

NEW HAMPSHIRE STATE

LIQUOR COMMISSION

Annual Report and Statistical Appendix
Fiscal Year June 30, 2004



NEW HAMPSHIRE STATE LIQUOR COMMISSION

Annual Report and Statistical Appendix

Fiscal Year
2004

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

November 2004

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

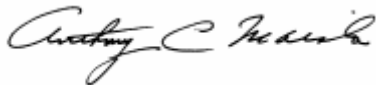
Dear Governor Benson,

We are pleased to present you the fiscal 2004 annual report of the New Hampshire State Liquor Commission. It covers the results of operations from the period of July 1, 2003, through June 30, 2004, and marks the 70th year of operations for the Commission.

The past fiscal year was another year of impressive achievement for the Commission. Total sales reached a record setting \$377 million, an increase of approximately \$26.5 million from FY 2003. Net profit for FY 2004 also set a record at \$92.1 million.

This report aims to summarize our many accomplishments over the past year, as well as 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.

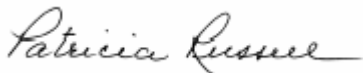
Respectively submitted,



ANTHONY C. MAIOLA, CHAIRMAN



JOHN W. BYRNE, COMMISSIONER



PATRICIA T. RUSSELL, COMMISSIONER

From the Governor

For the past 70 years, the New Hampshire State Liquor Commission has led the way in the responsible sale, distribution and enforcement of alcoholic beverages by Control States. The Commission's leadership and vision has continued to create an environment of success.

Each year more than 7.3 million customers visit a New Hampshire State Liquor & Wine Store. 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 sincere thanks to the Commission and its staff for their continued dedication, commitment and service to the people of New Hampshire and our many customers from around the world. Congratulations on another great year.



GOVERNOR CRAIG R. BENSON



Chairman's Message

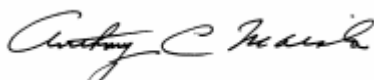
Looking back, Fiscal 2004 was another record-breaking year for the New Hampshire Liquor Commission. This year, total sales increased approximately \$26.5 million to \$377 million and profits were up approximately 8% from FY 2003.

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 employees.

From the warehouses to the retail sales floors, and from the front office to the enforcement bureau, it is the employees of the New Hampshire State Liquor Commission who provide all our customers, wholesale and retail, with knowledge, value, and service.

So, 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. 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.



ANTHONY C. MAIOLA, CHAIRMAN



Personnel Data

CURRENT NUMBER OF EMPLOYEES	06/30/04	06/30/03
Unclassified	3	3
Classified	299	313
Temporary *	466	420
Total	768	736

*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.

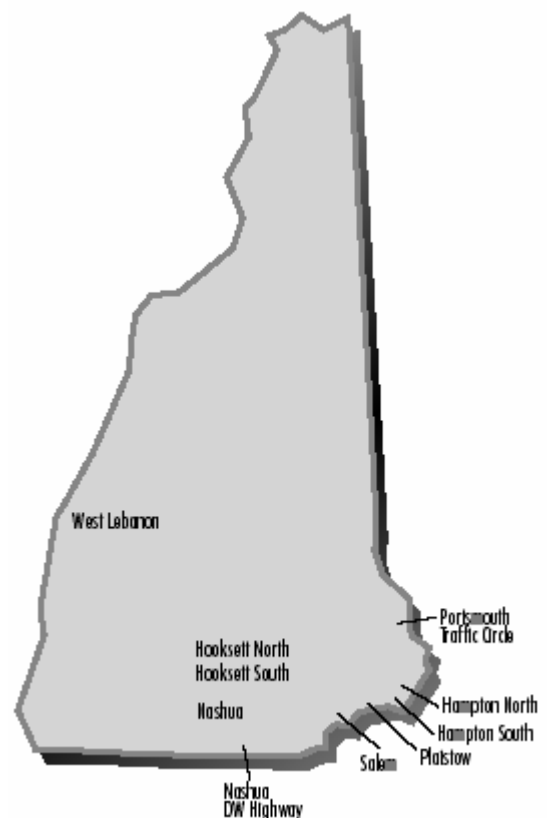
Property, Plant and Equipment

	06/30/04	06/30/03
Land and Land Improvements	\$3,231,490	2,931,490
Buildings and Improvements	17,905,521	17,610,955
Equipment	9,140,962	9,041,240
Total	30,277,973	29,583,685
Less Allowance for Depreciation	(16,251,235)	(14,690,840)
Net Fixed Assets	14,026,738	14,892,845

NHSLC Top 10

Retail Store Locations

1. Hampton - North \$22.7M
2. Hampton - South \$20.1M
3. Portsmouth Traffic Circle \$17.3M
4. Salem \$15.1M
5. Hooksett - North \$13.0M
6. Nashua \$12.9M
7. Hooksett - South \$10.4M
8. Nashua \$10.3M
9. West Lebanon \$8.8M
10. Plaistow \$6.9M



New Hampshire State Liquor Commission

Commonsize Comparative Income Statement*

FISCAL YEARS ENDED 6/30/04 AND 6/30/03

	July 01, 2003 through June 30, 2004	July 01, 2002 through June 30, 2003	Commonsize % FY 04	Commonsize % FY 03	Comparative Increase / (Decrease) \$	Comparative % %
SALES						
Sales - Retail	\$263,312,888	\$246,560,308	71.23	71.52	\$16,752,580	6.79
Sales - On-Premise	47,470,174	44,119,657	12.84	12.80	3,350,517	7.59
Sales - Off-Premise	66,434,568	60,056,491	17.97	17.42	6,378,077	10.62
Total Sales	\$377,217,630	\$350,736,456	102.04	101.74	\$26,481,174	7.55
Less Discounts, Credit Card Fees, Etc.	(7,544,154)	(6,002,523)	(2.04)	(1.74)	(1,541,631)	25.68
Net Sales	\$369,673,476	\$344,733,933	100.00	100.00	\$24,939,543	7.23
COST OF SALES						
Inventory Change	\$ (3,226,150)	\$ 584,851	(0.87)	0.17	\$ (3,811,001)	(651.62)
Purchases - Net	269,739,061	247,487,226	72.97	71.79	22,251,835	8.99
Buy-In, Storage/Handling	613,020	542,144	0.17	0.16	70,876	13.07
Freight to Stores	1,301,471	1,236,040	0.35	0.36	65,431	5.29
Total Cost of Sales	\$268,427,402	\$249,850,261	72.61	72.48	\$18,577,141	7.44
Gross Profit From Sales	\$101,246,074	\$ 94,883,672	27.39	27.52	\$ 6,362,402	6.71
OTHER REVENUES						
Liquor Rep Fees	\$ 7,900	\$ 4,108	-	-	\$ 3,792	92.31
Licenses - Liquor	2,847,703	2,918,424	0.77	0.85	(70,721)	(2.42)
Licenses - Wine	201	335	-	-	(134)	(40.00)
Check & Administrative Fines	139,047	151,835	0.04	0.04	(12,788)	(8.42)
Warehouse Bailment	1,242,452	1,012,762	0.34	0.29	229,690	22.68
Wine Tax	22,526	17,294	0.01	0.01	5,232	30.25
Sweepstakes Income	480,695	444,678	0.13	0.13	36,017	8.10
Inventory Information	5,040	-	-	-	5,040	100.00
Direct Shipping Permits	156,209	117,971	0.04	0.03	38,238	32.41
Processing/Investigation Fees	51,875	61,148	0.01	0.02	(9,273)	(15.16)
Fixed Assets - Capital Funds	655,858	772,844	0.18	0.22	(116,986)	(15.14)
Miscellaneous	26,709	27,197	0.01	0.01	(488)	(1.79)
Total Other Revenues	\$ 5,636,215	\$ 5,528,596	1.52	1.60	\$ 107,619	1.95
Total Gross Profit	\$106,882,289	\$100,412,268	28.91	29.13	\$ 6,470,021	6.44

* unaudited

New Hampshire State Liquor Commission

Commonsize Comparative Income Statement*

FISCAL YEARS ENDED 6/30/04 AND 6/30/03

	July 01, 2003 through June 30, 2004	July 01, 2002 through June 30, 2003	Commonsize % FY 04 % FY 03		Comparative Increase / (Decrease) \$ %	
OPERATING EXPENSES						
Office of the Commissioners	\$ 502,929	\$ 497,490	0.14	0.14	\$ 5,439	1.09
Information Technology	894,217	979,019	0.24	0.28	(84,802)	(8.66)
Financial Management	1,197,045	1,258,256	0.32	0.36	(61,211)	(4.86)
Merchandising Administration	529,007	541,378	0.14	0.16	(12,371)	(2.29)
Purchasing	61,318	58,236	0.02	0.02	3,082	5.29
Human Resources	50,779	124,607	0.01	0.04	(73,828)	(59.25)
Store Operations	19,344,872	19,379,903	5.23	5.62	(35,031)	(0.18)
Warehouse	805,617	757,831	0.22	0.22	47,786	6.31
Depreciation Expenses -				-		
• Office of the Commission	114,945	131,322	0.03	0.04	(16,377)	(12.47)
• Information Technology	605,021	618,236	0.16	0.18	(13,215)	(2.14)
• Financial Management	7,251	11,835	-	-	(4,584)	(38.73)
• Marketing	51	51	-	-	-	-
• Human Resources	102	102	-	-	-	-
• Store Operations	695,337	671,585	0.19	0.19	23,752	3.54
• Warehouse	69,824	69,156	0.02	0.02	668	0.97
Total Expenses	\$ 24,878,316	\$ 25,099,009	6.73	7.28	\$ (220,692)	(0.88)
Net Profit -						
• Liquor Operations	\$ 82,003,973	\$ 75,313,259	22.18	21.85	\$ 6,690,714	8.88
• Beer Operations	10,074,542	10,314,237	2.73	2.99	(239,695)	(2.32)
Loss - Disposal of Fixed Asset:	(2,180)	(14,301)	-	-	12,121	(84.76)
Total Net Profit	\$ 92,076,335	\$ 85,613,195	24.91	24.84	\$ 6,463,140	7.55
NOTE:						
Beginning Inventory	\$ 21,804,132	\$ 22,388,983	-----		\$ (584,851)	
Inventory Change	3,226,150	(584,851)	-----		3,811,001	
Ending Inventory	\$ 25,030,282	\$ 21,804,132	-----		\$ 3,226,150	

* unaudited

New Hampshire State Liquor Commission

Commonsize Comparative Income Statement - Enforcement*

FISCAL YEARS ENDED 6/30/04 AND 6/30/03

REVENUES	July 01, 2003 through June 30, 2004	July 01, 2002 through June 30, 2003	Commonsize		Comparative	
			% FY 04	% FY 03	Increase / (Decrease) \$	%
Beer Tax	\$ 12,193,284	\$ 11,972,159	97.03	95.78	\$ 221,125	1.85
Wine Cooler Tax	25,826	37,614	0.21	0.30	(11,788)	(31.34)
Distilled Spirits Tax	20,835	35,466	0.17	0.28	(14,631)	(41.25)
Beer Permits	205,275	235,556	1.63	1.88	(30,281)	(12.86)
Miscellaneous - Grants	120,801	219,395	0.96	1.76	(98,594)	(44.94)
Total Revenues	\$ 12,566,021	\$ 12,500,190	100.00	100.00	\$ 65,831	0.53
OPERATING EXPENSES						
Regulation - Enforcement	\$ 1,506,340	\$ 1,154,313	11.99	9.23	\$ 352,027	30.50
Regulation - Licensing	556,286	524,897	4.43	4.20	31,389	5.98
Regulation - Education	174,966	172,661	1.39	1.38	2,304	1.33
Miscellaneous - Grants	132,036	217,875	1.05	1.74	(85,839)	(39.40)
Depreciation - Enforcement	97,989	91,767	0.78	0.73	6,222	6.78
Depreciation - Licensing	11,992	11,392	0.10	0.09	600	5.27
Depreciation - Grants	11,870	13,048	0.09	0.10	(1,178)	(9.03)
Total Expenses	\$ 2,491,479	\$ 2,185,954	19.83	17.49	\$ 305,525	13.98
Net Profit From Beer Operations	\$ 10,074,542	\$ 10,314,237	80.17	82.51	\$ (239,695)	(2.32)

* unaudited

New Hampshire State Liquor Commission

Balance Sheet as of June 30, 2004

FISCAL YEARS ENDED 6/30/04 AND 6/30/03

	July 01, 2003 through June 30, 2004	July 01, 2002 through June 30, 2003	Comparative Increase / (Decrease)	
			\$	%
ASSETS				
CURRENT ASSETS				
Cash and Cash Equivalents	\$ 655,623	\$ 3,556,640	\$ (2,901,017)	(81.57)
Accounts Receivables	5,792,531	4,103,819	1,688,712	41.15
Net Due from Other Agencies	1,917,361	6,645,237	(4,727,876)	(71.15)
Inventory	25,030,282	21,804,132	3,226,150	14.80
Total Current Assets	\$ 33,395,797	\$ 36,109,828	\$ (2,714,031)	(7.52)
PROPERTY, PLANT AND EQUIPMENT				
Land and Land Improvements	\$ 3,231,490	\$ 2,931,490	\$ 300,000	10.23
Buildings and Leasehold Improvements	17,905,521	17,610,956	294,565	1.67
Vehicles, Equipment and Furniture	9,140,962	9,041,240	99,722	1.10
Total Property, Plant, & Equipment	\$ 30,277,973	\$ 29,583,686	\$ 694,287	2.35
Less Allowance for Depreciation and Amortization	(16,251,235)	(14,690,840)	(1,560,395)	10.62
Net Property, Plant & Equipment	\$ 14,026,738	\$ 14,892,846	\$ (866,108)	(5.82)
TOTAL ASSETS	\$ 47,422,536	\$ 51,002,675	\$ (3,580,139)	(7.02)
<u>LIABILITIES AND FUND EQUITY:</u>				
Accounts Payable - Current	\$ 26,112,731	\$ 28,853,703	\$ (2,740,972)	(9.50)
Accounts Payable - Long Term	1,120,344	1,327,891	(207,547)	(15.63)
Accrued Payroll	1,012,912	834,573	178,339	21.37
Deferred Income	2,021,599	1,901,575	120,024	6.31
Compensated Absences	3,128,211	3,192,088	(63,877)	(2.00)
Total Liabilities	\$ 33,395,797	\$ 36,109,830	\$ (2,714,033)	(7.52)
Total Fund Equity	\$ 14,026,738	\$ 14,892,845	\$ (866,107)	(5.82)
TOTAL LIABILITIES AND FUND EQUITY	\$ 47,422,536	\$ 51,002,675	\$ (3,580,140)	(7.02)

