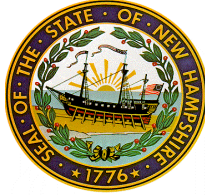


NEW HAMPSHIRE STATE LIQUOR COMMISSION

ANNUAL REPORT AND STATISTICAL SECTION
FISCAL YEAR JUNE 30, 2006



New Keene Retail Outlet



STATE OF NEW HAMPSHIRE

John H. Lynch

GOVERNOR

Executive Council

Raymond S. Burton

FIRST DISTRICT

Peter J. Spaulding

SECOND DISTRICT

Ruth L. Griffin

THIRD DISTRICT

Raymond J. Wieczorek

FOURTH DISTRICT

Debora Pignatelli

FIFTH DISTRICT

NEW HAMPSHIRE STATE LIQUOR COMMISSION

Commissioner
John W. Byrne

Chairman
Anthony C. Maiola

Commissioner
Patricia T. Russell

Chief of Administration
Craig W. Bulkley

Chief of Enforcement
Eddie Edwards

Bureau Chief of Marketing and Merchandising
John Bunnell

Chief Financial Officer
George P. Tsiopras

Human Resources Administrator
Evie Taft

Legal Counsel
Steven Slovenski



**NEW HAMPSHIRE LIQUOR COMMISSION
ANNUAL REPORT AND STATISTICAL SECTION
FOR THE FISCAL YEAR ENDED JUNE 30, 2006**

Table of Contents

	Page
INTRODUCTORY SECTION	
Letter of Transmittal	5
Message from the Governor and the Chairman of the Commission	6
Organizational Chart.....	7
FINANCIAL SECTION	
Independent Auditors Report.....	11
Management Discussion and Analysis	13
Financial Statements:	
Statement of Net Assets.....	20
Statement of Revenues, Expenditures and Changes in Fund Net Assets	21
Statement of Cash Flows	22
Notes to the Financial Statements.....	23
STATISTICAL SECTION	
Balance Sheet as of June 30, 2006 and June 30, 2005.....	37
Income Statement FY 2006 and FY 2005.....	38
Five Year Comparative Income Statement FY 2002-2006.....	41
Graphs:	
Revenue Breakdown FY1996-2006.....	42
Beer Revenue and Gallonage FY1996-2006	43
Revenue and Expenses FY1996-2006	44
Total Operating Expense Breakdown	45
Top 10 Retail Store Locations	46
Total Sales by Store Location FY 2006 and FY 2005	47
Total Sales by Type FY 2006	49
Retail Sales by Location FY 2006 and FY 2005	51
On-Premise Sales by Location FY 2006 and FY 2005	53
Off-Premise Sales by Location FY 2006 and FY 2005	55
Discounts by Location FY 2006 and FY 2005	57
Total Sales by Month FY 2006 and FY 2005	59
Retail Sales by Month FY 2006 and FY 2005	59
On-Premise Sales by Month FY 2006 and FY 2005	60
Off-Premise Sales by Month FY 2006 and FY 2005.....	60
Discounts by Month FY 2006 and FY 2005.....	61

INTRODUCTORY SECTION



INSIDE THE OUTLET NEW STARTUPS **OUTLET** LOVE & WIN

INSIDE THE OUTLET NEW STARTUPS **OUTLET** LOVE & WIN

FLAVORS TO SAVORY

FATHER'S DAY SPIRITS

It's dad's day, time to show how how special he is with a gift he's sure to love. Why have the best of whiskey? Use Crown Royal and Jack Daniels Single Barrel, premium cognac like Henley Martin 302, and so much more - all at great prices.

Click and save on what you have in offer to make Father's Day a great celebration.

Summer Wine Case Sale
May 29 - June 25

Pop the cork on savings - 10% off when you buy 12 or more (12oz) bottles of wine, mixed or matched. Choose from our extensive selection of wine and enjoy warm evenings with friends and family.

THE DEALS ARE REALLY HEATING UP!

Timing our Memorial Day sale, you'll find exciting savings on our award-winning brand name wines and more. There's something for everyone down every aisle. Come on in today!

MAY 18-29

CLICK HERE FOR A PREVIEW

SHORT DEALS ON GREAT BRANDS

 Crown Royal SAVE \$10 GET COUPON	 Jack Daniels SAVE \$5 GET COUPON	 Henley Martin SAVE \$5 GET COUPON	 Jack Henley SAVE \$5 GET COUPON
---	---	---	--

2003 VINTAGE BONDAGE
Now available in an Offer near you.

LAST CHANCE TO SAVE WITH OUR MAY COUPONS
CLICK & SAVE

LOTTERY
Selling the summer fun.

THAT'S NOT ALL. TO VIEW ALL OF THIS MONTH'S PRODUCT COUPONS, CLICK HERE.

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State Of New Hampshire
LIQUOR COMMISSION

Storrs Street
P.O. Box 503
Concord, N.H. 03302-0503

Anthony C. Maiola
Chairman
(603) 271-3133

John W. Byrne
Commissioner
(603) 271-3132

Patricia T. Russell
Commissioner
(603) 271-3131

January 26, 2007

To: His Excellency the Governor and the Honorable Council, and
The Citizens of the State of New Hampshire

We are pleased to submit the Annual Report and Statistical Section of the New Hampshire Liquor Commission as of and for the fiscal year ended June 30, 2006. It covers the results of operations from July 1, 2005 through June 30, 2006 and marks the 72nd year of operations for the Commission. The Liquor Commission Bureau of Administrative Services prepared this report. Responsibility for both the accuracy of the financial data and the completeness and fairness of the presentation, including all disclosures, rests with the management of the Commission. To the best of our knowledge and belief, the enclosed data is accurate in all material respects and is reported in a manner designed to present fairly the financial position, results of operations, and cash flows of the Liquor Commission. All disclosures necessary to enable the reader to gain an understanding of the Commission's financial activities have been included.

This report is divided into three sections: introductory, financial and statistical. The introductory section includes a transmittal letter and organizational chart. The financial section contains the independent auditor's report, management's discussion and analysis (MD&A), and the financial statements with accompanying notes. The statistical section includes relevant financial statistical information.

The Governmental Accounting Standards Board Statement No. 34 requires that management provide a narrative introduction, overview, and analysis to accompany the basic financial statements in the form of MD&A. This letter of transmittal is intended to complement MD&A and should be read in conjunction with it. The MD&A can be found immediately following the independent auditor's report.

The financial activity of the Liquor Commission is included within the State's Comprehensive Annual Financial Report. This annual report presents all activities of the Commission in a single enterprise fund and does not include data or information related to any other state agency or fund.

This report aims to summarize our many accomplishments over the past year, as well as our objectives for the future. We welcome your comments, questions and suggestions and appreciate your continued support. This annual report may also be viewed on the State of New Hampshire – Liquor Commission web site located at <http://www.nh.gov/liquor/2006annualreport.pdf>.

Message From the Governor

The New Hampshire Liquor Commission, under the authority granted to it by the New Hampshire Legislature, is directly responsible for regulating the sale, distribution, and consumption of alcoholic beverages in the state.

With more than 8.4 million customers a year from across the state and around the nation, the work of the New Hampshire Liquor Commission continues to be a challenging one. This report outlines the financial performance and achievements of the Commission during the past year.

My thanks to the Commission and its staff for their continued dedication and commitment to the people of New Hampshire and their service to our many customers from around the world.



A handwritten signature in black ink, which reads "John H. Lynch". The signature is fluid and cursive.

GOVERNOR JOHN H. LYNCH

Chairman's Message

Looking back, fiscal year 2006 was another record-breaking year for the New Hampshire Liquor Commission. This year, total sales increased approximately \$21 million to \$422.3 million and profits were up \$4.9 million from fiscal year 2005.

While these impressive numbers point to our long commitment of offering value and a wide variety of premium and value brand wines and spirits, none of this extraordinary success could have been possible without the hard work and dedication of our employees.

So, on behalf of my fellow Commissioners, I'd like to take this opportunity to thank all of our employees from the sales floor to the warehouse, for their service and contribution. Their work not only benefits the Liquor Commission, but also the State of New Hampshire. My thanks are also extended to the members of the General Court, and fellow state employees in numerous state agencies who continue to support the Commission's mission.

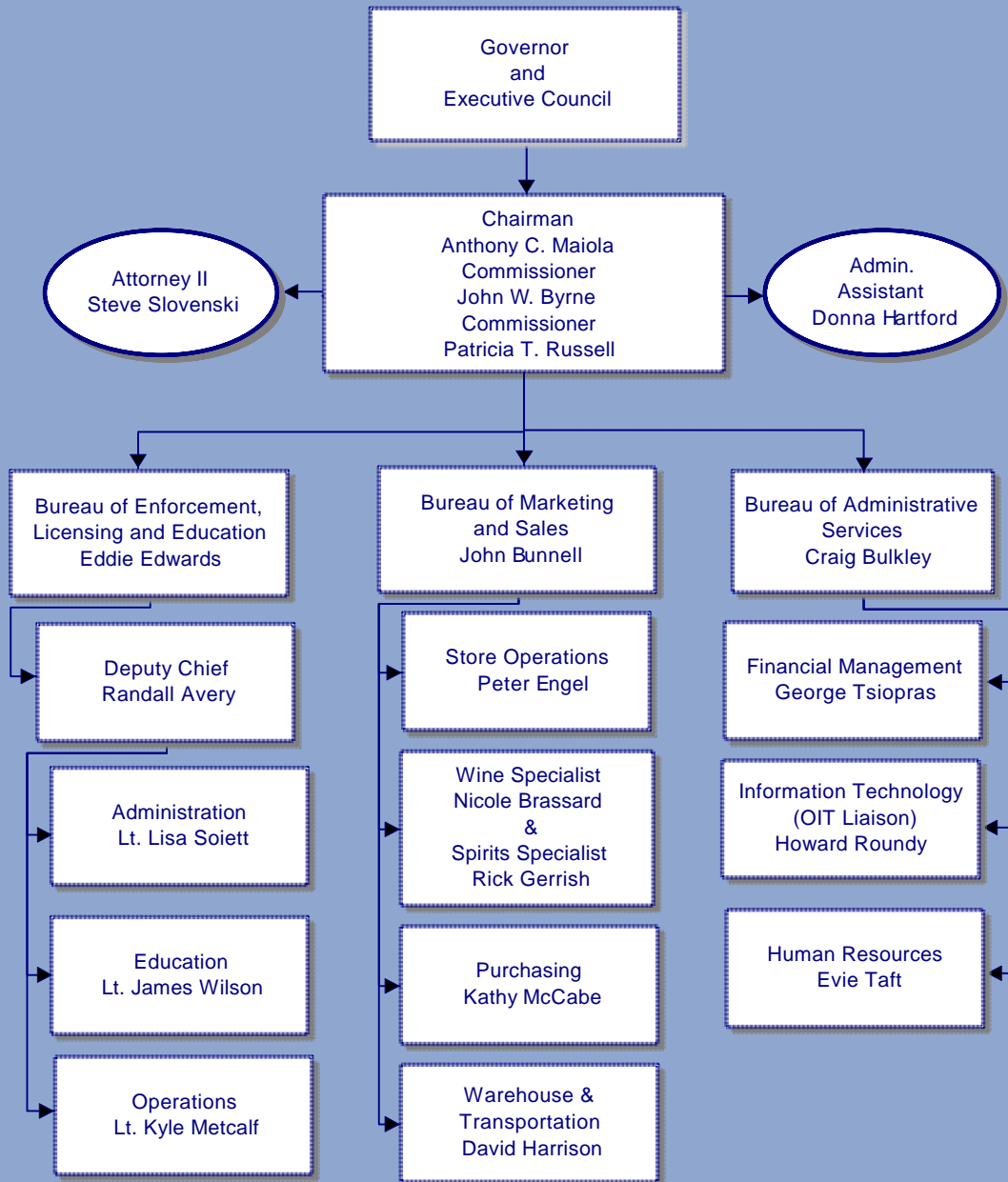
We look forward to continued success and service to the people of the State of New Hampshire.



A handwritten signature in black ink, which reads "Anthony C. Maiola". The signature is cursive.

ANTHONY C. MAIOLA, CHAIRMAN

New Hampshire State Liquor Commission Organizational Chart



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FINANCIAL SECTION



Build Your Own
Wine & Spirits Bar
Super Sale

Dig our great prices, baby!
And enter to win a fab new bar!

Complete with wine fridge, bar stools and all the tools you need to host
a swingin' party. Visit nbbuildyourbar.com for details, drink recipes and more.

Save 15%!

**Build Your Own
Spirit Case Sale**

Buy 12 or more "blue tagged" 750ml bottles,
mixed or matched, includes all 750ml bottles already on sale.

May 1 thru May 29

Hundreds of brands on sale!

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MICHAEL L. BUCKLEY, CPA
Legislative Budget Assistant
(603) 271-3161

JEFFRY A. PATTISON
Deputy Legislative Budget Assistant
(603) 271-3161

State of New Hampshire

OFFICE OF LEGISLATIVE BUDGET ASSISTANT
State House, Room 102
Concord, New Hampshire 03301

RICHARD J. MAHONEY, CPA
Director, Audit Division
(603) 271-2785

Independent Auditor's Report

To The Fiscal Committee Of The General Court:

We have audited the accompanying financial statements of the business-type activities of the New Hampshire Liquor Commission, a department of the State of New Hampshire, as of and for the year ended June 30, 2006, which comprise the Commission's basic financial statements as listed in the table of contents. These financial statements are the responsibility of the Liquor Commission's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control over financial reporting. Accordingly, we express no such opinion. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

As discussed in Note 1, the financial statements of the New Hampshire Liquor Commission are intended to present the financial position and the change in financial position and cash flows of only that portion of the business-type activities of the State of New Hampshire that is attributable to the transactions of the Liquor Commission. They do not purport to, and do not, present fairly the financial position of the State of New Hampshire as of June 30, 2006, and the change in its financial position and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the business-type activities of the New Hampshire Liquor Commission as of June 30, 2006, and the change in financial position and cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

The management's discussion and analysis on pages 13 through 19 is not a required part of the basic financial statements but is supplementary information required by accounting principles generally accepted in the United States of America. We have applied certain limited procedures, which consisted principally of inquiries of management regarding the methods of measurement and presentation of the required supplementary information. However, we did not audit the information and express no opinion on it.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements of the New Hampshire Liquor Commission. The introductory and statistical sections are presented for purposes of additional analysis and are not a required part of the basic financial statements. The introductory and statistical sections have not been subjected to the auditing procedures applied in the audit of the basic financial statements and, accordingly, we express no opinion on them.

In accordance with *Government Auditing Standards*, we have also issued our report dated February 2, 2007, on our consideration of the Liquor Commission's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, rules, regulations, and contracts and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audit.


Office of Legislative Budget Assistant

February 2, 2007

MANAGEMENT'S DISCUSSION AND ANALYSIS

As management of the Liquor Commission, (the Commission), we offer the readers of the financial statements this narrative overview and analysis of the financial activities of the Commission for the year ended June 30, 2006. We encourage readers to consider the information presented herein along with additional information we have furnished in our letter of transmittal, as well as the Commission's financial statements, and notes which follow in this section.

Overview

National prohibition was repealed in 1933 by the Twenty-First Amendment to the U.S. Federal Constitution. This provided each state freedom to adopt its own system of alcoholic beverage control. As a result, the New Hampshire Liquor Commission was established in 1933 pursuant to Chapter 99, NH Laws of 1933. New Hampshire State liquor laws are codified in RSAs 175 through 180 and cover the establishment of the Commission, liquor store operations, liquor licenses and fees, beverage distributor contracts, and enforcement.

The Liquor Commission regulates all the manufacture, possession, sale, consumption, importation, use, storage, transportation and delivery of wine, spirits, and malt or brewed beverages in New Hampshire. All sales of wine and spirits in New Hampshire, with the exception of wines sold by licensees of the Liquor Commission and direct shippers are made through the wine and spirits stores operated by the Liquor Commission. These include both retail sales to individual consumers and wholesale sales to licensed establishments where wines and spirits are either sold and consumed on the licensed premise or sold and consumed off the licensed premise. In addition to liquor sales, the Commission collects: license fees for the manufacturing, sale, transportation, or warehousing of alcoholic beverages and taxes on beer sold by wholesale distributors and beverage manufacturers equal to \$.30 per gallon sold to retailers in New Hampshire, in accordance with RSA 178:26.

The Liquor Commission is comprised of three members who are appointed by the Governor with the consent of the Council. Commissioners are appointed to six-year terms with no more than two commissioners belonging to the same political party. Pursuant to RSA 176:3, the Commission's primary duties are to optimize profitability, maintain proper controls, assume responsibility for effective and efficient operations, and provide service to customers. The Liquor Commission is also statutorily required to enforce the laws and regulations governing the purchase, consumption, and maintaining proper control over alcoholic beverages through the State of New Hampshire, in addition to monitoring youth access to tobacco products.

The Commission was reorganized into three bureaus, pursuant to Chapter 106, Laws of 1996, including: the Bureau of Enforcement, Licensing and Education; the Bureau of Marketing and Sales; and the Bureau of Administrative Services. The Bureau of Enforcement, Licensing and Education is responsible for the day-to-day activities of the Commission's enforcement and licensing functions; the Bureau of Marketing and Sales oversees the Commission's functions related to marketing, merchandising, purchasing, store operations, warehousing and distribution; and the Bureau of Administrative Services oversees all aspects of the Commission's administrative functions to include accounting, financial management, data processing, management information systems, human resources, and contracting.

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

The Liquor Commission is responsible for the accounting and reporting of the Liquor Fund. The Liquor Fund is an enterprise fund which receives revenues primarily from the sale of goods through State liquor stores, fees from licensees, and fines and penalties from rule or law violations. The Liquor Fund serves as a pass-through account for receipts which are transferred to the General Fund on a daily basis. General Fund appropriations are provided to cover costs associated with the operation and administration of all Liquor Commission functions including the enforcement of the liquor laws and regulations. Although the Liquor Commission is classified as an enterprise fund in the State's Comprehensive Annual Financial Report, its operations are supported with General Fund appropriations.

Discussion of Basic Financial Statements

The activities of the Liquor Commission are accounted for on a fiscal year basis, comprised of twelve calendar months ending on June 30th of each year. The Liquor Commission is accounted for as an enterprise fund, reporting all financial activity, assets, and liabilities using the accrual basis of accounting.

The financial statements prepared by the Liquor Commission include the Statement of Net Assets; Statement of Revenues, Expenses and Changes in Fund Net Assets; Statement of Cash Flows, and notes to the financial statements.

The Statement of Net Assets provides information about assets and liabilities and reflects the financial position at the fiscal year end. The Statement of Revenues, Expenses and Changes in Fund Net Assets reports the operating revenue activity and the expenses related to such activity for the fiscal year. The Statement of Cash Flows outlines the cash inflows and outflows relating to the operations for the fiscal year. The financial section also includes notes to the financial statements that provide additional information that is essential to a full understanding of the data provided in the statements. These statements provide current and long-term information about the Liquor Commission's financial position.

The financial statements present the financial position of only the New Hampshire State Liquor Commission. The following is a discussion on the current year results of operations for the Liquor Commission.

Financial Highlights

The Liquor Commission deposited \$433.5 million into the State's General Fund during fiscal year 2006.

Net sales increased by \$23.2 million or 5.9% over the previous fiscal year to more than \$415.0 million.

Gross profit as a percentage of sales increased from 27.4% in fiscal year 2005 to 27.9% in fiscal year 2006.

Net Operating Income from Liquor Commission operations as a percentage of Sales increased to 20.4% in fiscal year 2006 versus 20.0% in the previous fiscal year.

Liquor Commission operations earned net profits for the State of New Hampshire totaling \$102.8 million in fiscal year 2006, an increase of \$4.9 million or 5.0% over the previous fiscal year.

