



# *Alcoholic Beverage Control Division*

Presentation for  
Economic Affairs Interim Committee

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## History

In 1933 the 18th Amendment was repealed by the 21st Amendment. (Previously, the 18th Amendment had outlawed alcohol in the US in 1919 and led to Prohibition in 1920. Montana voters in November 1916 decided to prohibit the production and sale of alcoholic beverages effective December 31, 1918 prior to the federal prohibition.) Section 2 of the 21st Amendment specifies that the power to control alcohol resides with the states, leaving each state to decide when and how to repeal Prohibition.

After Prohibition, the states began to seek methods to regulate and control the alcohol industry. The states were also eager to devise a method to levy and collect taxes on alcohol producers. Both of these concerns led to the states individually creating environments in which single ownership of all three tiers (production, distribution and retail) was entirely or partly prohibited. As states were left by the 21st Amendment to regulate themselves, alcohol laws and the nature of the three-tier system can vary significantly from state to state.

The three-tier system of alcohol distribution is the system for distributing alcoholic beverages set up in the United States after the repeal of Prohibition. The three tiers are importers or producers; distributors; and retailers. The basic structure of the system is that producers can sell their products only to wholesale distributors who then sell to retailers, and only retailers may sell to consumers. Producers include brewers, wine makers, distillers and importers.

Some states chose to become alcoholic beverage control jurisdictions after Prohibition. In these states, part or all of the distribution tier, and sometimes also the retailing tier, are operated by the state government itself (or by contractors operating under its authority) rather than by independent private entities.

When the Montana Liquor Control Act, passed in 1933 by the twenty-third Legislative Assembly, created the state liquor control system as one of the nation's seventeen "monopoly" states. Within its monopoly the state operated liquor stores, licensed individual purchases and retailers, exercised regulatory powers, and merchandised alcoholic beverages. The sale of beer was administered by the Board of Equalization, while state liquor stores were under the jurisdiction of a board composed of the Governor, the Attorney General and the Secretary of State.

At that time, only the sale of beer was permitted in Montana's taverns. In 1937 the passage of the Retail Liquor Act amended the 1933 legislation permitting the sale of liquor-by-the-drink and packaged liquor by licensed taverns. At the same time, the administration of state liquor stores was transferred to the newly created Montana Liquor Control Board, which consisted of the members appointed by the Governor and confirmed by the Senate.

As a result of the reorganization of state government following the ratification of Montana's 1972 Constitution, the Montana Liquor Control Board was abolished by the

1973 Legislative Assembly and its functions were transferred to the State Department of Revenue's Liquor Division, now called the Alcoholic Beverage Control Division.

Between 1995 and 1996, the state went from state run liquor stores to agency franchise agreements where liquor stores are now privately owned and operated.

## **Montana is a Control State**

### **Montana Code Annotated 16-1-101**

It is the policy of the State of Montana, through the Montana Department of Revenue, to effectuate and ensure the entire control of the manufacture, sale, importation, and distribution of alcoholic beverages within the state.

Overall purpose of the code:

- Protect the welfare, health, and safety of the people of Montana.
- Promote temperance, create orderly markets, and aid in the collection of taxes.

### **Alcoholic Beverage Control**

Montana is one of 17 states, several counties and 33 other countries known as control jurisdictions.

These jurisdictions control the sale of distilled spirits and, in some cases, beer and wine through government agencies at the wholesale level and also the retail level in some cases.

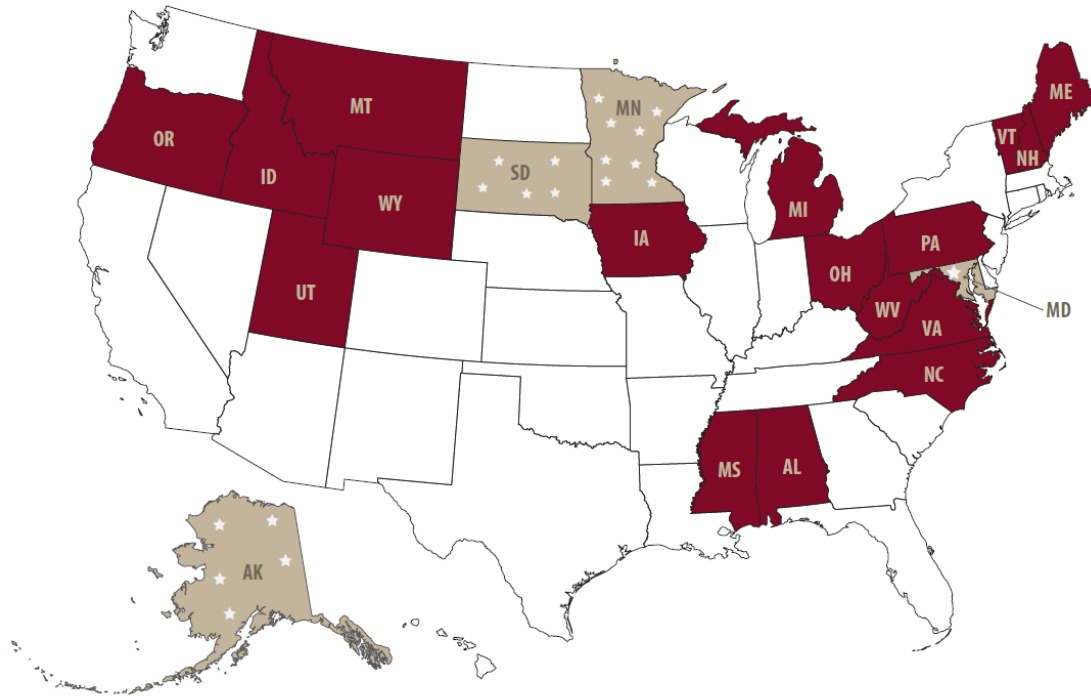
As a control state, Montana believes that moderation can best be achieved by neither promoting nor encouraging the consumption of alcohol but, instead by controlling it.

The purpose of control is to make alcohol available to those adults who choose to drink responsibly, not to promote the sale of alcohol.

By participating in the marketplace, we are able to serve our citizens with a broader and more flexible range of policy options to promote moderation in the consumption of alcoholic beverages and reduce alcohol abuse.

Another value of the control distribution system is that it operates solely on the revenue derived from the sale of alcoholic beverages in its jurisdiction. No property, state, or other local taxes are used to support control distribution system operations.

## The Control States



Alabama, Idaho, Iowa, Maine, Michigan, Minnesota, Mississippi, Montana, New Hampshire, North Carolina, Ohio, Oregon, Pennsylvania, Utah, Vermont, Virginia, West Virginia, Wyoming. Jurisdictions in Alaska, Maryland, Minnesota and South Dakota have adopted forms of the “control” model.

The Control State System is not unique to the United States. Many other countries across the world have adopted alcohol beverage Control Systems similar to those utilized by the Control Jurisdictions. Among those countries are Azerbaijan, Bosnia and Herzegovina, Cambodia, Canada\*, Cape Verde, Columbia, Costa Rica, Egypt, El Salvador, Ethiopia, French Polynesia, Finland, Gambia, Iceland, India\*, Kyrgyzstan, Lao PDR, Lithuania, Luxembourg, Malawi, Maritius, Micronesia (Fed. St.), Mongolia, Montserrat, Norway, Romania, Seychelles, Slovakia, Sweden, Switzerland, Macedonia, Turkey and Turkmenistan.  
\*Many, but not all Canadian provinces and Indian states are control.

## Control Benefits to Montanans

### Promote moderation

- Control systems promote moderation in consumption. Annual statistical data clearly shows that per capita consumption of distilled spirits is lower in control states than in license states.

### Support of alcohol programs

- We distribute revenues from alcohol taxes to the Department of Public Health and Human Services for the treatment, rehabilitation, and prevention of alcoholism and chemical dependency (\$10.3 million in FY20).

## Improve overall safety of communities through education, regulation and enforcement

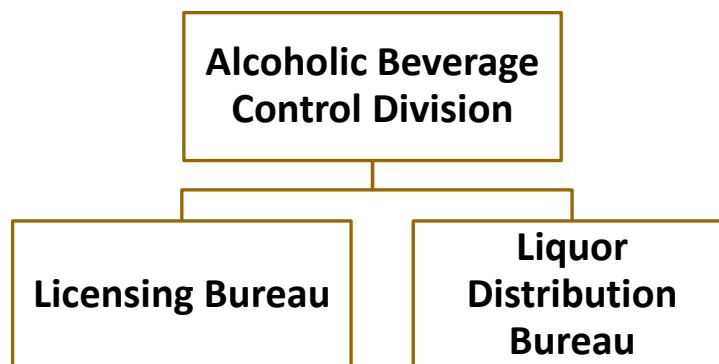
- The control state system continues to provide a regulatory environment that is better able to deter the ever-present risks and costs of alcohol abuse to the individual and the community.
- At one level, the uniform enforcement of applicable laws is far more effective in a control state where there are ordinarily fewer sales outlets, and more importantly, where the economic incentive to violate those laws is greatly reduced.
- At another level, the control system itself serves both as a visible symbol of the public commitment to moderation and as a vehicle for the promotion of alcohol education and awareness programs to support that commitment.

## Major source of revenue

- Alcoholic beverage sales provide a source of revenue to the State of Montana (\$61.6 million in taxes, profits and revenue in FY20). The state uses this revenue to help fund state-government operations and to support several government programs. Control jurisdictions, on average, generate more revenue per capita on the products controlled than do license states.