* unaudited

New Hampshire State Liquor Commission

Five Year Comparative - FY 1999 To FY 2004*

Expressed In Thousands

	<u>FY 2004</u>	<u>FY 2003</u>	<u>FY 2002</u>	<u>FY 2001</u>	<u>FY 2000</u>
<u>SALES</u>					
Sales - Retail	\$ 263,313	\$ 246,560	\$ 235,172	\$ 219,992	\$ 207,365
Sales - On-Premise	47,470	44,120	42,048	39,771	36,726
Sales - Off-Premise	66,435	60,057	54,502	50,440	48,688
Total Sales	377,218	350,737	331,722	310,203	292,779
Less Discounts, CC fees, Etc	(7,544)	(6,003)	(6,390)	(5,480)	(4,916)
Net Sales	\$ 369,673	\$ 344,734	\$ 325,332	\$ 304,723	\$ 287,863
Cost of Goods Sold	268,427	249,850	234,609	219,905	207,903
Gross profit on Sales	\$ 101,246	\$ 94,884	\$ 90,723	\$ 84,818	\$ 79,960
<u>OTHER REVENUES</u>					
Liquor and Wine Licenses	\$ 2,848	\$ 2,919	\$ 3,270	\$ 2,539	\$ 2,786
Liquor Rep Fees	8	4	4	4	4
Sweepstakes Income	481	445	455	385	393
Miscellaneous	2,300	2,161	1,202	1,267	1,397
Total Other Revenues	\$ 5,637	\$ 5,529	\$ 4,931	\$ 4,195	\$ 4,580
Total Gross Profit	\$ 106,882	\$ 100,412	\$ 95,654	\$ 89,013	\$ 84,540
<u>OPERATING EXPENSES</u>					
Office of Commission	\$ 503	\$ 497	\$ 507	\$ 507	\$ 629
Information Technology	894	979	1,062	862	829
Financial Management	1,197	1,258	1,040	988	986
Marketing	529	541	503	404	429
Purchasing	61	58	56	54	55
Human Resources	51	125	88	84	81
Store Operations	19,345	19,380	17,967	16,789	16,167
Warehouse	806	758	746	624	711
Depreciation	\$ 1,493	\$ 1,502	\$ 1,452	\$ 1,483	\$ 1,311
Total Operating Expenses	\$ 24,879	\$ 25,099	\$ 23,421	\$ 21,795	\$ 21,198
Net Profit Liquor	\$ 82,004	\$ 75,313	\$ 72,233	\$ 67,218	\$ 63,342
<u>ENFORCEMENT & LICENSING</u>					
Rev - Beer Tax and Permits	\$ 12,566	\$ 12,500	\$ 12,335	\$ 11,769	\$ 12,301
Exp. - Enforc., Licens. & Educ	(2,370)	(2,070)	(1,892)	(1,658)	(1,813)
Depreciation	(122)	(116)	(65)	(42)	(49)
Net Profit Beer Operations	\$ 10,075	\$ 10,314	\$ 10,378	\$ 10,069	\$ 10,439
Gain or (Loss) on Fixed Assets	(2)	(14)	(9)	(12)	(2)
TOTAL NET PROFIT	\$ 92,076	\$ 85,613	\$ 82,602	\$ 77,275	\$ 73,779

* unaudited

New Hampshire State Liquor Commission

Total Operating Expenses

Fiscal Year Ended June 30, 2004 and June 30, 2003

OPERATING EXPENSES:	JUNE 30, 2004	JUNE 30, 2003	INCREASE / (DECREASE)	
			AMOUNT	%
Personnel Services - Permanent	\$ 9,610,368.37	\$ 10,776,887.20	\$ (1,166,518.83)	(10.82)
Personnel Services - Temporary	3,735,175.17	3,215,881.82	519,293.35	16.15
Personnel Services - Overtime	747,074.91	735,363.58	11,711.33	1.59
Personnel Services - Holiday	142,768.45	127,638.04	15,130.41	11.85
Commissioners Salaries	239,946.53	236,421.02	3,525.51	1.49
Consultants	54,168.17	160,061.98	(105,893.81)	(66.16)
Supplies	375,189.25	414,915.93	(39,726.68)	(9.57)
Publications	5,849.57	5,793.34	56.23	0.97
Clothing	8,597.00	8,672.45	(75.45)	(0.87)
Heat, Electricity, Water	792,114.53	744,874.35	47,240.18	6.34
Telephone	200,441.04	196,614.30	3,826.74	1.95
Postage and Freight	63,784.54	74,575.98	(10,791.44)	(14.47)
Printing and Binding	75,259.67	83,656.57	(8,396.90)	(10.04)
Contract Repairs-Buildings&Grounds	209,941.75	88,508.95	121,432.80	137.20
Equipment Repairs	236,138.17	236,920.68	(782.51)	(0.33)
Other Repairs & Alterations	193.00	6,653.00	(6,460.00)	(97.10)
License/Maintenance Software	376,470.10	379,146.64	(2,676.54)	(0.71)
Repairs - Buildings and Grounds	27,512.49	37,043.03	(9,530.54)	(25.73)
Advertising	709,903.72	720,266.39	(10,362.67)	(1.44)
Rents & Rentals	68,376.97	51,258.08	17,118.89	33.40
Rents - Stores	1,881,298.26	1,874,720.07	6,578.19	0.35
Insurance	5,418.01	6,346.27	(928.26)	(14.63)
Membership Fees	2,921.00	1,462.00	1,459.00	99.79
Educational/Development Training	14,217.00	10,980.00	3,237.00	29.48
Rental/Lease - Office Equipment	22,872.38	11,552.04	11,320.34	97.99
Trash Removal Services	114,551.04	105,072.95	9,478.09	9.02
Snow Removal Services	141,363.70	117,372.26	23,991.44	20.44
Janitorial Services	52,603.80	53,675.00	(1,071.20)	(2.00)
Equipment	66,912.09	40,504.47	26,407.62	65.20
Benefits	4,590,767.21	4,297,453.45	293,313.76	6.83
Travel - In-State	129,510.86	122,443.91	7,066.95	5.77
Travel - Out-of-State	6,333.59	6,010.25	323.34	5.38
Indirect Costs to Admin. Services	288,267.00	287,047.35	1,219.65	0.42
Workmen's Compensation	693,515.80	378,167.20	315,348.60	83.39
Unemployment Compensation	11,499.92	4,946.76	6,553.16	132.47
Miscellaneous	54,086.02	47,558.74	6,527.28	13.72
TOTAL OPERATING EXPENSES:	\$ 25,755,411.08	\$ 25,666,466.05	\$ 88,945.03	0.35
Depreciation	1,614,384.10	1,618,495.49	(4,111.39)	(0.25)
Gain/(Loss) on Fixed Assets Disposal	(2,180.00)	(14,300.60)	12,120.60	(84.76)
TOTAL EXPENSES:	\$ 27,367,615.18	\$ 27,270,660.94	\$ 96,954.24	0.36

* unaudited

New Hampshire State Liquor Commission

Total Enforcement, Licensing, Education & Grant Expenses

Fiscal Year Ended June 30, 2004 and June 30, 2003

			INCREASE / (DECREASE)	
	JUNE 30, 2004	JUNE 30, 2003	AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Permanent	\$ 1,256,124.26	\$ 1,244,979.42	\$ 11,144.84	0.90
Personnel Services - Temporary	19,037.39	50,960.71	(31,923.32)	(62.64)
Personnel Services - Overtime	77,390.76	76,779.50	611.26	0.80
Consultants	48,300.00	-	48,300.00	100.00
Supplies	10,386.09	20,971.66	(10,585.57)	(50.48)
Publications	933.79	557.00	376.79	67.65
Clothing	8,597.00	8,672.45	(75.45)	(0.87)
Heat, Electricity, Water	11,865.35	9,501.83	2,363.52	24.87
Telephone	18,072.50	20,875.29	(2,802.79)	(13.43)
Postage and Freight	8,904.46	11,134.65	(2,230.19)	(20.03)
Printing and Binding	13,824.35	6,503.37	7,320.98	112.57
Contract Repairs-Buildings&Grounds	-	607.56	(607.56)	(100.00)
Equipment Repairs	1,070.77	3,592.61	(2,521.84)	(70.20)
Other Repairs & Alterations	-	175.00	(175.00)	(100.00)
License/Maintenance Software	27,869.50	-	27,869.50	100.00
Repairs - Buildings and Grounds	932.72	357.07	575.65	161.21
Advertising	154.22	366.52	(212.30)	(57.92)
Rents & Rentals	60,474.71	47,481.65	12,993.06	27.36
Rents - Stores	-	700.00	(700.00)	(100.00)
Insurance	4,687.68	5,137.95	(450.27)	(8.76)
Membership Fees	596.00	1,041.00	(445.00)	(42.75)
Educational/Development Training	1,030.00	977.00	53.00	5.42
Rental/Lease - Office Equipment	4,162.00	3,044.18	1,117.82	36.72
Janitorial Services	7,800.00	7,800.00	-	-
Equipment	8,885.00	4,322.28	4,562.72	105.56
Benefits	506,383.56	451,895.35	54,488.21	12.06
Travel - In-State	47,894.40	43,822.74	4,071.66	9.29
Travel - Out-of-State	524.40	962.14	(437.74)	(45.50)
Indirect Costs to Admin. Services	2,767.00	5,747.35	(2,980.35)	(51.86)
Workmen's Compensation	227,697.49	22,939.67	204,757.82	892.59
Unemployment Compensation	-	242.00	(242.00)	(100.00)
Miscellaneous	(6,738.03)	17,598.04	(24,336.07)	(138.29)
TOTAL OPERATING EXPENSES:	\$ 2,369,627.37	\$ 2,069,745.99	\$ 299,881.38	14.49
Depreciation	121,851.54	116,207.51	5,644.03	4.86
Gain/(Loss)on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 2,491,478.91	\$ 2,185,953.50	\$ 305,525.41	13.98

* unaudited

New Hampshire State Liquor Commission Enforcement Expenses

Fiscal Year Ended June 30, 2004 and June 30, 2003

			INCREASE / (DECREASE)	
	JUNE 30, 2004	JUNE 30, 2003	AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Permanent	\$ 818,893.16	\$ 813,514.89	\$ 5,378.27	0.66
Personnel Services - Temporary	14,624.54	-	14,624.54	100.00
Personnel Services - Overtime	15,445.48	3,639.42	11,806.06	324.39
Supplies	3,907.61	6,289.68	(2,382.07)	(37.87)
Publications	807.50	-	807.50	100.00
Clothing	7,700.00	7,800.00	(100.00)	(1.28)
Heat, Electricity, Water	1,161.31	964.39	196.92	20.42
Telephone	11,245.25	12,809.82	(1,564.57)	(12.21)
Postage and Freight	1,403.37	992.79	410.58	41.36
Printing and Binding	9,015.37	1,980.83	7,034.54	355.13
Contract Repairs-Buildings&Grounds	-	607.56	(607.56)	(100.00)
Equipment Repairs	920.77	1,623.36	(702.59)	(43.28)
License/Maintenance Software	27,869.50	-	27,869.50	100.00
Repairs - Buildings and Grounds	581.93	357.07	224.86	62.97
Advertising	89.22	-	89.22	100.00
Rents & Rentals	-	275.00	(275.00)	(100.00)
Insurance	3,125.10	3,359.25	(234.15)	(6.97)
Membership Fees	435.00	1,041.00	(606.00)	(58.21)
Educational/Development Training	880.00	388.00	492.00	126.80
Janitorial Services	7,800.00	7,800.00	-	-
Equipment	6,635.00	(8,235.32)	14,870.32	(180.57)
Benefits	314,842.00	247,011.82	67,830.18	27.46
Travel - In-State	30,861.84	23,614.88	7,246.96	30.69
Travel - Out-of-State	524.40	962.14	(437.74)	(45.50)
Workmen's Compensation	224,334.86	22,939.67	201,395.19	877.93
Miscellaneous	3,236.64	4,576.97	(1,340.33)	(29.28)
TOTAL OPERATING EXPENSES:	\$ 1,506,339.85	\$ 1,154,313.22	\$ 352,026.63	30.50
Depreciation	97,989.35	91,767.40	6,221.95	6.78
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 1,604,329.20	\$ 1,246,080.62	\$ 358,248.58	28.75

* unaudited

New Hampshire State Liquor Commission Licensing Expenses

Fiscal Year Ended June 30, 2004 and June 30, 2003

			INCREASE / (DECREASE)	
	JUNE 30, 2004	JUNE 30, 2003	AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Permanent	\$ 319,841.11	\$ 305,667.07	\$ 14,174.04	4.64
Supplies	905.77	886.15	19.62	2.21
Publications	126.29	557.00	(430.71)	(77.33)
Heat, Electricity, Water	10,704.04	8,496.94	2,207.10	25.98
Telephone	6,827.25	7,706.99	(879.74)	(11.41)
Postage and Freight	7,438.07	5,744.74	1,693.33	29.48
Printing and Binding	442.00	1,230.19	(788.19)	(64.07)
Equipment Repairs	-	1,969.25	(1,969.25)	(100.00)
Repairs - Buildings and Grounds	350.79	-	350.79	100.00
Rents & Rentals	60,379.96	47,080.00	13,299.96	28.25
Insurance	1,136.40	806.22	330.18	40.95
Educational/Development Training	150.00	-	150.00	100.00
Rental/Lease - Office Equipment	2,977.00	1,220.50	1,756.50	143.92
Benefits	136,216.00	134,510.74	1,705.26	1.27
Travel - In-State	8,527.23	8,607.95	(80.72)	(0.94)
Workmen's Compensation	263.88	-	263.88	100.00
Unemployment Compensation	-	242.00	(242.00)	(100.00)
Miscellaneous	-	171.03	(171.03)	(100.00)
TOTAL OPERATING EXPENSES:	\$ 556,285.79	\$ 524,896.77	\$ 31,389.02	5.98
Depreciation	11,992.23	11,392.21	600.02	5.27
Gain/(Loss)on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 568,278.02	\$ 536,288.98	\$ 31,989.04	5.96

