

SELECT

ABC

SPIRITS

STATE OF ALABAMA
ALCOHOLIC BEVERAGE
CONTROL BOARD



ANNUAL REPORT | 2019-2020



Alabama Alcoholic Beverage Control Board

Mac Gipson
Administrator

William E. Thigpen
Assistant Administrator

Alan Spencer
Board Chairman

Melissa Morrisette
Board Member

John Knight
Board Member

Honorable Kay Ivey
Governor, State of Alabama
Alabama State Capitol
Montgomery, AL 36130

Dear Governor Ivey:

On behalf of the Alabama Alcoholic Beverage Control Board and its employees, it gives me great pleasure to submit the 2019-2020 annual report. This report describes the efforts, accomplishments and financial gains over the prior year.

In keeping with our mission of controlling the distillation, sale and distribution of alcohol in Alabama, this agency operated Licensing and Compliance offices, 168 retail stores, and the central warehouse and annex; all leased from private landlords, infusing more than \$13 million into the Alabama economy.

After the ABC Board paid its operating expenses, we distributed nearly \$315 million to state and local governments, while fulfilling our mandate to effectively regulate and educate citizens about beverage alcohol and tobacco use.

Due to the global pandemic, we focused much of our efforts on providing a safe, clean environment for employees and consumers by improving and instituting new operational procedures and policies. We also refurbished, relocated and opened retail stores when necessary to meet customer needs and/or expand efficiencies.

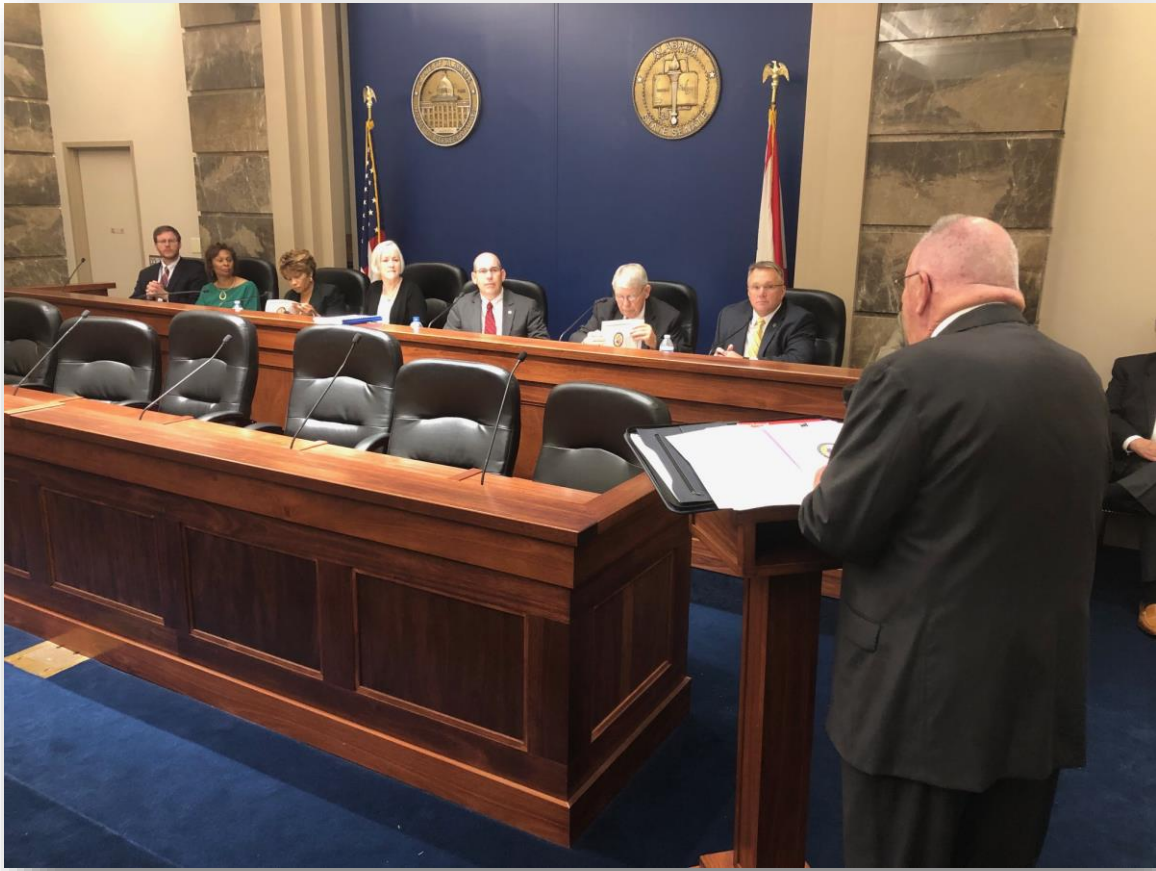
The ABC Board's statewide public awareness campaign to educate students and parents about the dangers of underage and binge drinking, remained in high demand. "*Under Age, Under Arrest?*" programs were presented to more than 12,000 Alabama public and private school students before the pandemic halted school assemblies. Unfortunately, more than 20 programs had to be cancelled or rescheduled. The ABC Board is proud to partner with Mothers Against Drunk Driving, the Alabama Law Enforcement Agency, and others to present this program. For more information please visit <https://alabcboard.gov/government-relations/underage-underarrest>.

I am proud to report that ABC employees remain committed to successfully continuing the mission of this agency and providing premier services to the citizens of Alabama.

Sincerely,

A handwritten signature in black ink, appearing to read "H.M. Gipson".

H.M. Gipson
Administrator



**STATE OF ALABAMA
ALCOHOLIC BEVERAGE CONTROL BOARD**



**ANNUAL REPORT
FY 2019-2020**

BOARD MEMBERS



Alan Spencer, Chairman
Tuscaloosa, AL



Melissa Morrissette
Mobile, AL



John Knight
Montgomery, AL

ADMINISTRATION



H. Mac Gipson,
Administrator



William E. Thigpen, Sr.,
Assistant Administrator





History and Mission

The Alabama Alcoholic Beverage Control Board was established by the passage of the Alabama Beverage Control Act in February 1937. Title 28, Chapter 3, Section 2 of the Alabama Alcoholic Beverage Control Act provided for a police power for the “protection of the public welfare, health, peace and morals” of the people of Alabama and prohibited transactions in liquor, alcohol, malt and brewed beverages, taking place within the State, except by and under control of the Board. In 1997 the responsibility to issue retail sales permits, regulate, and enforce the laws related to underage access to tobacco products were added. In 2006 the responsibility to regulate and register retail establishments selling methamphetamine precursors was added.

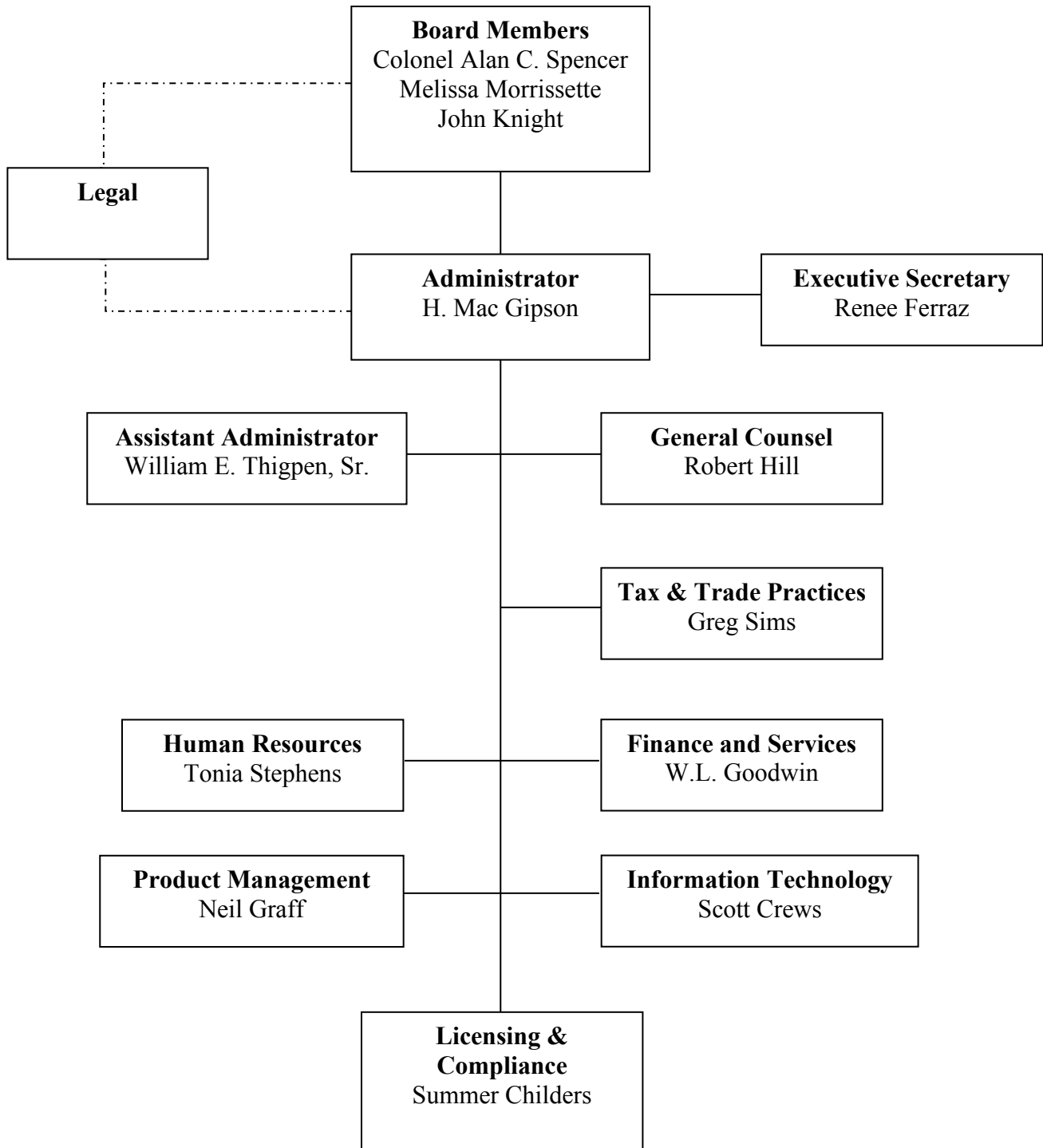
Today, the ABC Board operates 168 ABC Stores. Alabama Act 2013-67 was passed to create the Alabama State Law Enforcement Agency (ALEA). Effective upon the passing of this act and the January 1, 2015 start date, the Law Enforcement Division of the Alabama Alcoholic Beverage Control Board was transferred to ALEA. All the drug and alcohol enforcement activities transferred to ALEA. The safety of our citizens through licensing and education became a function of the Licensing and Compliance Division. The ABC Warehouse, located in the Central Office in Montgomery, supplies all of the liquor sold in the State.

