

**2020 COMPREHENSIVE ANNUAL FINANCIAL REPORT
NEW HAMPSHIRE LIQUOR COMMISSION
A DEPARTMENT OF THE STATE OF NEW HAMPSHIRE**



Tilton

W. Lebanon





New Hampshire Liquor Commission
A Department of the State of New Hampshire

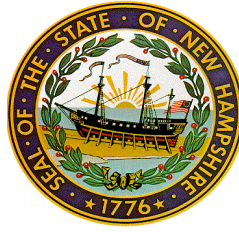
**COMPREHENSIVE
ANNUAL
FINANCIAL REPORT**

For the Fiscal Year Ended
June 30, 2020

Prepared by:

New Hampshire Liquor Commission
Joseph W. Mollica
Chairman

Finance Department
Christina M. Demers
Chief Financial Officer



STATE OF NEW HAMPSHIRE

Christopher T. Sununu

GOVERNOR

Executive Council

Michael J. Cryans

FIRST DISTRICT

Andru Volinsky

SECOND DISTRICT

Russell E. Prescott

THIRD DISTRICT

Theodore L. Gatsas

FOURTH DISTRICT

Debora B. Pignatelli

FIFTH DISTRICT

NEW HAMPSHIRE LIQUOR COMMISSION

Chairman
Joseph W. Mollica

Deputy Commissioner
Nicole Brassard Jordan

Director of Administration
Rosemary Wiant

Director of Enforcement and Licensing
Mark C. Armaganian

Director of Marketing, Merchandising and Warehousing
Lorrie Piper

Chief Financial Officer
Christina M. Demers

Chief Administrator of Human Resources
Kelly M. Mathews

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**NEW HAMPSHIRE LIQUOR COMMISSION (NHLC)
COMPREHENSIVE ANNUAL FINANCIAL REPORT
FOR FISCAL YEAR ENDING JUNE 30, 2020**

Table of Contents

	Page
INTRODUCTORY SECTION - (Unaudited)	
Letter of Transmittal	1
Message from Governor Christopher T. Sununu	2
Message from Liquor Commission Chairman	3
NHLC Overview	4
FINANCIAL SECTION	
Independent Auditor's Report.....	6
Management's Discussion and Analysis (Unaudited)	9
Financial Statements:	
Statement of Net Position	14
Statement of Revenues, Expenses, and Changes in Net Position	15
Statement of Cash Flows	16
Notes to the Financial Statements	17
Required Supplementary Information (Unaudited)	
Schedules of the Liquor Commission's Proportionate Share of Net Pension Liability and Liquor Commission's Contributions.....	35
Schedules of the Liquor Commission's Proportionate Share of the Total Other Postemployment Benefit (OPEB) Liability	36
STATISTICAL SECTION - (Unaudited)	
Statement of Net Position as of June 30, 2020 and June 30, 2019.....	37
Commonsize Comparative Income Statement FY 2020 and FY 2019	38
Five Year Comparative Income Statement FY 2016-2020	40
Graphs:	
Revenue and Expenses FY 2016-2020	41
Revenue Breakdown FY 2016-2020.....	42
Beer Revenue and Gallonage FY 2016-2020	43
Top 15 Retail Store Locations FY2020	44
Sales Summary by Type FY 2020 and FY 2019.....	45
Total Sales by Location FY 2020 and FY 2019.....	46
Total Sales by Type FY 2020.....	48
Retail Sales by Location FY 2020 and FY 2019.....	50
On-Premise Sales by Location FY 2020 and FY 2019	52
Off-Premise Sales by Location FY 2020 and FY 2019	54
Accessories Sales by Location FY 2020 and FY 2019	56
Discounts by Location FY 2020 and FY 2019.....	58
Total Sales by Month FY 2020 and FY 2019	60
Retail Sales by Month FY 2020 and FY 2019	60
On-Premise Sales by Month FY 2020 and FY 2019.....	61
Off-Premise Sales by Month FY 2020 and FY 2019	61
Accessories Sales by Month FY 2020 and FY 2019.....	62
Discounts by Month FY 2020 and FY 2019	62

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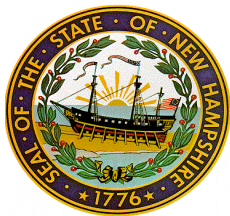
INTRODUCTORY SECTION

Jose Cuervo:
tradition blends
with innovation

Joseph Carr Wines:
grounded in gratitude
Let's Entertain: give 'em
something to taco-bout
Durham's Ciao Italia:
how Italians eat



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Christopher T. Sununu
Governor

State of New Hampshire LIQUOR COMMISSION

50 Storrs Street
Concord, N.H. 03301
(603) 230-7015

Joseph W. Mollica
Chairman

Nicole Brassard-Jordan
Deputy Commissioner

December 18, 2020

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

We are pleased to submit the Comprehensive Annual Financial Report of the New Hampshire Liquor Commission (NHLC) as of and for the fiscal year ended June 30, 2020. It covers the results of operations from July 1, 2019 through June 30, 2020 and marks the 86th year of operations for the Liquor Commission. The Liquor Commission Division of Administration Financial Management prepared this report. Responsibility for both the accuracy of the financial data along with the completeness and fairness of the presentation, including all disclosures, rests with the management of the Liquor Commission. To the best of our knowledge and belief, the enclosed data is accurate in all material respects and is reported in a manner designed to present fairly the financial position, results of operations and cash flows of the Liquor Commission.

This report is divided into three sections: introductory, financial, and statistical. The introductory section includes a transmittal letter, a letter from the Governor, a letter from the Chairman of NHLC, and a brief overview. The financial section contains the independent auditor's report, management's discussion and analysis (MD&A) and the financial statements including the notes to the financial statements and required supplementary information. The statistical section includes relevant financial statistical information.

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

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

This report aims to summarize our many accomplishments over the past year, as well as our objectives for the future. We welcome your comments, questions and suggestions, and appreciate your continued support. This annual report may also be viewed on the NHLC's web site located at <http://www.nh.gov/liquor/annualreportFY20.pdf>.

Message from Governor Christopher T. Sununu



CHRISTOPHER T. SUNUNU
Governor



Friday, December 18, 2020

Since 1934, the New Hampshire Liquor Commission (NHLC) has been a critical resource and a true asset for the state of New Hampshire, providing crucial revenue to support essential state services. With a relentless focus on building on its success, NHLC has excelled year after year driving record revenue to benefit all of us, and I want to applaud the entire team for its accomplishments.

In Fiscal Year 2020, NHLC broke its all-time sales record, generating \$739.6 million in net sales. That sales success translated into \$158.1 million in funding for critical state programs, like substance misuse prevention and treatment, education, health and social services, transportation and natural resource protection and conservation. NHLC also generated more than \$10 million for the Granite Advantage Health Care Program, which provides expanded access to health care in New Hampshire. NHLC is the second largest non-tax revenue source for our state and its contributions to New Hampshire have had a longstanding positive impact.

NHLC was recently recognized as the best overall control state in the country by *Stateways Magazine*, which chose NHLC for this prestigious honor for the second time in four years, noting NHLC's technological innovation, nonprofit support, unique sales and promotions, and its commitment to consumer education. Further, *Beverage Dynamics* recently honored NHLC as one of the top-10 retailers in the country from a field of large, private and national competitors. Finally, the readers of the Massachusetts-based *Eagle Tribune*, for the second year in a row, voted the Salem NH Liquor & Wine Outlet the best liquor store in the region. I sincerely congratulate the team for this recognition as their success is our success. That success has not gone unnoticed.

This past year has been particularly challenging for all of us, but NHLC has maintained a tireless focus that continues to benefit us all. It is clear NHLC is not resting on its laurels and is instead doing everything in its power to continue maximizing revenue for our state. This report outlines the financial performance and achievements of NHLC during the past year. We all look forward to another successful year in 2021.

Sincerely,

A handwritten signature in blue ink that reads "Chitck T. Sununu".

Christopher T. Sununu
Governor

107 North Main Street, State House- Rm 208, Concord, New Hampshire 03301
Telephone (603) 271-2121 • FAX (603) 271-7640
Website: <http://www.governor.nh.gov/> • Email: governorsununu@nh.gov
TDD Access: Relay NH 1-800-735-2964

Message from Liquor Commission Chairman Joseph Mollica

December 18, 2020

The New Hampshire Liquor Commission (NHLC) continues to build on its success for the benefit of the state of New Hampshire, as the Commission generated an all-time record \$739.6 million in net sales during Fiscal Year 2020, an increase of \$33.5 million year-over-year. NHLC also generated total liquor net profits of \$158.1 million, of which \$144.9 million was transferred to the New Hampshire General Fund to support essential state programs and services. Of total liquor net profits, \$10 million was delivered to New Hampshire's Alcohol Abuse Prevention and Treatment Fund, which utilizes a percentage of NHLC profits to fund addiction treatment and prevention programs and \$3 million was an increase in Liquor Fund's net position.



While 2020 has been a challenging year, NHLC has remained steadfast in its commitment to meet our consumers' needs and to do that it has been critical we adapt to the circumstances. This past spring, we fast-tracked our curbside pickup program to give our customers a safe, convenient and efficient way to shop at our NH Liquor & Wine Outlets. We also launched a brand new, state-of-the-art website offering an intuitive design and a variety of new features and functionality, including the ability to place and pay for orders online for in-store pickup.

We always work hard to find creative ways to engage and inform our customers and to give them opportunities to try the world's best wines and spirits, while learning from the leaders of the world of wine and spirits. To do that this year, we implemented a one-of-a-kind, virtual 90-Day Around The World Program offering cocktail master classes, virtual tours of award-winning distilleries, Q&A sessions with distillers and winemakers, guided tastings and more. This virtual series provides customers with the direct interaction with industry leaders they have come to expect from us.

Our priority is always maximizing revenue for the New Hampshire General Fund but we have also continued to make it a priority to support the Granite State nonprofit community, which performs incredible work across our state. Just over the past six months, we have raised more than half a million dollars for a variety of nonprofits through a series of exclusive raffles featuring some of the world's most sought-after spirits. Over the past seven years, we have worked together with our broker and supplier partners to raise nearly \$2.8 million to support dozens of nonprofits, including the New Hampshire Food Bank, Easterseals New Hampshire, Best Buddies New Hampshire, New Hampshire Lodging and Restaurant Association and the Animal Rescue League of New Hampshire, among others.

We have continued to pursue our ambitious effort to renovate or relocate our 76 NH Liquor & Wine Outlets. We have strategically renovated or relocated 33 NH Liquor & Wine Outlets since 2012 to expand our selection and enhance the overall shopping experience. Over the past year, we opened a new 12,000-square-foot NH Liquor & Wine Outlet in Tilton and we have new and renovated Outlets in the works in Concord, Littleton, Epsom and New London.

Deputy Commissioner Brassard Jordan and I proudly submit this Annual Report. We can all be proud of all we have achieved. All 1,400 dedicated NHLC employees can share our successes, as ours is the consummate team effort as we strive to drive maximum revenue for the general fund, while providing the very best customer service to our 12 million annual customers. Our future is bright as we look forward to continued success in 2021.

Sincerely,

A handwritten signature in black ink, appearing to read 'J. Mollica'. The signature is fluid and cursive, written over a light-colored background.

Joseph W. Mollica
Chairman

NHLC Overview

Overview

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

The Liquor Commission regulates the manufacture, possession, sale, consumption, importation, use, storage, transportation and delivery of wine, spirits, and malt or brewed beverages in New Hampshire. All sales of wine and spirits in New Hampshire, with the exception of wines sold by licensees of the Liquor Commission and direct shippers, are made through the seventy-nine wine and spirits stores operated by the Liquor Commission and warehouses owned and contracted by the Liquor Commission. These include both retail sales to individual consumers and wholesale sales to licensed establishments where wine and spirits are either sold and consumed on the licensed premise or sold and consumed off the licensed premise. In addition to liquor sales, the Liquor Commission collects license fees for the manufacturing, sale, transportation, or warehousing of alcoholic beverages and a \$0.30 per gallon tax on beer sold by wholesale distributors and beverage manufacturers to retailers in New Hampshire, in accordance with RSA 178:26.

The Liquor Commission is comprised of a Commissioner, who is known as the Chairman of the Liquor Commission, and a Deputy Commissioner. The Commissioner is appointed by the Governor with the consent of the Executive Council and the Deputy Commissioner is nominated by the Commissioner and appointed by the Governor with the consent of the Executive Council. The Commissioner and the Deputy Commissioner are appointed to four-year terms. Pursuant to RSA 176:3, the Liquor Commission's primary duties are to optimize profitability, maintain proper controls, assume responsibility for effective and efficient operations, and provide service to customers. The Liquor Commission is also statutorily required to enforce the laws and regulations governing the purchase, consumption, and maintenance of proper control over alcoholic beverages through the State of New Hampshire, in addition to monitoring youth access to tobacco products.

Chapter 106, Laws of 1996 reorganized the Liquor Commission into three divisions, including: the Division of Enforcement and Licensing; the Division of Marketing, Merchandising, and Warehousing; and the Division of Administration. The Directors are nominated by the Commissioner for appointment by the Governor with the consent of the Executive Council and serve four-year terms. The Division of Enforcement and Licensing is responsible for the day-to-day activities of the Liquor Commission's enforcement and licensing functions; the Division of Marketing, Merchandising, and Warehousing oversees the Liquor Commission's functions related to marketing, merchandising, purchasing, store operations, warehousing and distribution; and the Division of Administration oversees all aspects of the Liquor Commission's administrative functions including accounting, financial management, data processing, management information systems, human resources, legal and contracting.

The Liquor Commission is responsible for the accounting and reporting of the Liquor Fund. The Liquor Fund is an enterprise fund which receives revenues primarily from the sale of goods through State Liquor stores, two warehouses, fees from licensees, and fines and penalties from rule or law violations. The Liquor Fund serves as a pass-through account for receipts which are distributed periodically to the General Fund. The Liquor Fund appropriations are provided to cover costs associated with the operation and administration of all Liquor Commission functions including the enforcement of the liquor laws and regulations.

NHLC Overview (continued)

Financial Highlights

REVENUE / EXPENSE ITEM	FY 2020 (In Millions)	FY 2019 (In Millions)	% INCREASE (DECREASE)
Gross Sales ¹	\$ 765.6	\$ 729.2	5.0
Discounts and Fees (Bank, Credit Card, etc)	(26.0)	(23.1)	12.6
Net Sales	739.6	706.1	4.7
Cost of Goods Sold	(533.0)	(505.6)	5.4
Gross Profit - Liquor	206.6	200.5	3.0
Operating Expenses and Depreciation ²	(65.4)	(57.2)	14.3
Interest Expense	(1.5)	(1.2)	25.0
Other Revenue	5.2	7.1	(26.8)
Net Income (Not including taxes) ³	144.9	149.2	(2.9)
Beer Tax	13.2	12.8	3.1
Total Net Profit Before Transfers	\$ 158.1	\$ 162.0	(2.4)

OTHER MERCHANDISING STATISTICS	FY 2020	FY 2019	% INCREASE (DECREASE)
Number of Cases Sold	5,648,564	5,459,416	3.5
Average Price Per Case	\$ 135.54	\$ 133.56	1.5
Items Available (brands and sizes)	26,260	17,166	53.0
Number of Bottles Sold	61,141,524	59,517,295	2.7
Average Price Per Bottle	\$ 12.52	\$ 12.25	2.2

APPARENT CONSUMPTION STATISTICS	FY 2020		FY 2019	
	Gallons	Per Capita ⁴	Gallons	Per Capita ⁵
Distilled Spirits	6,170,251	4.54	5,948,668	4.39
Wine (21% alcohol or less)	7,660,075	5.63	7,946,559	5.86
Beer	42,531,400	31.28	40,716,979	30.02

NOTES:

(1) For the current fiscal year, off premise licensees accounted for 15.0% or \$114.0 million of total liquor sales. On premise licensees, such as bars, restaurants, hotels and clubs accounted for 8.3% or \$62.8 million of total liquor sales.

(2) Operating Expenses do not include Liquor purchases and grants.

(3) Net Income is computed after deducting all operating expenses including the General Fund portion of Enforcement and Licensing Expenses.

(4) Based on 2019 population estimates of 1,359,711 from the State Office of Strategic Initiatives.

(5) Based on 2018 population estimates of 1,356,458 from the State Office of Strategic Initiatives.

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FINANCIAL SECTION

SIMI Winery is rooted
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Fulchino Vineyard
brings a little
Tuscany to Hollis

Throw your own
wine tasting party



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MICHAEL W. KANE, MPA
Legislative Budget Assistant
(603) 271-3161

CHRISTOPHER M. SHEA, MPA
Deputy Legislative Budget Assistant
(603) 271-3161

State of New Hampshire

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

STEPHEN C. SMITH, CPA
Director, Audit Division
(603) 271-2735

Independent Auditor's Report

To The Fiscal Committee Of The General Court:

Report On The Financial Statements

We have audited the accompanying financial statements of the New Hampshire State Liquor Commission (Liquor Commission) which comprise the Statement of Net Position, as of June 30, 2020, and the related Statements of Revenues, Expenses, and Changes in Net Position and Cash Flows for the fiscal year then ended, and the related notes to the financial statements, which collectively comprise the Liquor Commission's basic financial statements.

Management's Responsibility For The Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of

expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the net position of the New Hampshire State Liquor Commission, as of June 30, 2020, and the changes in its net position, and its cash flows for the fiscal year then ended, in accordance with accounting principles generally accepted in the United States of America.

Emphasis Of Matter

Reporting Entity

As discussed in Note 1, the financial statements present only the New Hampshire Liquor Commission and do not purport to, and do not, present fairly the financial position of the State of New Hampshire, as of June 30, 2020, the changes in its financial position, or its cash flows for the fiscal year then ended in accordance with accounting principles generally accepted in the United States of America. Our opinion is not modified with respect to this matter.

Other Matters

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis on pages 9 through 13 and the Schedules of the Liquor Commission's Proportionate Share of Net Pension Liability and the Liquor Commission's Contributions on page 35 and the Schedule of the Liquor Commission's Proportionate Share of the Total Other Postemployment Benefits Liability on page 36 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the New Hampshire State Liquor Commission's basic financial statements. The Introductory and Statistical Sections of this report are presented for purposes of additional analysis and are not a required part of the basic financial statements.

The Introductory and Statistical Sections have not been subjected to the auditing procedures applied in the audit of the basic financial statements, and accordingly, we do not express an opinion or provide any assurance on them.

Other Reporting Required By *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated December 18, 2020 on our consideration of the New Hampshire State Liquor Commission's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the New Hampshire State Liquor Commission's internal control over financial reporting and compliance.



Office Of Legislative Budget Assistant

December 18, 2020

MANAGEMENT'S DISCUSSION AND ANALYSIS - Unaudited

The management of the New Hampshire Liquor Commission (the Liquor Commission) offers the readers this narrative overview and analysis of the financial activities of the Liquor Commission included in this Comprehensive Annual Financial Report for the fiscal year ended June 30, 2020. We encourage readers to consider the information presented herein in conjunction with additional information we have furnished in our letter of transmittal, on page 1 in the introductory section of this annual financial report, as well as the Liquor Commission's financial statements, which follow in this section.

Discussion of Basic Financial Statements

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

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

The Statement of Net Position provides information about assets, liabilities, and deferred inflows and deferred outflows of resources and reflects the financial position at the fiscal year end. The Statement of Revenues, Expenses and Changes in Net Position reports the operating and nonoperating revenue activity and the expenses related to such activity for the fiscal year. The Statement of Cash Flows outlines the cash inflows and outflows relating to the operations for the fiscal year.

The notes to the financial statements provide additional information that is essential to a full understanding of the data provided in the financial statements.

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

Financial Analysis**Net Position and Changes in Net Position**

Per RSA 176:16 "the state treasurer shall credit all gross revenue derived by the commission from the sale of liquor, or from license fees, and interest received on such moneys, to a special fund, to be known as the Liquor Commission Fund, from which the treasurer shall pay all expenses of the commission incident to the administration of this title. Any balance left in such fund after such expenses are paid shall be deposited in the general fund on a daily basis." As a result, the net position of the Liquor Commission consist of capital assets paid from operating budget, net of related debt, offset by an unrestricted net deficit related to the net pension and postemployment benefit liabilities.

MANAGEMENT'S DISCUSSION AND ANALYSIS - Unaudited (continued)

The following is a condensed comparative statement of net position as of June 30, 2020 and 2019 (in thousands):

	<u>June 30, 2020</u>	<u>June 30, 2019</u>
ASSETS:		
Current Assets	\$ 94,837	\$ 92,205
Noncurrent Assets (net of allowance for depreciation)	51,678	51,810
Total Assets	<u>146,515</u>	<u>144,015</u>
Deferred Outflows of Resources	5,170	6,147
LIABILITIES:		
Current Liabilities	92,923	92,812
Noncurrent Liabilities	<u>113,151</u>	<u>113,625</u>
Total Liabilities	<u>206,074</u>	<u>206,437</u>
Deferred Inflows of Resources	23,490	24,722
NET POSITION:		
Net Investment in Capital Assets	12,339	11,690
Unrestricted Net Position (Deficit)	<u>(90,218)</u>	<u>(92,687)</u>
Total Net Position (Deficit)	<u>\$ (77,879)</u>	<u>\$ (80,997)</u>

Assets

- The Liquor Commission ended fiscal year 2020 with a total of \$94.8 million in current assets, including \$88.8 million in wine and spirits inventory for resale.
- Total assets increased \$2.5 million or 1.7% from \$144.0 million in fiscal year 2019 to \$146.5 million in fiscal year 2020.
- The Liquor Commission's capital assets as of June 30, 2020, totaled \$77.2 million with accumulated depreciation of \$25.5 million leaving a net book value of \$51.7 million invested in capital assets. The investment in capital assets includes equipment, real property, computer software, software in progress and construction in progress.