* unaudited

New Hampshire State Liquor Commission

Education Expenses

Fiscal Year Ended June 30, 2004 and June 30, 2003

			INCREASE / (DECREASE)	
	JUNE 30, 2004	JUNE 30, 2003	AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Permanent	\$ 117,389.99	\$ 120,306.59	\$ (2,916.60)	(2.42)
Supplies	411.04	918.83	(507.79)	(55.26)
Postage and Freight	18.02	107.50	(89.48)	(83.24)
Printing and Binding	1,525.87	80.01	1,445.86	1,807.10
Equipment Repairs	150.00	-	150.00	100.00
Other Repairs & Alterations	-	175.00	(175.00)	(100.00)
Advertising	65.00	-	65.00	100.00
Rents & Rentals	37.90	-	37.90	100.00
Insurance	426.18	403.11	23.07	5.72
Membership Fees	161.00	-	161.00	100.00
Educational/Development Training	-	270.00	(270.00)	(100.00)
Rental/Lease - Office Equipment	1,185.00	1,823.68	(638.68)	(35.02)
Equipment	-	172.95	(172.95)	(100.00)
Benefits	46,036.00	44,976.90	1,059.10	2.35
Travel - In-State	4,461.14	3,426.84	1,034.30	30.18
Workmen's Compensation	3,098.75	-	3,098.75	100.00
TOTAL OPERATING EXPENSES:	\$ 174,965.89	\$ 172,661.41	\$ 2,304.48	1.33
Depreciation	-	-	-	-
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 174,965.89	\$ 172,661.41	\$ 2,304.48	1.33

* unaudited

New Hampshire State Liquor Commission

Total Grants Expenses *

Fiscal Year Ended June 30, 2004 and June 30, 2003

OPERATING EXPENSES:			INCREASE / (DECREASE)	
	JUNE 30, 2004	JUNE 30, 2003	AMOUNT	%
Personnel Services - Permanent	\$ -	\$ 5,490.87	\$ (5,490.87)	(100.00)
Personnel Services - Temporary	4,412.85	50,960.71	(46,547.86)	(91.34)
Personnel Services - Overtime	61,945.28	73,140.08	(11,194.80)	(15.31)
Consultants	48,300.00	-	48,300.00	100.00
Supplies	5,161.67	12,877.00	(7,715.33)	(59.92)
Clothing	897.00	872.45	24.55	2.81
Heat, Electricity, Water	-	40.50	(40.50)	(100.00)
Telephone	-	358.48	(358.48)	(100.00)
Postage and Freight	45.00	4,289.62	(4,244.62)	(98.95)
Printing and Binding	2,841.11	3,212.34	(371.23)	(11.56)
Advertising	-	366.52	(366.52)	(100.00)
Rents & Rentals	56.85	126.65	(69.80)	(55.11)
Rents - Stores	-	700.00	(700.00)	(100.00)
Insurance	-	569.37	(569.37)	(100.00)
Educational/Development Training	-	319.00	(319.00)	(100.00)
Equipment	2,250.00	12,384.65	(10,134.65)	(81.83)
Benefits	9,289.56	25,395.89	(16,106.33)	(63.42)
Travel - In-State	4,044.19	8,173.07	(4,128.88)	(50.52)
Indirect Costs to Admin. Services	2,767.00	5,747.35	(2,980.35)	(51.86)
Miscellaneous	(9,974.67)	12,850.04	(22,824.71)	(177.62)
TOTAL OPERATING EXPENSES:	\$ 132,035.84	\$ 217,874.59	\$ (85,838.75)	(39.40)
Depreciation	11,869.96	13,047.90	(1,177.94)	(9.03)
Gain/(Loss)on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 143,905.80	\$ 230,922.49	\$ (87,016.69)	(37.68)

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

* unaudited

New Hampshire State Liquor Commission

Total Liquor Expenses

Fiscal Year Ended June 30, 2004 and June 30, 2003

OPERATING EXPENSES:	JUNE 30, 2004	JUNE 30, 2003	INCREASE / (DECREASE)	
			AMOUNT	%
Personnel Services - Permanent	\$ 8,354,244.11	\$ 9,531,907.78	\$ (1,177,663.67)	(12.35)
Personnel Services - Temporary	3,716,137.78	3,164,921.11	551,216.67	17.42
Personnel Services - Overtime	669,684.15	658,584.08	11,100.07	1.69
Personnel Services - Holiday	142,768.45	127,638.04	15,130.41	11.85
Commissioners Salaries	239,946.53	236,421.02	3,525.51	1.49
Consultants	5,868.17	160,061.98	(154,193.81)	(96.33)
Supplies	364,803.16	393,944.27	(29,141.11)	(7.40)
Publications	4,915.78	5,236.34	(320.56)	(6.12)
Heat, Electricity, Water	780,249.18	735,372.52	44,876.66	6.10
Telephone	182,368.54	175,739.01	6,629.53	3.77
Postage and Freight	54,880.08	63,441.33	(8,561.25)	(13.49)
Printing and Binding	61,435.32	77,153.20	(15,717.88)	(20.37)
Contract Repairs-Buildings&Grounds	209,941.75	87,901.39	122,040.36	138.84
Equipment Repairs	235,067.40	233,328.07	1,739.33	0.75
Other Repairs & Alterations	193.00	6,478.00	(6,285.00)	(97.02)
License/Maintenance Software	348,600.60	379,146.64	(30,546.04)	(8.06)
Repairs - Buildings and Grounds	26,579.77	36,685.96	(10,106.19)	(27.55)
Advertising	709,749.50	719,899.87	(10,150.37)	(1.41)
Rents & Rentals	7,902.26	3,776.43	4,125.83	109.25
Rents - Stores	1,881,298.26	1,874,020.07	7,278.19	0.39
Insurance	730.33	1,208.32	(477.99)	(39.56)
Membership Fees	2,325.00	421.00	1,904.00	452.26
Educational/Development Training	13,187.00	10,003.00	3,184.00	31.83
Rental/Lease - Office Equipment	18,710.38	8,507.86	10,202.52	119.92
Trash Removal Services	114,551.04	105,072.95	9,478.09	9.02
Snow Removal Services	141,363.70	117,372.26	23,991.44	20.44
Janitorial Services	44,803.80	45,875.00	(1,071.20)	(2.34)
Equipment	58,027.09	36,182.19	21,844.90	60.37
Benefits	4,084,383.65	3,845,558.10	238,825.55	6.21
Travel - In-State	81,616.46	78,621.17	2,995.29	3.81
Travel - Out-of-State	5,809.19	5,048.11	761.08	15.08
Indirect Costs to Admin. Services	285,500.00	281,300.00	4,200.00	1.49
Workmen's Compensation	465,818.31	355,227.53	110,590.78	31.13
Unemployment Compensation	11,499.92	4,704.76	6,795.16	144.43
Miscellaneous	60,824.05	29,960.70	30,863.35	103.01
TOTAL OPERATING EXPENSES:	\$ 23,385,783.71	\$ 23,596,720.06	\$ (210,936.35)	(0.89)
Depreciation	1,492,532.56	1,502,287.98	(9,755.42)	(0.65)
Gain/(Loss)on Fixed Assets Disposal	(2,180.00)	(14,300.60)	12,120.60	(84.76)
TOTAL EXPENSES:	\$ 24,876,136.27	\$ 25,084,707.44	\$ (208,571.17)	(0.83)

* unaudited

New Hampshire State Liquor Commission

Office of the Commissioners Expenses

Fiscal Year Ended June 30, 2004 and June 30, 2003

			INCREASE / (DECREASE)	
	JUNE 30, 2004	JUNE 30, 2003	AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Permanent	\$ 34,154.75	\$ 45,591.23	\$ (11,436.48)	(25.08)
Personnel Services - Temporary	1,123.20	16,169.57	(15,046.37)	(93.05)
Commissioners Salaries	239,946.53	236,421.02	3,525.51	1.49
Supplies	1,119.60	1,183.53	(63.93)	(5.40)
Publications	1,136.93	1,608.40	(471.47)	(29.31)
Heat, Electricity, Water	93,832.41	74,789.47	19,042.94	25.46
Telephone	6,931.98	6,395.55	536.43	8.39
Postage and Freight	16,223.51	13,502.91	2,720.60	20.15
Printing and Binding	1,375.00	678.03	696.97	102.79
Contract Repairs-Buildings&Grounds	1,400.00	2,252.67	(852.67)	(37.85)
Equipment Repairs	1,250.14	935.00	315.14	33.70
Other Repairs & Alterations	-	420.00	(420.00)	(100.00)
License/Maintenance Software	-	222.50	(222.50)	(100.00)
Repairs - Buildings and Grounds	56.04	-	56.04	100.00
Advertising	584.68	1,205.95	(621.27)	(51.52)
Insurance	284.10	268.74	15.36	5.72
Membership Fees	2,325.00	-	2,325.00	100.00
Educational/Development Training	-	75.00	(75.00)	(100.00)
Rental/Lease - Office Equipment	9,459.00	4,667.19	4,791.81	102.67
Janitorial Services	16,220.00	13,385.00	2,835.00	21.18
Equipment	-	756.95	(756.95)	(100.00)
Benefits	69,349.92	65,158.37	4,191.55	6.43
Travel - In-State	3,577.63	4,787.13	(1,209.50)	(25.27)
Travel - Out-of-State	1,223.64	1,865.81	(642.17)	(34.42)
Workmen's Compensation	-	442.56	(442.56)	(100.00)
Miscellaneous	1,354.56	4,707.18	(3,352.62)	(71.22)
TOTAL OPERATING EXPENSES:	\$ 502,928.62	\$ 497,489.76	\$ 5,438.86	1.09
Depreciation	114,945.00	131,321.53	(16,376.53)	(12.47)
Gain/(Loss)on Fixed Assets Disposal	(2,180.00)	(15,486.10)	13,306.10	(85.92)
TOTAL EXPENSES:	\$ 615,693.62	\$ 613,325.19	\$ 2,368.43	0.39

* unaudited

New Hampshire State Liquor Commission

Information Technology Expenses

Fiscal Year Ended June 30, 2004 and June 30, 2003

OPERATING EXPENSES:	JUNE 30, 2004	JUNE 30, 2003	INCREASE / (DECREASE)	
			AMOUNT	%
Personnel Services - Permanent	\$ 588,328.58	\$ 587,893.01	\$ 435.57	0.07
Personnel Services - Overtime	10,668.15	15,540.00	(4,871.85)	(31.35)
Consultants	-	67,042.50	(67,042.50)	(100.00)
Supplies	25,944.38	36,286.76	(10,342.38)	(28.50)
Publications	262.92	504.91	(241.99)	(47.93)
Heat, Electricity, Water	-	140.52	(140.52)	(100.00)
Telephone	27,248.22	10,048.17	17,200.05	171.18
Postage and Freight	204.49	45.38	159.11	350.62
Printing and Binding	4,172.50	-	4,172.50	100.00
Contract Repairs-Buildings&Grounds	-	32.37	(32.37)	(100.00)
Equipment Repairs	2,008.18	1,149.00	859.18	74.78
Other Repairs & Alterations	-	5,282.00	(5,282.00)	(100.00)
License/Maintenance Soft/Hardware	20,656.00	48,769.14	(28,113.14)	(57.65)
Repairs - Buildings and Grounds	-	31.40	(31.40)	(100.00)
Educational/Development Training	5,177.00	1,339.00	3,838.00	286.63
Rental/Lease - Office Equipment	5,355.98	-	5,355.98	100.00
Equipment	376.45	10,000.00	(9,623.55)	(96.24)
Benefits	199,910.00	189,757.41	10,152.59	5.35
Travel - In-State	956.88	1,059.49	(102.61)	(9.68)
Travel - Out-of-State	2,740.61	2,424.06	316.55	13.06
Workmen's Compensation	-	1,442.22	(1,442.22)	(100.00)
Miscellaneous	206.62	231.90	(25.28)	(10.90)
TOTAL OPERATING EXPENSES:	\$ 894,216.96	\$ 979,019.24	\$ (84,802.28)	(8.66)
Depreciation	605,021.35	618,236.18	(13,214.83)	(2.14)
Gain/(Loss)on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 1,499,238.31	\$ 1,597,255.42	\$ (98,017.11)	(6.14)

* unaudited

New Hampshire State Liquor Commission

Financial Management Expenses

Fiscal Year Ended June 30, 2004 and June 30, 2003

	JUNE 30, 2004	JUNE 30, 2003	INCREASE / (DECREASE)	
			AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Permanent	\$ 596,801.21	\$ 589,223.63	\$ 7,577.58	1.29
Personnel Services - Temporary	14,853.88	6,381.92	8,471.96	132.75
Consultants	5,868.17	93,019.48	(87,151.31)	(93.69)
Supplies	4,914.85	4,110.87	803.98	19.56
Publications	129.41	432.53	(303.12)	(70.08)
Heat, Electricity, Water	-	3,997.50	(3,997.50)	(100.00)
Telephone	15,126.98	8,828.62	6,298.36	71.34
Postage and Freight	3,407.72	4,079.54	(671.82)	(16.47)
Printing and Binding	190.28	194.58	(4.30)	(2.21)
Contract Repairs-Buildings&Grounds	1,305.00	-	1,305.00	100.00
Equipment Repairs	940.78	468.82	471.96	100.67
License/Maintenance Software	13,461.00	18,497.00	(5,036.00)	(27.23)
Repairs - Buildings and Grounds	18.95	-	18.95	100.00
Advertising	1,856.08	1,414.00	442.08	31.26
Membership Fees	-	421.00	(421.00)	(100.00)
Educational/Development Training	7,605.00	7,866.00	(261.00)	(3.32)
Equipment	4,049.75	29,953.21	(25,903.46)	(86.48)
Benefits	235,492.87	204,823.08	30,669.79	14.97
Travel - In-State	583.78	366.07	217.71	59.47
Travel - Out-of-State	621.64	758.24	(136.60)	(18.02)
Indirect Costs to Admin. Services	285,500.00	281,300.00	4,200.00	1.49
Workmen's Compensation	4,113.62	881.59	3,232.03	366.61
Miscellaneous	204.06	1,237.90	(1,033.84)	(83.52)
TOTAL OPERATING EXPENSES:	\$ 1,197,045.03	\$ 1,258,255.58	\$ (61,210.55)	(4.86)
Depreciation	7,251.46	11,835.34	(4,583.88)	(38.73)
Gain/(Loss)on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 1,204,296.49	\$ 1,270,090.92	\$ (65,794.43)	(5.18)