## Department Structure for the Alcoholic Beverage Control Division

Two bureaus and an outreach and education unit make up the Alcoholic Beverage Control Division: Licensing Bureau and Liquor Distribution Bureau.



## Licensing Bureau

The Licensing Bureau is responsible for protecting the public health and safety in the consumption of alcohol by properly licensing alcoholic beverage businesses in a fair and uniform manner.

There are two Resolution Officers that are generally responsible for overseeing compliance with the state's alcoholic beverage laws with respect to the manufacturing, distributing, and retailing of alcoholic beverages, as provided for in the Montana Alcoholic Beverage Code (Title 16 of the Montana Code Annotated).

### Duties and responsibilities include:

- Oversee and issue more than 5,000 licenses to manufacturers, importers, retailers and distributors of alcoholic beverages;
- Annually process renewal applications for these licenses;
- Review individual applicants for new licenses, transfer of ownership, and transfer of location, including financial document information, and premises to determine applicant and premises meet standard requirements of the law;
- Educate licensees to ensure they understand the laws enacted by the legislature;
- Review investigative reports from local law enforcement, Montana Department of Justice and public complaints; and
- Ensure compliance with Montana's alcoholic beverage laws.

The Montana Department of Justice, Gambling Control Division, provides investigative and audit services for the Alcoholic Beverage Control Division under a memorandum of understanding.



# Alcohol Beverage License Types

## On-Premises Retail Licenses (Bars, Taverns and Restaurants)

This type of licensee may sell and serve alcoholic beverages for on-premises consumption or for off-premises consumption in the original packages, excluding restaurant beer and wine licensees who may only sell for on-premises consumption to patrons that order food.

Entities that primarily provide meals with table service and who are licensed to sell beer at retail or beer and wine at retail may, upon approval by the department, be granted a catering endorsement. This allows the business to cater a special event for on-premises consumption that they would not otherwise be licensed to.

To be eligible to offer gaming under Title 23, MCA, an applicant must own an appropriate alcoholic beverage license. Therefore, the Department of Revenue's Alcoholic Beverage Control Division and the Department of Justice's Gambling Control Division use a joint application to streamline the process to apply for certain on-premises licenses.

### License Types

- All-Beverages Licenses
  - City – 1,030 issued (Quota)\*
  - County – 451 issued (Quota)\*
- Beer Licenses
  - City – 427 issued (Quota)\*\*
  - County – 75 issued (No Quota)\*
- Restaurant Beer and Wine Licenses – 249 issued (Quota)

### Additional On-Premises License Types

- Fraternal or Veterans Licenses – All-beverages/beer – 101 (No Quota)\*
- Golf Course Beer and Wine License – 20 (No Quota)
- Resort Retail All-beverages Licenses – 28 (No Quota)\*
- Airport All-beverages Licenses – 8 (No Quota)\*
- Passenger Carrier Licenses – 10 (No Quota)
- Special Beer & Wine License for Nonprofit Arts Organization – 22 (No Quota)
- Seasonal Beer & Wine License Yellowstone Airport – 1 (Specific Purpose)
- MT Heritage Retail Alcoholic Beverage Licenses – 3 (Specific Purpose)
- Continuing Care Retirement Center License – 1 (No Quota)

*\*Gaming is available with these licenses with minor exceptions. (A floater license issued after July 2007 that resulted from a lottery is not eligible to offer gambling. A floater license issued after November 2017 that resulted from a competitive bidding is not eligible to offer gambling.)*

*\*\*Gaming is available with these licenses with minor exceptions. (New beer licenses issued after 1997 may not be used for premises where gambling is conducted.)*

## Manufacturer Licenses (Distillery, Brewery, Winery)

This type of licensee can manufacture, sell, and distribute products they manufacture. A manufacturer licensed in the state that ships or sells directly to retailers or directly to consumers, where allowed, must pay the tax on such products and provide the appropriate reporting forms to the department.

### License Types

- **Domestic Winery License – 29 issued**

This type of licensee can manufacture, sell, and deliver wine from the licensed premises to any table wine distributor, retail licensee, or the public.

  - May provide samples, with or without charge, of wine that it produced in a sample room located on the licensed premises between 8 a.m. and 2 a.m.
  - There are no restrictions on the amount of samples they can provide per individual customer during a business day.
  
- **Foreign Winery or Importer Registration – 1,358 issued**

A foreign winery registered in the state can ship to licensed table wine distributors and to consumers if the winery holds a direct shipment endorsement issued by the department (964 issued). A wine importer can only ship to licensed table wine distributors.
  
- **Out-of-State Winery License – 4 issued**

This type of licensee can ship limited quantities of wine directly to retail alcoholic beverage licensees, licensed table wine distributors, and consumers if the winery holds a direct shipment endorsement issued by the department. The limit on direct shipments of wine to licensed retailers is 4,500 cases annually.
  
- **Domestic Distillery License – 30 issued**

This type of licensee can manufacture, distill, rectify, bottle, process and store liquor for sale to the department. Domestic distilleries may not self-distribute their products other than to agency liquor stores.

  - ◆ **Microdistillery (29 qualify)**

A distillery located in Montana that produces 200,000 proof gallons or less of liquor annually.

    - May provide samples of liquor produced on the premises in a sample room located on the licensed premises.
    - May provide samples with or without charge between 10 a.m. and 8 p.m.
    - May provided no more than two ounces of liquor to an individual customer during a business day for on-premises consumption.
    - May provide no more than 1.75 liters of liquor to an individual customer during a business day for off-premises consumption.

- At least 90 percent of the aggregate amount of liquor provided for on-premises or off-premises consumption in the sample room must have been produced at the microdistillery.
  - All liquor provided in the sample room must contain alcohol that was distilled at the microdistillery.
  - May deliver product directly to an agency liquor store. Deliveries must be electronically reported to the department within two business days of the delivery. *(HB 506 from the 2015 legislative session)*
- Domestic Brewery License – *105 issued*

This type of licensee can manufacture, sell, and deliver beer from the licensed premises to any beer wholesaler, retail licensee, or the public.

  - ◆ Small Brewery (*105 qualify*)

A brewery located in Montana that produces not less than 100 barrels or more than 60,000 barrels of beer a year.

    - Production includes beer produced by the brewer, beer purchased by the brewer and any beer produced by an affiliated manufacturer.
    - May provide samples of beer that were brewed and fermented on the premises in a sample room located on the licensed premises.
    - Can provide samples with or without charge between the hours of 10 a.m. and 8 p.m.
    - No consumption and possession before 10 a.m. or after 9 p.m.
    - No more than 48 ounces of beer can be provided to an individual customer during a business day.
    - No more than 2,000 barrels of beer can be provided for on-premises consumption annually (includes any affiliated manufacturers and limited to three brewery locations).
  - ◆ Academic Brewers (*1 issued*)

Available for Flathead Valley Community College and Montana State University – Billings only that offer a beer-brewing class or curriculum.

    - Limited to not more than 10,000 barrels in annual production.
    - They can only sell beer to wholesalers.
- ◆ Foreign Brewery or Importer License – *103 issued*

This type of licensee can ship limited quantities of beer directly to retail alcoholic beverage licensees and licensed beer wholesalers. The limit on direct shipments of beer to licensed retailers is 10,000 barrels annually.

### Special Permits – *412 issued*

A tax-exempt organization, nonprofit organization, accredited postsecondary school, or professional sporting contest may apply for a special permit to sell beer and table wine to patrons at the special event. The beer or wine must be consumed at the time and within the enclosed area. Most special permits can be obtained for \$10 per day. Sports leagues can obtain a special permit for \$1,000 to cover the length of the specified season of play.

## Off-Premises Retail Licenses (Convenient Stores, Grocery Stores, Specialty Beer & Wine Stores and Drugstores licensed as a pharmacy)

This type of licensee may sell beer and table wine for off-premises consumption only. No consumption or tasting can occur on the licensed premises.

### License Types

- Beer License – *70 issued* (No Quota)
- Table Wine License – *5 issued* (No Quota)
- Beer and Table Wine License – *831 issued* (No Quota)
- Sacramental Wine License – *3 issued* (No Quota)
  - May be issued to an establishment located in or outside of Montana that sells sacramental wine at retail to rabbis, priests, pastors, ministers or other officials of churches or other established religious organizations exclusively for off-premises use as a sacramental wine or for other religious purposes.
- Agency Liquor Stores – *95 issued* (Quota)
  - Not a license, but contractual franchise agreement. May sell distilled spirits, fortified wines and table wines.

## Beer Wholesaler and Table Wine Distributor Licenses

This type of licensee purchases beer and table wine either from a licensed brewery, winery, importer, beer wholesaler, or table wine distributor for distribution and sale to retail alcoholic beverage licensees. This type of licensee may not sell to the public or allow consumption on their licensed premises.

### License Types

- Beer Wholesaler License – *1 issued*
- Table Wine Distributor License – *9 issued*
- Beer Wholesaler and Table Wine Distributor License – *19 issued*
- Connoisseur's Licenses - *3 issued*
  - This type of license allows an individual to receive direct shipments of beer from an out-of-state licensed brewery for the person's own consumption and not for resale. The individual is responsible for filing a semi-annual return and paying the tax for any shipments of beer received.

