	Voted <b>Yes</b>	Voted <b>Yes</b>
Pikeville (Wayne County)	Voted <b>Yes</b>	Voted <b>Yes</b>
Tabor City (Columbus County)	Voted <b>Yes</b>	—

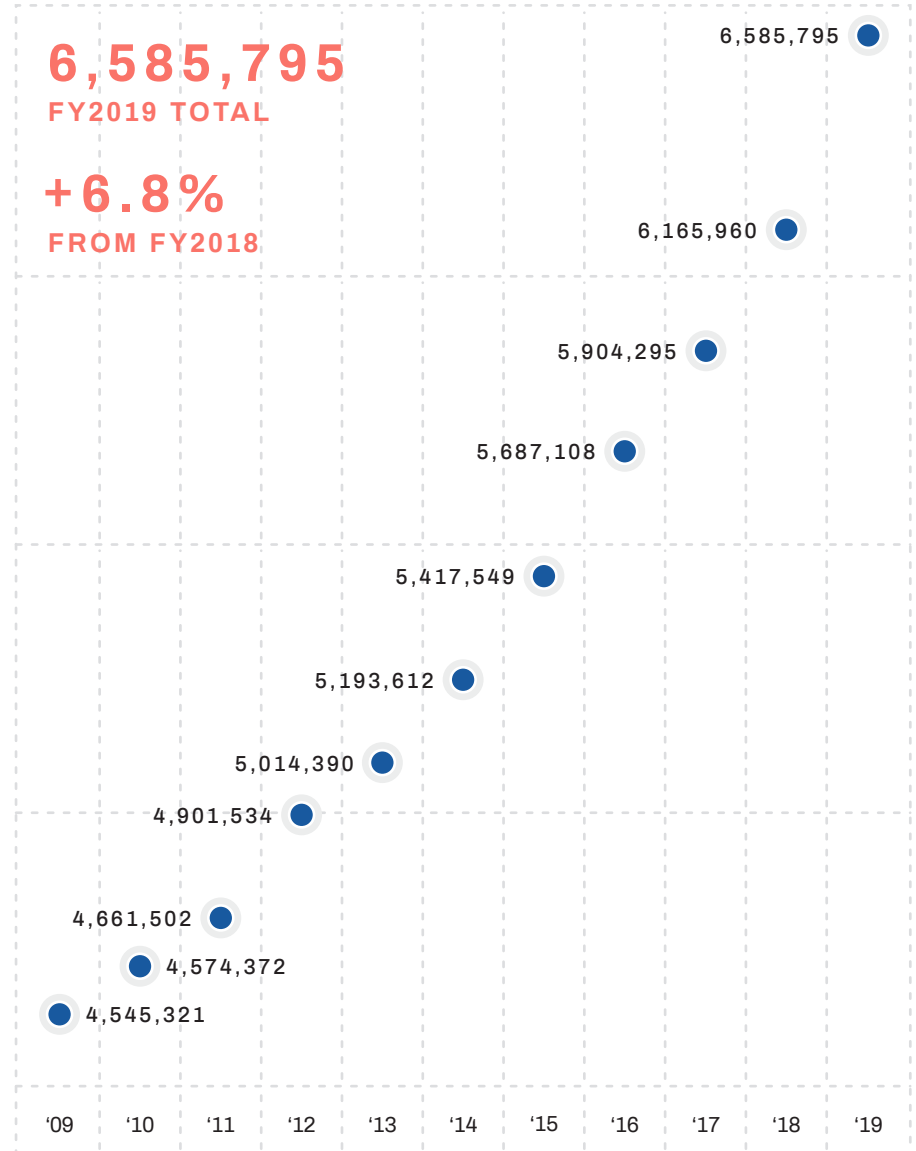
# ABC STORE OPENINGS & CLOSINGS

437 TOTAL ABC STORES AS OF JUNE 30, 2019

ABC BOARD	OUTCOME
Catawba County	Opened 1 Store
Concord	Opened 1 Store
Johnston County	Opened 1 Store
Marshville	Opened 1 Store
Mecklenburg County	Opened 1 Store
Mocksville-Cooleemee	Opened 1 Store ( <i>merger 7/1/2018</i> )
Pitt County	Closed 1 Store
Rowan/Kannapolis	Closed 1 Store
Wake County	Opened 1 Store
Wilson County	Closed 1 Store