The ABC Board controls alcoholic beverages throughout the state through controlled distribution, licensing, regulation, law enforcement, and education. Youth access to tobacco products are controlled through retail sales permits, regulation, law enforcement, and education. Methamphetamine precursors are regulated through retail sales registration, education, and law enforcement efforts.

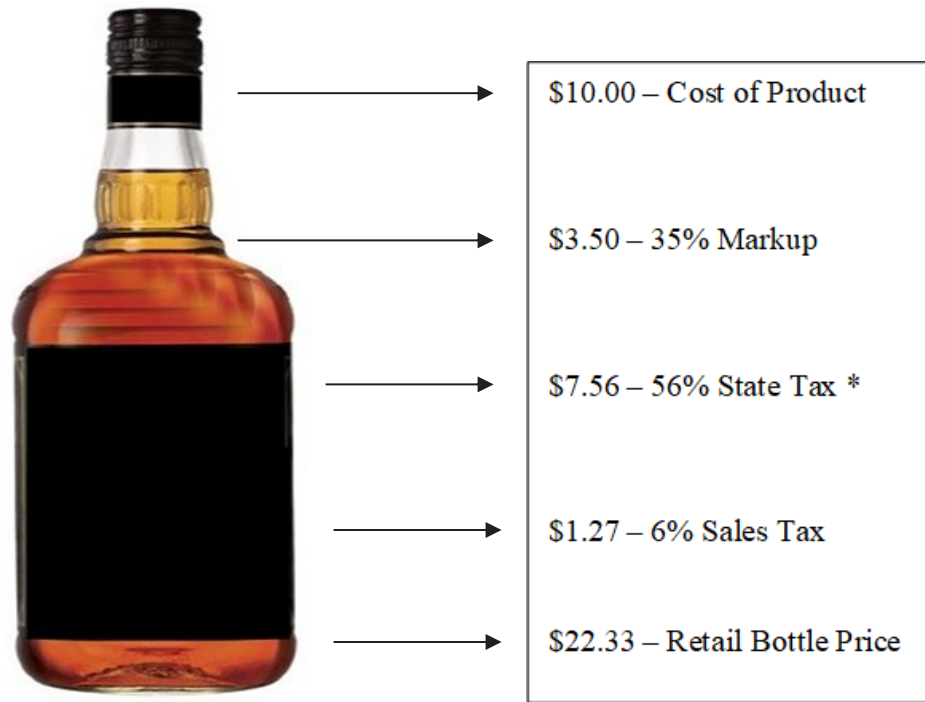
Operating expenses are paid by consumers of alcoholic beverages, tobacco manufacturers, and federal grant funding. The general public is not taxed to cover ABC Board expenses unless they purchase controlled products, although they do benefit from ABC operations through increased public safety and revenue distribution to cities, counties, state agencies, and the state general fund.

It is the ABC Board’s goal to maintain a safe, reliable, and efficient distribution network of controlled products while maintaining an extremely professional level of public safety programs to insure responsibility in the distribution, possession and consumption of these products. ABC’s law enforcement officers are well trained and operate at the highest level of professional police standards. The ABC Board strives each day to provide the citizens of Alabama the best service and safety that they should expect from our employees.

ABC Board Organization



What's in the Price of Liquor?



*State Liquor taxes total 56% of cost & markup. The above bottle would generate income and taxes as follows:

1. General Fund	\$3.03
2. Human Resources	\$2.23
3. Mental Health	\$1.95
4. Various State Agencies and Local Governments	\$5.12

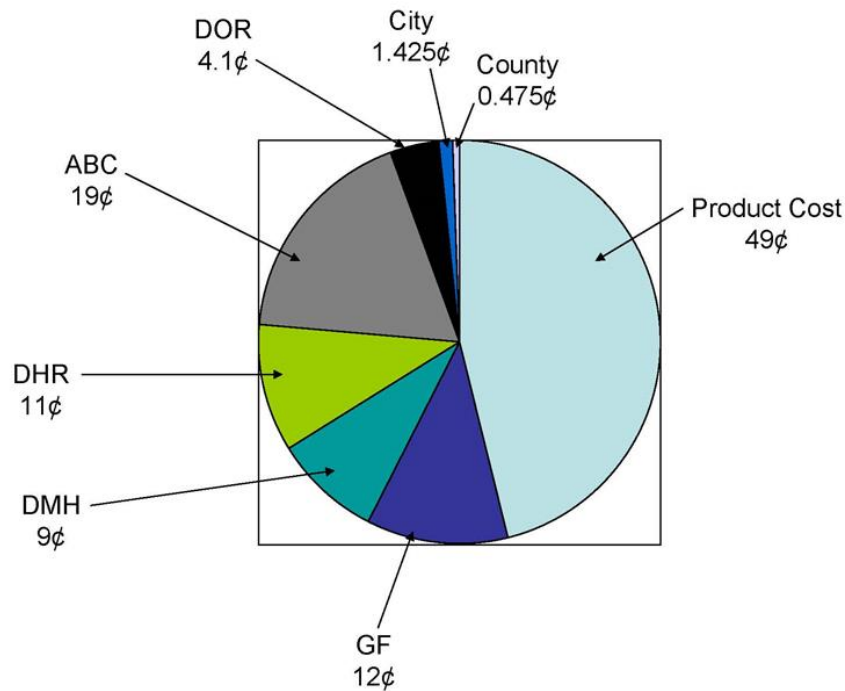
The ABC Board operates with a specific price structure.

The ABC Board operates with a specific price structure to determine the sales price for liquor and fortified wine products. This illustration utilizes a hypothetical \$21.06 bottle price on the shelf. The ABC Board purchase price for this hypothetical bottle from the vendor is \$10.00. Included are the distiller's production, bottling, and labeling costs; freight to Montgomery; federal excise tax; and \$.90 per case for outbound freight.

The ABC Board marks up this product 35% based on its cost. Ten percent of the markup goes to the State General Fund and 25% of the markup is used for operating expenses of the Board. Any portion not used for operating expenses is distributed to state and local agencies. From the 6% sales tax for this bottle (\$1.27); 86 cents go to the Alabama Department of Revenue, 30 cents go to the City in which the sale was made, and 11 cents go to the County in which the sale was made. Profit and tax distributions from ABC store sales are governed by Title 28, Code of Alabama 1975.

Where does the money go?

For each retail dollar spent on the shelf price of a bottle of liquor in an ABC State Store, there is a 6% Sales Tax added. Funds from this sale are distributed to several different accounts. This in turn reduces the tax burden on the citizens of Alabama in general; providing dollars to the State General Fund, social & medical programs through the Department of Human Resources and Department of Mental Health, education, local budgets, tax administration and regulation, and statewide law enforcement.



