

**NEW HAMPSHIRE STATE
LIQUOR COMMISSION**

Annual Report and Statistical Appendix

Fiscal Year 2003



Annual Report and Statistical Appendix

Fiscal Year
2003

**NEW HAMPSHIRE STATE
LIQUOR COMMISSION**

Craig R. Benson
GOVERNOR

Executive Council

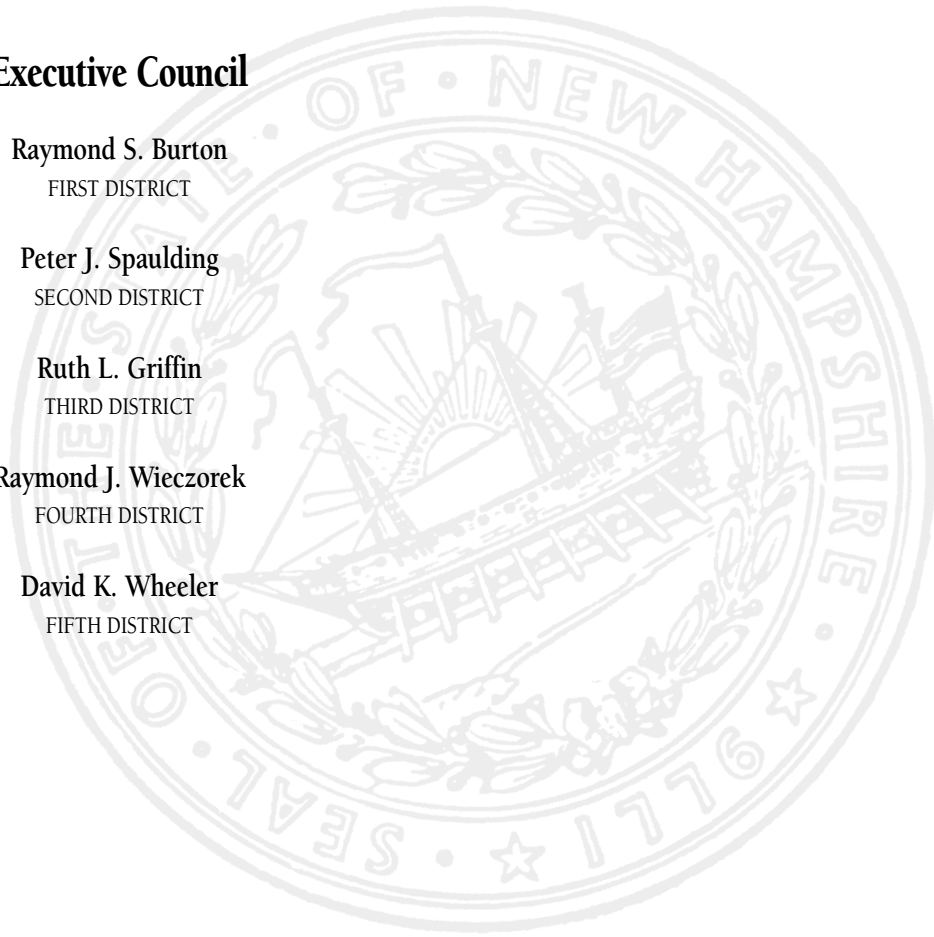
Raymond S. Burton
FIRST DISTRICT

Peter J. Spaulding
SECOND DISTRICT

Ruth L. Griffin
THIRD DISTRICT

Raymond J. Wiczorek
FOURTH DISTRICT

David K. Wheeler
FIFTH DISTRICT



From the New Hampshire State Liquor Commission

December 2003

His Excellency, Governor Craig R. Benson
State of New Hampshire
State House
Concord, New Hampshire

Dear Governor Benson:

We are pleased to present to you the fiscal year 2003 annual report of the New Hampshire State Liquor Commission. It covers the results of operations for the period of July 1, 2002, through June 30, 2003, and marks the 69th year of operation for the Commission.


The past fiscal year was one of substantial accomplishment for the Commission. Total sales reached a record-setting \$351 million, an increase of more than \$19 million from FY 2002. Net profit for 2003 also set a record at approximately \$86 million.

This report outlines many of our accomplishments in all areas of our operations and our objectives for the future. Additional financial and operating data regarding the Commission is on file with the Department of Administrative Services or directly available through our office. We welcome your comments, questions, and suggestions and appreciate your continued support in our service to the people of our state.

Respectfully submitted,



ANTHONY C. MAIOLA, CHAIRMAN



JOHN W. BYRNE, COMMISSIONER



PATRICIA T. RUSSELL, COMMISSIONER

From the Governor

For the past 69 years, the New Hampshire Liquor Commission has lead the way in the responsible sale, distribution and enforcement of alcoholic beverages by Control States. The Commission's leadership has created an environment of success.

More than 7.3 million customers visit a New Hampshire State Liquor & Wine Store each year. These customers, from across the state and around the nation, generate important dollars that fund New Hampshire's future.

On behalf of the entire State of New Hampshire, I want to offer my heartfelt appreciation to everyone at the State Liquor Commission. Thank you for making our State Liquor & Wine Stores an invaluable contributor to New Hampshire's future. Congratulations on a great year.



A handwritten signature in black ink, appearing to read "Craig R. Benson".

GOVERNOR CRAIG R. BENSON

Chairman's Message

Another year is in the record books and with it another successful fiscal year for the New Hampshire State Liquor Commission. This year, total sales increased to \$351 million, up more than \$19 million over last year.

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 dedication and hard work of our valued employees.

On behalf of my fellow Commissioners, I'd like to take this opportunity to thank all of our employees for their service and valuable contribution. The excitement and creativity they bring to merchandising our stores has raised the bar on both customer service and sales. Their hard 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, appearing to read "Anthony C. Maiola".

ANTHONY C. MAIOLA, CHAIRMAN



Personnel Data

CURRENT NUMBER OF EMPLOYEES	06/30/03	06/30/02
Unclassified	3	3
Classified	313	313
Temporary *	420	422
Total	736	738

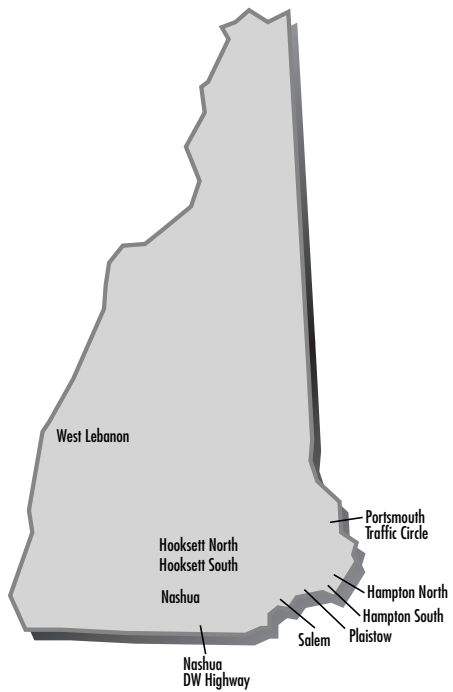
* Permanent employees are those occupying positions permanently established by the legislature, whereas temporary employees are those whose service is authorized for a limited or intermittent period.

Property, Plant and Equipment

	06/30/03	06/30/02
Land and Land Improvements	\$2,931,490	\$2,737,057
Buildings and Improvements	17,610,956	17,179,366
Equipment	9,041,240	8,862,279
Total	\$29,583,686	\$28,778,702
Less: Allowance for Depreciation and Amortization	(14,690,840)	(13,303,815)
Net Fixed Assets	\$14,892,846	\$15,474,887

NHSLC Top 10 Retail Store Locations

1. Hampton - North (\$21.6M)
2. Hampton - South (\$18.7M)
3. Portsmouth Traffic Circle (\$16.8M)
4. Salem (\$14M)
5. Nashua (\$12.8M)
6. Hooksett North (\$12.3M)
7. Nashua DW Highway (\$9.8M)
8. Hooksett-South (\$9.7M)
9. West Lebanon (\$8.6M)
10. Plaistow (\$6.5M)



New Hampshire State Liquor Commission

Commonsize Comparative Income Statement*

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	July 01, 2002 through June 30, 2003	July 01, 2001 through June 30, 2002	Commonsize		Comparative Increase/(Decrease)	
			FY 03	FY 02	\$	%
SALES						
Sales - Retail	\$246,560,308	\$235,172,223	71.52	72.29	11,388,085	4.84
Sales - On Premise	44,119,657	42,048,317	12.80	12.92	2,071,340	4.93
Sales - Off Premise	60,056,491	54,501,561	17.42	16.75	5,554,930	10.19
Total Sales	\$350,736,456	\$331,722,101	101.74	101.96	19,014,355	5.73
Less Discounts, Credit Card Fees, Etc.	(6,002,523)	(6,390,280)	(1.74)	(1.96)	387,757	(6.07)
Net Sales	\$344,733,933	\$325,331,821	100.00	100.00	19,402,112	5.96
COST OF SALES						
Inventory Change	\$584,851	(\$2,303,306)	0.17	(0.71)	2,888,157	(125.39)
Purchases Net	247,487,226	235,341,500	71.79	72.34	12,145,726	5.16
Buy-In Storage & Handling	542,144	453,663	0.16	0.14	88,481	19.50
Freight to Stores	1,236,040	1,117,230	0.36	0.34	118,810	10.63
Total Cost of Sales	\$249,850,261	\$234,609,087	72.48	72.11	15,241,174	6.50
Gross Profit From Sales	\$94,883,672	\$90,722,734	27.52	27.89	4,160,938	4.59
OTHER REVENUES						
Liquor Rep Fees	\$4,108	\$4,251	-	-	(143)	(3.36)
Licenses - Liquor	2,918,424	3,270,253	0.85	1.01	(351,829)	(10.76)
Licenses - Wine	335	394	-	-	(59)	(14.97)
Brand Registration Fees	-	40	-	-	(40)	(100.00)
Check & Administrative Fines	151,835	157,235	0.04	-	(5,400)	(3.43)
Warehouse Bailment Income	1,012,762	832,430	0.29	0.26	180,332	21.66
Wine Tax	17,294	14,203	0.01	-	3,091	21.76
Sweepstakes Income	444,678	454,540	0.13	0.14	(9,862)	(2.17)
Inventory Information	-	4,416	-	-	(4,416)	(100.00)
Direct Shipping Permits	117,971	97,183	0.03	0.03	20,788	21.39
Processing/Investigation Fees	61,148	57,650	0.02	0.02	3,498	6.07
Fixed Assets Contribution to Capital Funds	772,844	-	0.22	-	772,844	-
Miscellaneous	27,197	38,746	0.01	0.01	(11,549)	(29.81)
Total Other Revenues	\$5,528,596	\$4,931,341	1.60	1.52	597,255	12.11
Total Gross Profit	\$100,412,268	\$95,654,075	29.13	29.40	4,758,193	4.97

* Unaudited

New Hampshire State Liquor Commission

Commonsize Comparative Income Statement*

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	July 01, 2002 through June 30, 2003	July 01, 2001 through June 30, 2002	Commonsize		Comparative Increase/(Decrease)	
			FY 03	FY 02	\$	%
OPERATING EXPENSES						
Office of the Commissioners	\$497,490	\$506,686	0.14	0.16	(9,197)	(1.82)
Information Technology	979,019	1,062,322	0.28	0.33	(83,302)	(7.84)
Financial Management	1,258,256	1,039,789	0.36	0.32	218,467	21.01
Merchandising Administration	541,378	503,014	0.16	0.15	38,364	7.63
Purchasing	58,236	56,306	0.02	0.02	1,930	3.43
Human Resources	124,607	88,115	0.04	0.03	36,492	41.41
Store Operations	19,379,903	17,966,899	5.62	5.52	1,413,004	7.86
Warehouse	757,831	745,942	0.22	0.23	11,889	1.59
Depreciation Expenses –						
• Office of the Commissioners	131,322	116,353	0.04	0.04	14,969	12.87
• Information Technology	618,236	562,521	0.18	0.17	55,716	9.90
• Financial Management	11,835	30,291	-	0.01	(18,456)	(60.93)
• Merchandising Administration	51	68	-	-	(16)	(23.97)
• Human Resources	102	102	-	-	-	-
• Store Operations	671,585	661,795	0.19	0.20	9,791	1.48
• Warehouse	69,156	80,537	0.02	0.02	(11,380)	(14.13)
Total Expenses	\$25,099,008	\$23,420,738	7.28	7.20	1,678,270	7.17
Net Profit –						
• Liquor Operations	\$75,313,259	\$72,233,337	21.85	22.20	3,079,922	4.26
• Beer Operations	10,314,237	10,377,941	2.99	3.19	(63,704)	(0.61)
Gain/(Loss) on Fixed Assets Disposal	(14,301)	(9,382)	-	-	(4,919)	52.43
Total Net Profit	\$85,613,195	\$82,601,896	24.83	25.39	3,011,299	3.65
NOTE:						
Beginning Inventory	22,388,983	20,085,677			2,303,306	
Inventory Change	(584,851)	2,303,306			(2,888,157)	
Ending Inventory	21,804,132	22,388,983			(584,851)	