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

Financial Analysis

Net Assets and Changes in Net Assets

RSA 176:16 requires that "all gross revenue derived by the commission from the sale of liquor, or from license fees, shall be deposited into the general funds of the state. The expenses of administration and all other expenditures provided for in this title shall be paid by the state treasurer on warrants of the governor with the advice and consent of council." As a result, the net assets of the Commission consist solely of capital assets, net of related debt. The Commission's capital assets include land, buildings, and equipment. The Commission periodically assumes debt to acquire capital assets and has outstanding debt related to building improvements and computer equipment of \$852,000 as of June 30, 2006. The Commission did not make any significant capital expenditures nor did it finance any capital acquisitions during fiscal year 2006. As a result, net assets decreased \$613,000, or 4.7%, during fiscal year 2006.

The following is a condensed statement of net assets as of June 30, 2006 and 2005 (in thousands).

	(Amounts in thousands)	
	2006	2005
Assets:		
Current Assets	\$ 48,553	\$ 37,556
Noncurrent Assets (net of accumulated depreciation)	13,405	14,238
Total Assets	<u>61,958</u>	<u>51,794</u>
Liabilities:		
Current Liabilities	46,614	35,999
Noncurrent Liabilities	2,791	2,629
Total Liabilities	<u>49,405</u>	<u>38,628</u>
Net Assets:		
Invested in Capital Assets, net of related debt	12,553	13,166
Total Net Assets	<u>\$ 12,553</u>	<u>\$ 13,166</u>

Transfers

The Commission is required by law to deposit all gross revenue into the General Fund and pay all costs from the General Fund, as a result, the change in net assets does not reflect the actual results of Liquor operations. The results of Liquor operations are more accurately reflected by the amount of net transfers made to the general fund. During fiscal year 2006, the Commission made net transfers of \$103.4 million to the general fund, an increase of \$5.8 million, or 5.9% over fiscal year 2005 transfers. This increase represents an increase in sales and profitability during fiscal year 2006.

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

Assets

The Liquor Commission ended fiscal year 2006 with a total of \$48.6 million in current assets, including \$20.1 million in wine and spirits inventory for resale.

The Liquor Commission's total investment in fixed assets is \$31.8 million with accumulated depreciation of \$18.4 million netting to \$13.4 million invested in capital assets.

In total, assets increased from \$51.8 million in fiscal year 2005 to \$62.0 million in fiscal year 2006 due primarily to an increase in Due From Other Funds resulting from an increase in Accounts Payable at the end of the fiscal year.

Return on Assets decreased slightly from the previous year but remained strong at 180.0% in fiscal year 2006 as compared to other control states in the nation.

Liabilities

Total liabilities were up \$10.8 million from the previous year. This was the result of an increase in the age of trade accounts payable.

	(Amounts in thousands)	
Liabilities:	<u>2006</u>	<u>2005</u>
Accounts Payable	\$ 41,945	\$ 31,934
Accrued Payroll	1,229	1,087
Claims & Compensated Absences	3,319	2,730
Deferred Revenue	2,060	1,805
Other Liabilities	852	1,072
Total Liabilities:	<u>\$ 49,405</u>	<u>\$ 38,628</u>

Funding

The Commission receives an annual appropriation from the General Fund to meet its day-to-day operations as provided for in RSA 176. Any additional year end requirements/payables are supported by Due from Other Funds.

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

Revenues

The primary source of revenue for the New Hampshire State Liquor Commission (NHSLC) is derived from the retail and wholesale sales of wine and spirits from the seventy-five wine and spirit stores located throughout the State of New Hampshire. The Commission attributes the growth in sales to (a) the positive impact of recent marketing initiatives, such as the Dream Vacation and Build Your Own Bar Giveaway promotions designed to create excitement and to drive consumers to our clean and well merchandised outlet stores, (b) an excellent selection coupled with competitive pricing; and (c) a new State owned retail wine and spirits location in Keene.

In addition, the Commission also generates revenues from other sources including beer tax, licensing, warehouse bailment, sweepstakes sales, and direct shipping permits.

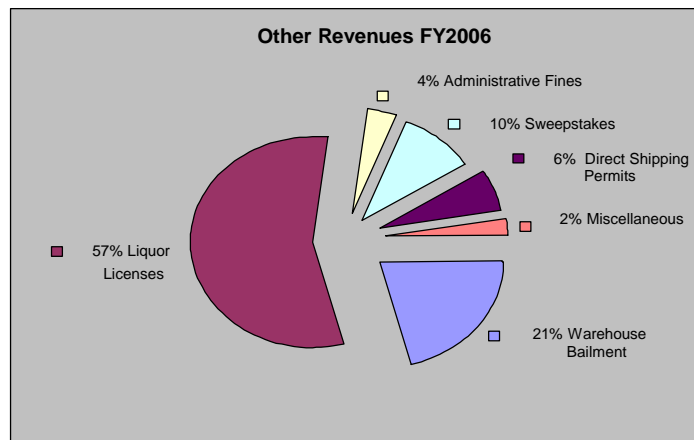
The beer tax and permit revenues have been relatively flat over the previous five years and increased slightly in fiscal year 2006 over the trend to 3.0% over the previous fiscal year. Liquor licenses decreased 10.3% in fiscal year 2006 over the previous fiscal year and warehouse bailment decreased by 12.0% over the same period.

The Commission's warehousing operations generate bailment revenues, which are fees charged to vendors for the storage of product in the warehouse in anticipation of the purchase. Warehouse bailment revenues have decreased primarily as a result of inadequate warehouse racking in the Commission's Concord Warehouse. The lack of funding to replace these racks has required the Commission to move product and profit to a contracted warehouse in Nashua, which has resulted in a decrease in bailment revenue of \$137,131 from the prior fiscal year. A \$200,000 capital appropriation request has been submitted by the Commission to replace the warehouse racking in FY 2008. The Commission does not own inventory stored in the warehouses; the Commission purchases the inventory when needed to fulfill store requirements. This policy minimizes the Commission's investment in inventories while still fulfilling our requirement to adequately supply stores and meet consumer demands. Due to limited State-owned warehousing space, the Commission contracts with a private warehouse in Nashua for the majority of the State's warehouse bailment and transportation needs. The Concord warehouse stores approximately 19.0% of the Commission wine and spirit codes physically stored in the State. This generated just over \$1.0 million in bailment revenues in the fiscal year ended June 30, 2006.

The direct shipping permit program continues to increase as many new suppliers have surfaced and increased the variety of products available for our consumers. This program allows New Hampshire residents to order and have shipped wine and/or spirits from anywhere in the nation to their homes. Revenues from this program increased by 34.8% from the prior fiscal year.

Sweepstakes income increased 30.7% over the previous fiscal year due to cooperative programs between the Commission and the NH Lottery Commission specifically aimed at increased sales of sweeps tickets in our retail store locations. During the year, the instant tickets received greater exposure at the point of sale which contributed greatly to the increases.

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)



Net Sales Increased 5.9% Over the Previous Year

1. Net sales increased \$23.2 million over the previous year as a result of the Commission's aggressive marketing and merchandising efforts and competitive prices. Throughout the year the Commission created excitement for our customers with targeted in-store promotions and creative merchandising campaigns utilizing all forms of advertising and the Internet, which translated into increased sales and profits. With approximately 19,000 dedicated email addresses and an aggressive goal of 100,000 addresses in two years, the web has proven to be very effective in its delivery of special values to our customers.
2. Sales during fiscal year 2006 increased with the assistance of a newly constructed State-owned 10,000 square foot retail store in Keene, which was operational just before the start of fiscal year 2006. Sales in the new location increased by over \$2.6 million or 58.0% over sales from the prior location during the previous fiscal year.
3. Increased Sunday hours of operations in targeted locations throughout the State also provided additional sales throughout the year. During this fiscal year, the Commission increased the number of stores open on Sundays from forty-three to forty-six.
4. The continued success of innovative marketing programs and wine tastings conducted helped to increase the product knowledge of our customers and ultimately increased sales.

Cost of Goods Sold/Gross Margin

1. Cost of Goods Sold decreased in fiscal year 2006 to 72.13% from 72.61% of sales in the previous fiscal year. Gross Profit increased to 27.87% from 27.39% of sales in the previous fiscal year. The Commission has been working towards a goal of 28.0% gross profit. Progress was made this fiscal year as discounts decreased by \$2.7 million while still increasing total sales by just over \$21.0 million, thus increasing the efficiency of the Commission's marketing programs and promotions. In addition, inventories in the stores were reduced by over \$4.0 million to a more streamlined supply of top-selling and most-profitable products. Currently in the system there are over 2,056 spirit and 11,379 wine products. Today, most stores supply only the top 1,000 wine and spirit products and provide convenient access to the remaining products in the system.

MANAGEMENT'S DISCUSSION AND ANALYSIS (continued)

Operating Expenses

1. Operating expenses excluding cost of goods sold, increased slightly to 7.5% of sales from 7.4% in the previous fiscal year, or by \$2.0 million, primarily due to: (a) increases in salaries as a result of filling vacancies from the previous year (b) retirement payouts, (c) extended Sunday operations, (d) increases in benefit expenses as a result of the increasingly high cost of health insurance for our full-time employees, (e) increases in advertising expenses for additional sales and gross profits, and, (f) a \$290,000 increase in workers' compensation related to claims and several material one-time employee settlements.
2. In total at the end of fiscal year 2006, the Liquor Commission lapsed unexpended appropriations back to the General Fund totaling just over \$1.2 million or approximately 4.0% of the total appropriation for the year ended June 30, 2006.

	(Amounts in the Thousands)	
	<u>2006</u>	<u>2005</u>
Operating Revenue		
Charges for Sales and Services	\$ 415,532	\$ 392,336
Operating Expenses		
Cost of Sales and Services	299,718	284,866
Administration	29,804	27,514
Depreciation	1,179	1,458
Total Operating Expenses	<u>330,701</u>	<u>313,838</u>
Operating Income	<u>84,831</u>	<u>78,498</u>
NonOperating Revenues (Expenses)		
Licenses	3,224	3,443
Beer Taxes	12,624	12,227
Miscellaneous	2,150	3,758
Total NonOperating Revenues	<u>17,998</u>	<u>19,428</u>
Income Before Operating Transfers	<u>102,829</u>	<u>97,926</u>
Transfers Out to Governmental Fund	<u>(103,442)</u>	<u>(97,667)</u>
Change in Net Assets	(613)	259
Net Assets - July 1	13,166	12,907
Net Assets - June 30	<u>\$ 12,553</u>	<u>\$ 13,166</u>

Requests for Information

This annual report is designed to provide a general overview of the Commission's finances. Questions concerning any of the information presented in this report or requests for additional financial information should be addressed to the Chief Financial Officer, George Tsiopras at gtsiopras@liquor.state.nh.us.

NEW HAMPSHIRE STATE LIQUOR COMMISSION
STATEMENT OF NET ASSETS
JUNE 30, 2006
(Expressed in Thousands)

ASSETS

Current Assets:

Cash	\$ 1,670
Receivables (Net of Allowances for Uncollectibles)	7,653
Due from Other Funds	19,109
Inventories	<u>20,121</u>
Total Current Assets	<u>48,553</u>

Noncurrent Assets:

Capital Assets:

Land	2,355
Land Improvements	877
Buildings	13,775
Building Improvements	5,744
Construction In Progress	10
Equipment	9,007
Less: Allowance for Depreciation and Amortization	<u>(18,363)</u>
Net Capital Assets	<u>13,405</u>
Total Noncurrent Assets	<u>13,405</u>
Total Assets	<u><u>61,958</u></u>

LIABILITIES

Current Liabilities:

Accounts Payable	41,945
Accrued Payroll	1,229
Deferred Revenue	2,060
Claims and Compensated Absences Payable	1,145
Other Liabilities	<u>235</u>
Total Current Liabilities	<u>46,614</u>

Noncurrent Liabilities:

Claims and Compensated Absences Payable	2,174
Other Noncurrent Liabilities	<u>617</u>
Total Noncurrent Liabilities	<u>2,791</u>
Total Liabilities	<u>49,405</u>

NET ASSETS

Invested in Capital Assets, Net of Related Debt	<u>12,553</u>
Total Net Assets	<u><u>\$ 12,553</u></u>

The notes to the financial statements are an integral part of this statement.

**NEW HAMPSHIRE STATE LIQUOR COMMISSION
STATEMENT OF REVENUES, EXPENSES AND
CHANGES IN FUND NET ASSETS
FOR THE FISCAL YEAR ENDED JUNE 30, 2006
(Expressed in Thousands)**

OPERATING REVENUES

Charges for Sales and Services	\$ 415,532
Total Operating Revenues	<u>415,532</u>

OPERATING EXPENSES

Cost of Sales and Services	299,718
Administration	29,804
Depreciation	<u>1,179</u>
Total Operating Expenses	<u>330,701</u>
Operating Income	<u>84,831</u>

NONOPERATING REVENUES (EXPENSES)

Licenses	3,224
Beer Taxes	12,624
Miscellaneous	<u>2,150</u>
Total Nonoperating Revenues (Expenses)	<u>17,998</u>
Income Before Operating Transfers	<u>102,829</u>
Transfers Out to Governmental Fund	<u>(103,442)</u>
Change in Net Assets	(613)
Net Assets - July 1	<u>13,166</u>
Net Assets - June 30	<u>\$ 12,553</u>

The notes to the financial statements are an integral part of this statement.

NEW HAMPSHIRE STATE LIQUOR COMMISSION
STATEMENT OF CASH FLOWS
FOR THE FISCAL YEAR ENDED JUNE 30, 2006
(Expressed in Thousands)

CASH FLOWS FROM OPERATING ACTIVITIES	
Receipts from Customers	\$ 414,738
Payments to Suppliers	(294,043)
Payments to Employees	(16,949)
Payments for Interfund Services	(3,916)
Net Cash Provided (Used) by Operating Activities	<u>99,830</u>
CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES	
Transfers to Other Funds	(116,887)
Proceeds from Collection of Licenses and Beer Tax	15,848
Net Cash Provided (Used) for Noncapital and Related Financing Activities	<u>(101,039)</u>
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES	
Acquisition, Disposal and Construction of Capital Assets	(636)
Contributions from Other Funds	636
Net Cash Provided (Used) for Capital and Related Financing Activities	<u>-</u>
CASH FLOWS FROM INVESTING ACTIVITIES	
Other Income	2,171
Net Cash Provided (Used) by Investing Activities	<u>2,171</u>
Net Increase (Decrease) in Cash	962
Cash - July 1	708
Cash - June 30	<u>\$ 1,670</u>
Reconciliation of Operating Income (Loss) to Net Cash Provided (Used) by Operating Activities:	
Operating Income (Loss)	\$ 84,831
Adjustments to Reconcile Operating Income (Loss) to Net Cash Provided (Used) by Operating Activities:	
Depreciation	1,179
Change in Operating Assets and Liabilities:	
(Increase) Decrease in Receivables	(1,049)
(Increase) Decrease in Inventories	4,092
Increase (Decrease) in Accounts Payable and other Accruals	10,522
Increase (Decrease) in Deferred Revenue	255
Net Cash Provided (Used) by Operating Activities	<u>\$ 99,830</u>

The notes to the financial statements are an integral part of this statement.

**NEW HAMPSHIRE STATE LIQUOR COMMISSION
NOTES TO THE FINANCIAL STATEMENTS
FOR THE FISCAL YEAR ENDED JUNE 30, 2006**

NOTE 1 – Summary of Significant Accounting Policies

A. Reporting Entity

The accompanying financial statements of the Liquor Commission have been prepared in accordance with accounting principles generally accepted in the United States of America (GAAP) and as prescribed by the Governmental Accounting Standards Board (GASB), which is the primary standard setting body for establishing governmental accounting and financial reporting principles.

Chapter 99, NH Laws of 1933, codified as RSAs 175 through 180, established the New Hampshire State Liquor Commission (the Commission). The Commission is comprised of three members who are appointed by the Governor with the consent of the Council. Commissioners are appointed to six-year terms with no more than two commissioners belonging to the same political party. Pursuant to RSA 176:3, the Commission's primary duties are to optimize profitability, maintain proper controls, assume responsibility for effective and efficient operations, and provide service to customers. The Commission is organized into three divisions: (1) Bureau of Enforcement and Licensing and Education, (2) Bureau of Marketing and Sales, and (3) Bureau of Administrative Services.

In addition to liquor sales, the Commission collects: license fees for the manufacturing, sale, transportation, or warehousing of alcoholic beverages and taxes on beer sold by wholesale distributors and beverage manufacturers equal to \$.30 per gallon sold to retailers in New Hampshire.

In conjunction with the sale of liquor, the Commission also controls the responsible sale and use of alcoholic beverages, oversees and enforces the Youth Access to Tobacco law, educates licensees and educates consumers about various wines through the Wine and Food Programs, and continues to expand the number of locations and in-store merchandising and promotions in its seventy-five retail stores throughout the State.

For financial reporting purposes, the New Hampshire State Liquor Commission is considered a department of the State of New Hampshire. The financial activity of the Liquor Commission is reported as an enterprise fund of the State of New Hampshire and is included in the Comprehensive Annual Financial Report of the State. The Commission's financial statements include all spirits and wine sales and license fees activity in a separate enterprise fund and do not include any activity related to any other State agency or fund. The financial statements represent the financial position of only the New Hampshire State Liquor Commission as of June 30, 2006, and its change in financial position and its cash flows for the year then ended.

NOTE 1 – Summary of Significant Accounting Policies (continued)

B. Measurement Focus, Basis Of Accounting and Financial Statement Presentation

Measurement Focus and Basis of Accounting

The Liquor Commission accounts for its operations as a single enterprise fund and accordingly uses the accrual basis of accounting. Under the accrual basis, revenues are recognized when earned and expenses are recognized when the related liability is incurred. The Liquor Commission's operations are accounted for on a flow of economic resources measurement focus. With this measurement focus, all assets and liabilities associated with the operation of the Liquor Commission are included on the Statement of Net Assets. The Statement of Revenues, Expenses, and Changes in Fund Net Assets presents increases (e.g. revenues) and decreases (e.g. expenses) in net total assets.

The Commission applies applicable GASB pronouncements as well as Financial Accounting Standards Board (FASB) Statements and Interpretations and Accounting Principles Board (APB) Opinions and Accounting Research Bulletins of the Committee of Accounting Procedures issued on or before November 30, 1989, unless those pronouncements conflict with or contradict the pronouncements of the GASB.

The accompanying financial statements of the Commission are presented as of June 30, 2006, and for the fiscal year then ended.

Financial Statement Presentation

A fund is a separate accounting entity with a self-balancing set of accounts. Fund accounting is designed to report financial position and the results of operations, to demonstrate legal compliance, and to aid financial management by segregating transactions related to certain government functions or activities.

C. Accounts Receivable

Receivables are reported at their gross value and consist of amounts due at June 30. Receivables consist of amounts due from wholesale distributors and beverage manufacturers for taxes on the sale of alcoholic beverages of \$1,402,264, debit/credit card sales of \$2,119,979, on-premise and off-premise licensees for stock purchased on fifteen day credit of \$3,939,208, the warehousing of product of \$82,726, the New Hampshire Department of Justice of \$32,477, and the MasterCard/Visa settlement of \$76,494. Tax payments are due ten days after the close of each tax month.

D. Inventory

Wine and spirit inventory is valued at weighted average cost using the first-in first-out method. The Commission maintains the salable liquor inventory at the Concord Warehouse, the Law Warehouse in Nashua, NH, and at the liquor stores throughout the State.

NOTE 1 – Summary of Significant Accounting Policies (continued)

E. Capital Assets

Capital assets, including equipment and real property, are recorded at historical cost. Depreciation is computed using the straight-line method over the estimated useful lives of the fixed asset which are as follows: buildings - 40 years, building improvements - 20 years, and other equipment - 5 years. The cost of normal maintenance and repairs that do not add to the value of the asset or materially extend assets lives are not capitalized. Improvements are capitalized and depreciated over the remaining useful lives of the related fixed assets, as applicable. Any income derived from surplus property sales is recorded in the Liquor Fund. Losses on the disposal of surplus equipment are recorded at the time of disposal.