During fiscal year 2020 many capital projects were started, in process and/or completed. Some of the Liquor Commission's largest projects included:

- Continued with a Commission-wide point-of-sale and back office system replacement.
- Working on final improvements at the Commission headquarters which consists of roof replacement and parking lot enhancements.
- Began process to sell Hampton Highway property and issued RFP for Commercial Real Estate Services

Additional information on the Liquor Commission's capital assets can be found in Note 3 of the Notes to the Financial Statements.

MANAGEMENT'S DISCUSSION AND ANALYSIS - Unaudited (continued)

Liabilities

- Total liabilities decreased \$0.4 million or 0.2% from \$206.4 million in fiscal year 2019 to \$206.0 million in fiscal year 2020
- Accounts payable decreased \$12.3 million or 16.0% and Due to Other State Agencies increased \$14.6 million or 401.0% due to the timing of year-end liquor payables and the due dates.
- Bonds payable at June 30, 2020 had a net increase of \$2.5 million from \$36.1 million at the prior year end to \$38.6 million, due to a \$5.3 million bond issuance, less \$2.8 million of principal payments.

	(Amounts in thousands)	
	<u>June 30, 2020</u>	<u>June 30, 2019</u>
Accounts Payable	\$ 64,463	\$ 76,731
Accrued Payroll	2,473	2,212
Due to Other State Agencies	18,259	3,644
Due to General Fund	2,132	2,106
Due to Capital Fund	655	3,879
Unearned Revenue	772	685
Bonds Payable	38,590	36,058
Compensated Absences Payable & Uninsured Claims	5,287	4,707
Net Pension Liability	23,464	22,984
Other Postemployment Benefits Payable (OPEB)	49,734	53,078
Other Liabilities	245	353
Total Liabilities	<u>\$ 206,074</u>	<u>\$ 206,437</u>

The following is a comparative statement of revenues, expenses and changes in net position for the fiscal years ended June 30, 2020 and 2019.

	(Amounts in thousands)	
	<u>FY 2020</u>	<u>FY 2019</u>
Operating Revenues		
Charges for Sales	\$ 739,591	\$ 706,077
Operating Expenses		
Cost of Sales	533,027	505,591
Administration	63,032	54,187
Depreciation	2,322	3,045
Total Operating Expenses	<u>598,381</u>	<u>562,823</u>
Operating Income	<u>141,210</u>	<u>143,254</u>
Nonoperating Revenues (Expenses)		
Licenses	4,634	6,064
Beer Taxes	13,176	12,836
Miscellaneous	585	1,062
Interest on Bonds	(1,505)	(1,190)
Total Nonoperating Revenues (Expenses)	<u>16,890</u>	<u>18,772</u>
Income Before Transfers	158,100	162,026
Distribution (Transfer) to:		
State General Fund	(144,944)	(146,297)
Alcohol Abuse Prevention & Treatment Fund (RSA 176:16 III)	(10,038)	(8,422)
Change in Net Position	<u>3,118</u>	<u>7,307</u>
Net Position (Deficit) - July 1	(80,997)	(88,304)
Net Position (Deficit) - June 30	<u>\$ (77,879)</u>	<u>\$ (80,997)</u>

MANAGEMENT’S DISCUSSION AND ANALYSIS - Unaudited (continued)

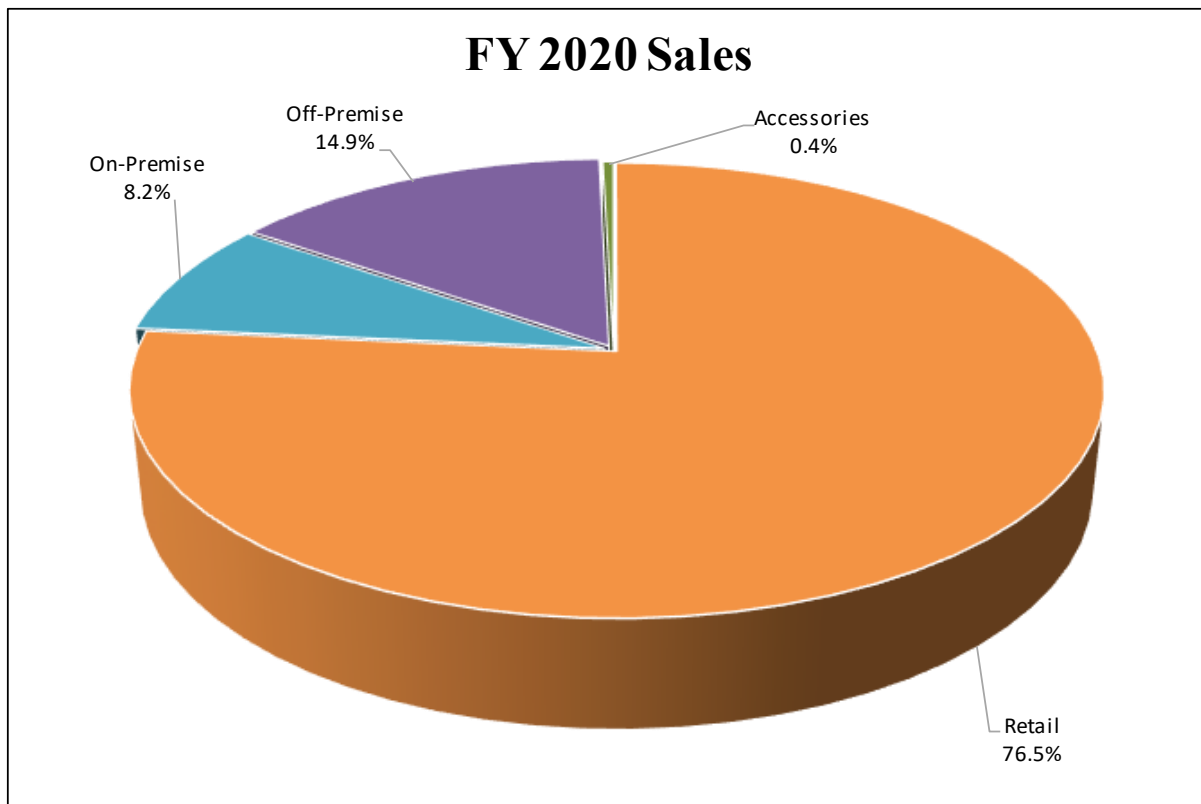
Operating Revenue

The primary source of revenue for the Liquor Commission is derived from the retail and wholesale sales of wine, spirits, and accessories from the seventy-seven wine and spirit outlet stores located throughout the State of New Hampshire as well as the two warehouse locations in Bow and Concord.

Net Sales (Charges for Sales)

Net sales increased 4.7% or \$33.5 million over the previous year as a result of the Liquor Commission’s competitive pricing, expanded inventory, and new sales and distribution. Throughout the year, the marketing team develops and implements innovative strategies and tactics across multiple service lines in order to provide an exemplary shopping experience.

With the continued success of these strategies, as well as the use of wine and spirit tasting events and social media outlets, the Liquor Commission has helped to increase the product knowledge of our customers and ultimately increased sales.



Operating Expenses

Cost of sales consists of the cost of products sold plus the cost of transporting the products for sale to retail stores.

Administrative operating expenses increased 16.3% or \$8.8 million primarily due to a \$3.4 million change in Other Post Employment Benefits (OPEB) expense and a \$3.2 million increase in Salary and Benefits.

MANAGEMENT’S DISCUSSION AND ANALYSIS - Unaudited (continued)

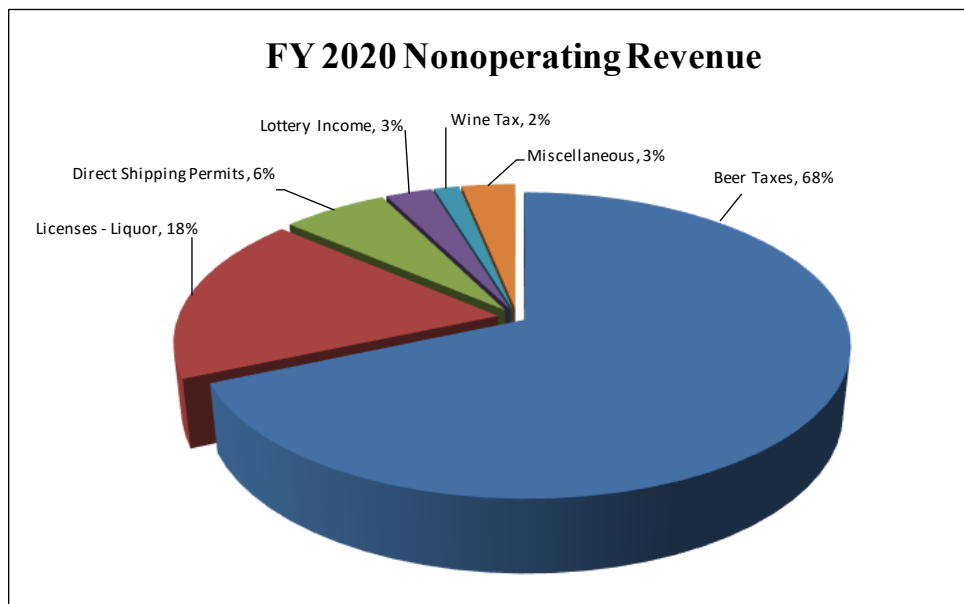
Nonoperating Revenues (Expenses)

In addition, the Liquor Commission generates revenues from other sources including beer tax, beer permits, licensing, direct shipping permits, lottery sales and other miscellaneous revenue (grants, fines, fees, restitution and any gain or loss on the disposal of capital assets).

Licenses decreased 23.6% or \$1.4 million as a result of last year’s change in accounting policy to recognize license revenue when received instead of prorating over the license period. Miscellaneous revenue decreased 44.9% or \$0.5 million primarily as a result of the retirement of equipment.

The beer tax has been relatively flat over the past decade increasing only \$340 thousand or 2.65% in the fiscal year.

Below is the breakdown of nonoperating revenue (not including loss on the disposal of capital assets). Chart data can be found on page 38 Other Revenue plus Beer Tax.



Distributions

The Liquor Commission is required by law (RSA 176:16) to credit all gross revenue to the Liquor Commission Fund, from which the treasurer pays all expenses. Any balance left in such fund is deposited in the General Fund.

In fiscal year 2020, the total net profit before transfers was \$158.1 million with \$10.0 million, or five percent of the previous fiscal year gross profits, transferred to the Alcohol Abuse Prevention and Treatment Fund pursuant to RSA 176:16, III and \$144.9 million transferred to the General Fund.

Requests for Information

This Comprehensive Annual Financial Report is designed to provide a general overview of the Liquor Commission’s finances. Questions concerning any of the information presented in this report or requests for additional financial information should be addressed to Christina M. Demers, Chief Financial Officer at tina.demers@liquor.nh.gov

NEW HAMPSHIRE LIQUOR COMMISSION
STATEMENT OF NET POSITION
JUNE 30, 2020
(Expressed in Thousands)

ASSETS**Current Assets:**

Cash and Cash Equivalents (Note 2)	\$ -
Receivables (Net of Allowances for Uncollectibles)	5,920
Due from Other State Agencies	71
Inventories	88,846
Total Current Assets	94,837

Noncurrent Assets:

Capital Assets Not Being Depreciated (Note 3)	16,555
Capital Assets Being Depreciated, Net (Note 3)	35,123
Total Noncurrent Assets	51,678
Total Assets	146,515

Deferred Outflows of Resources (Notes 7 & 8)	5,170
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LIABILITIES**Current Liabilities:**

Accounts Payable	64,463
Accrued Payroll	2,473
Due to Other State Agencies	18,259
Due to General Fund	2,132
Due to Capital Fund	655
Unearned Revenue	772
Bonds Payable (Note 5)	3,078
Accrued Interest Payable	152
Capital Leases (Note 9)	93
Compensated Absences Payable & Uninsured Claims (Note 4)	846
Total Current Liabilities	92,923

Noncurrent Liabilities:

Bonds Payable (Note 5)	35,512
Capital Leases (Note 9)	-
Compensated Absences Payable & Uninsured Claims (Note 4)	4,441
Net Pension Liability (Note 7)	23,464
Other Postemployment Benefits Payable (Note 7)	49,734
Total Noncurrent Liabilities	113,151
Total Liabilities	206,074

Deferred Inflows of Resources (Notes 7 & 8)	23,490
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NET POSITION

Net Investment in Capital Assets	12,339
Unrestricted Net Deficit	(90,218)
Total Net Deficit	\$ (77,879)

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

**NEW HAMPSHIRE LIQUOR COMMISSION
STATEMENT OF REVENUES, EXPENSES, AND
CHANGES IN NET POSITION
FOR THE FISCAL YEAR ENDED JUNE 30, 2020
(Expressed in Thousands)**

OPERATING REVENUES

Charges for Sales (Note 10)	\$ 739,591
Total Operating Revenue	<u>739,591</u>

OPERATING EXPENSES

Cost of Sales	533,027
Administration	63,032
Depreciation	<u>2,322</u>
Total Operating Expenses	<u>598,381</u>
Operating Income	<u>141,210</u>

NONOPERATING REVENUES (EXPENSES)

Licenses	4,634
Beer Taxes	13,176
Miscellaneous	585
Interest on Bonds Payable	<u>(1,505)</u>
Total Nonoperating Revenues (Expenses)	<u>16,890</u>
Income Before Transfers	158,100
Distribution (Transfer) to:	
State General Fund	(144,944)
Alcohol Abuse Prevention & Treatment Fund (RSA 176:16 III)	<u>(10,038)</u>
Change in Net Position	<u>3,118</u>

Net Position (Deficit) - July 1	<u>(80,997)</u>
Net Position (Deficit) - June 30	<u>\$ (77,879)</u>

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

**NEW HAMPSHIRE LIQUOR COMMISSION
STATEMENT OF CASH FLOWS
FOR THE FISCAL YEAR ENDED JUNE 30, 2020
(Expressed in Thousands)**

CASH FLOWS FROM OPERATING ACTIVITIES	
Receipts from Customers	\$ 740,149
Receipts from Supplier Rebates	81,396
Payments to Employees	(34,332)
Payments to Suppliers	(653,610)
Payments for Interfund Services	(7,139)
Net Cash Provided by Operating Activities	<u>126,464</u>
CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES	
Transfer to State General Fund	(144,918)
Transfer to Alcohol Abuse Prevention & Treatment Fund (RSA 176:16 III)	(10,038)
Temporary Loan From Other Funds	14,591
Other Income	1,435
Proceeds from Collection of Licenses and Beer Tax	17,810
Net Cash Used for Noncapital and Related Financing Activities	<u>(121,120)</u>
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES	
Acquisition and Construction of Capital Assets	(6,263)
Capital Lease Payments	(90)
Net Proceeds from Issuance of Bonds	5,294
Interest Paid on Bonds	(1,523)
Principal Paid on Bonds	(2,762)
Net Cash Used for Capital and Related Financing Activities	<u>(5,344)</u>
Net Decrease in Cash and Cash Equivalents	-
Cash and Cash Equivalents - July 1	-
Cash and Cash Equivalents - June 30	<u>\$ -</u>
Reconciliation of Operating Income to Net Cash Provided by Operating Activities:	
Operating Income	\$ 141,210
Adjustments to Reconcile Operating Income to Net Cash Provided (Used) by Operating Activities:	
Depreciation	2,322
Change in Operating Assets and Liabilities:	
Decrease in Receivables	470
Increase in Inventories	(3,078)
Decrease in Accounts Payable and Other Accruals	(11,428)
Increase in Unearned Revenue	87
Change in Postemployment Benefits Payable	(3,344)
Change in Net Pension Net of Deferrals	225
Net Cash Provided by Operating Activities	<u>\$ 126,464</u>

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

**NEW HAMPSHIRE LIQUOR COMMISSION
NOTES TO THE FINANCIAL STATEMENTS
FOR THE FISCAL YEAR ENDED JUNE 30, 2020**

NOTE 1 – Summary of Significant Accounting Policies

A. Reporting Entity

Chapter 99, NH Laws of 1933, codified as RSAs 175 through 180, established the New Hampshire Liquor Commission (the Liquor Commission). The Liquor Commission is comprised of a Commissioner, who is known as the Chairman of the Liquor Commission and a Deputy Commissioner. The Commissioner is appointed by the Governor with the consent of the Council and the Deputy Commissioner is nominated by the Commissioner and appointed by the Governor with the consent of the Council. The Chairman and the Deputy Commissioner are appointed to four-year terms. Pursuant to RSA 176:3, the Liquor Commission's primary duties are to optimize profitability, maintain proper controls, assume responsibility for effective and efficient operations, and provide service to customers. The Liquor Commission is organized into three divisions: (1) Division of Enforcement and Licensing; (2) Division of Marketing, Merchandising, and Warehousing; and (3) Division of Administration.

In addition to liquor sales, the Liquor Commission collects license fees on the manufacture, sale, transportation, and warehousing of alcoholic beverages and taxes on beer sold by wholesale distributors and beverage manufacturers to retailers in New Hampshire. The Liquor Commission is also statutorily required to enforce the laws and regulations governing the purchase, consumption, and maintenance of proper control over alcoholic beverages through the State of New Hampshire, in addition to monitoring youth access to tobacco products.

As of June 30, 2020 the Liquor Commission processed wholesale and retail sales from seventy-eight owned and leased retail stores and owned one warehouse and contracted one warehouse.

For financial reporting purposes, the Liquor Commission is considered a department of the State of New Hampshire. The financial activity of the Liquor Commission is reported as an enterprise fund of the State of New Hampshire and is included in the Comprehensive Annual Financial Report of the State. The State of New Hampshire's Comprehensive Annual Financial Report can be accessed online at: <https://das.nh.gov/accounting/reports.asp>

The Liquor Commission's financial statements include all financial activity of the Liquor Commission in a separate enterprise fund and do not include any activity related to any other State agency or fund. The financial statements represent the financial net position of only the Liquor Commission as of June 30, 2020 and the change in net position and the cash flows for the year then ended.

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

The accompanying financial statements of the Liquor Commission have been prepared in accordance with Generally Accepted Accounting Principles (GAAP) and as prescribed by Government Accounting Standards Board (GASB), which is the primary standard-setting body for establishing governmental accounting and financial reporting standards. The Liquor Commission accounts for the operations as a single enterprise fund and accordingly, uses the accrual basis of accounting. Under the accrual basis, revenues are recognized when earned and expenses are recognized when the related liability is incurred. The Liquor Commission's operations are accounted for using the economic resources measurement focus. With this measurement focus, all assets and liabilities associated with the operation of the Liquor Commission are included on the Statement of Net Position. The Statement of Revenues, Expenses, and Changes in Net Position presents increases (e.g. revenues) and decreases (e.g. expenses) in total net position. The Liquor Commission applies all applicable GASB pronouncements.

NOTE 1 – Summary of Significant Accounting Policies (continued)

C. Cash and Cash Equivalents

The majority of the Liquor Commission's cash is held by the State Treasurer in accounts that pool cash from multiple State agencies and funds. A portion of Commission cash in Treasury may be pooled for investment purposes in short-term (three months or less from date of purchase), highly liquid investments, which are considered to be cash equivalents and is not categorized as to credit risk. Cash equivalents are recorded at cost.

D. Receivables (Net of Allowance for Uncollectibles)

Receivables are reported at their net value and consist of amounts due at June 30, 2020. Receivables consist of amounts due from wholesale distributors and beverage manufacturers for taxes on the sale of alcoholic beverages of \$1.4 million and on-premise and off-premise licensees for stock purchased on fifteen day credit of \$4.5 million.

E. Inventories

Wine, spirit, and merchandise inventories are valued at the lower of cost (average cost method) or market. The Liquor Commission maintains the salable liquor inventory at three locations: the warehouse in Concord, at the contracted warehouse in Bow, and at the Liquor Commission's retail stores throughout the State.

F. Capital Assets

Capital assets, which include property and equipment, are reported at historical cost. Equipment is capitalized when the cost of individual items exceeds \$10,000, all other capital assets, except software, are capitalized when the cost of individual items or projects exceeds \$100,000. Software projects are capitalized when they exceed \$500,000. The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend asset lives are not capitalized. Capital assets are depreciated using the straight-line method over the estimated useful lives; equipment and software 5 years, building improvements 20 years and buildings 40 years. Salvage values are not recognized, as asset disposals are officially transferred to the New Hampshire Surplus Property program. Any income derived from surplus property sales is recorded as miscellaneous income when received. Losses on the disposal of surplus equipment are recorded at the time of disposal.

G. Accounts Payable

Accounts payable primarily consists of purchases of liquor inventory, liquor freight and general operating expenses incurred, but for which no actual payment has yet been issued as of June 30, 2020.

H. Accrued Payroll

The accrued payroll represents payroll and related benefit costs incurred through June 30th and paid in July 2020.

I. Due to Other State Agencies

Amounts due to other state agencies as of June 30, 2020 consist of \$17.7 million due to New Hampshire State Treasury as a result of temporary borrowing of cash from the State's available pooled cash; \$359,000 due to the Lottery Commission for lottery tickets sold at Liquor Stores; and \$192,000 due to the Department of Transportation for shared costs at the Hooksett rest area Welcome Centers.

NOTE 1 – Summary of Significant Accounting Policies (continued)

J. Unearned Revenue

The Liquor Commission receives cash from the sale of gift cards that allow the holder to redeem the cards for product at a future point in time. As of June 30, unearned revenue consist of gift card sales collected by the Liquor Commission that had not yet been redeemed.