# CASE SHIPMENTS

FY 2009 - 2019





ABC BOARDS BY COUNTY (NUMBER OF STORES)	SALES			EXPENSES	
	GROSS SALES	PERCENT CHANGE OVER FY 2018	FORECAST FOR FY 2020	STATE TAXES COLLECTED	COST OF LIQUOR SOLD
<b>ALAMANCE</b>					
Alamance Municipal (5)	15,366,569	10.65%	16,601,200	3,585,028	7,953,660
<b>ALLEGHANY</b>					
Sparta (1)	874,054	2.64%	904,500	201,100	453,964
<b>ANSON</b>					
Wadesboro (1)	1,518,931	4.62%	1,484,100	343,890	808,302
<b>ASHE</b>					
West Jefferson (1)	2,060,456	8.61%	2,167,500	469,215	1,095,966
<b>AVERY</b>					
High Country (1)	3,649,579	6.52%	3,876,495	861,849	1,864,055
Beaufort County (6)	5,989,345	8.67%	6,045,000	1,367,150	3,135,816
Bertie County (1)	860,924	7.40%	842,000	193,006	460,238
<b>BLADEN</b>					
Elizabethtown (1)	1,643,028	14.81%	1,500,000	371,857	880,227
<b>BRUNSWICK</b>					
Belville (2)	4,471,266	13.30%	4,567,775	1,007,822	2,422,553
Boiling Spring Lakes (1)*			1,020,000		
Brunswick County (2)	3,501,683	6.18%	3,163,151	822,806	1,813,774
Calabash (1)	1,868,333	10.47%	1,925,851	441,285	921,466
Oak Island (1)	3,267,242	1.58%	3,700,000	768,336	1,682,043
Ocean Isle Beach (1)	2,574,403	11.53%	2,713,359	619,982	1,312,442
Shalotte (1)	2,150,025	9.71%	2,100,000	499,441	1,110,282
Southport (1)	3,689,296	12.39%	4,000,000	872,680	1,888,023
Sunset Beach (1)	1,784,566	4.81%	1,783,404	409,764	930,095
<b>BUNCOMBE</b>					
Asheville (9)	38,279,315	8.51%	40,684,881	9,313,986	19,062,665
Black Mountain (1)	2,798,705	18.31%	2,898,000	644,101	1,462,503
Weaverville (1)	3,288,388	8.42%	3,416,250	744,770	1,737,311
Woodfin (1)	1,893,042	5.78%	1,947,500	426,349	1,003,705
<b>BURKE</b>					
Morganton (1)	3,677,753	6.69%	3,598,034	849,587	1,922,458
Valdese (1)	1,122,746	6.89%	1,121,100	256,255	581,269
<b>CABARRUS</b>					
Concord (7)	19,250,082	13.37%	21,990,000	4,501,556	9,869,881

NSES		LOCAL PROFITS			LOCAL DISTRIBUTIONS <i>LAW ENFORCEMENT, ALCOHOL EDUCATION, COUNTY/MUNICIPAL</i>	
OPERATING EXPENSES	OTHER INCOME & EXPENSE	PROFIT BEFORE DISTRIBUTIONS FY19	PROFIT PERCENT TO SALES	PROFIT BEFORE DISTRIBUTIONS FY18	FY 2019	FORECAST FOR FY 2020
2,354,556	16,698	1,490,023	9.70%	1,202,216	1,113,855	1,144,500
145,261	865	73,262	8.38%	69,955	50,353	119,984
263,014	3,627	107,352	7.07%	97,030	95,500	64,680
303,195	0	192,080	9.32%	175,076	115,963	135,800
498,151	2,518	428,042	11.73%	390,033	341,715	413,600
1,110,839	5,592	377,730	6.31%	384,829	226,209	206,800
179,177	138	28,641	3.33%	306	25,673	16,842
197,595	86	193,435	11.77%	136,239	122,508	138,000
610,471	0	430,420	9.63%	333,498	349,497	244,277
				36,047		39,000
598,636	86,201	339,980	9.71%	243,816	57,537	48,142
275,210	1,274	231,646	12.40%	140,878	182,459	118,900
472,809	2,867	346,921	10.62%	352,706	315,309	283,120
372,507	8,831	278,303	10.81%	236,504	239,196	288,073
410,933	1,764	131,133	6.10%	151,662	69,666	30,000
486,038	5,633	443,048	12.01%	350,457	443,048	444,113
306,690	8,170	131,091	7.35%	111,673	60,519	55,900
4,888,495	163,167	4,880,220	12.75%	4,319,219	4,024,174	3,683,661
360,596	2,340	330,325	11.80%	226,064	154,990	123,000
542,601	52,388	213,710	6.50%	184,064	188,457	109,329
330,139	2,520	135,369	7.15%	80,514	69,706	68,000
455,440	1,965	452,233	12.30%	450,036	447,408	449,775
209,121	6,665	70,454	6.28%	49,540	0	0
2,612,264	283,504	2,469,411	12.83%	2,055,222	800,109	944,000





ABC BOARDS BY COUNTY (NUMBER OF STORES)	SALES			EXPENSES	
	GROSS SALES	PERCENT CHANGE OVER FY 2018	FORECAST FOR FY 2020	STATE TAXES COLLECTED	COST OF LIQUOR SOLD
Mount Pleasant (1)	915,201	6.13%	1,000,000	208,891	483,613
<b>CALDWELL</b>					
Granite Falls (1)	1,294,498	10.53%	1,260,600	293,640	668,413
Lenoir City (2)	3,635,867	4.00%	3,600,000	828,641	1,893,836
<b>Camden County (2)</b>	1,544,028	7.06%	1,615,000	345,969	822,561
<b>Carteret County (6)</b>	15,917,730	6.75%	15,948,000	3,759,609	8,064,424
<b>Caswell County (4)</b>	2,248,744	3.12%	2,286,240	509,509	1,196,466
<b>Catawba County (12)</b>	21,400,909	6.35%	22,301,720	4,974,869	11,043,978
<b>CHATHAM</b>					
<b>Chatham County (3)</b>	4,435,659	12.78%	4,618,392	1,005,135	2,314,110
Pittsboro (1)	1,706,664	12.04%	1,718,970	392,701	891,287
Siler City (1)	1,558,699	11.12%	1,604,330	351,721	825,500
<b>CHEROKEE</b>					
Andrews (1)	813,593	4.74%	850,000	184,493	429,660
Murphy (1)	3,435,484	8.71%	3,536,000	778,832	1,817,798
<b>Chowan County (1)</b>	1,644,591	8.67%	1,649,288	377,572	877,284
<b>Clay County (1)</b>	2,654,702	7.59%	2,713,000	603,054	1,396,950
<b>CLEVELAND</b>					
Kings Mountain (1)	1,972,294	9.07%	2,066,904	450,575	1,043,903
Shelby (2)	5,105,478	10.27%	5,356,000	1,175,373	2,675,962
<b>COLUMBUS</b>					
Brunswick (1)	524,638	6.60%	579,000	118,105	296,471
Lake Waccamaw (1)	504,288	17.02%	625,000	113,456	245,524
Tabor City (1)	947,444	16.23%	956,000	213,295	516,472
West Columbus (1)	727,879	11.56%	755,590	163,812	390,755
Whiteville (1)	1,424,959	8.98%	1,200,000	327,077	751,345
<b>Craven County (5)</b>	11,425,047	6.19%	11,649,485	2,659,758	5,936,528
<b>Cumberland County (11)</b>	39,938,360	9.76%	40,000,000	9,335,496	20,563,865
<b>Currituck County (3)</b>	6,047,736	2.12%	5,641,089	1,395,912	3,143,714
<b>Dare County (5)</b>	17,982,625	1.44%	18,015,000	4,264,151	9,139,221
<b>DAVIDSON</b>					
Lexington (2)	5,062,983	6.89%	5,275,200	1,159,062	2,671,333
Thomasville (1)	3,422,654	8.51%	3,530,480	782,920	1,788,888