F. Accounts Payable

The accounts payable at June 30, 2006 include expenses for purchases of liquor inventory and liquor freight.

G. Accrued Payroll

The accrued payroll at June 30, 2006 represents payroll and related benefit costs incurred June 9th through June 30th and paid in July 2006.

H. Deferred Revenue

Deferred revenue is recognized when cash, receivables, or other assets are recorded prior to being earned. The Commission issues annual licenses to entities involved in the sale, transportation, warehousing, or manufacturing of alcoholic beverages. These licenses are generally effective for a twelve month period and expire on the last day of the birth month of the licensee or the last day of the month of incorporation or organization. The deferred revenue reported by the Commission at June 30, 2006, represents the prorated portion of licensee revenue collected by the Commission that had not been earned at June 30.

I. Due from Other Funds

Receipts from operations of the Liquor Commission are transferred to the General Fund on a daily basis. The General Fund advances cash to the Liquor Commission for the purchase of liquor inventory. The amount reported at June 30, 2006 as Due from Other Funds represents the amount to be provided to the Commission from the General Fund to cover accounts payable for liquor purchases.

J. Compensated Absences

The Commission employs 297 full-time classified employees. Full-time classified employees of the Commission accrue annual, bonus, compensatory and sick leave at various rates within the limits prescribed by the collective bargaining agreement. In conformity with GASB Statement No. 16, the Commission accrues all types of leave benefits as earned by its classified employees. The compensated absences liability represents the total liability of the cumulative balance of employees' annual, bonus, compensatory, and sick leave based on years of service rendered along with the state's share of social security and retirement contributions. The current portion of the leave liability is calculated based on the characteristics of the type of leave and on a LIFO (last in first out) basis, which assumes employees

NOTE 1 – Summary of Significant Accounting Policies (continued)

use their most recent earned leave first. The accrued liability for annual leave does not exceed the maximum cumulative balance allowed which ranges from thirty-two to fifty days based on years of service. The accrual for sick leave is made to the extent it's probable that the benefits will result in termination payments rather than be taken as absences due to illness.

K. Net Assets

The capital assets of the Commission are contributed by the State's General Fund to the Liquor Fund, and the amount equal to capital assets, net of accumulated depreciation, is recorded as Net Assets.

L. Revenue and Expenses

Revenues and expenses are classified as operating or non operating and are subclassified by object (e.g. administration and depreciation). Operating revenues and expenses generally result from providing services and producing and delivering goods. All other revenues and expenses are reported as non operating.

Operating Revenues: The Commission controls the distribution of alcoholic beverages in the State through retail and wholesale sales from the seventy-five retail stores located throughout the state, wholesale sales from the Commission and bailment warehouses located in Concord and Nashua, New Hampshire, and through regulated direct deliveries of product from vendors to licensees. For fiscal year 2006, the net sales of the Commission were \$415,531,793.

Cost Of Sales: The cost of sales includes the cost of products sold plus the cost of transporting the products purchased to the warehouses and retail stores. For fiscal year 2006, the cost of sales of the Commission was \$299,717,939.

Operating Expenses: This amount represents those expenses indirectly related to the purchase, sale, transportation, and warehousing of liquor inventory. These expenses consist mainly of employees' salaries and benefits and rent. Operating expenses were \$30,982,645 for fiscal year 2006.

Non Operating Revenues: This amount represents income received from private distributors and retailers for permits and licenses to sell alcoholic beverages, an additional fee on alcoholic beverages sold by wholesale distributors and beverage manufacturers, and warehouse bailment. Non-operating revenues were \$17,998,989 for fiscal year 2006.

M. Interfund Activity and Balances

Interfund Activity: The transfers to the General Fund represent flows of assets (such as goods or cash) without equivalent flows of assets in return or a requirement for repayment. In addition, transfers are recorded when a fund receiving revenue provides it to the fund which expends the resources.

Interfund Balances: The interfund receivable represents amounts due from the General Fund.

NOTE 1 – Summary of Significant Accounting Policies (continued)

N. Budgetary Control and Reporting

The statutes of the State of New Hampshire require the Governor to submit a biennial operating budget to the Legislature. This budget, which includes annual budgets for each year of the biennium, consists of three parts: Part I is the Governor's program for meeting all expenditure needs as well as estimating revenues. There is no constitutional or statutory requirement that the Governor propose or the Legislature adopt a budget that does not resort to borrowing. Part II is a detailed breakdown of the budget at the department level for appropriations to meet the expenditure needs of the government. Part III consists of draft appropriation bills for the appropriations made in the proposed budget.

The operating budget is prepared principally on a modified cash basis and adopted for the governmental and proprietary fund types, with the exception of the Capital Projects Fund. The Capital Projects Fund budget represents appropriations for individual projects that may extend over several fiscal years.

In addition to the enacted biennial operating budget, the Governor may submit to the Legislature supplemental budget requests necessary to meet expenditures during the current biennium. Appropriation transfers can be made within a department without the approval of the Legislature; therefore, the legal level of budgetary control is at the departmental level.

Both the Executive and Legislative Branches of government maintain additional fiscal control procedures. The Executive Branch, represented by the Commissioner of the Department of Administrative Services, is directed to continually monitor the State's financial operations, needs, and resources, and to maintain an integrated financial accounting system. The Legislative Branch, represented by the Fiscal Committee, the Joint Legislative Capital Budget Overview Committee, and the Office of the Legislative Budget Assistant, monitors compliance with the budget and the effectiveness of budgeted programs.

Unexpended balances of appropriations at year end will lapse to undesignated fund balance and be available for future appropriations unless they have been encumbered or legally defined as non-lapsing, which means the balances are reported as reservation of fund balance. The balance of unexpended encumbrances are brought forward into the next fiscal year. Capital Projects Fund unencumbered appropriations lapse in two years unless extended or designated as non-lapsing by law.

NOTE 2 – Cash

The Commission's cash as reported on the Statement of Net Assets as of June 30, 2006 consist of the following:

Cash (carrying amount)	\$ 1,549,789
Petty Cash & Change Fund	<u>120,000</u>
Total Cash	<u>\$ 1,669,789</u>

Cash: GASB Statement 40, *Deposit and Investment Risk Disclosures-an amendment of GASB Statement No. 3* was implemented for the fiscal year ended June 30, 2005. As a result, the disclosures related to deposit risks were changed.

Primary Government: The State pools cash except for separate cash and investment accounts maintained in accordance with legal restrictions. The State Liquor Commission's share of the total pooled cash is included on the Statement of Net Assets under the captions "Cash".

NOTE 2 – Cash (continued)

Deposits: The following statutory requirements and Treasury Department policies have been adopted to minimize risk associated with deposits:

RSA 6:7 establishes the policy the State Treasurer must adhere to when depositing public monies. Operating funds are invested per investment policies that further define appropriate investment choices and constraints as they apply to those investment types.

Custodial Credit Risk: The custodial risk for deposits is the risk that in the event of a bank failure, the State's deposits may not be recovered.

Custodial credit risk is managed in a variety of ways. Although State law does not require deposits to be collateralized, the Treasurer does utilize such arrangements where prudent and/or cost effective. All banks, where the State has deposits and/or active accounts, are monitored as to their financial health through the services of Veribanc, Inc., a bank rating firm. In addition, ongoing reviews with officials of depository institutions are used to allow for frequent monitoring of custodial credit risk. The Governor and Executive Council must approve all depositories used by the State at least annually.

Whereas all payments made to the State are to be in U.S dollars, foreign currency risk is essentially nonexistent on State deposits.

The bank balance of the Commission's cash accounts at June 30, 2006 was \$845,988. The difference between the carrying value and bank balances for these accounts is the result of deposits-in-transit. Of this balance, \$213,460 was covered by FDIC insurance. The remaining balance of these deposit accounts as of June 30, 2006 was uninsured and uncollateralized.

NOTE 3 – Capital Assets

A summary of capital asset balances, which include the ten State-owned stores, the Concord warehouse and headquarters, at June 30, 2006 is presented below:

	Beginning Balance	Additions	Deletions	Ending Balance
Capital Assets Not Being Depreciated:				
Land	\$ 2,354,581			\$ 2,354,581
Other Capital Assets:				
Land Improvements	876,909			876,909
Buildings	13,532,457	\$ 242,491		13,774,948
Building Improvements	5,790,809		\$ (46,644)	5,744,165
Construction in Progress		10,072		10,072
Equipment	9,210,629	114,305	(317,816)	9,007,118
Total Capital Assets	31,765,385	366,868	(364,460)	31,767,793
Less Accumulated Depreciation	(17,527,675)	(1,178,516)	343,632	(18,362,559)
Net Capital Assets	\$ 14,237,710	\$ (811,648)	\$ (20,828)	\$ 13,405,234

NOTE 4 – Long Term Liabilities

A summary of capital leases, compensated absences, and worker's compensation activity for the year ended June 30, 2006 is presented below.

	Beginning Balance	Increases	Decreases	Ending Balance	Current	Long-Term
Capital Lease	\$ 1,072,199		\$ 219,931	\$ 852,268	\$ 234,568	\$ 617,700
Claims & Compensated Absences Payable	2,730,205	\$ 2,356,524	1,767,886	3,318,843	1,144,978	2,173,865
Total	\$ 3,802,404	\$ 2,356,524	\$ 1,987,817	\$ 4,171,111	\$ 1,379,546	\$ 2,791,565

NOTE 5 – Risk Management and Insurance

The Commission is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. The State generally retains the risk of loss except where the provisions of law allow for the purchase of commercial insurance or where commercial insurance has been proven beneficial for the general public. There are approximately 30 commercial insurance programs in effect including fleet automobile liability and faithful performance position schedule bond.

The State employs a blanket commercial policy that covers fleet automobile liability. The Commission pays an annual premium for its vehicles to be covered under this policy.

During fiscal year 2004, the state established an Employee Benefit Risk Management Fund, an internal service fund, to account for its uninsured risks of loss related to employee and retiree health benefits. Under this program, the Fund provides coverage for up to a maximum of \$0.5 million for each employee per year. The state has purchased commercial insurance for claims in excess of coverage provided, as well as, aggregate stop loss liability coverage set at 125.0% of the state's total expected claims per contract year.

Claim liabilities not covered by commercial insurance are recorded by the State when it is probable that a loss has occurred and the amount of the loss can be reasonable estimated. Liabilities include an amount for claims that have been incurred but not reported. The balance of claims liabilities is determined by an analysis of past, current, and future estimated loss experience. Because actual claims liabilities depend on such factors as inflation, changes in legal doctrines and damage awards, the process used in computing claims liability may not result in an exact amount. Claims liabilities are evaluated periodically to take into consideration recently settled claims, the frequency of claims, and other economic and social factors.

The following is a summary of the changes in claim liabilities during the fiscal year ending June 30, 2006.

	Beginning Balance	Increases	Decreases	Ending Balance	Current	Long-Term
Workers Compensation Claims Payable	\$ 1,125,334	\$ 953,723	\$ 597,535	\$ 1,481,522	\$ 642,988	\$ 838,534

NOTE 6 – Interfund Receivables and Payables

The Commission had a net due from the General Fund of \$19.1 million at June 30, 2006. This amount represents requirements to fund the daily operations of the Liquor Commission, including the purchase of liquor stock.

NOTE 7 – Interfund Transfers

The Commission transferred \$103.4 million to the General Fund for government operations during fiscal year 2006.

NOTE 8 – Employee Benefit Plans

Retirement Plan

Plan Description: The Liquor Commission, as an organization of the State government, participates in the New Hampshire Retirement System (the Plan) established in 1967 by RSA 100-A:2. The Plan is a contributory defined benefit plan providing service, disability, death, and vested retirement benefits to members and beneficiaries. It covers substantially all full-time employees of the Commission. The Plan qualifies as a tax-exempt organization under Sections 401 (a) and 501 (a) of the Internal Revenue Code. RSA 100-A established the Plan and the contribution requirements. The Plan, which is a cost-sharing multiple-employer Public Employees Retirement System (PERS), is divided into two membership groups. Group I consists of employees and teachers. Group II consists of firefighters and police officers. All assets are in a single trust and are available to pay retirement benefits to all members.

Group I - Members contributing through age sixty qualify for a normal service retirement allowance based on years of creditable service. The yearly pension amount is 1/60 (1.7%) of average final compensation (AFC), multiplied by years of creditable service. AFC is defined as the average of the three highest salary years. At age sixty-five, the yearly pension amount is recalculated at 1/66 (1.5%) of AFC multiplied by years of creditable service. Members in service with ten or more years of creditable service who are between ages fifty and sixty are entitled to a retirement allowance with appropriate graduated reduction based on years of creditable service. In addition, Group I members in service with ten or more years creditable service who are between age fifty and sixty or members in service with at least twenty years of creditable service that, when combined with his or her age equals at least seventy, are entitled to retire and have benefits commence immediately with appropriate graduated reductions based on years of creditable service.

Group II - After attaining the age of forty-five, members with twenty years of creditable service qualify to receive a retirement allowance at a rate of 2.5% of AFC for each year of creditable service, not to exceed forty years. Members in service at age sixty qualify to receive a prorated retirement allowance.

Members of both groups are entitled to vested deferred, disability allowances, and death benefit allowances subject to various requirements and rates based on AFC or earnable compensation. Liquor enforcement officers are members of Group II; all other covered Commission employees are members of Group I.

A special account has been established by RSA 100-A:16, II(h) for additional benefits. The account is credited with all of the earnings of the account assets in the account plus the earnings of the remaining assets of the plan in excess of the assumed rate of return plus 1/2 of 1 percent.

NOTE 8 – Employee Benefit Plans (continued)

Funding Policy: The Plan is financed by contributions from the members, the State and local employers, and investment earnings. During fiscal year 2006, Group I and II members were required to contribute 5.0% and 9.3%, respectively, of gross earnings.

The Commission contributes an amount required to meet Plan costs which is determined by a biennial actuarial valuation by the system's actuary using the open group aggregate funding method and are expressed as a percentage of gross payroll. The Commission's payments for normal contribution costs for fiscal year 2006 amounted to 6.8% and 14.9% of the covered payroll for its Group I employees and Group II law enforcement officers, respectively. For fiscal year 2006, this totaled \$830,826. For fiscal years 2005 and 2004, the contributions amounts for Group I and Group II combined, were \$672,770 and \$683,578 respectively, which were equal to the required contributions for those years.

The Plan does not make separate measurements of assets and pension benefit obligation for individual employers. The New Hampshire Retirement System Comprehensive Annual Financial Report contains detailed information regarding the Plan as a whole, including information on payroll, contributors, actuarial assumptions and funding method, pension benefit obligation, and ten year historical trend data. It may be obtained by writing to the New Hampshire Retirement System, 54 Regional Drive, Concord, New Hampshire, 03301-8509.

Post-Employment Health Care Benefits

In addition to providing pension benefits, RSA 21-I:30 specifies that the state provide certain health care insurance benefits for retired employees. These benefits include group hospitalization, hospital medical care, and surgical care. Substantially all of the state's employees who were hired on or before June 30, 2003 may become eligible for these benefits if they reach normal retirement age while working for the state and receive their pensions on a periodic basis rather than a lump sum. During fiscal year 2004, legislation was passed that requires state Group I employees hired on or after July 1, 2003 to have 20 years of state service in order to qualify for health insurance benefits. These and similar benefits for active employees are authorized by RSA 21-I:30 and provided through the Employee Benefit Risk Management Fund, which is the state's self-insurance fund implemented in October 2003 for active state employees and retirees. The state recognizes the cost of providing benefits by paying actuarially determined insurance contributions into the fund. The cost of providing these benefits to the eligible retired employees of the Commission is funded by the General Fund and is not reflected in the Commission's financial statements.

NOTE 9 – Leases

Operating Leases

The Liquor Commission has lease commitments for space requirements which are accounted for as operating leases. These leases, subject to continuing appropriation, extend forward a number of years and may contain renewal options. Rent expenditures for fiscal year 2006 were approximately \$2,019,709. The following is a schedule of future minimum rental payments required under operating leases that have initial or remaining unbreakable lease terms in excess of one year as of June 30, 2006:

NOTE 9 – Leases (continued)

<u>Fiscal Year</u>	<u>Lease Payment</u>
2007	\$ 1,462,538
2008	1,170,742
2009	720,350
2010	478,337
2011	134,113
2012 - 2015	<u>156,163</u>
<i>Total</i>	<u><u>\$ 4,122,243</u></u>

Capital Leases

The Commission entered into a lease agreement for the installation and lease of computer equipment and a lease agreement for the installation of energy improvement fixtures and equipment at various Commission locations. The computer equipment lease is for the period March 15, 2002 to March 15, 2008. The energy improvement lease is for the period November 15, 2002 to November 15, 2011. These lease agreements qualify as capital leases for accounting purposes and, therefore, have been recorded at the present value of the future minimum lease payments.

The future minimum lease obligations and the net present value of these minimum lease payments as of June 30, 2006 are as follows:

<u>Fiscal Year</u>	<u>Computer Equipment</u>	<u>Energy Improvements</u>	<u>Total</u>
2007	\$ 127,644	\$ 141,289	\$ 268,933
2008	13,533	141,289	154,822
2009		141,289	141,289
2010		141,289	141,289
2011		141,289	141,289
2012		<u>108,886</u>	<u>108,886</u>
Total Future Minimum Lease Payments	141,177	815,331	956,508
Less: Amount Representing Interest	<u>(7,364)</u>	<u>(96,876)</u>	<u>(104,240)</u>
Present Value of Net Future Minimum Lease Payments	<u>\$ 133,813</u>	<u>\$ 718,455</u>	<u>\$ 852,268</u>

The assets acquired through capital leases and included in capital assets at June 30, 2006 include the following:

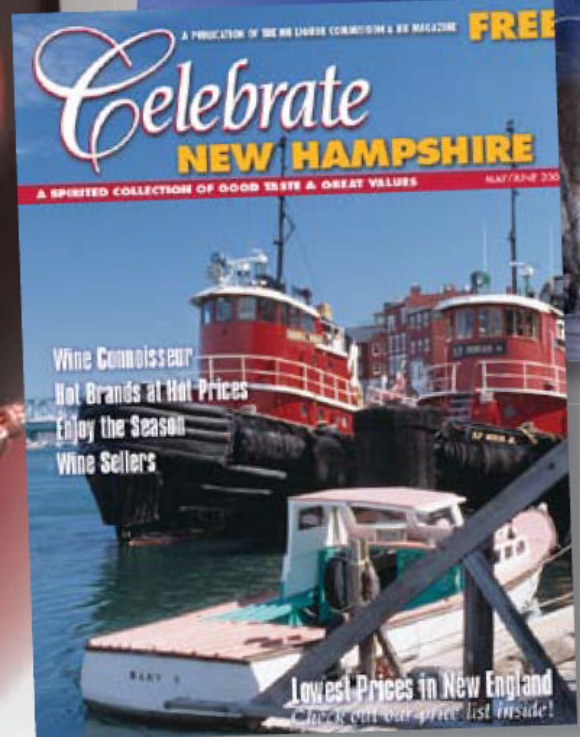
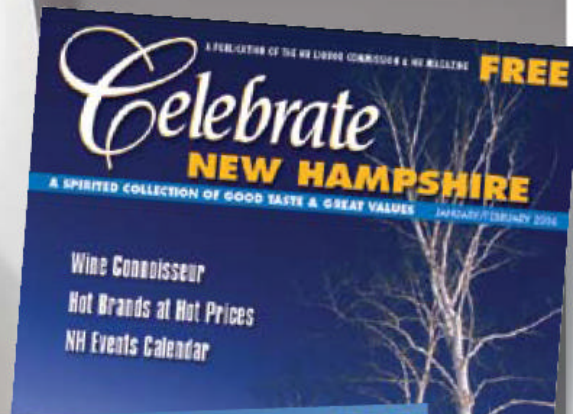
Equipment	\$ 562,798
Buildings and Building Improvements	<u>1,128,890</u>
Total	1,691,688
Less: Accumulated Depreciation	<u>(683,800)</u>
Net	<u><u>\$ 1,007,888</u></u>

NOTE 10 – Sales Revenue

Sales revenue is reported net of discounts and credit card fees. For the fiscal year-ended June 30, 2006, the Commission reported operating revenues of \$415,531,793, net of discounts of \$3,197,939 and credit card fees of \$3,582,356.

