Revenues From Spirituous Liquor - North Carolina ABC Boards
July 1, 2010 - June 30, 2011

|  | Statutory Authority | 06/30/11 | 06/30/10 | Increase -Decrease | Percent <br> 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 |  |

Note:
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