NSES		LOCAL PROFITS			LOCAL DISTRIBUTIONS <i>LAW ENFORCEMENT, ALCOHOL EDUCATION, COUNTY/MUNICIPAL</i>	
OPERATING EXPENSES	OTHER INCOME & EXPENSE	PROFIT BEFORE DISTRIBUTIONS FY19	PROFIT PERCENT TO SALES	PROFIT BEFORE DISTRIBUTIONS FY18	FY 2019	FORECAST FOR FY 2020
194,466	597	28,828	3.15%	37,319	26,900	13,960
193,511	350	139,284	10.76%	112,263	141,741	102,460
537,955	978	376,413	10.35%	340,912	347,158	320,000
295,025	33	80,506	5.21%	73,499	76,696	34,600
2,061,848	19,062	2,050,911	12.88%	2,036,879	1,802,899	1,143,800
484,190	232	58,811	2.62%	47,898	66,858	74,967
3,223,680	2,115	2,160,497	10.10%	1,717,500	908,399	1,355,300
891,767	104	224,751	5.07%	193,843	136,249	142,447
211,249	255	211,682	12.40%	166,700	150,054	138,905
249,188	803	131,895	8.46%	103,168	62,342	67,545
186,681	23	12,782	1.57%	9,003	12,000	15,074
554,451	185,600	470,003	13.68%	247,120	415,100	127,000
267,955	20,438	142,218	8.65%	122,823	142,218	93,130
410,616	202	244,284	9.20%	242,564	242,000	117,000
290,814	862	187,864	9.53%	164,939	95,928	106,140
841,897	495	412,741	8.08%	321,292	412,572	365,500
95,449	3,155	17,768	3.39%	28,368	25,376	11,700
78,546	5	66,767	13.24%	28,551	39,103	22,450
126,081	248	91,844	9.69%	96,575	41,240	38,300
165,199	40,532	-22,995	-3.16%	10,355	3,500	9,000
245,238	34,548	71,443	5.01%	90,408	94,044	82,000
1,655,450	4,114	1,177,425	10.31%	1,140,592	1,008,826	1,000,000
5,718,374	16,325	4,336,950	10.86%	4,016,762	4,170,853	3,573,230
847,158	6,142	658,350	10.89%	634,954	658,350	259,505
2,235,940	71,164	2,414,477	13.43%	2,373,988	2,113,182	2,239,302
547,187	1,468	685,219	13.53%	601,124	557,855	358,000
478,598	250	372,498	10.88%	311,020	131,355	265,824



ABC BOARDS BY COUNTY (NUMBER OF STORES)	SALES			EXPENSES	
	GROSS SALES	PERCENT CHANGE OVER FY 2018	FORECAST FOR FY 2020	STATE TAXES COLLECTED	COST OF LIQUOR SOLD
<b>DAVIE</b>					
Mocksville-Cooleemee (2)	1,808,007	50.91%	2,202,900	416,230	983,125
<b>DUPLIN</b>					
Kenansville (1)	570,015	2.92%	564,000	128,951	304,781
Wallace (1)	1,819,622	12.37%	1,717,040	417,067	958,758
Warsaw (1)	748,182	16.62%	752,890	169,570	405,939
<b>Durham County (8)</b>	40,317,691	7.96%	42,037,016	9,501,411	20,658,921
<b>Edgecombe County (5)</b>	5,196,425	4.52%	5,199,000	1,176,470	2,765,950
<b>FORSYTH</b>					
Triad Municipal (14)	50,410,901	6.37%	51,153,600	11,767,554	26,087,462
<b>FRANKLIN</b>					
Bunn (1)	941,689	7.02%	903,516	211,730	507,043
Franklinton (1)	1,219,195	4.05%	1,361,600	274,471	658,586
Louisburg (1)	1,763,862	7.19%	1,850,218	400,655	933,206
Youngsville (1)	1,410,440	12.42%	1,511,266	319,773	749,187
<b>GASTON</b>					
Belmont (1)	2,611,690	108.61%	3,086,000	613,130	1,346,395
Bessemer City (1)	621,806	12.99%	663,600	142,607	325,823
Cherryville (1)	1,154,059	9.86%	1,162,000	259,536	614,232
Cramerton (2)	2,817,377	-7.03%	3,100,000	636,392	1,535,500
Gastonia (5)	11,956,422	8.28%	12,408,000	2,777,225	6,210,270
Mount Holly (1)	2,223,164	0.30%	2,223,900	507,231	1,175,722
<b>Gates County (2)</b>	805,966	4.91%	804,000	180,987	431,126
<b>Granville County (2)</b>	4,708,341	8.90%	4,725,000	1,071,515	2,471,060
<b>Greene County (2)</b>	896,791	12.36%	824,000	201,926	473,069
<b>GUILFORD</b>					
Gibsonville (1)	1,174,212	-5.32%	1,239,200	266,942	622,084
Greensboro (15)	53,071,539	8.27%	55,000,000	12,504,938	27,173,370
High Point (6)	20,200,532	8.05%	20,300,000	4,654,215	10,381,663
<b>Halifax County (5)*</b>	5,764,970	8.66%	5,823,926	1,315,289	3,042,474
<b>HARNETT</b>					
Angier (1)	2,599,389	21.49%	2,994,450	584,506	1,372,593
Dunn (2)	2,621,469	6.16%	2,636,000	596,876	1,392,410
Lillington (1)	2,102,213	10.97%	2,100,000	492,248	1,087,114