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STATISTICAL SECTION



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New Hampshire State Liquor Commission

Comparative Balance Sheet

JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

(expressed in thousands)

	June 30, 2006	June 30, 2005	Comparative Increase / (Decrease)	
			\$	%
<u>ASSETS:</u>				
CURRENT ASSETS				
Cash and Cash Equivalents	\$ 1,670	\$ 708	\$ 962	135.88
Receivables (Net of Allowances for Uncollectibles)	7,653	6,604	1,049	15.88
Due from Other Funds	19,109	6,031	13,078	216.85
Inventories	20,121	24,213	(4,092)	(16.90)
Total Current Assets	48,553	37,556	10,997	29.28
NONCURRENT ASSETS				
Land	2,355	2,355		
Land Improvements	877	877		
Buildings	13,775	13,532	243	1.80
Building Improvements	5,744	5,791	(47)	(0.81)
Construction in Progress	10		10	100.00
Equipment	9,007	9,211	(204)	(2.21)
Less Allowance for Depreciation and Amortization	(18,363)	(17,528)	(835)	4.76
Net Capital Assets	13,405	14,238	(833)	(5.85)
Total Noncurrent Assets	13,405	14,238	(833)	(5.85)
TOTAL ASSETS	61,958	51,794	10,164	19.62
<u>LIABILITIES:</u>				
CURRENT LIABILITIES				
Accounts Payable	41,945	31,934	10,011	31.35
Accrued Payroll	1,229	1,087	142	13.06
Deferred Revenue	2,060	1,805	255	14.13
Claims & Compensated Absences	1,145	904	241	26.66
Other Liabilities	235	269	(34)	(12.64)
Total Current Liabilities	46,614	35,999	10,615	29.49
NONCURRENT LIABILITIES				
Compensated Absences Payable & Uninsured Claims	2,174	1,826	348	19.06
Other Noncurrent Liabilities	617	803	(186)	(23.16)
Total Noncurrent Liabilities	2,791	2,629	162	6.16
Total Liabilities	49,405	38,628	10,777	27.90
<u>NET ASSETS</u>				
Invested in Capital Assets, net of related debt	12,553	13,166	(613)	(4.66)
Total Net Assets	\$ 12,553	\$ 13,166	\$ (613)	(4.66)

New Hampshire State Liquor Commission

Commonsize Comparative Income Statement

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

	July 01, 2005 through June 30, 2006	July 01, 2004 through June 30, 2005	Commonsize % FY 06 % FY 05		Comparative Increase / (Decrease) \$ %	
<u>SALES</u>						
Sales - Retail	\$ 293,704,148	\$ 281,517,373	70.68	71.75	\$ 12,186,775	4.33
Sales - On-Premise	51,423,269	48,438,931	12.38	12.35	2,984,338	6.16
Sales - Off-Premise	77,184,671	71,350,940	18.57	18.19	5,833,731	8.18
Total Sales	422,312,088	401,307,244	101.63	102.29	21,004,844	5.23
Less Discounts, Credit Card Fees, Etc.	(6,780,295)	(8,971,215)	(1.63)	(2.29)	2,190,920	(24.42)
Net Sales	415,531,793	392,336,029	100.00	100.00	23,195,764	5.91
<u>COST OF SALES</u>						
Inventory Change	4,091,316	817,735	0.98	0.21	3,273,581	400.32
Purchases - Net	293,335,457	281,929,806	70.59	71.86	11,405,651	4.05
Buy-In, Storage/Handling	723,282	665,758	0.17	0.17	57,524	8.64
Freight to Stores	1,567,884	1,452,494	0.38	0.37	115,390	7.94
Total Cost of Sales	299,717,939	284,865,793	72.13	72.61	14,852,146	5.21
Gross Profit From Sales	115,813,854	107,470,236	27.87	27.39	8,343,618	7.76
<u>OTHER REVENUES</u>						
Liquor Rep Fees	16,917	15,980			937	5.86
Licenses - Liquor	2,712,242	3,024,391	0.65	0.77	(312,149)	(10.32)
Check & Administrative Fines	188,771	170,402	0.05	0.04	18,369	10.78
Warehouse Bailment	1,008,682	1,145,813	0.24	0.29	(137,131)	(11.97)
Wine Tax	30,298	26,526	0.01	0.01	3,772	14.22
Sweepstakes Income	491,677	376,287	0.12	0.10	115,390	30.67
Inventory Information	5,232	5,064	0.00	0.00	168	3.32
Direct Shipping Permits	314,683	233,522	0.08	0.06	81,161	34.76
Processing/Investigation Fees	54,445	52,925	0.01	0.01	1,520	2.87
Miscellaneous	16,118	35,251	0.00	0.01	(19,133)	(54.28)
Total Other Revenues	4,839,065	5,086,161	1.16	1.30	(247,096)	(4.86)
Total Gross Profit	\$ 120,652,919	\$ 112,556,397	29.04	28.69	\$ 8,096,522	7.19

(continued)

New Hampshire State Liquor Commission

Commonsize Comparative Income Statement (continued)

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

	July 01, 2005	July 01, 2004	Commonsize		Comparative	
	through June 30, 2006	through June 30, 2005	% FY 06	% FY 05	Increase / (Decrease) \$	%
OPERATING EXPENSES						
Office of the Commissioners	\$ 565,094	\$ 569,268	0.14	0.15	\$ (4,174)	(0.73)
Information Technology	1,266,514	1,351,445	0.30	0.34	(84,931)	(6.28)
Financial Management	1,253,096	1,146,780	0.30	0.29	106,316	9.27
Merchandising Administration	613,416	583,158	0.15	0.15	30,258	5.19
Purchasing	69,897	61,812	0.02	0.02	8,085	13.08
Human Resources	117,743	107,098	0.03	0.03	10,645	9.94
Store Operations	22,412,492	20,646,519	5.39	5.26	1,765,973	8.55
Warehouse	936,862	812,251	0.23	0.21	124,611	15.34
Depreciation Expenses -						
• Office of the Commission	75,617	96,524	0.02	0.02	(20,907)	(21.66)
• Information Technology	258,853	447,790	0.06	0.11	(188,937)	(42.19)
• Financial Management	6,033	7,160	0.00	0.00	(1,127)	(15.74)
• Merchandising Administration	18	51	0.00	0.00	(33)	(64.71)
• Human Resources	-	34	-	0.00	(34)	(100.00)
• Store Operations	671,003	715,321	0.16	0.18	(44,318)	(6.20)
• Warehouse	39,200	57,541	0.01	0.01	(18,341)	(31.87)
Total Expenses	28,285,838	26,602,752	6.81	6.78	1,683,086	6.33
Net Profit -						
• Liquor Operations	92,367,081	85,953,645	22.23	21.91	6,413,436	7.46
• Beer Operations	10,216,847	10,203,330	2.46	2.60	13,517	0.13
Loss - Disposal of Fixed Assets	(20,828)	(17,818)	(0.01)	-	(3,010)	16.89
Fixed Assets - Capital Funds	267,098	1,786,849	0.06	0.46	(1,519,751)	(85.05)
Total Net Profit	102,830,198	97,926,006	24.75	24.96	4,904,192	5.01
Transfer to General Fund	(103,442,743)	(97,666,888)	(24.89)	(24.89)	(5,775,855)	5.91
Change in Net Assets	(612,545)	259,118	(0.15)	0.07	(871,663)	(336.40)
Net Assets July 1	13,165,512	12,906,394	3.17	3.29	259,118	2.01
Net Assets June 30	\$ 12,552,967	\$ 13,165,512	3.02	3.36	\$ (612,545)	(4.65)
NOTE:						
Beginning Inventory	\$ 24,212,547	\$ 25,030,282			\$ (817,735)	
Inventory Change	(4,091,316)	(817,735)			(3,273,581)	
Ending Inventory	\$ 20,121,231	\$ 24,212,547			\$ (4,091,316)	

New Hampshire State Liquor Commission

Commonsize Comparative Income Statement - Enforcement

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

BEER OPERATIONS:	July 01, 2005	July 01, 2004	Commonsize		Comparative	
	through	through	%	%	Increase / (Decrease)	
<u>REVENUES</u>	June 30, 2006	June 30, 2005	FY 06	FY 05	\$	%
Beer Tax	\$ 12,572,269	\$ 12,176,570	97.36	96.85	\$ 395,699	3.25
Wine Cooler Tax	30,150	26,738	0.23	0.21	3,412	12.76
Distilled Spirits Tax	21,984	24,146	0.17	0.19	(2,162)	(8.95)
Beer Permits	180,382	185,364	1.40	1.47	(4,982)	(2.69)
Miscellaneous - Grants	108,869	159,329	0.84	1.27	(50,460)	(31.67)
Total Revenues	12,913,654	12,572,147	100.00	100.00	341,507	2.72
<u>OPERATING EXPENSES</u>						
Regulation - Enforcement	1,617,459	1,342,961	12.53	10.68	274,498	20.44
Regulation - Licensing	671,281	568,202	5.20	4.52	103,079	18.14
Regulation - Education	118,945	208,821	0.92	1.66	(89,876)	(43.04)
Miscellaneous - Grants	161,328	114,770	1.25	0.91	46,558	40.57
Depreciation - Enforcement	111,051	113,040	0.86	0.90	(1,989)	(1.76)
Depreciation - Licensing	7,371	9,176	0.06	0.07	(1,805)	(19.67)
Depreciation - Grants	9,372	11,847	0.07	0.09	(2,475)	(20.89)
Total Expenses	2,696,807	2,368,817	20.88	18.84	327,990	13.85
Net Profit From Beer Operations	\$ 10,216,847	\$ 10,203,330	79.12	81.16	\$ 13,517	0.13

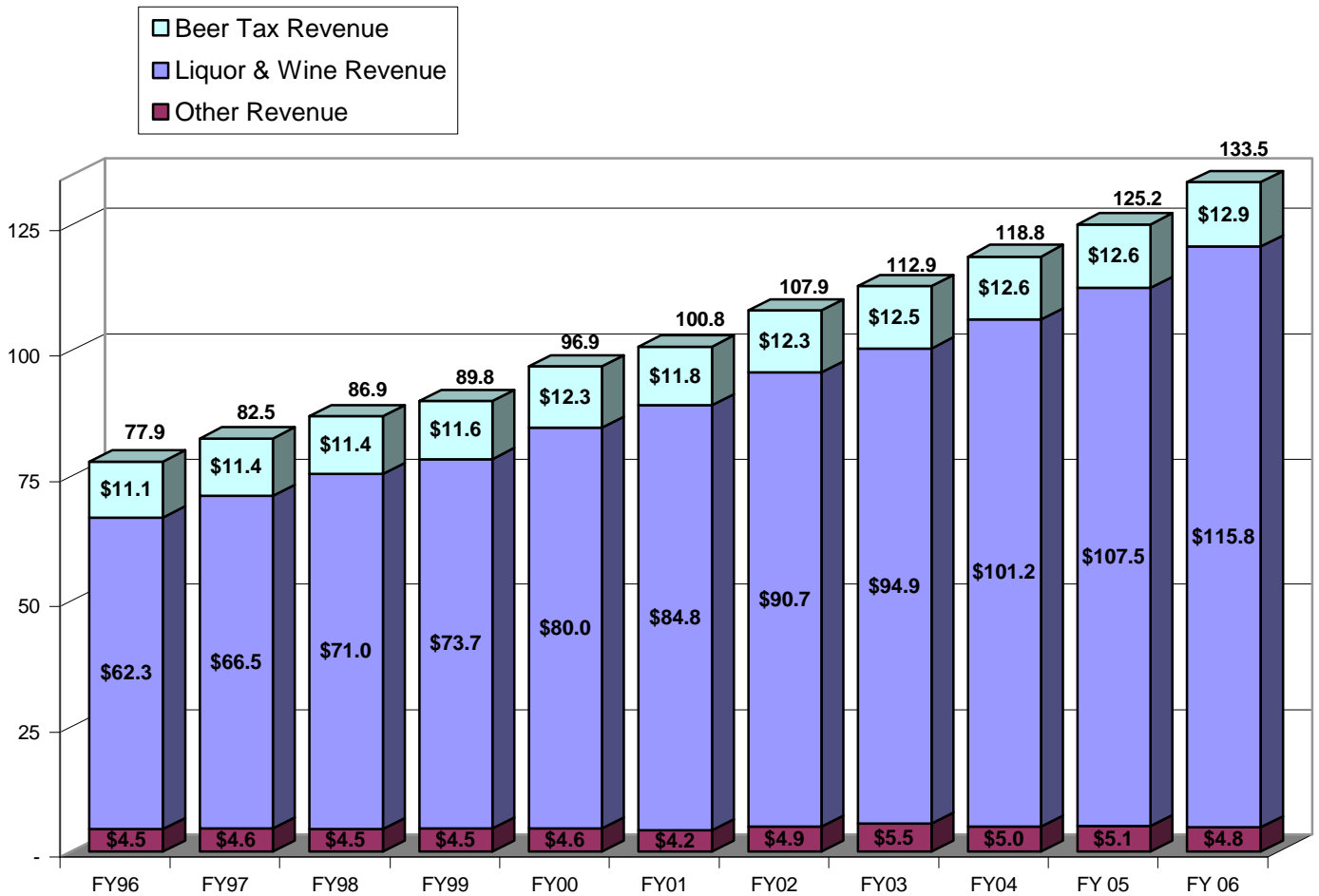
New Hampshire State Liquor Commission

Five Year Comparative Income Statement- FY 2002 To FY 2006 (unaudited)

(Expressed In Thousands)

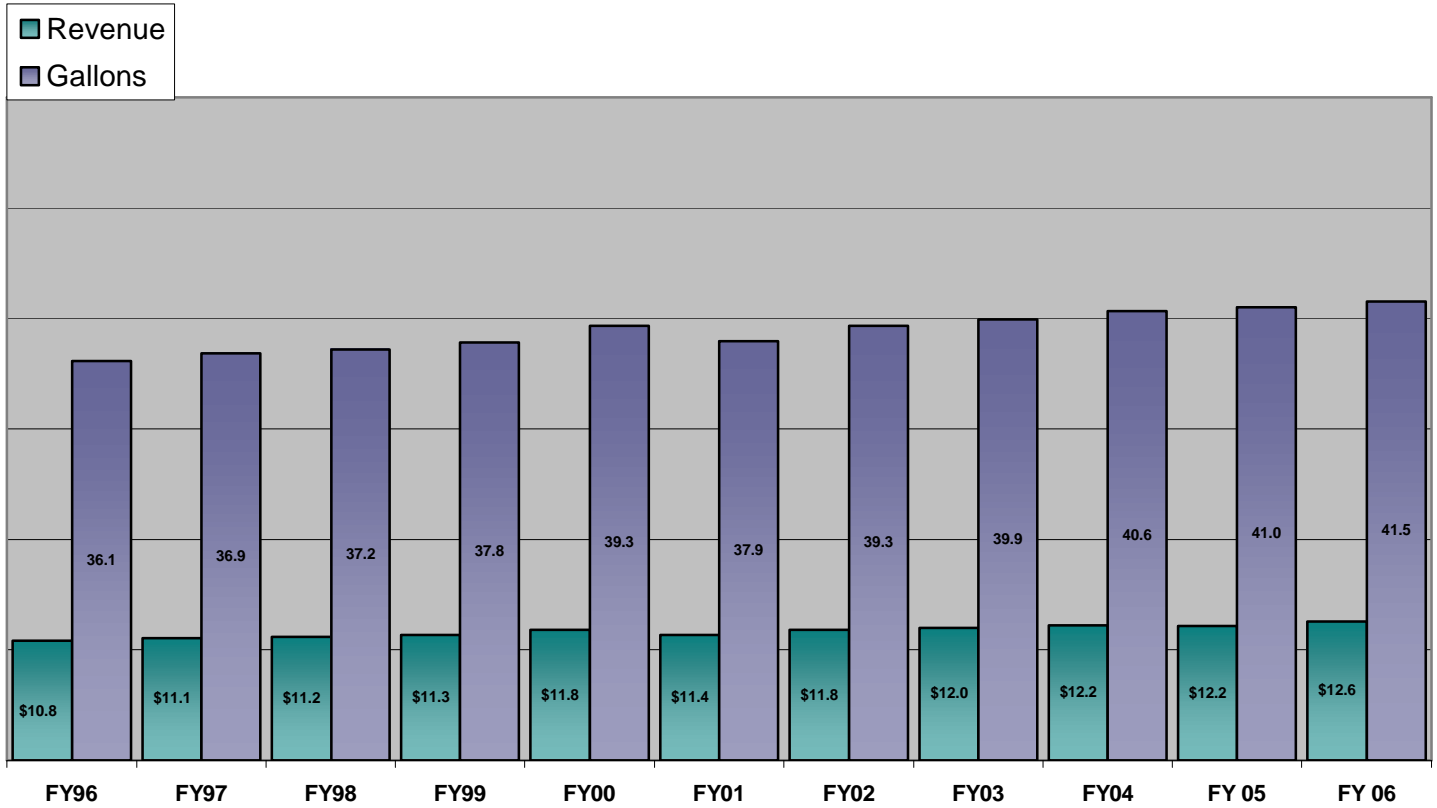
	<u>FY 2006</u>	<u>FY 2005</u>	<u>FY 2004</u>	<u>FY 2003</u>	<u>FY 2002</u>
<u>SALES</u>					
Sales - Retail	\$ 293,704	\$ 281,517	\$ 263,313	\$ 246,560	\$ 235,172
Sales - On-Premise	51,423	48,439	47,470	44,120	42,048
Sales - Off-Premise	77,185	71,351	66,435	60,057	54,502
Total Sales	422,312	401,307	377,218	350,737	331,722
Less Discounts, CC fees, Etc	(6,780)	(8,971)	(7,544)	(6,003)	(6,390)
Net Sales	415,532	392,336	369,674	344,734	325,332
Cost of Goods Sold	299,718	284,866	268,427	249,850	234,609
Gross Profit from Sales	115,814	107,470	101,247	94,884	90,723
<u>OTHER REVENUES</u>					
Liquor and Wine Licenses	2,712	3,024	2,848	2,919	3,270
Liquor Rep Fees	17	16	8	4	4
Sweepstakes Income	492	376	481	445	455
Miscellaneous	1,618	1,670	1,641	2,161	1,202
Total Other Revenues	4,839	5,086	4,978	5,529	4,931
Total Gross Profit	120,653	112,556	106,225	100,413	95,654
<u>OPERATING EXPENSES</u>					
Office of Commission	565	569	503	497	507
Information Technology	1,267	1,351	894	979	1,062
Financial Management	1,253	1,147	1,197	1,258	1,040
Merchandising Administration	613	583	529	541	503
Purchasing	70	62	61	58	56
Human Resources	118	107	51	125	88
Store Operations	22,412	20,647	19,345	19,380	17,967
Warehouse	937	812	806	758	746
Depreciation	1,051	1,324	1,493	1,502	1,452
Total Operating Expenses	28,286	26,602	24,879	25,098	23,421
Net Profit Liquor Operations	92,367	85,954	81,346	75,315	72,233
<u>BEER OPERATIONS:</u>					
Revenue - Beer Tax and Permits	12,914	12,572	12,566	12,500	12,335
Expenses - Enforc., Licens. & Educ.	(2,569)	(2,235)	(2,370)	(2,070)	(1,892)
Depreciation	(128)	(134)	(122)	(116)	(65)
Net Profit Beer Operations	10,217	10,203	10,074	10,314	10,378
Gain or (Loss) on Capital Assets	(21)	(18)	(2)	(14)	(9)
Capital Assets - Capital Funds	267	1,787	-	-	-
TOTAL NET PROFIT	\$ 102,830	\$ 97,926	\$ 91,418	\$ 85,615	\$ 82,602