* unaudited

New Hampshire State Liquor Commission

Marketing Expenses

Fiscal Year Ended June 30, 2004 and June 30, 2003

	JUNE 30, 2004	JUNE 30, 2003	INCREASE / (DECREASE)	
			AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Permanent	\$ 347,438.53	\$ 362,342.68	\$ (14,904.15)	(4.11)
Supplies	3,952.45	4,214.87	(262.42)	(6.23)
Publications	852.00	734.00	118.00	16.08
Telephone	7,603.28	7,705.84	(102.56)	(1.33)
Postage and Freight	4.20	14.56	(10.36)	(71.15)
Contract Repairs-Buildings&Grounds	-	300.13	(300.13)	(100.00)
Equipment Repairs	557.00	557.00	-	-
Advertising	80.00	169.00	(89.00)	(52.66)
Rents & Rentals	375.00	37.90	337.10	889.45
Rents - Stores	-	250.00	(250.00)	(100.00)
Educational/Development Training	-	593.00	(593.00)	(100.00)
Rental/Lease - Office Equipment	2,748.00	2,688.67	59.33	2.21
Benefits	156,560.00	155,952.69	607.31	0.39
Travel - In-State	7,150.96	5,714.02	1,436.94	25.15
Travel - Out-of-State	1,223.30	-	1,223.30	100.00
Workmen's Compensation	432.70	-	432.70	100.00
Miscellaneous	29.79	103.80	(74.01)	(71.30)
TOTAL OPERATING EXPENSES:	\$ 529,007.21	\$ 541,378.16	\$ (12,370.95)	(2.29)
Depreciation	51.42	51.43	(0.01)	(0.02)
Gain/(Loss)on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 529,058.63	\$ 541,429.59	\$ (12,370.96)	(2.28)

* unaudited

New Hampshire State Liquor Commission Purchasing Expenses

Fiscal Year Ended June 30, 2004 and June 30, 2003

OPERATING EXPENSES:			INCREASE / (DECREASE)	
	JUNE 30, 2004	JUNE 30, 2003	AMOUNT	%
Personnel Services - Permanent	\$ 49,261.87	\$ 47,650.29	\$ 1,611.58	3.38
Publications	609.52	-	609.52	100.00
Telephone	406.31	369.83	36.48	9.86
Postage and Freight	-	3.32	(3.32)	(100.00)
Benefits	11,040.00	10,212.08	827.92	8.11
TOTAL OPERATING EXPENSES:	\$ 61,317.70	\$ 58,235.52	\$ 3,082.18	5.29
Depreciation	-	-	-	-
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 61,317.70	\$ 58,235.52	\$ 3,082.18	5.29

New Hampshire State Liquor Commission Human Resources Expenses

Fiscal Year Ended June 30, 2004 and June 30, 2003

OPERATING EXPENSES:			INCREASE / (DECREASE)	
	JUNE 30, 2004	JUNE 30, 2003	AMOUNT	%
Personnel Services - Permanent	\$ 37,578.94	\$ 98,727.23	\$ (61,148.29)	(61.94)
Supplies	316.64	291.07	25.57	8.78
Telephone	631.66	651.04	(19.38)	(2.98)
Postage and Freight	-	11.22	(11.22)	(100.00)
Educational/Development Training	80.00	25.00	55.00	220.00
Benefits	12,172.00	24,901.64	(12,729.64)	(51.12)
TOTAL OPERATING EXPENSES:	\$ 50,779.24	\$ 124,607.20	\$ (73,827.96)	(59.25)
Depreciation	102.00	102.00	-	-
Gain/(Loss) on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 50,881.24	\$ 124,709.20	\$ (73,827.96)	(59.20)

* unaudited

New Hampshire State Liquor Commission

Store Operations Expenses

Fiscal Year Ended June 30, 2004 and June 30, 2003

	JUNE 30, 2004	JUNE 30, 2003	INCREASE / (DECREASE)	
			AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Permanent	\$ 6,276,297.73	\$ 7,359,178.30	\$ (1,082,880.57)	(14.71)
Personnel Services - Temporary	3,612,073.66	3,077,572.93	534,500.73	17.37
Personnel Services - Overtime	655,567.91	642,843.34	12,724.57	1.98
Personnel Services - Holiday	142,768.45	127,638.04	15,130.41	11.85
Supplies	319,741.05	341,966.45	(22,225.40)	(6.50)
Publications	1,925.00	1,956.50	(31.50)	(1.61)
Heat, Electricity, Water	686,416.77	656,333.02	30,083.75	4.58
Telephone	121,151.36	138,597.12	(17,445.76)	(12.59)
Postage and Freight	34,022.88	45,188.77	(11,165.89)	(24.71)
Printing and Binding	55,697.54	76,280.59	(20,583.05)	(26.98)
Contract Repairs-Buildings&Grounds	187,155.25	69,687.38	117,467.87	168.56
Equipment Repairs	214,236.39	212,262.69	1,973.70	0.93
Other Repairs & Alterations	193.00	776.00	(583.00)	(75.13)
License/Maintenance Software	314,483.60	311,658.00	2,825.60	0.91
Repairs - Buildings and Grounds	26,160.98	36,516.14	(10,355.16)	(28.36)
Advertising	707,228.74	717,110.92	(9,882.18)	(1.38)
Rents & Rentals	7,113.26	3,703.53	3,409.73	92.07
Rents - Stores	1,881,298.26	1,873,650.07	7,648.19	0.41
Insurance	446.23	939.58	(493.35)	(52.51)
Educational/Development Training	235.00	105.00	130.00	123.81
Trash Removal Services	114,551.04	105,072.95	9,478.09	9.02
Snow Removal Services	141,363.70	117,372.26	23,991.44	20.44
Janitorial Services	28,583.80	32,490.00	(3,906.20)	(12.02)
Equipment	44,833.69	(7,660.65)	52,494.34	685.25
Benefits	3,187,257.61	3,001,095.65	186,161.96	6.20
Travel - In-State	69,090.48	66,650.73	2,439.75	3.66
Workmen's Compensation	450,570.63	348,588.31	101,982.32	29.26
Unemployment Compensation	11,359.20	4,704.76	6,654.44	141.44
Miscellaneous	53,048.47	17,625.09	35,423.38	200.98
TOTAL OPERATING EXPENSES:	\$ 19,344,871.68	\$ 19,379,903.47	\$ (35,031.79)	(0.18)
Depreciation	695,336.93	671,585.06	23,751.87	3.54
Gain/(Loss)on Fixed Assets Disposal	-	1,185.50	(1,185.50)	(100.00)
TOTAL EXPENSES:	\$ 20,040,208.61	\$ 20,052,674.03	\$ (12,465.42)	(0.06)

* unaudited

New Hampshire State Liquor Commission

Warehouse Expenses

Fiscal Year Ended June 30, 2004 and June 30, 2003

			INCREASE / (DECREASE)	
	JUNE 30, 2004	JUNE 30, 2003	AMOUNT	%
OPERATING EXPENSES:				
Personnel Services - Permanent	\$ 424,382.49	\$ 441,301.41	\$ (16,918.92)	(3.83)
Personnel Services - Temporary	88,087.04	64,796.69	23,290.35	35.94
Personnel Services - Overtime	3,448.09	200.74	3,247.35	1,617.69
Supplies	8,814.19	5,890.72	2,923.47	49.63
Heat, Electricity, Water	-	112.01	(112.01)	(100.00)
Telephone	3,268.75	3,142.84	125.91	4.01
Postage and Freight	1,017.28	595.63	421.65	70.79
Contract Repairs-Buildings&Grounds	20,081.50	15,628.84	4,452.66	28.49
Equipment Repairs	16,074.91	17,955.56	(1,880.65)	(10.47)
Repairs - Buildings and Grounds	343.80	138.42	205.38	148.37
Rents & Rentals	414.00	35.00	379.00	1,082.86
Rents - Stores	-	120.00	(120.00)	(100.00)
Educational/Development Training	90.00	-	90.00	100.00
Rental/Lease - Office Equipment	1,147.40	1,152.00	(4.60)	(0.40)
Equipment	8,767.20	3,132.68	5,634.52	179.86
Benefits	212,601.25	193,657.18	18,944.07	9.78
Travel - In-State	256.73	43.73	213.00	487.08
Workmen's Compensation	10,701.36	3,872.85	6,828.51	176.32
Unemployment Compensation	140.72	-	140.72	100.00
Miscellaneous	5,980.55	6,054.83	(74.28)	(1.23)
TOTAL OPERATING EXPENSES:	\$ 805,617.26	\$ 757,831.13	\$ 47,786.13	6.31
Depreciation	69,824.40	69,156.44	667.96	0.97
Gain/(Loss)on Fixed Assets Disposal	-	-	-	-
TOTAL EXPENSES:	\$ 875,441.66	\$ 826,987.57	\$ 48,454.09	5.86

* unaudited

New Hampshire State Liquor Commission

Total Sales by Location

Fiscal Year Ended June 30, 2004 and June 30, 2003

ST #	LOCATION	JUNE 30, 2004	JUNE 30, 2003	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 04	FY 03	FY 04	FY 03
1	CONCORD	\$ 4,401,853.87	\$ 4,084,432.91	\$ 317,420.96	7.77	1.18	1.18	15	17
2	CHESTERFIELD	3,300,846.08	2,713,988.58	586,857.50	21.62	0.88	0.78	28	32
3	MANCHESTER	2,065,819.64	1,923,826.98	141,992.66	7.38	0.55	0.56	46	46
4	HOOKSETT	2,686,411.34	2,534,879.43	151,531.91	5.98	0.72	0.73	35	34
5	BERLIN	864,502.72	820,332.07	44,170.65	5.38	0.23	0.24	66	65
6	PORTSMOUTH	4,932,050.54	4,559,894.41	372,156.13	8.16	1.32	1.32	14	13
7	LITTLETON	3,371,464.79	3,212,671.02	158,793.77	4.94	0.90	0.93	27	27
8	CLAREMONT	2,449,165.31	2,338,806.44	110,358.87	4.72	0.66	0.67	36	37
9	DOVER	3,743,307.15	3,297,486.29	445,820.86	13.52	1.00	0.95	22	25
10	MANCHESTER	3,943,397.52	3,636,388.31	307,009.21	8.44	1.06	1.05	21	21
11	LEBANON	2,833,535.42	2,477,923.79	355,611.63	14.35	0.76	0.72	32	35
13	SOMERSWORTH	1,550,665.39	1,426,470.94	124,194.45	8.71	0.42	0.41	55	53
14	ROCHESTER	3,119,633.67	2,764,836.39	354,797.28	12.83	0.84	0.80	30	30
15	KEENE	4,254,675.66	4,909,407.87	(654,732.21)	(13.34)	1.14	1.42	16	12
16	WOODSVILLE	1,015,545.65	995,189.40	20,356.25	2.05	0.27	0.29	64	62
17	FRANKLIN	1,185,823.12	1,149,409.69	36,413.43	3.17	0.32	0.33	59	57
18	COLEBROOK	1,017,652.89	950,986.30	66,666.59	7.01	0.27	0.27	63	64
19	PLYMOUTH	2,232,044.24	1,989,914.59	242,129.65	12.17	0.60	0.57	42	43
20	DERRY	2,448,522.53	2,372,783.08	75,739.45	3.19	0.66	0.68	37	36
21	PETERBOROUGH	2,297,392.04	2,005,145.77	292,246.27	14.57	0.62	0.58	39	42
22	BROOKLINE	918,613.47	-	918,613.47	100.00	0.25	-	65	-
23	CONWAY	5,735,703.12	5,384,048.54	351,654.58	6.53	1.54	1.55	11	11
24	NEWPORT	1,022,972.31	1,000,405.83	22,566.48	2.26	0.27	0.29	62	61
25	STRATHAM	4,252,117.34	3,937,961.62	314,155.72	7.98	1.14	1.14	18	18
26	GROVETON	258,126.38	251,959.28	6,167.10	2.45	0.07	0.07	72	71
27	NASHUA	1,735,615.71	1,368,897.96	366,717.75	26.79	0.47	0.40	50	54
28	SEABROOK-BCH	93,954.43	-	93,954.43	100.00	0.03	-	73	-
29	WHITEFIELD	555,175.09	532,049.65	23,125.44	4.35	0.15	0.15	71	70
30	MILFORD	2,761,419.05	2,730,413.06	31,005.99	1.14	0.74	0.79	34	31
31	MANCHESTER	2,107,890.09	2,052,866.65	55,023.44	2.68	0.57	0.59	45	41
33	MANCHESTER	4,172,132.07	3,882,064.85	290,067.22	7.47	1.12	1.12	20	19
34	SALEM	15,086,699.93	14,082,765.47	1,003,934.46	7.13	4.04	4.06	4	4
35	HILLSBORO	1,287,536.69	1,225,647.13	61,889.56	5.05	0.35	0.35	57	56
36	JAFFREY	592,148.11	593,281.52	(1,133.41)	(0.19)	0.16	0.17	70	69
37	LANCASTER	824,451.22	759,724.05	64,727.17	8.52	0.22	0.22	68	67
38	PORTSMOUTH	17,306,802.15	16,780,148.79	526,653.36	3.14	4.64	4.84	3	3
39	WOLFEBORO	2,785,461.66	2,583,006.79	202,454.87	7.84	0.75	0.75	33	33
40	WALPOLE	1,775,098.08	1,717,290.48	57,807.60	3.37	0.48	0.50	49	49
41	SEABROOK	5,030,884.37	4,554,047.05	476,837.32	10.47	1.35	1.31	13	14
42	MEREDITH	3,527,372.67	3,233,866.77	293,505.90	9.08	0.95	0.93	25	26
43	FARMINGTON	1,336,275.89	1,238,658.51	97,617.38	7.88	0.36	0.36	56	55
44	BRISTOL	1,095,209.53	1,055,307.27	39,902.26	3.78	0.29	0.30	61	59