K. Compensated Absences

The 374 full-time classified employees of the Liquor Commission accrue annual, compensatory, and sick leave at various rates within the limits prescribed by the collective bargaining agreement. In conformity with GASB Statement No. 16, the Liquor Commission accrues all types of leave benefits as earned by the classified employees. The compensated absences liability represents the total liability of the cumulative balance of employees' annual, bonus, compensatory, and sick leave based on years of service rendered along with the Liquor Commission's share of Social Security, Medicare, and retirement contributions. The current portion of the leave liability is calculated based on the characteristics of the type of leave and on a LIFO (last in first out) basis, which assumes employees use their most recent earned leave first. The accrued liability for annual leave does not exceed the maximum cumulative balance allowed, which ranges from thirty-two to fifty days based on years of service. The accrual for sick leave is made to the extent it is probable that the benefits will result in termination payments rather than be taken as absences due to illness. The liability for compensated balance is recorded on the accrual basis.

L. Postemployment Liabilities

The Liquor Commission participates in a defined benefit pension plan, the State of New Hampshire Retirement System (NHRS). The Liquor Commission also participates in a nonfunded other postemployment benefit (OPEB) plan referred to as the Non Trusted OPEB Plan. See footnote 7 for activity related to these plans.

For purposes of measuring the total/net Pension and OPEB liabilities, deferred outflows of resources and deferred inflows of resources related to these liabilities and related expenses, information about the fiduciary of the NHRS, and additions to/deductions from the fiduciary net position has been determined on the same basis as it is reported by NHRS and the State OPEB Plan. For this purpose, benefit payments are recognized when due and payable in accordance with the benefit terms, and investments are reported at fair value.

M. Deferred Outflows of Resources and Deferred Inflows of Resources

Deferred outflows of resources are defined as a consumption of net assets by the Liquor Commission that is applicable to a future reporting period. Deferred inflows of resources are defined as an acquisition of net assets by the Liquor Commission that is applicable to a future reporting period. Deferred outflows of resources increase net position, similar to assets, and deferred inflows of resources decrease net position, similar to liabilities.

N. Revenues and Expenses

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

Operating Revenues: The Liquor Commission controls the distribution of alcoholic beverages in the State through retail and wholesale sales from the seventy-seven retail stores located throughout the state, wholesale sales from the Liquor Commission warehouse in Concord and contracted warehouse in Bow, and through

NOTE 1 – Summary of Significant Accounting Policies (continued)

regulated direct deliveries of product from vendors to licensees.

Cost of Sales: The cost of sales includes the cost of products sold plus the cost of transporting the products for sale to retail stores.

Other Operating Expenses: Other operating expenses include expenses indirectly related to the purchase, sale, transportation, and warehousing of liquor inventory. These expenses are administrative in nature and consist primarily of administration, mainly employees' salaries and benefits, advertising, rent, utilities, and depreciation.

Non-operating Revenues: Non-operating revenues include income received from private distributors, retailers for permits and licenses to sell alcoholic beverages, and an additional fee on alcoholic beverages sold by wholesale distributors and beverage manufacturers.

Non-operating Expenses: Non-operating expenses include payments for interest paid on general obligation bonds issued which are restricted for capital improvements.

O. Budgetary Control and Reporting

As a department of the State of New Hampshire, the Liquor Commission is required to submit a biennial budget to the Governor of the State of New Hampshire where it is approved and further submitted to the Legislature for their approval. Approved biennial appropriations are provided in annual amounts. The Liquor Commission's official budget, as adopted by the Legislature, is prepared principally on a modified cash basis. Due to the nature of the Liquor Commission's activities, the majority of the costs of sales are not included in the State's biennial budget.

P. Use of Estimates

The preparation of these financial statements in conformity with generally accepted accounting principles (GAAP) required management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

Q. Net Position

The net position consists of the unrestricted net deficit and the net investment in capital assets. Net investment in capital assets is the combination of capital assets, net of accumulated depreciation, reduced by the outstanding balances of bonds and borrowing that are attributable to the acquisition, construction, or improvement of those assets and capital leases outstanding.

R. Adoption of New Accounting Pronouncements

During the fiscal year ended June 30, 2020, the Liquor Commission adopted the following new accounting standards issued by the Governmental Accounting Standards Board (GASB):

GASB No. 95, *Postponement of the Effective Dates of Certain Authoritative Guidance*, (GASB 95) addresses the temporary relief to governments and other stakeholders in the light of the COVID-19 pandemic by postponing the effective dates of certain GASB pronouncements that first became effective or are scheduled to become effective for periods beginning after June 25, 2018 and later. The effective dates for certain pronouncements are postponed by one year and GASB Statement 87 *Leases* is postponed by eighteen months. The primary government and component units have implemented GASB 95. As a result, the implementation of GASB No. 84 *Fiduciary Activities* and GASB No. 90 *Majority Equity Interests - an amendment of GASB Statements No. 14 and No. 61* have been postponed for one year.

NOTE 2 – Cash & Cash Equivalents

The Commission's reported \$0 cash position at June 30, 2020 was supported by \$17.7 million of temporary borrowing from available cash balances of other funds in the State's Treasury. As the Liquor Commission's reported cash balance was \$0, the Liquor Commission has no deposit or custodial credit risks at June 30, 2020.

The State Treasury pools cash except for separate cash and investment accounts maintained in accordance with legal restrictions. The State Liquor Commission's equity share of the total pooled cash and investments and restricted assets is included on the Statement of Net Position under the captions "Cash and Cash Equivalents".

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

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

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

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

All deposits at FDIC-insured depository institutions (including noninterest bearing accounts) are insured by the FDIC up to the standard maximum amount of \$250,000 for each deposit insurance ownership category.

Whereas all payments made to the state are to be in US currency, foreign currency risk is essentially non-existent on Liquor Commission deposits.

NOTE 3 – Capital Assets

A summary of capital asset balances, which include the ten State-owned stores, the Concord warehouse, headquarters, and capital leases as of June 30, 2020, is presented below (in thousands):

	July 1, 2019				June 30, 2020	
	Balance	Additions	Disposal	Transfers	Balance	
Capital Assets Not Being Depreciated:						
Land	\$ 2,002	\$ -	\$ (18)	\$ -	\$ 1,984	
Construction in Progress	3,248	26	-	(3,168)	106	
Software in Progress	10,279	1,397	(22)	2,811	14,465	
Capital Assets Being Depreciated:						
Land Improvements	719	45	(21)	-	743	
Buildings	32,454	2	(68)	-	32,388	
Building Improvements	8,397	261	(2)	9	8,665	
Leasehold Improvements	6,553	990	(151)	551	7,943	
Equipment	12,381	318	(1,572)	(203)	10,924	
Total Capital Assets	76,033	3,039	(1,854)	-	77,218	
Less: Accumulated Depreciation	(24,223)	(2,322)	1,005	-	(25,540)	
Net Capital Assets	\$ 51,810	\$ 717	\$ (849)	\$ -	\$ 51,678	

NOTE 4 – Noncurrent Liabilities

Changes in Noncurrent Liabilities: A summary of general obligation bonds payable, capital leases, net pension liability, postemployment benefits payable, compensated absences, and uninsured claims activity for the year ended June 30, 2020 is presented below (in thousands):

	July 1, 2019			June 30, 2020		
	Balance	Increases	Decreases	Balance	Current	Long-Term
General Obligation Bonds Payable	\$ 36,058	\$ 5,294	\$ (2,762)	\$ 38,590	\$ 3,078	\$ 35,512
Capital Leases	183	-	(90)	93	93	-
Uninsured Claims & Compensated Absences Payable	4,707	580	-	5,287	846	4,441
Other Postemployment Benefits	53,078	570	(3,914)	49,734	-	49,734
Net Pension Liability	22,984	3,411	(2,931)	23,464	-	23,464
Total	\$ 117,010	\$ 9,855	\$ (9,697)	\$ 117,168	\$ 4,017	\$ 113,151

NOTE 5 – Bonds Payable

Bonds Authorized and Unissued:

Bonds authorized and unissued amounted to \$20.8 million as of June 30, 2020. The proceeds of the bonds are restricted for completion of the new Portsmouth liquor store, headquarters' roof & parking lot, new signage at various outlet locations, Commission-wide point-of-sale and back office system replacement, video in-store security enhancements and new North and South Hampton stores.

Bond Issues:

On March 5, 2020, the State issued \$80.2 million of general obligation capital improvement bonds. This bond issue allotted \$5.3 million to the Liquor commission for projects that include the new Portsmouth store, point-of-sale and back office system, headquarters renovation, signage at various outlet stores, and video in-store security enhancements. As of June 30, 2020, the remaining principal balance of this bond is \$5.3 million.

On December 18, 2018, the State issued \$63.4 million of general obligation capital improvement bonds. This bond issue allotted \$10.6 million to the Liquor commission for projects that include the new Portsmouth store, point-of-sale and back office system, headquarters renovation, signage at various outlet stores, and video in-store security enhancements. As of June 30, 2020, the remaining principal balance of this bond is \$10.0 million.

On December 20, 2017, the State issued \$66.5 million of general obligation capital improvement bonds. This bond issue allotted \$9.4 million to the Liquor commission for projects that includes software upgrade, renovation of headquarters, video in-store security enhancements and new stores. As of June 30, 2020, the remaining principal balance of this bond is \$8.3 million.

On November 30, 2016, the State issued \$50.9 million of general obligation refunding bonds. This bond refunding allotted \$522 thousand to the Liquor Commission. As of June 30, 2020, the remaining principal balance of this bond is \$0.2 million.

On November 30, 2016, the State issued \$63.4 million general obligation capital improvement bonds. This bond issue allotted \$6 million to the Liquor Commission for a new Commission-wide point-of-sale and general ledger system, new store locations, video in-store security enhancements, renovating for new office space, and a new roof at the Commission Headquarters. As of June 30, 2020, the remaining principal balance of this bond is \$4.8 million.

On December 11, 2014, the State issued \$55 million of general obligation capital improvement bonds. This bond issue allotted \$5 million to the Liquor Commission for the construction and repair of liquor stores located in Hooksett and upgrade on computer software for credit card processing. As of June 30, 2020, the remaining principal balance of this bond is \$3.5 million.

On November 14, 2012, the State issued \$90 million of general obligation capital improvement bonds. This bond issue allotted \$8.5 million to the Liquor Commission for the construction and repair of liquor stores located in Nashua, Hooksett, Portsmouth, West Chester, and North Hampton. As of June 30, 2020, the remaining principal balance of this bond is \$4.6 million.

On October 27, 2011, the State issued \$100 million of general obligation capital improvement bonds. The bond issue included \$4.1 million for the construction and repair of liquor stores located in Nashua and Hampton. The bond liability was transferred from the State's General Fund to the Liquor Fund during fiscal year 2013. As of June 30, 2020, the remaining principal balance of this bond is \$1.9 million.

NOTE 5 – Bonds Payable (continued)

Bonds Payable Maturity: Bonds issued by the State Treasury on behalf of the Liquor Commission are general obligation bonds, which are backed by the full faith and credit of the State. Interest rates on these issues range from 2.0% to 9.5%. The anticipated source of repayment of these is Liquor Commission funds and the annual maturities are as follows (in thousands):

Payable June 30	DEBT SERVICE		
	Principal	Interest	Total
2021	\$ 3,078	\$ 1,641	\$ 4,719
2022	2,974	1,493	4,467
2023	2,770	1,345	4,115
2024	2,455	1,219	3,674
2025	2,760	1,097	3,857
2026-2030	11,972	3,742	15,714
2031-2035	8,459	1,549	10,008
2036-2040	4,122	309	4,431
Total	\$ 38,590	\$ 12,395	\$ 50,985

NOTE 6 – Risk Management Insurance

The Liquor Commission is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters.

Principle of self-insurance

As a general operating rule, the State self-insures against all damages, losses and expenses except to the extent that provisions of law require the purchase of commercial insurance or a risk assessment has indicated that commercial insurance is economical and beneficial for the State or the general public. In such instances, the State may elect to purchase commercial insurance. There are approximately 26 such commercial insurance programs in effect. These include, but are not exclusive to, State owned real property insurance, fleet automobile liability, inland marine insurance, foster parent liability, ski area liability for Cannon Mountain, data security and privacy liability insurance, and a fidelity and faithful performance bond.

Employee and Retiree Health Benefits

During fiscal year 2004, the State established an Employee Benefit Risk Management Fund (The Fund), an internal service fund, to account for its uninsured risks of loss related to employee and retiree health benefits. Currently, the State retains all of the risk associated with these benefits, and utilizes an actuarially-established IBNR (incurred but not reported) claims reserve. In addition, state law requires The Fund to maintain a reserve in the amount of at least 3% of estimated annual self-funded claims and administrative costs, for unexpected costs. Health and Dental Plan Rates are established annually, by actuaries, based on an analysis of past claims, State and other medical trends, and annual projected plan claims and administrative expenses.

NOTE 6 – Risk Management Insurance (continued)

The process used in estimating claim liabilities may not result in an exact payout amount due to variables such as medical inflation, or changes in law, enrollment or plan design.

Workers Compensation

Since February 2003, the State has been self-insured for its workers compensation exposures, retaining all of the risk associated with workers compensation claims. The State utilizes an actuarial study that provides an annual estimate of the outstanding liabilities for the prior years' claims. The study also contains assumptions about loss development patterns, trends and other claim projections based upon the State's historical loss experience.

The following table presents the changes in the Liquor Commission's claim liabilities during the fiscal years ending June 30, 2019 and 2020 (in thousands):

June 30, 2018			June 30, 2019			June 30, 2020		
Balance	Increases	Decreases	Balance	Increases	Decreases	Balance	Current	Noncurrent
\$ 1,993	\$ 869	\$ (377)	\$ 2,485	\$ 970	\$ (510)	\$ 2,945	\$ 612	\$ 2,333

NOTE 7 – Employee Benefits Plan

New Hampshire Retirement System

Plan Description: The New Hampshire Retirement System is the administrator of a cost-sharing multiple-employer Public Employee Retirement System (NHRS) established in 1967 by RSA 100-A:2 and is qualified as a tax-exempt organization under Sections 401 (a) and 501 (a) of the Internal Revenue Code. NHRS is a contributory defined-benefit plan providing service, disability, death, and vested retirement benefits to members and beneficiaries. NHRS covers substantially all full-time State employees, public school teachers and administrators, permanent firefighters, and police officers within the State of New Hampshire. Full-time employees of political subdivisions, including counties, municipalities, and school districts, are also eligible to participate as a group if the governing body of the political subdivision has elected participation. NHRS is divided into two membership groups. Group I consists of State and local employees and teachers. Group II consists of firefighters and police officers. All assets are in a single trust and are available to pay retirement benefits to its members and beneficiaries.

Group I members at age 60 (age 65 for members beginning service on or after July 1, 2011) qualify for a normal service retirement allowance based on years of creditable service and average final compensation (AFC). The yearly pension amount is 1/60 (1.667%) of average final compensation multiplied by years of creditable service (1/66 of AFC times creditable service for members beginning service on or after July 1, 2011). AFC is defined as the average of the three highest salary years for members vested as of January 1, 2012 and five years for members not vested as of January 1, 2012. At age 65, the yearly pension amount is recalculated at 1/66 (1.515%) of AFC multiplied by years of creditable service.

Members in service with 10 or more years creditable service who are between age 50 and 60 or members in service with at least 20 or more years of service, whose combination of age and service is 70 or more, are entitled to a retirement allowance with appropriate graduated reduction based on years of creditable service.

Group II members who are age 60, or members who are at least age 45 with a minimum of 20 years of creditable service (age 50 with a minimum of 25 years of creditable service or age 60 for members beginning

NOTE 7 – Employee Benefits Plan (continued)

service on or after July 1, 2011) can receive a retirement allowance at a rate of 2.5% of AFC for each year of service not to exceed 40 years (2% of AFC times creditable service up to 42.5 years for members beginning service on or after July 1, 2011). A member who began service on or after July 1, 2011 shall not receive a service retirement allowance until attaining age 52.5, but may receive a reduced allowance after age 50 if the member has at least 25 years of creditable service. However, the allowance will be reduced by $\frac{1}{4}$ of one percent for each month prior to age 52.5 that the member receives the allowance.

Group II members hired prior to July 1, 2011 who have non-vested status as of January 1, 2012 are subject to graduated transition provisions for years of service required for regular service retirement, the minimum age for service retirement, and the multiplier used to calculate the retirement annuity, which shall be applicable on January 1, 2012.

Members of both groups may qualify for vested deferred allowances, disability allowances, and death benefit allowances subject to meeting various eligibility requirements. Benefits are based on AFC or earnable compensation, service, or both.

Pursuant to RSA 100-A:52, RSA 100-A:52-a and RSA 100-A:52-b, NHRS also provides a postretirement medical premium subsidy for Group I employees and teachers and Group II police officers and firefighters.

NHRS issues publicly available financial reports that can be obtained by writing to them at 54 Regional Drive, Concord NH 03301-8507, or from their website at <http://www.nhrs.org>

Funding Policy: NHRS is financed by contributions from the members, the State and local employers, and investment earnings. By statute, Group I members contributed 7.0% of gross earnings. Group II firefighter members contributed 11.80% of gross earnings and Group II police officers contributed 11.55% of gross earnings. Employers contributions required to cover that amount of cost not met by the members' contributions are determined by a biennial actuarial valuation by The Plan's actuary using the entry age normal funding method and are expressed as a percentage of gross payroll.

The Liquor Commission's required and actual contributions to NHRS for the year ending June 30, 2020 was \$2.4 million, no change from June 30, 2019. Included in these contributions for fiscal year 2020 is an amount of postemployment benefits of \$226 thousand, down from \$228 thousand in fiscal year 2019. The Liquor Commission's payments for normal contribution costs for fiscal year 2020 amounted to 11.93% and 28.43% of the covered payroll for its Group I employees and Group II law enforcement officers, respectively, which included 1.05% and 3.66% for postemployment benefits, respectively.

Pension Liabilities, Pension Expense, and Deferred Outflows of Resources and Deferred Inflows of Resources Related to Pensions: As of June 30, 2020, the Liquor Commission reported a liability of \$23.5 million for its proportionate share of the net pension liability of the Plan. This net pension liability was measured as of June 30, 2019, and the total pension liability used to calculate the net pension liability was determined by an actuarial valuation as of June 30, 2018, with update procedures used to roll the total pension liability forward to June 30, 2019. The State's proportion of the net pension liability was based on the State's share of contributions to the Plan relative to the contributions of all participating employers, actuarially determined. The Liquor Commission's net pension liability and pension expense, along with related deferred outflows of resources and deferred inflows of resources was calculated using an allocated proportion among the State's governmental and business-type activities (2.5945%), based on percentage of pension plan contributions. For the year ended June 30, 2020, the Liquor Commission recognized pension expense of \$2.749 million.

NOTE 7 – Employee Benefits Plan (continued)

As of June 30, 2020, the Liquor Commission reported deferred outflows and inflows of resources relating to pensions from the following sources (in thousands):

	Deferred Outflows of Resources	Deferred Inflows of Resources
Net difference between projected and actual earnings on pension plan investments	\$ -	\$ (192)
Differences between expected and actual experience	130	(504)
Change in actuarial assumptions	842	-
Changes in employer proportion	555	(1,103)
Change in employer proportion (entity)	244	(264)
Contributions subsequent to the measurement date	2,165	-
Total	\$ 3,936	\$ (2,063)

Amounts reported as deferred outflows of resources related to pensions resulting from employer contributions subsequent to the measurement date will be recognized as a reduction of the net pension liability in the year ended June 30, 2021. Other amounts reported as deferred outflows and inflows of resources related to pensions will be recognized in pension expense as follows (in thousands):

Year ended June 30	Amount
2021	\$ 553
2022	(726)
2023	(251)
2024	132
2025	-
Total	\$ (292)

Actuarial Assumptions. The Plan total pension liability, measured as of June 30, 2019, was determined by a roll forward of the actuarial valuation as of June 30, 2018, using the following actuarial assumptions:

Inflation	2.5%
Salary increases	5.6% average, including inflation
Wage inflation	3.25%
Investment rate of return	7.25%, net of pension plan investment expense, including inflation

Mortality rates were based on the RP-2014 employee generational mortality tables for males and females with credibility adjustments, adjusted for fully generational mortality improvements using Scale MP-2015, based on the last experience study.

The actuarial assumptions used in the June 30, 2018 valuation were based on the results of the most recent actuarial experience study, which was for the period July 1, 2010 - June 30, 2015.

NOTE 7 – Employee Benefits Plan (continued)

Long-Term Rates of Return. The long-term expected rate of return on pension plan investments was selected from a best estimate range determined using the building block approach. Under this method, an expected future real return range is calculated separately for each asset class. These ranges are combined to produce the long-term expected rate of return by weighting the expected future real rates of return net of investment expenses by the target asset allocation percentage and by adding expected inflation. Following is a table presenting target allocations and long-term rates of return for 2019:

Asset Class	Target Allocation	Weighted Average Long-Term Expected Geometric Rate of Return
Large Cap Equities	22.50%	4.25%
Small/Mid Cap Equities	7.50%	4.50%
Total Domestic Equity	30.00%	
International Equities (unhedged)	13.00%	4.50%
Emerging International Equities	7.00%	6.00%
Total International Equity	20.00%	
Core Bonds	9.00%	1.12%
Global Multi-Sector Fixed Income	10.00%	2.46%
Absolute Return Fixed Income	6.00%	1.50%
Total Fixed Income	25.00%	
Private Equity	10.00%	7.90%
Private Debt	5.00%	4.86%
Total Alternative Investments	15.00%	
Real Estate	10.00%	3.00%
Total Real Estate Investments	10.00%	
Total	100.00%	

Discount Rate. The discount rate used to measure the collective total pension liability was 7.25%. The projection of cash flows used to determine the discount rate assumed that plan member contributions will be made at the current contribution rate and that employer contributions will be made at rates equal to the difference between actuarially determined contribution rates and the member rate. For purposes of the projection, member contributions and employer service cost contributions are determined based on the expected payroll of current members only. Employer contributions are determined based on the Plan's actuarial funding policy and as required by RSA 100-A:16. Based on those assumptions, the Plan's fiduciary net position was projected to be available to make all projected future benefit payments to current plan members. Therefore, the long-term expected rate of return on pension plan investments was applied to all periods of projected benefit payments to determine total pension liability.