NEW HAMPSHIRE STATE LIQUOR COMMISSION FY1996 TO FY2006 REVENUE (unaudited)



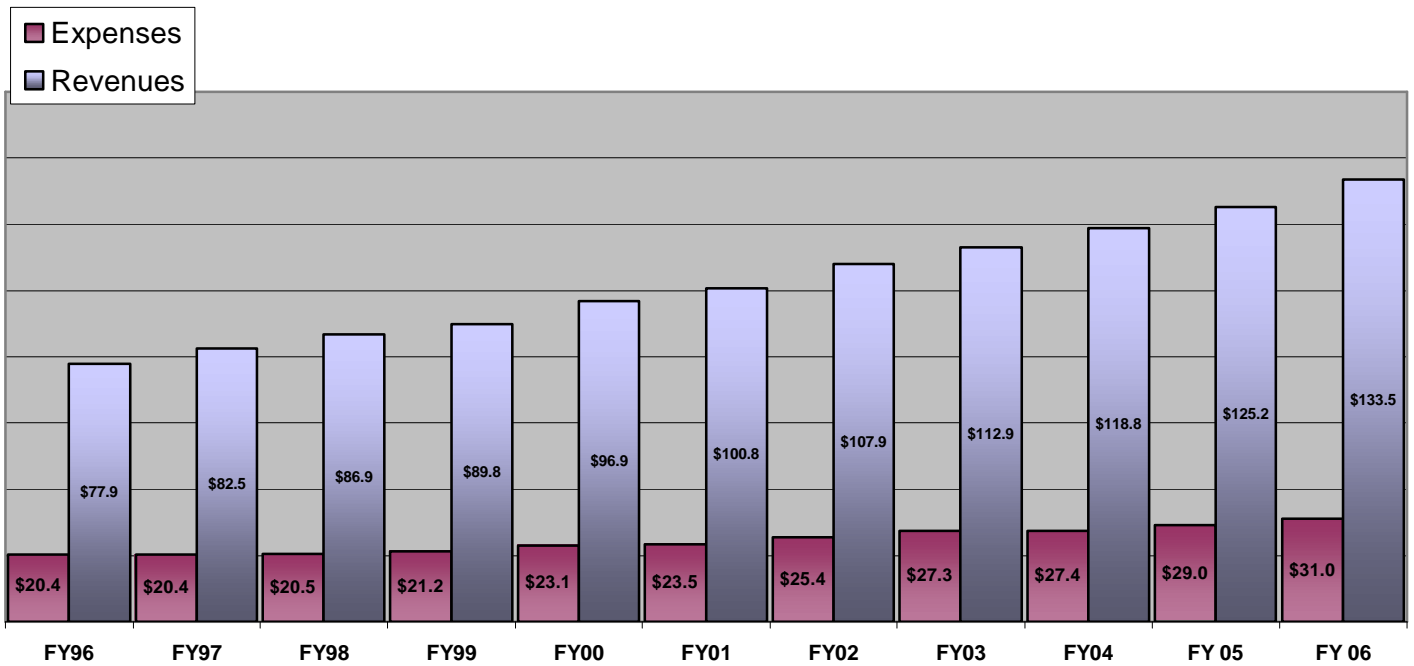
Revenues: (millions)	FY96	FY97	FY98	FY99	FY00	FY01	FY02	FY03	FY04	FY05	FY06
Liquor & Wine Revenue	\$62.3	\$66.5	\$71.0	\$73.7	\$80.0	\$84.8	\$90.7	\$94.9	\$101.2	\$107.5	\$115.8
Other Revenue	4.5	4.6	4.5	4.5	4.6	4.2	4.9	5.5	5.0	5.1	4.8
Beer Tax	11.1	11.4	11.4	11.6	12.3	11.8	12.3	12.5	12.6	12.6	12.9
Total Revenue:	\$77.9	\$82.5	\$86.9	\$89.8	\$96.9	\$100.8	\$107.9	\$112.9	\$118.8	\$125.2	\$133.5

**NEW HAMPSHIRE STATE LIQUOR COMMISSION
FY1996 TO FY2006 BEER REVENUE AND GALLONAGE (unaudited)**



Beer Tax	FY96	FY97	FY98	FY99	FY00	FY01	FY02	FY03	FY04	FY 05	FY 06
Millions	\$10.8	\$11.1	\$11.2	\$11.3	\$11.8	\$11.4	\$11.8	\$12.0	\$12.2	\$12.2	\$12.6
gallons	36.1	36.9	37.2	37.8	39.3	37.9	39.3	39.9	40.6	41.0	41.5

**NEW HAMPSHIRE STATE LIQUOR COMMISSION
FY1996 TO FY2006 REVENUE AND EXPENSES (unaudited)**



(Millions)	FY96	FY97	FY98	FY99	FY00	FY01	FY02	FY03	FY04	FY05	FY06
Revenues:	\$77.9	\$82.5	\$86.9	\$89.8	\$96.9	\$100.8	\$107.9	\$112.9	\$118.8	\$125.2	\$133.5
Expenses:	\$20.4	\$20.4	\$20.5	\$21.2	\$23.1	\$23.5	\$25.4	\$27.3	\$27.4	\$29.0	\$31.0

New Hampshire State Liquor Commission

Comparative Total Operating Expenses

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

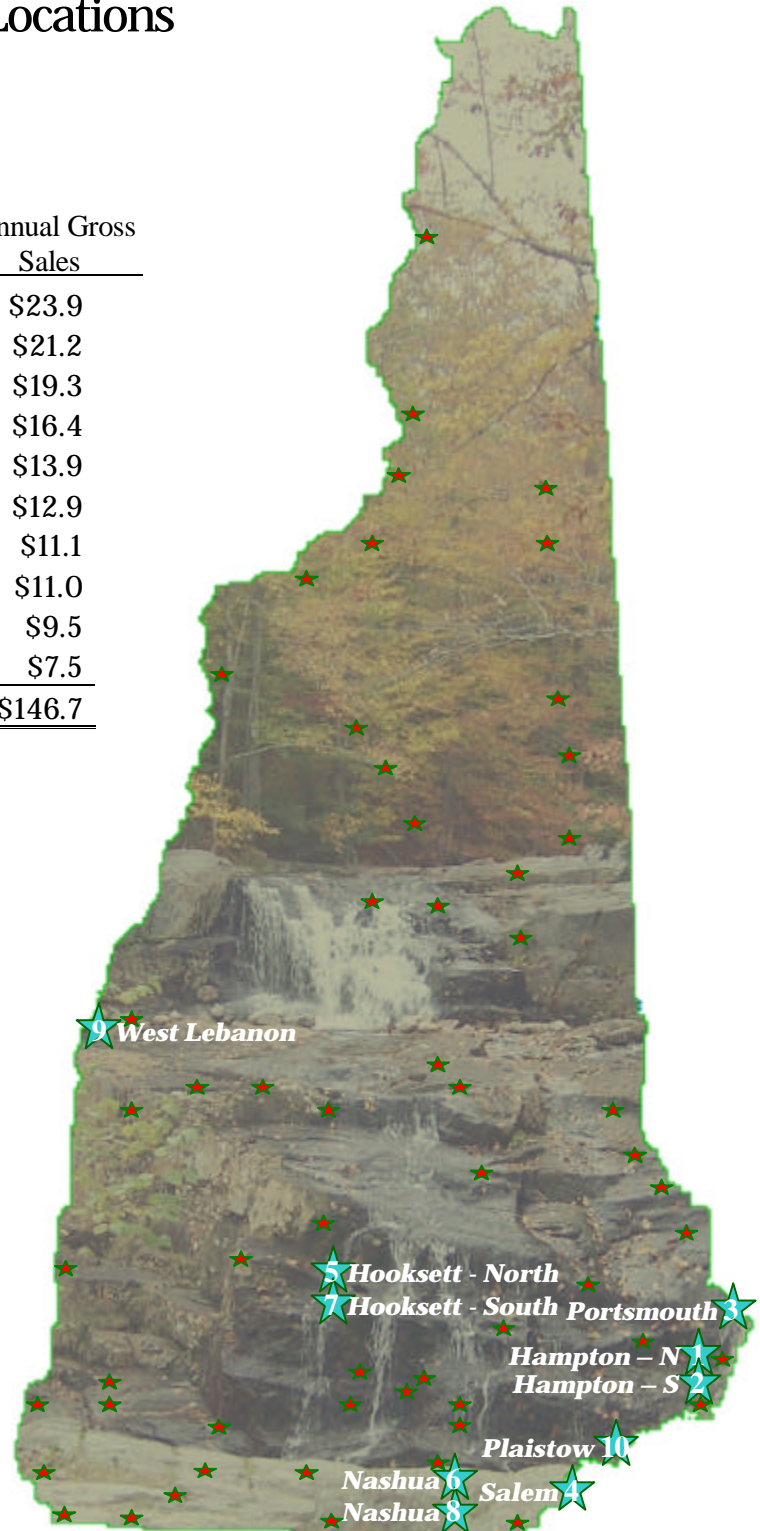
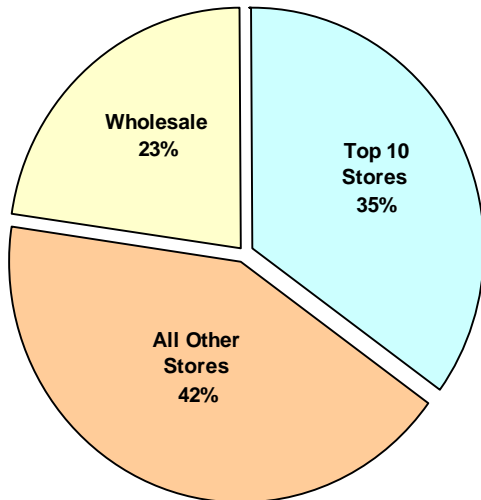
ADMINISTRATION OPERATING EXPENSES:	JUNE 30, 2006		JUNE 30, 2005		INCREASE / (DECREASE)		
					AMOUNT	%	
Personnel Services - Permanent	\$	10,418,369.03	\$	8,892,378.94	\$	1,525,990.09	17.16
Personnel Services - Temporary		4,060,293.53		3,831,525.59		228,767.94	5.97
Personnel Services - Overtime		858,594.46		792,036.92		66,557.54	8.40
Personnel Services - Holiday		161,958.71		143,846.95		18,111.76	12.59
Commissioners Salaries		259,013.20		231,982.98		27,030.22	11.65
Transfer to Data Center		1,385,305.57		1,673,187.25		(287,881.68)	(17.21)
Supplies		410,603.77		482,845.75		(72,241.98)	(14.96)
Publications		7,736.76		16,006.59		(8,269.83)	(51.67)
Clothing		22,808.79		1,112.00		21,696.79	1,951.15
Heat, Electricity, Water		995,441.26		968,687.00		26,754.26	2.76
Telephone		121,274.97		198,659.52		(77,384.55)	(38.95)
Postage and Freight		58,073.55		67,254.55		(9,181.00)	(13.65)
Printing and Binding		87,431.67		91,341.25		(3,909.58)	(4.28)
Contract Repairs-Buildings&Grounds		98,605.20		178,133.05		(79,527.85)	(44.65)
Equipment Repairs		302,442.02		369,830.95		(67,388.93)	(18.22)
License/Maintenance Software		850.00		54,491.97		(53,641.97)	(98.44)
Repairs - Buildings and Grounds		30,084.77		32,777.74		(2,692.97)	(8.22)
Advertising		1,219,936.04		807,143.61		412,792.43	51.14
Rents & Rentals		63,364.96		64,370.06		(1,005.10)	(1.56)
Rents - Stores		1,956,669.00		1,938,978.22		17,690.78	0.91
Insurance		6,887.96		6,254.16		633.80	10.13
Membership Fees		2,925.00		2,810.00		115.00	4.09
Educational/Development Training		10,327.00		7,280.95		3,046.05	41.84
Rental/Lease - Office Equipment		(98,124.71)		(17,450.80)		(80,673.91)	462.29
Trash Removal Services		114,907.00		115,211.14		(304.14)	(0.26)
Snow Removal Services		139,833.25		135,163.65		4,669.60	3.45
Janitorial Services		47,474.00		50,744.11		(3,270.11)	(6.44)
Equipment		156,769.08		421,196.20		(264,427.12)	(62.78)
Benefits		5,837,869.14		5,146,861.70		691,007.44	13.43
Employee Assistance Program		10,000.00		8,330.00		1,670.00	20.05
Vehicle Maintenance		13,218.46		-		13,218.46	100.00
Travel - In-State		154,828.28		145,069.80		9,758.48	6.73
Travel - Out-of-State		2,298.32		3,190.92		(892.60)	(27.97)
Indirect Costs to Admin. Services		258,214.60		298,113.00		(39,898.40)	(13.38)
Workmen's Compensation		608,735.76		318,352.38		290,383.38	91.21
Unemployment Compensation		12,565.44		20,251.51		(7,686.07)	(37.95)
Miscellaneous		6,541.98		15,115.19		(8,573.21)	(56.72)
TOTAL OPERATING EXPENSES:		29,804,127.82		27,513,084.80		2,291,043.02	8.33
 Depreciation		 1,178,518.00		 1,458,484.42		 (279,966.42)	 (19.20)
TOTAL EXPENSES:	\$	30,982,645.82	\$	28,971,569.22	\$	2,011,076.60	6.94

NHSLC Top 10 Sales Locations

Store Locations (unaudited)

(Sales in Millions)

	Annual Gross Sales
1. Hampton - North	\$23.9
2. Hampton - South	\$21.2
3. Portsmouth Traffic Circle	\$19.3
4. Salem	\$16.4
5. Hooksett - North	\$13.9
6. Nashua – Coliseum Ave	\$12.9
7. Hooksett - South	\$11.1
8. Nashua – DW Highway	\$11.0
9. West Lebanon	\$9.5
10. Plaistow	\$7.5
Total:	<u>\$146.7</u>



New Hampshire State Liquor Commission

Total Sales by Location

(Net of Discounts)

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

ST #	LOCATION			INCREASE/(DECREASE)		% OF SALES		RANK	
		JUNE 30, 2006	JUNE 30, 2005	AMOUNT	%	FY 06	FY 05	FY 06	FY 05
1	CONCORD	\$ 4,827,302.24	\$ 4,618,381.42	\$ 208,920.82	4.52	1.15	1.17	16	15
2	CHESTERFIELD	3,428,771.33	3,487,154.56	(58,383.23)	(1.67)	0.82	0.88	29	26
3	MANCHESTER	1,544,583.40	1,656,788.46	(112,205.06)	(6.77)	0.37	0.42	58	55
4	HOOKSETT	2,735,361.20	2,706,428.27	28,932.93	1.07	0.65	0.68	36	36
5	BERLIN	989,587.68	892,385.32	97,202.36	10.89	0.24	0.23	68	67
6	PORTSMOUTH	5,171,268.82	4,963,769.45	207,499.37	4.18	1.23	1.26	15	14
7	LITTLETON	3,948,477.23	3,687,206.18	261,271.05	7.09	0.94	0.93	24	24
8	CLAREMONT	2,836,233.02	2,622,552.67	213,680.35	8.15	0.68	0.66	34	37
9	DOVER	4,345,851.83	4,012,718.46	333,133.37	8.30	1.04	1.01	22	21
10	MANCHESTER	2,698,997.26	3,319,392.20	(620,394.94)	(18.69)	0.64	0.84	38	31
11	LEBANON	3,296,906.36	3,158,589.94	138,316.42	4.38	0.79	0.80	31	32
*12	CENTRE HARBOR	2,081,104.50	249,067.33	1,832,037.17	735.56	0.50	0.06	51	75
13	SOMERSWORTH	1,705,778.04	1,586,389.12	119,388.92	7.53	0.41	0.40	57	56
14	ROCHESTER	3,615,657.12	3,339,608.43	276,048.69	8.27	0.86	0.84	27	30
15	KEENE	7,256,108.29	4,600,187.78	2,655,920.51	57.74	1.73	1.16	11	16
16	WOODSVILLE	1,118,519.22	1,076,760.81	41,758.41	3.88	0.27	0.27	66	65
17	FRANKLIN	1,312,095.60	1,238,078.07	74,017.53	5.98	0.31	0.31	62	61
18	COLEBROOK	1,084,123.58	1,058,644.94	25,478.64	2.41	0.26	0.27	67	66
19	PLYMOUTH	2,413,885.53	2,328,495.70	85,389.83	3.67	0.58	0.59	43	42
20	DERRY	2,737,563.89	2,583,592.70	153,971.19	5.96	0.65	0.65	35	38
21	PETERBOROUGH	2,615,319.82	2,582,509.67	32,810.15	1.27	0.62	0.65	39	39
22	BROOKLINE	2,344,066.98	2,014,392.77	329,674.21	16.37	0.56	0.51	45	48
23	CONWAY	6,845,717.38	6,064,728.78	780,988.60	12.88	1.63	1.53	13	12
24	NEWPORT	1,220,765.76	1,112,960.93	107,804.83	9.69	0.29	0.28	63	64
25	STRATHAM	4,755,472.81	4,355,021.86	400,450.95	9.20	1.13	1.10	18	19
26	GROVETON	566,458.57	320,242.68	246,215.89	76.88	0.14	0.08	74	74
27	NASHUA	2,172,983.15	1,979,428.52	193,554.63	9.78	0.52	0.50	48	49
28	SEABROOK-BCH	824,950.63	655,264.89	169,685.74	25.90	0.20	0.17	71	70
29	WHITEFIELD	475,066.61	470,044.45	5,022.16	1.07	0.11	0.12	75	73
30	MILFORD	2,842,830.06	2,756,110.63	86,719.43	3.15	0.68	0.70	33	35
31	MANCHESTER	2,380,404.78	2,196,325.48	184,079.30	8.38	0.57	0.56	44	45
33	MANCHESTER	4,820,982.73	4,330,645.48	490,337.25	11.32	1.15	1.10	17	20
34	SALEM	16,353,198.63	15,873,857.37	479,341.26	3.02	3.90	4.01	4	4
35	HILLSBORO	1,424,180.48	1,391,652.41	32,528.07	2.34	0.34	0.35	61	58
36	JAFFREY	629,087.21	587,056.19	42,031.02	7.16	0.15	0.15	72	72
37	LANCASTER	863,877.89	858,632.57	5,245.32	0.61	0.21	0.22	70	69
38	PORTSMOUTH	19,325,262.75	18,227,925.00	1,097,337.75	6.02	4.61	4.61	3	3
39	WOLFEBORO	3,056,668.26	2,992,317.75	64,350.51	2.15	0.73	0.76	32	34
40	WALPOLE	1,905,387.44	1,902,314.38	3,073.06	0.16	0.45	0.48	53	51
41	SEABROOK	5,547,950.30	5,168,482.75	379,467.55	7.34	1.32	1.31	14	13
42	MEREDITH	2,703,446.83	3,481,828.23	(778,381.40)	(22.36)	0.65	0.88	37	27
43	FARMINGTON	1,442,080.85	1,310,743.13	131,337.72	10.02	0.34	0.33	60	59

* New Store Opened May 2005

(continued)

New Hampshire State Liquor Commission

Total Sales by Location (continued)

(Net of Discounts)