NSES		LOCAL PROFITS			LOCAL DISTRIBUTIONS <i>LAW ENFORCEMENT, ALCOHOL EDUCATION, COUNTY/MUNICIPAL</i>	
OPERATING EXPENSES	OTHER INCOME & EXPENSE	PROFIT BEFORE DISTRIBUTIONS FY19	PROFIT PERCENT TO SALES	PROFIT BEFORE DISTRIBUTIONS FY18	FY 2019	FORECAST FOR FY 2020
407,923	20,256	-12,327	-0.68%	35,476	15,496	46,000
104,154	1,618	33,025	5.79%	30,052	33,026	7,956
265,038	4,089	174,716	9.60%	112,867	120,000	120,440
145,878	6	26,801	3.58%	8,468	554	0
5,150,206	95,528	5,094,539	12.64%	4,185,267	3,306,928	2,592,005
928,222	5,027	330,810	6.37%	361,404	280,810	158,500
6,316,579	57,286	6,233,938	12.37%	5,671,712	5,562,996	4,729,913
167,130	0	55,786	5.92%	45,788	49,786	26,593
209,959	739	76,918	6.31%	107,136	72,718	73,500
297,748	445	132,698	7.52%	78,290	122,698	140,691
230,254	0	111,226	7.89%	106,936	100,885	40,000
501,990	134,668	230,003	8.81%	47,094	91,870	138,050
152,054	122	1,444	0.23%	921	16,000	0
234,875	508	45,924	3.98%	26,870	32,552	33,000
682,303	51,433	-88,211	-3.13%	89,681	72,729	82,320
1,801,155	36,389	1,204,161	10.07%	1,080,809	1,119,594	746,000
310,038	3,176	233,349	10.50%	219,471	246,928	199,232
180,781	0	13,072	1.62%	3,328	3,000	0
722,198	9,878	438,662	9.32%	442,262	173,668	144,000
183,880	1,059	38,975	4.35%	15,045	37,975	2,000
238,710	13,144	37,070	3.16%	86,300	14,485	17,000
7,069,743	13,913	6,337,401	11.94%	5,620,969	5,537,401	4,147,057
2,769,511	14,508	2,404,541	11.90%	2,043,956	2,338,426	1,782,390
941,656	5,985	471,536	8.18%	299,905	0	173,500
320,531	463	322,222	12.40%	208,448	86,849	85,305
453,778	6,189	184,594	7.04%	165,166	146,025	146,675
309,777	1,257	212,341	10.10%	150,864	18,393	117,080





ABC BOARDS BY COUNTY (NUMBER OF STORES)	SALES			EXPENSES	
	GROSS SALES	PERCENT CHANGE OVER FY 2018	FORECAST FOR FY 2020	STATE TAXES COLLECTED	COST OF LIQUOR SOLD
<b>HAYWOOD</b>					
Canton (1)	1,599,505	8.59%	1,700,000	359,259	855,227
Maggie Valley (2)	2,736,343	8.48%	2,600,000	625,824	1,438,470
Waynesville (1)	3,110,089	8.91%	3,213,552	724,635	1,606,845
<b>HENDERSON</b>					
Fletcher (1)	2,555,935	11.95%	2,650,274	574,491	1,354,521
Hendersonville (3)	7,894,834	10.19%	8,200,000	1,830,803	4,066,820
Laurel Park (1)	1,412,338	8.19%	1,372,600	324,108	739,949
<b>Hertford County (3)</b>	2,459,310	3.61%	2,510,613	561,602	1,273,071
<b>Hoke County (2)</b>	2,873,665	26.60%	2,945,000	652,917	1,521,708
<b>Hyde County (2)</b>	857,011	7.29%	850,600	207,444	427,427
<b>IREDELL</b>					
Mooresville (3)	12,504,064	8.97%	13,662,647	2,930,633	6,479,314
Statesville (2)	6,622,917	6.65%	6,583,125	1,525,967	3,439,457
Troutman (1)	1,632,470	18.09%	1,622,325	368,738	863,294
<b>Jackson County (2)</b>	5,065,139	4.85%	4,945,555	1,184,556	2,608,778
<b>Johnston County (9)</b>	18,193,694	12.97%	19,271,280	4,185,102	9,527,446
<b>Jones County (3)*</b>			1,100,000		
<b>LEE</b>					
Sanford (2)	6,619,618	9.07%	6,795,000	1,520,434	3,473,060
<b>Lenoir County (3)</b>	4,849,931	6.96%	4,738,000	1,113,601	2,531,933
<b>LINCOLN</b>					
<b>Lincoln County (2)</b>	4,437,822	13.08%	5,673,900	1,022,722	2,300,967
Lincolnton (2)	3,136,660	7.48%	3,360,000	723,980	1,635,726
<b>MACON</b>					
Franklin (1)	2,959,470	5.23%	3,125,350	676,672	1,557,902
Highlands (1)	2,047,529	7.29%	2,144,823	497,354	1,021,494
<b>Martin County (2)</b>	2,303,251	6.91%	2,350,000	521,803	1,204,665
<b>MCDOWELL</b>					
Marion (2)	2,957,880	9.46%	3,165,506	678,664	1,568,864
<b>Mecklenburg County (27)</b>	178,504,915	9.08%	188,000,000	43,117,891	89,414,236
<b>MITCHELL</b>					
Spruce Pine (1)	1,389,954	5.53%	1,390,000	315,576	732,865
<b>Montgomery (2)</b>	1,823,180	9.01%	1,733,710	418,063	953,500