* Unaudited

New Hampshire State Liquor Commission

Balance as of June 30, 2003*

	June 30, 2003	June 30, 2002	Increase/(Decrease)	
			\$	%
Assets				
CURRENT ASSETS				
Cash and Cash Equivalents	\$3,556,640	\$4,665,757	(1,109,117)	(23.77)
Accounts Receivable	4,103,819	4,569,830	(466,011)	(10.20)
Net Due from Other Agencies	6,645,237	2,070,279	4,574,958	220.98
Liquor Inventory	21,804,132	22,388,983	(584,851)	(2.61)
Total Current Assets	\$36,109,828	\$33,694,849	2,414,979	7.17
PROPERTY, PLANT & EQUIPMENT				
Land & Land Improvements	\$2,931,490	\$2,737,057	\$194,433	7.10
Buildings and Leasehold Improvements	17,610,956	17,179,366	431,590	2.51
Vehicles, Equipment and Furniture	9,041,240	8,862,279	178,961	2.02
Total Property, Plant & Equipment	\$29,583,686	\$28,778,702	\$804,983	2.80
Less Allowances for Depreciation and Amortization	(14,690,840)	(13,303,815)	1,387,025	10.43
Net Property, Plant & Equipment	\$14,892,846	\$15,474,887	\$(582,041)	(3.76)
Total Assets	\$51,002,675	\$49,169,736	\$1,832,938	3.73
Liabilities & Fund Equity				
Accounts Payable-Current	\$28,930,620	\$28,956,775	\$(26,155)	(0.09)
Accounts Payable-Long Term	1,327,891	1,583,291	(255,400)	(16.13)
Accrued Payroll	834,573	653,204	181,369	27.77
Deferred Income	1,824,658	1,894,754	(70,096)	(3.70)
Compensated Absences	3,192,088	2,190,116	1,001,972	45.75
Total Liabilities	\$36,109,830	\$35,278,141	\$831,688	2.36
Total Fund Equity	\$14,892,845	\$13,891,595	\$1,001,250	7.21
Total Liabilities & Fund Equity	\$51,002,675	\$49,169,736	\$1,832,938	3.73

* Unaudited

New Hampshire State Liquor Commission

Five Year Comparative FY 1999 To FY 2003

	FY 03	FY 02	FY 01	FY 00	FY 99
SALES					
Sales - Retail	\$246,560	\$235,172	\$219,992	\$207,365	\$192,014
Sales - On-Premise	44,120	42,048	39,771	36,726	33,682
Sales - Off-Premise	60,057	54,502	50,440	48,688	44,413
Total Sales	350,737	331,722	310,203	292,779	270,109
Less Discounts, CC fees, Etc	6,003	6,390	5,480	4,916	4,591
Net Sales	\$344,734	\$325,332	\$304,723	\$287,863	\$265,518
Cost of Sales	249,850	234,609	219,905	207,903	191,770
Gross Profit from Sales	\$94,884	\$90,723	\$84,818	\$79,960	\$73,748
OTHER REVENUES					
Liquor and Wine Licenses	\$2,919	\$3,270	\$2,539	\$2,786	\$2,844
Liquor Rep Fees	4	4	4	4	4
Sweepstakes Income	445	455	385	393	448
Miscellaneous	2,161	1,202	1,267	1,397	1,251
Total Other Revenues	\$5,529	\$4,931	\$4,195	\$4,580	\$4,547
Total Gross Profit	\$100,412	\$95,654	\$89,013	\$84,540	\$78,295
OPERATING EXPENSES					
Office of the Commissioners	\$497	\$507	\$507	\$629	\$470
Information Technology	979	1,062	862	829	811
Financial Management	1,258	1,040	988	986	959
Merchandising Administration	541	503	404	429	349
Purchasing	58	56	54	55	52
Human Resources	125	88	84	81	71
Store Operations	19,380	17,967	16,789	16,167	15,604
Warehouse	758	746	624	711	649
Depreciation	\$1,502	\$1,452	\$1,483	\$1,311	\$896
Total Operating Expenses	\$25,099	\$23,421	\$21,795	\$21,198	\$19,861
Net Profit Liquor Operations	\$75,313	\$72,233	\$67,218	\$63,342	\$58,434
ENFORCEMENT & LICENSING					
Rev - Beer Tax and Permits	\$12,500	\$12,335	\$11,769	\$12,301	\$11,617
Exp. - Enforc., Licens. & Educ	2,070	1,892	1,658	1,813	1,358
Depreciation	116	65	42	49	-
Net Profit Beer Operations	\$10,314	\$10,378	\$10,069	\$10,439	\$10,259
Gain/(Loss) on Fixed Assets Disposal	(14)	(9)	(12)	(2)	(6)
Total Net Profit	\$85,613	\$82,602	\$77,275	\$73,779	\$68,687

New Hampshire State Liquor Commission

Total Operating Expenses

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase/(Decrease)	
			\$	%
OPERATING EXPENSES				
Personnel Services - Permanent	\$10,776,887.20	\$9,687,370.97	\$1,089,516.23	11.25
Personnel Services - Temporary	3,215,881.82	3,211,750.22	4,131.60	0.13
Personnel Services - Overtime	735,363.58	641,703.20	93,660.38	14.60
Personnel Services - Holiday	127,638.04	127,152.27	485.77	0.38
Commissioners Salaries	236,421.02	222,138.86	14,282.16	6.43
Consultants	160,061.98	98,117.50	61,944.48	63.13
Supplies	414,915.93	350,230.08	64,685.85	18.47
Publications	5,793.34	6,859.51	(1,066.17)	(15.54)
Clothing	8,672.45	7,650.00	1,022.45	13.37
Heat, Electricity, Water	744,874.35	698,155.36	46,718.99	6.69
Telephone	196,614.30	233,415.61	(36,801.31)	(15.77)
Postage and Freight	74,575.98	73,895.69	680.29	0.92
Printing and Binding	83,656.57	124,333.26	(40,676.69)	(32.72)
Contract Repairs-Buildings & Grounds	88,508.95	47,810.96	40,697.99	85.12
Equipment Repairs	236,920.68	171,428.10	65,492.58	38.20
Other Repairs & Alterations	6,653.00	3,492.73	3,160.27	90.48
License/Maintenance Software	379,146.64	456,787.57	(77,640.93)	(17.00)
Repairs - Buildings and Grounds	37,043.03	22,987.53	14,055.50	61.14
Advertising	720,266.39	749,107.18	(28,840.79)	(3.85)
Rents & Rentals	51,258.08	52,780.17	(1,522.09)	(2.88)
Rents - Stores	1,874,720.07	1,801,144.50	73,575.57	4.08
Insurance	6,346.27	5,810.30	535.97	9.22
Membership Fees	1,462.00	2,793.00	(1,331.00)	(47.65)
Educational/Development Training	10,980.00	20,999.00	(10,019.00)	(47.71)
Rental/Lease - Office Equipment	11,552.04	10,052.15	1,499.89	14.92
Trash Removal Services	105,072.95	114,041.24	(8,968.29)	(7.86)
Snow Removal Services	117,372.26	125,281.60	(7,909.34)	(6.31)
Janitorial Services	53,675.00	38,974.68	14,700.32	37.72
Equipment	40,504.47	(10,224.93)	50,729.40	(496.13)
Benefits	4,297,453.45	3,902,604.51	394,848.94	10.12
Travel - In-State	122,443.91	125,170.82	(2,726.91)	(2.18)
Travel - Out-of-State	6,010.25	4,974.02	1,036.23	20.83
Indirect Costs to Admin. Services	287,047.35	295,085.64	(8,038.29)	(2.72)
Workmen's Compensation	378,167.20	348,787.81	29,379.39	8.42
Unemployment Compensation	4,946.76	4,154.50	792.26	19.07
Miscellaneous	47,558.74	83,866.31	(36,307.57)	(43.29)
Total Operating Expenses	\$25,666,466.05	\$23,860,681.92	\$1,805,784.13	7.57
Depreciation	1,618,495.49	1,517,033.90	101,461.59	6.69
Gain/(Loss) on Fixed Assets Disposal	(14,300.60)	(9,381.63)	(4,918.97)	52.43
Total Expenses	\$27,270,660.94	\$25,368,334.19	\$1,902,326.75	7.50

New Hampshire State Liquor Commission

Total Enforcement, Licensing, Education & Grant Expenses

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase/(Decrease)	
			\$	%
OPERATING EXPENSES				
Personnel Services - Permanent	\$1,244,979.42	\$1,195,601.04	\$49,378.38	4.13
Personnel Services - Temporary	50,960.71	49,796.42	1,164.29	2.34
Personnel Services - Overtime	76,779.50	50,415.15	26,364.35	52.29
Supplies	20,971.66	13,421.36	7,550.30	56.26
Publications	557.00	150.00	407.00	271.33
Clothing	8,672.45	7,650.00	1,022.45	13.37
Heat, Electricity, Water	9,501.83	4,013.41	5,488.42	136.75
Telephone	20,875.29	21,496.47	(621.18)	(2.89)
Postage and Freight	11,134.65	10,183.09	951.56	9.34
Printing and Binding	6,503.37	4,336.37	2,167.00	49.97
Contract Repairs-Buildings & Grounds	607.56	401.50	206.06	51.32
Equipment Repairs	3,592.61	11,451.75	(7,859.14)	(68.63)
Other Repairs & Alterations	175.00	175.00	-	-
License/Maintenance Software	-	860.00	(860.00)	(100.00)
Repairs - Buildings and Grounds	357.07	84.51	272.56	322.52
Advertising	366.52	292.00	74.52	25.52
Rents & Rentals	47,481.65	47,566.75	(85.10)	(0.18)
Rents - Stores	700.00	-	700.00	-
Insurance	5,137.95	4,901.78	236.17	4.82
Membership Fees	1,041.00	568.00	473.00	83.27
Educational/Development Training	977.00	710.00	267.00	37.61
Rental/Lease - Office Equipment	3,044.18	2,012.88	1,031.30	51.24
Trash Removal Services	-	295.35	(295.35)	(100.00)
Janitorial Services	7,800.00	7,800.00	-	-
Equipment	4,322.28	(16,026.09)	20,348.37	(126.97)
Benefits	451,895.35	400,815.53	51,079.82	12.74
Travel - In-State	43,822.74	39,484.73	4,338.01	10.99
Travel - Out-of-State	962.14	642.51	319.63	49.75
Indirect Costs to Admin. Services	5,747.35	5,085.64	661.71	13.01
Workmen's Compensation	22,939.67	15,362.40	7,577.27	49.32
Unemployment Compensation	242.00	33.00	209.00	633.33
Miscellaneous	17,598.04	12,028.89	5,569.15	46.30
Total Operating Expenses	\$2,069,745.99	\$1,891,609.44	\$178,136.55	9.42
Depreciation	116,207.51	65,368.60	50,838.91	77.77
Gain/(Loss) on Fixed Assets Disposal	-	(4,777.22)	4,777.22	-
Total Expenses	\$2,185,953.50	\$1,952,200.82	\$233,752.68	11.97

New Hampshire State Liquor Commission Enforcement Expenses

FISCAL YEARS ENDED
6/30/03 AND
6/30/02

	June 30, 2003	June 30, 2002	Increase/(Decrease)	
			\$	%
OPERATING EXPENSES				
Personnel Services - Permanent	\$813,514.89	\$760,522.95	\$52,991.94	6.97
Personnel Services - Overtime	3,639.42	5,085.70	(1,446.28)	(28.44)
Supplies	6,289.68	3,413.73	2,875.95	84.25
Publications	-	55.00	(55.00)	(100.00)
Clothing	7,800.00	7,650.00	150.00	1.96
Heat, Electricity, Water	964.39	-	964.39	-
Telephone	12,809.82	13,513.18	(703.36)	(5.20)
Postage and Freight	992.79	472.70	520.09	110.03
Printing and Binding	1,980.83	480.92	1,499.91	311.88
Contract Repairs-Buildings & Grounds	607.56	401.50	206.06	51.32
Equipment Repairs	1,623.36	9,473.00	(7,849.64)	(82.86)
License/Maintenance Software	-	750.00	(750.00)	(100.00)
Repairs - Buildings and Grounds	357.07	84.51	272.56	322.52
Advertising	-	292.00	(292.00)	(100.00)
Rents & Rentals	275.00	-	275.00	-
Insurance	3,359.25	3,366.96	(7.71)	(0.23)
Membership Fees	1,041.00	568.00	473.00	83.27
Educational/Development Training	388.00	710.00	(322.00)	(45.35)
Trash Removal Services	-	295.35	(295.35)	(100.00)
Janitorial Services	7,800.00	7,800.00	-	-
Equipment	(8,235.32)	(16,836.04)	8,600.72	(51.09)
Benefits	247,011.82	210,820.79	36,191.03	17.17
Travel - In-State	23,614.88	22,433.84	1,181.04	5.26
Travel - Out-of-State	962.14	642.51	319.63	49.75
Workmen's Compensation	22,939.67	15,362.40	7,577.27	49.32
Miscellaneous	4,576.97	7,429.76	(2,852.79)	(38.40)
Total Operating Expenses	\$1,154,313.22	\$1,054,788.76	\$99,524.46	9.44
Depreciation	91,767.40	48,681.14	43,086.26	88.51
Gain/(Loss) on Fixed Assets Disposal	-	(4,777.22)	4,777.22	-
Total Expenses	\$1,246,080.62	\$1,098,692.68	\$147,387.94	13.41

New Hampshire State Liquor Commission

Licensing Expenses

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase/(Decrease)	
			\$	%
OPERATING EXPENSES				
Personnel Services - Permanent	\$305,667.07	\$314,774.98	\$(9,107.91)	(2.89)
Supplies	886.15	1,121.98	(235.83)	(21.02)
Publications	557.00	95.00	462.00	486.32
Heat, Electricity, Water	8,496.94	4,013.41	4,483.53	111.71
Telephone	7,706.99	7,832.20	(125.21)	(1.60)
Postage and Freight	5,744.74	9,567.51	(3,822.77)	(39.96)
Printing and Binding	1,230.19	137.45	1,092.74	795.01
Equipment Repairs	1,969.25	1,328.75	640.50	48.20
Rents & Rentals	47,080.00	47,079.96	0.04	-
Insurance	806.22	561.16	245.06	43.67
Rental/Lease - Office Equipment	1,220.50	1,606.43	(385.93)	(24.02)
Benefits	134,510.74	132,303.44	2,207.30	1.67
Travel - In-State	8,607.95	9,541.05	(933.10)	(9.78)
Unemployment Compensation	242.00	33.00	209.00	633.33
Miscellaneous	171.03	996.27	(825.24)	(82.83)
Total Operating Expenses	\$524,896.77	\$530,992.59	\$(6,095.82)	(1.15)
Depreciation	11,392.21	8,091.19	3,301.02	40.80
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
Total Expenses	\$536,288.98	\$539,083.78	\$(2,794.80)	(0.52)