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

ST #	LOCATION	JUNE 30, 2006	JUNE 30, 2005	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 06	FY 05	FY 06	FY 05
44	BRISTOL	\$ 1,215,188.29	\$ 1,164,322.27	\$ 50,866.02	4.37	0.29	0.29	64	63
45	PITTSFIELD	940,360.20	891,202.95	49,157.25	5.52	0.22	0.23	69	68
46	ASHLAND	1,459,937.27	1,197,969.72	261,967.55	21.87	0.35	0.30	59	62
47	N. WOODSTOCK	1,945,988.74	1,835,026.08	110,962.66	6.05	0.46	0.46	52	52
48	HINSDALE	6,922,593.00	7,135,601.49	(213,008.49)	(2.99)	1.65	1.80	12	10
49	PLAISTOW	7,496,796.12	7,126,979.99	369,816.13	5.19	1.79	1.80	10	11
50	NASHUA	11,014,591.22	11,244,413.82	(229,822.60)	(2.04)	2.63	2.84	8	7
51	PELHAM	2,576,501.38	2,455,176.61	121,324.77	4.94	0.61	0.62	40	41
52	GORHAM	1,787,077.02	1,659,128.09	127,948.93	7.71	0.43	0.42	55	54
53	HUDSON	2,521,757.15	2,285,277.90	236,479.25	10.35	0.60	0.58	42	43
54	GLEN	3,388,580.24	3,650,854.03	(262,273.79)	(7.18)	0.81	0.92	30	25
55	BEDFORD	4,546,333.66	3,070,833.43	1,475,500.23	48.05	1.08	0.78	20	33
56	GILFORD	4,062,737.09	3,859,668.89	203,068.20	5.26	0.97	0.98	23	22
57	OSSIPEE	1,811,576.94	1,722,045.50	89,531.44	5.20	0.43	0.44	54	53
58	GOFFSTOWN	2,178,757.44	2,158,279.20	20,478.24	0.95	0.52	0.55	47	46
59	MERRIMACK	2,083,546.32	2,068,869.92	14,676.40	0.71	0.50	0.52	50	47
60	W. LEBANON	9,494,369.91	9,202,732.81	291,637.10	3.17	2.27	2.33	9	9
61	FITZWILLIAM	615,485.88	624,290.32	(8,804.44)	(1.41)	0.15	0.16	73	71
62	RAYMOND	2,109,216.29	1,912,143.77	197,072.52	10.31	0.50	0.48	49	50
63	WINCHESTER	1,189,414.22	1,241,681.48	(52,267.26)	(4.21)	0.28	0.31	65	60
64	NEW LONDON	3,894,811.41	3,802,818.71	91,992.70	2.42	0.93	0.96	25	23
66	HOOKSETT-NO	13,917,929.44	13,754,698.31	163,231.13	1.19	3.32	3.48	5	5
67	HOOKSETT-SO	11,143,949.56	10,877,587.63	266,361.93	2.45	2.66	2.75	7	8
68	N. HAMPTON	4,366,090.14	4,375,743.54	(9,653.40)	(0.22)	1.04	1.11	21	18
69	NASHUA	12,850,836.29	12,432,782.45	418,053.84	3.36	3.07	3.14	6	6
70	SWANZEY	1,724,011.70	1,585,803.72	138,207.98	8.72	0.41	0.40	56	57
71	LEE	3,516,076.90	3,342,196.74	173,880.16	5.20	0.84	0.85	28	29
72	CONCORD	3,672,800.21	3,432,471.09	240,329.12	7.00	0.88	0.87	26	28
73	HAMPTON-SO	21,183,029.52	20,569,300.65	613,728.87	2.98	5.05	5.20	2	2
74	LONDONDERRY	4,689,565.64	4,463,885.65	225,679.99	5.06	1.12	1.13	19	17
75	BELMONT	2,558,337.94	2,477,012.42	81,325.52	3.28	0.61	0.63	41	40
76	HAMPTON-NO	23,909,105.41	23,112,895.70	796,209.71	3.44	5.70	5.85	1	1
77	RINDGE	2,305,851.65	2,214,015.88	91,835.77	4.15	0.55	0.56	46	44
	TOTAL STORES	323,357,540.25	306,766,388.49	16,591,151.76	5.41	77.15	77.59		
900	WHSE-CONCORD	585,338.88	634,983.95	(49,645.07)	(7.82)	0.14	0.16		
905	WHSE-NASHUA	95,171,270.18	87,977,400.78	7,193,869.40	8.18	22.71	22.25		
	TOTAL WHSES	95,756,609.06	88,612,384.73	7,144,224.33	8.06	22.85	22.41		
	GRAND TOTAL	\$ 419,114,149.31	\$ 395,378,773.22	\$ 23,735,376.09	6.00	100.00	100.00		

New Hampshire State Liquor Commission

Sales by Type

FISCAL YEAR ENDED JUNE 30, 2006 (unaudited)

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	DISCOUNTS	TOTAL
1	CONCORD	\$ 4,221,946.60	\$ 563,297.85	\$ 82,429.53	\$ (40,371.74)	\$ 4,827,302.24
2	CHESTERFIELD	3,425,541.61	15,014.87	10,700.76	(22,485.91)	3,428,771.33
3	MANCHESTER	1,165,370.67	338,037.41	44,519.36	(3,344.04)	1,544,583.40
4	HOOKSETT	2,297,649.93	390,384.05	94,275.19	(46,947.97)	2,735,361.20
5	BERLIN	774,462.46	135,657.39	81,165.51	(1,697.68)	989,587.68
6	PORTSMOUTH	2,552,709.60	2,548,720.54	131,800.85	(61,962.17)	5,171,268.82
7	LITTLETON	3,312,848.85	592,109.44	82,967.66	(39,448.72)	3,948,477.23
8	CLAREMONT	2,516,302.49	328,095.23	14,622.49	(22,787.19)	2,836,233.02
9	DOVER	3,436,417.75	906,287.64	31,424.10	(28,277.66)	4,345,851.83
10	MANCHESTER	1,884,495.10	786,218.81	35,524.78	(7,241.43)	2,698,997.26
11	LEBANON	2,985,807.46	279,756.91	83,397.89	(52,055.90)	3,296,906.36
12	CENTRE HARBOR	1,950,129.98	149,470.60	8,435.86	(26,931.94)	2,081,104.50
13	SOMERSWORTH	1,484,468.46	206,836.04	16,992.38	(2,518.84)	1,705,778.04
14	ROCHESTER	3,098,217.80	496,293.57	30,494.10	(9,348.35)	3,615,657.12
15	KEENE	6,553,958.37	779,138.95	23,007.65	(99,996.68)	7,256,108.29
16	WOODSVILLE	1,082,705.55	34,057.05	5,181.23	(3,424.61)	1,118,519.22
17	FRANKLIN	1,160,607.69	132,399.73	21,119.63	(2,031.45)	1,312,095.60
18	COLEBROOK	822,506.85	169,027.55	96,785.65	(4,196.47)	1,084,123.58
19	PLYMOUTH	2,130,774.10	276,684.43	19,570.75	(13,143.75)	2,413,885.53
20	DERRY	2,406,458.79	315,604.77	28,113.52	(12,613.19)	2,737,563.89
21	PETERBOROUGH	2,293,590.52	301,477.64	57,027.85	(36,776.19)	2,615,319.82
22	BROOKLINE	2,258,882.39	71,990.24	28,117.68	(14,923.33)	2,344,066.98
23	CONWAY	5,580,498.33	1,214,947.58	116,453.92	(66,182.45)	6,845,717.38
24	NEWPORT	1,033,302.95	174,985.13	19,710.99	(7,233.31)	1,220,765.76
25	STRATHAM	4,052,614.66	715,798.63	38,917.12	(51,857.60)	4,755,472.81
26	GROVETON	547,493.41	13,911.12	5,920.14	(866.10)	566,458.57
27	NASHUA	1,748,217.97	393,292.29	38,516.53	(7,043.64)	2,172,983.15
*28	SEABROOK-BCH	827,719.86			(2,769.23)	824,950.63
29	WHITEFIELD	367,754.97	64,490.89	44,913.69	(2,092.94)	475,066.61
30	MILFORD	2,449,294.83	359,838.38	48,424.10	(14,727.25)	2,842,830.06
31	MANCHESTER	2,213,173.81	152,968.66	21,995.27	(7,732.96)	2,380,404.78
33	MANCHESTER	3,260,653.88	1,543,751.09	48,442.37	(31,864.61)	4,820,982.73
34	SALEM	15,876,352.26	554,660.43	88,227.94	(166,042.00)	16,353,198.63
35	HILLSBORO	1,209,123.42	188,446.66	33,554.94	(6,944.54)	1,424,180.48
36	JAFFREY	508,735.61	111,404.98	12,562.04	(3,615.42)	629,087.21
37	LANCASTER	745,016.52	117,322.82	6,080.40	(4,541.85)	863,877.89
38	PORTSMOUTH	19,551,239.82	14,360.00	1,108.82	(241,445.89)	19,325,262.75
39	WOLFEBORO	2,661,785.67	406,261.14	30,495.65	(41,874.20)	3,056,668.26
40	WALPOLE	1,816,920.19	92,052.16	10,486.30	(14,071.21)	1,905,387.44
41	SEABROOK	4,766,737.06	752,661.75	48,495.85	(19,944.36)	5,547,950.30
42	MEREDITH	2,244,839.63	455,629.93	38,207.78	(35,230.51)	2,703,446.83
43	FARMINGTON	1,308,446.55	125,515.26	12,697.04	(4,578.00)	1,442,080.85

*No On or Off-Premise Sales

(continued)

New Hampshire State Liquor Commission

Sales by Type (continued)

FISCAL YEAR ENDED JUNE 30, 2006 (unaudited)

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	DISCOUNTS	TOTAL
44	BRISTOL	\$ 1,041,023.51	\$ 153,371.97	\$ 31,767.64	\$ (10,974.83)	\$ 1,215,188.29
45	PITTSFIELD	867,606.80	41,387.68	33,526.51	(2,160.79)	940,360.20
46	ASHLAND	955,564.80	471,460.52	58,217.42	(25,305.47)	1,459,937.27
47	N. WOODSTOCK	1,267,690.10	678,816.89	19,538.71	(20,056.96)	1,945,988.74
48	HINSDALE	6,957,955.41	36,538.57	16,585.10	(88,486.08)	6,922,593.00
49	PLAISTOW	6,848,732.26	621,694.79	68,276.64	(41,907.57)	7,496,796.12
50	NASHUA	10,942,235.91	144,570.69	10,996.95	(83,212.33)	11,014,591.22
51	PELHAM	2,406,040.33	163,973.22	17,012.35	(10,524.52)	2,576,501.38
52	GORHAM	1,596,607.28	192,440.18	6,039.74	(8,010.18)	1,787,077.02
53	HUDSON	2,308,791.50	216,705.71	1,743.49	(5,483.55)	2,521,757.15
54	GLEN	2,292,990.57	1,062,433.81	80,670.75	(47,514.89)	3,388,580.24
55	BEDFORD	3,914,000.66	681,416.62	15,459.86	(64,543.48)	4,546,333.66
56	GILFORD	2,949,682.07	1,093,501.51	55,772.82	(36,219.31)	4,062,737.09
57	OSSIPEE	1,550,975.90	210,720.27	57,600.71	(7,719.94)	1,811,576.94
58	GOFFSTOWN	1,894,565.57	268,451.44	23,465.73	(7,725.30)	2,178,757.44
59	MERRIMACK	1,936,045.14	134,461.78	21,863.62	(8,824.22)	2,083,546.32
60	W. LEBANON	8,946,116.96	623,639.74	57,264.81	(132,651.60)	9,494,369.91
61	FITZWILLIAM	585,784.59	22,226.23	10,020.73	(2,545.67)	615,485.88
62	RAYMOND	1,780,975.47	274,875.48	60,782.51	(7,417.17)	2,109,216.29
63	WINCHESTER	1,159,612.10	33,934.04	38.18	(4,170.10)	1,189,414.22
64	NEW LONDON	3,353,007.27	598,549.51	21,959.21	(78,704.58)	3,894,811.41
66	HOOKSETT-NO	13,827,880.99	169,579.97	53,222.78	(132,754.30)	13,917,929.44
67	HOOKSETT-SO	11,224,494.27	41,813.33	8,430.53	(130,788.57)	11,143,949.56
68	N. HAMPTON	3,667,783.90	704,054.23	46,973.06	(52,721.05)	4,366,090.14
69	NASHUA	11,585,188.46	1,391,899.31	89,466.31	(215,717.79)	12,850,836.29
70	SWANZEY	1,032,653.97	637,737.16	60,553.09	(6,932.52)	1,724,011.70
71	LEE	3,241,301.67	243,250.68	53,495.87	(21,971.32)	3,516,076.90
72	CONCORD	2,961,750.56	646,077.89	80,744.62	(15,772.86)	3,672,800.21
73	HAMPTON-SO	21,362,569.50	90,200.36	10,457.46	(280,197.80)	21,183,029.52
74	LONDONDERRY	4,211,369.91	452,675.98	48,599.72	(23,079.97)	4,689,565.64
75	BELMONT	2,053,440.64	501,323.16	14,124.93	(10,550.79)	2,558,337.94
76	HAMPTON-NO	24,173,859.36	45,192.80	10,392.75	(320,339.50)	23,909,105.41
77	RINDGE	2,214,418.38	85,766.72	15,437.49	(9,770.94)	2,305,851.65
	TOTAL STORES	293,698,490.23	30,003,601.85	2,853,387.40	(3,197,939.23)	323,357,540.25
	% OF TYPE	100.00	58.35	3.70	100.00	77.15
	% OF LOCATION	90.83	9.28	0.88	(0.99)	
900	WHSE-CONCORD	5,657.88	(226.32)	579,907.32	-	585,338.88
905	WHSE-NASHUA	-	21,419,893.96	73,751,376.22	-	95,171,270.18
	TOTAL WHSES	5,657.88	21,419,667.64	74,331,283.54	-	95,756,609.06
	% OF TYPE		41.65	96.30	-	22.85
	% OF LOCATION	0.01	22.37	77.63	-	100.00
	GRAND TOTAL	\$ 293,704,148.11	\$ 51,423,269.49	\$ 77,184,670.94	\$ (3,197,939.23)	\$ 419,114,149.31
	% OF TOTAL	70.08	12.27	18.42	(0.76)	100.00

New Hampshire State Liquor Commission

Retail Sales By Location

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

ST #	LOCATION	JUNE 30, 2006	JUNE 30, 2005	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 06	FY 05	FY 06	FY 05
1	CONCORD	\$ 4,221,946.60	\$ 3,977,384.95	\$ 244,561.65	6.15	1.44	1.41	15	16
2	CHESTERFIELD	3,425,541.61	3,497,680.68	(72,139.07)	(2.06)	1.17	1.24	21	19
3	MANCHESTER	1,165,370.67	1,307,461.31	(142,090.64)	(10.87)	0.40	0.46	59	55
4	HOOKSETT	2,297,649.93	2,275,753.26	21,896.67	0.96	0.78	0.81	37	38
5	BERLIN	774,462.46	740,237.78	34,224.68	4.62	0.26	0.26	70	68
6	PORTSMOUTH	2,552,709.60	2,441,933.65	110,775.95	4.54	0.87	0.87	31	33
7	LITTLETON	3,312,848.85	3,049,702.99	263,145.86	8.63	1.13	1.08	23	24
8	CLAREMONT	2,516,302.49	2,348,300.95	168,001.54	7.15	0.86	0.83	32	35
9	DOVER	3,436,417.75	3,139,477.27	296,940.48	9.46	1.17	1.12	20	22
10	MANCHESTER	1,884,495.10	1,970,756.94	(86,261.84)	(4.38)	0.64	0.70	49	45
11	LEBANON	2,985,807.46	2,950,138.21	35,669.25	1.21	1.02	1.05	27	26
*12	CENTRE HARBOR	1,950,129.98	244,891.97	1,705,238.01	696.32	0.66	0.09	46	75
13	SOMERSWORTH	1,484,468.46	1,357,444.60	127,023.86	9.36	0.51	0.48	55	54
14	ROCHESTER	3,098,217.80	2,918,773.80	179,444.00	6.15	1.05	1.04	26	27
15	KEENE	6,553,958.37	4,222,485.22	2,331,473.15	55.22	2.23	1.50	12	14
16	WOODSVILLE	1,082,705.55	1,040,204.57	42,500.98	4.09	0.37	0.37	62	61
17	FRANKLIN	1,160,607.69	1,094,251.26	66,356.43	6.06	0.40	0.39	60	60
18	COLEBROOK	822,506.85	798,568.75	23,938.10	3.00	0.28	0.28	69	67
19	PLYMOUTH	2,130,774.10	2,000,817.32	129,956.78	6.50	0.73	0.71	44	44
20	DERRY	2,406,458.79	2,296,225.84	110,232.95	4.80	0.82	0.82	34	37
21	PETERBOROUGH	2,293,590.52	2,233,045.16	60,545.36	2.71	0.78	0.79	38	39
22	BROOKLINE	2,258,882.39	1,962,469.97	296,412.42	15.10	0.77	0.70	40	46
23	CONWAY	5,580,498.33	5,079,902.23	500,596.10	9.85	1.90	1.80	13	12
24	NEWPORT	1,033,302.95	960,531.56	72,771.39	7.58	0.35	0.34	64	63
25	STRATHAM	4,052,614.66	3,832,716.13	219,898.53	5.74	1.38	1.36	17	17
26	GROVETON	547,493.41	302,970.25	244,523.16	80.71	0.19	0.11	73	74
27	NASHUA	1,748,217.97	1,642,487.35	105,730.62	6.44	0.60	0.58	52	50
28	SEABROOK-BCH	827,719.86	660,489.45	167,230.41	25.32	0.28	0.23	68	70
29	WHITEFIELD	367,754.97	356,606.09	11,148.88	3.13	0.13	0.13	75	73
30	MILFORD	2,449,294.83	2,385,022.08	64,272.75	2.69	0.83	0.85	33	34
31	MANCHESTER	2,213,173.81	2,002,954.59	210,219.22	10.50	0.75	0.71	43	43
33	MANCHESTER	3,260,653.88	3,188,885.02	71,768.86	2.25	1.11	1.13	24	21
34	SALEM	15,876,352.26	15,493,839.85	382,512.41	2.47	5.41	5.50	4	4
35	HILLSBORO	1,209,123.42	1,175,197.67	33,925.75	2.89	0.41	0.42	58	59
36	JAFFREY	508,735.61	484,975.99	23,759.62	4.90	0.17	0.17	74	72
37	LANCASTER	745,016.52	711,896.77	33,119.75	4.65	0.25	0.25	71	69
38	PORTSMOUTH	19,551,239.82	18,639,191.85	912,047.97	4.89	6.66	6.62	3	3
39	WOLFEBORO	2,661,785.67	2,602,191.63	59,594.04	2.29	0.91	0.92	30	31
40	WALPOLE	1,816,920.19	1,804,693.86	12,226.33	0.68	0.62	0.64	50	49
41	SEABROOK	4,766,737.06	4,527,475.13	239,261.93	5.28	1.62	1.61	14	13
42	MEREDITH	2,244,839.63	2,969,909.63	(725,070.00)	(24.41)	0.76	1.05	41	25
43	FARMINGTON	1,308,446.55	1,202,889.08	105,557.47	8.78	0.45	0.43	56	58

* New Store opened May 2005

(continued)

New Hampshire State Liquor Commission

Retail Sales By Location (continued)