For each \$1.00 of a purchase plus \$0.06 Sales Tax, funds are distributed as follows:

- Cost of Product - \$0.49
- State General Fund (GF) - \$0.12 *
- Department of Mental Health (DMH) – \$0.09 *
- Department of Human Resources (DHR) - \$0.11 *
- ABC - \$0.19 **
- Department of Revenue (DOR) - \$0.041
- City - \$0.01425
- County - \$0.00475

* Funds are reduced by TVA Supplemental Distribution to Non-Served Dry Counties as required by Act 2010-135.

** ABC funds not spent for operations each year are distributed to the funds listed above as required by state law.

Education

“Under Age, Under Arrest”

The demand for this statewide educational and public awareness initiative created to discourage and stop underage drinking and binge drinking continues to grow each year. During the first half of Fiscal Year 2019-2020, the Alabama ABC Board conducted 94 “Under Age – Under Arrest” programs throughout the state. Unfortunately, the ABC Board suspended presentations and 28 additional programs were cancelled for the second half of the school year because of the COVID-19 pandemic.

The program includes presentations at middle, junior high, and high schools and colleges about the dangers, legal consequences and social costs of underage and binge drinking. We are proud to partner with anti-drinking organizations, including Mothers Against Drunk Driving (MADD), Students Against Destructive Decisions (SADD) and American Character Builders, to assist school counselors and administrators in spreading the message about the dangers of underage drinking. The campaign utilizes the expertise of other groups, organizations, institutions, state agencies and individuals in Alabama. These include the Alabama Law Enforcement Agency, state health and education agencies, substance-abuse treatment providers, local law enforcement, children’s groups, colleges, businesses, and faith-based organizations.

Thanks in part to a grant from the National Alcoholic Beverage Control Association, the Alabama ABC Board is financially able to provide this educational and public awareness program free of charge.





Product Management

The Product Management Division is responsible for the pricing, purchasing, warehousing, transportation, distribution, merchandising, stores, and sales of liquor products for the state. Product Management serves as the wholesaler for distilled spirits within the state. With a staff of 17 central office employees, 61 warehouse employees, and 637 store employees, product management strives to maintain a pleasant shopping environment for adult consumers. Our sales staff is trained to serve the consumer and prevent unlawful sales.

Stores - Operates 168 retail and wholesale outlets in areas of the state where the sale of alcoholic beverages have been approved. Locations are selected to be convenient to the public and licensees, providing a safe and satisfactory shopping experience for adult consumers who purchase alcoholic beverages. 6 stores were remodeled, and 2 stores were relocated. These changes should provide better service to the public. Online ordering has also been implemented, making ordering faster and more accurate.

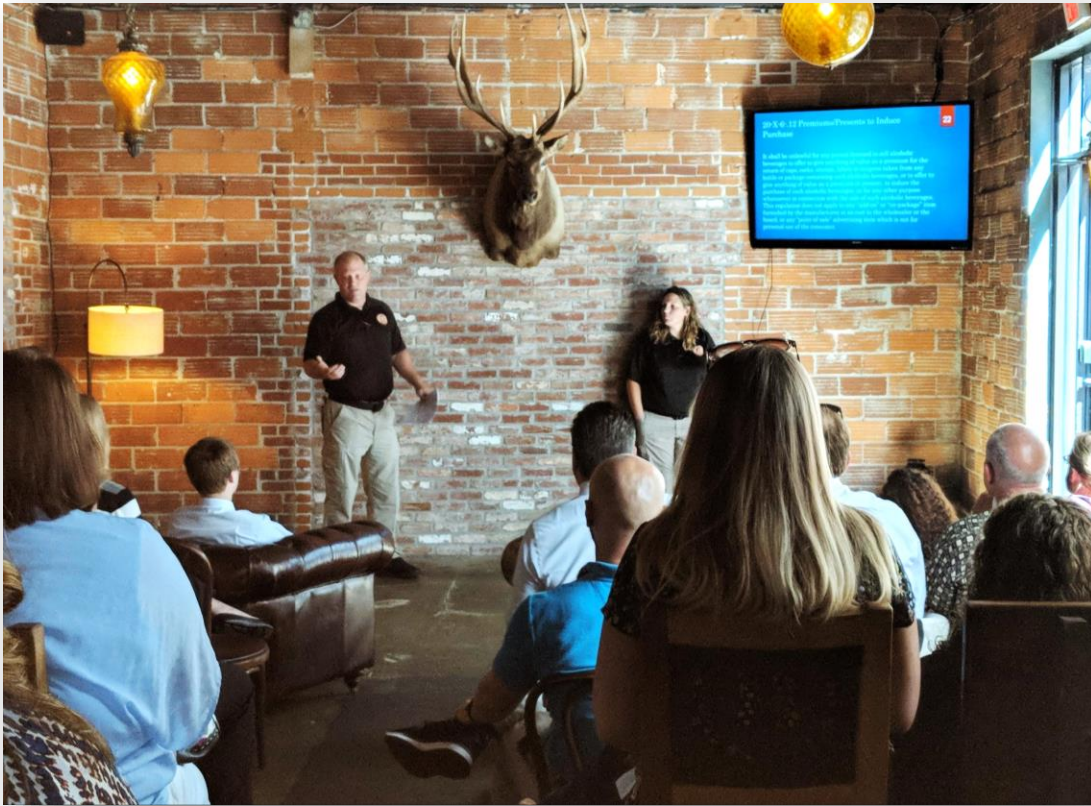
Pricing - Product Management records and manages all price quotations on a quarterly basis. Recently, Product Management changed the methods of processing price quotations by using a system created by the National Alcoholic Beverage Control Association which allows price quotations to be submitted via internet.

Purchasing - Product Management manages all shipments of alcoholic beverages to 168 retail and wholesale outlets on a weekly basis. P.M. coordinates loading of trucks with the ABC Warehouse, working with ABC stores to keep inventory at the most efficient levels, eliminating outages and overstocking of merchandise.

Warehousing - The ABC Warehouse ships and receives approximately 15,000 cases of liquor products to state operated retail and wholesale outlets daily. The Board maintains a warehouse inventory of approximately 360,000 cases year-round and ships roughly 3.6 million cases annually.

Transportation - Product Management directs the ABC transportation contract carrier to efficiently ship and deliver merchandise to ABC Stores on a daily basis. The Product Management division also monitors and schedules all inbound merchandise. Distribution/Wholesale - Product Management evaluates products to ensure customers have adequate selections and maintain a distribution network to supply all ABC Stores. Each ABC outlet is replenished once a week. P.M. has established two new forms of coding to identify cases more effectively, one is all Value-Added Packs, i.e. gift sets, and the other is wholesale items that can be sold to licensees by the bottle.

Merchandising - Coordinates all merchandising efforts in 168 ABC retail and wholesale outlets including shelf management and display locations in the stores.



Licensing and Compliance Division

The Licensing and Compliance Division was formed on January 1, 2015 and is responsible for maintaining the issuance and renewal of ABC Licenses/Permits, as well as the administrative regulatory functions of the Alcoholic Beverage Control Board.

There are currently 60 employees in the Licensing and Compliance Division. These positions are funded by ABC operating accounts, grants and special appropriations, and do not require funding from the State General Fund. ABC Licensing and Compliance duties and responsibilities include:

- Serves as the primary state agency tasked with the regulation of alcoholic beverage laws in the state.
- Alcohol investigations include the illegal manufacture, possession, transportation, or sale of alcoholic beverages, and minor access/possession. Federal grant funding through the U.A. Department of Justice and Alabama Department of Economic and Community Affairs allows additional man-hours and resources to concentrate on Underage Drinking. As a result of hard work and continued efforts, the rate at which minors have access to alcoholic beverages through retail locations has declined, as reflected by our Minor Compliance Check Non-Compliance Rate which decreased substantially over the past decade. This function is now performed by law enforcement agencies, with coordination and monitoring by the ABC Board.
- Issues, regulates and investigates Alcoholic Beverage Licenses for all locations in the state selling alcoholic beverages.
- Civilian ABC Licensing and Compliance Inspectors are responsible for the following tasks: application investigations, administrative inspections, issuing administrative citations, investigating complaints made by citizens, speaking at alcohol and tobacco educational events, and responding to any other alcohol/tobacco related questions and/or issues. In addition, the civilian inspectors are responsible for administering the Responsible Vendor Program.
- Conducts the Save Teens program to schools regularly, which educates them on the dangers of drug and alcohol abuse.
- The ABC Licensing and Compliance Division educates licensees on Title 28, Code of Alabama 1975, and ABC Rules and Regulations.
- The ABC Board Licensing and Compliance Division meets with local governing authorities, law enforcement, attorneys, prosecutors, etc. to discuss alcohol laws, regulations, licensing criteria and to help tailor licensure to their needs.
- Serves as the primary state agency tasked with the enforcement of tobacco laws in the state.
- Issues, regulates and investigates Tobacco Permits for all locations in the state that tobacco products.