New Hampshire State Liquor Commission

Education Expenses

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase/(Decrease)	
			\$	%
OPERATING EXPENSES				
Personnel Services - Permanent	\$120,306.59	\$120,303.11	\$3.48	-
Supplies	918.83	440.04	478.79	108.81
Postage and Freight	107.50	5.91	101.59	1,718.95
Printing and Binding	80.01	-	80.01	-
Equipment Repairs	-	500.00	(500.00)	(100.00)
Other Repairs & Alterations	175.00	175.00	-	-
Insurance	403.11	420.87	(17.76)	(4.22)
Educational/Development Training	270.00	-	270.00	-
Rental/Lease - Office Equipment	1,823.68	406.45	1,417.23	348.68
Equipment	172.95	-	172.95	-
Benefits	44,976.90	39,040.04	5,936.86	15.21
Travel - In-State	3,426.84	4,169.14	(742.30)	(17.80)
Total Operating Expenses	\$172,661.41	\$165,460.56	\$7,200.85	4.35
Depreciation	-	-	-	-
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
Total Expenses	\$172,661.41	\$165,460.56	\$7,200.85	4.35

New Hampshire State Liquor Commission

Grant Expenses*

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase/(Decrease)	
			\$	%
OPERATING EXPENSES				
Personnel Services - Permanent	\$5,490.87	-	\$5,490.87	-
Personnel Services - Temporary	50,960.71	\$49,796.42	1,164.29	2.34
Personnel Services - Overtime	73,140.08	45,329.45	27,810.63	61.35
Supplies	12,877.00	8,445.61	4,431.39	52.47
Clothing	872.45	-	872.45	-
Heat, Electricity, Water	40.50	-	40.50	-
Telephone	358.48	151.09	207.39	137.26
Postage and Freight	4,289.62	136.97	4,152.65	3,031.80
Printing and Binding	3,212.34	3,718.00	(505.66)	(13.60)
Equipment Repairs	-	150.00	(150.00)	(100.00)
License/Maintenance Software	-	110.00	(110.00)	(100.00)
Advertising	366.52	-	366.52	-
Rents & Rentals	126.65	486.79	(360.14)	(73.98)
Rents - Stores	700.00	-	700.00	-
Insurance	569.37	552.79	16.58	3.00
Educational/Development Training	319.00	-	319.00	-
Equipment	12,384.65	809.95	11,574.70	1,429.06
Benefits	25,395.89	18,651.26	6,744.63	36.16
Travel - In-State	8,173.07	3,340.70	4,832.37	144.65
Indirect Costs to Admin. Services	5,747.35	5,085.64	661.71	13.01
Miscellaneous	12,850.04	3,602.86	9,247.18	256.66
Total Operating Expenses	\$217,874.59	\$140,367.53	\$77,507.06	55.22
Depreciation	13,047.90	8,596.27	4,451.63	51.79
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
Total Expenses	\$230,922.49	\$148,963.80	\$81,958.69	55.02

* Grants included above consist of: Tobacco Use Prevention, Drug Task Force, Underage Drinking Initiative, National Alcohol Beverage Control Association, Mothers Against Drunk Driving, Highway Grant, Forfeiture Funds

New Hampshire State Liquor Commission

Total Liquor Expenses

FISCAL YEARS ENDED

6/30/03 AND
6/30/02

	June 30, 2003	June 30, 2002	Increase/(Decrease)	
			\$	%
OPERATING EXPENSES				
Personnel Services - Permanent	\$9,531,907.78	\$8,491,769.93	\$1,040,137.85	12.25
Personnel Services - Temporary	3,164,921.11	3,161,953.80	2,967.31	0.09
Personnel Services - Overtime	658,584.08	591,288.05	67,296.03	11.38
Personnel Services - Holiday	127,638.04	127,152.27	485.77	0.38
Commissioners Salaries	236,421.02	222,138.86	14,282.16	6.43
Consultants	160,061.98	98,117.50	61,944.48	63.13
Supplies	393,944.27	336,808.72	57,135.55	16.96
Publications	5,236.34	6,709.51	(1,473.17)	(21.96)
Heat, Electricity, Water	735,372.52	694,141.95	41,230.57	5.94
Telephone	175,739.01	211,919.14	(36,180.13)	(17.07)
Postage and Freight	63,441.33	63,712.60	(271.27)	(0.43)
Printing and Binding	77,153.20	119,996.89	(42,843.69)	(35.70)
Contract Repairs-Buildings & Grounds	87,901.39	47,409.46	40,491.93	85.41
Equipment Repairs	233,328.07	159,976.35	73,351.72	45.85
Other Repairs & Alterations	6,478.00	3,317.73	3,160.27	95.25
License/Maintenance Software	379,146.64	455,927.57	(76,780.93)	(16.84)
Repairs - Buildings and Grounds	36,685.96	22,903.02	13,782.94	60.18
Advertising	719,899.87	748,815.18	(28,915.31)	(3.86)
Rents & Rentals	3,776.43	5,213.42	(1,436.99)	(27.56)
Rents - Stores	1,874,020.07	1,801,144.50	72,875.57	4.05
Insurance	1,208.32	908.52	299.80	33.00
Membership Fees	421.00	2,225.00	(1,804.00)	(81.08)
Educational/Development Training	10,003.00	20,289.00	(10,286.00)	(50.70)
Rental/Lease - Office Equipment	8,507.86	8,039.27	468.59	5.83
Trash Removal Services	105,072.95	113,745.89	(8,672.94)	(7.62)
Snow Removal Services	117,372.26	125,281.60	(7,909.34)	(6.31)
Janitorial Services	45,875.00	31,174.68	14,700.32	47.15
Equipment	36,182.19	5,801.16	30,381.03	523.71
Benefits	3,845,558.10	3,501,788.98	343,769.12	9.82
Travel - In-State	78,621.17	85,686.09	(7,064.92)	(8.25)
Travel - Out-of-State	5,048.11	4,331.51	716.60	16.54
Indirect Costs to Admin. Services	281,300.00	290,000.00	(8,700.00)	(3.00)
Workmen's Compensation	355,227.53	333,425.41	21,802.12	6.54
Unemployment Compensation	4,704.76	4,121.50	583.26	14.15
Miscellaneous	29,960.70	71,837.42	(41,876.72)	(58.29)
Total Operating Expenses	\$23,596,720.06	\$21,969,072.48	\$1,627,647.58	7.41
Depreciation	1,502,287.98	1,451,665.30	50,622.68	3.49
Gain/(Loss) on Fixed Assets Disposal	(14,300.60)	(4,604.41)	(9,696.19)	210.58
Total Expenses	\$25,084,707.44	\$23,416,133.37	\$1,668,574.07	7.13

New Hampshire State Liquor Commission

Office of the Commissioners Expenses

FISCAL YEARS ENDED
6/30/03 AND
6/30/02

	June 30, 2003	June 30, 2002	Increase/(Decrease)	
			\$	%
OPERATING EXPENSES				
Personnel Services - Permanent	\$45,591.23	\$42,317.36	\$3,273.87	7.74
Personnel Services - Temporary	16,169.57	7,319.55	8,850.02	120.91
Commissioners Salaries	236,421.02	222,138.86	14,282.16	6.43
Supplies	1,183.53	1,108.34	75.19	6.78
Publications	1,608.40	2,235.90	(627.50)	(28.06)
Heat, Electricity, Water	74,789.47	103,321.77	(28,532.30)	(27.61)
Telephone	6,395.55	6,917.84	(522.29)	(7.55)
Postage and Freight	13,502.91	12,706.51	796.40	6.27
Printing and Binding	678.03	213.64	464.39	217.37
Contract Repairs-Buildings & Grounds	2,252.67	(1,996.86)	4,249.53	(212.81)
Equipment Repairs	935.00	607.06	327.94	54.02
Other Repairs & Alterations	420.00	-	420.00	-
License/Maintenance Software	222.50	-	222.50	-
Advertising	1,205.95	915.72	290.23	31.69
Insurance	268.74	280.58	(11.84)	(4.22)
Membership Fees	-	2,225.00	(2,225.00)	(100.00)
Educational/Development Training	75.00	220.00	(145.00)	(65.91)
Rental/Lease - Office Equipment	4,667.19	4,428.00	239.19	5.40
Janitorial Services	13,385.00	12,460.00	925.00	7.42
Equipment	756.95	17,670.75	(16,913.80)	(95.72)
Benefits	65,158.37	59,066.05	6,092.32	10.31
Travel - In-State	4,787.13	4,523.23	263.90	5.83
Travel - Out-of-State	1,865.81	2,714.62	(848.81)	(31.27)
Workmen's Compensation	442.56	-	442.56	-
Miscellaneous	4,707.18	5,292.50	(585.32)	(11.06)
Total Operating Expenses	\$497,489.76	\$506,686.42	\$(9,196.66)	(1.82)
Depreciation	131,321.53	116,352.55	14,968.98	12.87
Gain/(Loss) on Fixed Assets Disposal	(15,486.10)	(1,914.28)	(13,571.82)	708.98
Total Expenses	\$613,325.19	\$621,124.69	\$(7,799.50)	(1.26)

New Hampshire State Liquor Commission

Information Technology Expenses

FISCAL YEARS ENDED
6/30/03 AND
6/30/02

	June 30, 2003	June 30, 2002	Increase/(Decrease)	
			\$	%
OPERATING EXPENSES				
Personnel Services - Permanent	\$587,893.01	\$624,342.97	\$(36,449.96)	(5.84)
Personnel Services - Overtime	15,540.00	11,882.26	3,657.74	30.78
Consultants	67,042.50	98,117.50	(31,075.00)	(31.67)
Supplies	36,286.76	14,157.48	22,129.28	156.31
Publications	504.91	416.85	88.06	21.13
Heat, Electricity, Water	140.52	-	140.52	-
Telephone	10,048.17	8,654.49	1,393.68	16.10
Postage and Freight	45.38	63.00	(17.62)	(27.97)
Printing and Binding	-	1,924.95	(1,924.95)	(100.00)
Contract Repairs-Buildings & Grounds	32.37	3,171.30	(3,138.93)	(98.98)
Equipment Repairs	1,149.00	656.91	492.09	74.91
Other Repairs & Alterations	5,282.00	2,582.23	2,699.77	104.55
License/Maintenance Software	48,769.14	107,592.57	(58,823.43)	(54.67)
Repairs - Buildings and Grounds	31.40	7.90	23.50	297.47
Educational/Development Training	1,339.00	3,838.00	(2,499.00)	(65.11)
Rental/Lease - Office Equipment	-	1,967.27	(1,967.27)	(100.00)
Equipment	10,000.00	-	10,000.00	-
Benefits	189,757.41	176,801.33	12,956.08	7.33
Travel - In-State	1,059.49	1,765.33	(705.84)	(39.98)
Travel - Out-of-State	2,424.06	996.79	1,427.27	143.19
Workmen's Compensation	1,442.22	253.30	1,188.92	469.37
Miscellaneous	231.90	3,129.25	(2,897.35)	(92.59)
Total Operating Expenses	\$979,019.24	\$1,062,321.68	\$(83,302.44)	(7.84)
Depreciation	618,236.18	562,520.56	55,715.62	9.90
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
Total Expenses	\$1,597,255.42	\$1,624,842.24	\$(27,586.82)	(1.70)

New Hampshire State Liquor Commission

Financial Management Expenses

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase/(Decrease)	
			\$	%
OPERATING EXPENSES				
Personnel Services - Permanent	\$589,223.63	\$506,021.90	\$83,201.73	16.44
Personnel Services - Temporary	6,381.92	5,441.54	940.38	17.28
Consultants	93,019.48	-	93,019.48	-
Supplies	4,110.87	5,975.47	(1,864.60)	(31.20)
Publications	432.53	1,348.94	(916.41)	(67.94)
Heat, Electricity, Water	3,997.50	-	3,997.50	-
Telephone	8,828.62	19,429.67	(10,601.05)	(54.56)
Postage and Freight	4,079.54	2,310.93	1,768.61	76.53
Printing and Binding	194.58	3,271.88	(3,077.30)	(94.05)
Contract Repairs-Buildings & Grounds	-	78.61	(78.61)	(100.00)
Equipment Repairs	468.82	221.50	247.32	111.66
License/Maintenance Software	18,497.00	44.00	18,453.00	41938.64
Repairs - Buildings and Grounds	-	572.68	(572.68)	(100.00)
Advertising	1,414.00	661.00	753.00	113.92
Rents & Rentals	-	506.00	(506.00)	(100.00)
Membership Fees	421.00	-	421.00	-
Educational/Development Training	7,866.00	15,346.00	(7,480.00)	(48.74)
Janitorial Services	-	309.68	(309.68)	(100.00)
Equipment	29,953.21	-	29,953.21	-
Benefits	204,823.08	183,633.75	21,189.33	11.54
Travel - In-State	366.07	498.46	(132.39)	(26.56)
Travel - Out-of-State	758.24	235.40	522.84	222.11
Indirect Costs to Admin. Services	281,300.00	290,000.00	(8,700.00)	(3.00)
Workmen's Compensation	881.59	3,271.78	(2,390.19)	(73.05)
Miscellaneous	1,237.90	609.38	628.52	103.14
Total Operating Expenses	\$1,258,255.58	\$1,039,788.57	\$218,467.01	21.01
Depreciation	11,835.34	30,291.10	(18,455.76)	(60.93)
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
Total Expenses	\$1,270,090.92	\$1,070,079.67	\$200,011.25	18.69