NOTE 7 – Employee Benefits Plan (continued)

The following table illustrates the sensitivity of the Liquor Commission’s proportionate share of the Plan’s net pension liability to changes in the discount rate. In particular, the table presents the Liquor Commission’s proportionate share of the Plan’s net pension liability measured at June 30, 2019 assuming it was calculated using a single discount rate that is one-percentage-point lower or one-percentage-point higher than the single discount rate (in thousands):

Fiscal year ended	1% Decrease to 6.25%	Current single rate assumption 7.25%	1% Increase to 8.25%
June 30, 2020	\$ 31,419	\$ 23,464	\$ 16,889

Non Trusted Other Postemployment Benefit Plan (OPEB)

Plan Description: RSA 21-I:30 specifies that the State provide certain health care benefits for retired employees and their spouses through a single employer (primary government with component units) defined post employment benefit plan. These benefits include group hospitalization, hospital medical care, surgical care and other medical care. Substantially all of the State’s employees who were hired on or before June 30, 2003 and have 10 years of service, may become eligible for these benefits if they reach normal retirement age while working for the State and receive their pensions on a periodic basis rather than a lump sum. During fiscal year 2004, legislation was passed that requires State Group I employees hired on or after July 1, 2003 to have 20 years of state service in order to qualify for health benefits. During fiscal year 2011, legislation was passed that requires Group II employees to have 20 years of State service to qualify for retiree health benefits. Additionally, during fiscal year 2012, legislation was passed requiring Group I employees hired after July 1, 2011 to have 25 years of state service and increased the normal retirement age for Group I and Group II employees hired after July 1, 2011. These and similar benefits for active employees and retirees are authorized by RSA 21-I:30 and provided through the Employee and Retiree Benefit Risk Management Fund (Fund), a single-employer group health fund, which is the state’s self-insurance internal service fund implemented in October 2003 for active state employees and retirees. The Fund covers the cost of medical and prescription drug claims by charging actuarially developed working rates to State agencies for participating employees, retirees and eligible spouses. An additional major source of funding for retiree benefits is from the NHRS medical subsidy payment. No assets are accumulated in a trust that meets the criteria in paragraph 4 of Statement 75.

Total OPEB Liability

The Liquor Commission’s proportionate share of the State’s Total OPEB liability of \$49.7 million was measured as of June 30, 2019, and was determined by an actuarial valuation as of December 31, 2018, adjusted forward. The Liquor Commission’s proportionate share of the State’s Total OPEB liability is the ratio attributable to each fund/component unit based on each participant’s calculated liability. As of the measurement date, the Liquor Commission’s proportion was 2.77%, which was a decrease of .01 basis points from its proportion measured as of the previous measurement date. The OPEB expense for FY20 is a negative \$2.4 million.

NOTE 7 – Employee Benefits Plan (continued)

Actuarial Assumptions and other inputs: The total OPEB liability as of June 30, 2019 was measured by an actuarial valuation as of December 31, 2018 using the following actuarial assumptions and other inputs, applied to all periods included in the measurement, unless otherwise specified:

Wage Inflation	3.25%
Salary increases	Group I employees: 13.25% decreasing over 9 years to an ultimate level of 3.75% Group II employees: 25.25% decreasing over 8 years to an ultimate level of 4.25%
Discount rate	3.50% as of June 30, 2019 and 3.87% as of June 30, 2018
Healthcare cost trend rates	<i>Medical:</i> Non-Medicare: 6.0% decreasing by 0.25% each year to an ultimate level of 4.5% per year Medicare: -12.2% for one year then 4.5% per year <i>Prescription Drug:</i> Non-Medicare: 8.0% decreasing by 0.25% each year to an ultimate level of 4.5% per year Medicare: 7.0% decreasing by 0.25% each year to an ultimate level of 4.5% per year
Retiree's share of benefit - related costs	Contributions: Retiree contributions are expected to increase with a blended medical and prescription drug trend. Because the January 1, 2019 Non-Medicare working rates were temporarily reduced to spend down reserves, an additional adjustment was applied in the first year to bring the rates back to the unsubsidized level. *First-year Medicare medical trend reflects known Medicare Advantage rate guarantees through 2020.

Because the plan is not funded, the discount rate was based on the yield or index rate for 20-year, tax exempt general obligation municipal bonds with an average rate of AA/Aa or higher as shown in the Bond Buyer 20-Bond General Obligation Index (3.87% as of June 30, 2018 and 3.50% as of June 30, 2019). This determination is in accordance with GASB Statement No 75.

Mortality rates were based on RP-2014 Healthy Annuitant Mortality Table projected generationally for males and females with Scale MP-2015. The assumptions used in the December 31, 2018 valuation were based on the results of an actuarial study by New Hampshire Retirement System for the period July 1, 2010 through June 30, 2015.

Changes in assumptions reflect trend assumption revisions to reflect current experience and future expectations.

NOTE 7 – Employee Benefits Plan (continued)

Sensitivity of the Total OPEB liability to changes in the discount rate:

The following presents sensitivity of the Liquor Commission’s proportionate share of the Total OPEB liability to changes in the discount rate. In particular, the table presents the Liquor Commission’s proportionate share of the Total OPEB liability measured at June 30, 2019 if it were calculated using a discount rate that is one-percentage-point lower or one-percentage-point higher than the current discount rate (in millions):

1% Decrease to 2.50%	Current Discount Rate 3.50%	1% Increase to 4.50%
\$ 58.1	\$ 49.7	\$ 43.0

Sensitivity of the Total OPEB liability to changes in the healthcare cost trend rates:

The following presents sensitivity of the Liquor Commission’s proportionate share of the total OPEB liability to changes in the healthcare cost trend rates. In particular, the table presents the Liquor Commission’s proportionate share of the Total OPEB liability measured at June 30, 2019, if it were calculated using healthcare cost trend rates that are one-percentage-point lower or one-percentage-point higher than the current healthcare trend cost rates (in millions):

1% Decrease	Current Trend Rate	1% Increase
\$ 41.5	\$ 49.7	\$ 60.4

OPEB Expense and Deferred Outflows of Resources and Deferred Inflows of Resources Related to OPEB

For the year ended June 30, 2020, the Liquor Commission recognized OPEB expense of negative \$2.4 million. As of June 30, 2020, the Liquor Commission reported \$1.2 million from deferred outflow and \$21.4 million from deferred inflows of resources related to OPEB, from the following sources (in thousands):

	Deferred Outflows of Resources	Deferred Inflows of Resources
Difference between expected and actual experience	\$ -	\$ (797)
Changes in assumptions	-	(19,355)
Changes in employer proportion	-	(1,275)
Contributions subsequent to the measurement date	1,234	-
Total	\$ 1,234	\$ (21,427)

NOTE 7 – Employee Benefits Plan (continued)

Amounts reported as deferred outflows of resources related to OPEB resulting from employer contributions subsequent to the measurement date will be recognized as a reduction of the total OPEB liability in the year ended June 30, 2020. Remaining amounts reported as deferred outflows of resources and deferred inflows of resources related to OPEB will be recognized in OPEB expense as follows (in thousands):

Year ended June 30	Amount
2021	(6,330)
2022	(6,330)
2023	(6,330)
2024	(2,437)
Total	<u>\$ (21,427)</u>

NOTE 8 – Deferred Outflows of Resources and Deferred Inflows of Resources

The components of deferred outflows and inflows of resources at June 30 are as follows (in thousands):

	<u>2020</u>
Deferred outflows of resources:	
New Hampshire Retirement System Pension	\$ 3,936
Non Trusted OPEB Plan	1,234
Total deferred outflows of resources	<u>\$ 5,170</u>
 Deferred inflows of resources:	
New Hampshire Retirement System Pension	\$ (2,063)
Non Trusted OPEB Plan	(21,427)
Total deferred inflows of resources	<u>\$ (23,490)</u>

NOTE 9 – Leases

Operating Leases

The Liquor Commission has lease commitments for space requirements which are accounted for as operating leases. These leases, subject to continuing appropriation, extend forward a number of years and may contain renewal options. Rent expenses for fiscal year 2020 were approximately \$8.9 million.

NOTE 9 – Leases (continued)

The following is a schedule of future minimum rental payments required under operating leases that have initial or remaining lease terms in excess of one year as of June 30, 2020 (in thousands):

Fiscal Year	Lease Payments
2021	\$ 7,354
2022	7,508
2023	7,288
2024	6,746
2025	6,063
2026-2030	14,990
2031-2035	8,769
2036-2040	5,818
2041-2043	43
Total	<u>\$ 64,579</u>

Capital Leases

The Liquor Commission entered into a lease agreement for retail space in Peterborough, NH, for the period May 1, 2011 to April 30, 2021. This lease agreement qualifies as a capital lease for accounting purposes and, therefore, has been recorded at the present value of the future minimum lease payments.

The future minimum lease obligation and the net present value of minimum lease payments as of June 30, 2020 are as follows (in thousands):

Fiscal Year	Store Lease
2021	<u>\$ 104</u>
Total	104
Amount Representing Interest	(11)
Present Value of Future Minimum Lease Payments	<u>\$ 93</u>

Capital leases included in capital assets at June 30, 2020 include the following (in thousands):

Buildings and Building Improvements	\$ 1,571
Less: Accumulated Depreciation	<u>(1,399)</u>
Net	<u>\$ 172</u>

NOTE 10 – Sales Revenue

Sales revenue is reported net of discounts and bank and credit card fees. For the fiscal year-ended June 30, 2020 the Commission's reported operating revenues of \$739.6 million were net of \$26.0 million of discounts, bank fees, and credit card fees.

NOTE 11 – Subsequent Event

General Obligation Capital Improvement Bonds:

The State issued \$47.2 million General Obligation Capital Improvement Bonds 2020 Series C of which \$1.7 million is for Liquor Commission projects. The competitive sale which was priced on December 15, 2020 is expected to close December 22, 2020. This sales resulted in an overall true-interest (TIC) to the Sate of 1.59% with coupons ranging from 1.00% to 5.00% and with final maturity of December 1, 2040. The Liquor Commission projects include NextGen Commission-wide new point of sale and back office system replacement, final expense for new store at the Portsmouth traffic circle, roof replacement at headquarters, new outlet signage at various stores and the start of new stores in Hampton.

REQUIRED SUPPLEMENTARY INFORMATION (Unaudited)

Required Supplementary Information (Unaudited)							
INFORMATION ABOUT THE NEW HAMPSHIRE RETIREMENT SYSTEM PLAN							
Schedule of the Liquor Commission's Proportionate Share of the Net Pension Liability							
(dollars in thousands)	June 30,						
	2020	2019	2018	2017	2016	2015	
Liquor's Proportion of the Net Pension Liability	0.49%	0.48%	0.52%	0.52%	0.51%	0.50%	
Liquor's Proportionate Share of the Net Pension Liability	\$ 23,464	\$ 22,984	\$ 25,425	\$ 27,540	\$ 20,141	\$ 18,641	
Liquor's Covered-Employee Payroll	\$ 16,117	\$ 15,585	\$ 15,314	\$ 14,959	\$ 14,305	\$ 13,513	
Liquor's Proportionate Share of the Net Pension Liability as Percentage of its Covered-Employee Payroll	145.59%	147.48%	166.02%	184.10%	140.80%	137.95%	
NHRS Fiduciary Net Position as a Percentage of the Total Pension Liability	65.59%	64.73%	62.66%	58.30%	65.47%	66.32%	
<p>Note: The amounts presented were determined as of and for the measurement periods ended June 30, 2019, 2018, 2017, 2016, 2015, 2014</p> <p>Schedule is intended to show 10 years. Additional years will be added as they become available.</p>							
Schedule of Liquor Commission's Contributions							
(dollars in thousands)	June 30,						
	2020	2019	2018	2017	2016	2015	2014
Required Liquor Contribution	\$ 2,165	\$ 2,140	\$ 2,030	\$ 1,890	\$ 1,850	\$ 1,700	\$ 1,612
Actual Liquor Contributions	\$ 2,165	\$ 2,140	\$ 2,030	\$ 1,890	\$ 1,850	\$ 1,700	\$ 1,612
Excess/(Deficiency) of Liquor Contributions	-	-	-	-	-	-	-
Liquor's Covered-Employee Payroll	\$ 16,554	\$ 16,097	\$ 15,676	\$ 15,628	\$ 14,281	\$ 14,252	\$ 13,513
Liquor Contribution as a Percentage of its Covered-Employee Payroll	13.08%	13.29%	12.95%	12.09%	12.95%	11.93%	11.93%
<p>Schedule is intended to show 10 years. Additional years will be added as they become available.</p>							

See Accompanying Independent Auditor's Report

REQUIRED SUPPLEMENTARY INFORMATION (Unaudited)

Required Supplementary Information (Unaudited)				
INFORMATION ABOUT OTHER POSTEMPLOYMENT BENEFITS (OPEB)				
<u>Schedule of the Liquor Commission's Proportionate Share of the Total OPEB Liability</u>				
(dollars in thousands)	June 30,			
	2020	2019	2018	2017
Liquor's Proportion of the total OPEB Liability	2.77%	2.78%	2.82%	2.86%
Liquor's Proportionate Share of the total OPEB Liability	\$ 49,734	\$ 53,078	\$ 62,905	\$ 82,149
Liquor's Covered-Employee Payroll	\$ 16,117	\$ 15,585	\$ 15,314	\$ 14,959
Liquor's Proportionate Share of the total OPEB Liability as a				
Percentage of its Covered-Employee Payroll	308.58%	340.58%	410.77%	549.16%
<i>Schedule is intended to show 10 years. Additional years will be added as they become available.</i>				

Notes to the Required Supplementary Information OPEB:

There are no assets accumulated in a trust that meets the criteria in paragraph 4 to pay related benefits.

Changes in assumptions include a recalculation of per capita health costs and administrative expenses based on more recent data, updated health cost trends to better reflect experience and future expectations, a revision of the excise tax on high cost health plans beginning in 2022 projection, lowered marriage assumption for future retirees from 75% to 70%, as well as, changes in the discount rate used in each period. The following are the discount rates used in each period:

2019	3.50%
2018	3.87%
2017	3.58%
2016	2.85%

Note: The amounts presented were determined as of and for the measurement periods ended June 30, 2018, 2017, and 2016.

Changes in Plan Provisions: There were no changes in plan provisions.

See Accompanying Independent Auditor's Report

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STATISTICAL SECTION



*A Look Back at the
Pioneering Personalities
That Have Shared Their
Knowledge and Passion,
and a Look Forward at
What's to Come*

LIVE FREE OR DIE

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NEW HAMPSHIRE LIQUOR COMMISSION

STATEMENT OF NET POSITION

JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

(Expressed in thousands)

	June 30, 2020	June 30, 2019	Comparative Increase / (Decrease)	
			\$	%
ASSETS:				
CURRENT ASSETS				
Cash	\$ -	\$ -	\$ -	\$ -
Receivables (Net of Allowances for Uncollectibles)	5,920	6,390	(470)	(7.36)
Due from Other State Agencies	71	47	24	51.06
Inventories	88,846	85,768	3,078	3.59
Total Current Assets	94,837	92,205	2,632	2.85
NONCURRENT ASSETS				
Land and Land Improvements	2,727	2,721	6	0.22
Buildings and Building Improvements	41,053	40,851	202	0.49
Construction in Progress	106	3,248	(3,142)	(96.74)
Leasehold Improvements	7,943	6,553	1,390	21.21
Software in Progress	14,465	10,279	4,186	40.72
Equipment	10,924	12,381	(1,457)	(11.77)
Less Accumulated Depreciation	(25,540)	(24,223)	(1,317)	5.44
Net Capital Assets	51,678	51,810	(132)	(0.25)
Total Noncurrent Assets	51,678	51,810	(132)	(0.25)
TOTAL ASSETS	146,515	144,015	2,500	1.74
Deferred Outflows of Resources	5,170	6,147	(977)	(15.89)
LIABILITIES:				
CURRENT LIABILITIES				
Accounts Payable	64,463	76,731	(12,268)	(15.99)
Accrued Payroll	2,473	2,212	261	11.80
Due to Other State Agencies	18,259	3,644	14,615	401.07
Due to General Fund	2,132	2,106	26	0.00
Due to Capital Fund	655	3,879	(3,224)	(83.11)
Unearned Revenue	772	685	87	12.70
Bonds Payable	3,078	2,761	317	11.48
Accrued Interest Payable	152	170	(18)	(10.59)
Compensated Absences Payable & Uninsured Claims	846	534	312	58.43
Other Liabilities	93	90	3	3.33
Total Current Liabilities	92,923	92,812	111	0.12
NONCURRENT LIABILITIES				
Bonds Payable	35,512	33,297	2,215	6.65
Capital Leases	-	93	(93)	(100.00)
Compensated Absences Payable & Uninsured Claims	4,441	4,173	268	6.42
Net Pension Liability	23,464	22,984	480	2.09
Other Postemployment Benefits Payable	49,734	53,078	(3,344)	(6.30)
Total Noncurrent Liabilities	113,151	113,625	(474)	(0.42)
TOTAL LIABILITIES	206,074	206,437	(363)	(0.18)
Deferred Inflow of Resources	23,490	24,722	(1,232)	(4.98)
NET POSITION				
Net Investments in Capital Assets	12,339	11,690	649	5.55
Unrestricted Net Position (Deficit)	(90,218)	(92,687)	2,469	(2.66)
Total Net Position (Deficit)	\$ (77,879)	\$ (80,997)	\$ 3,118	(3.85)

NEW HAMPSHIRE LIQUOR COMMISSION

COMMONSIZE COMPARATIVE INCOME STATEMENT

FISCAL YEAR ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

	July 01, 2019 through June 30, 2020	July 01, 2018 through June 30, 2019	Commonsize		Comparative	
			%	%	Increase /	(Decrease)
			FY 20	FY 19	\$	%
SALES						
Sales - Retail	\$ 585,648,351	\$ 540,058,761	79.19	76.49	\$ 45,589,590	8.44
Sales - On-Premise	62,840,992	78,383,246	8.50	11.10	(15,542,254)	(19.83)
Sales - Off-Premise	113,981,668	108,522,052	15.41	15.37	5,459,616	5.03
Sales - Accessories	3,162,467	2,171,690	0.43	0.31	990,777	45.62
Total Sales	765,633,478	729,135,749	103.52	103.27	36,497,729	5.01
Credit Card Fees, Etc.	(26,042,365)	(23,058,453)	(3.52)	(3.27)	2,983,912	12.94
Net Sales	739,591,113	706,077,296	100.00	100.00	33,513,817	4.75
COST OF SALES						
Stock in Trade - Liquor	528,355,999	501,703,092	71.44	71.05	26,652,908	5.31
Merchandise	2,133,800	1,420,328	0.29	0.20	713,472	50.23
Transportation of Liquor	2,217,727	2,053,533	0.30	0.29	164,194	8.00
Shipping & Handling Fees	307,455	408,684	0.04	0.06	(101,229)	(24.77)
Bad Debt Expense	11,945	5,672	0.00	0.00	6,273	110.59
Total Cost of Sales	533,026,926	505,591,309	72.07	71.61	27,435,617	5.43
Gross Profit From Sales	206,564,187	200,485,987	27.93	28.39	6,078,200	3.03
OTHER REVENUES						
Licenses - Liquor*	3,437,764	5,069,555	0.46	0.72	(1,631,791)	(32.19)
Direct Shipping Permits	1,196,481	994,015	0.16	0.14	202,466	20.37
Grants	273,676	310,355	0.04	0.04	(36,679)	(11.82)
Lottery Income	533,429	598,896	0.07	0.08	(65,467)	(10.93)
Liquor Rep Fees	22,808	34,292	0.00	0.00	(11,484)	(33.49)
Check & Administrative Fines	40,467	45,821	0.01	0.01	(5,354)	(11.68)
ATM Transaction Fees	7,299	10,240	0.00	0.00	(2,941)	(28.72)
Processing/Investigation Fees	58,582	59,200	0.01	0.01	(618)	(1.04)
Wine Tax	290,841	297,936	0.04	0.04	(7,095)	(2.38)
Miscellaneous	207,741	129,704	0.03	0.02	78,037	60.17
Total Other Revenues	6,069,088	7,550,014	0.82	1.07	(1,480,926)	(19.61)
Total Gross Profit	\$ 212,633,275	\$ 208,036,001	28.75	29.46	\$ 4,597,274	2.21

* Decrease in Licenses - Liquor revenue is the result in NHLC's change in accounting policy to recognize Liquor License revenue when received rather than amortizing it monthly over a twelve-month period.