NSES		LOCAL PROFITS			LOCAL DISTRIBUTIONS <i>LAW ENFORCEMENT, ALCOHOL EDUCATION, COUNTY/MUNICIPAL</i>	
OPERATING EXPENSES	OTHER INCOME & EXPENSE	PROFIT BEFORE DISTRIBUTIONS FY19	PROFIT PERCENT TO SALES	PROFIT BEFORE DISTRIBUTIONS FY18	FY 2019	FORECAST FOR FY 2020
318,835	3,979	62,205	3.89%	60,461	36,865	52,000
460,631	12,025	199,541	7.29%	108,308	14,580	36,000
422,163	15,011	341,435	10.98%	288,235	270,054	207,052
444,478	0	182,445	7.14%	155,029	182,840	202,404
1,323,021	4,810	679,000	8.60%	603,554	544,944	490,000
257,438	1,092	91,935	6.51%	75,771	83,466	73,700
513,639	1,145	112,143	4.56%	29,900	56,187	56,187
443,690	16	255,366	8.89%	183,178	97,687	101,090
162,447	1,301	60,994	7.12%	53,205	29,534	29,450
1,215,753	10,823	1,889,187	15.11%	1,686,153	1,986,643	2,204,483
1,053,623	9,289	610,457	9.22%	548,715	551,150	290,302
240,050	20,922	139,494	8.54%	96,279	47,116	64,442
634,110	1,480	639,175	12.62%	587,381	451,660	477,000
2,591,043	16,987	1,907,090	10.48%	1,799,642	1,716,651	2,012,876
				23,662		0
1,045,528	2,846	583,442	8.81%	472,120	484,785	315,000
725,741	46,931	525,587	10.84%	428,335	475,587	320,585
531,418	3,921	586,636	13.22%	534,127	258,724	273,300
589,694	5,657	186,151	5.93%	195,345	186,151	230,100
642,707	1,700	83,889	2.83%	71,330	70,334	72,200
357,667	340	171,354	8.37%	143,068	75,000	126,000
389,324	0	187,459	8.14%	159,894	119,901	83,450
463,823	33,604	232,223	7.85%	191,178	204,324	206,820
18,595,129	556,669	27,934,328	15.65%	24,394,114	20,783,837	16,856,281
253,803	51	87,761	6.31%	92,522	66,936	59,750
388,975	391	63,033	3.46%	53,494	54,951	0



ABC BOARDS BY COUNTY (NUMBER OF STORES)	SALES			EXPENSES	
	GROSS SALES	PERCENT CHANGE OVER FY 2018	FORECAST FOR FY 2020	STATE TAXES COLLECTED	COST OF LIQUOR SOLD
<b>Moore County (4)</b>	12,972,793	8.79%	12,770,000	3,069,464	6,642,141
<b>Nash County (9)</b>	11,871,926	7.73%	11,992,500	2,727,899	6,132,103
<b>New Hanover County (8)</b>	48,027,744	4.73%	46,874,347	11,580,599	23,770,842
<b>Northampton County (4)</b>	1,102,698	2.94%	1,095,000	247,908	588,527
<b>Onslow County (6)</b>	20,019,969	10.83%	19,989,000	4,712,020	10,209,856
<b>Orange County (8)</b>	21,364,459	5.85%	21,678,665	5,025,741	10,918,373
<b>Pamlico County (2)</b>	1,540,514	11.22%	1,578,325	358,606	839,869
<b>Pasquotank County (1)</b>	3,751,520	5.14%	3,900,800	876,516	1,937,732
<b>Pender County (4)</b>	7,564,308	9.75%	8,060,175	1,741,730	3,935,802
<b>PERQUIMANS</b>					
Hertford (1)	1,147,724	3.60%	1,180,000	258,737	608,513
<b>Person County (2)</b>	3,642,624	9.63%	3,828,712	833,746	1,911,137
<b>Pitt County (7)</b>	20,580,042	5.84%	20,705,000	4,843,744	10,490,885
<b>POLK</b>					
Columbus (1)	678,773	0.39%	692,795	153,426	345,721
Tryon (1)	566,002	14.29%	579,000	138,754	289,007
<b>RANDOLPH</b>					
Asheboro (1)	3,641,626	7.85%	3,521,650	840,527	1,873,868
Liberty (1)	908,777	6.09%	927,212	204,976	483,652
Ramseur (1)	652,021	18.02%	696,050	145,625	348,492
Randleman (1)	1,834,192	8.60%	1,995,400	417,975	954,706
<b>RICHMOND</b>					
Hamlet (1)	1,284,641	14.17%	1,370,000	293,652	683,911
Rockingham (2)	2,722,394	13.74%	2,455,000	621,220	1,469,808
<b>ROBESON</b>					
Fairmont (1)	736,704	4.19%	741,600	166,728	399,452
Lumberton (2)	4,345,790	11.17%	4,640,200	998,468	2,377,767
Maxton (1)	912,329	12.19%	1,050,000	205,662	478,018
Pembroke (1)	1,343,686	6.75%	1,360,000	309,166	716,759
Red Springs (1)	843,326	16.20%	849,386	190,462	456,527
Rowland (1)	257,670	5.28%	250,000	57,799	137,672
Saint Pauls (1)	1,400,577	8.32%	1,430,550	314,878	766,103
<b>ROCKINGHAM</b>					
Eden (1)	1,972,480	6.91%	1,943,250	452,135	1,042,415