- Alabama Act 2013-67 was passed to create the Alabama Law Enforcement Agency (ALEA). Effective January 1, 2015, the Law Enforcement Division of the Alabama Alcoholic Beverage Control Board was transferred to ALEA. All funds, equipment, grants, assets, seizures, etc. became the property of ALEA. All APOSTC certified officers were transferred to ALEA as well.
- Tobacco investigations include the sale, possession and use of tobacco products by minors. Federal grant funding through the U.S. Food & Drug Administration and Alabama Department of Public Health allows additional man hours and resources for ALEA Agents to concentrate on underage tobacco use. Additional legislative appropriations from the Children First Trust Fund through the Alabama Department of Children’s Affairs, help to cover the cost of regulating and enforcing tobacco sales. Tobacco Minor Compliance Checks, required under federal SYNAR legislation, protects approximately \$40 million in federal funding for the Alabama Department of Mental Health. As a result of hard work and continued efforts, the rate at which minors have access to tobacco products through retail locations has decreased substantially.
- Responsible for ABC Commission Hearings which allow licensees and applicants the opportunity to appeal certain license application denials, citations, and any other matter deemed appropriate.
- Responsible for approving all advertisements related to alcohol, as well as all beer and wine labels that are shipped into the State of Alabama.
- The Licensing and Compliance Division also monitors a toll-free hotline (1-800-327-7341) and an e-mail address (ABCBoard--Enforcement@abc.alabama.gov) to take complaints and gather information related to administrative violations and criminal activity.



Licensing and Compliance Stats FY 20

Alcohol Licenses	16,368	
Tobacco Permits	8,159	
Administrative Compliance Inspections		
Alcohol	1,852	
Tobacco	1,200	
Assists		
Alcohol	453	
Tobacco	268	
Complaints Closed		144
Citations		
Alcohol	776	
Tobacco	116	
Other Activities/Investigations		8,690

Annual Tobacco Report FY 20 Tobacco Permits Issued by Retail Outlet Type

Convenience Store	4,308
Supermarket	513
Drug Store	159
Restaurant	297
Liquor Package Store	651
Department/Discount Store	1,148
Liquor Lounge/Club	437
Industry	2
Canteen/Snack Bar	41
Tobacco Store	265
Hotel/Motel	27
Other	206
Total	8,159

Tobacco Compliance Checks by Retail Outlet Type FY 20

Retail Outlet Type	Total Completed	Minor Sales Cases	Non-Compliance Rate
Convenience Store	1,046	55	5.25%
Supermarket	124	4	3.22%
Drug Store	45	0	0.00%
Restaurant	15	0	0.00%
Liquor Package Store	118	3	2.50%
Department/Discount Store	292	15	5.13%
Liquor Lounge/Club	33	0	0.00%
Industry	0	0	0.00%
Canteen/Snack Bar	2	0	0.00%
Tobacco Store	53	7	13.20%
Hotel/Motel	2	0	0.00%
Other	26	0	0.00%
Total	1,756	84	4.78%

State License Activity FY 20

Liquor

Lounge Liquor Retail – Class I	557
Lounge Liquor Retail – Class II (Package)	716
Restaurant Retail Liquor	2,285
Club Liquor – Class I	112
Club Liquor – Class II	126
Special Events Retail – 7 Days or Less	98
Special Events Retail – 30 Days or Less	8
Special Retail – More than 30 Days	454
Retail Common Carrier	14
Total	4,370

Beer

Retail Beer (On or Off-Premises)	777
Retail Beer (Off-Premise Only)	5,329
Brewpub	13
Total	6,119

Wine

Retail Wine (On or Off-Premises)	588
Retail Wine (Off-Premise Only)	4,643
Total	5,231

Other Licenses

Liquor Wholesale	6
Wholesale Beer Only	4
Wholesale Table Wine Only	10
Wholesale Table Wine & Beer	32
Warehouse License	8
Additional Warehouse Wine, Beer or Both	1
Manufacturer	199
Importer	219
International Motor Speedway	1
Non-Profit Tax Exempt	168
Total	648

RVP Certifications

Responsible Vendor Program One	1,157
Responsible Vendor Program Two	1,103
Responsible Vendor Program Three	0
Total	2,260

RESPONSIBLE VENDOR PROGRAM

- The Responsible Vendor Program (RVP) was implemented in October of 1990 and operates as part of the Licensing and Compliance Division. The Alabama Legislature passed the Alabama Responsible Vendor Act with the intent of eliminating the sale of alcoholic beverages to, and consumption of alcoholic beverages by, underage persons, as well as the reduction of accidents, injuries, and deaths in the state related to intoxication.
- The Alabama Responsible Vendor Program is a voluntary program that allows licensees to become certified through the Alcoholic Beverage Control Board. Alabama's program requires the licensee to train all employees who are involved in the management, sale and/or service of alcoholic beverages. This training includes Alabama alcoholic beverage laws, legal age determination, civil and criminal penalties, and risk reducing techniques. Licensees who voluntarily join the program are also required to establish policies ensuring legal, responsible sales and to train employees in these policies.

- The Alabama Responsible Vendor Program establishes guidelines required for licensees to be certified into the Program. RVP approves courses for private course providers that want to market their services to ABC licensees. Additionally, licensees have the option of creating and submitting their own course for approval. Currently, the Responsible Vendor Program has approximately 145 approved courses.
- Compliance Specialists, now known as Licensing and Compliance Inspectors, RVP related responsibilities consist of: Conducting RVP inspections, monitoring and assisting licensees with training, and assisting corporations and independent companies that are trying to obtain course approval. They also make presentations to schools, colleges, civic groups and organizations regarding the dangers associated with underage drinking.

FY 18 Responsible Vendor Program Information:

1.	Certifications	2,260
2.	Attendees for Education Presentations on Alcohol/Tobacco	72
3.	Inspections	985
4.	RVP approved courses	150



Administration

Administrative – Provides services to the Administrator and Assistant Administrator for daily operations. This includes preparation and documentation for Board meetings, public relations, real estate management, legislative liaison, legal counsel and central office/warehouse security.

Finance & Services – This Division processes receipt of all revenue for the ABC Board coming from alcohol sales, excise taxes, sales taxes, license fees and penalties, grant funding, and tobacco settlement funding through the Children’s First Trust Fund. After operating expenses are paid, within the guidelines of legislative spending approval, all remaining profits and all taxes are distributed as required by law to cities, counties, state agencies, and the state general fund.

The Finance & Services Division is also responsible for all budget operations, grants, financial reports, mail room operation, procurement of all service, supplies and equipment, equipment inventories and property management for the board.

Human Resources – Comprised of seven full-time and two part-time team members, the ABC Human Resources Division is responsible for the control of appointment, transfer, promotion, service, and separation of all employees of the ABC Board in accordance with State Personnel Department policies. This includes responsibility for maintaining employee records, wellness (illness/injury) monitoring, complaint resolution, performance management, payroll and benefits, training and education, and disciplinary matters. The division ensures personnel actions are in compliance with ABC Board Policies, State Personnel Board Rules, Merit System laws, and federal regulations related to employment procedures. Providing support services to a large and diversified employee workforce in varied classifications across agency divisions, the division works continuously to improve effectiveness.

The current focus of the Human Resources Division is on implementing innovative recruiting and staffing strategies and improving processes and procedures to the benefit of our employees and agency operations.

Information Technology (IT) – In mid-March 2020 we quickly responded to the COVID-19 pandemic by setting up and distributing 50 plus devices to users to allow them to Work From Home, this included providing VPN access, remote support, the utilization of softphones so that users essentially had their office at home. Implemented and rolled out Microsoft Teams to all ALABC users to introduce more seamless communications and collaboration. This was extremely useful during the COVID-19 shutdowns and Work From Home periods. In addition, we provided public access to Board Meetings and Commission Hearings via WebEx Meetings and Room Kits.