## Vendor Permits and Vendor Representative Registrations – *147 issued*

This type of permit allows a vendor of distilled spirits to have their products promoted within the state by registered representatives. The vendor can employ up to five individuals through an independent contractor as registered representatives to promote the vendors' products. In addition, the vendor may also employ an unlimited number of representatives if the individuals are a direct employee, an owner or officer of the distillery. All of whom must be residents of Montana.

## Licensing Fees

License Type	License Fee	Processing Fee	One-Time Fee	Renewal Fee
<b>On-Premises Retail</b>				
County All-Beverage	\$400	\$400		\$400
City All-Beverage	\$400 - \$800	\$400		\$400 - \$800
Beer	\$200	\$400	***	\$200
Beer with Wine Amendment	\$400	\$400	***	\$400
Restaurant Beer and Wine	\$400	\$400	\$5,000 - \$20,000	\$400
Veterans Club (County)	\$250	\$400		\$250
Veterans Club (City)	\$250 - \$650	\$400		\$250 - \$650
Golf Course Beer and Wine	\$400	\$400	\$20,000	\$400
Resort All-Beverage	\$2,000	\$400	\$20,000	\$2,000
Cont. Care Retirement Community	\$500	\$400		\$500
Catering Endorsement				
All-Beverage	\$250	\$100		\$250
Beer	\$200	\$100		\$200
<b>Off-Premises Retail</b>				
Beer	\$200	\$200		\$200
Table Wine	\$200	\$200		\$200
Beer and Table Wine	\$400	\$200		\$400
Sacramental Wine	\$50	\$50		\$50
<b>Wholesaler/Distributor</b>				
Beer	\$400	\$200		\$400
Table Wine	\$400	\$200		\$400
Beer and Table Wine	\$800	\$200		\$800
Beer or Wine Sub-Warehouse	\$400	\$100		\$400
Beer and Wine Sub-Warehouse	\$800	\$100		\$800
<b>Manufacturer</b>				
Brewery (less than 10,000 barrels)	\$500	\$200		\$200
Brewery (more than 10,000 barrels)	\$500	\$200		\$500
Beer Storage Depot	\$500	\$100		\$500
Winery License	\$400	\$200		\$200
Winery Registration	\$0 - \$400			\$0 - \$400
Direct Shipment Endorsement	\$50			\$50
Distillery	\$600	\$200		\$600
<b>Connoisseur</b>				
Beer	\$50			\$25

\*\*\* \$25,000 original licensee fee due when license is issued via a competitive bidding (SB 5 from the 2017 Legislative Session)

# Breweries, Distilleries & Wineries in Montana

## Breweries in Montana

### **Anaconda**

Smelter City Brewing

### **Belgrade**

Madison River Brewing Co  
Bar 3 Brewing

### **Belt**

Harvest Moon Brewing Co

### **Bigfork**

Flathead Lake Brewing Co

### **Big Timber**

Crazy Peak Brewing Co

### **Billings**

Angry Hank's Microbrewery  
Bam Brewing  
Billings Brewing Company  
Canyon Creek Brewing  
Carter's Brewing  
Thirsty Street Brewing Co  
Uberbrew

### **Black Eagle**

Black Eagle Brewery

### **Bonner**

Kettlehouse Brewing Co

### **Bozeman**

406 Brewing Company  
Big Spring Brewing  
Bozeman Brewing Co  
Bridger Brewing Company  
Dean's Zesty Booch  
Julius Lehrkind Brewing  
Map Brewing Company  
Mountains Walking Brewing  
Outlaw Brewing  
Polar Brewing  
The Bunkhouse Brewing Co  
White Dog Brewing Co

### **Butte**

Butte Brewing Company  
Quarry Brewing

### **Columbia Falls**

Backslope Brewing

### **Culbertson**

Badlands Brewery

### **Cut Bank**

Cut Bank Creek Brewery

### **Darby**

Bandit Brewing Company

### **Dillon**

Beaverhead Brewing Co

### **East Helena**

Missouri River Brewing Co

### **Frenchtown**

Old Bull Brewing

### **Eureka**

Homestead Ales  
Koocanusa Brewery

### **Fort Benton**

Golden Triangle Brew Co

### **Glasgow**

Busted Knuckle Brewery

### **Glendive**

Cross Country Brewing

### **Great Falls**

Jeremiah Johnson Brewing  
Mighty Mo Brewing Co

### **Hamilton**

Bitterroot Brewing  
Higherground Brewing

### **Harlowton**

Gallys Brewing Company

### **Havre**

Old Station Brewing Co  
Triple Dog Brewing Co  
Vizsla Brewing

### **Helena**

Blackfoot River Brewing Co  
Copper Furrow Brewing  
Lewis & Clark Brewing Co  
Ten Mile Creek Brewing

### **Kalispell**

Bias Brewing  
Kalispell Brewing  
Sacred Waters Brewing Co  
Sunriff Beer Company

### **Lakeside**

Tamarack Brewing Company

### **Laurel**

High Plains Brewing

### **Libby**

Cabinet Mountain Brewing

### **Livingston**

Katabatic Brewing Company  
Neptune's Brewery

### **Lolo**

Lolo Peak Brewing Company

### **Malta**

Blue Ridge Brewing

### **Miles City**

Tilt Works Brewing

### **Missoula**

Bayern Brewing  
Big Sky Brewing Company  
Canyon Ferry Brewing  
Conflux Brewing Company  
Cranky Sam Brewing  
Draught Works  
Gild Brewing  
Great Burn Brewing  
Imagine Nation Brewing Co  
Kettlehouse Brewing Co  
Missoula Brewing Company