NSES		LOCAL PROFITS			LOCAL DISTRIBUTIONS <i>LAW ENFORCEMENT, ALCOHOL EDUCATION, COUNTY/MUNICIPAL</i>	
OPERATING EXPENSES	OTHER INCOME & EXPENSE	PROFIT BEFORE DISTRIBUTIONS FY19	PROFIT PERCENT TO SALES	PROFIT BEFORE DISTRIBUTIONS FY18	FY 2019	FORECAST FOR FY 2020
1,163,910	28,513	2,125,791	16.39%	1,888,484	1,558,317	1,587,452
1,773,483	16,494	1,254,935	10.57%	1,108,363	860,766	647,595
6,226,146	235,809	6,606,186	13.75%	6,759,442	3,401,805	5,751,640
238,842	0	27,421	2.49%	15,676	0	4,671
3,096,979	13,594	2,014,708	10.06%	1,735,045	1,346,550	1,300,000
3,963,076	1,647	1,458,916	6.83%	1,074,918	939,000	830,000
272,317	3,088	72,810	4.73%	71,115	87,335	57,000
414,750	307	522,829	13.94%	501,146	522,829	416,000
1,190,229	324	696,871	9.21%	523,988	663,683	661,115
232,276	834	49,032	4.27%	88,754	49,032	48,400
436,622	3,506	464,625	12.76%	411,681	258,905	218,160
2,749,735	13,308	2,508,986	12.19%	2,461,643	2,023,515	1,650,000
139,464	0	40,162	5.92%	26,120	7,500	6,850
109,035	0	29,206	5.16%	34,887	3,389	6,300
534,913	2,895	394,017	10.82%	318,511	388,872	277,011
181,535	91	38,705	4.26%	25,473	32,462	30,175
141,086	0	16,818	2.58%	-11,679	294	2,500
280,688	597	181,420	9.89%	172,369	167,425	156,650
214,544	19	92,553	7.20%	59,055	87,553	56,300
420,252	0	211,114	7.75%	141,182	201,114	84,500
158,641	582	12,465	1.69%	10,897	7,952	6,248
706,619	43,969	306,905	7.06%	202,010	146,916	147,874
211,592	23	17,080	1.87%	22,627	10,000	17,146
239,365	6,190	72,206	5.37%	72,815	43,224	46,500
143,190	0	53,147	6.30%	9,003	23,732	0
56,995	11	5,193	2.02%	2,256	0	0
220,568	22	99,050	7.07%	81,936	44,484	1,600
346,273	2,144	133,801	6.78%	109,739	122,559	131,000





ABC BOARDS BY COUNTY (NUMBER OF STORES)	SALES			EXPENSES	
	GROSS SALES	PERCENT CHANGE OVER FY 2018	FORECAST FOR FY 2020	STATE TAXES COLLECTED	COST OF LIQUOR SOLD
Madison (1)	1,540,800	11.38%	1,600,000	352,294	816,601
Reidsville (1)	2,740,990	9.32%	2,550,000	626,163	1,445,026
<b>Rowan/Kannapolis (6)</b>	<b>14,196,402</b>	<b>5.98%</b>	<b>14,678,060</b>	<b>3,261,003</b>	<b>7,480,522</b>
<b>RUTHERFORD</b>					
Forest City (1)	2,449,509	6.56%	2,608,000	563,440	1,286,410
Lake Lure (1)	975,533	6.09%	990,500	231,176	497,517
Rutherfordton (1)	1,504,360	6.96%	1,515,000	345,498	764,271
<b>SAMPSON</b>					
Clinton (1)	2,373,208	7.95%	2,376,231	538,925	1,255,386
Newton Grove (1)	606,697	13.92%	635,000	137,005	311,079
Roseboro (1)	933,757	-2.79%	936,250	211,745	497,132
<b>Scotland County (1)</b>	<b>2,235,943</b>	<b>4.36%</b>	<b>2,185,000</b>	<b>505,112</b>	<b>1,197,611</b>
<b>STANLY</b>					
Albemarle (1)	3,505,268	9.70%	3,433,800	808,955	1,805,003
Locust (1)	2,028,669	9.66%	2,081,443	461,481	1,063,588
Norwood (1)	613,565	4.14%	600,000	138,340	325,237
<b>STOKES</b>					
Walnut Cove (1)*			998,000		
<b>SURRY</b>					
Dobson (1)	701,590	10.45%	650,500	157,591	372,136
Mount Airy (1)	2,597,827	9.97%	2,400,475	599,962	1,337,314
Pilot Mountain (1)	1,259,314	18.71%	1,250,000	282,777	659,623
Yadkin Valley (1)	1,999,411	7.19%	1,969,000	454,065	1,052,860
<b>SWAIN</b>					
Bryson City (1)	2,269,733	5.54%	2,413,527	523,462	1,190,875
<b>TRANSYLVANIA</b>					
Brevard (2)	4,045,745	8.69%	4,606,733	934,561	2,120,176
<b>Tyrrell County (1)</b>	<b>477,539</b>	<b>3.68%</b>	<b>472,500</b>	<b>115,061</b>	<b>241,974</b>
<b>UNION</b>					
Indian Trail (1)	4,559,631	6.54%	4,879,650	1,062,791	2,374,916
Marshville (1)	458,727		900,000	103,531	248,250
Monroe (1)	5,066,340	7.07%	5,300,000	1,178,324	2,630,427
Waxhaw (1)	3,814,516	17.42%	4,000,000	880,048	1,989,321
Wingate (1)	1,497,238	-8.06%	1,388,000	337,782	796,673