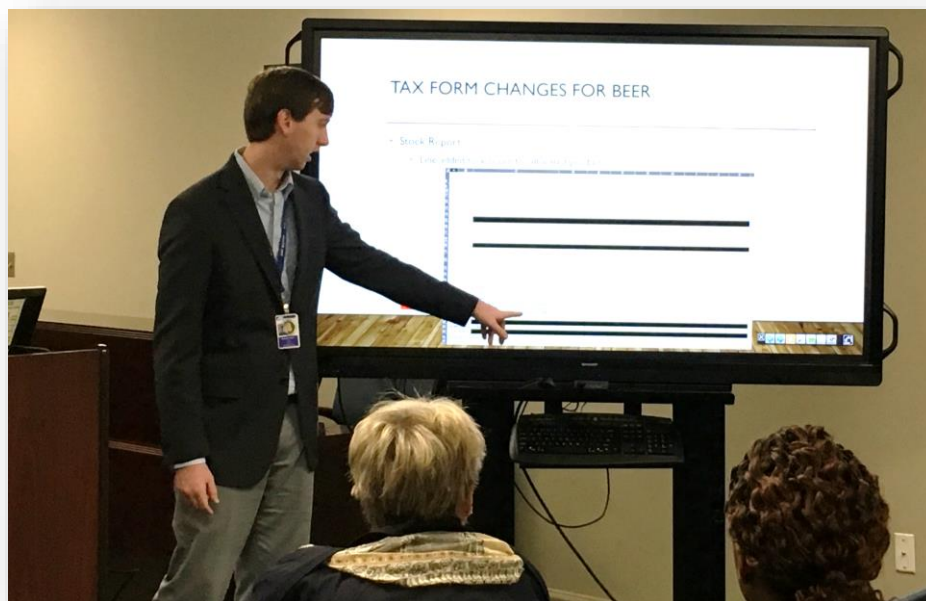
ABC IT performed a PC/Laptop refresh for Central Office users and all Store Manager PCs. Approximately 325 devices were replaced during the refresh. We added all of the new devices and migrated all users to the new ALABC domain allowing us more administrative control of our network resources during the refresh.

In addition, we worked with vendors to upgrade the warehouse server systems and the statewide ABC network infrastructure.

Tax & Trade Practices – During Fiscal Year 2017 the Audit Division’s scope of responsibility was redefined and expanded resulting in the formation of the Tax and Trade Practices Division. The Division is responsible for the administrative regulatory and taxation functions for the Board’s brewpub, importer, manufacturer, and wholesaler licenses. These particular licensees routinely engage in complex operational functions and financial transactions. In addition, the Division continues to conduct internal audits of ABC retail and wholesale stores, as well as the Board’s central warehouse.

The Tax and Trade Practices Division’s expanded regulatory roles and responsibilities include, but are not limited to:

- Provides assurances that approximately \$72 million in beer, wine, and liquor taxes are paid accurately, timely and completely by licensed brewpubs, manufacturers and wholesalers.
- Provides brewpub, importer, manufacturer and wholesaler license types with various reporting structures for the licensee’s sales, production and taxation.
- Provides assurances that manufacturers and brewpubs are reporting alcohol production in accordance with Federal Regulations, Title 28, Code of Alabama (1975) and the Alabama Administrative Code. Recent legislation allowing additional operational activities for manufacturers and brewpubs continues to increase the licensee’s organizational and financial complexity.
- Provides audit assurances that complex operational functions and financial transactions are performed in accordance with Federal Regulations, Title 28, Code of Alabama (1975) and the Alabama ABC Board Administrative Code.
- Collaborates with the Licensing and Compliance Division by assisting with consultations for potential and existing brewpub, importer, manufacturer and wholesaler licensees.
- Participates in ABC Commission Hearings regarding administrative citations and appeals that result from regulatory audits.



5 -Year ABC Board Net Revenues All Funds (Unaudited)

	FY 2019-2020	FY 2018-2019	FY 2017-2018
General Fund	\$113,531,318.27	\$101,195,654.69	\$89,050,452.94
Department of Human Resources	\$72,466,369.08	\$65,787,019.97	\$61,099,452.57
Department of Mental Health	\$53,376,170.97	\$47,388,207.19	\$44,030,583.42
Education Trust Fund	\$22,087,592.81	\$22,441,155.34	\$21,862,358.24
Department of Revenue	\$19,953,157.19	\$18,410,941.00	\$17,425,331.80
Cities and Counties	\$15,702,032.72	\$14,177,232.77	\$12,685,483.57
Alabama Law Enforcement Agency (ALEA)	\$16,895,692.00	\$16,895,695.00	\$16,895,695.00
Total Resources Generated	\$314,012,333.04	\$286,295,905.97	\$263,049,357.54

PROFITS DISTRIBUTION

	FY 2019-2020	FY 2018-2019	FY 2017-2018
50% General Fund	\$1,000,000.00	\$1,000,000.00	\$0.00
19% Dept. of Human Resources	\$380,000.00	\$380,000.00	\$0.00
10% Wet Counties	\$200,000.00	\$200,000.00	\$0.00
1% Wet Counties	\$20,000.00	\$20,000.00	\$0.00
20% Cities	\$400,000.00	\$400,000.00	\$0.00
Wet Municipalities	\$200,000.00	\$200,000.00	\$0.00
85% General Fund	\$5,598,648.88	\$4,519,319.56	\$0.00
6.25% Wet Counties	\$411,665.36	\$332,302.91	\$0.00
3.75% Dept. of Human Resources	\$246,999.22	\$199,381.75	\$0.00
3.75% Wet Counties	\$246,999.22	\$199,381.75	\$0.00
1.25% Cities	\$82,333.07	\$66,460.58	\$0.00
TOTAL	\$8,786,645.74	\$7,516,846.55	\$0.00*

* FY 17-18 Profits affected by \$1,800,000.00 expended for the purchase of automobiles for the Department of Corrections and by fund transfers ALEA as appropriated by Act 2017-338, and the implementation of POS/ERP system upgrade.

5 -Year ABC Board Net Revenues All Funds (Unaudited)

	FY 2016-2017	FY 2015-2016
General Fund	\$79,226,152.70	\$76,249,508.28
Department of Human Resources	\$59,554,399.10	\$58,015,260.84
Department of Mental Health	\$41,967,623.46	\$40,481,902.82
Education Trust Fund	\$22,523,082.00	\$22,934,013.30
Department of Revenue	\$16,889,578.59	\$16,525,698.46
Cities and Counties	\$13,992,490.99	\$14,333,625.75
Alabama Law Enforcement Agency (ALEA)	<u>\$16,895,692.00</u>	<u>\$16,895,695.00</u>
Total Resources Generated	\$251,049,018.84	\$245,435,704.44

PROFITS DISTRIBUTION

	FY 2016-2017	FY 2015-2016
50% General Fund	\$1,000,000.00	\$1,000,000.00
19% Dept. of Human Resources	\$380,000.00	\$380,000.00
10% Wet Counties	\$200,000.00	\$200,000.00
1% Wet Counties	\$20,000.00	\$20,000.00
20% Cities	\$400,000.00	\$400,000.00
Wet Municipalities	\$200,000.00	\$200,000.00
85% General Fund	\$2,329,630.86	\$1,214,781.97
6.25% Wet Counties	\$171,296.39	\$89,332.20
3.75% Dept. of Human Resources	\$102,777.83	\$53,593.32
3.75% Wet Counties	\$102,777.83	\$53,593.32
1.25% Cities	<u>\$34,259.29</u>	<u>\$17,864.44</u>
TOTAL	\$4,940,742.20*	\$3,629,155.26**

* FY 16-17 Profits affected by \$1,800,000.00 expended for the purchase of automobiles for the Department of Corrections and by fund transfers ALEA as appropriated by Act 2016-116.

** FY 15-16 Profits affected by fund transfers ALEA as appropriated by Act 2015-281.

Statement of Operations (Unaudited)

Revenues:	FY 2019-2020	FY2018-2019	FY2017-2018
Retail Sales	352,251,777.65	305,965,427.51	307,756,900.25
Wholesale Sales	256,907,953.01	217,993,701.81	198,335,629.04
Military Sales	<u>7,866,834.68</u>	<u>7,286,218.92</u>	<u>6,749,118.01</u>
Total Sales	<u>617,026,565.34</u>	<u>531,245,348.24</u>	<u>512,841,647.30</u>
Embedded Taxes - Title 28	173,683,077.04	154,575,064.42	143,998,719.07
Sales Taxes	19,953,157.19	18,310,941.00	17,425,331.80
County Taxes	<u>581,823.47</u>	<u>529,058.19</u>	<u>504,949.75</u>
Net Sales	<u>422,808,507.64</u>	<u>376,670,283.82</u>	<u>350,912,646.68</u>
Cost of Goods Sold	<u>300,445,188.03</u>	<u>263,092,125.62</u>	<u>246,911,848.16</u>
Gross Margin	<u>122,363,319.61</u>	<u>113,578,158.20</u>	<u>104,000,798.52</u>
5% Markup to General Fund	<u>29,877,482.28</u>	<u>26,336,035.04</u>	<u>23,554,732.45</u>
Total Operating Revenues	<u>92,485,837.33</u>	<u>87,242,123.16</u>	<u>80,446,066.07</u>
Other Revenues:			
Private Table Wine Liter Taxes	14,904,291.05	13,639,152.90	13,786,220.32
Class II Table Wine - \$2.42 Taxes	116,882.93	141,819.16	152,388.13
Publication & Statistics Sales	1,800.00	3,600.00	3,300.00
Salvaged Equipment	1,190.16	5,375.10	23,389.85
Salvages other than Equipment	39,210.00	76,169.00	97,617.00
Public Service & Import Income	77,141.22	47,895.04	53,807.41
Miscellaneous Income	20,402.29	29,283.17	185,385.56
Prior FY Accrual Adjustment	0.00	0.00	0.00
Responsible Vendor Fees	39,305.00	116,480.00	120,330.00
Bailment Fees	2,398,439.34	2,327,414.74	2,017,652.59
Grant Income	0.00	60,000.00	60,000.00
Insurance Recoveries	0.00	0.00	0.00
Total Other Revenues	<u>17,598,661.99</u>	<u>16,447,189.11</u>	<u>16,500,090.86</u>
Total Available Revenues	<u>110,084,499.32</u>	<u>103,689,312.27</u>	<u>96,946,156.93</u>
Expenditures:			
Disposal of Equipment	0.00	0.00	0.00
Store Expenses	61,155,560.22	55,648,184.05	54,840,451.51
Warehouse Expenses	5,517,532.52	5,074,363.68	4,589,842.87
Administrative Expenses	11,054,865.45	12,559,021.92	17,328,154.79
Licensing & Compliance	4,275,761.05	3,667,789.33	3,840,644.75
ALEA Transfers	16,895,698.00	16,895,692.00	16,895,698.00
Total Expenditures	<u>98,899,414.24</u>	<u>93,845,050.98</u>	<u>97,494,791.92</u>
Net Revenues for Distribution	<u>8,786,645.74</u>	<u>7,516,846.55</u>	<u>-548,634.99</u>