### **Philipsburg**

Philipsburg Brewing Co

### **Polson**

Glacier Brewing Company

### **Red Lodge**

Red Lodge Ales Brewing Co

### **Sheridan**

Ruby Valley Brewing

### **Sidney**

1035 Brewing  
Meadowlark Brewing

### **Stevensville**

Blacksmith Brewing C  
Wildwood Brewing

### **Virginia City**

Burnt Tree Brewing

### **White Sulphur Springs**

2 Basset Brewery

### **Whitefish**

Bonsai Brewing Project

### **Wibaux**

Beaver Creek Brewery

### **Wolf Point**

Missouri Breaks Brewing

## Breweries, Distilleries & Wineries in Montana-Continued

### Distilleries in Montana

**Bigfork**  
Whistling Andy

**Billings**  
Asylum Distillery  
Trailhead Spirits

**Bozeman**  
Blackfoot Distillery  
Bozeman Spirits Distillery  
Dry Hills Distillery  
Wildrye Distilling

**Butte**  
Headframe Sprits

**Coram**  
Glacier Distilling Company

**Ennis**  
Willie's Distillery

**Eureka**  
Stahl Peak

**Florence**  
Fireroot Distillery

**Hamilton**  
Westslope Distillery

**Havre**  
Crawford Distillery

**Helena**  
Gulch Distillers

**Kalispell**  
Portal Spirits  
Whitefish Handcrafted Spirits

**Lolo**  
Lolo Creek Distillery

**Missoula**  
Montana Whiskey Company  
Montgomery Distillery  
Rattlesnake Creek Distillers  
The Montana Distillery

**Potomac**  
Steel Toe Distillery

**Whitefish**  
Spotted Bear Spirits

**Winston**  
Stonehouse Distillery

### Wineries in Montana

**Bigfork**  
Bowman Orchards

**Billings**  
Merry Cellars  
Last Chance Cider Mill  
Yellowstone Cellars & Winery

**Bozeman**  
Lockhorn Hard Ciders  
Valhalla Meadery  
Valo Cellars

**Columbia Falls**  
Waters Edge Winery  
White Raven Winery

**Conner**  
Montana Ciderworks

**Corvallis**  
Willow Mountain Winery

**Darby**  
Trapper Peak Winery

**Dayton**  
Mission Mountain Winery

**Hamilton**  
Back Road Cider  
Blodgett Canyon Cellars  
Shed Horn Cellars

**Kalispell**  
Big Mountain Ciderworks  
Glacier Sun Winery  
Montavino Winery  
Tailing Loop Winery

**Miles City**  
Tongue River Vineyard

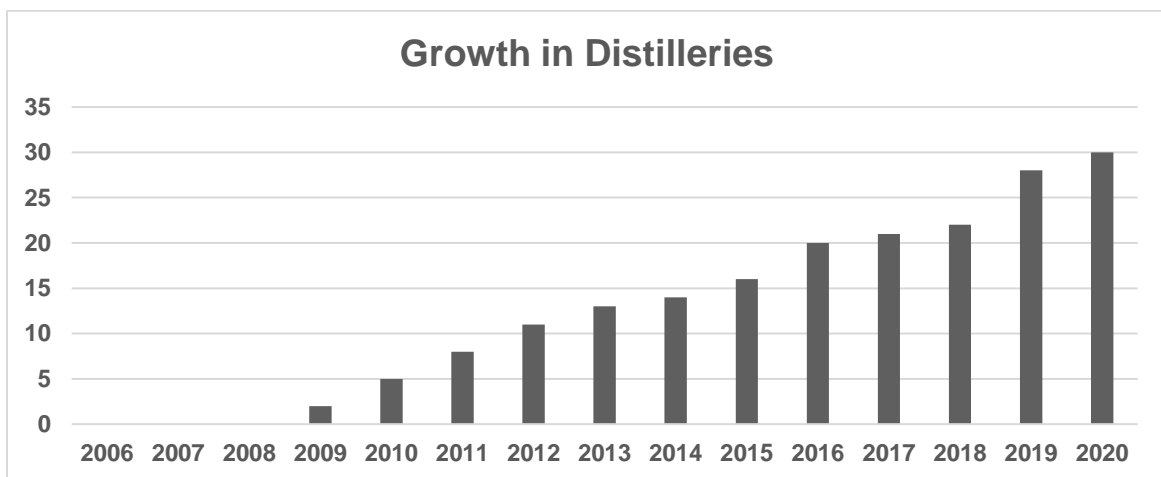
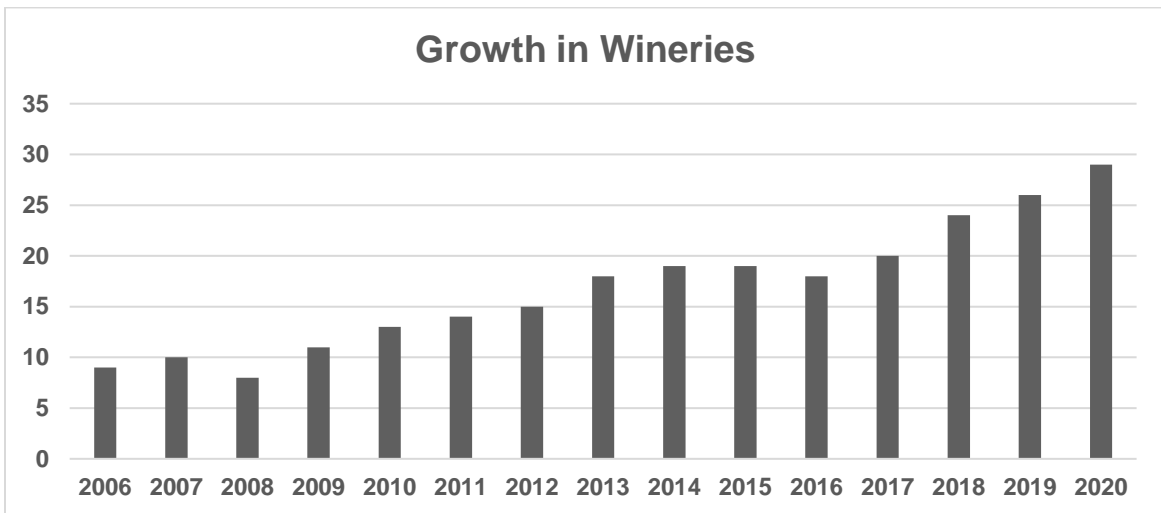
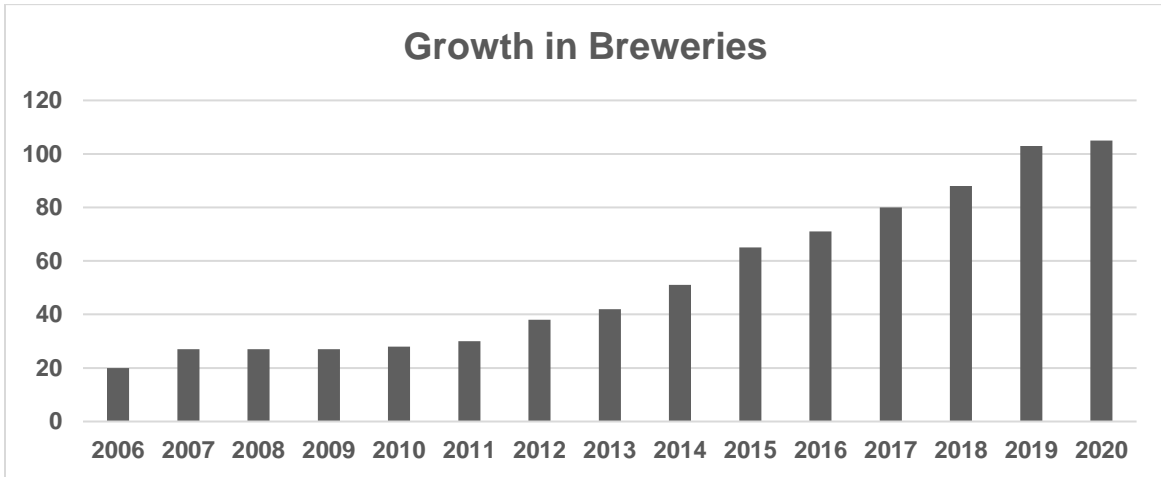
**Missoula**  
Ten Spoon Vineyard  
Western Cider Company  
William Weaver Wine

**Polson**  
D. Berardinis Winery  
Flathead Lake Winery  
Grinde Bay Winery

**Victor**  
Hidden Legend Winery

**Whitefish**  
Unleashed Winery

# Growth in Manufacturers



# Population Based Quota System

- Population based quota system has been in place since 1947
- There are two types of quota areas: city and county
- Quota system for incorporated towns and counties

## City Quota Area

(Licenses can be located within the corporate city limit and within a distance of 5 miles from the corporate limits but no further than the county boundary within which the incorporated city is located or the boundary line that separates the incorporated city from another incorporated city.)

### All-Beverage License Quota Amounts

- Population 500 or less = 2 licenses
- Population 501 - 3,000 = 3 licenses for first 1,000 inhabitants plus 1 for each additional 1,000 inhabitants
- Population 3,001 or more = 5 licenses for first 3,000 inhabitants plus 1 for each additional 1,500 inhabitants

### Beer License Quota Amounts

- Population 500 or less = 1 license
- Population 501 - 2,000 = 1 license for every 500 inhabitants
- Population 2,001 or more = 4 licenses for first 2,000 inhabitants, 2 licenses for the next 2,000 inhabitants and 1 additional license for every additional 2,000 inhabitants

### Restaurant Beer and Wine (RBW) License Quota Amounts

- Population 5,000 or less = 80% of beer quota
- Population 5,001– 20,000 = 160% of beer quota
- Population 20,001 – 60,000 = 100% of the beer quota
- Population 60,001 or more = 80% of the beer quota

## County Quota Area

### All-Beverage License Quota Amounts

All populations: 1 license for 750 inhabitants of the county after excluding the population of incorporated cities and incorporated towns in the county. County all-beverage licenses can be located anywhere in the county except within the boundaries of the incorporated cities and town and within a five-mile radius.

### Beer License Quota Amounts

No Limit

## Concession Agreements

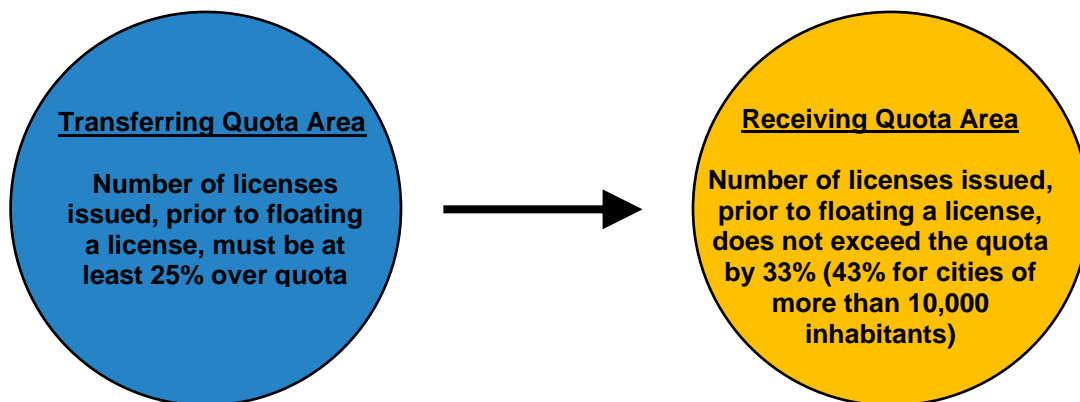
Added to statute with passage of House Bill 727 during the 2019 Legislative Session but the practice has been allowed for many years.

- Written agreements that provide the terms where an on-premises consumption beer licensee or all-beverages licensee can extend its licensed premises into the concessionaire's business for the purpose of selling and serving the licensee's alcoholic beverages to the concessionaire's customers.

Example: Licensed retail establishment is located immediately next to an unlicensed restaurant. Restaurant owner would like to serve alcoholic beverages to its patrons, but no alcoholic beverage licenses are available. Restaurant owner enters into agreement with the neighboring licensed retailer to serve alcoholic beverages within the restaurant area.

- Statute allows the department to take administrative action against the licensee, concessionaire, or both for violations of the alcoholic beverage code.
- Approximately 175 current concession agreements.

## Floating Licenses between Quota Areas



### **General Provisions**

- Only all-beverages licenses may be floated
- Must meet public convenience and necessity

## All-Beverage Floater Licenses

- Alcoholic beverage laws allow for all-beverage licenses to float from an existing location that is over quota to a location that is under quota.

# Competitive Bidding for Retail Alcoholic Beverage Licenses

Senate Bill 5, enacted by the 65<sup>th</sup> Montana Legislature during the November 2017 Special Session, separated previously combined quota areas and requires the department to conduct a competitive bidding process for available licenses. The individual or business entity with the highest bid is awarded the opportunity to apply for licensure.

## Formerly Combined Quota Areas

Senate Bill 5 eliminated combined quota areas so that each incorporated city has its own quota based on population.