New Hampshire State Liquor Commission

Total Sales by Location

Fiscal Year Ended June 30, 2004 and June 30, 2003

ST #	LOCATION	JUNE 30, 2004	JUNE 30, 2003	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 04	FY 03	FY 04	FY 03
45	PITTSFIELD	\$ 828,436.17	\$ 770,622.86	\$ 57,813.31	7.50	0.22	0.22	67	66
46	ASHLAND	1,163,654.56	1,048,733.54	114,921.02	10.96	0.31	0.30	60	60
47	N. WOODSTOCK	1,729,289.16	1,723,151.25	6,137.91	0.36	0.46	0.50	51	48
48	HINSDALE	5,264,899.71	4,550,686.08	714,213.63	15.69	1.41	1.31	12	15
49	PLAISTOW	6,860,134.02	6,454,225.42	405,908.60	6.29	1.84	1.86	10	10
50	NASHUA	10,311,000.73	9,784,326.61	526,674.12	5.38	2.76	2.82	8	7
51	PELHAM	2,244,158.38	1,946,606.34	297,552.04	15.29	0.60	0.56	41	45
52	GORHAM	1,688,531.98	1,628,151.01	60,380.97	3.71	0.45	0.47	53	51
53	HUDSON	2,195,374.80	2,106,164.23	89,210.57	4.24	0.59	0.61	43	40
54	GLEN	3,626,350.82	3,523,019.70	103,331.12	2.93	0.97	1.02	23	22
56	GILFORD	3,459,927.92	3,329,148.01	130,779.91	3.93	0.93	0.96	26	24
57	OSSIPEE	1,719,879.44	1,618,039.09	101,840.35	6.29	0.46	0.47	52	52
58	GOFFSTOWN	2,334,429.78	2,180,851.06	153,578.72	7.04	0.63	0.63	38	38
59	MERRIMACK	1,977,880.20	1,918,999.77	58,880.43	3.07	0.53	0.55	47	47
60	W. LEBANON	8,844,255.63	8,648,890.33	195,365.30	2.26	2.37	2.50	9	9
61	FITZWILLIAM	600,749.38	656,400.28	(55,650.90)	(8.48)	0.16	0.19	69	68
62	RAYMOND	1,806,460.41	1,639,475.25	166,985.16	10.19	0.48	0.47	48	50
63	WINCHESTER	1,189,218.65	1,104,122.27	85,096.38	7.71	0.32	0.32	58	58
64	NEW LONDON	3,560,132.16	3,413,378.06	146,754.10	4.30	0.95	0.98	24	23
66	HOOKSETT-NO	12,962,383.39	12,253,892.25	708,491.14	5.78	3.47	3.54	5	6
67	HOOKSETT-SO	10,382,205.67	9,683,060.41	699,145.26	7.22	2.78	2.79	7	8
68	N. HAMPTON	4,253,986.95	4,119,683.01	134,303.94	3.26	1.14	1.19	17	16
69	NASHUA	12,923,079.16	12,762,612.83	160,466.33	1.26	3.46	3.68	6	5
70	SWANZEY	1,569,414.64	957,175.71	612,238.93	63.96	0.42	0.28	54	63
71	LEE	3,081,122.89	2,866,750.73	214,372.16	7.48	0.83	0.83	31	29
72	CONCORD	3,226,829.79	2,987,513.38	239,316.41	8.01	0.87	0.86	29	28
73	HAMPTON-SO	20,111,351.02	18,694,400.89	1,416,950.13	7.58	5.39	5.39	2	2
74	LONDONDERRY	4,227,730.53	3,821,635.39	406,095.14	10.63	1.13	1.10	19	20
75	BELMONT	2,275,195.82	2,174,232.13	100,963.69	4.64	0.61	0.63	40	39
76	HAMPTON-NO	22,699,250.69	21,579,807.46	1,119,443.23	5.19	6.09	6.23	1	1
77	RINDGE	2,145,823.97	1,956,054.01	189,769.96	9.70	0.58	0.56	44	44
	TOTAL STORES	\$289,239,107.35	\$ 271,030,994.89	\$ 18,208,112.46	6.72	77.54	78.21		
900	WHSE-CONCORD	649,276.54	799,784.09	(150,507.55)	(18.82)	0.17	0.23		
905	WHSE-NASHUA	83,146,434.95	74,709,755.14	8,436,679.81	11.29	22.29	21.56		
	TOTAL WHSES	\$ 83,795,711.49	\$ 75,509,539.23	\$ 8,286,172.26	10.97	22.46	21.79		
	GRAND TOTAL	\$373,034,818.84	\$ 346,540,534.12	\$26,494,284.72	7.65	100.00	100.00		

* unaudited

New Hampshire State Liquor Commission

Sales By Type

Fiscal Year Ended June 30, 2004

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	DISCOUNTS	TOTAL
1	CONCORD	\$ 3,730,250.05	\$ 696,640.26	\$ 31,127.32	\$ (56,163.76)	\$ 4,401,853.87
2	CHESTERFIELD	3,308,774.57	21,154.73	2,217.39	(31,300.61)	3,300,846.08
3	MANCHESTER	1,576,721.92	466,054.06	36,265.35	(13,221.69)	2,065,819.64
4	HOOKSETT	2,240,787.82	477,819.23	46,812.03	(79,007.74)	2,686,411.34
5	BERLIN	735,057.16	116,677.62	14,428.40	(1,660.46)	864,502.72
6	PORTSMOUTH	2,371,344.20	2,557,615.38	104,235.43	(101,144.47)	4,932,050.54
7	LITTLETON	2,775,682.07	596,156.67	51,475.94	(51,849.89)	3,371,464.79
8	CLAREMONT	2,162,961.58	309,900.72	7,346.28	(31,043.27)	2,449,165.31
9	DOVER	2,844,706.57	898,560.14	33,929.08	(33,888.64)	3,743,307.15
10	MANCHESTER	2,322,762.15	1,590,456.69	57,475.24	(27,296.56)	3,943,397.52
11	LEBANON	2,596,334.22	310,403.53	6,389.12	(79,591.45)	2,833,535.42
13	SOMERSWORTH	1,312,864.52	234,267.49	6,007.00	(2,473.62)	1,550,665.39
14	ROCHESTER	2,715,165.26	403,943.68	11,765.37	(11,240.64)	3,119,633.67
15	KEENE	3,888,591.88	408,755.24	26,820.47	(69,491.93)	4,254,675.66
16	WOODSVILLE	973,358.02	37,484.87	9,082.40	(4,379.64)	1,015,545.65
17	FRANKLIN	1,030,398.96	144,938.21	12,081.51	(1,595.56)	1,185,823.12
18	COLEBROOK	766,941.70	222,843.89	32,620.75	(4,753.45)	1,017,652.89
19	PLYMOUTH	1,895,543.71	334,258.10	21,626.93	(19,384.50)	2,232,044.24
20	DERRY	2,176,935.83	257,692.85	32,664.49	(18,770.64)	2,448,522.53
21	PETERBOROUGH	2,015,648.78	298,553.46	34,593.13	(51,403.33)	2,297,392.04
22	BROOKLINE	904,695.33	22,145.99	3,222.42	(11,450.27)	918,613.47
23	CONWAY	4,811,113.67	929,979.20	72,450.09	(77,839.84)	5,735,703.12
24	NEWPORT	911,825.21	108,429.81	10,551.44	(7,834.15)	1,022,972.31
25	STRATHAM	3,745,432.68	557,735.86	19,337.48	(70,388.68)	4,252,117.34
26	GROVETON	242,267.60	11,331.89	5,352.99	(826.10)	258,126.38
27	NASHUA	1,470,457.27	233,787.92	38,838.24	(7,467.72)	1,735,615.71
28	SEABROOK-BCH	94,534.13	-	-	(579.70)	93,954.43
29	WHITEFIELD	320,735.36	207,304.44	36,558.10	(9,422.81)	555,175.09
30	MILFORD	2,413,717.23	326,594.81	44,746.03	(23,639.02)	2,761,419.05
31	MANCHESTER	1,935,342.00	162,249.97	17,895.34	(7,597.22)	2,107,890.09
33	MANCHESTER	3,229,513.89	935,732.56	57,613.60	(50,727.98)	4,172,132.07
34	SALEM	14,592,829.37	645,107.52	77,921.62	(229,158.58)	15,086,699.93
35	HILLSBORO	1,080,653.07	184,170.44	30,440.86	(7,727.68)	1,287,536.69
36	JAFFREY	493,563.02	94,371.24	11,982.99	(7,769.14)	592,148.11
37	LANCASTER	684,229.32	140,707.74	5,059.53	(5,545.37)	824,451.22
38	PORTSMOUTH	17,573,669.04	1,824.22	135.98	(268,827.09)	17,306,802.15
39	WOLFEBORO	2,380,737.53	422,832.78	36,093.27	(54,201.92)	2,785,461.66
40	WALPOLE	1,664,725.92	128,898.92	7,780.75	(26,307.51)	1,775,098.08
41	SEABROOK	4,336,545.60	668,259.75	47,918.48	(21,839.46)	5,030,884.37
42	MEREDITH	2,922,619.92	661,456.38	19,132.82	(75,836.45)	3,527,372.67
43	FARMINGTON	1,194,069.67	134,299.87	14,001.82	(6,095.47)	1,336,275.89
44	BRISTOL	939,793.40	144,317.49	25,811.24	(14,712.60)	1,095,209.53

New Hampshire State Liquor Commission

Sales By Type

Fiscal Year Ended June 30, 2004

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	DISCOUNTS	TOTAL
45	PITTSFIELD	\$ 772,703.15	\$ 22,563.91	\$ 34,846.15	\$ (1,677.04)	\$ 828,436.17
46	ASHLAND	873,824.69	275,164.03	38,870.57	(24,204.73)	1,163,654.56
47	N. WOODSTOCK	1,152,327.10	576,249.59	32,475.93	(31,763.46)	1,729,289.16
48	HINSDALE	5,285,895.87	34,301.04	10,152.60	(65,449.80)	5,264,899.71
49	PLAISTOW	6,319,212.04	526,805.36	70,807.54	(56,690.92)	6,860,134.02
50	NASHUA	10,278,329.00	130,622.99	8,287.53	(106,238.79)	10,311,000.73
51	PELHAM	2,133,944.51	111,297.44	11,394.75	(12,478.32)	2,244,158.38
52	GORHAM	1,494,795.53	199,532.46	5,097.18	(10,893.19)	1,688,531.98
53	HUDSON	1,970,063.70	216,578.11	14,255.61	(5,522.62)	2,195,374.80
54	GLEN	2,413,678.50	1,233,661.94	67,627.48	(88,617.10)	3,626,350.82
56	GILFORD	2,648,121.44	816,575.86	36,945.96	(41,715.34)	3,459,927.92
57	OSSIPEE	1,463,804.43	215,333.87	52,899.46	(12,158.32)	1,719,879.44
58	GOFFSTOWN	2,080,573.60	230,137.16	34,672.72	(10,953.70)	2,334,429.78
59	MERRIMACK	1,826,161.25	146,286.73	12,903.38	(7,471.16)	1,977,880.20
60	W. LEBANON	8,451,565.48	540,491.67	37,557.29	(185,358.81)	8,844,255.63
61	FITZWILLIAM	582,455.83	16,223.97	7,942.93	(5,873.35)	600,749.38
62	RAYMOND	1,512,623.74	244,518.44	56,867.08	(7,548.85)	1,806,460.41
63	WINCHESTER	1,160,280.84	34,459.19	-	(5,521.38)	1,189,218.65
64	NEW LONDON	3,178,336.30	483,330.59	5,816.14	(107,350.87)	3,560,132.16
66	HOOKSETT-NO	13,007,876.84	131,345.99	3,890.09	(180,729.53)	12,962,383.39
67	HOOKSETT-SO	10,500,449.99	45,004.51	11,268.61	(174,517.44)	10,382,205.67
68	N. HAMPTON	3,514,814.17	793,821.86	32,620.57	(87,269.65)	4,253,986.95
69	NASHUA	11,812,676.67	1,365,444.89	70,620.94	(325,663.34)	12,923,079.16
70	SWANZEY	994,380.00	546,588.72	45,878.57	(17,432.65)	1,569,414.64
71	LEE	2,835,358.64	242,552.02	31,345.05	(28,132.82)	3,081,122.89
72	CONCORD	2,553,365.80	641,147.15	54,594.65	(22,277.81)	3,226,829.79
73	HAMPTON-SO	20,321,734.95	155,088.98	1,329.54	(366,802.45)	20,111,351.02
74	LONDONDERRY	3,849,423.59	392,283.56	18,836.94	(32,813.56)	4,227,730.53
75	BELMONT	1,790,415.17	480,083.80	15,369.09	(10,672.24)	2,275,195.82
76	HAMPTON-NO	23,067,265.34	88,294.75	962.45	(457,271.85)	22,699,250.69
77	RINDGE	2,078,919.94	82,622.03	565.11	(16,283.11)	2,145,823.97
	TOTAL STORES	\$ 263,309,279.30	\$ 28,124,128.23	\$ 1,988,510.63	\$ (4,182,810.81)	\$ 289,239,107.35
	% OF TYPE	100.00	59.25	2.99	100.00	77.54
	% OF LOCATION	91.04	9.72	0.69	(1.45)	
900	WHSE-CONCORD	3,608.29	645,668.25	-	-	649,276.54
905	WHSE-NASHUA	-	18,700,377.27	64,446,057.68	-	83,146,434.95
	TOTAL WHSES	\$ 3,608.29	\$ 19,346,045.52	\$ 64,446,057.68	\$ -	\$ 83,795,711.49
	% OF TYPE	-	40.75	97.01	-	22.46
	% OF LOCATION	-	23.09	23.09	-	
	GRAND TOTAL	\$ 263,312,887.59	\$ 47,470,173.75	\$ 66,434,568.31	\$ (4,182,810.81)	\$ 373,034,818.84
	% OF TOTAL	70.59	12.73	17.81	(1.12)	100.00