NSES		LOCAL PROFITS			LOCAL DISTRIBUTIONS <i>LAW ENFORCEMENT, ALCOHOL EDUCATION, COUNTY/MUNICIPAL</i>	
OPERATING EXPENSES	OTHER INCOME & EXPENSE	PROFIT BEFORE DISTRIBUTIONS FY19	PROFIT PERCENT TO SALES	PROFIT BEFORE DISTRIBUTIONS FY18	FY 2019	FORECAST FOR FY 2020
269,979	1,612	100,360	6.51%	85,487	51,166	62,500
476,119	7,456	186,226	6.79%	172,668	161,407	128,100
2,649,667	373,169	1,128,485	7.95%	662,601	492,030	497,000
381,993	4,595	222,261	9.07%	213,289	308,837	307,400
196,454	1,148	51,534	5.28%	37,532	40,185	8,500
293,607	1,585	102,569	6.82%	18,784	71,370	71,118
247,667	4,892	336,122	14.16%	289,144	282,673	176,461
111,041	179	47,751	7.87%	14,567	16,294	12,656
158,555	0	66,325	7.10%	56,051	17,923	13,000
412,055	39	121,204	5.42%	126,699	106,656	101,540
469,457	10,990	432,843	12.35%	451,434	372,409	283,000
387,508	0	116,092	5.72%	102,287	39,313	77,867
125,408	5,305	21,269	3.47%	20,797	1,307	1,300
				53,086		29,590
137,157	157	34,863	4.97%	21,440	22,542	11,456
443,032	773	218,292	8.40%	163,913	211,641	160,789
210,142	0	106,772	8.48%	72,625	43,434	56,600
280,799	27,835	189,896	9.50%	161,081	20,241	94,700
352,856	144	202,684	8.93%	203,028	220,800	211,978
604,544	82	386,546	9.55%	304,024	224,513	234,323
92,657	6,248	22,749	4.76%	13,206	1,071	1,152
658,132	127	463,919	10.17%	475,912	403,000	235,000
164,137	7,771	-64,962			0	0
733,423	5,887	530,053	10.46%	508,460	529,953	493,600
511,813	237	433,571	11.37%	279,524	355,250	315,000
259,187	1,300	104,896	7.01%	133,177	52,653	47,300



ABC BOARDS BY COUNTY (NUMBER OF STORES)	SALES			EXPENSES	
	GROSS SALES	PERCENT CHANGE OVER FY 2018	FORECAST FOR FY 2020	STATE TAXES COLLECTED	COST OF LIQUOR SOLD
<b>Vance County (1)</b>	4,087,910	3.88%	3,800,000	927,687	2,160,611
<b>Wake County (25)</b>	151,036,772	8.74%	146,160,000	35,898,078	77,238,633
<b>Warren County (2)</b>	2,666,969	4.57%	2,750,500	608,472	1,404,032
<b>Washington County (1)</b>	995,582	9.43%	965,000	226,274	524,969
<b>WATAUGA</b>					
Blowing Rock (1)	1,961,598	9.23%	1,850,000	477,374	980,338
Boone (1)	6,813,252	4.63%	6,868,000	1,617,914	3,469,867
<b>Wayne County (5)</b>	9,947,857	10.15%	10,140,029	2,284,268	5,158,284
<b>WILKES</b>					
North Wilkesboro (1)	1,432,336	4.77%	1,538,000	325,784	764,371
Wilkesboro (2)	2,591,851	2.93%	2,828,000	592,430	1,370,280
<b>Wilson County (5)</b>	9,310,633	9.01%	9,247,000	2,133,619	4,892,141
<b>YANCEY</b>					
Burnsville (1)	1,306,098	12.71%	1,450,000	297,603	682,772
<b>TOTALS</b>	<b>1,220,246,457</b>	<b>8.08%</b>	<b>1,251,617,185</b>	<b>286,586,485</b>	<b>626,743,845</b>

NSES		LOCAL PROFITS			LOCAL DISTRIBUTIONS <i>LAW ENFORCEMENT, ALCOHOL EDUCATION, COUNTY/MUNICIPAL</i>	
OPERATING EXPENSES	OTHER INCOME & EXPENSE	PROFIT BEFORE DISTRIBUTIONS FY19	PROFIT PERCENT TO SALES	PROFIT BEFORE DISTRIBUTIONS FY18	FY 2019	FORECAST FOR FY 2020
711,166	0	288,446	7.06%	259,907	159,196	120,590
14,735,640	356,391	23,520,812	15.57%	22,382,696	17,315,697	12,855,000
441,779	41,743	176,941	6.63%	187,476	12,121	91,500
202,638	879	42,580	4.28%	46,129	33,480	4,000
306,910	18,681	178,955	9.12%	172,808	125,141	94,000
888,175	54	837,350	12.29%	799,162	610,069	657,000
1,612,200	14,476	907,581	9.12%	695,880	395,250	394,524
347,135	0	-4,954	-0.35%	881	0	7,000
601,484	4,135	31,792	1.23%	32,614	0	55,500
1,481,512	30,204	833,565	8.95%	676,118	433,619	492,000
217,032	0	108,691	8.32%	81,416	8,562	7,500
<b>164,269,237</b>	<b>3,597,650</b>	<b>144,726,620</b>	<b>11.86%</b>	<b>129,220,847</b>	<b>107,967,364</b>	<b>94,389,545</b>