When the 5-mile boundary of two or more incorporated cities overlap, the boundaries terminate in a straight line equidistant between each city.

Formerly combined quota areas included Bozeman/Belgrade, Helena/East Helena, Whitefish/Columbia Falls, Hamilton/Pinesdale, Eureka/Rexford, and Red Lodge/Bear Creek.

## Requirements to Enter a Competitive Bidding

An individual or business entity wanting to participate in a competitive bidding must submit:

- electronically a competitive bid form that includes the bid amount;
- an irrevocable letter of credit for at least the bid amount from a financial institution naming the department as the beneficiary; and
- a \$100 non-refundable processing fee and pay any associated payment processing fees.

## Bid Amounts

Each competitive bidding has a minimum bid amount. The minimum bid amount is set at 75 percent of the market value of licenses of the same type and privileges that have sold within the quota area or similar quota area.

## Licenses

All licenses issued through the competitive bidding are gaming restricted.

A license is subject to forfeiture, the license fees, and the original bid amount, if the licensee:

- transfers the license to another person or business entity within one year of receiving the license unless the transfer is due to the death of the licensee;
- does not use the license within one year of receiving the license;
- places the license on nonuse within 5 years of receiving the license; or
- proposes to use the license in a location which has had the same license type within the previous 12 months.

### Completed Competitive Bidding Opportunities (updated 1/22)

Year Offered	License Type	Quota Area	Minimum Bid Amount	Winning Bid Amount
2018	All-Beverage (Floater)	Bozeman	\$371,250	\$451,000
2018	All-Beverage (Floater)	Three Forks	\$71,577	\$151,100
2018	On-Premises Beer	Belgrade	\$168,300	\$210,001
2019	All-Beverage (Floater)	Bozeman	\$371,250	\$1,200,000
2019	On-Premises Beer	Bozeman	\$220,000	\$454,001
2019	All-Beverage (New)	Belgrade	\$262,500	\$525,000
2019	On-Premises Beer	Missoula	\$122,679	\$382,000
2019	On-Premises Beer	Bozeman	\$220,000	\$402,010
2019	All-Beverage (Floater)	Missoula	\$323,000	\$443,000
2019	All-Beverage (Floater)	Bozeman	\$371,250	\$1,100,000
2020	RBW	Missoula	\$42,000	\$65,333
2021	All-Beverage	Ekalaka	\$22,500	\$25,500
2021	All-Beverage (Floater)	Bozeman	\$371,250	\$770,001
2021	On-Premises Beer	Helena	\$80,000	\$85,000
2021	All-Beverage	Belgrade	\$260,000	\$677,000

Total revenue generated through the competitive bid process: \$6,940,946

## General Licensing Requirements

- Applicants holding a financial ownership of 10 percent or more must pass a background check by submitting their fingerprints.
- Applicants must be current with all Montana taxes.
- Applicants must be 19 years of age or older.
- Applicants must not have been convicted of a felony or, if the applicant has been convicted of a felony, the applicant's rights must have been restored.
- Applicants must be likely to operate the establishment in compliance with all applicable laws of the state and local governments.
- Business must be authorized to do business in Montana.
- All licensees and their employees who sell or serve alcoholic beverages must receive responsible alcohol sales and service training by a state approved training provider. *(SB 29 from the 2011 legislative session)*
- A licensee may not possess an ownership interest in more than three all-beverage licenses. A licensee may not possess an ownership interest in more than half the total number of allowable all-beverage licenses in any quota area. *(SB 120 from the 2013 legislative session)*
- An ownership interest in other alcohol beverage tiers is prohibited.

### Notice of Publication

#### Public Convenience and Necessity

- Department required to publish notices when applicants request new licenses, license transfers, and transfers of location.
- Notice allows the public the opportunity to protest the approval of the license to the applicant and/or proposed location.
- Protests must equal 25 percent of the number of quota all-beverages licenses in the area located, but not less than two protests, to initiate a public hearing.
- Evidence needs to indicate that the license will "materially promote the public's ability to engage in the licensed activity."
- We will not issue a license if the hearing reveals that:
  - The welfare of the residents or retail licenses located in the area of the premises that wants the license will be adversely and seriously affected;
  - The applicant or the proposed premises for licensing fails to meet the eligibility or suitability criteria;
  - A possible reason for denial listed in a conditional approval letter has been verified; or
  - The purposes of Montana Alcoholic Beverage Code will not be carried out by the issuance of the license.

## Alcohol Code Violations

- The Department of Revenue asks the Department of Justice to investigate complaints.
- Upon reviewing the Department of Justice’s investigation report or an admission from a licensee or receiving a local law enforcement agency’s investigation report, the Department of Revenue may, at its discretion, take one or more of the following actions:
  - Reprimand the licensee
  - Impose a civil penalty not to exceed \$1,500
  - Suspend the license for a period of not more than three months
  - Refuse to grant a renewal of the license after its expiration
  - Revoke the license
- All actions taken by the Department of Revenue are subject to the opportunity for a hearing under the Montana Administrative Procedure Act.

### The most common Alcohol Beverage Code violations are

- Sale to an underage person
- Sale to an intoxicated person
- Undisclosed ownership interest
- Unapproved premises alteration
- Unapproved nonuse
- Open after hours
- Serving after hours
- No management agreement

## License Application Processing Statistics

	Fiscal Year 2020		Fiscal Year 2019	
License Type	Applications Processed	Average Application Processing Time (days)	Applications Processed	Average Application Processing Time (days)
All-Beverage	145	56	177	39
Beer	60	49	51	58
RBW	45	61	31	40
Manufacturer	24	59	39	58
Distributor	5	31	9	32
Off-Premises	50	41	59	40
<b>TOTAL</b>	<b>329 Applications Processed</b>		<b>366 Applications Processed</b>	

(Issuance of a new license, transfer of ownership, change of location, etc.)

# License Revenue

## Consists of License Fees, Annual Renewal Fees, and Violation Revenue

FY 2013	\$2,239,151
FY 2014	\$2,215,175
FY 2015	\$2,405,900
FY 2016	\$2,522,064
FY 2017	\$2,552,275
FY 2018	\$2,591,119
FY 2019	\$3,362,884
FY 2020	\$6,574,816
FY 2021	\$4,593,785

## Taxation of Alcoholic Beverages

### Distilled Spirits (Liquor)

The pricing on distilled spirits and fortified wines includes both an excise tax and a license tax. The appropriate tax rate is determined by the total number of proof gallons the company manufactured, distilled, rectified, bottled, or processed and sold nationwide in the preceding calendar year. These are the rate schedules:

- Liquor Excise Tax

<u>Rate</u>	<u>Production</u>
16%	More than 200,000 proof gallons
13.8%	50,001 to 200,000 proof gallons
8%	20,000 to 50,000 proof gallons
3%	Less than 20,000 proof gallons

- Liquor License Tax

<u>Rate</u>	<u>Production</u>
10%	More than 200,000 proof gallons
8.6%	50,001 to 200,000 proof gallons
2%	50,000 or less proof gallons

### Beer

- Based upon barrels of beer produced annually (barrel = 31 gallons)
  - Up to 5,000 barrels \$1.30/barrel
  - 5,001 to 10,000 barrels \$2.30/barrel
  - Over 10,000 barrels \$4.30/barrel

### Wine

- 27 cents per liter of wine
- 3.7 cents per liter of hard cider

## Tax Revenue

### Liquor Excise Tax

FY 2013	\$14,876,139
FY 2014	\$15,430,324
FY 2015	\$16,190,200
FY 2016	\$16,571,301
FY 2017	\$17,105,836
FY 2018	\$17,646,138
FY 2019	\$18,416,642
FY 2020	\$19,947,830
FY 2021	\$23,473,422

### Liquor License Tax

FY 2013	\$9,296,333
FY 2014	\$9,642,234
FY 2015	\$10,119,984
FY 2016	\$10,359,702
FY 2017	\$10,691,248
FY 2018	\$11,027,618
FY 2019	\$11,512,859
FY 2020	\$12,462,977
FY 2021	\$14,673,456

### Beer Tax

FY 2013	\$4,049,346
FY 2014	\$4,209,093
FY 2015	\$4,062,636
FY 2016	\$4,048,840
FY 2017	\$4,012,581
FY 2018	\$4,010,619
FY 2019	\$4,061,710
FY 2020	\$4,224,437
FY 2021	\$4,424,097

### Wine Tax (includes Hard Cider)

FY 2013	\$3,237,280
FY 2014	\$3,358,802
FY 2015	\$3,430,555
FY 2016	\$3,527,293
FY 2017	\$3,606,701
FY 2018	\$3,615,502
FY 2019	\$3,662,607
FY 2020	\$3,731,198
FY 2021	\$3,971,701



# Liquor Distribution Bureau

The Liquor Distribution Bureau is responsible for overseeing and managing the effective receipt and distribution of alcoholic beverages in the state. It accomplishes this by efficiently maintaining a regulated channel of distribution with an emphasis on customer service by fulfilling the public demand for distilled spirits and fortified wine through agency liquor stores.