Statement of Operations (Unaudited)

Revenues:	FY 2016-2017	FY 2015-2016
Retail Sales	298,427,593.24	291,139,878.89
Wholesale Sales	185,219,362.39	177,440,094.61
Military Sales	6,601,822.03	6,912,283.34
Total Sales	<u>490,248,777.66</u>	<u>475,492,256.84</u>
Embedded Taxes - Title 28	137,450,546.03	133,114,898.33
Sales Taxes	16,889,578.59	16,525,698.46
County Taxes	492,022.79	458,496.89
Net Sales	<u>335,416,630.25</u>	<u>325,393,163.16</u>
Cost of Goods Sold	243,867,842.60	239,440,206.05
Gross Margin	<u>91,548,787.65</u>	<u>85,952,957.11</u>
5% Markup to General Fund	12,145,045.97	11,777,976.55
Total Operating Revenues	<u>79,403,741.68</u>	<u>74,174,980.56</u>
Other Revenues:		
Private Table Wine Liter Taxes	13,272,044.54	12,244,806.89
Class II Table Wine - \$2.42 Taxes	120,514.19	106,997.48
Publication & Statistics Sales	3,600.00	3,300.00
Salvaged Equipment	13,037.50	3.18
Salvages other than Equipment	46,647.81	40,236.44
Public Service & Import Income	28,894.92	43,771.49
Miscellaneous Income	106,945.71	32,137.71
Prior FY Accrual Adjustment	0.00	0.00
Responsible Vendor Fees	128,604.83	121,545.00
Bailment Fees		1,954,487.11
Grant Income	105,000.00	145,000.00
Insurance Recoveries	283,182.61	0.00
Total Other Revenues	<u>14,108,472.10</u>	<u>14,692,285.31</u>
Total Available Revenues	<u>93,512,213.79</u>	<u>88,867,265.87</u>
Expenditures:		
Disposal of Equipment	0.00	0.00
Store Expenses	52,224,938.05	48,885,509.48
Warehouse Expenses	4,121,630.85	3,721,466.58
Administrative Expenses	11,934,429.48	12,326,454.04
Licensing & Compliance	3,394,781.21	3,409,680.51
ALEA Transfers	16,895,692.00	16,895,000.00
Total Expenditures	<u>88,571,471.59</u>	<u>85,238,110.61</u>
Net Revenues for Distribution	<u>4,940,742.20</u>	<u>3,629,155.26</u>

License Fees, Filing Fees, Transfer Fees & Penalties Generated FY 2020

License Fees Transferred to General Fund	Amount Distributed
Lounge Retail Liquor - Class I	245,100.00
Restaurant Retail Liquor	1,040,700.00
Club Liquor - Class I	65,400.00
Club Liquor - Class II	153,750.00
Liquor Wholesale	4,500.00
Retail Common Carrier	3,150.00
Manufacturer	168,000.00
Lounge Retail Liquor - Class II	262,500.00
Retail Table Wine	139,650.00
Retail Table Wine Off Premise	875,700.00
Wholesale Table Wine	8,800.00
Wholesale Table Wine & Beer	36,750.00
Brewpub	21,000.00
International Motor Speedway	600.00
Retail Beer	177,750.00
Retail Beer Off Premise	962,850.00
Wholesale Beer	4,400.00
Warehouse	3,200.00
Additional Warehouse	400.00
Special Events Retail	6,600.00
Special Retail 30 Days or less	600.00
Special Retail More than 30 days	189,500.00
Importer	<u>201,000.00</u>
Total Distribution	4,571,900.00
Other License Related Fees Transferred to General Fund	
Application Filing Fee	59,350.00
License Transfer Fee	29,200.00
Penalties	<u>473,840.00</u>
Total Distribution	562,390.00

Detailed Distribution to Cities and Counties - FY 2020

<u>County</u>	<u>City</u>	<u>Beer Excise Taxes</u>	<u>Wine Tax/ Stores Net Revenues</u>	<u>Total by County</u>
AUTAUGA	PRATTVILLE	115,039.54	7,207.27	122,246.81
BALDWIN	BAY MINETTE		115,039.54	
	DAPHNE		1,488.26	
	FAIRHOPE		2,107.27	
	FOLEY		10,316.85	
	GULF SHORES		4,416.82	
	ORANGE BEACH		2,212.72	
	ROBERTSDALE		11,634.26	
	SPANISH FORT		1,268.33	152,002.07
BARBOUR	CLAYTON	115,039.54	421.72	
	EUFULA		2,438.76	117,900.02
BIBB	BRENT		420.92	420.92
BLOUNT	ONEONTA	115,039.54	2,155.32	117,194.86
BULLOCK	UNION SPRINGS	115,039.54	227.05	115,266.59
BUTLER	GREENVILLE	115,039.54	2,180.66	117,220.20
CALHOUN	ANNISTON	115,039.54	5,191.94	
	JACKSONVILLE		633.29	
	OXFORD		3,263.26	124,128.03
CHAMBERS	LAFAYETTE	115,039.54	135.34	115,174.88
CHEROKEE	CENTRE		1,869.04	1,869.04
CHILTON	CLANTON	115,039.54	3,621.97	118,661.51
CHOCTAW	BUTLER	115,039.54	339.21	115,378.75
CLARKE	JACKSON		2,792.20	2,792.20

Detailed Distribution to Cities and Counties - FY 2020

CLAY	LINEVILLE		36.76	36.76
CLEBURNE	HEFLIN	115,039.54	801.14	115,840.68
COFFEE	ENTERPRISE		6,184.60	6,184.60
COLBERT	MUSCLE SHOALS SHEFFIELD	115,039.54	21,661.99 341.54	137,043.07
CONECUH	EVERGREEN	115,039.54	1,561.97	116,601.51
COOSA		115,039.54		115,039.54
COVINGTON	ANDALUSIA	115,039.54	2,355.61	117,395.15
CRENSHAW		115,039.54		115,039.54
CULLMAN	CULLMAN	115,039.54	8,461.46	123,501.00
DALE	DALEVILLE OZARK	115,039.54	657.79 2,705.37	118,402.70
DALLAS	SELMA	115,039.54	4,989.23	120,028.77
DEKALB	FT. PAYNE	115,039.54	2,785.80	117,825.34
ELMORE	MILLBROOK TALLASSEE WETUMPKA	115,039.54	1,816.51 1,251.10 2,810.20	120,917.35
ESCAMBIA	ATMORE BREWTON	115,039.54	817.50 538.05	116,395.09
ETOWAH	ATTALLA GADSDEN RAINBOW CITY	115,039.54	1,017.42 5,777.82 834.85	122,669.63

Detailed Distribution to Cities and Counties - FY 2020

FRANKLIN	RUSSELLVILLE		1,910.16	1,910.16
GENEVA	GENEVA		200.11	200.11
GREENE	EUTAW	115,039.54	976.06	116,015.60
HALE	GREENSBORO	115,039.54	607.64	115,647.18
HENRY	ABBEVILLE HEADLAND	115,039.54	344.78	115,384.32
HOUSTON	DOTHAN	115,039.54	10,194.38	125,233.92
JACKSON	SCOTTSBORO		3,213.86	3,213.86
JEFFERSON	ADAMSVILLE BESSEMER BIRMINGHAM FAIRFIELD FULTONDALE HOMEWOOD HOOVER HUEYTOWN MOUNTIAN BROOK PINSON TARRANT CITY VESTAVIA HILLS	115,039.54	130.46 259.07 6,397.04 57,548.87 537.67 3,264.12 2,550.90 9,611.93 4,825.92 82.11 789.60 1,449.27 5,676.32	208,162.82
LAUDERDALE	FLORENCE	115,039.54	3,609.12	118,648.66
LEE	AUBURN OPELIKA	115,039.54	5,504.63 15,423.11	135,967.28
LIMESTONE	ATHENS		4,504.89	4,504.89
LOWNDES	HAYNEVILLE	115,039.54	332.11	115,371.65
MACON	TUSKEGEE	115,039.54	1,700.89	116,740.43