New Hampshire State Liquor Commission

Merchandising Administration Expenses

FISCAL YEARS ENDED

6/30/03 AND

6/30/02

	June 30, 2003	June 30, 2002	Increase/(Decrease)	
			\$	%
OPERATING EXPENSES				
Personnel Services - Permanent	\$362,342.68	\$352,365.46	\$9,977.22	2.83
Supplies	4,214.87	3,584.47	630.40	17.59
Publications	734.00	645.00	89.00	13.80
Telephone	7,705.84	6,728.11	977.73	14.53
Postage and Freight	14.56	19.36	(4.80)	(24.79)
Printing and Binding	-	34.93	(34.93)	(100.00)
Contract Repairs-Buildings & Grounds	300.13	321.89	(21.76)	(6.76)
Equipment Repairs	557.00	-	557.00	-
Repairs - Buildings and Grounds	-	43.04	(43.04)	(100.00)
Advertising	169.00	967.40	(798.40)	(82.53)
Rents & Rentals	37.90	3,254.64	(3,216.74)	(98.84)
Rents - Stores	250.00	-	250.00	-
Educational/Development Training	593.00	405.00	188.00	46.42
Rental/Lease - Office Equipment	2,688.67	-	2,688.67	-
Benefits	155,952.69	128,604.75	27,347.94	21.27
Travel - In-State	5,714.02	4,705.11	1,008.91	21.44
Travel - Out-of-State	-	384.70	(384.70)	(100.00)
Workmen's Compensation	-	532.76	(532.76)	(100.00)
Miscellaneous	103.80	417.08	(313.28)	(75.11)
Total Operating Expenses	\$541,378.16	\$503,013.70	\$38,364.46	7.63
Depreciation	51.43	67.67	(16.24)	(24.00)
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
Total Expenses	\$541,429.59	\$503,081.37	\$38,348.22	7.62

New Hampshire State Liquor Commission Purchasing Expenses

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase/(Decrease)	
			\$	%
OPERATING EXPENSES				
Personnel Services - Permanent	\$47,650.29	\$45,983.05	\$1,667.24	3.63
Supplies	-	48.50	(48.50)	(100.00)
Heat, Electricity, Water	-	-	-	-
Telephone	369.83	398.46	(28.63)	(7.19)
Postage and Freight	3.32	5.44	(2.12)	(38.97)
Printing and Binding	-	425.00	(425.00)	(100.00)
Benefits	10,212.08	9,445.27	766.81	8.12
Total Operating Expenses	\$58,235.52	\$56,305.72	\$1,929.80	3.43
Depreciation	-	-	-	-
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
Total Expenses	\$58,235.52	\$56,305.72	\$1,929.80	3.43

New Hampshire State Liquor Commission Human Resources Expenses

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase(Decrease)	
			\$	%
OPERATING EXPENSES				
Personnel Services - Permanent	\$98,727.23	\$67,268.23	\$31,459.00	46.77
Supplies	291.07	126.35	164.72	130.37
Publications	-	157.32	(157.32)	(100.00)
Telephone	651.04	573.57	77.47	13.51
Postage and Freight	11.22	18.00	(6.78)	(37.67)
Educational/Development Training	25.00	90.00	(65.00)	(72.22)
Benefits	24,901.64	19,881.90	5,019.74	25.25
Total Operating Expenses	\$124,607.20	\$88,115.37	\$36,491.83	41.41
Depreciation	102.00	102.00	-	-
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
Total Expenses	\$124,709.20	\$88,217.37	\$36,491.83	41.37

New Hampshire State Liquor Commission

Store Operations Expenses

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase/(Decrease)	
			\$	%
OPERATING EXPENSES				
Personnel Services - Permanent	\$7,359,178.30	\$6,420,846.27	\$938,332.03	14.61
Personnel Services - Temporary	3,077,572.93	3,080,901.70	(3,328.77)	(0.11)
Personnel Services - Overtime	642,843.34	578,472.16	64,371.18	11.13
Personnel Services - Holiday	127,638.04	127,152.27	485.77	0.38
Supplies	341,966.45	303,986.99	37,979.46	12.49
Publications	1,956.50	1,905.50	51.00	2.68
Heat, Electricity, Water	656,333.02	590,820.18	65,512.84	11.09
Telephone	138,597.12	165,930.87	(27,333.75)	(16.47)
Postage and Freight	45,188.77	48,541.31	(3,352.54)	(6.91)
Printing and Binding	76,280.59	109,375.82	(33,095.23)	(30.26)
Contract Repairs-Buildings & Grounds	69,687.38	33,824.40	35,862.98	106.03
Equipment Repairs	212,262.69	144,095.71	68,166.98	47.31
Other Repairs & Alterations	776.00	735.50	40.50	5.51
License/Maintenance Software	311,658.00	348,291.00	(36,633.00)	(10.52)
Repairs - Buildings and Grounds	36,516.14	22,080.93	14,435.21	65.37
Advertising	717,110.92	746,271.06	(29,160.14)	(3.91)
Rents & Rentals	3,703.53	1,332.78	2,370.75	177.88
Rents - Stores	1,873,650.07	1,801,144.50	72,505.57	4.03
Insurance	939.58	627.94	311.64	49.63
Educational/Development Training	105.00	390.00	(285.00)	(73.08)
Trash Removal Services	105,072.95	113,745.89	(8,672.94)	(7.62)
Snow Removal Services	117,372.26	125,281.60	(7,909.34)	(6.31)
Janitorial Services	32,490.00	18,405.00	14,085.00	76.53
Equipment	(7,660.65)	(11,869.59)	4,208.94	(35.46)
Benefits	3,001,095.65	2,738,865.47	262,230.18	9.57
Travel - In-State	66,650.73	73,965.30	(7,314.57)	(9.89)
Workmen's Compensation	348,588.31	322,408.71	26,179.60	8.12
Unemployment Compensation	4,704.76	4,121.50	583.26	14.15
Miscellaneous	17,625.09	55,248.43	(37,623.34)	(68.10)
Total Operating Expenses	\$19,379,903.47	\$17,966,899.20	\$1,413,004.27	7.86
Depreciation	671,585.06	661,794.77	9,790.29	1.48
Gain/(Loss) on Fixed Assets Disposal	1,185.50	(2,690.13)	3,875.63	(144.07)
Total Expenses	\$20,052,674.03	\$18,626,003.84	\$1,426,670.19	7.66

New Hampshire State Liquor Commission

Warehouse Expenses

FISCAL YEARS ENDED

6/30/03 AND

6/30/02

	June 30, 2003	June 30, 2002	Increase/(Decrease)	
			\$	%
OPERATING EXPENSES				
Personnel Services - Permanent	\$441,301.41	\$432,624.69	\$8,676.72	2.01
Personnel Services - Temporary	64,796.69	68,291.01	(3,494.32)	(5.12)
Personnel Services - Overtime	200.74	933.63	(732.89)	(78.50)
Supplies	5,890.72	7,821.12	(1,930.40)	(24.68)
Heat, Electricity, Water	112.01	-	112.01	-
Telephone	3,142.84	3,286.13	(143.29)	(4.36)
Postage and Freight	595.63	48.05	547.58	1,139.60
Printing and Binding	-	4,750.67	(4,750.67)	(100.00)
Contract Repairs-Buildings & Grounds	15,628.84	12,010.12	3,618.72	30.13
Equipment Repairs	17,955.56	14,395.17	3,560.39	24.73
Repairs - Buildings and Grounds	138.42	198.47	(60.05)	(30.26)
Rents & Rentals	35.00	120.00	(85.00)	(70.83)
Rents - Stores	120.00	-	120.00	-
Rental/Lease - Office Equipment	1,152.00	1,644.00	(492.00)	(29.93)
Equipment	3,132.68	-	3,132.68	-
Benefits	193,657.18	185,490.46	8,166.72	4.40
Travel - In-State	43.73	228.66	(184.93)	(80.88)
Travel - Out-of-State	-	-	-	-
Indirect Costs to Admin. Services	-	-	-	-
Workmen's Compensation	3,872.85	6,958.86	(3,086.01)	(44.35)
Unemployment Compensation	-	-	-	-
Miscellaneous	6,054.83	7,140.78	(1,085.95)	(15.21)
Total Operating Expenses	\$757,831.13	\$745,941.82	\$11,889.31	1.59
Depreciation	69,156.44	80,536.65	(11,380.21)	(14.13)
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
Total Expenses	\$826,987.57	\$826,478.47	\$509.10	0.06

New Hampshire State Liquor Commission

Total Sales by Location

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase/(Decrease)		% of sales		Rank		
			\$	%	FY 03	FY 02	FY 03	FY 02	
STORE # & LOCATION									
1 Concord	\$4,084,432.91	\$3,740,136.17	\$344,296.74	9.21	1.18	1.14	17	17	
2 Chesterfield	2,713,988.58	2,421,423.72	292,564.86	12.08	0.78	0.74	32	32	
3 Manchester	1,923,826.98	1,769,279.43	154,547.55	8.74	0.56	0.54	46	46	
4 Hooksett	2,534,879.43	2,317,152.68	217,726.75	9.40	0.73	0.71	34	34	
5 Berlin	820,332.07	786,483.87	33,848.20	4.30	0.24	0.24	65	65	
6 Portsmouth	4,559,894.41	4,433,203.71	126,690.70	2.86	1.32	1.35	13	14	
7 Littleton	3,212,671.02	3,041,052.61	171,618.41	5.64	0.93	0.93	27	27	
8 Claremont	2,338,806.44	2,242,753.50	96,052.94	4.28	0.67	0.68	37	35	
9 Dover	3,297,486.29	2,821,763.93	475,722.36	16.86	0.95	0.86	25	28	
10 Manchester	3,636,388.31	3,252,958.28	383,430.03	11.79	1.05	0.99	21	22	
11 Lebanon	2,477,923.79	1,373,207.36	1,104,716.43	80.45	0.72	0.42	35	52	
13 Somersworth	1,426,470.94	1,365,102.85	61,368.09	4.50	0.41	0.42	53	53	
14 Rochester	2,764,836.39	2,564,057.98	200,778.41	7.83	0.80	0.78	30	31	
15 Keene	4,909,407.87	4,554,502.19	354,905.68	7.79	1.42	1.39	12	12	
16 Woodsville	995,189.40	996,797.31	(1,607.91)	(0.16)	0.29	0.30	62	60	
17 Franklin	1,149,409.69	1,164,129.29	(14,719.60)	(1.26)	0.33	0.36	57	56	
18 Colebrook	950,986.30	912,566.28	38,420.02	4.21	0.27	0.28	64	63	
19 Plymouth	1,989,914.59	1,849,421.67	140,492.92	7.60	0.57	0.56	43	43	
20 Derry	2,372,783.08	2,167,155.78	205,627.30	9.49	0.68	0.66	36	36	
21 Peterborough	2,005,145.77	1,881,046.84	124,098.93	6.60	0.58	0.57	42	42	
23 Conway	5,384,048.54	4,933,010.48	451,038.06	9.14	1.55	1.51	11	11	
24 Newport	1,000,405.83	996,610.98	3,794.85	0.38	0.29	0.30	61	61	
25 Stratham	3,937,961.62	3,633,926.33	304,035.29	8.37	1.14	1.11	18	18	
26 Groveton	251,959.28	275,858.72	(23,899.44)	(8.66)	0.07	0.08	71	71	
27 Nashua	1,368,897.96	1,063,820.40	305,077.56	28.68	0.40	0.32	54	58	
29 Whitefield	532,049.65	364,855.44	167,194.21	45.82	0.15	0.11	70	70	
30 Milford	2,730,413.06	2,629,532.90	100,880.16	3.84	0.79	0.80	31	30	
31 Manchester	2,052,866.65	2,106,343.32	(53,476.67)	(2.54)	0.59	0.64	41	37	
33 Manchester	3,882,064.85	3,571,231.61	310,833.24	8.70	1.12	1.09	19	20	
34 Salem	14,082,765.47	13,453,279.42	629,486.05	4.68	4.06	4.11	4	4	
35 Hillsboro	1,225,647.13	1,200,438.61	25,208.52	2.10	0.35	0.37	56	54	
36 Jaffrey	593,281.52	537,333.64	55,947.88	10.41	0.17	0.16	69	69	
37 Lancaster	759,724.05	712,308.90	47,415.15	6.66	0.22	0.22	67	67	
38 Portsmouth	16,780,148.79	16,305,662.98	474,485.81	2.91	4.84	4.98	3	3	
39 Wolfeboro	2,583,006.79	2,389,981.56	193,025.23	8.08	0.75	0.73	33	33	
40 Walpole	1,717,290.48	1,690,906.26	26,384.22	1.56	0.50	0.52	49	48	
41 Seabrook	4,554,047.05	4,548,859.82	5,187.23	0.11	1.31	1.39	14	13	
42 Meredith	3,233,866.77	3,094,110.11	139,756.66	4.52	0.93	0.94	26	25	