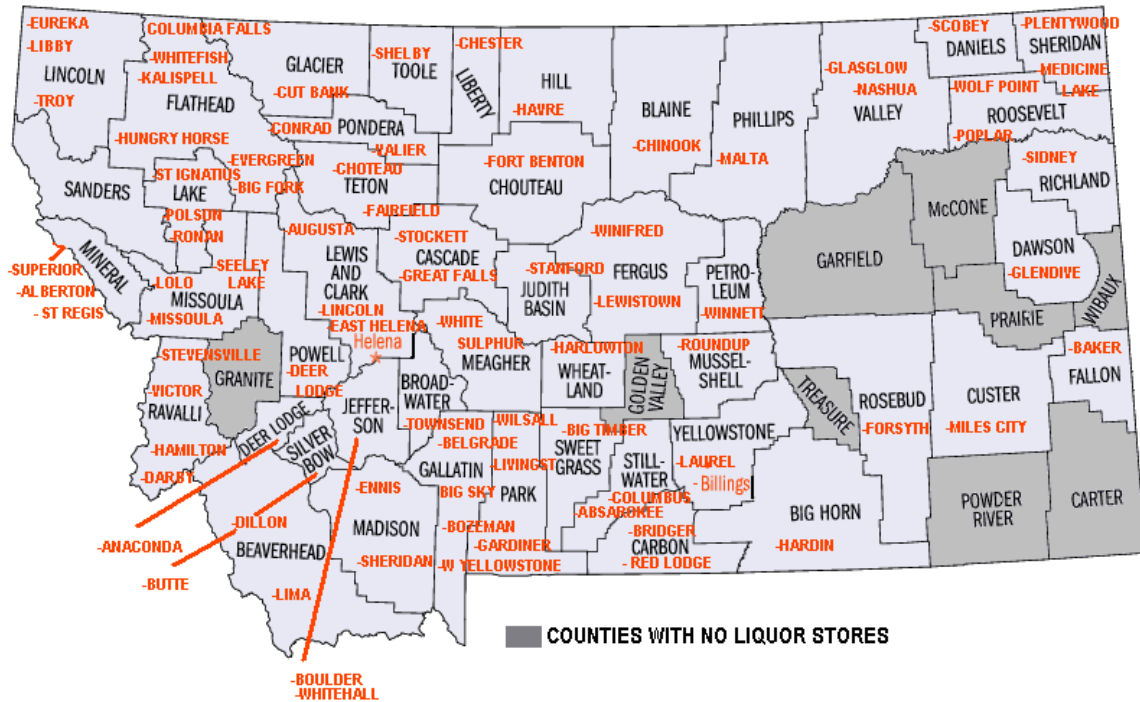
## Duties and responsibilities include:

- Operate the state liquor warehouse – more than a \$150 million business;
- Order, maintain, and monitor liquor warehouse inventories in a way that balances state interests with liquor distribution outlet customers;
- Establish and post statutorily-defined prices for all liquor products distributed through the liquor warehouse; and
- Establish, maintain, and monitor relationships, compliance issues, and state contracts with 95 separate agency liquor stores.



# Agency Liquor Stores

There are currently 95 agency liquor stores in Montana. Independent agents operate these agency liquor stores.



## Number of Agency Liquor Stores in a Community

The number of agency liquor stores that may be located in a community varies with the population in a community. For example, there may be:

- One agency liquor store if the population is 0 –12,000;
- Two agency liquor stores if the population is 12,001 – 52,000;
- Three agency liquor stores if the population is 52,001 – 92,000;
- Four agency liquor stores if the population is 92,001 – 132,000; or
- Five agency liquor stores if the population is 132,001 – 172,000; and
- One additional agency liquor store within increments of population of 40,000 inhabitants above 172,000.

## Location Limitations

- New stores may not be located in a community that is within 35 miles of another community with an agency liquor store unless the population permits.
- In communities that may have more than one agency liquor store, stores may not be located closer than a one-mile radius of each other.
- May not be in or adjacent to a grocery store in communities greater than 3,000.

### Selection of an Agent

- Selected according to competitive procedures under the Montana Procurement Act.

### Contracts may be Reassigned

- An agent may assign an agency franchise agreement to a person who, upon department approval, is named agent in the agency franchise agreement, with the rights, privileges, and responsibilities of the original agent for the remaining term of the agency franchise agreement.

### Commission Rates

- Agents receive a price reduction on the posted price of liquor purchased from the department, known as a commission rate. An agent's commission rate is based on the total posted price of liquor purchased in the previous calendar year. *(SB 193 from the 2015 legislative session)*
- Commission rate schedule, effective February 1, 2018 is as follows:

Commission Rate	Prior Calendar Year Liquor Purchases	
16.00%	\$0.00	\$250,000.00
15.50%	\$250,000.01	\$500,000.00
15.00%	\$500,000.01	\$720,000.00
14.50%	\$720,000.01	\$950,000.00
14.00%	\$950,000.01	\$1,525,000.00
13.50%	\$1,525,000.01	\$1,850,000.00
13.00%	\$1,850,000.01	\$2,250,000.00
12.75%	\$2,250,000.01	\$3,250,000.00
12.50%	\$3,250,000.01	\$7,000,000.00
12.15%	\$7,000,000.01	+

- Dollar values of purchase amounts are adjusted annually based on the consumer price index of the prior calendar year.

## Operation

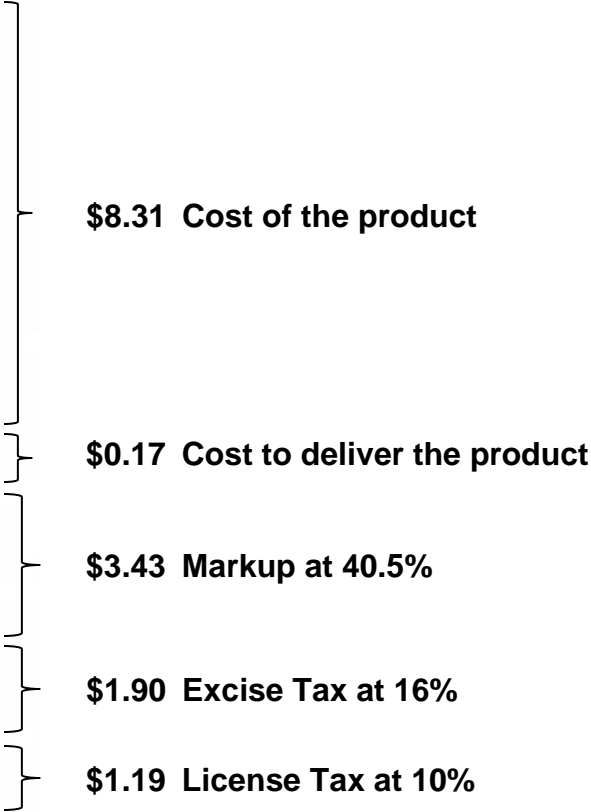
- Agency liquor stores must purchase all alcoholic beverages except for beer and table wine from the state liquor warehouse.
- Agency liquor stores may sell liquor, fortified wine, and table wine. Stores may purchase table wine from a distributor without an additional license.
- Agency liquor stores must be open for the sale of alcoholic beverages for a minimum of six hours per day between 8 a.m. and 2 a.m.
- Agency liquor stores must be closed Sundays, Mondays, and legal holidays. They may be open on Mondays that are not legal holidays if 51 percent of the all-beverage licensees in the community sign a petition to allow it.
- Agency franchise agreements are effective for a 10-year period and must be renewed for an additional 10-year period if the requirements of the agency franchise agreement have been satisfactorily performed.
- Agency liquor stores are required to sell liquor to licensees at the state posted price for bottle purchases and at a reduction of an eight percent discount from posted price for full case purchases of regular listed products.
- Agency liquor stores must sell to all other persons at or above the posted price. The agent may establish a mark-up for their retail price.
- Agency liquor stores receive weekly deliveries.
- The department supplies a quarterly price book with the various classes, varieties, and brands of liquor for sale with the state's posted price.
- Agency liquor stores have 60 days from the date of invoice to pay for liquor purchased from the state liquor warehouse.



# Components of Liquor Pricing



*Example represents a liquor product with a posted price of \$15.00*

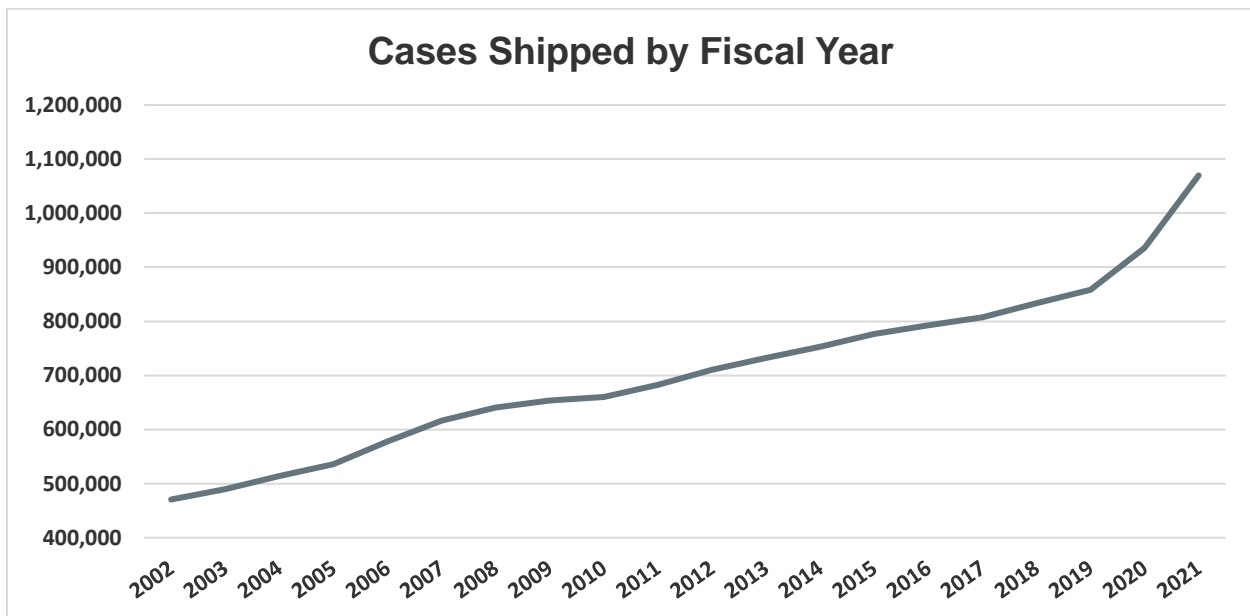


## Cases Distributed to Agency Liquor Stores

The Alcoholic Beverage Control Division maintained inventories at the state liquor warehouse on 1,650 liquor and fortified wine products during fiscal year 2021. Another 2,500 liquor and fortified wine products are available on a case-by-case basis.