Detailed Distribution to Cities and Counties - FY 2020

MADISON		115,039.54	56.94	
	HUNTSVILLE		40,103.72	
	MADISON		17,100.37	172,300.57
MARENGO		115,039.54		
	DEMOPOLIS		2,397.41	
	LINDEN		320.43	117,757.38
MARION				
	WINFIELD		1,352.31	1,352.31
MARSHALL		115,039.54		
	ALBERTVILLE		1,540.40	
	GUNTERSVILLE		5,575.26	122,155.20
MOBILE		115,039.54	116.52	
	CHICKASAW		2,851.82	
	CITRONELLE		941.07	
	MOBILE		32,284.90	
	MOUNT VERNON		105.69	
	PRICHARD		951.50	
	SARALAND		556.88	
	SEMMES		197.72	153,045.64
MONTGOMERY		115,039.54		
	MONTGOMERY		31,288.10	
	PIKE ROAD		252.13	146,579.77
MORGAN				
	DECATUR		12,595.07	
	HARTSELLE		78.43	12,673.50
PERRY		115,039.54		
	MARION		704.25	115,743.79
PICKENS				
	ALICEVILLE		297.50	297.50
PIKE		115,039.54		
	TROY		3,868.07	118,907.61
RANDOLPH		115,039.54		
	WEDOWEE		661.80	115,701.34
RUSSELL		115,039.54		
	PHENIX CITY		2,883.06	117,922.60
SHELBY		115,039.54	167.35	
	ALABASTER		1,721.00	
	CALERA		1,933.48	
	CHELSEA		6,473.98	
	COLUMBIANA		249.20	
	HELENA		1,480.55	
	MONTEVALLO		243.63	
	PELHAM		11,470.68	138,779.41

Detailed Distribution to Cities and Counties - FY 2020

ST CLAIR		115,039.54		
	ASHVILLE		160.93	
	MOODY		4,350.44	
	PELL CITY		6,233.21	
	SPRINGVILLE		928.33	126,712.45
SUMTER		115,039.54		
	LIVINGSTON		529.97	
	YORK			115,569.51
TALLADEGA		115,039.54		
	CHILDERSBURG		198.18	
	LINCOLN		469.87	
	SYLACAUGA		2,218.30	
	TALLADEGA		1,012.69	118,938.58
TALLAPOOSA		115,039.54		
	ALEXANDER CITY		1,434.55	116,474.09
TUSCALOOSA		115,039.54		
	NORTHPORT		2,347.11	
	TUSCALOOSA		14,110.76	131,497.41
WALKER				
	JASPER		6,359.02	6,359.02
WILCOX		115,039.54		
	CAMDEN		856.72	115,896.26
Grand Total		5,521,897.92	502,943.51	6,024,841.43

Beer Taxes Generated – FY 2020

General Fund	\$16,565,694.62
Human Resources	\$11,043,796.40
Education Trust Fund	<u>\$22,087,592.81</u>
	\$49,697,083.83

Local Beer & Table Wine Tax – FY 2020

Location	Amount
City of Brundidge	\$ 37,209.24
City of Selma	\$117,838.05
City of Troy	\$ 88,489.54
Cleburne Co.	\$ 41,807.87
Montgomery Co.	\$241,465.77
Pike Co.	<u>\$276,292.09</u>
Grand Total	\$803,102.56

**Distribution of TVA In-Lieu-of Taxes Payment to Non-Served
Dry Counties FY 2020:**
(As required by Act 2010-135)

County	Amount
Bibb	\$290,903.54
Blunt	\$330,897.74
Clarke	\$359,440.74
Clay	\$276,866.11
Coffee	\$434,572.14
Fayette	\$295,108.61
Geneva	\$345,994.12
Lamar	\$292,544.38
Marion	\$349,017.78
Monroe	\$316,475.31
Pickens	\$320,641.06
Walker	\$488,700.23
Washington	<u>\$274,577.63</u>
Total	\$4,375,739.39

County License Fees Collected and Distributed FY 2020

County Name	Amount Distributed
AUTAUGA	9,144.00
BALDWIN	324,047.00
BARBOUR	18,990.00
BULLOCK	8,025.00
BUTLER	16,725.00
CALHOUN	96,825.00
CHAMBERS	11,550.00
CHILTON	30,950.00
CHOCTAW	11,700.00
CLEBURNE	8,275.00
COLBERT	27,650.00
CONECUH	10,725.00
COOSA	4,750.00
COVINGTON	17,775.00
CRENSHAW	7,475.00
DALE	17,275.00
DALLAS	19,800.00
ELMORE	46,475.00
ESCAMBIA	21,050.00
ETOWAH	127,375.00
GREENE	5,630.00
HALE	5,300.00
HENRY	2,400.00
HOUSTON	94,275.00
JEFFERSON	531,625.00
LEE	94,375.00
LOWNDES	4,400.00
MACON	7,250.00
MADISON	235,125.00
MARENGO	10,075.00
MOBILE	283,325.00
MONTGOMERY	157,675.00
PERRY	1,950.00
PIKE	27,350.00

County License Fees Collected and Distributed FY 2020

County Name	Amount Distributed
RANDOLPH	14,475.00
RUSSELL	25,900.00
SHELBY	209,150.00
ST CLAIR	43,150.00
SUMTER	8,275.00
TALLADEGA	71,575.00
TALLAPOOSA	25,025.00
TUSCALOOSA	132,225.00
WILCOX	<u>10,750.00</u>
Grand Total	2,837,861.00



State License Activity FY 20

Liquor

Lounge Liquor Retail – Class I	557
Lounge Liquor Retail – Class II (Package)	716
Restaurant Retail Liquor	2,285
Club Liquor – Class I	112
Club Liquor – Class II	126
Special Events Retail – 7 Days or Less	98
Special Events Retail – 30 Days or Less	8
Special Retail – More than 30 Days	454
Retail Common Carrier	<u>14</u>
Total	4,370

Beer

Retail Beer (On or Off-Premises)	777
Retail Beer (Off-Premise Only)	5,329
Brewpub	<u>13</u>
Total	6,119

Wine

Retail Wine (On or Off-Premises)	588
Retail Wine (Off-Premise Only)	<u>4,643</u>
Total	5,231