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

ST #	LOCATION	JUNE 30, 2006	JUNE 30, 2005	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 06	FY 05	FY 06	FY 05
44	BRISTOL	\$ 1,041,023.51	\$ 1,001,391.18	\$ 39,632.33	3.96	0.35	0.36	63	62
45	PITTSFIELD	867,606.80	825,691.40	41,915.40	5.08	0.30	0.29	67	66
46	ASHLAND	955,564.80	926,775.46	28,789.34	3.11	0.33	0.33	66	64
47	N. WOODSTOCK	1,267,690.10	1,212,208.71	55,481.39	4.58	0.43	0.43	57	57
48	HINSDALE	6,957,955.41	7,257,631.23	(299,675.82)	(4.13)	2.37	2.58	10	10
49	PLAISTOW	6,848,732.26	6,598,621.30	250,110.96	3.79	2.33	2.34	11	11
50	NASHUA	10,942,235.91	11,270,940.44	(328,704.53)	(2.92)	3.73	4.00	8	7
51	PELHAM	2,406,040.33	2,323,601.48	82,438.85	3.55	0.82	0.83	35	36
52	GORHAM	1,596,607.28	1,476,186.13	120,421.15	8.16	0.54	0.52	53	53
53	HUDSON	2,308,791.50	2,080,338.08	228,453.42	10.98	0.79	0.74	36	41
54	GLEN	2,292,990.57	2,473,958.89	(180,968.32)	(7.31)	0.78	0.88	39	32
55	BEDFORD	3,914,000.66	2,675,179.52	1,238,821.14	46.31	1.33	0.95	18	30
56	GILFORD	2,949,682.07	2,864,955.78	84,726.29	2.96	1.00	1.02	29	28
57	OSSIPEE	1,550,975.90	1,487,793.80	63,182.10	4.25	0.53	0.53	54	52
58	GOFFSTOWN	1,894,565.57	1,901,430.76	(6,865.19)	(0.36)	0.65	0.68	48	47
59	MERRIMACK	1,936,045.14	1,897,771.67	38,273.47	2.02	0.66	0.67	47	48
60	W. LEBANON	8,946,116.96	8,828,834.86	117,282.10	1.33	3.05	3.14	9	9
61	FITZWILLIAM	585,784.59	614,806.79	(29,022.20)	(4.72)	0.20	0.22	72	71
62	RAYMOND	1,780,975.47	1,615,591.66	165,383.81	10.24	0.61	0.57	51	51
63	WINCHESTER	1,159,612.10	1,216,868.62	(57,256.52)	(4.71)	0.39	0.43	61	56
64	NEW LONDON	3,353,007.27	3,392,134.42	(39,127.15)	(1.15)	1.14	1.20	22	20
66	HOOKSETT-NO	13,827,880.99	13,873,410.33	(45,529.34)	(0.33)	4.71	4.93	5	5
67	HOOKSETT-SO	11,224,494.27	11,077,946.53	146,547.74	1.32	3.82	3.94	7	8
68	N. HAMPTON	3,667,783.90	3,668,042.68	(258.78)	(0.01)	1.25	1.30	19	18
69	NASHUA	11,585,188.46	11,451,381.42	133,807.04	1.17	3.94	4.07	6	6
70	SWANZEY	1,032,653.97	880,253.87	152,400.10	17.31	0.35	0.31	65	65
71	LEE	3,241,301.67	3,114,227.56	127,074.11	4.08	1.10	1.11	25	23
72	CONCORD	2,961,750.56	2,755,899.51	205,851.05	7.47	1.01	0.98	28	29
73	HAMPTON-SO	21,362,569.50	20,992,149.36	370,420.14	1.76	7.27	7.46	2	2
74	LONDONDERRY	4,211,369.91	4,051,477.39	159,892.52	3.95	1.43	1.44	16	15
75	BELMONT	2,053,440.64	2,012,569.50	40,871.14	2.03	0.70	0.71	45	42
76	HAMPTON-NO	24,173,859.36	23,660,448.18	513,411.18	2.17	8.23	8.40	1	1
77	RINDGE	2,214,418.38	2,140,049.27	74,369.11	3.48	0.75	0.76	42	40
TOTAL STORES		293,698,490.23	281,513,400.44	12,185,089.79	4.33	100.00	100.00		
900	WHSE-CONCORD	5,657.88	3,972.91	1,684.97	42.41				
905	WHSE-NASHUA								
TOTAL WHSES		5,657.88	3,972.91	1,684.97	42.41				
GRAND TOTAL		\$ 293,704,148.11	\$ 281,517,373.35	\$ 12,186,774.76	4.33	100.00	100.00		

New Hampshire State Liquor Commission

On-Premise Sales By Location

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

ST #	LOCATION	JUNE 30, 2006	JUNE 30, 2005	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 06	FY 05	FY 06	FY 05
1	CONCORD	\$ 563,297.85	\$ 647,196.64	\$ (83,898.79)	(12.96)	1.10	1.34	21	11
2	CHESTERFIELD	15,014.87	22,343.67	(7,328.80)	(32.80)	0.03	0.05	72	70
3	MANCHESTER	338,037.41	314,233.65	23,803.76	7.58	0.66	0.65	32	32
4	HOOKSETT	390,384.05	483,910.58	(93,526.53)	(19.33)	0.76	1.00	30	22
5	BERLIN	135,657.39	138,167.85	(2,510.46)	(1.82)	0.26	0.29	54	54
6	PORTSMOUTH	2,548,720.54	2,532,650.29	16,070.25	0.63	4.96	5.23	1	1
7	LITTLETON	592,109.44	641,741.21	(49,631.77)	(7.73)	1.15	1.32	20	13
8	CLAREMONT	328,095.23	302,665.32	25,429.91	8.40	0.64	0.62	33	33
9	DOVER	906,287.64	898,645.49	7,642.15	0.85	1.76	1.86	7	8
10	MANCHESTER	786,218.81	1,335,083.36	(548,864.55)	(41.11)	1.53	2.76	8	2
11	LEBANON	279,756.91	287,826.43	(8,069.52)	(2.80)	0.54	0.59	36	34
*12	CENTRE HARBOR	149,470.60	10,090.82	139,379.78	1,381.25	0.29	0.02	52	72
13	SOMERSWORTH	206,836.04	218,971.13	(12,135.09)	(5.54)	0.40	0.45	43	41
14	ROCHESTER	496,293.57	416,896.80	79,396.77	19.04	0.97	0.86	24	28
15	KEENE	779,138.95	459,622.49	319,516.46	69.52	1.52	0.95	9	25
16	WOODSVILLE	34,057.05	41,169.28	(7,112.23)	(17.28)	0.07	0.08	69	65
17	FRANKLIN	132,399.73	133,594.85	(1,195.12)	(0.89)	0.26	0.28	56	55
18	COLEBROOK	169,027.55	177,686.68	(8,659.13)	(4.87)	0.33	0.37	48	47
19	PLYMOUTH	276,684.43	337,004.23	(60,319.80)	(17.90)	0.54	0.70	37	31
20	DERRY	315,604.77	284,881.49	30,723.28	10.78	0.61	0.59	34	36
21	PETERBOROUGH	301,477.64	386,098.76	(84,621.12)	(21.92)	0.59	0.80	35	29
22	BROOKLINE	71,990.24	60,487.88	11,502.36	19.02	0.14	0.12	63	63
23	CONWAY	1,214,947.58	1,005,803.53	209,144.05	20.79	2.36	2.08	4	7
24	NEWPORT	174,985.13	150,137.32	24,847.81	16.55	0.34	0.31	46	51
25	STRATHAM	715,798.63	584,142.40	131,656.23	22.54	1.39	1.21	11	17
26	GROVETON	13,911.12	13,307.30	603.82	4.54	0.03	0.03	74	71
27	NASHUA	393,292.29	287,098.48	106,193.81	36.99	0.76	0.59	29	35
**28	SEABROOK-BCH							75	75
29	WHITEFIELD	64,490.89	77,953.21	(13,462.32)	(17.27)	0.13	0.16	64	62
30	MILFORD	359,838.38	360,174.83	(336.45)	(0.09)	0.70	0.74	31	30
31	MANCHESTER	152,968.66	191,507.59	(38,538.93)	(20.12)	0.30	0.40	51	46
33	MANCHESTER	1,543,751.09	1,139,058.46	404,692.63	35.53	3.00	2.35	2	5
34	SALEM	554,660.43	603,256.61	(48,596.18)	(8.06)	1.08	1.25	22	16
35	HILLSBORO	188,446.66	198,381.78	(9,935.12)	(5.01)	0.37	0.41	45	44
36	JAFFREY	111,404.98	96,678.80	14,726.18	15.23	0.22	0.20	59	59
37	LANCASTER	117,322.82	149,598.04	(32,275.22)	(21.57)	0.23	0.31	58	52
38	PORTSMOUTH	14,360.00	7,794.55	6,565.45	84.23	0.03	0.02	73	73
39	WOLFEBORO	406,261.14	428,817.59	(22,556.45)	(5.26)	0.79	0.89	28	27
40	WALPOLE	92,052.16	120,916.16	(28,864.00)	(23.87)	0.18	0.25	60	57
41	SEABROOK	752,661.75	646,069.98	106,591.77	16.50	1.46	1.33	10	12
42	MEREDITH	455,629.93	569,553.76	(113,923.83)	(20.00)	0.89	1.18	26	19
43	FARMINGTON	125,515.26	106,800.07	18,715.19	17.52	0.24	0.22	57	58

* New Store Opened May 2005; **No On-Premise Sales

(continued)

New Hampshire State Liquor Commission

On-Premise Sales By Location (continued)

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

ST #	LOCATION	JUNE 30, 2006	JUNE 30, 2005	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 06	FY 05	FY 06	FY 05
44	BRISTOL	\$ 153,371.97	\$ 158,360.33	\$ (4,988.36)	(3.15)	0.30	0.33	50	50
45	PITTSFIELD	41,387.68	35,788.15	5,599.53	15.65	0.08	0.07	67	67
46	ASHLAND	471,460.52	273,997.46	197,463.06	72.07	0.92	0.57	25	37
47	N. WOODSTOCK	678,816.89	631,790.41	47,026.48	7.44	1.32	1.30	14	15
48	HINSDALE	36,538.57	33,640.95	2,897.62	8.61	0.07	0.07	68	69
49	PLAISTOW	621,694.79	549,519.17	72,175.62	13.13	1.21	1.13	18	20
50	NASHUA	144,570.69	166,640.28	(22,069.59)	(13.24)	0.28	0.34	53	49
51	PELHAM	163,973.22	132,273.28	31,699.94	23.97	0.32	0.27	49	56
52	GORHAM	192,440.18	195,244.20	(2,804.02)	(1.44)	0.37	0.40	44	45
53	HUDSON	216,705.71	213,568.76	3,136.95	1.47	0.42	0.44	41	42
54	GLEN	1,062,433.81	1,210,173.23	(147,739.42)	(12.21)	2.07	2.50	6	4
55	BEDFORD	681,416.62	476,531.40	204,885.22	43.00	1.33	0.98	13	23
56	GILFORD	1,093,501.51	1,025,523.56	67,977.95	6.63	2.13	2.12	5	6
57	OSSIPEE	210,720.27	209,598.10	1,122.17	0.54	0.41	0.43	42	43
58	GOFFSTOWN	268,451.44	250,649.94	17,801.50	7.10	0.52	0.52	39	39
59	MERRIMACK	134,461.78	170,999.32	(36,537.54)	(21.37)	0.26	0.35	55	48
60	W. LEBANON	623,639.74	573,196.52	50,443.22	8.80	1.21	1.18	17	18
61	FITZWILLIAM	22,226.23	7,449.23	14,777.00	198.37	0.04	0.02	71	74
62	RAYMOND	274,875.48	253,796.27	21,079.21	8.31	0.53	0.52	38	38
63	WINCHESTER	33,934.04	34,244.84	(310.80)	(0.91)	0.07	0.07	70	68
64	NEW LONDON	598,549.51	538,145.89	60,403.62	11.22	1.16	1.11	19	21
66	HOOKSETT-NO	169,579.97	140,971.68	28,608.29	20.29	0.33	0.29	47	53
67	HOOKSETT-SO	41,813.33	40,198.35	1,614.98	4.02	0.08	0.08	66	66
68	N. HAMPTON	704,054.23	762,232.64	(58,178.41)	(7.63)	1.37	1.57	12	9
69	NASHUA	1,391,899.31	1,281,811.30	110,088.01	8.59	2.71	2.65	3	3
70	SWANZEY	637,737.16	677,691.87	(39,954.71)	(5.90)	1.24	1.40	16	10
71	LEE	243,250.68	231,170.38	12,080.30	5.23	0.47	0.48	40	40
72	CONCORD	646,077.89	640,441.46	5,636.43	0.88	1.26	1.32	15	14
73	HAMPTON-SO	90,200.36	93,506.24	(3,305.88)	(3.54)	0.18	0.19	61	60
74	LONDONDERRY	452,675.98	437,084.87	15,591.11	3.57	0.88	0.90	27	26
75	BELMONT	501,323.16	473,549.02	27,774.14	5.87	0.97	0.98	23	24
76	HAMPTON-NO	45,192.80	53,857.69	(8,664.89)	(16.09)	0.09	0.11	65	64
77	RINDGE	85,766.72	79,956.20	5,810.52	7.27	0.17	0.17	62	61
	TOTAL STORES	30,003,601.85	28,921,622.35	1,081,979.50	3.74	58.35	59.71		
900	WHSE-CONCORD	(226.32)	(2,642.29)	2,415.97	(91.43)	(0.00)	(0.01)		
905	WHSE-NASHUA	21,419,893.96	19,519,950.94	1,899,943.02	9.73	41.65	40.30		
	TOTAL WHSES	21,419,667.64	19,517,308.65	1,902,358.99	9.75	41.65	40.29		
	GRAND TOTAL	\$ 51,423,269.49	\$ 48,438,931.00	\$ 2,984,338.49	6.16	100.00	100.00		

New Hampshire State Liquor Commission

Off-Premise Sales By Location

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

ST #	LOCATION	JUNE 30, 2006	JUNE 30, 2005	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 06	FY 05	FY 06	FY 05
1	CONCORD	\$ 82,429.53	\$ 73,239.48	\$ 9,190.05	12.55	0.11	0.10	9	7
2	CHESTERFIELD	10,700.76	13,047.91	(2,347.15)	(17.99)	0.01	0.02	61	54
3	MANCHESTER	44,519.36	45,918.93	(1,399.57)	(3.05)	0.06	0.06	29	16
4	HOOKSETT	94,275.19	29,987.15	64,288.04	214.39	0.12	0.04	4	29
5	BERLIN	81,165.51	17,013.35	64,152.16	377.07	0.11	0.02	10	45
6	PORTSMOUTH	131,800.85	108,361.09	23,439.76	21.63	0.17	0.15	1	1
7	LITTLETON	82,967.66	68,440.69	14,526.97	21.23	0.11	0.10	8	8
8	CLAREMONT	14,622.49	13,016.76	1,605.73	12.34	0.02	0.02	56	55
9	DOVER	31,424.10	29,473.63	1,950.47	6.62	0.04	0.04	37	30
10	MANCHESTER	35,524.78	37,494.74	(1,969.96)	(5.25)	0.05	0.05	33	26
11	LEBANON	83,397.89	20,841.58	62,556.31	300.15	0.11	0.03	7	40
*12	CENTRE HARBOR	8,435.86	231.66	8,204.20	3,541.48	0.01	0.00	66	73
13	SOMERSWORTH	16,992.38	15,301.11	1,691.27	11.05	0.02	0.02	52	47
14	ROCHESTER	30,494.10	24,032.12	6,461.98	26.89	0.04	0.03	39	38
15	KEENE	23,007.65	10,545.26	12,462.39	118.18	0.03	0.01	43	57
16	WOODSVILLE	5,181.23	5,600.54	(419.31)	(7.49)	0.01	0.01	71	66
17	FRANKLIN	21,119.63	13,980.46	7,139.17	51.07	0.03	0.02	47	50
18	COLEBROOK	96,785.65	89,724.59	7,061.06	7.87	0.13	0.13	3	3
19	PLYMOUTH	19,570.75	18,469.94	1,100.81	5.96	0.03	0.03	49	44
20	DERRY	28,113.52	29,280.90	(1,167.38)	(3.99)	0.04	0.04	41	31
21	PETERBOROUGH	57,027.85	39,662.22	17,365.63	43.78	0.07	0.06	19	21
22	BROOKLINE	28,117.68	19,193.66	8,924.02	46.49	0.04	0.03	40	42
23	CONWAY	116,453.92	91,908.10	24,545.82	26.71	0.15	0.13	2	2
24	NEWPORT	19,710.99	14,478.80	5,232.19	36.14	0.03	0.02	48	49
25	STRATHAM	38,917.12	25,592.56	13,324.56	52.06	0.05	0.04	30	37
26	GROVETON	5,920.14	5,650.01	270.13	4.78	0.01	0.01	70	65
27	NASHUA	38,516.53	63,305.01	(24,788.48)	(39.16)	0.05	0.09	31	11
**28	SEABROOK-BCH							75	74
29	WHITEFIELD	44,913.69	40,052.96	4,860.73	12.14	0.06	0.06	28	19
30	MILFORD	48,424.10	45,907.41	2,516.69	5.48	0.06	0.06	26	17
31	MANCHESTER	21,995.27	15,353.88	6,641.39	43.26	0.03	0.02	44	46
33	MANCHESTER	48,442.37	63,271.21	(14,828.84)	(23.44)	0.06	0.09	25	12
34	SALEM	88,227.94	86,856.53	1,371.41	1.58	0.11	0.12	6	4
35	HILLSBORO	33,554.94	31,702.72	1,852.22	5.84	0.04	0.04	34	28
36	JAFFREY	12,562.04	13,833.21	(1,271.17)	(9.19)	0.02	0.02	59	51
37	LANCASTER	6,080.40	8,069.02	(1,988.62)	(24.65)	0.01	0.01	68	63
38	PORTSMOUTH	1,108.82	847.47	261.35	30.84	0.00	0.00	73	72
39	WOLFEBORO	30,495.65	38,729.46	(8,233.81)	(21.26)	0.04	0.05	38	24
40	WALPOLE	10,486.30	9,982.15	504.15	5.05	0.01	0.01	62	59
41	SEABROOK	48,495.85	37,768.40	10,727.45	28.40	0.06	0.05	24	25
42	MEREDITH	38,207.78	29,149.26	9,058.52	31.08	0.05	0.04	32	32
43	FARMINGTON	12,697.04	10,049.62	2,647.42	26.34	0.02	0.01	58	58

*New Store Opened May 2005; **No Off-Premise Sales

(continued)

New Hampshire State Liquor Commission

Off-Premise Sales By Location (continued)