Over the past ten fiscal years, cases shipped from the state liquor warehouse increased by more than 50 percent, from 710,475 in fiscal year 2012 to 1,069,716 in fiscal year 2021.

MONTH	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
July	67,809	65,050	69,883	75,412	85,666	97,916
August	69,223	76,710	84,376	80,063	80,980	88,856
September	64,310	66,318	61,605	58,694	68,869	90,087
October	64,945	65,974	70,048	73,193	79,984	89,201
November	67,372	71,483	75,023	73,598	72,181	82,628
December	82,072	83,911	78,885	85,371	93,190	116,747
January	46,827	46,978	53,627	58,064	59,087	57,185
February	60,311	59,753	61,705	65,578	67,220	75,966
March	68,754	66,639	65,812	68,426	82,630	97,467
April	55,688	54,730	59,865	67,774	65,960	79,194
May	68,121	73,690	75,668	72,790	79,289	87,804
June	77,031	75,889	77,197	79,523	100,483	106,665
<b>TOTAL</b>	<b>792,463</b>	<b>807,125</b>	<b>833,694</b>	<b>858,486</b>	<b>935,539</b>	<b>1,069,716</b>



## Liquor Distribution Revenues and Transfers

The Alcoholic Beverage Control Division distributed \$45.4 million to the state general fund and \$9.6 million to the state special revenue fund in fiscal year 2021.

	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
<b>Gross Sales</b>	<b>\$139.3M</b>	<b>\$144.0M</b>	<b>\$150.9M</b>	<b>\$163.8M</b>	<b>\$193.4M</b>
<b>Agents Total Commissions and Discounts</b>	<b>\$18.0M</b>	<b>\$18.8M</b>	<b>\$19.8M</b>	<b>\$21.4M</b>	<b>\$25.2M</b>
<b>Operational Expenses</b>	<b>\$2.2M</b>	<b>\$2.0M</b>	<b>\$1.8M</b>	<b>\$2.0M</b>	<b>\$2.4M</b>
<b>Net Profits</b>	<b>\$11.8M</b>	<b>\$12.2M</b>	<b>\$12.5M</b>	<b>\$14.0M</b>	<b>\$16.9M</b>
<b>Taxes Transferred</b>	<b>\$27.8M</b>	<b>\$28.7M</b>	<b>\$29.9M</b>	<b>\$32.4M</b>	<b>\$38.1M</b>

### Types of Revenue

Liquor wholesale operations generate two types of revenue: taxes and profits.

#### Taxes

The sale price of each product includes taxes. We collect the tax when we sell the product from the warehouse and the agency liquor stores pay us. Then we transfer the tax to either the general fund or state special revenue fund. The taxes are washed through the Liquor Enterprise Fund.

#### Profits

The standard mark-up applied to most liquor products is 40.5 percent; however, the 2011 legislative session allowed for a reduced mark-up of 20 percent on liquor products that have been manufactured, distilled, rectified, bottled, or processed by a distillery that produces 25,000 proof gallons or less of liquor nationwide annually.

The mark-up in essence pays for the liquor warehouse distribution operations and the commission rates provided to the agency liquor stores. The remaining profits are then transferred to the general fund.

## Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2020 and June 30, 2019

Location	2020 By Volume	2020 Sales	2019 By Volume	2019 Sales
ABSAROKEE #167	46	717,667	46	688,561
ALBERTON #138	85	139,688	86	121,269
ANACONDA #14	36	1,124,506	36	1,025,054
AUGUSTA #81	92	84,944	90	77,441
BAKER #42	31	1,408,230	28	1,464,248
BELGRADE #76	2	10,456,791	2	9,778,976
BIG SKY #190	18	2,730,500	17	2,717,154
BIG TIMBER #17	63	439,926	67	382,511
BIGFORK #179	23	2,150,959	29	1,453,661
BILLINGS #196	8	5,132,246	10	4,392,767
BILLINGS #3	6	5,655,061	7	4,904,588
BILLINGS #4	30	1,441,128	30	1,424,482
BOULDER #56	84	156,060	84	139,647
BOZEMAN #193	5	7,198,777	5	6,573,736
BOZEMAN #9	15	3,480,683	14	3,561,262
BRIDGER #91	66	410,178	63	427,939
BUTTE #116	9	4,698,939	9	4,637,951
BUTTE #2	27	1,632,856	24	1,645,801
CHESTER #35	93	72,325	93	66,845
CHINOOK #28	78	281,896	78	249,004
CHOTEAU #34	81	232,488	81	219,306
COLUMBIA FALLS #73	16	3,046,010	18	2,707,078
COLUMBUS #16	56	554,409	54	524,650
CONRAD #33	68	403,708	70	339,312

## Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2020 and June 30, 2019

Location	2020 By Volume	2020 Sales	2019 By Volume	2019 Sales
DARBY #85	65	439,019	65	415,401
DEER LODGE #11	54	571,845	55	518,805
DILLON #32	33	1,201,089	35	1,079,395
EAST HELENA #83	14	3,536,098	15	3,217,115
ENNIS #60	48	686,289	50	626,514
EUREKA #69	41	830,681	43	743,818
EVERGREEN #67	17	2,927,638	16	2,801,953
FAIRFIELD #130	89	95,485	92	67,645
FORSYTH #23	70	372,804	68	345,425
FORT BENTON #31	67	409,192	69	341,151
GARDINER #58	53	576,948	53	535,760
GLASGOW #24	40	936,676	40	867,896
GLENDIVE #21	29	1,523,088	31	1,289,921
GREAT FALLS #139	11	4,560,408	8	4,713,454
GREAT FALLS #140	21	2,527,888	21	2,346,583
GREAT FALLS #141	52	601,988	57	504,882
HAMILTON #18	22	2,277,541	22	1,996,070
HARDIN #37	61	467,800	61	458,127
HARLOWTON #38	76	312,819	74	285,429
HAVRE #26	28	1,623,221	27	1,465,511
HELENA #1	10	4,648,139	11	4,162,601
HELENA #5	39	1,008,379	39	873,966
HOT SPRINGS #61	74	319,338	71	319,419
HUNGRY HORSE #62	47	715,450	49	653,777

## Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2020 and June 30, 2019

Location	2020 By Volume	2020 Sales	2019 By Volume	2019 Sales
KALISPELL #12	7	5,211,271	6	5,090,953
KALISPELL #195	20	2,542,516	19	2,575,835
LAUREL #65	3	9,432,875	3	8,773,720
LEWISTOWN #15	37	1,085,452	37	932,928
LIBBY #6	42	804,248	41	761,665
LIMA #82	91	85,892	91	71,877
LINCOLN #112	75	314,460	75	271,747
LIVINGSTON #8	19	2,601,082	20	2,538,332
LOLO #192	1	16,958,496	1	14,462,298
MALTA #22	44	784,013	42	749,675
MEDICINE LAKE #90	45	721,624	51	616,276
MILES CITY #13	25	1,667,389	26	1,577,624
MISSOULA #170	12	4,526,802	12	4,148,973
MISSOULA #171	4	8,237,042	4	7,620,740
NASHUA #95	95	41,478	95	42,727
PLAINS #108	60	485,062	60	479,291
PLENTYWOOD #53	62	441,356	64	422,119
POLSON #54	24	2,124,105	23	1,866,881
POPLAR #100	86	137,647	82	191,489
RED LODGE #27	32	1,216,197	34	1,090,628
RONAN #101	49	683,491	48	657,817
ROUNDUP #44	57	526,283	59	490,323
SCOBAY #51	83	156,970	85	138,437
SEELEY LAKE #122	58	524,106	58	503,253