New Hampshire State Liquor Commission

Total Sales by Location

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase/(Decrease)		% of sales		Rank	
			\$	%	FY 03	FY 02	FY 03	FY 02
STORE # & LOCATION								
43 Farmington	1,238,658.51	1,174,969.24	63,689.27	5.42	0.36	0.36	55	55
44 Bristol	1,055,307.27	976,411.23	78,896.04	8.08	0.30	0.30	59	62
45 Pittsfield	770,622.86	733,217.35	37,405.51	5.10	0.22	0.22	66	66
46 Ashland	1,048,733.54	1,102,448.87	(53,715.33)	(4.87)	0.30	0.34	60	57
47 N. Woodstock	1,723,151.25	1,702,984.83	20,166.42	1.18	0.50	0.52	48	47
48 Hinsdale	4,550,686.08	4,112,998.78	437,687.30	10.64	1.31	1.26	15	15
49 Plaistow	6,454,225.42	6,049,228.46	404,996.96	6.70	1.86	1.85	10	10
50 Nashua	9,784,326.61	11,406,145.88	(1,621,819.27)	(14.22)	2.82	3.48	7	7
51 Pelham	1,946,606.34	1,786,777.64	159,828.70	8.95	0.56	0.55	45	45
52 Gorham	1,628,151.01	1,600,245.14	27,905.87	1.74	0.47	0.49	51	49
53 Hudson	2,106,164.23	2,031,495.11	74,669.12	3.68	0.61	0.62	40	40
54 Glen	3,523,019.70	3,542,238.52	(19,218.82)	(0.54)	1.02	1.08	22	21
56 Gilford	3,329,148.01	3,207,598.52	121,549.49	3.79	0.96	0.98	24	23
57 Ossipee	1,618,039.09	1,524,186.57	93,852.52	6.16	0.47	0.47	52	51
58 Goffstown	2,180,851.06	2,068,209.95	112,641.11	5.45	0.63	0.63	38	38
59 Merrimack	1,918,999.77	1,890,335.83	28,663.94	1.52	0.55	0.58	47	41
60 W. Lebanon	8,648,890.33	8,868,952.60	(220,062.27)	(2.48)	2.50	2.71	9	9
61 Fitzwilliam	656,400.28	602,992.72	53,407.56	8.86	0.19	0.18	68	68
62 Raymond	1,639,475.25	1,532,617.06	106,858.19	6.97	0.47	0.47	50	50
63 Winchester	1,104,122.27	1,059,434.56	44,687.71	4.22	0.32	0.32	58	59
64 New London	3,413,378.06	3,184,628.81	228,749.25	7.18	0.98	0.97	23	24
66 Hooksett-No	12,253,892.25	11,508,915.59	744,976.66	6.47	3.54	3.51	6	6
67 Hookset-So	9,683,060.41	8,916,457.17	766,603.24	8.60	2.79	2.72	8	8
68 N. Hampton	4,119,683.01	3,792,659.14	327,023.87	8.62	1.19	1.16	16	16
69 Nashua	12,762,612.83	12,768,645.67	(6,032.84)	(0.05)	3.68	3.90	5	5
70 Swanzey	957,175.71	860,784.22	96,391.49	11.20	0.28	0.26	63	64
71 Lee	2,866,750.73	2,747,513.24	119,237.49	4.34	0.83	0.84	29	29
72 Concord	2,987,513.38	3,057,395.14	(69,881.76)	(2.29)	0.86	0.93	28	26
73 Hampton-So	18,694,400.89	17,591,980.27	1,102,420.62	6.27	5.39	5.37	2	2
74 Londonderry	3,821,635.39	3,609,291.21	212,344.18	5.88	1.10	1.10	20	19
75 Belmont	2,174,232.13	2,066,568.17	107,663.96	5.21	0.63	0.63	39	39
76 Hampton-No	21,579,807.46	19,996,889.63	1,582,917.83	7.92	6.23	6.10	1	1
77 Rindge	1,956,054.01	1,833,698.60	122,355.41	6.67	0.56	0.56	44	44
Total Stores	\$271,030,994.89	\$258,071,182.65	\$12,959,812.24	5.02	78.21	78.76		
900 WHSE-Concord	799,784.09	1,179,632.80	(379,848.71)	(32.20)	0.23	0.36		
905 WHSE-Nashua	74,709,755.14	68,429,883.82	6,279,871.32	9.18	21.56	20.88		
Total WHSES	\$75,509,539.23	\$69,609,516.62	\$5,900,022.61	8.48	21.79	21.24		
Grand Total	\$346,540,534.12	\$327,680,699.27	\$18,859,834.85	5.76	100.00	100.00		

New Hampshire State Liquor Commission

Sales by Type

FISCAL YEAR ENDED 6/30/03	Retail	On-Premise	Off-Premise	Discounts	Total
STORE # & LOCATION					
1 Concord	\$3,432,957.41	\$693,982.38	\$15,743.49	\$(58,250.37)	\$4,084,432.91
2 Chesterfield	2,717,354.96	14,201.76	2,827.33	(20,395.47)	2,713,988.58
3 Manchester	1,502,155.05	408,988.22	28,456.14	(15,772.43)	1,923,826.98
4 Hooksett	2,053,031.89	541,118.38	27,706.80	(86,977.64)	2,534,879.43
5 Berlin	696,468.34	112,674.11	13,861.26	(2,671.64)	820,332.07
6 Portsmouth	2,134,048.90	2,445,180.97	87,000.38	(106,335.84)	4,559,894.41
7 Littleton	2,672,913.09	563,383.77	30,610.35	(54,236.19)	3,212,671.02
8 Claremont	2,083,596.98	279,143.53	4,312.14	(28,246.21)	2,338,806.44
9 Dover	2,463,834.71	828,928.52	34,750.18	(30,027.12)	3,297,486.29
10 Manchester	2,162,082.33	1,448,219.85	56,992.52	(30,906.39)	3,636,388.31
11 Lebanon	2,222,218.91	318,515.47	5,136.29	(67,946.88)	2,477,923.79
13 Somersworth	1,249,329.42	173,879.02	5,540.62	(2,278.12)	1,426,470.94
14 Rochester	2,454,642.62	311,850.85	7,438.61	(9,095.69)	2,764,836.39
15 Keene	4,123,400.36	830,308.66	47,569.48	(91,870.63)	4,909,407.87
16 Woodsville	932,221.83	49,034.53	19,348.03	(5,414.99)	995,189.40
17 Franklin	974,007.07	168,351.79	10,120.77	(3,069.94)	1,149,409.69
18 Colebrook	725,514.59	206,524.84	23,832.23	(4,885.36)	950,986.30
19 Plymouth	1,687,863.09	297,183.85	25,424.83	(20,557.18)	1,989,914.59
20 Derry	2,084,755.91	291,799.73	21,210.65	(24,983.21)	2,372,783.08
21 Peterborough	1,795,375.84	237,130.35	21,126.46	(48,486.88)	2,005,145.77
23 Conway	4,521,649.40	870,660.20	69,431.63	(77,692.69)	5,384,048.54
24 Newport	892,715.34	106,962.97	9,593.13	(8,865.61)	1,000,405.83
25 Stratham	3,414,917.01	568,040.25	22,239.02	(67,234.66)	3,937,961.62
26 Groveton	232,727.06	15,720.51	4,447.34	(935.63)	251,959.28
27 Nashua	1,194,679.18	159,382.53	20,515.65	(5,679.40)	1,368,897.96
29 Whitefield	305,192.43	201,809.60	36,430.51	(11,382.89)	532,049.65
30 Milford	2,358,736.43	342,080.80	53,247.89	(23,652.06)	2,730,413.06
31 Manchester	1,852,573.53	184,411.50	24,789.02	(8,907.40)	2,052,866.65
33 Manchester	2,984,439.41	910,189.70	41,767.13	(54,331.39)	3,882,064.85
34 Salem	13,535,701.41	715,334.41	68,940.27	(237,210.62)	14,082,765.47
35 Hillsboro	1,012,301.90	190,850.71	30,017.55	(7,523.03)	1,225,647.13
36 Jaffrey	510,484.08	80,254.66	11,047.18	(8,504.40)	593,281.52
37 Lancaster	645,029.84	114,264.22	5,170.89	(4,740.90)	759,724.05
38 Portsmouth	17,043,721.47	3,494.30	61.14	(267,128.12)	16,780,148.79
39 Wolfeboro	2,222,662.29	374,061.45	38,901.08	(52,618.03)	2,583,006.79
40 Walpole	1,621,631.56	109,907.68	10,413.10	(24,661.86)	1,717,290.48
41 Seabrook	3,947,597.46	592,896.17	37,399.00	(23,845.58)	4,554,047.05
42 Meredith	2,766,836.06	519,185.65	26,260.15	(78,415.09)	3,233,866.77
43 Farmington	1,091,568.10	141,406.76	10,439.86	(4,756.21)	1,238,658.51
44 Bristol	901,554.49	146,119.39	24,249.92	(16,616.53)	1,055,307.27
45 Pittsfield	723,141.92	20,302.74	29,325.56	(2,147.36)	770,622.86

New Hampshire State Liquor Commission

Sales by Type

FISCAL YEAR ENDED 6/30/03	Retail	On-Premise	Off-Premise	Discounts	Total
STORE # & LOCATION					
46 Ashland	825,926.64	213,846.09	32,320.29	(23,359.48)	1,048,733.54
47 N. Woodstock	1,116,437.87	615,420.55	28,514.33	(37,221.50)	1,723,151.25
48 Hinsdale	4,548,304.80	31,905.73	7,104.42	(36,628.87)	4,550,686.08
49 Plaistow	5,933,708.98	522,699.29	60,508.15	(62,691.00)	6,454,225.42
50 Nashua	9,743,679.39	124,461.21	13,221.65	(97,035.64)	9,784,326.61
51 Pelham	1,874,369.12	76,178.95	7,136.95	(11,078.68)	1,946,606.34
52 Gorham	1,456,191.29	180,222.07	2,931.17	(11,193.52)	1,628,151.01
53 Hudson	1,857,573.44	244,628.15	10,160.28	(6,197.64)	2,106,164.23
54 Glen	2,336,778.70	1,223,359.65	53,735.35	(90,854.00)	3,523,019.70
56 Gilford	2,472,478.05	872,162.15	27,940.20	(43,432.39)	3,329,148.01
57 Ossipee	1,380,439.76	200,128.07	49,265.21	(11,793.95)	1,618,039.09
58 Goffstown	1,943,353.72	229,292.17	21,039.76	(12,834.59)	2,180,851.06
59 Merrimack	1,739,724.41	175,976.96	11,289.11	(7,990.71)	1,918,999.77
60 W. Lebanon	8,294,111.96	500,465.30	42,448.41	(188,135.34)	8,648,890.33
61 Fitzwilliam	611,455.27	36,794.61	14,907.61	(6,757.21)	656,400.28
62 Raymond	1,385,959.39	203,366.34	55,667.83	(5,518.31)	1,639,475.25
63 Winchester	1,082,437.80	28,228.53	-	(6,544.06)	1,104,122.27
64 New London	3,088,675.38	429,614.07	5,718.79	(110,630.18)	3,413,378.06
66 Hooksett-No	12,315,996.86	112,624.38	1,692.57	(176,421.56)	12,253,892.25
67 Hookset-So	9,800,866.59	51,014.42	6,163.31	(174,983.91)	9,683,060.41
68 N. Hampton	3,312,011.94	869,906.01	33,933.33	(96,168.27)	4,119,683.01
69 Nashua	11,695,908.94	1,329,801.25	89,598.50	(352,695.86)	12,762,612.83
70 Swanzey	795,428.46	149,393.39	19,913.63	(7,559.77)	957,175.71
71 Lee	2,614,800.22	248,541.63	24,168.77	(20,759.89)	2,866,750.73
72 Concord	2,350,521.10	615,510.40	45,148.27	(23,666.39)	2,987,513.38
73 Hampton-So	18,948,416.01	105,017.26	3,513.04	(362,545.42)	18,694,400.89
74 Londonderry	3,528,428.25	307,078.20	18,708.78	(32,579.84)	3,821,635.39
75 Belmont	1,720,287.66	458,187.07	8,880.41	(13,123.01)	2,174,232.13
76 Hampton-No	21,959,489.91	66,815.50	4,525.96	(451,023.91)	21,579,807.46
77 Rindge	1,876,776.37	92,359.60	2,156.51	(15,238.47)	1,956,054.01
Total Stores	\$246,558,171.95	\$26,902,735.78	\$1,766,008.17	\$(4,195,921.01)	\$271,030,994.89
% of Type	100.00	60.98	2.94	100.00	78.21
% of Location	90.97	9.93	0.65	(1.55)	
900 WHSE-Concord	2,265.17	797,518.92	-	-	799,784.09
905 WHSE-Nashua	(129.54)	16,419,401.88	58,290,482.80	-	74,709,755.14
Total WHSES	\$2,135.63	\$17,216,920.80	\$58,290,482.80	-	\$75,509,539.23
% of Type	-	39.02	97.06	-	21.79
% of Location	-	22.80	22.80	-	
Grand Total	\$246,560,307.58	\$44,119,656.58	\$60,056,490.97	\$(4,195,921.01)	\$346,540,534.12
% of Total	71.15	12.73	17.33	(1.21)	100.00