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

ST #	LOCATION	JUNE 30, 2006	JUNE 30, 2005	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 06	FY 05	FY 06	FY 05
44	BRISTOL	\$ 31,767.64	\$ 25,878.67	\$ 5,888.97	22.76	0.04	0.04	36	35
45	PITTSFIELD	33,526.51	32,486.40	1,040.11	3.20	0.04	0.05	35	27
46	ASHLAND	58,217.42	28,588.50	29,628.92	103.64	0.08	0.04	16	33
47	N. WOODSTOCK	19,538.71	28,416.90	(8,878.19)	(31.24)	0.03	0.04	50	34
48	HINSDALE	16,585.10	8,196.56	8,388.54	102.34	0.02	0.01	53	62
49	PLAISTOW	68,276.64	65,003.39	3,273.25	5.04	0.09	0.09	13	10
50	NASHUA	10,996.95	1,405.51	9,591.44	682.42	0.01	0.00	60	70
51	PELHAM	17,012.35	18,766.05	(1,753.70)	(9.35)	0.02	0.03	51	43
52	GORHAM	6,039.74	3,988.27	2,051.47	51.44	0.01	0.01	69	68
53	HUDSON	1,743.49	2,570.18	(826.69)	(32.16)	0.00	0.00	72	69
54	GLEN	80,670.75	75,752.57	4,918.18	6.49	0.10	0.11	12	6
55	BEDFORD	15,459.86	5,579.45	9,880.41	177.09	0.02	0.01	54	67
56	GILFORD	55,772.82	40,094.67	15,678.15	39.10	0.07	0.06	20	18
57	OSSIPEE	57,600.71	39,620.48	17,980.23	45.38	0.07	0.06	17	22
58	GOFFSTOWN	23,465.73	22,247.15	1,218.58	5.48	0.03	0.03	42	39
59	MERRIMACK	21,863.62	19,499.59	2,364.03	12.12	0.03	0.03	46	41
60	W. LEBANON	57,264.81	39,669.64	17,595.17	44.35	0.07	0.06	18	20
61	FITZWILLIAM	10,020.73	9,275.68	745.05	8.03	0.01	0.01	65	60
62	RAYMOND	60,782.51	55,101.70	5,680.81	10.31	0.08	0.08	14	13
63	WINCHESTER	38.18	-	38.18	100.00	-	-	74	74
64	NEW LONDON	21,959.21	15,140.67	6,818.54	45.03	0.03	0.02	45	48
66	HOOKSETT-NO	53,222.78	6,136.16	47,086.62	767.36	0.07	0.01	22	64
67	HOOKSETT-SO	8,430.53	13,657.02	(5,226.49)	(38.27)	0.01	0.02	67	52
68	N. HAMPTON	46,973.06	50,781.24	(3,808.18)	(7.50)	0.06	0.07	27	14
69	NASHUA	89,466.31	80,607.54	8,858.77	10.99	0.12	0.11	5	5
70	SWANZEY	60,553.09	47,348.09	13,205.00	27.89	0.08	0.07	15	15
71	LEE	53,495.87	39,614.65	13,881.22	35.04	0.07	0.06	21	23
72	CONCORD	80,744.62	68,159.24	12,585.38	18.46	0.10	0.10	11	9
73	HAMPTON-SO	10,457.46	8,341.63	2,115.83	25.36	0.01	0.01	63	61
74	LONDONDERRY	48,599.72	25,765.74	22,833.98	88.62	0.06	0.04	23	36
75	BELMONT	14,124.93	12,467.99	1,656.94	13.29	0.02	0.02	57	56
76	HAMPTON-NO	10,392.75	1,223.21	9,169.54	749.63	0.01	0.00	64	71
77	RINDGE	15,437.49	13,086.96	2,350.53	17.96	0.02	0.02	55	53
TOTAL STORES		2,853,387.40	2,259,837.05	593,550.35	26.27	3.70	3.17		
900	WHSE-CONCORD	579,907.32	633,653.33	(53,746.01)	(8.48)	0.75	0.89		
905	WHSE-NASHUA	73,751,376.22	68,457,449.84	5,293,926.38	7.73	95.55	95.94		
TOTAL WHSES		74,331,283.54	69,091,103.17	5,240,180.37	7.58	96.30	96.83		
GRAND TOTAL		\$ 77,184,670.94	\$ 71,350,940.22	\$ 5,833,730.72	8.18	100.00	100.00		

New Hampshire State Liquor Commission

Discounts By Location

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

ST #	LOCATION	JUNE 30, 2006	JUNE 30, 2005	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 06	FY 05	FY 06	FY 05
1	CONCORD	\$ 40,371.74	\$ 79,439.65	\$ (39,067.91)	(49.18)	1.26	1.34	23	23
2	CHESTERFIELD	22,485.91	45,917.70	(23,431.79)	(51.03)	0.70	0.77	34	31
3	MANCHESTER	3,344.04	10,825.43	(7,481.39)	(69.11)	0.10	0.18	67	61
4	HOOKSETT	46,947.97	83,222.72	(36,274.75)	(43.59)	1.47	1.40	20	22
5	BERLIN	1,697.68	3,033.66	(1,335.98)	(44.04)	0.05	0.05	74	73
6	PORTSMOUTH	61,962.17	119,175.58	(57,213.41)	(48.01)	1.94	2.01	15	12
7	LITTLETON	39,448.72	72,678.71	(33,229.99)	(45.72)	1.23	1.23	24	26
8	CLAREMONT	22,787.19	41,430.36	(18,643.17)	(45.00)	0.71	0.70	33	34
9	DOVER	28,277.66	54,877.93	(26,600.27)	(48.47)	0.88	0.93	29	29
10	MANCHESTER	7,241.43	23,942.84	(16,701.41)	(69.76)	0.23	0.40	55	43
11	LEBANON	52,055.90	100,216.28	(48,160.38)	(48.06)	1.63	1.69	17	16
*12	CENTRE HARBOR	26,931.94	6,147.12	20,784.82	338.12	0.84	0.10	30	68
13	SOMERSWORTH	2,518.84	5,327.72	(2,808.88)	(52.72)	0.08	0.09	70	69
14	ROCHESTER	9,348.35	20,094.29	(10,745.94)	(53.48)	0.29	0.34	48	46
15	KEENE	99,996.68	92,465.19	7,531.49	8.15	3.13	1.56	9	17
16	WOODSVILLE	3,424.61	10,213.58	(6,788.97)	(66.47)	0.11	0.17	66	62
17	FRANKLIN	2,031.45	3,748.50	(1,717.05)	(45.81)	0.06	0.06	73	72
18	COLEBROOK	4,196.47	7,335.08	(3,138.61)	(42.79)	0.13	0.12	63	66
19	PLYMOUTH	13,143.75	27,795.79	(14,652.04)	(52.71)	0.41	0.47	42	40
20	DERRY	12,613.19	26,795.53	(14,182.34)	(52.93)	0.39	0.45	43	42
21	PETERBOROUGH	36,776.19	76,296.47	(39,520.28)	(51.80)	1.15	1.29	25	25
22	BROOKLINE	14,923.33	27,758.74	(12,835.41)	(46.24)	0.47	0.47	39	41
23	CONWAY	66,182.45	112,885.08	(46,702.63)	(41.37)	2.07	1.90	13	13
24	NEWPORT	7,233.31	12,186.75	(4,953.44)	(40.65)	0.23	0.21	56	58
25	STRATHAM	51,857.60	87,429.23	(35,571.63)	(40.69)	1.62	1.47	18	18
26	GROVETON	866.10	1,684.88	(818.78)	(48.60)	0.03	0.03	75	75
27	NASHUA	7,043.64	13,462.32	(6,418.68)	(47.68)	0.22	0.23	57	56
28	SEABROOK-BCH	2,769.23	5,224.56	(2,455.33)	(47.00)	0.09	0.09	68	70
29	WHITEFIELD	2,092.94	4,567.81	(2,474.87)	(54.18)	0.07	0.08	72	71
30	MILFORD	14,727.25	34,993.69	(20,266.44)	(57.91)	0.46	0.59	40	36
31	MANCHESTER	7,732.96	13,490.58	(5,757.62)	(42.68)	0.24	0.23	51	55
33	MANCHESTER	31,864.61	60,569.21	(28,704.60)	(47.39)	1.00	1.02	28	28
34	SALEM	166,042.00	310,095.62	(144,053.62)	(46.45)	5.19	5.23	5	5
35	HILLSBORO	6,944.54	13,629.76	(6,685.22)	(49.05)	0.22	0.23	58	54
36	JAFFREY	3,615.42	8,431.81	(4,816.39)	(57.12)	0.11	0.14	65	65
37	LANCASTER	4,541.85	10,931.26	(6,389.41)	(58.45)	0.14	0.18	62	60
38	PORTSMOUTH	241,445.89	419,908.87	(178,462.98)	(42.50)	7.55	7.08	3	3
39	WOLFEBORO	41,874.20	77,420.93	(35,546.73)	(45.91)	1.31	1.31	22	24
40	WALPOLE	14,071.21	33,277.79	(19,206.58)	(57.72)	0.44	0.56	41	37
41	SEABROOK	19,944.36	42,830.76	(22,886.40)	(53.43)	0.62	0.72	37	32
42	MEREDITH	35,230.51	86,784.42	(51,553.91)	(59.40)	1.10	1.46	27	19
43	FARMINGTON	4,578.00	8,995.64	(4,417.64)	(49.11)	0.14	0.15	61	64

*New Store Opened May 2005

(continued)

New Hampshire State Liquor Commission

Discounts By Location (continued)

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

ST #	LOCATION	JUNE 30, 2006	JUNE 30, 2005	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 06	FY 05	FY 06	FY 05
44	BRISTOL	\$ 10,974.83	\$ 21,307.91	\$ (10,333.08)	(48.49)	0.34	0.36	44	45
45	PITTSFIELD	2,160.79	2,763.00	(602.21)	(21.80)	0.07	0.05	71	74
46	ASHLAND	25,305.47	31,391.70	(6,086.23)	(19.39)	0.79	0.53	31	39
47	N. WOODSTOCK	20,056.96	37,389.94	(17,332.98)	(46.36)	0.63	0.63	36	35
48	HINSDALE	88,486.08	163,867.25	(75,381.17)	(46.00)	2.77	2.76	10	10
49	PLAISTOW	41,907.57	86,163.87	(44,256.30)	(51.36)	1.31	1.45	21	21
50	NASHUA	83,212.33	194,572.41	(111,360.08)	(57.23)	2.60	3.28	11	9
51	PELHAM	10,524.52	19,464.20	(8,939.68)	(45.93)	0.33	0.33	46	48
52	GORHAM	8,010.18	16,290.51	(8,280.33)	(50.83)	0.25	0.27	50	51
53	HUDSON	5,483.55	11,199.12	(5,715.57)	(51.04)	0.17	0.19	60	59
54	GLEN	47,514.89	109,030.66	(61,515.77)	(56.42)	1.49	1.84	19	14
55	BEDFORD	64,543.48	86,456.94	(21,913.46)	(25.35)	2.02	1.46	14	20
56	GILFORD	36,219.31	70,905.12	(34,685.81)	(48.92)	1.13	1.20	26	27
57	OSSIPEE	7,719.94	14,966.88	(7,246.94)	(48.42)	0.24	0.25	53	53
58	GOFFSTOWN	7,725.30	16,048.65	(8,323.35)	(51.86)	0.24	0.27	52	52
59	MERRIMACK	8,824.22	19,400.66	(10,576.44)	(54.52)	0.28	0.33	49	49
60	W. LEBANON	132,651.60	238,968.21	(106,316.61)	(44.49)	4.15	4.03	7	8
61	FITZWILLIAM	2,545.67	7,241.38	(4,695.71)	(64.85)	0.08	0.12	69	67
62	RAYMOND	7,417.17	12,345.86	(4,928.69)	(39.92)	0.23	0.21	54	57
63	WINCHESTER	4,170.10	9,431.98	(5,261.88)	(55.79)	0.13	0.16	64	63
64	NEW LONDON	78,704.58	142,602.27	(63,897.69)	(44.81)	2.46	2.41	12	11
66	HOOKSETT-NO	132,754.30	265,819.86	(133,065.56)	(50.06)	4.15	4.48	6	6
67	HOOKSETT-SO	130,788.57	254,214.27	(123,425.70)	(48.55)	4.09	4.29	8	7
68	N. HAMPTON	52,721.05	105,313.02	(52,591.97)	(49.94)	1.65	1.78	16	15
69	NASHUA	215,717.79	381,017.81	(165,300.02)	(43.38)	6.75	6.43	4	4
70	SWANZEY	6,932.52	19,490.11	(12,557.59)	(64.43)	0.22	0.33	59	47
71	LEE	21,971.32	42,815.85	(20,844.53)	(48.68)	0.69	0.72	35	33
72	CONCORD	15,772.86	32,029.12	(16,256.26)	(50.75)	0.49	0.54	38	38
73	HAMPTON-SO	280,197.80	524,696.58	(244,498.78)	(46.60)	8.76	8.85	2	2
74	LONDONDERRY	23,079.97	50,442.35	(27,362.38)	(54.24)	0.72	0.85	32	30
75	BELMONT	10,550.79	21,574.09	(11,023.30)	(51.10)	0.33	0.36	45	44
76	HAMPTON-NO	320,339.50	602,633.38	(282,293.88)	(46.84)	10.02	10.17	1	1
77	RINDGE	9,770.94	19,076.55	(9,305.61)	(48.78)	0.31	0.32	47	50
TOTAL STORES		3,197,939.23	5,928,471.35	(2,730,532.12)	(46.06)	100.00	100.00		
GRAND TOTAL		\$ 3,197,939.23	\$ 5,928,471.35	\$ (2,730,532.12)	(46.06)	100.00	100.00		

New Hampshire State Liquor Commission Total Sales By Month

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

			INCREASE/(DECREASE)		% OF TOTAL	
	2006	2005	AMOUNT	%	SALES '06	SALES '05
JULY	\$ 39,814,348.55	\$ 39,551,898.37	\$ 262,450.18	0.66	9.50	10.00
AUGUST	35,065,906.27	33,731,230.68	1,334,675.59	3.96	8.37	8.53
SEPTEMBER	30,586,215.22	29,723,208.55	863,006.67	2.90	7.30	7.52
OCTOBER	38,904,118.76	37,184,508.36	1,719,610.40	4.62	9.28	9.40
NOVEMBER	34,945,093.63	32,424,995.07	2,520,098.56	7.77	8.34	8.20
DECEMBER	44,390,761.96	40,713,429.35	3,677,332.61	9.03	10.59	10.30
JANUARY	34,683,252.26	32,203,569.59	2,479,682.67	7.70	8.28	8.14
FEBRUARY	27,847,442.73	25,964,297.50	1,883,145.23	7.25	6.64	6.57
MARCH	25,968,832.59	25,417,058.54	551,774.05	2.17	6.20	6.43
APRIL	34,155,954.19	31,245,499.39	2,910,454.80	9.31	8.15	7.90
MAY	31,767,832.93	30,978,130.20	789,702.73	2.55	7.58	7.84
JUNE	40,984,390.22	36,240,947.62	4,743,442.60	13.09	9.78	9.17
TOTAL	\$ 419,114,149.31	\$ 395,378,773.22	\$ 23,735,376.09	6.00	100.00	100.00

New Hampshire State Liquor Commission Retail Sales By Month

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

			INCREASE/(DECREASE)		% OF TOTAL	
	2006	2005	AMOUNT	%	SALES '06	SALES '05
JULY	\$ 30,664,778.24	\$ 30,299,775.52	\$ 365,002.72	1.20	10.44	10.76
AUGUST	25,377,787.36	24,696,259.44	681,527.92	2.76	8.64	8.77
SEPTEMBER	21,734,521.35	21,346,860.44	387,660.91	1.82	7.40	7.58
OCTOBER	26,661,959.37	25,988,488.33	673,471.04	2.59	9.08	9.23
NOVEMBER	24,204,338.59	23,217,678.82	986,659.77	4.25	8.24	8.25
DECEMBER	32,692,884.90	30,682,308.03	2,010,576.87	6.55	11.13	10.90
JANUARY	23,928,589.15	22,762,763.72	1,165,825.43	5.12	8.15	8.09
FEBRUARY	18,693,765.93	17,331,284.77	1,362,481.16	7.86	6.36	6.16
MARCH	17,411,954.64	16,839,210.46	572,744.18	3.40	5.93	5.98
APRIL	22,318,682.58	21,431,968.03	886,714.55	4.14	7.60	7.61
MAY	21,728,919.17	21,630,990.76	97,928.41	0.45	7.40	7.68
JUNE	28,285,966.83	25,289,785.03	2,996,181.80	11.85	9.63	8.98
TOTAL	\$ 293,704,148.11	\$ 281,517,373.35	\$ 12,186,774.76	4.33	100.00	100.00

New Hampshire State Liquor Commission On-Premise Sales By Month

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

			INCREASE/(DECREASE)		% OF TOTAL	
	2006	2005	AMOUNT	%	SALES '06	SALES '05
JULY	\$ 4,545,592.45	\$ 4,493,912.90	\$ 51,679.55	1.15	8.84	9.28
AUGUST	4,156,870.55	4,077,948.91	78,921.64	1.94	8.08	8.42
SEPTEMBER	3,900,675.09	3,736,375.58	164,299.51	4.40	7.59	7.71
OCTOBER	4,960,307.42	4,756,620.16	203,687.26	4.28	9.65	9.82
NOVEMBER	3,708,529.71	3,455,527.86	253,001.85	7.32	7.21	7.13
DECEMBER	3,956,143.66	3,553,499.15	402,644.51	11.33	7.69	7.34
JANUARY	4,772,721.96	4,186,669.20	586,052.76	14.00	9.28	8.64
FEBRUARY	3,915,360.52	3,712,933.65	202,426.87	5.45	7.61	7.67
MARCH	3,579,672.65	3,396,558.86	183,113.79	5.39	6.96	7.01
APRIL	4,542,239.16	4,317,054.67	225,184.49	5.22	8.83	8.91
MAY	4,108,645.54	4,139,333.20	(30,687.66)	(0.74)	7.99	8.55
JUNE	5,276,510.78	4,612,496.86	664,013.92	14.40	10.26	9.52
TOTAL	\$ 51,423,269.49	\$ 48,438,931.00	\$ 2,984,338.49	6.16	100.00	100.00

New Hampshire State Liquor Commission Off-Premise Sales By Month

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

			INCREASE/(DECREASE)		% OF TOTAL	
	2006	2005	AMOUNT	%	SALES '06	SALES '05
JULY	\$ 5,436,483.28	\$ 5,716,061.73	\$ (279,578.45)	(4.89)	7.04	8.01
AUGUST	5,558,067.17	5,441,366.32	116,700.85	2.14	7.20	7.63
SEPTEMBER	5,153,961.73	4,936,162.36	217,799.37	4.41	6.68	6.92
OCTOBER	7,359,020.33	6,861,020.97	497,999.36	7.26	9.53	9.62
NOVEMBER	7,034,680.62	6,279,165.14	755,515.48	12.03	9.11	8.80
DECEMBER	8,300,928.31	7,192,677.15	1,108,251.16	15.41	10.75	10.08
JANUARY	6,360,659.00	6,113,748.35	246,910.65	4.04	8.24	8.57
FEBRUARY	5,413,665.15	5,219,708.00	193,957.15	3.72	7.01	7.32
MARCH	5,171,459.33	5,379,558.97	(208,099.64)	(3.87)	6.70	7.54
APRIL	7,370,759.88	5,776,013.07	1,594,746.81	27.61	9.55	8.10
MAY	6,116,709.70	5,719,611.19	397,098.51	6.94	7.92	8.02
JUNE	7,908,276.44	6,715,846.97	1,192,429.47	17.76	10.25	9.41
TOTAL	\$ 77,184,670.94	\$ 71,350,940.22	\$ 5,833,730.72	8.18	100.00	100.00

New Hampshire State Liquor Commission

Discounts By Month

FISCAL YEARS ENDED JUNE 30, 2006 AND JUNE 30, 2005 (unaudited)

			INCREASE/(DECREASE)		% OF TOTAL	
	2006	2005	AMOUNT	%	SALES '06	SALES '05
JULY	\$ 832,505.42	\$ 957,851.78	\$ (125,346.36)	(13.09)	26.03	16.16
AUGUST	26,818.81	484,343.99	(457,525.18)	(94.46)	0.84	8.17
SEPTEMBER	202,942.95	296,189.83	(93,246.88)	(31.48)	6.35	5.00
OCTOBER	77,168.36	421,621.10	(344,452.74)	(81.70)	2.41	7.11
NOVEMBER	2,455.29	527,376.75	(524,921.46)	(99.53)	0.08	8.90
DECEMBER	559,194.91	715,054.98	(155,860.07)	(21.80)	17.49	12.06
JANUARY	378,717.85	859,611.68	(480,893.83)	(55.94)	11.84	14.50
FEBRUARY	175,348.87	299,628.92	(124,280.05)	(41.48)	5.48	5.05
MARCH	194,254.03	198,269.75	(4,015.72)	(2.03)	6.07	3.34
APRIL	75,727.43	279,536.38	(203,808.95)	(72.91)	2.37	4.72
MAY	186,441.48	511,804.95	(325,363.47)	(63.57)	5.83	8.63
JUNE	486,363.83	377,181.24	109,182.59	28.95	15.21	6.36
TOTAL	\$ 3,197,939.23	\$ 5,928,471.35	\$ (2,730,532.12)	(46.06)	100.00	100.00

NEW HAMPSHIRE STATE LIQUOR COMMISSION



Anthony C. Maiola
Chairman



John W. Byrne
Commissioner



Patricia T. Russell
Commissioner

New Hampshire Liquor Commission

P.O. Box 503

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Concord, NH 03302-0503

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