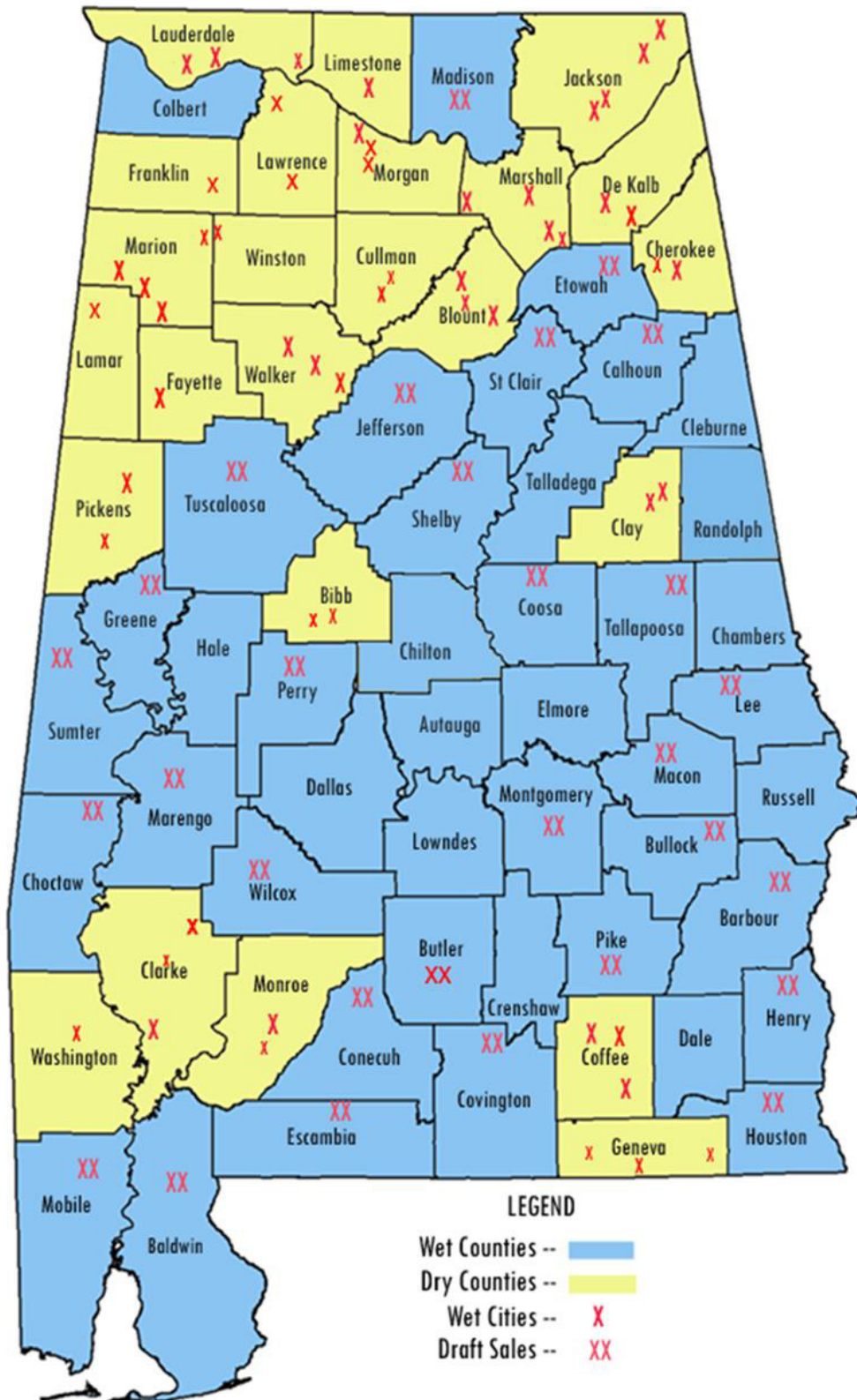
Other Licenses

Liquor Wholesale	6
Wholesale Beer Only	4
Wholesale Table Wine Only	10
Wholesale Table Wine & Beer Combined	32
Warehouse License	8
Additional Warehouse Wine, Beer, or Both	1
Manufacturer	199
Importer	219
International Motor Speedway	1
Non-Profit Tax Exempt	<u>168</u>
Total	648

RVP Certifications

Responsible Vendor Program One	1,157
Responsible Vendor Program Two	1,103
Responsible Vendor Program Three	<u>0</u>
Total	2,260

Wet / Dry County Map



Special Notes about Counties

Autauga Co.	Allows Sunday Sales -City of Prattville - On-Premises, Sale draft beer – City of Prattville in Autauga and Elmore Counties (5-2014)
Baldwin Co.	Specific Cities allows Sunday Sales – Loxley (9-2012)
Bibb Co.	Wet City in Dry County – Brent (5-2010), Centerville (6-2010)
Blount Co.	Wet City in Dry County – Oneonta and Blountsville (6-2014), Cleveland (11-2014)
Calhoun Co.	Wet City in Dry County – Weaver (6-2014) allows Sunday Sales (June 2013)
Cherokee Co.	Wet City in Dry County - Cedar Bluff (5-2005), Centre (11-2010) (Leesburg 11-11)
Chilton Co.	Wet City in Dry County - Clanton (9-1987), Jemison (1-2010) Thorsby (2-2011)
Chilton Co.	Wet County (03-2016)
Clarke Co.	Wet City in Dry County – Thomasville (8-2007), Jackson (5-2005) Grove Hill (12-2009)
Coffee Co.	Wet City in Dry County - Elba and Enterprise (11-1984), New Brockton (6-2010), Enterprise Draft (05-2014)
Coffee Co.	Sale of draft or keg beer or malt beverage in New Brockton (4-2013)
Colbert Co.	Sunday Sales-City of Sheffield after 12 noon Restaurants and Motels Only (9-2007)
Colbert Co.	Sell of draft beer: City of Sheffield, Littleville, Muscle Shoals, and Tuscumbia (6-09)
Cullman Co.	Wet City in Dry County-City of Cullman (11-2010), Good Hope (8-2012)
Cullman Co.	Sell of draft beer – City of Hanceville (5-2012)
Dale Co.	No On-Premise Liquor License allowed outside of any city in Dale County
Dale Co.	City of Ozark Draft/Keg beer (8-2012)
Dale Co.	City of Daleville allows Draft Beer sales inside city limits (8-2012)
Dallas Co.	Sunday Sales (11-2012)
DeKalb Co.	Wet City in Dry County - Ft. Payne (4-2005), Collinsville (7-2010)
Elmore Co.	Sale of draft beer – City of Prattville (5-2014)
Fayette Co.	Wet City in Dry County – City of Fayette (6-2010)
Franklin Co.	Wet City in Dry County –Russellville (11-2010)
Geneva Co.	Wet City in a Dry County- City of Geneva (5-2010), Samson & Slocomb (11-2010)
Greene Co.	Allows Sunday Sales at dog track only
Houston Co.	Allows Sunday Sales for On-Premise Consumption after 1 P.M.

Special Notes about Counties

Jackson Co.	Wet City in Dry County - Bridgeport & Scottsboro & Stevenson
Jefferson Co.	Allows Sunday Sales County-wide, all types
Lamar Co.	Wet City in Dry County – Sulligent (11-2010)
Lauderdale Co.	Wet City in Dry Co. - Florence and Sunday Sales on Premises (7-1984)
Lauderdale Co.	Sell of draft beer - City of Florence (6-2007)
Lauderdale Co.	Wet City in Dry County-Town of St. Florian (8-2008), Rogersville (2012)
Lawrence Co.	Wet City in Dry County – Moulton & Town Creek (6-2010)
Lee Co.	Allows Sunday Sales: County wide, all types,
Limestone Co.	Wet City in Dry County - Athens (9-2003)
Lowndes Co.	Allows Sunday Sales - All Types (6-2006)
Macon Co.	Allows Sunday Sales - All Types
Madison Co.	Allows Sunday Sales - All Types
Marion Co.	Wet City in Dry County – Haleyville (6-2010), Guin (7-2010)
Marion Co.	Wet City in Dry County - Hamilton and Winfield (8-2012)
Marshall Co.	Wet City in Dry County - Albertville (6-2004), Guntersville (1984), Arab (11-2008), and Boaz (2012)
Mobile Co.	Allows Sunday Sales - All Types
Monroe Co.	Wet City in Dry County – Frisco City, Monroeville (6-2005)
Monroe Co.	City of Monroeville sells draft beer
Montgomery Co.	Allows Sunday Sales - All Types
Morgan Co.	Wet City in Dry County - Decatur (1984), Priceville (2012)
Morgan Co.	City of Decatur sells draft beer and allows Sunday Sales
Perry Co.	Allows Sunday Sales- No Municipalities - All Types, Sale of draft beer (5-2001)
Pickens Co.	Wet City in Dry County- Aliceville (6-2010), Reform (04-2014)
Randolph Co.	Wet County (11-2012)
Russell Co.	Allows Sunday Sales - Phenix City- All Types & No license issued within 500 ft of church in the county except the city of Hurtsboro
Russell Co.	Draft Beer in City limits of Phenix City (6-2003)
Sumter Co.	Allows Sunday Sales - City of York (8-2012)
Tallapoosa Co	Allows Sunday sales (Camp Hill only)
Tuscaloosa Co.	Allows Sunday sales – All Types - City of Tuscaloosa & Northport
Walker Co.	Wet City in Dry County – Jasper, Carbon Hill (12-10-09) & Dora (6-7-11)
Washington Co.	Wet City in Dry County – Chatom (6-2010)
Wilcox Co.	Allow Sunday Sales - County Wide - Off-Premise
Winston Co.	Wet City in Dry County – Haleyville (6-2010)

LICENSE CODES:

- 010-LOUNGE RETAIL LIQUOR (CLASS I)
- 011-LOUNGE RETAIL LIQUOR (CLASS II)
- 020-RESTAURANT RETAIL LIQUOR
- 040-RETAIL BEER (ON & OFF)
- 050-RETAIL BEER (OFF PREMISES)
- 060-RETAIL TABLE WINE (ON & OFF)
- 070-RETAIL TABLE WINE (OFF PREMISES)
- 031-CLUB LIQUOR (CLASS I/NON-PROFIT)
- 032-CLUB LIQUOR (CLASS II/PROFIT)
- 140-SPECIAL EVENTS
- 150-SPECIAL RETAIL (LESS THAN 30 DAYS)
- 160-SPECIAL RETAIL (30 DAYS OR MORE)
- 170-RETAIL COMMON CARRIER
- 200-MANUFACTURER
- 210-IMPORTER
- 220-BREW PUB
- 230-INTERNATIONAL MOTOR SPEEDWAY

COUNTIES THAT ALLOW SALES OF:

32 OZ. CANS	32 OZ. CONTAINERS	24 OZ. CANS	40 OZ. CONTAINERS
Choctaw	Barbour	Calhoun	Perry
Conecuh	Coosa		
Hale	Macon		
Green	Russell		
Marengo			
Sumter			





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