New Hampshire State Liquor Commission

Retail Sales by Location

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase/(Decrease)		% of sales		Rank		
			\$	%	FY 03	FY 02	FY 03	FY 02	
STORE # & LOCATION									
1 Concord	\$3,432,957.41	\$3,178,863.85	\$254,093.56	7.99	1.39	1.35	16	16	
2 Chesterfield	2,717,354.96	2,418,916.10	298,438.86	12.34	1.10	1.03	22	24	
3 Manchester	1,502,155.05	1,418,939.21	83,215.84	5.86	0.61	0.60	48	48	
4 Hooksett	2,053,031.89	1,882,412.79	170,619.10	9.06	0.83	0.80	37	36	
5 Berlin	696,468.34	663,277.91	33,190.43	5.00	0.28	0.28	66	66	
6 Portsmouth	2,134,048.90	1,978,146.77	155,902.13	7.88	0.87	0.84	34	33	
7 Littleton	2,672,913.09	2,503,375.41	169,537.68	6.77	1.08	1.06	23	23	
8 Claremont	2,083,596.98	2,030,180.11	53,416.87	2.63	0.85	0.86	36	32	
9 Dover	2,463,834.71	2,059,985.48	403,849.23	19.60	1.00	0.88	26	31	
10 Manchester	2,162,082.33	1,907,753.26	254,329.07	13.33	0.88	0.81	33	35	
11 Lebanon	2,222,218.91	1,264,007.38	958,211.53	75.81	0.90	0.54	32	51	
13 Somersworth	1,249,329.42	1,166,252.90	83,076.52	7.12	0.51	0.50	52	52	
14 Rochester	2,454,642.62	2,287,311.22	167,331.40	7.32	1.00	0.97	27	29	
15 Keene	4,123,400.36	3,830,804.87	292,595.49	7.64	1.67	1.63	13	14	
16 Woodsville	932,221.83	945,146.50	(12,924.67)	(1.37)	0.38	0.40	59	57	
17 Franklin	974,007.07	937,876.76	36,130.31	3.85	0.40	0.40	58	58	
18 Colebrook	725,514.59	708,709.01	16,805.58	2.37	0.29	0.30	64	63	
19 Plymouth	1,687,863.09	1,510,960.54	176,902.55	11.71	0.68	0.64	46	46	
20 Derry	2,084,755.91	1,963,812.00	120,943.91	6.16	0.85	0.84	35	34	
21 Peterborough	1,795,375.84	1,696,520.92	98,854.92	5.83	0.73	0.72	43	42	
23 Conway	4,521,649.40	4,173,813.25	347,836.15	8.33	1.83	1.77	12	12	
24 Newport	892,715.34	893,731.13	(1,015.79)	(0.11)	0.36	0.38	61	60	
25 Stratham	3,414,917.01	3,142,111.17	272,805.84	8.68	1.39	1.34	17	17	
26 Groveton	232,727.06	258,414.98	(25,687.92)	(9.94)	0.09	0.11	71	71	
27 Nashua	1,194,679.18	900,302.61	294,376.57	32.70	0.48	0.38	53	59	
29 Whitefield	305,192.43	275,355.03	29,837.40	10.84	0.12	0.12	70	70	
30 Milford	2,358,736.43	2,295,785.90	62,950.53	2.74	0.96	0.98	28	28	
31 Manchester	1,852,573.53	1,838,324.28	14,249.25	0.78	0.75	0.78	42	37	
33 Manchester	2,984,439.41	2,794,968.60	189,470.81	6.78	1.21	1.19	20	20	
34 Salem	13,535,701.41	12,886,424.01	649,277.40	5.04	5.49	5.48	4	4	
35 Hillsboro	1,012,301.90	1,001,508.66	10,793.24	1.08	0.41	0.43	57	56	
36 Jaffrey	510,484.08	469,502.03	40,982.05	8.73	0.21	0.20	69	69	
37 Lancaster	645,029.84	604,905.32	40,124.52	6.63	0.26	0.26	67	67	
38 Portsmouth	17,043,721.47	16,537,009.28	506,712.19	3.06	6.91	7.03	3	3	
39 Wolfeboro	2,222,662.29	2,088,220.98	134,441.31	6.44	0.90	0.89	31	30	
40 Walpole	1,621,631.56	1,613,585.21	8,046.35	0.50	0.66	0.69	47	44	
41 Seabrook	3,947,597.46	3,942,912.05	4,685.41	0.12	1.60	1.68	14	13	
42 Meredith	2,766,836.06	2,644,203.19	122,632.87	4.64	1.12	1.12	21	21	
43 Farmington	1,091,568.10	1,041,254.93	50,313.17	4.83	0.44	0.44	55	54	

New Hampshire State Liquor Commission

Retail Sales by Location

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase/(Decrease)		% of sales		Rank		
			\$	%	FY 03	FY 02	FY 03	FY 02	
STORE # & LOCATION									
44 Bristol	901,554.49	825,436.13	76,118.36	9.22	0.37	0.35	60	61	
45 Pittsfield	723,141.92	682,855.71	40,286.21	5.90	0.29	0.29	65	65	
46 Ashland	825,926.64	797,667.51	28,259.13	3.54	0.33	0.34	62	62	
47 N. Woodstock	1,116,437.87	1,074,722.82	41,715.05	3.88	0.45	0.46	54	53	
48 Hinsdale	4,548,304.80	4,199,486.83	348,817.97	8.31	1.84	1.79	11	11	
49 Plaistow	5,933,708.98	5,557,692.60	376,016.38	6.77	2.41	2.36	10	10	
50 Nashua	9,743,679.39	11,615,460.20	(1,871,780.81)	(16.11)	3.95	4.94	8	6	
51 Pelham	1,874,369.12	1,710,974.46	163,394.66	9.55	0.76	0.73	40	41	
52 Gorham	1,456,191.29	1,454,863.76	1,327.53	0.09	0.59	0.62	49	47	
53 Hudson	1,857,573.44	1,719,807.33	137,766.11	8.01	0.75	0.73	41	40	
54 Glen	2,336,778.70	2,304,846.58	31,932.12	1.39	0.95	0.98	30	27	
56 Gilford	2,472,478.05	2,353,247.18	119,230.87	5.07	1.00	1.00	25	25	
57 Ossipee	1,380,439.76	1,337,747.87	42,691.89	3.19	0.56	0.57	51	49	
58 Goffstown	1,943,353.72	1,802,052.62	141,301.10	7.84	0.79	0.77	38	38	
59 Merrimack	1,739,724.41	1,680,139.08	59,585.33	3.55	0.71	0.71	44	43	
60 W. Lebanon	8,294,111.96	8,484,265.01	(190,153.05)	(2.24)	3.36	3.61	9	9	
61 Fitzwilliam	611,455.27	583,177.26	28,278.01	4.85	0.25	0.25	68	68	
62 Raymond	1,385,959.39	1,287,428.33	98,531.06	7.65	0.56	0.55	50	50	
63 Winchester	1,082,437.80	1,034,704.65	47,733.15	4.61	0.44	0.44	56	55	
64 New London	3,088,675.38	2,808,989.16	279,686.22	9.96	1.25	1.19	19	19	
66 Hooksett-No	12,315,996.86	11,563,390.99	752,605.87	6.51	5.00	4.92	5	7	
67 Hookset-So	9,800,866.59	8,974,576.74	826,289.85	9.21	3.98	3.82	7	8	
68 N. Hampton	3,312,011.94	3,092,010.86	220,001.08	7.12	1.34	1.31	18	18	
69 Nashua	11,695,908.94	12,013,048.97	(317,140.03)	(2.64)	4.74	5.11	6	5	
70 Swanzey	795,428.46	700,042.32	95,386.14	13.63	0.32	0.30	63	64	
71 Lee	2,614,800.22	2,546,268.34	68,531.88	2.69	1.06	1.08	24	22	
72 Concord	2,350,521.10	2,343,376.23	7,144.87	0.30	0.95	1.00	29	26	
73 Hampton-So	18,948,416.01	17,821,283.65	1,127,132.36	6.32	7.69	7.58	2	2	
74 Londonderry	3,528,428.25	3,341,413.59	187,014.66	5.60	1.43	1.42	15	15	
75 Belmont	1,720,287.66	1,607,416.08	112,871.58	7.02	0.70	0.68	45	45	
76 Hampton-No	21,959,489.91	20,327,779.73	1,631,710.18	8.03	8.91	8.64	1	1	
77 Rindge	1,876,776.37	1,767,733.66	109,042.71	6.17	0.76	0.75	39	39	
Total Stores	\$246,558,171.95	\$235,169,491.85	\$11,388,680.10	4.84	100.00	100.00			
900 WHSE-Concord	2,265.17	2,731.15	(465.98)	(17.06)	-	-			
905 WHSE-Nashua	(129.54)	-	(129.54)	-	-	-			
Total WHSES	\$2,135.63	\$2,731.15	\$(595.52)	(17.06)	-	-			
Grand Total	\$246,560,307.58	\$235,172,223.00	\$11,388,084.58	4.84	100.00	100.00			

New Hampshire State Liquor Commission

On-Premise Sales by Location

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase/(Decrease)		% of sales		Rank		
			\$	%	FY 03	FY 02	FY 03	FY 02	
STORE # & LOCATION									
1 Concord	\$693,982.38	\$586,855.57	\$107,126.81	18.25	1.57	1.40	12	15	
2 Chesterfield	14,201.76	12,880.27	1,321.49	10.26	0.03	0.03	70	70	
3 Manchester	408,988.22	339,765.33	69,222.89	20.37	0.93	0.81	24	24	
4 Hooksett	541,118.38	470,134.46	70,983.92	15.10	1.23	1.12	18	21	
5 Berlin	112,674.11	116,415.96	(3,741.85)	(3.21)	0.26	0.28	54	51	
6 Portsmouth	2,445,180.97	2,484,344.06	(39,163.09)	(1.58)	5.54	5.91	1	1	
7 Littleton	563,383.77	563,817.52	(433.75)	(0.08)	1.28	1.34	17	16	
8 Claremont	279,143.53	233,164.62	45,978.91	19.72	0.63	0.55	32	34	
9 Dover	828,928.52	754,520.93	74,407.59	9.86	1.88	1.79	10	9	
10 Manchester	1,448,219.85	1,318,409.20	129,810.65	9.85	3.28	3.14	2	2	
11 Lebanon	318,515.47	125,829.92	192,685.55	153.13	0.72	0.30	27	50	
13 Somersworth	173,879.02	195,868.55	(21,989.53)	(11.23)	0.39	0.47	46	40	
14 Rochester	311,850.85	274,972.28	36,878.57	13.41	0.71	0.65	28	31	
15 Keene	830,308.66	766,506.14	63,802.52	8.32	1.88	1.82	9	8	
16 Woodsville	49,034.53	39,295.00	9,739.53	24.79	0.11	0.09	64	64	
17 Franklin	168,351.79	219,671.47	(51,319.68)	(23.36)	0.38	0.52	47	35	
18 Colebrook	206,524.84	191,547.12	14,977.72	7.82	0.47	0.46	38	42	
19 Plymouth	297,183.85	336,713.39	(39,529.54)	(11.74)	0.67	0.80	30	25	
20 Derry	291,799.73	213,882.20	77,917.53	36.43	0.66	0.51	31	36	
21 Peterborough	237,130.35	202,519.87	34,610.48	17.09	0.54	0.48	35	37	
23 Conway	870,660.20	771,281.37	99,378.83	12.88	1.97	1.83	7	7	
24 Newport	106,962.97	99,946.96	7,016.01	7.02	0.24	0.24	57	54	
25 Stratham	568,040.25	515,725.68	52,314.57	10.14	1.29	1.23	16	19	
26 Groveton	15,720.51	16,885.70	(1,165.19)	(6.90)	0.04	0.04	69	68	
27 Nashua	159,382.53	151,421.84	7,960.69	5.26	0.36	0.36	48	46	
29 Whitefield	201,809.60	61,298.60	140,511.00	229.22	0.46	0.15	40	62	
30 Milford	342,080.80	303,629.51	38,451.29	12.66	0.78	0.72	26	28	
31 Manchester	184,411.50	251,887.81	(67,476.31)	(26.79)	0.42	0.60	43	33	
33 Manchester	910,189.70	788,979.13	121,210.57	15.36	2.06	1.88	5	6	
34 Salem	715,334.41	694,581.55	20,752.86	2.99	1.62	1.65	11	12	
35 Hillsboro	190,850.71	185,261.58	5,589.13	3.02	0.43	0.44	42	43	
36 Jaffrey	80,254.66	72,130.48	8,124.18	11.26	0.18	0.17	60	60	
37 Lancaster	114,264.22	107,545.38	6,718.84	6.25	0.26	0.26	53	53	
38 Portsmouth	3,494.30	1,015.39	2,478.91	244	0.01	-	71	71	
39 Wolfeboro	374,061.45	311,119.78	62,941.67	20.23	0.85	0.74	25	26	
40 Walpole	109,907.68	89,065.76	20,841.92	23.40	0.25	0.21	56	56	
41 Seabrook	592,896.17	599,533.39	(6,637.22)	(1.11)	1.34	1.43	15	14	
42 Meredith	519,185.65	476,718.06	42,467.59	8.91	1.18	1.13	20	20	

New Hampshire State Liquor Commission

On-Premise Sales by Location

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase/(Decrease)		% of sales		Rank		
			\$	%	FY 03	FY 02	FY 03	FY 02	
STORE # & LOCATION									
43 Farmington	141,406.76	130,775.77	10,630.99	8.13	0.32	0.31	51	49	
44 Bristol	146,119.39	143,011.84	3,107.55	2.17	0.33	0.34	50	48	
45 Pittsfield	20,302.74	20,958.07	(655.33)	(3.13)	0.05	0.05	68	67	
46 Ashland	213,846.09	289,253.14	(75,407.05)	(26.07)	0.48	0.69	37	29	
47 N. Woodstock	615,420.55	635,951.90	(20,531.35)	(3.23)	1.39	1.51	14	13	
48 Hinsdale	31,905.73	29,109.34	2,796.39	9.61	0.07	0.07	66	66	
49 Plaistow	522,699.29	517,110.13	5,589.16	1.08	1.18	1.23	19	18	
50 Nashua	124,461.21	114,226.09	10,235.12	8.96	0.28	0.27	52	52	
51 Pelham	76,178.95	75,877.77	301.18	0.40	0.17	0.18	61	58	
52 Gorham	180,222.07	154,707.85	25,514.22	16.49	0.41	0.37	44	44	
53 Hudson	244,628.15	309,208.62	(64,580.47)	(20.89)	0.55	0.74	34	27	
54 Glen	1,223,359.65	1,262,829.80	(39,470.15)	(3.13)	2.77	3.00	4	3	
56 Gilford	872,162.15	859,954.84	12,207.31	1.42	1.98	2.05	6	5	
57 Ossipee	200,128.07	154,535.23	45,592.84	29.50	0.45	0.37	41	45	
58 Goffstown	229,292.17	263,481.00	(34,188.83)	(12.98)	0.52	0.63	36	32	
59 Merrimack	175,976.96	200,326.95	(24,349.99)	(12.16)	0.40	0.48	45	38	
60 W. Lebanon	500,465.30	537,129.07	(36,663.77)	(6.83)	1.13	1.28	21	17	
61 Fitzwilliam	36,794.61	13,549.22	23,245.39	171.56	0.08	0.03	65	69	
62 Raymond	203,366.34	191,574.32	11,792.02	6.16	0.46	0.46	39	41	
63 Winchester	28,228.53	30,354.54	(2,126.01)	(7.00)	0.06	0.07	67	65	
64 New London	429,614.07	434,131.28	(4,517.21)	(1.04)	0.97	1.03	23	23	
66 Hooksett-No	112,624.38	91,610.24	21,014.14	22.94	0.26	0.22	55	55	
67 Hookset-So	51,014.42	75,364.84	(24,350.42)	(32.31)	0.12	0.18	63	59	
68 N. Hampton	869,906.01	749,657.84	120,248.17	16.04	1.97	1.78	8	10	
69 Nashua	1,329,801.25	1,163,065.68	166,735.57	14.34	3.01	2.77	3	4	
70 Swanzey	149,393.39	151,154.27	(1,760.88)	(1.16)	0.34	0.36	49	47	
71 Lee	248,541.63	199,617.81	48,923.82	24.51	0.56	0.47	33	39	
72 Concord	615,510.40	702,030.97	(86,520.57)	(12.32)	1.40	1.67	13	11	
73 Hampton-So	105,017.26	67,128.84	37,888.42	56.44	0.24	0.16	58	61	
74 Londonderry	307,078.20	278,161.48	28,916.72	10.40	0.70	0.66	29	30	
75 Belmont	458,187.07	461,103.61	(2,916.54)	(0.63)	1.04	1.10	22	22	
76 Hampton-No	66,815.50	48,340.71	18,474.79	38.22	0.15	0.11	62	63	
77 Rindge	92,359.60	80,189.66	12,169.94	15.18	0.21	0.19	59	57	
Total Stores	\$26,902,735.78	\$25,380,624.55	\$1,522,111.23	6.00	60.98	60.36			
900 WHSE-Concord	797,518.92	1,176,983.14	(379,464.22)	(32.24)	1.81	2.80			
905 WHSE-Nashua	16,419,401.88	15,490,709.30	928,692.58	6.00	37.22	36.84			
Total WHSES	\$17,216,920.80	\$16,667,692.44	\$549,228.36	3.30	39.02	39.64			
Grand Total	\$44,119,656.58	\$42,048,316.99	\$2,071,339.59	4.93	100.00	100.00			