NEW HAMPSHIRE LIQUOR COMMISSION

COMMONSIZE COMPARATIVE INCOME STATEMENT

FISCAL YEAR ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

	July 01, 2019 through June 30, 2020	July 01, 2018 through June 30, 2019	Commonsize % FY 20	Commonsize % FY 19	Comparative Increase / (Decrease) \$	Comparative (Decrease) %
OPERATING EXPENSES						
Total Operating Expenses	\$ 65,354,169	\$ 57,231,483	8.84	8.11	\$ 8,122,686	14.19
Net Profit from Liquor Operations	147,279,106	150,804,518	19.91	21.36	(3,525,412)	(2.34)
Beer Taxes	13,175,694	12,835,984	1.78	1.82	339,710	2.65
Loss on Disposal of Capital Asset	(849,567)	(424,588)	(0.11)	(0.06)	(424,979)	100.08
Interest Expense	(1,504,906)	(1,190,137)	(0.20)	(0.17)	(314,769)	(26.45)
Total Net Profit	158,100,327	162,025,777	21.38	22.95	(3,925,450)	(2.42)
Distributions (Transfer) to State General Fund	(144,944,183)	(146,296,716)	(19.60)	(20.72)	1,352,533	0.92
Alcohol Abuse Prevention & Treatment Fund (RSA 176:16 III)	(10,037,800)	(8,422,059)	(1.36)	(1.19)	(1,615,741)	(19.18)
Change in Net Position	3,118,344	7,307,002	0.42	1.03	(4,188,658)	(57.31)
Net Position July 1	(80,996,873)	(88,303,875)	(10.95)	(12.51)	7,307,002	(8.27)
Net Position (Deficit) June 30	\$ (77,878,529)	\$ (80,996,873)	(10.53)	(11.47)	\$ 3,118,344	3.85

NEW HAMPSHIRE LIQUOR COMMISSION

FIVE YEAR COMPARATIVE INCOME STATEMENT

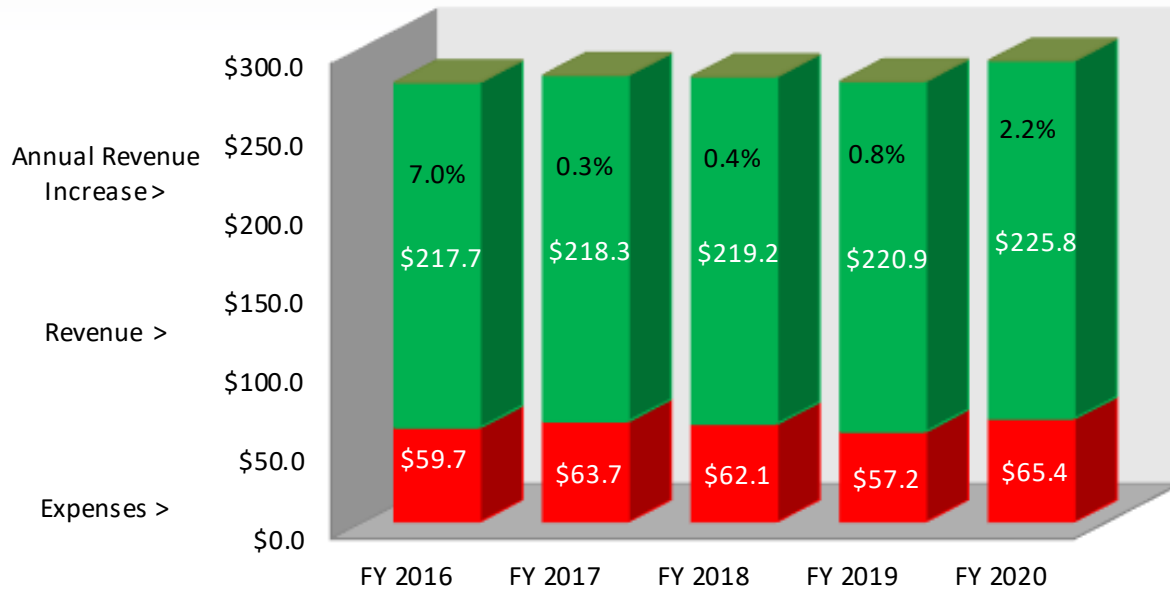
FY 2016 thru FY 2020 (unaudited)

(Expressed in thousands)

	FY 2020	FY 2019	FY 2018	FY 2017	FY 2016
<u>SALES</u>					
Sales - Retail	\$ 585,648	\$ 540,059	\$ 525,443	\$ 520,421	\$ 503,172
Sales - On-Premise	62,841	78,383	74,882	70,862	68,669
Sales - Off-Premise	113,982	108,522	110,037	109,383	108,926
Sales - Accessories	3,162	2,172	2,052	2,071	1,585
Total Sales	765,633	729,136	712,414	702,737	682,352
Less Discounts, CC fees, Etc	(26,042)	(23,059)	(20,560)	(17,904)	(16,651)
Net Sales	739,591	706,077	691,854	684,833	665,701
Cost of Goods Sold	533,027	505,591	491,098	484,835	470,704
Gross Profit from Sales	206,564	200,486	200,756	199,998	194,997
<u>OTHER REVENUES</u>					
Liquor and Wine Licenses	3,438	5,070	3,342	3,179	3,272
Liquor Rep Fees	23	34	21	24	22
Lottery Income	533	599	578	503	488
Grants	274	310	220	211	508
Miscellaneous	1,801	1,537	1,405	1,708	1,633
Total Other Revenues	6,069	7,550	5,566	5,625	5,923
Total Gross Profit	212,633	208,036	206,322	205,623	200,920
<u>OPERATING EXPENSES</u>					
Total Operating Expenses	65,354	57,231	62,054	63,709	59,713
Net Profit Liquor Operations	147,279	150,805	144,268	141,914	141,207
Beer Taxes	13,176	12,836	12,828	12,678	12,850
Gain on the Sale of Land	-	-	-	-	3,900
Gain or (Loss) on Capital Assets	(850)	(425)	(34)	-	-
Interest Expense	(1,505)	(1,190)	(1,044)	(715)	(647)
TOTAL NET PROFIT	\$ 158,100	\$ 162,026	\$ 156,019	\$ 153,876	\$ 157,310

NEW HAMPSHIRE LIQUOR COMMISSION

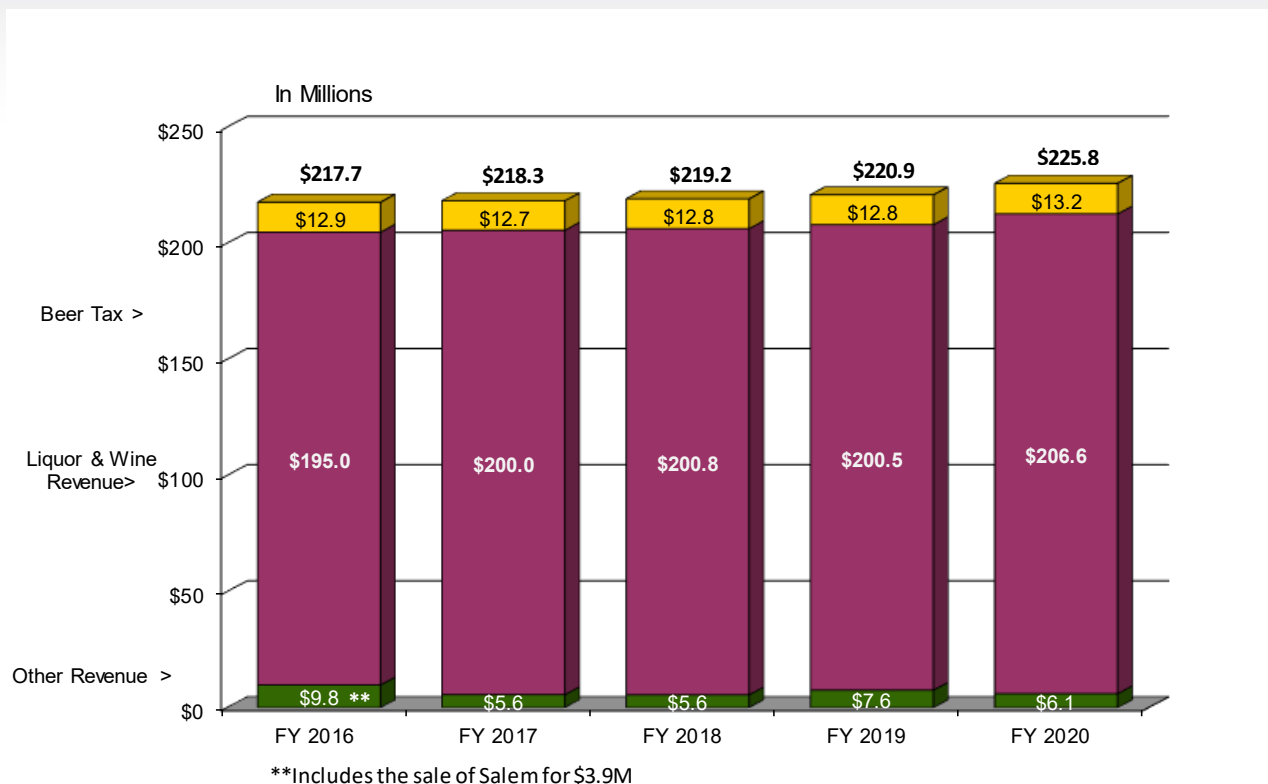
REVENUE AND EXPENSES FY 2016 TO FY 2020 (unaudited)



(Millions)	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020
Revenues	\$217.7	\$218.3	\$219.2	\$220.9	\$225.8
Expenses	\$59.7	\$63.7	\$62.1	\$57.2	\$65.4

NEW HAMPSHIRE LIQUOR COMMISSION

REVENUE BREAKDOWN FY 2016 TO FY 2020 (unaudited)

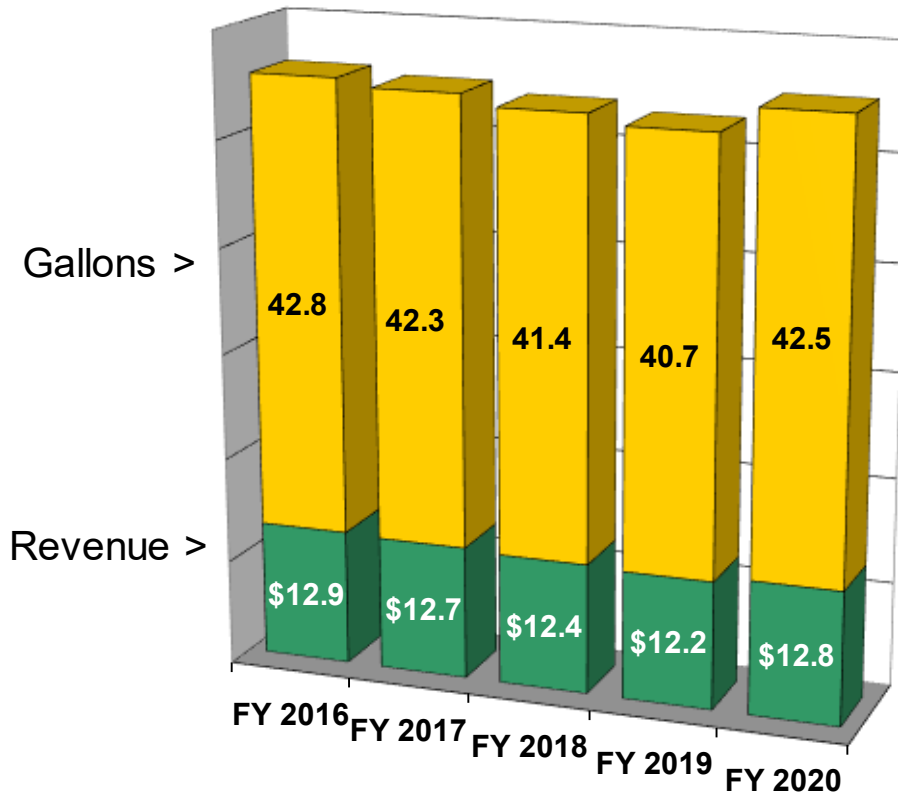


Revenues (millions)	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020
Beer Tax	\$12.9	\$12.7	\$12.8	\$12.8	\$13.2
Liquor & Wine Revenue	\$195.0	\$200.0	\$200.8	\$200.5	\$206.6
Other Revenue	\$9.8	\$5.6	\$5.6	\$7.6	\$6.1
Total Revenue	\$217.7	\$218.3	\$219.2	\$220.9	\$225.8

NEW HAMPSHIRE LIQUOR COMMISSION

BEER REVENUE AND GALLONAGE FY 2016 TO FY 2020

(unaudited)



Beer Tax	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020
Gallons	42.8	42.3	41.4	40.7	42.5
Revenue (millions)	\$12.9	\$12.7	\$12.4	\$12.2	\$12.8

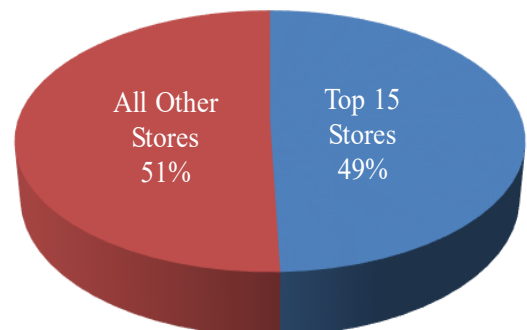
NEW HAMPSHIRE LIQUOR COMMISSION TOP 15 RETAIL STORE LOCATIONS (unaudited)

FISCAL YEAR ENDED JUNE 30, 2020

(expressed in millions)



Rank	Location (Store #)	Sales in	
		Millions	Cumulative
1	NASHUA (#50)	\$32.9	\$32.9
2	SALEM (#34)	\$31.7	\$64.6
3	PORTSMOUTH * (#38)	\$29.8	\$94.4
4	HAMPTON-NO * (#76)	\$27.1	\$121.5
5	NASHUA * (#69)	\$22.9	\$144.4
6	HAMPTON-SO * (#73)	\$21.0	\$165.4
7	HOOKSETT-NO * (#66)	\$17.6	\$183.0
8	BEDFORD (#55)	\$17.3	\$200.3
9	MANCHESTER (#10)	\$17.2	\$217.5
10	SEABROOK (#41)	\$16.4	\$233.9
11	W. LEBANON (#60)	\$16.2	\$250.1
12	LONDONDERRY (#74)	\$15.0	\$265.1
13	HOOKSETT-SO * (#67)	\$14.4	\$279.5
14	KEENE * (#15)	\$13.2	\$292.7
15	TRI-CITY (SOMERSWORTH & DOVER)	\$12.6	\$305.3



**State-owned locations*

NEW HAMPSHIRE LIQUOR COMMISSION

Sales Summary by Type

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

SPIRITS	FY 2020				FY 2019				FY20 vs FY19			
	Sales	Bottles			Sales	Bottles			Sales	Bottles		
	\$	%		%	\$	%		%	\$	%		%
Retail	\$ 409,982,042	90%	29,656,657	93%	\$ 371,421,759	88%	27,977,425	91%	\$ 38,560,283	10%	1,679,232	6%
On-Premise	42,105,239	9%	2,055,935	6%	51,721,632	12%	2,531,856	8%	(9,616,393)	-19%	(475,921)	-19%
Off-Premise	2,268,339	1%	359,297	1%	1,905,213	0%	290,531	1%	363,126	19%	68,766	24%
TOTAL	454,355,620	100%	32,071,889	100%	425,048,604	100%	30,799,812	100%	29,307,016	7%	1,272,077	4%
% of Business	60%		52%		59%		52%					
WINE												
Retail	171,905,775	57%	13,649,315	47%	163,950,940	56%	13,203,418	46%	7,954,835	5%	445,897	3%
On-Premise	20,068,209	7%	1,930,794	7%	25,901,351	9%	2,480,400	9%	(5,833,142)	-23%	(549,606)	-22%
Off-Premise	111,713,005	36%	13,489,526	46%	106,616,075	35%	13,033,665	45%	5,096,930	5%	455,861	3%
TOTAL	303,686,989	100%	29,069,635	100%	296,468,366	100%	28,717,483	100%	7,218,623	2%	352,152	1%
% of Business	40%		48%		41%		48%					
TOTAL												
Retail	581,887,817	77%	43,305,972	71%	535,372,699	74%	41,180,843	70%	46,515,118	9%	2,125,129	5%
On-Premise	62,173,448	8%	3,986,729	7%	77,622,983	11%	5,012,256	8%	(15,449,535)	-20%	(1,025,527)	-20%
Off-Premise	113,981,344	15%	13,848,823	22%	108,521,288	15%	13,324,196	22%	5,460,056	5%	524,627	4%
SUB-TOTAL	758,042,609	100%	61,141,524	100%	721,516,970	100%	59,517,295	100%	36,525,639	5%	1,624,229	3%
Accessories	3,161,398				2,170,577				990,821	46%		
TOTAL	\$ 761,204,007				\$ 723,687,547				\$ 37,516,460	5%		

Sales are after at register discounts.

NEW HAMPSHIRE LIQUOR COMMISSION

TOTAL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

ST #	LOCATION	JUNE 30, 2020	JUNE 30, 2019	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 20	FY 19	FY 20	FY 19
1	CONCORD	\$ 6,886,598	\$ 6,697,121	\$ 189,477	2.83	0.90	0.93	29	27
2	W. CHESTERFIELD	10,010,380	8,137,880	1,872,500	23.01	1.32	1.12	19	21
3	MANCHESTER	333,368	459,566	(126,198)	(27.46)	0.04	0.06	78	78
4	HOOKSETT	6,106,195	4,409,993	1,696,202	38.46	0.80	0.61	33	45
5	BERLIN	2,153,481	1,619,351	534,130	32.98	0.28	0.22	64	73
6	PORTSMOUTH	7,512,164	7,734,761	(222,597)	(2.88)	0.99	1.07	25	24
7	LITTLETON	6,895,792	6,238,095	657,697	10.54	0.91	0.86	28	29
8	CLAREMONT	5,000,452	4,109,579	890,873	21.68	0.66	0.57	46	51
10	MANCHESTER	17,212,074	15,180,262	2,031,812	13.38	2.26	2.10	9	9
11	LEBANON	6,305,135	5,766,838	538,297	9.33	0.83	0.80	32	32
12	CENTER HARBOR	3,011,247	3,387,000	(375,753)	(11.09)	0.40	0.47	60	57
13	TRI-CITY *	12,612,472	10,190,708	2,421,764	23.76	1.66	1.41	15	25
14	ROCHESTER	12,380,372	11,177,800	1,202,572	10.76	1.63	1.54	16	15
15	KEENE	13,205,304	12,176,655	1,028,649	8.45	1.73	1.68	14	14
16	WOODSVILLE	2,431,333	2,107,891	323,442	15.34	0.32	0.29	62	67
17	FRANKLIN	2,342,834	2,378,869	(36,035)	(1.51)	0.31	0.33	63	64
18	COLEBROOK	2,045,808	1,880,242	165,566	8.81	0.27	0.26	67	69
19	PLYMOUTH	5,989,267	5,300,501	688,766	12.99	0.79	0.73	35	34
20	DERRY	5,723,347	4,148,630	1,574,717	37.96	0.75	0.57	36	50
21	PETERBOROUGH	5,239,506	4,967,235	272,271	5.48	0.69	0.69	43	39
22	BROOKLINE	4,700,461	3,834,230	866,231	22.59	0.62	0.53	49	53
23	CONWAY	9,795,404	9,064,150	731,254	8.07	1.29	1.25	21	18
24	NEWPORT	1,384,134	1,650,234	(266,100)	(16.12)	0.18	0.23	74	70
25	STRATHAM	5,571,688	6,653,701	(1,082,013)	(16.26)	0.73	0.92	39	28
26	GROVETON	-	260,335	(260,335)	(100.00)	-	0.04	79	79
27	NASHUA	7,326,964	5,865,958	1,461,006	24.91	0.96	0.81	26	31
28	SEABROOK-BCH	1,999,361	1,582,840	416,521	26.31	0.26	0.22	68	74
29	WHITEFIELD	721,493	924,594	(203,101)	(21.97)	0.09	0.13	77	77
30	MILFORD	5,087,594	5,731,376	(643,782)	(11.23)	0.67	0.79	45	33
31	MANCHESTER	5,273,859	5,173,244	100,615	1.94	0.69	0.71	42	36
32	NASHUA	10,333,468	9,792,283	541,185	5.53	1.36	1.35	18	17
33	MANCHESTER	9,919,258	8,163,109	1,756,149	21.51	1.30	1.13	20	20
34	SALEM	31,699,709	27,644,478	4,055,231	14.67	4.16	3.82	2	3
35	HILLSBORO	3,206,014	2,870,695	335,319	11.68	0.42	0.40	58	60
36	JAFFREY	1,008,824	1,490,720	(481,896)	(32.33)	0.13	0.21	75	75
37	LANCASTER	2,096,290	1,381,279	715,011	51.76	0.28	0.19	66	76
38	PORTSMOUTH	29,755,311	25,010,431	4,744,880	18.97	3.91	3.46	3	4
39	WOLFEBORO	3,246,554	3,593,764	(347,210)	(9.66)	0.43	0.50	57	55
40	WALPOLE	2,120,111	2,491,028	(370,917)	(14.89)	0.28	0.34	65	63
41	SEABROOK	16,355,890	13,897,105	2,458,785	17.69	2.15	1.92	10	12
42	MEREDITH	4,035,050	3,092,230	942,820	30.49	0.53	0.43	54	59
44	NEW HAMPTON	4,803,943	4,301,683	502,260	11.68	0.63	0.59	47	48
45	PITTSFIELD	1,883,646	1,623,322	260,324	16.04	0.25	0.22	70	72
47	LINCOLN	2,527,049	2,870,377	(343,328)	(11.96)	0.33	0.40	61	61

* Somersworth (13) and Dover (9) location merged into Tri-City location. Dover FY19 data used in comparisons