# REVENUES FROM SPIRITUOUS LIQUOR

ALL NC ABC BOARDS  
JULY 1, 2018 - JUNE 30, 2019

REVENUE TYPE	STATUTORY AUTHORITY	JUNE 30, 2019	JUNE 30, 2018	PERCENT CHANGE
Liquor Sales - Regular	—	976,725,984	905,552,749	7.86%
Mixed Beverage Sales	—	241,903,234	221,872,475	9.03%
Fortified Wine/Mixer Sales	—	1,617,239	1,598,311	1.18%
<b>TOTAL SALES</b>		<b>1,220,246,457</b>	<b>1,129,023,535</b>	<b>8.08%</b>
State Excise Tax	105-113.80(6); 18B-805(b)(2)	261,920,921	241,979,092	8.24%
Mixed Beverage Tax - Revenue	18B-804(b)(8),(9); 18B-805(b)(2)	19,254,469	18,032,378	6.78%
Mixed Beverage Tax - DHHS	18B-804(b)(8),(9); 18B-805(b)(3)	1,925,208	1,802,824	6.79%
Rehabilitation Tax	18B-804(b)(6b); 18B-805(b)(4)	3,398,193	3,200,218	6.19%
Wine Sales Tax	—	87,694	83,932	4.48%
Cost of Goods Sold	18B-805(b)(1)	626,743,845	581,905,863	7.71%
Operating Expenses	18B-805(b)(1)	164,269,237	153,472,247	7.04%
Interest Income	18B-805(a)	699,800	304,574	129.76%
Other Income/Expense	18B-805(a)	1,379,930	369,292	273.67%
Profit Before Distribution	—	144,726,620	129,220,847	12.00%
Profit Percent To Sales	—	11.86%	11.44%	0.42%
Law Enforcement	18B-805(c)(2)	9,784,212	8,864,613	10.37%
Alcohol Education	18B-805(c)(3)	13,390,372	13,045,237	2.65%
Net Profit	—	121,552,036	107,310,997	13.27%
County - City Distributions	18B-805(e)	84,792,780	80,405,138	5.46%
Number Of Stores	—	437	433	
Mixed Beverage Tax Retained	18B-805(b)(2); 18B-805(f)	17,329,399	16,226,150	6.80%
Liquor Sales Tax	105-164.4(a); 18B-805(b)(2)	68,397,764	63,414,141	7.86%
Surcharge Collected	18B-804(b)(6a); 18B-203(a)(15)	7,987,605	8,436,881	-5.33%
Bailment Collected	18B-804(b)(2); 18B-203(a)(15)	9,878,693	9,248,940	6.81%
Retail Bottles Sold	—	79,620,213	74,599,405	6.73%
Mixed Beverage Bottles Sold	—	9,990,073	9,264,755	7.83%

# ABC BY THE NUMBERS

## REVENUE

**1.2B**

More than **\$1.2 Billion** in ABC revenue generated by sales at ABC stores.

**85M**

**\$85 Million** distributed directly to city and county governments.

**27M**

**\$27 Million** collected from permitting fees, then distributed to the General Fund.

**350M**

**\$350 Million** in liquor revenues distributed to the General Fund.

**1.26M**

More than **\$1.26 Million** collected in fines, then sent to the school districts in which the ABC violation occurred.

## SALES

**169**

**169** local ABC boards that own/lease their own property and hire/manage their own staff.

**437**

**437** ABC stores owned by local ABC boards.

**68**

**68** distilleries in North Carolina.

**25.4K**

**25,365** beer products for sale in North Carolina.

**91.4K**

**91,408** wine products for sale in North Carolina.

## OUTREACH

**16.6K**

**16,558** alcohol sellers/servers trained.

**12M**

More than **12 Million** earned media impressions for the *Talk it Out* Campaign.

**1.2M**

More than **\$1.2 Million** in earned media value for *Talk it Out*.

**20M**

More than **20 Million** social media impressions for *Talk it Out*.

**2K**

More than **2,000** *Talk it Out* pledges signed by North Carolina teens and parents.

## COMPLIANCE

**3.9K**

**3,907** investigations of permitted businesses.

**2.2K**

**2,217** inspections of permitted businesses.

**1.5K**

**1,517** written warnings issued by ABC Audit/Investigation Section to permit holders.

**1.3K**

**1,311** violations received and processed by ABC Legal staff.

**80**

Approximately **80** cases are heard each month at the ABC Commission Meetings.

## PERMITS

**26.7K**

**26,714** renewed retail business permits (restaurants, convenience stores, clubs, etc.).

**11.5K**

**11,470** new ABC permits issued in FY19.

**26**

**26** types of commercial permits.

**37**

**37** types of retail permits.

**67.8K**

**67,774** permanent permits maintained.





# ABC

COMMISSION  
NORTH CAROLINA

[ABC.NC.GOV](http://ABC.NC.GOV) | [CONTACT@ABC.NC.GOV](mailto:CONTACT@ABC.NC.GOV)

North Carolina is one of 17 states to regulate alcohol through a control system. Since 1937, the North Carolina Alcoholic Beverage Control Commission has provided regulation and control over the sale, purchase, transportation, manufacture, consumption and possession of alcoholic beverages in the state of North Carolina.



4307 Mail Service Center  
Raleigh NC 27699-4307



400 East Tryon Rd  
Raleigh NC 27610



(919) 779 0700



(919) 662 3583