New Hampshire State Liquor Commission

Off-Premise Sales by Location

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase/(Decrease)		% of sales		Rank		
			\$	%	FY 03	FY 02	FY 03	FY 02	
STORE # & LOCATION									
1 Concord	\$15,743.49	\$20,144.38	\$(4,400.89)	(21.85)	0.03	0.04	42	33	
2 Chesterfield	2,827.33	5,380.87	(2,553.54)	(47.46)	-	0.01	67	58	
3 Manchester	28,456.14	21,274.28	7,181.86	33.76	0.05	0.04	25	30	
4 Hooksett	27,706.80	22,256.87	5,449.93	24.49	0.05	0.04	27	29	
5 Berlin	13,861.26	8,906.73	4,954.53	55.63	0.02	0.02	44	50	
6 Portsmouth	87,000.38	79,215.80	7,784.58	9.83	0.14	0.15	2	2	
7 Littleton	30,610.35	27,026.92	3,583.43	13.26	0.05	0.05	21	22	
8 Claremont	4,312.14	3,241.93	1,070.21	33.01	0.01	0.01	64	63	
9 Dover	34,750.18	30,585.41	4,164.77	13.62	0.06	0.06	18	18	
10 Manchester	56,992.52	51,316.44	5,676.08	11.06	0.09	0.09	6	8	
11 Lebanon	5,136.29	4,087.72	1,048.57	25.65	0.01	0.01	61	60	
13 Somersworth	5,540.62	5,627.03	(86.41)	(1.54)	0.01	0.01	59	57	
14 Rochester	7,438.61	7,869.67	(431.06)	(5.48)	0.01	0.01	54	54	
15 Keene	47,569.48	38,608.85	8,960.63	23.21	0.08	0.07	11	10	
16 Woodsville	19,348.03	17,163.16	2,184.87	12.73	0.03	0.03	40	39	
17 Franklin	10,120.77	10,833.43	(712.66)	(6.58)	0.02	0.02	51	46	
18 Colebrook	23,832.23	16,705.35	7,126.88	42.66	0.04	0.03	33	41	
19 Plymouth	25,424.83	18,215.09	7,209.74	39.58	0.04	0.03	29	37	
20 Derry	21,210.65	5,241.80	15,968.85	304.64	0.04	0.01	35	59	
21 Peterborough	21,126.46	20,174.12	952.34	4.72	0.04	0.04	36	32	
23 Conway	69,431.63	61,968.61	7,463.02	12.04	0.12	0.11	3	4	
24 Newport	9,593.13	9,723.81	(130.68)	(1.34)	0.02	0.02	52	48	
25 Stratham	22,239.02	33,811.29	(11,572.27)	(34.23)	0.04	0.06	34	14	
26 Groveton	4,447.34	1,464.32	2,983.02	203.71	0.01	-	63	66	
27 Nashua	20,515.65	14,815.29	5,700.36	38.48	0.03	0.03	38	42	
29 Whitefield	36,430.51	31,062.56	5,367.95	17.28	0.06	0.06	17	17	
30 Milford	53,247.89	53,126.96	120.93	0.23	0.09	0.10	9	7	
31 Manchester	24,789.02	25,211.70	(422.68)	(1.68)	0.04	0.05	30	24	
33 Manchester	41,767.13	36,419.56	5,347.57	14.68	0.07	0.07	14	11	
34 Salem	68,940.27	81,027.82	(12,087.55)	(14.92)	0.11	0.15	4	1	
35 Hillsboro	30,017.55	20,940.53	9,077.02	43.35	0.05	0.04	22	31	
36 Jaffrey	11,047.18	3,370.98	7,676.20	227.71	0.02	0.01	47	62	
37 Lancaster	5,170.89	3,930.28	1,240.61	31.57	0.01	0.01	60	61	
38 Portsmouth	61.14	-	61.14	-	-	-	70	70	
39 Wolfeboro	38,901.08	25,517.89	13,383.19	52.45	0.06	0.05	15	23	
40 Walpole	10,413.10	8,766.64	1,646.46	18.78	0.02	0.02	49	51	
41 Seabrook	37,399.00	31,277.12	6,121.88	19.57	0.06	0.06	16	16	
42 Meredith	26,260.15	29,495.80	(3,235.65)	(10.97)	0.04	0.05	28	20	

New Hampshire State Liquor Commission

Off-Premise Sales by Location

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase/(Decrease)		% of sales		Rank		
			\$	%	FY 03	FY 02	FY 03	FY 02	
STORE # & LOCATION									
43 Farmington	10,439.86	8,720.66	1,719.20	19.71	0.02	0.02	48	52	
44 Bristol	24,249.92	19,291.08	4,958.84	25.71	0.04	0.04	31	34	
45 Pittsfield	29,325.56	31,658.21	(2,332.65)	(7.37)	0.05	0.06	23	15	
46 Ashland	32,320.29	33,830.85	(1,510.56)	(4.47)	0.05	0.06	20	13	
47 N. Woodstock	28,514.33	24,352.57	4,161.76	17.09	0.05	0.04	24	27	
48 Hinsdale	7,104.42	7,549.13	(444.71)	(5.89)	0.01	0.01	56	55	
49 Plaistow	60,508.15	28,686.97	31,821.18	110.93	0.10	0.05	5	21	
50 Nashua	13,221.65	13,045.90	175.75	1.35	0.02	0.02	45	43	
51 Pelham	7,136.95	9,723.05	(2,586.10)	(26.60)	0.01	0.02	55	49	
52 Gorham	2,931.17	1,204.83	1,726.34	143.28	-	-	66	67	
53 Hudson	10,160.28	8,115.51	2,044.77	25.20	0.02	0.01	50	53	
54 Glen	53,735.35	60,219.83	(6,484.48)	(10.77)	0.09	0.11	8	5	
56 Gilford	27,940.20	30,088.12	(2,147.92)	(7.14)	0.05	0.06	26	19	
57 Ossipee	49,265.21	41,536.26	7,728.95	18.61	0.08	0.06	10	9	
58 Goffstown	21,039.76	12,487.11	8,552.65	68.48	0.04	0.08	37	44	
59 Merrimack	11,289.11	18,372.17	(7,083.06)	(38.55)	0.02	0.02	46	36	
60 W. Lebanon	42,448.41	23,115.65	19,332.76	83.63	0.07	0.03	13	28	
61 Fitzwilliam	14,907.61	11,141.83	3,765.78	33.80	0.02	0.04	43	45	
62 Raymond	55,667.83	58,622.69	(2,954.86)	(5.04)	0.09	0.02	7	6	
63 Winchester	-	-	-	-	-	0.11	71	71	
64 New London	5,718.79	24,869.72	(19,150.93)	(77.01)	0.01	-	58	25	
66 Hooksett-No	1,692.57	2,763.87	(1,071.30)	(38.76)	-	0.05	69	65	
67 Hookset-So	6,163.31	6,185.99	(22.68)	(0.37)	0.01	0.01	57	56	
68 N. Hampton	33,933.33	24,543.19	9,390.14	38.26	0.06	0.01	19	26	
69 Nashua	89,598.50	72,577.56	17,020.94	23.45	0.15	0.05	1	3	
70 Swanzey	19,913.63	18,836.88	1,076.75	5.72	0.03	0.13	39	35	
71 Lee	24,168.77	18,211.48	5,957.29	32.71	0.04	0.03	32	38	
72 Concord	45,148.27	35,772.69	9,375.58	26.21	0.08	0.03	12	12	
73 Hampton-So	3,513.04	681.31	2,831.73	415.63	0.01	0.07	65	68	
74 Londonderry	18,708.78	16,728.18	1,980.60	11.84	0.03	-	41	40	
75 Belmont	8,880.41	10,699.30	(1,818.89)	(17.00)	0.01	0.03	53	47	
76 Hampton-No	4,525.96	3,028.21	1,497.75	49.46	0.01	0.02	62	64	
77 Rindge	2,156.51	-	2,156.51	-	-	0.01	68	69	
Total Stores	\$1,766,008.17	\$1,562,467.81	\$203,540.36	13.03	2.94	2.87			
900 WHSE-Concord	-	(81.49)	81.49	-	-	-			
905 WHSE-Nashua	58,290,482.80	52,939,174.52	5,351,308.28	10.11	97.06	97.13			
Total WHSES	\$58,290,482.80	\$52,939,093.03	\$5,351,389.77	10.11	97.06	97.13			
Grand Total	\$60,056,490.97	\$54,501,560.84	\$5,554,930.13	10.19	100.00	100.00			

New Hampshire State Liquor Commission

Discounts by Location

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase/(Decrease)		% of sales		Rank		
			\$	%	FY 03	FY 02	FY 03	FY 02	
STORE # & LOCATION									
1 Concord	58,250.37	\$45,727.63	\$12,522.74	27.39	1.39	1.13	21	23	
2 Chesterfield	20,395.47	15,753.52	4,641.95	29.47	0.49	0.39	41	41	
3 Manchester	15,772.43	10,699.39	5,073.04	47.41	0.38	0.26	43	45	
4 Hooksett	86,977.64	57,651.44	29,326.20	50.87	2.07	1.43	15	18	
5 Berlin	2,671.64	2,116.73	554.91	26.22	0.06	0.05	68	70	
6 Portsmouth	106,335.84	108,502.92	(2,167.08)	(2.00)	2.53	2.68	10	11	
7 Littleton	54,236.19	53,167.24	1,068.95	2.01	1.29	1.32	23	21	
8 Claremont	28,246.21	23,833.16	4,413.05	18.52	0.67	0.59	32	31	
9 Dover	30,027.12	23,327.89	6,699.23	28.72	0.72	0.58	31	33	
10 Manchester	30,906.39	24,520.62	6,385.77	26.04	0.74	0.61	30	30	
11 Lebanon	67,946.88	20,717.66	47,229.22	227.97	1.62	0.51	18	35	
13 Somersworth	2,278.12	2,645.63	(367.51)	(13.89)	0.05	0.07	69	68	
14 Rochester	9,095.69	6,095.19	3,000.50	49.23	0.22	0.15	51	56	
16 Woodsville	5,414.99	4,807.35	607.64	12.64	0.13	0.12	63	62	
17 Franklin	3,069.94	4,252.37	(1,182.43)	(27.81)	0.07	0.11	67	64	
18 Colebrook	4,885.36	4,395.20	490.16	11.15	0.12	0.11	64	63	
19 Plymouth	20,557.18	16,467.35	4,089.83	24.84	0.49	0.41	40	39	
20 Derry	24,983.21	15,780.22	9,202.99	58.32	0.60	0.39	33	40	
21 Peterborough	48,486.88	38,168.07	10,318.81	27.04	1.16	0.94	25	24	
23 Conway	77,692.69	74,052.75	3,639.94	4.92	1.85	1.83	17	15	
24 Newport	8,865.61	6,790.92	2,074.69	30.55	0.21	0.17	53	55	
25 Stratham	67,234.66	57,721.81	9,512.85	16.48	1.60	1.43	19	17	
26 Groveton	935.63	906.28	29.35	3.24	0.02	0.02	71	71	
27 Nashua	5,679.40	2,719.34	2,960.06	108.85	0.14	0.07	61	67	
29 Whitefield	11,382.89	2,860.75	8,522.14	297.90	0.27	0.07	48	66	
30 Milford	23,652.06	23,009.47	642.59	2.79	0.56	0.57	37	34	
31 Manchester	8,907.40	9,080.47	(173.07)	(1.91)	0.21	0.22	52	51	
33 Manchester	54,331.39	49,135.68	5,195.71	10.57	1.29	1.22	22	22	
34 Salem	237,210.62	208,753.96	28,456.66	13.63	5.65	5.17	5	6	
35 Hillsboro	7,523.03	7,272.16	250.87	3.45	0.18	0.18	57	54	
36 Jaffrey	8,504.40	7,669.85	834.55	10.88	0.20	0.19	54	53	
37 Lancaster	4,740.90	4,072.08	668.82	16.42	0.11	0.10	66	65	
38 Portsmouth	267,128.12	232,361.69	34,766.43	14.96	6.37	5.75	4	5	
39 Wolfeboro	52,618.03	34,877.09	17,740.94	50.87	1.25	0.86	24	26	
40 Walpole	24,661.86	20,511.35	4,150.51	20.24	0.59	0.51	34	36	
41 Seabrook	23,845.58	24,862.74	(1,017.16)	(4.09)	0.57	0.62	35	29	
42 Meredith	78,415.09	56,306.94	22,108.15	39.26	1.87	1.39	16	19	