* unaudited

New Hampshire State Liquor Commission

Retail Sales By Location

Fiscal Year Ended June 30, 2004 and June 30, 2003

ST #	LOCATION	JUNE 30, 2004	JUNE 30, 2003	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 04	FY 03	FY 04	FY 03
1	CONCORD	\$ 3,730,250.05	\$ 3,432,957.41	\$ 297,292.64	8.66	1.42	1.39	17	16
2	CHESTERFIELD	3,308,774.57	2,717,354.96	591,419.61	21.76	1.26	1.10	19	22
3	MANCHESTER	1,576,721.92	1,502,155.05	74,566.87	4.96	0.60	0.61	48	48
4	HOOKSETT	2,240,787.82	2,053,031.89	187,755.93	9.15	0.85	0.83	35	37
5	BERLIN	735,057.16	696,468.34	38,588.82	5.54	0.28	0.28	67	66
6	PORTSMOUTH	2,371,344.20	2,134,048.90	237,295.30	11.12	0.90	0.87	33	34
7	LITTLETON	2,775,682.07	2,672,913.09	102,768.98	3.84	1.05	1.08	25	23
8	CLAREMONT	2,162,961.58	2,083,596.98	79,364.60	3.81	0.82	0.85	37	36
9	DOVER	2,844,706.57	2,463,834.71	380,871.86	15.46	1.08	1.00	23	26
10	MANCHESTER	2,322,762.15	2,162,082.33	160,679.82	7.43	0.88	0.88	34	33
11	LEBANON	2,596,334.22	2,222,218.91	374,115.31	16.84	0.99	0.90	28	32
13	SOMERSWORTH	1,312,864.52	1,249,329.42	63,535.10	5.09	0.50	0.51	53	52
14	ROCHESTER	2,715,165.26	2,454,642.62	260,522.64	10.61	1.03	1.00	26	27
15	KEENE	3,888,591.88	4,123,400.36	(234,808.48)	(5.69)	1.48	1.67	14	13
16	WOODSVILLE	973,358.02	932,221.83	41,136.19	4.41	0.37	0.38	60	59
17	FRANKLIN	1,030,398.96	974,007.07	56,391.89	5.79	0.39	0.40	58	58
18	COLEBROOK	766,941.70	725,514.59	41,427.11	5.71	0.29	0.29	66	64
19	PLYMOUTH	1,895,543.71	1,687,863.09	207,680.62	12.30	0.72	0.68	44	46
20	DERRY	2,176,935.83	2,084,755.91	92,179.92	4.42	0.83	0.85	36	35
21	PETERBOROUGH	2,015,648.78	1,795,375.84	220,272.94	12.27	0.77	0.73	41	43
22	BROOKLINE	904,695.33	-	904,695.33	100.00	0.34	-	63	-
23	CONWAY	4,811,113.67	4,521,649.40	289,464.27	6.40	1.83	1.83	12	12
24	NEWPORT	911,825.21	892,715.34	19,109.87	2.14	0.35	0.36	62	61
25	STRATHAM	3,745,432.68	3,414,917.01	330,515.67	9.68	1.42	1.39	16	17
26	GROVETON	242,267.60	232,727.06	9,540.54	4.10	0.09	0.09	72	71
27	NASHUA	1,470,457.27	1,194,679.18	275,778.09	23.08	0.56	0.48	51	53
28	SEABROOK-BCH	94,534.13	-	94,534.13	100.00	0.04	-	73	-
29	WHITEFIELD	320,735.36	305,192.43	15,542.93	5.09	0.12	0.12	71	70
30	MILFORD	2,413,717.23	2,358,736.43	54,980.80	2.33	0.92	0.96	30	28
31	MANCHESTER	1,935,342.00	1,852,573.53	82,768.47	4.47	0.73	0.75	43	42
33	MANCHESTER	3,229,513.89	2,984,439.41	245,074.48	8.21	1.23	1.21	20	20
34	SALEM	14,592,829.37	13,535,701.41	1,057,127.96	7.81	5.54	5.49	4	4
35	HILLSBORO	1,080,653.07	1,012,301.90	68,351.17	6.75	0.41	0.41	57	57
36	JAFFREY	493,563.02	510,484.08	(16,921.06)	(3.31)	0.19	0.21	70	69
37	LANCASTER	684,229.32	645,029.84	39,199.48	6.08	0.26	0.26	68	67
38	PORTSMOUTH	17,573,669.04	17,043,721.47	529,947.57	3.11	6.67	6.91	3	3
39	WOLFEBORO	2,380,737.53	2,222,662.29	158,075.24	7.11	0.90	0.90	32	31
40	WALPOLE	1,664,725.92	1,621,631.56	43,094.36	2.66	0.63	0.66	47	47
41	SEABROOK	4,336,545.60	3,947,597.46	388,948.14	9.85	1.65	1.60	13	14
42	MEREDITH	2,922,619.92	2,766,836.06	155,783.86	5.63	1.11	1.12	22	21
43	FARMINGTON	1,194,069.67	1,091,568.10	102,501.57	9.39	0.45	0.44	54	55
44	BRISTOL	939,793.40	901,554.49	38,238.91	4.24	0.36	0.37	61	60

New Hampshire State Liquor Commission

Retail Sales By Location

Fiscal Year Ended June 30, 2004 and June 30, 2003

ST #	LOCATION	JUNE 30, 2004	JUNE 30, 2003	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 04	FY 03	FY 04	FY 03
45	PITTSFIELD	\$ 772,703.15	\$ 723,141.92	\$ 49,561.23	6.85	0.29	0.29	65	65
46	ASHLAND	873,824.69	825,926.64	47,898.05	5.80	0.33	0.33	64	62
47	N. WOODSTOCK	1,152,327.10	1,116,437.87	35,889.23	3.21	0.44	0.45	56	54
48	HINSDALE	5,285,895.87	4,548,304.80	737,591.07	16.22	2.01	1.84	11	11
49	PLAISTOW	6,319,212.04	5,933,708.98	385,503.06	6.50	2.40	2.41	10	10
50	NASHUA	10,278,329.00	9,743,679.39	534,649.61	5.49	3.90	3.95	8	8
51	PELHAM	2,133,944.51	1,874,369.12	259,575.39	13.85	0.81	0.76	38	40
52	GORHAM	1,494,795.53	1,456,191.29	38,604.24	2.65	0.57	0.59	50	49
53	HUDSON	1,970,063.70	1,857,573.44	112,490.26	6.06	0.75	0.75	42	41
54	GLEN	2,413,678.50	2,336,778.70	76,899.80	3.29	0.92	0.95	31	30
56	GILFORD	2,648,121.44	2,472,478.05	175,643.39	7.10	1.01	1.00	27	25
57	OSSIPEE	1,463,804.43	1,380,439.76	83,364.67	6.04	0.56	0.56	52	51
58	GOFFSTOWN	2,080,573.60	1,943,353.72	137,219.88	7.06	0.79	0.79	39	38
59	MERRIMACK	1,826,161.25	1,739,724.41	86,436.84	4.97	0.69	0.71	45	44
60	W. LEBANON	8,451,565.48	8,294,111.96	157,453.52	1.90	3.21	3.36	9	9
61	FITZWILLIAM	582,455.83	611,455.27	(28,999.44)	(4.74)	0.22	0.25	69	68
62	RAYMOND	1,512,623.74	1,385,959.39	126,664.35	9.14	0.57	0.56	49	50
63	WINCHESTER	1,160,280.84	1,082,437.80	77,843.04	7.19	0.44	0.44	55	56
64	NEW LONDON	3,178,336.30	3,088,675.38	89,660.92	2.90	1.21	1.25	21	19
66	HOOKSETT-NO	13,007,876.84	12,315,996.86	691,879.98	5.62	4.94	5.00	5	5
67	HOOKSETT-SO	10,500,449.99	9,800,866.59	699,583.40	7.14	3.99	3.98	7	7
68	N. HAMPTON	3,514,814.17	3,312,011.94	202,802.23	6.12	1.33	1.34	18	18
69	NASHUA	11,812,676.67	11,695,908.94	116,767.73	1.00	4.49	4.74	6	6
70	SWANZEY	994,380.00	795,428.46	198,951.54	25.01	0.38	0.32	59	63
71	LEE	2,835,358.64	2,614,800.22	220,558.42	8.44	1.08	1.06	24	24
72	CONCORD	2,553,365.80	2,350,521.10	202,844.70	8.63	0.97	0.95	29	29
73	HAMPTON-SO	20,321,734.95	18,948,416.01	1,373,318.94	7.25	7.72	7.69	2	2
74	LONDONDERRY	3,849,423.59	3,528,428.25	320,995.34	9.10	1.46	1.43	15	15
75	BELMONT	1,790,415.17	1,720,287.66	70,127.51	4.08	0.68	0.70	46	45
76	HAMPTON-NO	23,067,265.34	21,959,489.91	1,107,775.43	5.04	8.76	8.91	1	1
77	RINDGE	2,078,919.94	1,876,776.37	202,143.57	10.77	0.79	0.76	40	39
TOTAL STORES		\$ 263,309,279.30	\$246,558,171.95	\$16,751,107.35	6.79	100.00	100.00		
900	WHSE-CONCORD	3,608.29	2,265.17	1,343.12	59.29	-	-		
905	WHSE-NASHUA	-	(129.54)	129.54	-	-	-		
TOTAL WHSES		\$ 3,608.29	\$ 2,135.63	\$ 1,472.66	59.29	-	-		
GRAND TOTAL		\$ 263,312,887.59	\$246,560,307.58	\$16,752,580.01	6.79	100.00	100.00		

* unaudited

New Hampshire State Liquor Commission

On-Premise Sales By Location

Fiscal Year Ended June 30, 2004 and June 30, 2003

ST #	LOCATION	JUNE 30, 2004	JUNE 30, 2003	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 04	FY 03	FY 04	FY 03
1	CONCORD	\$ 696,640.26	\$ 693,982.38	\$ 2,657.88	0.38	1.47	1.57	10	12
2	CHESTERFIELD	21,154.73	14,201.76	6,952.97	48.96	0.04	0.03	69	70
3	MANCHESTER	466,054.06	408,988.22	57,065.84	13.95	0.98	0.93	24	24
4	HOOKSETT	477,819.23	541,118.38	(63,299.15)	(11.70)	1.01	1.23	23	18
5	BERLIN	116,677.62	112,674.11	4,003.51	3.55	0.25	0.26	57	54
6	PORTSMOUTH	2,557,615.38	2,445,180.97	112,434.41	4.60	5.39	5.54	1	1
7	LITTLETON	596,156.67	563,383.77	32,772.90	5.82	1.26	1.28	15	17
8	CLAREMONT	309,900.72	279,143.53	30,757.19	11.02	0.65	0.63	32	32
9	DOVER	898,560.14	828,928.52	69,631.62	8.40	1.89	1.88	7	10
10	MANCHESTER	1,590,456.69	1,448,219.85	142,236.84	9.82	3.35	3.28	2	2
11	LEBANON	310,403.53	318,515.47	(8,111.94)	(2.55)	0.65	0.72	31	27
13	SOMERSWORTH	234,267.49	173,879.02	60,388.47	34.73	0.49	0.39	38	46
14	ROCHESTER	403,943.68	311,850.85	92,092.83	29.53	0.85	0.71	27	28
15	KEENE	408,755.24	830,308.66	(421,553.42)	(50.77)	0.86	1.88	26	9
16	WOODSVILLE	37,484.87	49,034.53	(11,549.66)	(23.55)	0.08	0.11	64	64
17	FRANKLIN	144,938.21	168,351.79	(23,413.58)	(13.91)	0.31	0.38	50	47
18	COLEBROOK	222,843.89	206,524.84	16,319.05	7.90	0.47	0.47	41	38
19	PLYMOUTH	334,258.10	297,183.85	37,074.25	12.48	0.70	0.67	29	30
20	DERRY	257,692.85	291,799.73	(34,106.88)	(11.69)	0.54	0.66	35	31
21	PETERBOROUGH	298,553.46	237,130.35	61,423.11	25.90	0.63	0.54	33	35
22	BROOKLINE	22,145.99	-	22,145.99	100.00	0.05	-	68	-
23	CONWAY	929,979.20	870,660.20	59,319.00	6.81	1.96	1.97	6	7
24	NEWPORT	108,429.81	106,962.97	1,466.84	1.37	0.23	0.24	59	57
25	STRATHAM	557,735.86	568,040.25	(10,304.39)	(1.81)	1.17	1.29	17	16
26	GROVETON	11,331.89	15,720.51	(4,388.62)	(27.92)	0.02	0.04	71	69
27	NASHUA	233,787.92	159,382.53	74,405.39	46.68	0.49	0.36	39	48
28	SEABROOK-BCH	-	-	-	-	-	-	-	-
29	WHITEFIELD	207,304.44	201,809.60	5,494.84	2.72	0.44	0.46	44	40
30	MILFORD	326,594.81	342,080.80	(15,485.99)	(4.53)	0.69	0.78	30	26
31	MANCHESTER	162,249.97	184,411.50	(22,161.53)	(12.02)	0.34	0.42	47	43
33	MANCHESTER	935,732.56	910,189.70	25,542.86	2.81	1.97	2.06	5	5
34	SALEM	645,107.52	715,334.41	(70,226.89)	(9.82)	1.36	1.62	13	11
35	HILLSBORO	184,170.44	190,850.71	(6,680.27)	(3.50)	0.39	0.43	46	42
36	JAFFREY	94,371.24	80,254.66	14,116.58	17.59	0.20	0.18	60	60
37	LANCASTER	140,707.74	114,264.22	26,443.52	23.14	0.30	0.26	52	53
38	PORTSMOUTH	1,824.22	3,494.30	(1,670.08)	(47.79)	0.00	0.01	72	71
39	WOLFEBORO	422,832.78	374,061.45	48,771.33	13.04	0.89	0.85	25	25
40	WALPOLE	128,898.92	109,907.68	18,991.24	17.28	0.27	0.25	56	56
41	SEABROOK	668,259.75	592,896.17	75,363.58	12.71	1.41	1.34	11	15
42	MEREDITH	661,456.38	519,185.65	142,270.73	27.40	1.39	1.18	12	20
43	FARMINGTON	134,299.87	141,406.76	(7,106.89)	(5.03)	0.28	0.32	53	51
44	BRISTOL	144,317.49	146,119.39	(1,801.90)	(1.23)	0.30	0.33	51	50

New Hampshire State Liquor Commission

On-Premise Sales By Location

Fiscal Year Ended June 30, 2004 and June 30, 2003

ST #	LOCATION	JUNE 30, 2004	JUNE 30, 2003	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 04	FY 03	FY 04	FY 03
45	PITTSFIELD	\$ 22,563.91	\$ 20,302.74	\$ 2,261.17	11.14	0.05	0.05	67	68
46	ASHLAND	275,164.03	213,846.09	61,317.94	28.67	0.58	0.48	34	37
47	N. WOODSTOCK	576,249.59	615,420.55	(39,170.96)	(6.36)	1.21	1.39	16	14
48	HINSDALE	34,301.04	31,905.73	2,395.31	7.51	0.07	0.07	66	66
49	PLAISTOW	526,805.36	522,699.29	4,106.07	0.79	1.11	1.18	20	19
50	NASHUA	130,622.99	124,461.21	6,161.78	4.95	0.28	0.28	55	52
51	PELHAM	111,297.44	76,178.95	35,118.49	46.10	0.23	0.17	58	61
52	GORHAM	199,532.46	180,222.07	19,310.39	10.71	0.42	0.41	45	44
53	HUDSON	216,578.11	244,628.15	(28,050.04)	(11.47)	0.46	0.55	42	34
54	GLEN	1,233,661.94	1,223,359.65	10,302.29	0.84	2.60	2.77	4	4
56	GILFORD	816,575.86	872,162.15	(55,586.29)	(6.37)	1.72	1.98	8	6
57	OSSIPEE	215,333.87	200,128.07	15,205.80	7.60	0.45	0.45	43	41
58	GOFFSTOWN	230,137.16	229,292.17	844.99	0.37	0.48	0.52	40	36
59	MERRIMACK	146,286.73	175,976.96	(29,690.23)	(16.87)	0.31	0.40	49	45
60	W. LEBANON	540,491.67	500,465.30	40,026.37	8.00	1.14	1.13	19	21
61	FITZWILLIAM	16,223.97	36,794.61	(20,570.64)	(55.91)	0.03	0.08	70	65
62	RAYMOND	244,518.44	203,366.34	41,152.10	20.24	0.52	0.46	36	39
63	WINCHESTER	34,459.19	28,228.53	6,230.66	22.07	0.07	0.06	65	67
64	NEW LONDON	483,330.59	429,614.07	53,716.52	12.50	1.02	0.97	21	23
66	HOOKSETT-NO	131,345.99	112,624.38	18,721.61	16.62	0.28	0.26	54	55
67	HOOKSETT-SO	45,004.51	51,014.42	(6,009.91)	(11.78)	0.09	0.12	63	63
68	N. HAMPTON	793,821.86	869,906.01	(76,084.15)	(8.75)	1.67	1.97	9	8
69	NASHUA	1,365,444.89	1,329,801.25	35,643.64	2.68	2.88	3.01	3	3
70	SWANZEY	546,588.72	149,393.39	397,195.33	265.87	1.15	0.34	18	49
71	LEE	242,552.02	248,541.63	(5,989.61)	(2.41)	0.51	0.56	37	33
72	CONCORD	641,147.15	615,510.40	25,636.75	4.17	1.35	1.40	14	13
73	HAMPTON-SO	155,088.98	105,017.26	50,071.72	47.68	0.33	0.24	48	58
74	LONDONDERRY	392,283.56	307,078.20	85,205.36	27.75	0.83	0.70	28	29
75	BELMONT	480,083.80	458,187.07	21,896.73	4.78	1.01	1.04	22	22
76	HAMPTON-NO	88,294.75	66,815.50	21,479.25	32.15	0.19	0.15	61	62
77	RINDGE	82,622.03	92,359.60	(9,737.57)	(10.54)	0.17	0.21	62	59
TOTAL STORES		\$ 28,124,128.23	\$ 26,902,735.78	\$ 1,221,392.45	4.54	59.25	60.98		
900	WHSE-CONCORD	645,668.25	797,518.92	(151,850.67)	(19.04)	1.36	1.81		
905	WHSE-NASHUA	18,700,377.27	16,419,401.88	2,280,975.39	13.89	39.39	37.22		
TOTAL WHSES		\$ 19,346,045.52	\$ 17,216,920.80	\$ 2,129,124.72	12.37	40.75	39.02		
GRAND TOTAL		\$ 47,470,173.75	\$ 44,119,656.58	\$ 3,350,517.17	7.59	100.00	100.00		