NEW HAMPSHIRE LIQUOR COMMISSION

TOTAL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

ST #	LOCATION	JUNE 30, 2020	JUNE 30, 2019	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 20	FY 19	FY 20	FY 19
48	HINSDALE	\$ 4,240,195	\$ 4,922,849	\$ (682,654)	(13.87)	0.56	0.68	52	40
49	PLAISTOW	11,755,197	10,703,704	1,051,493	9.82	1.54	1.48	17	16
50	NASHUA	32,879,349	32,225,993	653,356	2.03	4.32	4.45	1	1
51	PELHAM	5,150,813	4,392,872	757,941	17.25	0.68	0.61	44	47
52	GORHAM	1,657,974	2,088,894	(430,920)	(20.63)	0.22	0.29	73	68
53	HUDSON	5,593,978	4,849,087	744,891	15.36	0.73	0.67	38	42
54	GLEN	4,235,008	4,006,175	228,833	5.71	0.56	0.55	53	52
55	BEDFORD	17,284,279	14,918,675	2,365,604	15.86	2.27	2.06	8	10
56	GILFORD	6,855,273	6,190,003	665,270	10.75	0.90	0.86	30	30
57	OSSIPEE	3,161,797	2,615,123	546,674	20.90	0.42	0.36	59	62
58	GOFFSTOWN	6,030,960	4,880,226	1,150,734	23.58	0.79	0.67	34	41
59	MERRIMACK	9,176,790	8,041,400	1,135,390	14.12	1.21	1.11	23	23
60	W. LEBANON	16,158,850	14,197,582	1,961,268	13.81	2.12	1.96	11	11
61	N. LONDONDERRY	7,270,238	8,130,899	(860,661)	(10.59)	0.96	1.12	27	22
62	RAYMOND	3,891,266	3,411,544	479,722	14.06	0.51	0.47	56	56
63	WINCHESTER	1,754,573	2,139,786	(385,213)	(18.00)	0.23	0.30	72	66
64	NEW LONDON	5,295,178	4,721,565	573,613	12.15	0.70	0.65	41	43
65	CAMPTON	1,891,088	1,637,547	253,541	15.48	0.25	0.23	69	71
66	HOOKSETT-NO	17,571,117	19,026,530	(1,455,413)	(7.65)	2.31	2.63	7	7
67	HOOKSETT-SO	14,418,934	15,590,895	(1,171,961)	(7.52)	1.89	2.15	13	8
68	N. HAMPTON	9,447,685	8,582,583	865,102	10.08	1.24	1.19	22	19
69	NASHUA	22,858,701	23,489,075	(630,374)	(2.68)	3.00	3.25	5	6
70	SWANZEY	1,868,635	2,240,745	(372,110)	(16.61)	0.25	0.31	71	65
71	LEE	5,720,752	5,136,066	584,686	11.38	0.75	0.71	37	37
72	CONCORD	5,364,865	5,088,599	276,266	5.43	0.70	0.70	40	38
73	HAMPTON-SO	21,021,595	23,924,274	(2,902,679)	(12.13)	2.76	3.31	6	5
74	LONDONDERRY	14,965,978	12,715,470	2,250,508	17.70	1.97	1.76	12	13
75	BELMONT	3,939,667	4,230,323	(290,656)	(6.87)	0.52	0.58	55	49
76	HAMPTON-NO	27,130,246	30,410,767	(3,280,521)	(10.79)	3.56	4.20	4	2
77	RINDGE	4,684,277	4,399,373	284,904	6.48	0.62	0.61	50	46
78	HAMPSTEAD	4,681,589	3,813,535	868,054	22.76	0.62	0.53	51	54
79	EPPING	8,529,343	6,766,421	1,762,922	26.05	1.12	0.93	24	26
81	PEMBROKE	6,611,993	5,273,149	1,338,844	25.39	0.87	0.73	31	35
82	WARNER	4,757,402	4,565,554	191,848	4.20	0.62	0.63	48	44
84	TILTON	853,702	-	853,702	100.00	0.11	-	76	-
	TOTAL STORES	\$ 616,958,491	\$ 576,359,426	\$ 40,599,065	7.04	81.05	79.64		
900	WHSE-CONCORD	44,126	29,650	14,476	48.82	-	-		
903	WHSE-BOW	144,167,415	147,285,612	(3,118,197)	(2.12)	18.94	20.36		
908	ON-LINE SALES	33,975	12,860	21,115	164.19	-	-		
	TOTAL WHSES	\$ 144,245,517	\$ 147,328,122	\$ (3,082,606)	(2.09)	18.95	20.36		
	GRAND TOTAL	\$ 761,204,007	\$ 723,687,548	\$ 37,516,459	5.18	100.00	100.00		

NEW HAMPSHIRE LIQUOR COMMISSION

TOTAL SALES BY TYPE

FISCAL YEAR ENDED JUNE 30, 2020 (unaudited)

ST#	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	ACCESSORIES	DISCOUNTS	TOTAL
1	CONCORD	\$ 6,425,595	\$ 444,434	\$ 11,768	\$ 45,369	\$ 40,568	\$ 6,886,598
2	CHESTERFIELD	10,003,933	22,657	4,840	36,754	57,804	10,010,380
3	MANCHESTER	332,222	670	-	631	155	333,368
4	HOOKSETT	5,550,687	543,601	34,415	18,462	40,970	6,106,195
5	BERLIN	1,906,291	150,674	94,585	11,202	9,271	2,153,481
6	PORTSMOUTH	5,926,783	1,632,552	6,559	40,227	93,957	7,512,164
7	LITTLETON	6,403,318	451,939	54,226	31,767	45,458	6,895,792
8	CLAREMONT	4,769,328	206,319	16,377	28,492	20,064	5,000,452
10	MANCHESTER	16,031,976	1,203,695	45,239	51,722	120,558	17,212,074
11	LEBANON	6,085,273	221,706	14,840	42,711	59,395	6,305,135
12	CENTER HARBOR	2,883,851	141,429	1,525	8,907	24,465	3,011,247
13	TRI-CITY *	11,607,484	970,967	15,267	93,137	74,383	12,612,472
14	ROCHESTER	11,412,143	929,200	23,845	73,297	58,113	12,380,372
15	KEENE	12,091,309	1,084,825	67,745	56,037	94,612	13,205,304
16	WOODSVILLE	2,373,941	46,142	8,982	11,145	8,877	2,431,333
17	FRANKLIN	2,118,596	203,050	19,551	7,060	5,423	2,342,834
18	COLEBROOK	1,722,368	178,444	143,633	11,173	9,810	2,045,808
19	PLYMOUTH	5,220,450	731,600	45,981	35,981	44,745	5,989,267
20	DERRY	5,501,820	238,988	8,600	22,319	48,380	5,723,347
21	PETERBOROUGH	4,931,815	293,876	29,083	31,714	46,982	5,239,506
22	BROOKLINE	4,605,565	92,856	359	19,788	18,107	4,700,461
23	CONWAY	8,860,481	869,285	72,070	56,439	62,871	9,795,404
24	NEWPORT	1,278,672	99,584	4,618	5,773	4,513	1,384,134
25	STRATHAM	5,199,316	382,729	4,929	21,861	37,147	5,571,688
26	GROVETON	-	-	-	-	-	-
27	NASHUA	7,059,556	266,662	25,717	13,473	38,444	7,326,964
28	SEABROOK-BCH	1,848,734	150,198	372	7,964	7,907	1,999,361
29	WHITEFIELD	636,710	66,923	17,194	4,018	3,352	721,493
30	MILFORD	4,478,556	609,402	5,161	31,045	36,570	5,087,594
31	MANCHESTER	5,019,575	221,945	39,712	13,290	20,663	5,273,859
32	NASHUA	9,853,723	490,748	2,248	56,216	69,467	10,333,468
33	MANCHESTER	8,807,603	1,113,500	40,047	43,342	85,234	9,919,258
34	SALEM	31,039,406	725,478	34,707	125,129	225,011	31,699,709
35	HILLSBORO	2,923,839	275,088	9,802	15,143	17,858	3,206,014
36	JAFFREY	882,201	129,998	-	2,236	5,611	1,008,824
37	LANCASTER	2,004,727	59,012	27,540	15,215	10,204	2,096,290
38	PORTSMOUTH	29,095,984	723,968	39,540	221,322	325,503	29,755,311
39	WOLFEBORO	3,067,966	190,873	2,032	10,664	24,981	3,246,554
40	WALPOLE	2,077,323	35,682	7,209	7,584	7,687	2,120,111
41	SEABROOK	14,929,520	1,424,228	30,506	80,605	108,969	16,355,890
42	MEREDITH	3,691,451	356,517	12,278	18,280	43,476	4,035,050
44	NEW HAMPTON	4,522,738	253,614	22,645	39,723	34,777	4,803,943
45	PITTSFIELD	1,823,241	31,430	23,724	10,677	5,426	1,883,646
47	LINCOLN	2,135,582	396,792	1,327	12,696	19,348	2,527,049

* Somersworth (13) and Dover (9) location merged into Tri-City location

NEW HAMPSHIRE LIQUOR COMMISSION

TOTAL SALES BY TYPE

FISCAL YEAR ENDED JUNE 30, 2020 (unaudited)

ST #	LOCATION	RETAIL	ON-PREMISE	OFF-PREMISE	ACCESSORIES	DISCOUNTS	TOTAL
48	HINSDALE	\$ 4,236,773	\$ 9,520	\$ 2,922	\$ 9,947	\$ 18,967	\$ 4,240,195
49	PLAISTOW	11,404,552	349,255	6,378	47,392	52,380	11,755,197
50	NASHUA	32,302,764	653,930	43,316	143,647	264,308	32,879,349
51	PELHAM	5,012,613	105,788	25,462	22,063	15,113	5,150,813
52	GORHAM	1,505,326	151,237	6,431	6,221	11,241	1,657,974
53	HUDSON	5,500,948	95,998	739	16,692	20,399	5,593,978
54	GLEN	3,538,414	681,121	24,640	26,455	35,622	4,235,008
55	BEDFORD	16,551,925	814,498	27,465	78,179	187,788	17,284,279
56	GILFORD	5,862,260	1,002,525	11,405	38,193	59,110	6,855,273
57	OSSIPEE	2,915,685	187,656	57,895	10,764	10,203	3,161,797
58	GOFFSTOWN	5,622,967	411,774	5,471	20,847	30,099	6,030,960
59	MERRIMACK	8,852,516	388,313	6,921	40,844	111,804	9,176,790
60	W. LEBANON	15,600,088	422,464	183,607	90,346	137,655	16,158,850
61	N. LONDONDERRY	7,071,150	193,119	7,066	29,499	30,596	7,270,238
62	RAYMOND	3,591,146	254,877	37,679	18,908	11,344	3,891,266
63	WINCHESTER	1,717,588	40,378	-	3,510	6,903	1,754,573
64	NEW LONDON	5,045,554	246,059	37,774	24,655	58,864	5,295,178
65	CAMPTON	1,630,293	253,029	10,087	8,624	10,945	1,891,088
66	HOOKSETT-NO	17,324,276	149,492	6,618	200,938	110,207	17,571,117
67	HOOKSETT-SO	14,384,852	78,318	4,760	106,884	155,880	14,418,934
68	N. HAMPTON	8,250,599	1,248,225	2,347	43,899	97,385	9,447,685
69	NASHUA	21,993,460	948,558	55,521	74,908	213,746	22,858,701
70	SWANZEY	1,686,415	168,019	17,296	6,070	9,165	1,868,635
71	LEE	5,463,582	243,746	7,686	29,117	23,379	5,720,752
72	CONCORD	4,956,051	389,624	14,545	34,649	30,004	5,364,865
73	HAMPTON-SO	20,957,689	84,243	10,354	99,681	130,372	21,021,595
74	LONDONDERRY	14,109,215	883,682	8,142	75,159	110,220	14,965,978
75	BELMONT	3,558,164	375,476	6,492	15,054	15,519	3,939,667
76	HAMPTON-NO	27,064,607	31,126	8,088	178,791	152,366	27,130,246
77	RINDGE	4,516,379	76,399	89,460	17,758	15,719	4,684,277
78	HAMPSTEAD	4,338,309	339,928	4,707	20,372	21,727	4,681,589
79	EPPING	8,119,320	370,739	39,880	51,318	51,914	8,529,343
81	PEMBROKE	6,266,289	356,810	10,120	35,270	56,496	6,611,993
82	WARNER	4,672,711	92,423	2,411	29,620	39,763	4,757,402
84	TILTON	815,095	28,506	2,530	12,723	5,152	853,702
	TOTAL STORES	\$ 585,581,227	\$ 30,790,135	\$ 1,857,013	\$ 3,159,587	\$ 4,429,471	\$ 616,958,491
	% OF TYPE	100	49	2	100	100	81
	% OF LOCATION	95	5	0	1	1	100
900	WHSE-CONCORD	33,149	-	10,977	-	-	44,126
903	WHSE-BOW	-	32,050,857	112,113,678	2,880	-	144,167,415
908	ON-LINE SALES	33,975	-	-	-	-	33,975
	TOTAL WHSES	\$ 67,124	\$ 32,050,857	\$ 112,124,655	\$ 2,880	\$ -	\$ 144,245,516
	% OF TYPE	0	51	98	-	-	19
	% OF LOCATION	0	22	78	-	-	100
	GRAND TOTAL	\$ 585,648,351	\$ 62,840,992	\$ 113,981,668	\$ 3,162,467	\$ 4,429,471	\$ 761,204,007
	% OF TOTAL	77	8	15	0	1	100

NEW HAMPSHIRE LIQUOR COMMISSION

RETAIL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

ST #	LOCATION	JUNE 30, 2020	JUNE 30, 2019	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 20	FY 19	FY 20	FY 19
1	CONCORD	\$ 6,425,595	\$ 6,130,521	\$ 295,074	4.81	1.10	1.14	27	26
2	CHESTERFIELD	10,003,933	8,151,943	1,851,990	22.72	1.71	1.51	18	18
3	MANCHESTER	332,222	458,620	(126,398)	(27.56)	0.06	0.08	78	78
4	HOOKSETT	5,550,687	3,835,784	1,714,903	44.71	0.95	0.71	34	49
5	BERLIN	1,906,291	1,416,489	489,802	34.58	0.33	0.26	66	73
6	PORTSMOUTH	5,926,783	5,420,451	506,332	9.34	1.01	1.00	31	31
7	LITTLETON	6,403,318	5,672,698	730,620	12.88	1.09	1.05	28	28
8	CLAREMONT	4,769,328	3,824,023	945,305	24.72	0.81	0.71	45	50
10	MANCHESTER	16,031,976	13,730,283	2,301,693	16.76	2.74	2.54	9	10
11	LEBANON	6,085,273	5,562,652	522,621	9.40	1.04	1.03	30	29
12	CENTER HARBOR	2,883,851	3,189,007	(305,156)	(9.57)	0.49	0.59	60	56
13	TRI-CITY *	11,607,484	8,840,698	2,766,786	31.30	1.98	1.64	15	27
14	ROCHESTER	11,412,143	10,170,163	1,241,980	12.21	1.95	1.88	16	16
15	KEENE	12,091,309	10,808,777	1,282,532	11.87	2.06	2.00	14	14
16	WOODSVILLE	2,373,941	2,031,356	342,585	16.86	0.41	0.38	61	66
17	FRANKLIN	2,118,596	2,080,095	38,501	1.85	0.36	0.39	63	65
18	COLEBROOK	1,722,368	1,492,962	229,406	15.37	0.29	0.28	69	72
19	PLYMOUTH	5,220,450	4,503,216	717,234	15.93	0.89	0.83	38	42
20	DERRY	5,501,820	3,873,454	1,628,366	42.04	0.94	0.72	35	48
21	PETERBOROUGH	4,931,815	4,617,836	313,979	6.80	0.84	0.86	44	39
22	BROOKLINE	4,605,565	3,748,785	856,780	22.85	0.79	0.69	47	51
23	CONWAY	8,860,481	8,028,527	831,954	10.36	1.51	1.49	20	19
24	NEWPORT	1,278,672	1,516,288	(237,616)	(15.67)	0.22	0.28	74	71
25	STRATHAM	5,199,316	6,254,662	(1,055,346)	(16.87)	0.89	1.16	39	25
26	GROVETON	-	251,133	(251,133)	(100.00)	-	0.05	79	79
27	NASHUA	7,059,556	5,493,688	1,565,868	28.50	1.21	1.02	26	30
28	SEABROOK-BCH	1,848,734	1,536,067	312,667	20.36	0.32	0.28	67	69
29	WHITEFIELD	636,710	826,988	(190,278)	(23.01)	0.11	0.15	77	77
30	MILFORD	4,478,556	4,977,692	(499,136)	(10.03)	0.76	0.92	50	32
31	MANCHESTER	5,019,575	4,729,960	289,615	6.12	0.86	0.88	41	37
32	NASHUA	9,853,723	9,315,492	538,231	5.78	1.68	1.72	19	17
33	MANCHESTER	8,807,603	6,860,502	1,947,101	28.38	1.50	1.27	22	23
34	SALEM	31,039,406	26,866,491	4,172,915	15.53	5.30	4.97	2	3
35	HILLSBORO	2,923,839	2,452,609	471,230	19.21	0.50	0.45	58	60
36	JAFFREY	882,201	1,304,706	(422,505)	(32.38)	0.15	0.24	75	75
37	LANCASTER	2,004,727	1,302,523	702,204	53.91	0.34	0.24	65	76
38	PORTSMOUTH	29,095,984	24,591,855	4,504,129	18.32	4.97	4.55	3	4
39	WOLFEBORO	3,067,966	3,388,889	(320,923)	(9.47)	0.52	0.63	57	54
40	WALPOLE	2,077,323	2,439,645	(362,322)	(14.85)	0.35	0.45	64	61
41	SEABROOK	14,929,520	12,520,870	2,408,650	19.24	2.55	2.32	11	12
42	MEREDITH	3,691,451	2,738,798	952,653	34.78	0.63	0.51	53	59
44	NEW HAMPTON	4,522,738	3,981,276	541,462	13.60	0.77	0.74	48	47
45	PITTSFIELD	1,823,241	1,529,679	293,562	19.19	0.31	0.28	68	70
47	LINCOLN	2,135,582	2,318,334	(182,752)	(7.88)	0.36	0.43	62	63

* Somersworth (13) and Dover (9) location merged into Tri-City location. Dover FY19 data used in comparisons

NEW HAMPSHIRE LIQUOR COMMISSION

RETAIL SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

ST #	LOCATION	JUNE 30, 2020	JUNE 30, 2019	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 20	FY 19	FY 20	FY 19
48	HINSDALE	\$ 4,236,773	\$ 4,923,774	\$ (687,001)	(13.95)	0.72	0.91	52	33
49	PLAISTOW	11,404,552	10,340,831	1,063,721	10.29	1.95	1.91	17	15
50	NASHUA	32,302,764	31,707,839	594,925	1.88	5.52	5.87	1	1
51	PELHAM	5,012,613	4,278,623	733,990	17.15	0.86	0.79	42	45
52	GORHAM	1,505,326	1,905,455	(400,129)	(21.00)	0.26	0.35	73	68
53	HUDSON	5,500,948	4,721,177	779,771	16.52	0.94	0.87	36	38
54	GLEN	3,538,414	3,259,178	279,236	8.57	0.60	0.60	56	55
55	BEDFORD	16,551,925	13,990,960	2,560,965	18.30	2.83	2.59	8	9
56	GILFORD	5,862,260	4,819,918	1,042,342	21.63	1.00	0.89	32	35
57	OSSIPEE	2,915,685	2,350,266	565,419	24.06	0.50	0.44	59	62
58	GOFFSTOWN	5,622,967	4,490,665	1,132,302	25.21	0.96	0.83	33	43
59	MERRIMACK	8,852,516	7,638,581	1,213,935	15.89	1.51	1.41	21	21
60	W. LEBANON	15,600,088	13,560,562	2,039,526	15.04	2.66	2.51	10	11
61	N. LONDONDERRY	7,071,150	7,949,031	(877,881)	(11.04)	1.21	1.47	25	20
62	RAYMOND	3,591,146	3,051,247	539,899	17.69	0.61	0.56	54	57
63	WINCHESTER	1,717,588	2,097,118	(379,530)	(18.10)	0.29	0.39	70	64
64	NEW LONDON	5,045,554	4,483,849	561,705	12.53	0.86	0.83	40	44
65	CAMPTON	1,630,293	1,340,722	289,571	21.60	0.28	0.25	72	74
66	HOOKSETT-NO	17,324,276	18,809,748	(1,485,472)	(7.90)	2.96	3.48	7	7
67	HOOKSETT-SO	14,384,852	15,573,307	(1,188,455)	(7.63)	2.46	2.88	12	8
68	N. HAMPTON	8,250,599	7,118,530	1,132,069	15.90	1.41	1.32	23	22
69	NASHUA	21,993,460	22,254,247	(260,787)	(1.17)	3.76	4.12	5	6
70	SWANZEY	1,686,415	2,001,456	(315,041)	(15.74)	0.29	0.37	71	67
71	LEE	5,463,582	4,769,125	694,457	14.56	0.93	0.88	37	36
72	CONCORD	4,956,051	4,578,646	377,405	8.24	0.85	0.85	43	40
73	HAMPTON-SO	20,957,689	23,964,431	(3,006,742)	(12.55)	3.58	4.44	6	5
74	LONDONDERRY	14,109,215	11,634,421	2,474,794	21.27	2.41	2.15	13	13
75	BELMONT	3,558,164	3,662,414	(104,250)	(2.85)	0.61	0.68	55	52
76	HAMPTON-NO	27,064,607	30,489,775	(3,425,168)	(11.23)	4.62	5.65	4	2
77	RINDGE	4,516,379	4,254,877	261,502	6.15	0.77	0.79	49	46
78	HAMPSTEAD	4,338,309	3,460,048	878,261	25.38	0.74	0.64	51	53
79	EPPING	8,119,320	6,325,131	1,794,189	28.37	1.39	1.17	24	24
81	PEMBROKE	6,266,289	4,910,450	1,355,839	27.61	1.07	0.91	29	34
82	WARNER	4,672,711	4,521,268	151,443	3.35	0.80	0.84	46	41
84	TILTON	815,095	-	815,095	100.00	0.14	-	76	-
	TOTAL STORES	\$ 585,581,227	\$ 540,024,157	\$ 45,557,070	8.44	99.99	99.99		
900	WHSE-CONCORD	33,149	\$21,744	11,405	52.45	-	-		
903	WHSE-BOW	-	-	-	-	-	-		
908	ON-LINE SALES	33,975	12,860	21,115	164.20	-	-		
	TOTAL WHSES	\$ 67,124	\$ 34,604	\$ 32,520	93.98	0.01	-		
	GRAND TOTAL	\$ 585,648,351	\$ 540,058,761	\$ 45,589,590	8.44	100.00	99.99		