New Hampshire State Liquor Commission

Discounts by Location

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase/(Decrease)		% of sales		Rank		
			\$	%	FY 03	FY 02	FY 03	FY 02	
STORE # & LOCATION									
43 Farmington	4,756.21	5,782.12	(1,025.91)	(17.74)	0.11	0.14	65	57	
44 Bristol	16,616.53	11,327.82	5,288.71	46.69	0.40	0.28	42	44	
45 Pittsfield	2,147.36	2,254.64	(107.28)	(4.76)	0.05	0.06	70	69	
46 Ashland	23,359.48	18,302.63	5,056.85	27.63	0.56	0.45	38	37	
47 N. Woodstock	37,221.50	32,042.46	5,179.04	16.16	0.89	0.79	27	27	
48 Hinsdale	36,628.87	123,146.52	(86,517.65)	(70.26)	0.87	3.05	28	10	
49 Plaistow	62,691.00	54,261.24	8,429.76	15.54	1.49	1.34	20	20	
50 Nashua	97,035.64	336,586.31	(239,550.67)	(71.17)	2.31	8.33	11	3	
51 Pelham	11,078.68	9,797.64	1,281.04	13.07	0.26	0.24	50	48	
52 Gorham	11,193.52	10,531.30	662.22	6.29	0.27	0.26	49	46	
53 Hudson	6,197.64	5,636.35	561.29	9.96	0.15	0.14	60	58	
54 Glen	90,854.00	85,657.69	5,196.31	6.07	2.17	2.12	14	12	
56 Gilford	43,432.39	35,691.62	7,740.77	21.69	1.04	0.88	26	25	
57 Ossipee	11,793.95	9,632.79	2,161.16	22.44	0.28	0.24	47	49	
58 Goffstown	12,834.59	9,810.78	3,023.81	30.82	0.31	0.24	46	47	
59 Merrimack	7,990.71	8,502.37	(511.66)	(6.02)	0.19	0.21	55	52	
60 W. Lebanon	188,135.34	175,557.13	12,578.21	7.16	4.48	4.34	6	7	
61 Fitzwilliam	6,757.21	4,875.59	1,881.62	38.59	0.16	0.12	58	61	
62 Raymond	5,518.31	5,008.28	510.03	10.18	0.13	0.12	62	60	
63 Winchester	6,544.06	5,624.63	919.43	16.35	0.16	0.14	59	59	
64 New London	110,630.18	83,361.35	27,268.83	32.71	2.64	2.06	9	13	
66 Hooksett-No	176,421.56	148,849.51	27,572.05	18.52	4.20	3.68	7	8	
67 Hookset-So	174,983.91	139,670.40	35,313.51	25.28	4.17	3.46	8	9	
68 N. Hampton	96,168.27	73,552.75	22,615.52	30.75	2.29	1.82	12	16	
69 Nashua	352,695.86	480,046.54	(127,350.68)	(26.53)	8.41	11.88	3	1	
70 Swanzey	7,559.77	9,249.25	(1,689.48)	(18.27)	0.18	0.23	56	50	
71 Lee	20,759.89	16,584.39	4,175.50	25.18	0.49	0.41	39	38	
72 Concord	23,666.39	23,784.75	(118.36)	(0.50)	0.56	0.59	36	32	
73 Hampton-So	362,545.42	297,113.53	65,431.89	22.02	8.64	7.35	2	4	
74 Londonderry	32,579.84	27,012.04	5,567.80	20.61	0.78	0.67	29	28	
75 Belmont	13,123.01	12,650.82	472.19	3.73	0.31	0.31	45	43	
76 Hampton-No	451,023.91	382,259.02	68,764.89	17.99	10.75	9.46	1	2	
77 Rindge	15,238.47	14,224.72	1,013.75	7.13	0.36	0.35	44	42	
Grand Total	\$4,195,921.01	\$4,041,401.56	\$154,519.45	3.82	100.00	100.00			

New Hampshire State Liquor Commission Total Sales by Month

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase(Decrease)		% of Total	
			\$	%	Sales 03	Sales 02
MONTH						
July	\$29,785,929.58	\$28,098,990.94	\$1,686,938.64	6.00	8.60	8.58
August	29,226,620.61	28,021,178.10	1,205,442.51	4.30	8.43	8.55
September	26,043,475.94	24,673,579.69	1,369,896.25	5.55	7.52	7.53
October	33,152,792.22	31,491,741.84	1,661,050.38	5.27	9.57	9.61
November	35,570,393.98	27,822,635.23	7,747,758.75	27.85	10.26	8.49
December	37,432,105.03	34,714,371.54	2,717,733.49	7.83	10.80	10.59
January	27,191,338.75	27,511,777.22	(320,438.47)	(1.16)	7.85	8.40
February	22,097,548.64	21,232,733.21	864,815.43	4.07	6.38	6.48
March	21,322,369.33	20,604,272.71	718,096.62	3.49	6.15	6.29
April	28,891,288.97	26,322,579.22	2,568,709.75	9.76	8.34	8.03
May	26,400,168.51	24,765,017.19	1,635,151.32	6.60	7.62	7.56
June	29,426,502.56	32,421,822.38	(2,995,319.82)	(9.24)	8.49	9.89
Total	\$346,540,534.12	\$327,680,699.27	\$18,859,834.85	5.76	100.00	100.00

New Hampshire State Liquor Commission Retail Sales by Month

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase(Decrease)		% of Total	
			\$	%	Sales 03	Sales 02
MONTH						
July	\$22,479,188.81	\$21,023,563.14	\$1,455,625.67	6.92	9.12	8.94
August	21,681,190.57	21,129,977.88	551,212.69	2.61	8.79	8.98
September	18,591,723.76	18,267,970.73	323,753.03	1.77	7.54	7.77
October	23,402,373.50	22,644,535.97	757,837.53	3.35	9.49	9.63
November	25,019,263.97	19,918,922.40	5,100,341.57	25.61	10.15	8.47
December	27,782,690.50	25,779,038.95	2,003,651.55	7.77	11.27	10.96
January	19,288,057.51	19,562,978.41	(274,920.90)	(1.41)	7.82	8.32
February	14,856,582.22	14,607,687.20	248,895.02	1.70	6.03	6.21
March	14,380,684.35	13,884,588.84	496,095.51	3.57	5.83	5.90
April	19,154,302.51	18,166,009.58	988,292.93	5.44	7.77	7.72
May	18,644,537.53	16,971,689.16	1,672,848.37	9.86	7.56	7.22
June	21,279,712.35	23,215,260.74	(1,935,548.39)	(8.34)	8.63	9.87
Total	\$246,560,307.58	\$235,172,223.00	\$11,388,084.58	4.84	100.00	100.00

New Hampshire State Liquor Commission On-Premise Sales by Month

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase(Decrease)		% of Total	
			\$	%	Sales 03	Sales 02
MONTH						
July	\$3,681,425.40	\$3,445,252.87	\$236,172.53	6.86	8.34	8.19
August	3,657,245.75	3,494,149.14	163,096.61	4.67	8.29	8.31
September	3,406,875.67	3,181,241.50	225,634.17	7.09	7.72	7.57
October	4,438,208.44	4,086,337.55	351,870.89	8.61	10.06	9.72
November	3,974,843.57	3,021,835.02	953,008.55	31.54	9.01	7.19
December	3,295,989.51	3,241,322.58	54,666.93	1.69	7.47	7.71
January	3,940,985.14	3,817,975.89	123,009.25	3.22	8.93	9.08
February	3,298,583.47	3,153,650.08	144,933.39	4.60	7.48	7.50
March	3,014,592.33	2,949,487.58	65,104.75	2.21	6.83	7.01
April	3,901,179.20	3,720,420.93	180,758.27	4.86	8.84	8.85
May	3,679,332.73	3,522,818.21	156,514.52	4.44	8.34	8.38
June	3,830,395.37	4,413,825.64	(583,430.27)	(13.22)	8.68	10.50
Total	\$44,119,656.58	\$42,048,316.99	\$2,071,339.59	4.93	100.00	100.00

New Hampshire State Liquor Commission Off-Premise Sales by Month

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase(Decrease)		% of Total	
			\$	%	Sales 03	Sales 02
MONTH						
July	\$4,302,658.05	\$3,856,568.94	\$446,089.11	11.57	7.16	7.08
August	4,208,700.79	3,766,463.87	442,236.92	11.74	7.01	6.91
September	4,196,306.99	3,711,245.30	485,061.69	13.07	6.99	6.81
October	5,665,480.11	5,252,356.93	413,123.18	7.87	9.43	9.64
November	6,909,674.57	5,271,672.54	1,638,002.03	31.07	11.51	9.67
December	6,779,608.19	6,215,917.97	563,690.22	9.07	11.29	11.41
January	4,671,213.07	4,487,221.69	183,991.38	4.10	7.78	8.23
February	4,142,092.33	3,777,438.51	364,653.82	9.65	6.90	6.93
March	4,060,405.75	3,958,653.17	101,752.58	2.57	6.76	7.26
April	6,065,778.14	4,703,094.47	1,362,683.67	28.97	10.10	8.63
May	4,445,329.11	4,439,560.20	5,768.91	0.13	7.40	8.15
June	4,609,243.87	5,061,367.25	(452,123.38)	(8.93)	7.67	9.29
Total	\$60,056,490.97	\$54,501,560.84	\$5,554,930.13	10.19	100.00	100.00

New Hampshire State Liquor Commission

Discounts by Month

FISCAL YEARS ENDED 6/30/03 AND 6/30/02	June 30, 2003	June 30, 2002	Increase(Decrease)		% of Total	
			\$	%	Sales 03	Sales 02
MONTH						
July	\$677,342.68	\$226,394.01	\$450,948.67	199.19	16.14	5.60
August	320,516.50	369,412.79	(48,896.29)	(13.24)	7.64	9.14
September	151,430.48	486,877.84	(335,447.36)	(68.90)	3.61	12.05
October	353,269.83	491,488.61	(138,218.78)	(28.12)	8.42	12.16
November	333,388.13	389,794.73	(56,406.60)	(14.47)	7.95	9.65
December	426,183.17	521,907.96	(95,724.79)	(18.34)	10.16	12.91
January	708,916.97	356,398.77	352,518.20	98.91	16.90	8.82
February	199,709.38	306,042.58	(106,333.20)	(34.74)	4.76	7.57
March	133,313.10	188,456.88	(55,143.78)	(29.26)	3.18	4.66
April	229,970.88	266,945.76	(36,974.88)	(13.85)	5.48	6.61
May	369,030.86	169,050.38	199,980.48	118.30	8.79	4.18
June	292,849.03	268,631.25	24,217.78	9.02	6.98	6.65
Total	\$4,195,921.01	\$4,041,401.56	\$154,519.45	3.82	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

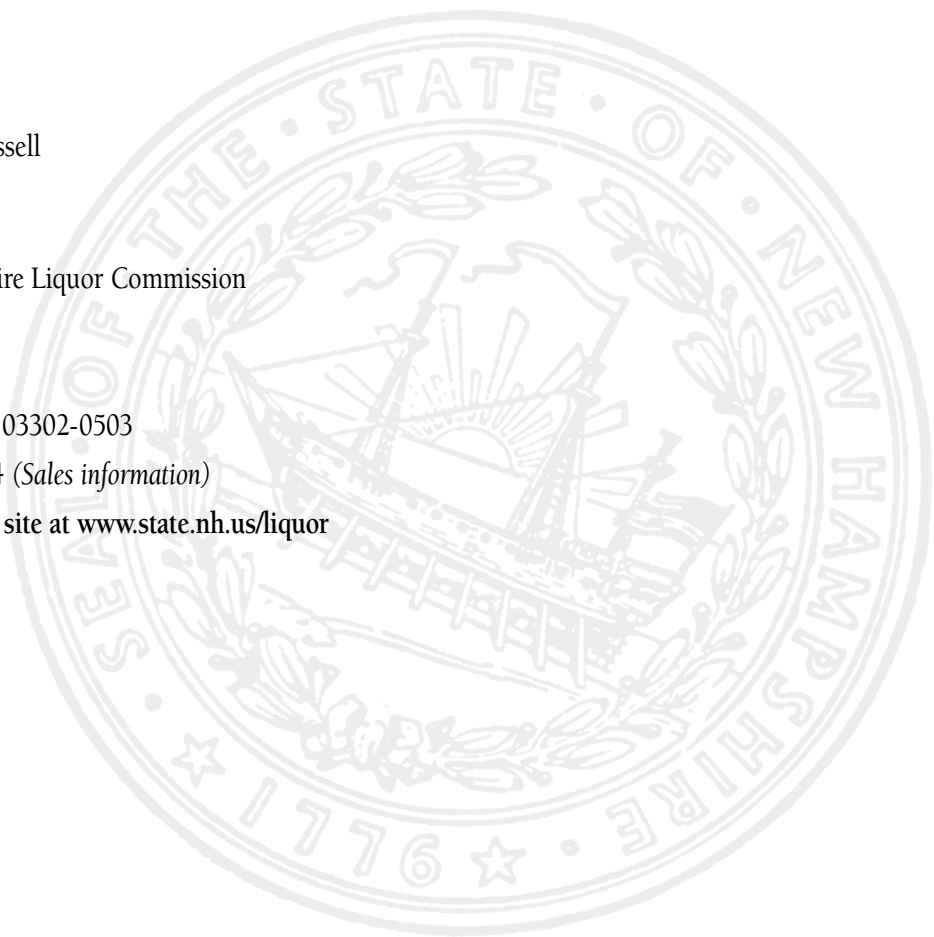
PO Box 503

Storrs Street

Concord, NH 03302-0503

800-543-4664 (*Sales information*)

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**NEW HAMPSHIRE STATE
LIQUOR COMMISSION**