* unaudited

New Hampshire State Liquor Commission

Off-Premise Sales By Location

Fiscal Year Ended June 30, 2004 and June 30, 2003

ST #	LOCATION	JUNE 30, 2004	JUNE 30, 2003	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 04	FY 03	FY 04	FY 03
1	CONCORD	\$ 31,127.32	\$ 15,743.49	\$ 15,383.83	97.72	0.05	0.03	33	42
2	CHESTERFIELD	2,217.39	2,827.33	(609.94)	(21.57)	-	-	67	67
3	MANCHESTER	36,265.35	28,456.14	7,809.21	27.44	0.05	0.05	22	25
4	HOOKSETT	46,812.03	27,706.80	19,105.23	68.96	0.07	0.05	14	27
5	BERLIN	14,428.40	13,861.26	567.14	4.09	0.02	0.02	43	44
6	PORTSMOUTH	104,235.43	87,000.38	17,235.05	19.81	0.16	0.14	1	2
7	LITTLETON	51,475.94	30,610.35	20,865.59	68.17	0.08	0.05	12	21
8	CLAREMONT	7,346.28	4,312.14	3,034.14	70.36	0.01	0.01	58	64
9	DOVER	33,929.08	34,750.18	(821.10)	(2.36)	0.05	0.06	27	18
10	MANCHESTER	57,475.24	56,992.52	482.72	0.85	0.09	0.09	8	6
11	LEBANON	6,389.12	5,136.29	1,252.83	24.39	0.01	0.01	59	61
13	SOMERSWORTH	6,007.00	5,540.62	466.38	8.42	0.01	0.01	60	59
14	ROCHESTER	11,765.37	7,438.61	4,326.76	58.17	0.02	0.01	49	54
15	KEENE	26,820.47	47,569.48	(20,749.01)	(43.62)	0.04	0.08	35	11
16	WOODSVILLE	9,082.40	19,348.03	(10,265.63)	(53.06)	0.01	0.03	54	40
17	FRANKLIN	12,081.51	10,120.77	1,960.74	19.37	0.02	0.02	47	51
18	COLEBROOK	32,620.75	23,832.23	8,788.52	36.88	0.05	0.04	29	33
19	PLYMOUTH	21,626.93	25,424.83	(3,797.90)	(14.94)	0.03	0.04	37	29
20	DERRY	32,664.49	21,210.65	11,453.84	54.00	0.05	0.04	28	35
21	PETERBOROUGH	34,593.13	21,126.46	13,466.67	63.74	0.05	0.04	26	36
22	BROOKLINE	3,222.42	-	3,222.42	100.00	-	-	66	-
23	CONWAY	72,450.09	69,431.63	3,018.46	4.35	0.11	0.12	3	3
24	NEWPORT	10,551.44	9,593.13	958.31	9.99	0.02	0.02	52	52
25	STRATHAM	19,337.48	22,239.02	(2,901.54)	(13.05)	0.03	0.04	38	34
26	GROVETON	5,352.99	4,447.34	905.65	20.36	0.01	0.01	62	63
27	NASHUA	38,838.24	20,515.65	18,322.59	89.31	0.06	0.03	18	38
28	SEABROOK-BCH	-	-	-	-	-	-	-	-
29	WHITEFIELD	36,558.10	36,430.51	127.59	0.35	0.06	0.06	21	17
30	MILFORD	44,746.03	53,247.89	(8,501.86)	(15.97)	0.07	0.09	16	9
31	MANCHESTER	17,895.34	24,789.02	(6,893.68)	(27.81)	0.03	0.04	41	30
33	MANCHESTER	57,613.60	41,767.13	15,846.47	37.94	0.09	0.07	7	14
34	SALEM	77,921.62	68,940.27	8,981.35	13.03	0.12	0.11	2	4
35	HILLSBORO	30,440.86	30,017.55	423.31	1.41	0.05	0.05	34	22
36	JAFFREY	11,982.99	11,047.18	935.81	8.47	0.02	0.02	48	47
37	LANCASTER	5,059.53	5,170.89	(111.36)	(2.15)	0.01	0.01	64	60
38	PORTSMOUTH	135.98	61.14	74.84	122.41	-	-	71	70
39	WOLFEBORO	36,093.27	38,901.08	(2,807.81)	(7.22)	0.05	0.06	23	15
40	WALPOLE	7,780.75	10,413.10	(2,632.35)	(25.28)	0.01	0.02	57	49
41	SEABROOK	47,918.48	37,399.00	10,519.48	28.13	0.07	0.06	13	16
42	MEREDITH	19,132.82	26,260.15	(7,127.33)	(27.14)	0.03	0.04	39	28
43	FARMINGTON	14,001.82	10,439.86	3,561.96	34.12	0.02	0.02	45	48
44	BRISTOL	25,811.24	24,249.92	1,561.32	6.44	0.04	0.04	36	31

New Hampshire State Liquor Commission

Off-Premise Sales By Location

Fiscal Year Ended June 30, 2004 and June 30, 2003

ST #	LOCATION	JUNE 30, 2004	JUNE 30, 2003	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 04	FY 03	FY 04	FY 03
45	PITTSFIELD	\$ 34,846.15	\$ 29,325.56	\$ 5,520.59	18.83	0.05	0.05	24	23
46	ASHLAND	38,870.57	32,320.29	6,550.28	20.27	0.06	0.05	17	20
47	N. WOODSTOCK	32,475.93	28,514.33	3,961.60	13.89	0.05	0.05	31	24
48	HINSDALE	10,152.60	7,104.42	3,048.18	42.91	0.02	0.01	53	56
49	PLAISTOW	70,807.54	60,508.15	10,299.39	17.02	0.11	0.10	4	5
50	NASHUA	8,287.53	13,221.65	(4,934.12)	(37.32)	0.01	0.02	55	45
51	PELHAM	11,394.75	7,136.95	4,257.80	59.66	0.02	0.01	50	55
52	GORHAM	5,097.18	2,931.17	2,166.01	73.90	0.01	0.00	63	66
53	HUDSON	14,255.61	10,160.28	4,095.33	40.31	0.02	0.02	44	50
54	GLEN	67,627.48	53,735.35	13,892.13	25.85	0.10	0.09	6	8
56	GILFORD	36,945.96	27,940.20	9,005.76	32.23	0.06	0.05	20	26
57	OSSIPEE	52,899.46	49,265.21	3,634.25	7.38	0.08	0.08	11	10
58	GOFFSTOWN	34,672.72	21,039.76	13,632.96	64.80	0.05	0.04	25	37
59	MERRIMACK	12,903.38	11,289.11	1,614.27	14.30	0.02	0.02	46	46
60	W. LEBANON	37,557.29	42,448.41	(4,891.12)	(11.52)	0.06	0.07	19	13
61	FITZWILLIAM	7,942.93	14,907.61	(6,964.68)	(46.72)	0.01	0.02	56	43
62	RAYMOND	56,867.08	55,667.83	1,199.25	2.15	0.09	0.09	9	7
63	WINCHESTER	-	-	-	-	-	-	-	-
64	NEW LONDON	5,816.14	5,718.79	97.35	1.70	0.01	0.01	61	58
66	HOOKSETT-NO	3,890.09	1,692.57	2,197.52	129.83	0.01	-	65	69
67	HOOKSETT-SO	11,268.61	6,163.31	5,105.30	82.83	0.02	0.01	51	57
68	N. HAMPTON	32,620.57	33,933.33	(1,312.76)	(3.87)	0.05	0.06	30	19
69	NASHUA	70,620.94	89,598.50	(18,977.56)	(21.18)	0.11	0.15	5	1
70	SWANZEY	45,878.57	19,913.63	25,964.94	130.39	0.07	0.03	15	39
71	LEE	31,345.05	24,168.77	7,176.28	29.69	0.05	0.04	32	32
72	CONCORD	54,594.65	45,148.27	9,446.38	20.92	0.08	0.08	10	12
73	HAMPTON-SO	1,329.54	3,513.04	(2,183.50)	(62.15)	-	0.01	68	65
74	LONDONDERRY	18,836.94	18,708.78	128.16	0.69	0.03	0.03	40	41
75	BELMONT	15,369.09	8,880.41	6,488.68	73.07	0.02	0.01	42	53
76	HAMPTON-NO	962.45	4,525.96	(3,563.51)	(78.73)	-	0.01	69	62
77	RINDGE	565.11	2,156.51	(1,591.40)	(73.80)	-	-	70	68
	TOTAL STORES	\$ 1,988,510.63	\$ 1,766,008.17	\$ 222,502.46	12.60	2.99	2.94		
900	WHSE-CONCORD	-	-	-	-	-	-		
905	WHSE-NASHUA	64,446,057.68	58,290,482.80	6,155,574.88	10.56	97.01	97.06		
	TOTAL WHSES	\$ 64,446,057.68	\$ 58,290,482.80	\$ 6,155,574.88	10.56	97.01	97.06		
	GRAND TOTAL	\$ 66,434,568.31	\$ 60,056,490.97	\$ 6,378,077.34	10.62	100.00	100.00		

* unaudited

New Hampshire State Liquor Commission

Discounts By Location

Fiscal Year Ended June 30, 2004 and June 30, 2003

ST #	LOCATION	JUNE 30, 2004	JUNE 30, 2003	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 04	FY 03	FY 04	FY 03
1	CONCORD	\$ 56,163.76	\$ 58,250.37	\$ (2,086.61)	(3.58)	1.34	1.39	22	21
2	CHESTERFIELD	31,300.61	20,395.47	10,905.14	53.47	0.75	0.49	31	41
3	MANCHESTER	13,221.69	15,772.43	(2,550.74)	(16.17)	0.32	0.38	45	43
4	HOOKSETT	79,007.74	86,977.64	(7,969.90)	(9.16)	1.89	2.07	15	15
5	BERLIN	1,660.46	2,671.64	(1,011.18)	(37.85)	0.04	0.06	70	68
6	PORTSMOUTH	101,144.47	106,335.84	(5,191.37)	(4.88)	2.42	2.53	11	10
7	LITTLETON	51,849.89	54,236.19	(2,386.30)	(4.40)	1.24	1.29	24	23
8	CLAREMONT	31,043.27	28,246.21	2,797.06	9.90	0.74	0.67	32	32
9	DOVER	33,888.64	30,027.12	3,861.52	12.86	0.81	0.72	28	31
10	MANCHESTER	27,296.56	30,906.39	(3,609.83)	(11.68)	0.65	0.74	34	30
11	LEBANON	79,591.45	67,946.88	11,644.57	17.14	1.90	1.62	14	18
13	SOMERSWORTH	2,473.62	2,278.12	195.50	8.58	0.06	0.05	68	69
14	ROCHESTER	11,240.64	9,095.69	2,144.95	23.58	0.27	0.22	49	51
15	KEENE	69,491.93	91,870.63	(22,378.70)	(24.36)	1.66	2.19	19	13
16	WOODSVILLE	4,379.64	5,414.99	(1,035.35)	(19.12)	0.10	0.13	67	63
17	FRANKLIN	1,595.56	3,069.94	(1,474.38)	(48.03)	0.04	0.07	71	67
18	COLEBROOK	4,753.45	4,885.36	(131.91)	(2.70)	0.11	0.12	66	64
19	PLYMOUTH	19,384.50	20,557.18	(1,172.68)	(5.70)	0.46	0.49	40	40
20	DERRY	18,770.64	24,983.21	(6,212.57)	(24.87)	0.45	0.60	41	33
21	PETERBOROUGH	51,403.33	48,486.88	2,916.45	6.01	1.23	1.16	25	25
22	BROOKLINE	11,450.27	-	11,450.27	100.00	0.27	-	48	-
23	CONWAY	77,839.84	77,692.69	147.15	0.19	1.86	1.85	16	17
24	NEWPORT	7,834.15	8,865.61	(1,031.46)	(11.63)	0.19	0.21	54	53
25	STRATHAM	70,388.68	67,234.66	3,154.02	4.69	1.68	1.60	18	19
26	GROVETON	826.10	935.63	(109.53)	(11.71)	0.02	0.02	72	71
27	NASHUA	7,467.72	5,679.40	1,788.32	31.49	0.18	0.14	60	61
28	SEABROOK-BCH	579.70	-	579.70	100.00	0.01	-	73	-
29	WHITEFIELD	9,422.81	11,382.89	(1,960.08)	(17.22)	0.23	0.27	53	48
30	MILFORD	23,639.02	23,652.06	(13.04)	(0.06)	0.57	0.56	37	37
31	MANCHESTER	7,597.22	8,907.40	(1,310.18)	(14.71)	0.18	0.21	57	52
33	MANCHESTER	50,727.98	54,331.39	(3,603.41)	(6.63)	1.21	1.29	26	22
34	SALEM	229,158.58	237,210.62	(8,052.04)	(3.39)	5.48	5.65	5	5
35	HILLSBORO	7,727.68	7,523.03	204.65	2.72	0.18	0.18	56	57
36	JAFFREY	7,769.14	8,504.40	(735.26)	(8.65)	0.19	0.20	55	54
37	LANCASTER	5,545.37	4,740.90	804.47	16.97	0.13	0.11	63	66
38	PORTSMOUTH	268,827.09	267,128.12	1,698.97	0.64	6.43	6.37	4	4
39	WOLFEBORO	54,201.92	52,618.03	1,583.89	3.01	1.30	1.25	23	24
40	WALPOLE	26,307.51	24,661.86	1,645.65	6.67	0.63	0.59	35	34
41	SEABROOK	21,839.46	23,845.58	(2,006.12)	(8.41)	0.52	0.57	39	35
42	MEREDITH	75,836.45	78,415.09	(2,578.64)	(3.29)	1.81	1.87	17	16
43	FARMINGTON	6,095.47	4,756.21	1,339.26	28.16	0.15	0.11	61	65
44	BRISTOL	14,712.60	16,616.53	(1,903.93)	(11.46)	0.35	0.40	44	42