NEW HAMPSHIRE LIQUOR COMMISSION

ON-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

ST#	LOCATION	JUNE 30, 2020	JUNE 30, 2019	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 20	FY 19	FY 20	FY 19
1	CONCORD	\$ 444,434	\$ 590,456	\$ (146,022)	(24.73)	0.71	0.75	23	21
2	CHESTERFIELD	22,657	24,844	(2,187)	(8.80)	0.04	0.03	76	76
3	MANCHESTER	670	389	281	72.24	0.00	0.00	78	79
4	HOOKSETT	543,601	567,744	(24,143)	(4.25)	0.87	0.72	20	24
5	BERLIN	150,674	170,256	(19,582)	(11.50)	0.24	0.22	55	59
6	PORTSMOUTH	1,632,552	2,391,933	(759,381)	(31.75)	2.60	3.05	1	1
7	LITTLETON	451,939	568,342	(116,403)	(20.48)	0.72	0.73	22	23
8	CLAREMONT	206,319	281,069	(74,750)	(26.59)	0.33	0.36	47	46
10	MANCHESTER	1,203,695	1,451,860	(248,165)	(17.09)	1.92	1.85	4	3
11	LEBANON	221,706	259,642	(37,936)	(14.61)	0.35	0.33	46	49
12	CENTER HARBOR	141,429	217,339	(75,910)	(34.93)	0.23	0.28	58	52
13	TRI-CITY *	970,967	1,373,048	(402,081)	(29.28)	1.55	1.75	8	11
14	ROCHESTER	929,200	1,039,828	(110,628)	(10.64)	1.48	1.33	10	12
15	KEENE	1,084,825	1,407,719	(322,894)	(22.94)	1.73	1.80	6	5
16	WOODSVILLE	46,142	72,445	(26,303)	(36.31)	0.07	0.09	70	68
17	FRANKLIN	203,050	281,839	(78,789)	(27.96)	0.32	0.36	48	45
18	COLEBROOK	178,444	222,861	(44,417)	(19.93)	0.28	0.28	52	51
19	PLYMOUTH	731,600	789,383	(57,783)	(7.32)	1.16	1.01	14	15
20	DERRY	238,988	280,239	(41,251)	(14.72)	0.38	0.36	44	47
21	PETERBOROUGH	293,876	347,041	(53,165)	(15.32)	0.47	0.44	36	40
22	BROOKLINE	92,856	94,830	(1,974)	(2.08)	0.15	0.12	63	64
23	CONWAY	869,285	1,032,584	(163,299)	(15.81)	1.38	1.32	12	13
24	NEWPORT	99,584	127,449	(27,865)	(21.86)	0.16	0.16	61	61
25	STRATHAM	382,729	422,694	(39,965)	(9.45)	0.61	0.54	29	29
26	GROVETON	-	4,851	(4,851)	(100.00)	-	0.01	79	78
27	NASHUA	266,662	364,720	(98,058)	(26.89)	0.42	0.47	38	39
28	SEABROOK-BCH	150,198	48,128	102,070	212.08	0.24	0.06	56	72
29	WHITEFIELD	66,923	79,055	(12,132)	(15.35)	0.11	0.10	68	67
30	MILFORD	609,402	776,769	(167,367)	(21.55)	0.97	0.99	19	16
31	MANCHESTER	221,945	409,577	(187,632)	(45.81)	0.35	0.52	45	31
32	NASHUA	490,748	516,668	(25,920)	(5.02)	0.78	0.66	21	26
33	MANCHESTER	1,113,500	1,344,722	(231,222)	(17.19)	1.77	1.72	5	8
34	SALEM	725,478	914,690	(189,212)	(20.69)	1.15	1.17	15	14
35	HILLSBORO	275,088	400,414	(125,326)	(31.30)	0.44	0.51	37	33
36	JAFFREY	129,998	192,537	(62,539)	(32.48)	0.21	0.25	59	55
37	LANCASTER	59,012	60,872	(1,860)	(3.06)	0.09	0.08	69	71
38	PORTSMOUTH	723,968	652,803	71,165	10.90	1.15	0.83	16	20
39	WOLFEBORO	190,873	238,527	(47,654)	(19.98)	0.30	0.30	50	50
40	WALPOLE	35,682	46,680	(10,998)	(23.56)	0.06	0.06	72	73
41	SEABROOK	1,424,228	1,425,110	(882)	(0.06)	2.27	1.82	2	4
42	MEREDITH	356,517	384,450	(27,933)	(7.27)	0.57	0.49	33	35
44	NEW HAMPTON	253,614	318,765	(65,151)	(20.44)	0.40	0.41	40	42
45	PITTSFIELD	31,430	66,959	(35,529.00)	(53.06)	0.05	0.09	73	70
47	LINCOLN	396,792	566,645	(169,853.00)	(29.98)	0.63	0.72	26	25

* Somersworth (13) and Dover (9) location merged into Tri-City location. Dover FY19 data used in comparisons

NEW HAMPSHIRE LIQUOR COMMISSION

ON-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

ST#	LOCATION	JUNE 30, 2020	JUNE 30, 2019	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 20	FY 19	FY 20	FY 19
48	HINSDALE	\$ 9,520	\$ 12,566	\$ (3,046)	(24.24)	0.02	0.02	77	77
49	PLAISTOW	349,255	404,548	(55,293)	(13.67)	0.56	0.52	34	32
50	NASHUA	653,930	677,021	(23,091)	(3.41)	1.04	0.86	18	18
51	PELHAM	105,788	107,295	(1,507)	(1.40)	0.17	0.14	60	63
52	GORHAM	151,237	188,914	(37,677)	(19.94)	0.24	0.24	54	57
53	HUDSON	95,998	135,124	(39,126)	(28.96)	0.15	0.17	62	60
54	GLEN	681,121	753,026	(71,905)	(9.55)	1.08	0.96	17	17
55	BEDFORD	814,498	1,068,033	(253,535)	(23.74)	1.30	1.36	13	10
56	GILFORD	1,002,525	1,406,077	(403,552)	(28.70)	1.60	1.79	7	6
57	OSSIPEE	187,656	216,417	(28,761)	(13.29)	0.30	0.28	51	54
58	GOFFSTOWN	411,774	397,862	13,912	3.50	0.66	0.51	25	34
59	MERRIMACK	388,313	454,778	(66,465)	(14.61)	0.62	0.58	28	28
60	W. LEBANON	422,464	662,567	(240,103)	(36.24)	0.67	0.85	24	19
61	N. LONDONDERRY	193,119	188,482	4,637	2.46	0.31	0.24	49	58
62	RAYMOND	254,877	329,269	(74,392)	(22.59)	0.41	0.42	39	41
63	WINCHESTER	40,378	45,320	(4,942)	(10.90)	0.06	0.06	71	74
64	NEW LONDON	246,059	264,911	(18,852)	(7.12)	0.39	0.34	42	48
65	CAMPTON	253,029	295,010	(41,981)	(14.23)	0.40	0.38	41	44
66	HOOKSETT-NO	149,492	192,276	(42,784)	(22.25)	0.24	0.25	57	56
67	HOOKSETT-SO	78,318	67,072	11,246	16.77	0.12	0.09	66	69
68	N. HAMPTON	1,248,225	1,568,897	(320,672)	(20.44)	1.99	2.00	3	2
69	NASHUA	948,558	1,384,070	(435,512)	(31.47)	1.51	1.77	9	7
70	SWANZEY	168,019	216,918	(48,899)	(22.54)	0.27	0.28	53	53
71	LEE	243,746	371,444	(127,698)	(34.38)	0.39	0.47	43	37
72	CONCORD	389,624	511,210	(121,586)	(23.78)	0.62	0.65	27	27
73	HAMPTON-SO	84,243	109,737	(25,494)	(23.23)	0.13	0.14	65	62
74	LONDONDERRY	883,682	1,136,944	(253,262)	(22.28)	1.41	1.45	11	9
75	BELMONT	375,476	572,906	(197,430)	(34.46)	0.60	0.73	30	22
76	HAMPTON-NO	31,126	29,384	1,742	5.93	0.05	0.04	74	75
77	RINDGE	76,399	80,490	(4,091)	(5.08)	0.12	0.10	67	65
78	HAMPSTEAD	339,928	368,505	(28,577)	(7.75)	0.54	0.47	35	38
79	EPPING	370,739	414,381	(43,642)	(10.53)	0.59	0.53	31	30
81	PEMBROKE	356,810	374,553	(17,743)	(4.74)	0.57	0.48	32	36
82	WARNER	92,423	79,808	12,615	15.81	0.15	0.10	64	66
84	TILTON	28,506	-	28,506	100.00	0.05	-	75	-
	TOTAL STORES	\$ 30,790,135	\$ 37,914,591	\$ (7,124,456)	(18.79)	49.00	48.37		
900	WHSE-CONCORD	-	-	-	-	-	-		
903	WHSE-BOW	32,050,857	40,468,655	(8,417,798)	(20.80)	51.00	51.63		
908	ON-LINE SALES	-	-	-	-	-	-		
	TOTAL WHSES	\$ 32,050,857	\$ 40,468,655	\$ (8,417,798)	(20.80)	51.00	51.63		
	GRAND TOTAL	\$ 62,840,992	\$ 78,383,246	\$ (15,542,254)	(19.83)	100.00	100.00		

NEW HAMPSHIRE LIQUOR COMMISSION

OFF-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

ST #	LOCATION	JUNE 30, 2020	JUNE 30, 2019	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 20	FY 19	FY 20	FY 19
1	CONCORD	\$ 11,768	\$ 15,646	\$ (3,878)	(24.79)	0.01	0.01	39	37
2	CHESTERFIELD	4,840	189	4,651	2,460.85	0.00	0.00	61	74
3	MANCHESTER	-	-	-	-	-	-	76	76
4	HOOKSETT	34,415	27,789	6,626	23.84	0.03	0.03	20	24
5	BERLIN	94,585	33,972	60,613	178.42	0.08	0.03	3	14
6	PORTSMOUTH	6,559	18,531	(11,972)	(64.61)	0.01	0.02	54	33
7	LITTLETON	54,226	47,062	7,164	15.22	0.05	0.04	9	9
8	CLAREMONT	16,377	17,998	(1,621)	(9.01)	0.01	0.02	34	34
10	MANCHESTER	45,239	33,193	12,046	36.29	0.04	0.03	11	17
11	LEBANON	14,840	12,471	2,369	19.00	0.01	0.01	36	42
12	CENTER HARBOR	1,525	17,918	(16,393)	-	0.00	0.02	71	35
13	TRI-CITY *	15,267	10,093	5,174	51.26	0.01	0.01	35	60
14	ROCHESTER	23,845	12,054	11,791	97.82	0.02	0.01	28	44
15	KEENE	67,745	52,321	15,424	29.48	0.06	0.05	6	7
16	WOODSVILLE	8,982	8,478	504	5.94	0.01	0.01	45	54
17	FRANKLIN	19,551	18,787	764	4.07	0.02	0.02	31	32
18	COLEBROOK	143,633	168,051	(24,418)	(14.53)	0.13	0.15	2	1
19	PLYMOUTH	45,981	39,061	6,920	17.72	0.04	0.04	10	11
20	DERRY	8,600	13,776	(5,176)	(37.57)	0.01	0.01	46	40
21	PETERBOROUGH	29,083	48,261	(19,178)	(39.74)	0.03	0.04	22	8
22	BROOKLINE	359	799	(440)	100.00	0.00	0.00	75	70
23	CONWAY	72,070	55,443	16,627	29.99	0.06	0.05	5	6
24	NEWPORT	4,618	9,256	(4,638)	(50.11)	0.00	0.01	64	50
25	STRATHAM	4,929	14,716	(9,787)	(66.51)	0.00	0.01	60	39
26	GROVETON	-	4,372	(4,372)	(100.00)	-	0.00	76	64
27	NASHUA	25,717	22,079	3,638	16.48	0.02	0.02	25	27
28	SEABROOK-BCH	372	-	372	-	0.00	-	74	76
29	WHITEFIELD	17,194	18,887	(1,693)	(8.96)	0.02	0.02	33	31
30	MILFORD	5,161	4,201	960	22.85	0.00	0.00	59	65
31	MANCHESTER	39,712	42,794	(3,082)	(7.20)	0.03	0.04	15	10
32	NASHUA	2,248	589	1,659	281.66	0.00	0.00	69	72
33	MANCHESTER	40,047	23,480	16,567	70.56	0.04	0.02	13	26
34	SALEM	34,707	33,935	772	2.27	0.03	0.03	19	15
35	HILLSBORO	9,802	30,090	(20,288)	(67.42)	0.01	0.03	44	20
36	JAFFREY	-	-	-	-	-	-	76	76
37	LANCASTER	27,540	19,553	7,987	40.85	0.02	0.02	23	29
38	PORTSMOUTH	39,540	30,210	9,330	30.88	0.03	0.03	16	19
39	WOLFEBORO	2,032	2,184	(152)	(6.96)	0.00	0.00	70	69
40	WALPOLE	7,209	12,238	(5,029)	(41.09)	0.01	0.01	50	43
41	SEABROOK	30,506	29,549	957	3.24	0.03	0.03	21	21
42	MEREDITH	12,278	9,903	2,375	23.98	0.01	0.01	38	49
44	NEW HAMPTON	22,645	21,001	1,644	7.83	0.02	0.02	30	28
45	PITTSFIELD	23,724	28,090	(4,366)	(15.54)	0.02	0.03	29	23
47	LINCOLN	1,327	2,343	(1,016.00)	(43.36)	0.00	0.00	72	68

* Somersworth (13) and Dover (9) location merged into Tri-City location. Dover FY19 data used in comparisons

NEW HAMPSHIRE LIQUOR COMMISSION

OFF-PREMISE SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

ST#	LOCATION	JUNE 30, 2020	JUNE 30, 2019	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 20	FY 19	FY 20	FY 19
48	HINSDALE	\$ 2,922	\$ 5,118	\$ (2,196)	(42.91)	0.00	0.00	65	60
49	PLAISTOW	6,378	7,540	(1,162)	(15.41)	0.01	0.01	57	56
50	NASHUA	43,316	35,065	8,251	23.53	0.04	0.03	12	13
51	PELHAM	25,462	17,285	8,177	47.31	0.02	0.02	26	36
52	GORHAM	6,431	4,604	1,827	39.68	0.01	0.00	56	63
53	HUDSON	739	469	270	57.57	0.00	0.00	73	73
54	GLEN	24,640	18,948	5,692	30.04	0.02	0.02	27	30
55	BEDFORD	27,465	26,352	1,113	4.22	0.02	0.02	24	25
56	GILFORD	11,405	15,468	(4,063)	(26.27)	0.01	0.01	40	38
57	OSSIPEE	57,895	57,592	303	0.53	0.05	0.05	7	5
58	GOFFSTOWN	5,471	4,697	774	16.48	0.00	0.00	58	61
59	MERRIMACK	6,921	4,674	2,247	48.07	0.01	0.00	52	62
60	W. LEBANON	183,607	113,527	70,080	61.73	0.16	0.10	1	2
61	N. LONDONDERRY	7,066	6,857	209	3.05	0.01	0.01	51	57
62	RAYMOND	37,679	33,734	3,945	11.69	0.03	0.03	18	16
63	WINCHESTER	-	-	-	-	-	-	76	76
64	NEW LONDON	37,774	32,897	4,877	14.83	0.03	0.03	17	18
65	CAMPTON	10,087	8,903	1,184	13.30	0.01	0.01	43	53
66	HOOKSETT-NO	6,618	10,146	(3,528)	(34.77)	0.01	0.01	53	46
67	HOOKSETT-SO	4,760	7,571	(2,811)	(37.13)	0.00	0.01	62	55
68	N. HAMPTON	2,347	6,228	(3,881)	(62.32)	0.00	0.01	68	59
69	NASHUA	55,521	38,962	16,559	42.50	0.05	0.04	8	12
70	SWANZEY	17,296	28,297	(11,001)	(38.88)	0.02	0.03	32	22
71	LEE	7,686	9,923	(2,237)	(22.54)	0.01	0.01	49	48
72	CONCORD	14,545	13,761	784	5.70	0.01	0.01	37	41
73	HAMPTON-SO	10,354	10,783	(429)	(3.98)	0.01	0.01	41	45
74	LONDONDERRY	8,142	9,099	(957)	(10.52)	0.01	0.01	47	51
75	BELMONT	6,492	10,010	(3,518)	(35.14)	0.01	0.01	55	47
76	HAMPTON-NO	8,088	2,449	5,639	230.26	0.01	0.00	48	67
77	RINDGE	89,460	76,080	13,380	17.59	0.08	0.07	4	3
78	HAMPSTEAD	4,707	138	4,569	100.00	0.00	0.00	63	75
79	EPPING	39,880	59,558	(19,678)	(33.04)	0.03	0.05	14	4
81	PEMBROKE	10,120	8,938	1,182	13.22	0.01	0.01	42	52
82	WARNER	2,411	653	1,758	269.22	0.00	0.00	67	71
84	TILTON	2,530	-	2,530	100.00	0.00	-	66	-
	TOTAL STORES	\$ 1,857,013	\$ 1,697,689	\$ 159,324	9.38	1.63	1.56		
900	WHSE-CONCORD	10,977	7,406	3,571	48.22	0.01	0.01		
903	WHSE-BOW	112,113,678	106,816,957	5,296,721	4.96	98.36	98.43		
908	ON-LINE SALES	-	-	-	-	-	-		
	TOTAL WHSES	\$ 112,124,655	\$ 106,824,363	\$ 5,300,292	4.96	98.37	98.44		
	GRAND TOTAL	\$ 113,981,668	\$ 108,522,052	\$ 5,459,616	5.03	100.00	100.00		

NEW HAMPSHIRE LIQUOR COMMISSION

ACCESSORIES SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

ST #	LOCATION	JUNE 30, 2020	JUNE 30, 2019	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 20	FY 19	FY 20	FY 19
1	CONCORD	\$ 45,369	\$ 28,430	\$ 16,939	59.58	1.43	1.31	21	18
2	CHESTERFIELD	36,754	24,975	11,779	47.16	1.16	1.15	29	24
3	MANCHESTER	631	934	(303)	(32.44)	0.02	0.04	78	79
4	HOOKSETT	18,462	11,334	7,128	62.89	0.58	0.52	49	53
5	BERLIN	11,202	6,855	4,347	63.41	0.35	0.32	60	68
6	PORTSMOUTH	40,227	22,139	18,088	81.70	1.27	1.02	26	30
7	LITTLETON	31,767	18,966	12,801	67.49	1.00	0.87	33	36
8	CLAREMONT	28,492	13,815	14,677	106.24	0.90	0.64	39	41
10	MANCHESTER	51,722	33,711	18,011	53.43	1.64	1.55	18	15
11	LEBANON	42,711	23,490	19,221	81.83	1.35	1.08	24	28
12	CENTER HARBOR	8,907	8,475	432	5.10	0.28	0.39	67	60
13	TRI-CITY *	93,137	35,107	58,030	165.29	2.95	1.62	8	22
14	ROCHESTER	73,297	44,221	29,076	65.75	2.32	2.04	14	11
15	KEENE	56,037	27,396	28,641	104.54	1.77	1.26	17	19
16	WOODSVILLE	11,145	6,901	4,244	61.50	0.35	0.32	62	67
17	FRANKLIN	7,060	7,056	4	0.06	0.22	0.32	71	66
18	COLEBROOK	11,173	8,181	2,992	36.57	0.35	0.38	61	61
19	PLYMOUTH	35,981	23,868	12,113	50.75	1.14	1.10	30	26
20	DERRY	22,319	11,534	10,785	93.51	0.71	0.53	42	50
21	PETERBOROUGH	31,714	17,463	14,251	81.61	1.00	0.80	34	40
22	BROOKLINE	19,788	12,411	7,377	59.44	0.63	0.57	47	46
23	CONWAY	56,439	40,415	16,024	39.65	1.78	1.86	15	13
24	NEWPORT	5,773	6,313	(540)	(8.55)	0.18	0.29	74	70
25	STRATHAM	21,861	24,336	(2,475)	(10.17)	0.69	1.12	44	25
26	GROVETON	-	1,517	(1,517)	(100.00)	-	0.07	79	78
27	NASHUA	13,473	7,795	5,678	72.84	0.43	0.36	56	62
28	SEABROOK-BCH	7,964	6,009	1,955	32.53	0.25	0.28	69	73
29	WHITEFIELD	4,018	5,400	(1,382)	(25.59)	0.13	0.25	75	75
30	MILFORD	31,045	21,686	9,359	43.16	0.98	1.00	35	33
31	MANCHESTER	13,290	11,441	1,849	16.16	0.42	0.53	57	52
32	NASHUA	56,216	25,168	31,048	123.36	1.78	1.16	16	23
33	MANCHESTER	43,342	23,866	19,476	81.61	1.37	1.10	23	27
34	SALEM	125,129	87,924	37,205	42.31	3.96	4.05	5	6
35	HILLSBORO	15,143	11,038	4,105	37.19	0.48	0.51	54	54
36	JAFFREY	2,236	4,053	(1,817)	(44.83)	0.07	0.19	77	77
37	LANCASTER	15,215	7,500	7,715	102.87	0.48	0.35	53	64
38	PORTSMOUTH	221,322	132,580	88,742	66.93	7.00	6.10	1	3
39	WOLFEBORO	10,664	7,505	3,159	42.09	0.34	0.35	65	63
40	WALPOLE	7,584	8,854	(1,270)	(14.34)	0.24	0.41	70	59
41	SEABROOK	80,605	61,175	19,430	31.76	2.55	2.82	10	8
42	MEREDITH	18,280	10,604	7,676	72.39	0.58	0.49	50	56
44	NEW HAMPTON	39,723	26,580	13,143	49.45	1.26	1.22	27	21
45	PITTSFIELD	10,677	6,102	4,575	74.98	0.34	0.28	64	71
47	LINCOLN	12,696	12,199	497.00	4.07	0.40	0.56	59	47