## Comparative Report of Sales to Agency Stores

For fiscal years ending June 30, 2020 and June 30, 2019

Location	2020 By Volume	2020 Sales	2019 By Volume	2019 Sales
SHELBY #29	69	390,551	62	440,508
SHERIDAN #105	72	340,098	73	307,962
SIDNEY #50	35	1,193,589	32	1,186,261
ST IGNATIUS #74	79	250,673	80	233,034
ST REGIS #185	55	571,133	44	732,227
STANFORD #43	82	167,230	83	151,711
STEVENSVILLE #115	38	1,047,640	38	920,477
SUPERIOR #30	71	355,805	77	261,629
THOMPSON FALLS #7	50	624,746	52	608,984
TOWNSEND #49	59	499,780	56	505,223
TROY #70	64	439,797	66	387,556
TWIN BRIDGES #77	87	130,450	87	109,774
VALIER #78	88	97,864	88	88,856
VICTOR #172	34	1,199,263	33	1,163,826
WEST YELLOWSTONE #59	51	606,322	47	678,345
WHITE SULPHUR SPR. #36	77	284,363	76	264,119
WHITEFISH #64	13	4,374,041	13	3,672,373
WHITEHALL #104	73	330,871	72	315,726
WILLSALL #117	80	241,780	79	246,853
WINIFRED #160	90	93,110	89	87,960
WINNETT #39	94	45,016	94	44,934
WOLF POINT #52	43	794,582	45	699,671

## Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2020

County	City	Gross Sales	Percent of Total Sales
Beaverhead	Dillon #32	1,201,089	0.73%
	Lima #82	85,892	0.05%
		<u>\$ 1,286,981</u>	<b>0.78%</b>
Big Horn	Hardin #37	<u>\$ 467,800</u>	<b>0.29%</b>
Blaine	Chinook #28	<u>\$ 281,896</u>	<b>0.17%</b>
Broadwater	Townsend #49	<u>\$ 497,780</u>	<b>0.30%</b>
Carbon	Bridger #91	410,175	0.25%
	Red Lodge #27	1,216,197	0.74%
		<u>\$ 1,626,372</u>	<b>0.99%</b>
Cascade	Great Falls #139	4,560,408	2.78%
	Great Falls #140	2,527,888	1.54%
	Great Falls #141	601,988	0.37%
		<u>\$ 7,690,284</u>	<b>4.69%</b>
Chouteau	Fort Benton #31	<u>\$ 409,192</u>	<b>0.25%</b>
Custer	Miles City #13	<u>\$ 1,667,389</u>	<b>1.02%</b>
Daniels	Scobey #51	<u>\$ 156,970</u>	<b>0.10%</b>
Dawson	Glendive #21	<u>\$ 1,523,088</u>	<b>0.93%</b>

## Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2020

County	City	Gross Sales	Percent of Total Sales
Deer Lodge	Anaconda #14	<u>\$ 1,124,506</u>	0.69%
Fallon	Baker #42	<u>\$ 1,408,230</u>	0.86%
Fergus	Lewistown #15	1,085,452	0.66%
	Winifred #160	93,110	0.06%
		<u>\$ 1,178,562</u>	0.72%
Flathead	Bigfork #179	2,150,959	1.31%
	Columbia Falls #73	3,046,010	1.86%
	Evergreen #67	2,927,638	1.79%
	Hungry Horse #62	715,450	0.44%
	Kalispell #12	5,211,271	3.18%
	Kalispell #195	2,542,516	1.55%
	Whitefish #64	4,374,041	2.67%
		<u>\$ 20,967,885</u>	12.80%
Gallatin	Belgrade #76	10,456,791	6.38%
	Big Sky #190	2,730,500	1.67%
	Bozeman #193	7,198,777	4.39%
	Bozeman #9	3,480,683	2.12%
	West Yellowstone #59	606,322	0.37%
		<u>\$ 25,473,073</u>	14.93%
Glacier	Cut Bank #45	<u>\$ 1,665,296</u>	1.02%
Hill	Havre #26	<u>\$ 1,623,221</u>	0.99%

## Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2020

County	City	Gross Sales	Percent of Total Sales
Jefferson	Boulder #56	156,060	0.10%
	Whitehall #104	330,871	0.20%
		<u>\$ 486,931</u>	<b>0.30%</b>
Judith Basin	Stanford #43	<u>\$ 167,230</u>	<b>0.10%</b>
Lake	Polson #54	2,124,105	1.30%
	Ronan #101	683,491	0.42%
	St Ignatius #74	250,673	0.15%
		<u>\$ 3,058,269</u>	<b>1.87%</b>
Lewis and Clark	Augusta #81	84,944	0.05%
	East Helena #83	3,536,098	2.16%
	Helena #1	4,648,139	2.84%
	Helena #5	1,008,379	0.62%
	Lincoln #112	314,460	0.19%
		<u>\$ 9,592,020</u>	<b>5.86%</b>
Liberty	Chester #35	<u>\$ 72,325</u>	<b>0.04%</b>
Lincoln	Eureka #69	830,681	0.51%
	Libby #6	804,248	0.49%
	Troy #70	439,797	0.27%
		<u>\$ 2,047,726</u>	<b>1.27%</b>
Madison	Ennis #60	686,289	0.42%
	Sheridan #105	340,098	0.21%
	Twin Bridges #77	130,450	0.08%
		<u>\$ 1,156,837</u>	<b>0.71%</b>

## Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2020

County	City	Gross Sales	Percent of Total Sales
Meagher	White Sulphur Springs #36	<u>\$ 284,363</u>	0.17%
Mineral	Alberton #138	139,688	0.09%
	St Regis #185	571,133	0.35%
	Superior #30	355,805	0.22%
		<u>\$ 1,066,626</u>	0.66%
Missoula	Lolo #192	16,958,496	10.35%
	Missoula #170	4,526,802	2.76%
	Missoula #171	8,237,042	5.03%
	Seeley Lake #122	524,106	0.32%
		<u>\$ 30,246,446</u>	18.46%
Musselshell	Roundup #44	<u>\$ 526,283</u>	0.32%
Park	Gardiner #58	576,948	0.35%
	Livingston #8	2,601,082	1.59%
	Wilsall #117	241,780	0.15%
		<u>\$ 3,419,810</u>	2.09%
Petroleum	Winnett #39	<u>\$ 45,016</u>	0.03%
Phillips	Malta #22	<u>\$ 784,013</u>	0.48%
Pondera	Conrad #33	403,708	0.25%
	Valier #78	97,864	0.06%
		<u>\$ 501,572</u>	0.31%

## Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2020

County	City	Gross Sales	Percent of Total Sales
Powell	Deer Lodge #11	<u>\$ 571,845</u>	0.35%
Ravalli	Darby #85	439,019	0.27%
	Hamilton #18	2,277,541	1.39%
	Stevensville #115	1,047,640	0.64%
	Victor #172	1,199,263	0.73%
		<u>\$ 4,963,463</u>	<b>3.03%</b>
Richland	Sidney #50	<u>\$ 1,193,589</u>	<b>0.73%</b>
Roosevelt	Poplar #100	137,647	0.08%
	Wolf Point #52	794,582	0.48%
		<u>\$ 932,229</u>	<b>0.56%</b>
Rosebud	Forsyth #23	<u>\$ 372,804</u>	<b>0.23%</b>
Sanders	Hot Springs #61	319,338	0.19%
	Plains #108	485,062	0.30%
	Thompson Falls #7	624,746	0.38%
		<u>\$ 1,429,146</u>	<b>0.87%</b>
Sheridan	Medicine Lake #90	721,624	0.44%
	Plentywood #53	441,356	0.27%
		<u>\$ 1,162,980</u>	<b>0.71%</b>
Silver Bow	Butte #116	4,698,939	2.87%
	Butte #2	1,632,856	1.00%
		<u>\$ 6,283,752</u>	<b>3.87%</b>

## Schedule of Liquor Sales by County

For the fiscal year ending June 30, 2020

County	City	Gross Sales	Percent of Total Sales
Stillwater	Absarokee #167	717,667	0.44%
	Columbus #16	554,409	0.34%
		<u>\$ 1,272,076</u>	<b>0.78%</b>
Sweetgrass	Big Timber #17	<u>\$ 439,926</u>	<b>0.27%</b>
Teton	Choteau #34	232,488	0.14%
	Fairfield #130	95,485	0.06%
		<u>\$ 327,973</u>	<b>0.20%</b>
Toole	Shelby #29	<u>\$ 390,551</u>	<b>0.24%</b>
Valley	Glasgow #24	936,676	0.57%
	Nashua #95	41,478	0.03%
		<u>\$ 981,154</u>	<b>0.60%</b>
Wheatland	Harlowton #38	<u>\$ 312,819</u>	<b>0.19%</b>
Yellowstone	Billings #196	5,132,246	3.13%
	Billings #3	5,655,031	3.45%
	Billings #4	1,441,128	0.88%
	Laurel #65	9,432,875	5.76%
		<u>\$ 21,661,280</u>	<b>13.22%</b>
<b>Totals</b>		<u><b>\$163,873,622</b></u>	<u><b>100%</b></u>

# Alcohol Education

The Alcoholic Beverage Control Outreach and Education unit is responsible for educating and informing servers and sellers, license holders, distributors, manufacturers, law enforcement and the general public on topics addressing responsible sales, service and consumption of alcoholic beverages. This is accomplished through a variety of educational presentations and training materials. The unit also does outreach with new licensees, those wanting to get into the business, local law enforcement and anyone else with questions on alcoholic beverage law in Montana.

## Duties and responsibilities include:

- Oversee the Responsible Alcohol Sales and Service Act.
- Manage the state's responsible alcohol sales and service training program called *Your Community Matters*.
- Provide technical assistance to local law enforcement officials, city/county attorneys, and the justice community.