New Hampshire State Liquor Commission

Discounts By Location

Fiscal Year Ended June 30, 2004 and June 30, 2003

ST #	LOCATION	JUNE 30, 2004	JUNE 30, 2003	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 04	FY 03	FY 04	FY 03
45	PITTSFIELD	\$ 1,677.04	\$ 2,147.36	\$ (470.32)	(21.90)	0.04	0.05	69	70
46	ASHLAND	24,204.73	23,359.48	845.25	3.62	0.58	0.56	36	38
47	N. WOODSTOCK	31,763.46	37,221.50	(5,458.04)	(14.66)	0.76	0.89	30	27
48	HINSDALE	65,449.80	36,628.87	28,820.93	78.68	1.56	0.87	20	28
49	PLAISTOW	56,690.92	62,691.00	(6,000.08)	(9.57)	1.36	1.49	21	20
50	NASHUA	106,238.79	97,035.64	9,203.15	9.48	2.54	2.31	10	11
51	PELHAM	12,478.32	11,078.68	1,399.64	12.63	0.30	0.26	46	50
52	GORHAM	10,893.19	11,193.52	(300.33)	(2.68)	0.26	0.27	51	49
53	HUDSON	5,522.62	6,197.64	(675.02)	(10.89)	0.13	0.15	64	60
54	GLEN	88,617.10	90,854.00	(2,236.90)	(2.46)	2.12	2.17	12	14
56	GILFORD	41,715.34	43,432.39	(1,717.05)	(3.95)	1.00	1.04	27	26
57	OSSIPEE	12,158.32	11,793.95	364.37	3.09	0.29	0.28	47	47
58	GOFFSTOWN	10,953.70	12,834.59	(1,880.89)	(14.65)	0.26	0.31	50	46
59	MERRIMACK	7,471.16	7,990.71	(519.55)	(6.50)	0.18	0.19	59	55
60	W. LEBANON	185,358.81	188,135.34	(2,776.53)	(1.48)	4.43	4.48	6	6
61	FITZWILLIAM	5,873.35	6,757.21	(883.86)	(13.08)	0.14	0.16	62	58
62	RAYMOND	7,548.85	5,518.31	2,030.54	36.80	0.18	0.13	58	62
63	WINCHESTER	5,521.38	6,544.06	(1,022.68)	(15.63)	0.13	0.16	65	59
64	NEW LONDON	107,350.87	110,630.18	(3,279.31)	(2.96)	2.57	2.64	9	9
66	HOOKSETT-NO	180,729.53	176,421.56	4,307.97	2.44	4.32	4.20	7	7
67	HOOKSETT-SO	174,517.44	174,983.91	(466.47)	(0.27)	4.17	4.17	8	8
68	N. HAMPTON	87,269.65	96,168.27	(8,898.62)	(9.25)	2.09	2.29	13	12
69	NASHUA	325,663.34	352,695.86	(27,032.52)	(7.66)	7.79	8.41	3	3
70	SWANZEY	17,432.65	7,559.77	9,872.88	130.60	0.42	0.18	42	56
71	LEE	28,132.82	20,759.89	7,372.93	35.52	0.67	0.49	33	39
72	CONCORD	22,277.81	23,666.39	(1,388.58)	(5.87)	0.53	0.56	38	36
73	HAMPTON-SO	366,802.45	362,545.42	4,257.03	1.17	8.77	8.64	2	2
74	LONDONDERRY	32,813.56	32,579.84	233.72	0.72	0.78	0.78	29	29
75	BELMONT	10,672.24	13,123.01	(2,450.77)	(18.68)	0.26	0.31	52	45
76	HAMPTON-NO	457,271.85	451,023.91	6,247.94	1.39	10.93	10.75	1	1
77	RINDGE	16,283.11	15,238.47	1,044.64	6.86	0.39	0.36	43	44
	TOTAL STORES	\$ 4,182,810.81	\$ 4,195,921.01	\$ (13,110.20)	(0.31)	100.00	100.00		
900	WHSE-CONCORD	-	-	-	-	-	-		
905	WHSE-NASHUA	-	-	-	-	-	-		
	TOTAL WHSES	\$ -	\$ -	\$ -	-	-	-		
	GRAND TOTAL	\$ 4,182,810.81	\$ 4,195,921.01	\$ (13,110.20)	(0.31)	100.00	100.00		

* unaudited

New Hampshire State Liquor Commission Total Sales By Month

Fiscal Year Ended June 30, 2004 and June 30, 2003

	<u>JUNE 30, 2004</u>	<u>JUNE 30, 2003</u>	<u>AMOUNT</u>		<u>SALES '04</u>	<u>SALES '03</u>
				<u>%</u>		
JULY *	\$ 39,247,095.93	\$ 29,785,929.58	\$ 9,461,166.35	31.76	10.52	8.60
AUGUST	32,463,849.19	29,226,620.61	3,237,228.58	11.08	8.70	8.43
SEPTEMBER	26,908,537.11	26,043,475.94	865,061.17	3.32	7.21	7.52
OCTOBER	35,750,831.24	33,152,792.22	2,598,039.02	7.84	9.58	9.57
NOVEMBER *	31,026,642.14	35,570,393.98	(4,543,751.84)	(12.77)	8.32	10.26
DECEMBER	38,907,472.55	37,432,105.03	1,475,367.52	3.94	10.43	10.80
JANUARY	31,252,692.11	27,191,338.75	4,061,353.36	14.94	8.38	7.85
FEBRUARY	23,421,235.66	22,097,548.64	1,323,687.02	5.99	6.28	6.38
MARCH	22,728,409.83	21,322,369.33	1,406,040.50	6.59	6.09	6.15
APRIL	30,430,085.52	28,891,288.97	1,538,796.55	5.33	8.16	8.34
MAY	27,769,720.23	26,400,168.51	1,369,551.72	5.19	7.44	7.62
JUNE	33,128,247.33	29,426,502.56	3,701,744.77	12.58	8.88	8.49
TOTAL	<u>\$ 373,034,818.84</u>	<u>\$ 346,540,534.12</u>	<u>\$ 26,494,284.72</u>	7.65	<u>100.00</u>	<u>100.00</u>

* Note: Major variances in the month of July & November are the result of changes to our internal calendar from FY 2003 to FY 2004, (eg. 7/1/02 - 7/28/02 vs. 7/1/03 - 8/3/03)

New Hampshire State Liquor Commission Retail Sales By Month

Fiscal Year Ended June 30, 2004 and June 30, 2003

	<u>JUNE 30, 2004</u>	<u>JUNE 30, 2003</u>	<u>INCREASE/(DECREASE)</u>		<u>% OF TOTAL</u>	
			<u>AMOUNT</u>	<u>%</u>	<u>SALES '04</u>	<u>SALES '03</u>
JULY	\$ 29,230,221.86	\$ 22,479,188.81	\$ 6,751,033.05	30.03	11.10	9.12
AUGUST	23,655,338.67	21,681,190.57	1,974,148.10	9.11	8.98	8.79
SEPTEMBER	19,119,222.56	18,591,723.76	527,498.80	2.84	7.26	7.54
OCTOBER	24,753,471.13	23,402,373.50	1,351,097.63	5.77	9.40	9.49
NOVEMBER	22,018,838.34	25,019,263.97	(3,000,425.63)	(11.99)	8.36	10.15
DECEMBER	28,762,249.64	27,782,690.50	979,559.14	3.53	10.92	11.27
JANUARY	21,651,919.91	19,288,057.51	2,363,862.40	12.26	8.22	7.82
FEBRUARY	15,575,879.82	14,856,582.22	719,297.60	4.84	5.92	6.03
MARCH	15,442,003.42	14,380,684.35	1,061,319.07	7.38	5.86	5.83
APRIL	20,279,549.20	19,154,302.51	1,125,246.69	5.87	7.70	7.77
MAY	19,279,276.66	18,644,537.53	634,739.13	3.40	7.32	7.56
JUNE	23,544,916.38	21,279,712.35	2,265,204.03	10.64	8.94	8.63
TOTAL	<u>\$ 263,312,887.59</u>	<u>\$ 246,560,307.58</u>	<u>\$ 16,752,580.01</u>	6.79	<u>100.00</u>	<u>100.00</u>

* unaudited

New Hampshire State Liquor Commission On-Premise Sales By Month

Fiscal Year Ended June 30, 2004 and June 30, 2003

	<u>JUNE 30, 2004</u>	<u>JUNE 30, 2003</u>	<u>AMOUNT</u>	<u>%</u>	<u>SALES '04</u>	<u>SALES '03</u>
JULY	\$ 4,746,906.82	\$ 3,681,425.40	\$ 1,065,481.42	28.94	10.00	8.34
AUGUST	4,033,824.42	3,657,245.75	376,578.67	10.30	8.50	8.29
SEPTEMBER	3,640,630.74	3,406,875.67	233,755.07	6.86	7.67	7.72
OCTOBER	4,617,854.24	4,438,208.44	179,645.80	4.05	9.73	10.06
NOVEMBER	3,306,292.72	3,974,843.57	(668,550.85)	(16.82)	6.96	9.01
DECEMBER	3,443,476.75	3,295,989.51	147,487.24	4.47	7.25	7.47
JANUARY	4,461,108.11	3,940,985.14	520,122.97	13.20	9.40	8.93
FEBRUARY	3,495,335.74	3,298,583.47	196,752.27	5.96	7.36	7.48
MARCH	3,293,431.43	3,014,592.33	278,839.10	9.25	6.94	6.83
APRIL	4,207,473.54	3,901,179.20	306,294.34	7.85	8.86	8.84
MAY	3,788,262.00	3,679,332.73	108,929.27	2.96	7.98	8.34
JUNE	4,435,577.24	3,830,395.37	605,181.87	15.80	9.34	8.68
TOTAL	<u>\$ 47,470,173.75</u>	<u>\$ 44,119,656.58</u>	<u>\$ 3,350,517.17</u>	7.59	<u>100.00</u>	<u>100.00</u>

New Hampshire State Liquor Commission Off-Premise Sales By Month

Fiscal Year Ended June 30, 2004 and June 30, 2003

	<u>JUNE 30, 2004</u>	<u>JUNE 30, 2003</u>	<u>INCREASE/(DECREASE)</u>		<u>% OF TOTAL</u>	
			<u>AMOUNT</u>	<u>%</u>	<u>SALES '04</u>	<u>SALES '03</u>
JULY	\$ 5,906,883.44	\$ 4,302,658.05	\$ 1,604,225.39	37.28	8.89	7.16
AUGUST	5,067,665.39	4,208,700.79	858,964.60	20.41	7.63	7.01
SEPTEMBER	4,352,797.38	4,196,306.99	156,490.39	3.73	6.55	6.99
OCTOBER	6,744,686.28	5,665,480.11	1,079,206.17	19.05	10.15	9.43
NOVEMBER	5,937,929.97	6,909,674.57	(971,744.60)	(14.06)	8.94	11.51
DECEMBER	7,068,421.02	6,779,608.19	288,812.83	4.26	10.64	11.29
JANUARY	5,924,291.07	4,671,213.07	1,253,078.00	26.83	8.92	7.78
FEBRUARY	4,573,425.44	4,142,092.33	431,333.11	10.41	6.88	6.90
MARCH	4,199,343.51	4,060,405.75	138,937.76	3.42	6.32	6.76
APRIL	6,140,909.64	6,065,778.14	75,131.50	1.24	9.24	10.10
MAY	4,903,656.49	4,445,329.11	458,327.38	10.31	7.38	7.40
JUNE	5,614,558.68	4,609,243.87	1,005,314.81	21.81	8.45	7.67
TOTAL	<u>\$ 66,434,568.31</u>	<u>\$ 60,056,490.97</u>	<u>\$ 6,378,077.34</u>	10.62	<u>100.00</u>	<u>100.00</u>

* unaudited

New Hampshire State Liquor Commission Discounts By Month

Fiscal Year Ended June 30, 2004 and June 30, 2003

			INCREASE/(DECREASE)		% OF TOTAL	
	JUNE 30, 2004	JUNE 30, 2003	AMOUNT	%	SALES '04	SALES '03
JULY	\$ 636,916.19	\$ 677,342.68	\$ (40,426.49)	(5.97)	15.23	16.14
AUGUST	292,979.29	320,516.50	(27,537.21)	(8.59)	7.00	7.64
SEPTEMBER	204,113.57	151,430.48	52,683.09	34.79	4.88	3.61
OCTOBER	365,180.41	353,269.83	11,910.58	3.37	8.73	8.42
NOVEMBER	236,418.89	333,388.13	(96,969.24)	(29.09)	5.65	7.95
DECEMBER	366,674.86	426,183.17	(59,508.31)	(13.96)	8.77	10.16
JANUARY	784,626.98	708,916.97	75,710.01	10.68	18.76	16.90
FEBRUARY	223,405.34	199,709.38	23,695.96	11.87	5.34	4.76
MARCH	206,368.53	133,313.10	73,055.43	54.80	4.93	3.18
APRIL	197,846.86	229,970.88	(32,124.02)	(13.97)	4.73	5.48
MAY	201,474.92	369,030.86	(167,555.94)	(45.40)	4.82	8.79
JUNE	466,804.97	292,849.03	173,955.94	59.40	11.16	6.98
TOTAL	<u>\$ 4,182,810.81</u>	<u>\$ 4,195,921.01</u>	<u>\$ (13,110.20)</u>	(0.31)	<u>100.00</u>	<u>100.00</u>

* unaudited