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NEW HAMPSHIRE LIQUOR COMMISSION

ACCESSORIES SALES BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

ST #	LOCATION	JUNE 30, 2020	JUNE 30, 2019	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 20	FY 19	FY 20	FY 19
48	HINSDALE	\$ 9,947	\$ 10,663	\$ (716)	(6.71)	0.31	0.49	66	55
49	PLAISTOW	47,392	31,533	15,859	50.29	1.50	1.45	20	17
50	NASHUA	143,647	101,657	41,990	41.31	4.54	4.68	4	5
51	PELHAM	22,063	13,157	8,906	67.69	0.70	0.61	43	45
52	GORHAM	6,221	7,225	(1,004)	(13.90)	0.20	0.33	72	65
53	HUDSON	16,692	10,567	6,125	57.96	0.53	0.49	52	57
54	GLEN	26,455	22,127	4,328	19.56	0.84	1.02	40	31
55	BEDFORD	78,179	43,153	35,026	81.17	2.47	1.99	11	12
56	GILFORD	38,193	22,066	16,127	73.09	1.21	1.02	28	32
57	OSSIPEE	10,764	5,544	5,220	94.16	0.34	0.26	63	74
58	GOFFSTOWN	20,847	13,335	7,512	56.33	0.66	0.61	45	44
59	MERRIMACK	40,844	26,742	14,102	52.73	1.29	1.23	25	20
60	W. LEBANON	90,346	33,934	56,412	166.24	2.86	1.56	9	14
61	N. LONDONDERRY	29,499	20,562	8,937	43.46	0.93	0.95	37	34
62	RAYMOND	18,908	11,630	7,278	62.58	0.60	0.54	48	49
63	WINCHESTER	3,510	4,718	(1,208)	(25.60)	0.11	0.22	76	76
64	NEW LONDON	24,655	13,810	10,845	78.53	0.78	0.64	41	42
65	CAMPTON	8,624	6,020	2,604	43.26	0.27	0.28	68	72
66	HOOKSETT-NO	200,938	191,499	9,439	4.93	6.35	8.82	2	1
67	HOOKSETT-SO	106,884	107,551	(667)	(0.62)	3.38	4.95	6	4
68	N. HAMPTON	43,899	23,153	20,746	89.60	1.39	1.07	22	29
69	NASHUA	74,908	53,167	21,741	40.89	2.37	2.45	13	9
70	SWANZEY	6,070	6,528	(458)	(7.02)	0.19	0.30	73	69
71	LEE	29,117	17,636	11,481	65.10	0.92	0.81	38	39
72	CONCORD	34,649	18,923	15,726	83.11	1.10	0.87	32	37
73	HAMPTON-SO	99,681	85,441	14,240	16.67	3.15	3.93	7	7
74	LONDONDERRY	75,159	49,735	25,424	51.12	2.38	2.29	12	10
75	BELMONT	15,054	11,466	3,588	31.29	0.48	0.53	55	51
76	HAMPTON-NO	178,791	173,898	4,893	2.81	5.65	8.01	3	2
77	RINDGE	17,758	13,452	4,306	32.01	0.56	0.62	51	43
78	HAMPS TEAD	20,372	12,122	8,250	68.06	0.64	0.56	46	48
79	EPPING	51,318	32,356	18,962	58.60	1.62	1.49	19	16
81	PEMBROKE	35,270	20,075	15,195	75.69	1.12	0.92	31	35
82	WARNER	29,620	18,427	11,193	60.74	0.94	0.85	36	38
84	TILTON	12,723	-	12,723	100.00	0.40	-	58	-
	GRAND TOTAL	\$ 3,159,587	\$ 2,171,192	\$ 988,393	45.52	99.91	99.98		
900	WHSE-CONCORD	-	500	(500)	100.00	-	-		
903	WHSE-BOW	2,880	-	2,880	-	-	-		
908	ON-LINE SALES	-	-	-	-	-	-		
	TOTAL WHSES	\$ 2,880	\$ 500	\$ 2,380	100.00	0.09	0.02		
	GRAND TOTAL	\$ 3,162,467	\$ 2,171,692	\$ 990,773	45.62	100.00	100.00		

NEW HAMPSHIRE LIQUOR COMMISSION

DISCOUNTS BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

ST #	LOCATION	JUNE 30, 2020	JUNE 30, 2019	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 20	FY 19	FY 20	FY 19
1	CONCORD	\$ 40,568	\$ 67,932	\$ (27,364)	(40.28)	0.92	1.25	36	26
2	CHESTERFIELD	57,804	64,071	(6,267)	(9.78)	1.30	1.18	26	29
3	MANCHESTER	155	377	(222)	(58.89)	0.00	0.01	78	79
4	HOOKSETT	40,970	32,658	8,312	25.45	0.92	0.60	35	44
5	BERLIN	9,271	8,221	1,050	12.77	0.21	0.15	66	73
6	PORTSMOUTH	93,957	118,293	(24,336)	(20.57)	2.12	2.17	17	14
7	LITTLETON	45,458	68,973	(23,515)	(34.09)	1.03	1.27	32	24
8	CLAREMONT	20,064	27,326	(7,262)	(26.58)	0.45	0.50	52	49
10	MANCHESTER	120,558	68,785	51,773	75.27	2.72	1.26	10	25
11	LEBANON	59,395	91,417	(32,022)	(35.03)	1.34	1.68	22	17
12	CENTER HARBOR	24,465	45,739	(21,274)	(46.51)	0.55	0.84	47	39
13	TRI-CITY *	74,383	68,238	6,145	9.01	1.68	1.25	19	64/34
14	ROCHESTER	58,113	88,466	(30,353)	(34.31)	1.31	1.62	25	19
15	KEENE	94,612	119,558	(24,946)	(20.87)	2.14	2.19	16	13
16	WOODSVILLE	8,877	11,289	(2,412)	(21.37)	0.20	0.21	68	68
17	FRANKLIN	5,423	8,908	(3,485)	(39.12)	0.12	0.16	74	72
18	COLEBROOK	9,810	11,813	(2,003)	(16.96)	0.22	0.22	65	67
19	PLYMOUTH	44,745	55,027	(10,282)	(18.69)	1.01	1.01	33	32
20	DERRY	48,380	30,373	18,007	59.29	1.09	0.56	30	46
21	PETERBOROUGH	46,982	63,366	(16,384)	(25.86)	1.06	1.16	31	30
22	BROOKLINE	18,107	22,595	(4,488)	(19.86)	0.41	0.41	55	56
23	CONWAY	62,871	92,819	(29,948)	(32.26)	1.42	1.70	21	16
24	NEWPORT	4,513	9,072	(4,559)	(50.25)	0.10	0.17	76	71
25	STRATHAM	37,147	62,707	(25,560)	(40.76)	0.84	1.15	39	31
26	GROVETON	-	1,538	(1,538)	(100.00)	-	0.03	79	78
27	NASHUA	38,444	22,324	16,120	72.21	0.87	0.41	38	57
28	SEABROOK-BCH	7,907	7,364	543	7.37	0.18	0.14	69	76
29	WHITEFIELD	3,352	5,736	(2,384)	(41.56)	0.08	0.11	77	77
30	MILFORD	36,570	48,972	(12,402)	(25.32)	0.83	0.90	40	36
31	MANCHESTER	20,663	20,528	135	0.66	0.47	0.38	50	58
32	NASHUA	69,467	65,634	3,833	5.84	1.57	1.20	20	27
33	MANCHESTER	85,234	89,461	(4,227)	(4.72)	1.92	1.64	18	18
34	SALEM	225,011	258,562	(33,551)	(12.98)	5.08	4.75	3	4
35	HILLSBORO	17,858	23,456	(5,598)	(23.87)	0.40	0.43	56	55
36	JAFFREY	5,611	10,576	(4,965)	(46.95)	0.13	0.19	72	69
37	LANCASTER	10,204	9,169	1,035	11.29	0.23	0.17	63	70
38	PORTSMOUTH	325,503	397,017	(71,514)	(18.01)	7.35	7.29	1	1
39	WOLFEBORO	24,981	43,341	(18,360)	(42.36)	0.56	0.80	46	40
40	WALPOLE	7,687	16,389	(8,702)	(53.10)	0.17	0.30	70	61
41	SEABROOK	108,969	139,599	(30,630)	(21.94)	2.46	2.56	14	11
42	MEREDITH	43,476	51,525	(8,049)	(15.62)	0.98	0.95	34	35
44	NEW HAMPTON	34,777	45,939	(11,162)	(24.30)	0.79	0.84	42	38
45	PITTSFIELD	5,426	7,508	(2,082)	(27.73)	0.12	0.14	73	74
47	LINCOLN	19,348	29,144	(9,796)	(33.61)	0.44	0.53	53	48

* Somersworth (13) and Dover (9) location merged into Tri-City location. Dover FY19 data used in comparisons

NEW HAMPSHIRE LIQUOR COMMISSION

DISCOUNTS BY LOCATION

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

ST #	LOCATION	JUNE 30, 2020	JUNE 30, 2019	INCREASE/(DECREASE)		% OF SALES		RANK	
				AMOUNT	%	FY 20	FY 19	FY 20	FY 19
48	HINSDALE	\$ 18,967	\$ 29,272	\$ (10,305)	(35.20)	0.43	0.54	54	47
49	PLAISTOW	52,380	80,748	(28,368)	(35.13)	1.18	1.48	28	21
50	NASHUA	264,308	295,589	(31,281)	(10.58)	5.97	5.43	2	2
51	PELHAM	15,113	23,488	(8,375)	(35.66)	0.34	0.43	59	54
52	GORHAM	11,241	17,304	(6,063)	(35.04)	0.25	0.32	61	60
53	HUDSON	20,399	18,250	2,149	11.78	0.46	0.33	51	59
54	GLEN	35,622	47,104	(11,482)	(24.38)	0.80	0.86	41	37
55	BEDFORD	187,788	209,823	(22,035)	(10.50)	4.24	3.85	5	7
56	GILFORD	59,110	73,526	(14,416)	(19.61)	1.33	1.35	23	23
57	OSSIPEE	10,203	14,696	(4,493)	(30.57)	0.23	0.27	64	62
58	GOFFSTOWN	30,099	26,333	3,766	14.30	0.68	0.48	44	52
59	MERRIMACK	111,804	83,375	28,429	34.10	2.52	1.53	11	20
60	W. LEBANON	137,655	173,008	(35,353)	(20.43)	3.11	3.18	8	9
61	N. LONDONDERRY	30,596	34,033	(3,437)	(10.10)	0.69	0.62	43	42
62	RAYMOND	11,344	14,336	(2,992)	(20.87)	0.26	0.26	60	63
63	WINCHESTER	6,903	7,370	(467)	(6.34)	0.16	0.14	71	75
64	NEW LONDON	58,864	73,902	(15,038)	(20.35)	1.33	1.36	24	22
65	CAMPTON	10,945	13,108	(2,163)	(16.50)	0.25	0.24	62	65
66	HOOKSETT-NO	110,207	177,139	(66,932)	(37.79)	2.49	3.25	13	8
67	HOOKSETT-SO	155,880	164,606	(8,726)	(5.30)	3.52	3.02	6	10
68	N. HAMPTON	97,385	134,225	(36,840)	(27.45)	2.20	2.46	15	12
69	NASHUA	213,746	241,371	(27,625)	(11.45)	4.83	4.43	4	6
70	SWANZEY	9,165	12,454	(3,289)	(26.41)	0.21	0.23	67	66
71	LEE	23,379	32,062	(8,683)	(27.08)	0.53	0.59	48	45
72	CONCORD	30,004	33,941	(3,937)	(11.60)	0.68	0.62	45	43
73	HAMPTON-SO	130,372	246,118	(115,746)	(47.03)	2.94	4.52	9	5
74	LONDONDERRY	110,220	114,729	(4,509)	(3.93)	2.49	2.11	12	15
75	BELMONT	15,519	26,473	(10,954)	(41.38)	0.35	0.49	58	51
76	HAMPTON-NO	152,366	284,739	(132,373)	(46.49)	3.44	5.23	7	3
77	RINDGE	15,719	25,526	(9,807)	(38.42)	0.35	0.47	57	53
78	HAMPSTEAD	21,727	27,278	(5,551)	(20.35)	0.49	0.50	49	50
79	EPPING	51,914	65,005	(13,091)	(20.14)	1.17	1.19	29	28
81	PEMBROKE	56,496	40,865	15,631	38.25	1.28	0.75	27	41
82	WARNER	39,763	54,600	(14,837)	(27.17)	0.90	1.00	37	33
84	TILTON	5,152	-	5,152	100.00	0.12	-	75	-
	GRAND TOTAL	\$ 4,429,471	\$ 5,448,201	\$ (1,018,730)	(18.70)	100.00	100.00		

NEW HAMPSHIRE LIQUOR COMMISSION

Total Sales by Month

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

	2020	2019	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '20	SALES '19
JULY	\$ 84,882,708	\$ 85,111,636	\$ (228,928)	(0.27)	11.15	11.76
AUGUST	65,020,644	59,226,687	5,793,957	9.78	8.54	8.18
SEPTEMBER	54,094,691	56,119,590	(2,024,899)	(3.61)	7.11	7.75
OCTOBER	56,936,848	63,898,422	(6,961,574)	(10.89)	7.48	8.83
NOVEMBER	81,322,974	65,784,798	15,538,176	23.62	10.68	9.09
DECEMBER	80,676,264	73,165,415	7,510,849	10.27	10.60	10.11
JANUARY	45,565,220	54,374,564	(8,809,344)	(16.20)	5.99	7.51
FEBRUARY	47,688,721	45,407,986	2,280,735	5.02	6.26	6.27
MARCH	75,302,044	53,997,499	21,304,545	39.45	9.89	7.46
APRIL	46,483,279	55,546,003	(9,062,724)	(16.32)	6.11	7.68
MAY	58,950,799	51,469,694	7,481,105	14.53	7.74	7.11
JUNE	64,279,815	59,585,253	4,694,562	7.88	8.44	8.23
TOTAL	\$ 761,204,007	\$ 723,687,547	\$ 37,516,460	5.18	100.00	100.00

NEW HAMPSHIRE LIQUOR COMMISSION

Retail Sales By Month

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

	2020	2019	INCREASE/(DECREASE)		% OF TOTAL	
			AMOUNT	%	SALES '20	SALES '19
JULY	\$ 67,486,153	\$ 66,775,986	\$ 710,167	1.06	11.52	12.36
AUGUST	49,371,728	45,515,762	3,855,966	8.47	8.43	8.43
SEPTEMBER	39,347,088	43,269,202	(3,922,114)	(9.06)	6.72	8.01
OCTOBER	40,292,332	46,310,292	(6,017,960)	(12.99)	6.88	8.58
NOVEMBER	64,918,146	49,859,706	15,058,440	30.20	11.08	9.23
DECEMBER	61,752,821	56,307,272	5,445,549	9.67	10.54	10.43
JANUARY	32,025,772	39,244,629	(7,218,857)	(18.39)	5.47	7.27
FEBRUARY	34,606,262	32,223,333	2,382,929	7.40	5.91	5.97
MARCH	62,580,076	40,683,711	21,896,365	53.82	10.69	7.53
APRIL	36,773,085	38,160,291	(1,387,206)	(3.64)	6.28	7.07
MAY	46,993,324	36,981,062	10,012,262	27.07	8.02	6.85
JUNE	49,501,564	44,727,515	4,774,049	10.67	8.45	8.28
TOTAL	\$ 585,648,351	\$ 540,058,761	\$ 45,589,590	8.44	100.00	100.00

NEW HAMPSHIRE LIQUOR COMMISSION

On-Premise Sales by Month

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

			INCREASE/(DECREASE)		% OF TOTAL	
	2020	2019	AMOUNT	%	SALES '20	SALES '19
JULY	\$ 7,530,395	\$ 8,029,330	\$ (498,935)	(6.21)	11.98	10.24
AUGUST	7,205,500	6,377,570	827,930	12.98	11.47	8.14
SEPTEMBER	6,406,440	5,925,803	480,637	8.11	10.19	7.56
OCTOBER	7,156,385	7,385,105	(228,720)	(3.10)	11.39	9.42
NOVEMBER	6,270,596	5,582,412	688,184	12.33	9.98	7.12
DECEMBER	6,586,921	6,156,819	430,102	6.99	10.48	7.85
JANUARY	6,468,299	6,771,919	(303,620)	(4.48)	10.29	8.64
FEBRUARY	6,268,610	5,865,410	403,200	6.87	9.98	7.48
MARCH	3,273,184	5,808,266	(2,535,082)	(43.65)	5.21	7.41
APRIL	(23,287)	7,472,749	(7,496,036)	(100.31)	(0.04)	9.53
MAY	1,340,407	6,353,978	(5,013,571)	(78.90)	2.13	8.11
JUNE	4,357,542	6,653,885	(2,296,343)	(34.51)	6.93	8.49
TOTAL	\$ 62,840,992	\$ 78,383,246	\$ (15,542,254)	(19.83)	100.00	100.00

NEW HAMPSHIRE LIQUOR COMMISSION

Off-Premise Sales By Month

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

			INCREASE/(DECREASE)		% OF TOTAL	
	2020	2019	AMOUNT	%	SALES '20	SALES '19
JULY	\$ 9,797,382	\$ 10,377,865	\$ (580,483)	(5.59)	8.60	9.56
AUGUST	8,700,346	8,047,196	653,150	8.12	7.63	7.42
SEPTEMBER	8,387,802	7,721,537	666,265	8.63	7.36	7.12
OCTOBER	9,513,557	10,336,298	(822,741)	(7.96)	8.35	9.52
NOVEMBER	10,148,625	10,382,833	(234,208)	(2.26)	8.90	9.57
DECEMBER	12,356,681	10,654,136	1,702,545	15.98	10.84	9.82
JANUARY	7,692,435	8,987,411	(1,294,976)	(14.41)	6.75	8.28
FEBRUARY	7,080,495	7,483,569	(403,074)	(5.39)	6.21	6.90
MARCH	9,486,991	7,602,951	1,884,040	24.78	8.32	7.01
APRIL	9,779,951	10,051,045	(271,094)	(2.70)	8.58	9.26
MAY	10,347,866	8,273,233	2,074,633	25.08	9.08	7.62
JUNE	10,689,537	8,603,978	2,085,559	24.24	9.38	7.93
TOTAL	\$ 113,981,668	\$ 108,522,052	\$ 5,459,616	5.03	100.00	100.00

NEW HAMPSHIRE LIQUOR COMMISSION

Accessories Sales by Month

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

			INCREASE/(DECREASE)		% OF TOTAL	
	2020	2019	AMOUNT	%	SALES '20	SALES '19
JULY	\$ 308,914	\$ 268,172	\$ 40,742	15.19	9.77	12.35
AUGUST	291,769	192,995	98,774	51.18	9.23	8.89
SEPTEMBER	186,535	127,630	58,905	46.15	5.90	5.88
OCTOBER	171,282	154,764	16,518	10.67	5.42	7.13
NOVEMBER	200,566	150,977	49,589	32.85	6.34	6.95
DECEMBER	339,906	288,797	51,109	17.70	10.75	13.30
JANUARY	146,502	156,673	(10,171)	(6.49)	4.63	7.21
FEBRUARY	163,988	130,125	33,863	26.02	5.19	5.99
MARCH	226,883	124,401	102,482	82.38	7.17	5.73
APRIL	227,452	174,866	52,586	30.07	7.19	8.05
MAY	424,036	175,964	248,072	140.98	13.41	8.10
JUNE	474,634	226,326	248,308	109.71	15.01	10.42
TOTAL	\$ 3,162,467	\$ 2,171,690	\$ 990,777	45.62	100.00	100.00

NEW HAMPSHIRE LIQUOR COMMISSION

Discounts By Month

FISCAL YEARS ENDED JUNE 30, 2020 AND JUNE 30, 2019 (unaudited)

			INCREASE/(DECREASE)		% OF TOTAL	
	2020	2019	AMOUNT	%	SALES '20	SALES '19
JULY	\$ 240,136	\$ 339,717	\$ (99,581)	(29.31)	5.42	6.24
AUGUST	548,699	906,836	(358,137)	(39.49)	12.39	16.64
SEPTEMBER	233,174	924,582	(691,408)	(74.78)	5.26	16.97
OCTOBER	196,708	288,037	(91,329)	(31.71)	4.44	5.29
NOVEMBER	214,959	191,130	23,829	12.47	4.85	3.51
DECEMBER	360,065	241,608	118,457	49.03	8.13	4.43
JANUARY	767,788	786,068	(18,280)	(2.33)	17.33	14.43
FEBRUARY	430,634	294,451	136,183	46.25	9.72	5.40
MARCH	265,090	221,830	43,260	19.50	5.98	4.07
APRIL	273,922	312,948	(39,026)	(12.47)	6.18	5.74
MAY	154,834	314,543	(159,709)	(50.77)	3.50	5.77
JUNE	743,462	626,451	117,011	18.68	16.78	11.50
TOTAL	\$ 4,429,471	\$ 5,448,201	\$ (1,018,730)	(18.70)	100.00	100.00

NEW HAMPSHIRE LIQUOR COMMISSION



Joseph W. Mollica
Chairman



Nicole Brassard Jordan
Deputy Commissioner

New Hampshire Liquor Commission
50 Storrs Street
Concord, NH 03301
800-543-4664 (*Sales information*)

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