



Michigan Department of Licensing and Regulatory Affairs  
**Michigan Liquor Control Commission**  
Revenue, Sales and Licensing Statistics  
**2011**



Rick Snyder, Governor  
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# MICHIGAN LIQUOR CONTROL COMMISSION

## STATISTICAL DATA REPORT

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# COMMISSION ORGANIZATION

## COMMISSIONERS

The Michigan Liquor Control Commissioners are appointed by the Governor, with the advice and consent of the Michigan Senate. Of the five members, no more than three can be of the same political party. The Commissioners' terms of office are for four years with rotating expiration dates. In accordance with Executive Order 1997-13, the Governor appoints a chairperson. The Commission members have separate responsibilities according to the Liquor Control Code:

### **Hearing Commissioners:**

Two of the Commissioners (one Democrat and one Republican) serve as Hearing Commissioners and conduct hearings on violations of the Liquor Control Code and Administrative Rules of the Commission.

### **Administrative Commissioners:**

The remaining three Commissioners are designated as the Administrative Commissioners and are responsible for decisions and interpretation of the Liquor Control Code and Administrative Rules in the areas of licensing, enforcement, purchasing, merchandising, and distribution. They also serve as an appeal board for decisions of the hearing commissioners and hear licensing appeals.

The five-member Commission has additional responsibilities not specifically designated to the Hearings or Administrative Commissioners.

## COMMISSION STAFF

The Commission staff is organized functionally into six areas:

### **Assistant Attorneys General:**

The Attorney General assigns Assistant Attorneys General to the Alcohol and Gambling Enforcement Division legal staff. These Assistant Attorneys General review all violations for issuance of complaints, present all hearing cases to the Commission, and serve as the Commission's legal counsel.

### **Executive Services Division:**

The Executive Services Division staff provides administrative support to the Commissioners in the areas of hearings, appeals, policy research and public affairs.

<b>COMMISSION STAFF</b> <i>(continued)</i>
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**Administrative Services Division:**

The Administrative Services Division provides administrative support to the Commission in the areas of internal education and training. The division also provides oversight for server training programs, Authorized Distribution Agents and Michigan Business One Stop.

**Financial Management Division:**

The Financial Management Division provides management support to the Commission in the areas of financial analysis; accounting; budgeting; tax collections for beer, wine and spirits; forms and telecommunications. The division also uses daily order quantities to purchase liquor for sale to licensees. Quotations for all liquor codes are processed, accepted or denied, and priced in this division.

**Licensing Division:**

The Licensing Division is responsible for processing retail, wholesaler and manufacturer license applications, as well as issuing approved licenses and handling the subsequent renewals. The division approves labeling and advertising by manufacturers and wholesalers.

**Enforcement Division:**

The Enforcement Division is responsible for the investigation of license applicants. The Enforcement staff also investigates complaints against current licensees and periodically inspects licensed locations for violations of the Liquor Control Code.

## SOURCES AND DISTRIBUTION OF REVENUE

The Michigan Liquor Control Commission (MLCC) is authorized by the Liquor Control Code (Act 58 of 1998) to collect the following revenues:

- Net markup and specific tax revenue based on sales of distilled spirits by the Commission to retail licensees
- Beer, wine and mixed spirit drink taxes based on volume sales to Michigan wholesalers by suppliers
- Sales and use taxes under certain conditions
- Licensing fees
- Licensing inspection fees
- Fines and penalties assessed by the Commission against licensees for violations of the Liquor Control Code

### NET MARKUP

The Liquor Control Commission marks up the delivered case cost of distilled spirits by 65% for all products. This markup is in the nature of a merchandising profit, similar to what a wholesaler derives when buying from the supplier and selling to the retailer. In a wholesale business, this type of markup is used to recover operating expenses, reinvest in the business, and produce a profit. The Liquor Control Commission uses the revenue generated from the markup in much the same way with the exception of an allowance of a 17% discount to retail liquor licensees (24% to military and hospital licensees) at the time of their purchase from the State (MCL 436.1233).

In the pricing example shown on page 3, the cost of the distilled spirits after the markup is referred to as the base price and is the basis for the calculation of the licensee's discount and specific taxes.

The net markup (the residual of the markup after the licensee's discount has been taken out) is credited to the Liquor Purchase Revolving Fund.

### SPECIFIC TAXES

The Commission also collects specific taxes on distilled spirits at the time of sale to the retail liquor licensee. The retailer subsequently recovers the taxes when the product is sold to the consumer. These specific taxes, the distribution of the tax, and the Michigan Compiled Law (MCL) citation for each are as follows:

- **4% of the base price** - credited to the School Aid Fund (MCL 436.2203)
- **4% of the base price** - credited to the General Fund (MCL 436.2201)
- **4% of the base price** - credited to the General Fund to a restricted account for the Convention Facilities Fund (MCL 436.2207)
- **1.85% of the base price** – credited to the Liquor Purchase Revolving Fund and transferred to the General Fund (MCL 436.2205). The tax is imposed only on sales to off-premise licensees.

## BEER, WINE, AND MIXED SPIRIT DRINK TAXES

The Commission collects taxes on the volume of other alcoholic beverages which are sold by suppliers to Michigan wholesalers. The amount of the taxes and the distribution are as follows:

- **Beer Tax** - \$6.30 per barrel, prorated for smaller quantities. The tax is credited to the General Fund. (MCL 436.1409)
- **Wine Tax** - \$.135 per liter for wines which are 16% alcohol or less by volume, \$.20 per liter for wines which are over 16% alcohol by volume. The tax is credited to the General Fund. (MCL 436.1301)
- **Mixed Spirit Drink Tax** - \$.48 per liter, credited to the General Fund (MCL 436.1301)

## SALES & USE TAXES

The Michigan Liquor Control Commission collects sales and use taxes under the following conditions:

- **6% sales tax** - imposed on distilled spirits sold to airlines. The sales tax is added to the price after the specific taxes are applied.
- **6% use tax** - is imposed on approved consumer imports for personal consumption in lieu of the sales tax. The use tax is added to the price after the specific taxes are applied.

The sales and use taxes collected by the Commission are credited to the General Fund.

Note: Retail liquor licensees collect the 6% sales tax based on their retail sales and pay this amount directly to the Michigan Treasury Department.

## LICENSING FEES

The Commission collects license fees according to the schedule shown on pages 24-24.1. Certain license fees are distributed according to Sec. 436.1543 of the Michigan Compiled Laws as follows:

- **41.5% of the retail license fees** - deposited to a special fund for licensing and enforcement activities of the Commission
- **3.5% of the retail license fees** - deposited to a special fund in the State Treasury for promoting and sustaining prevention programs as well as for the rehabilitation and care of alcoholics
- **55% of the retail license fees** - paid to counties, cities, townships, and villages for the enforcement of state liquor laws
- **100% of the non-retail license fees** (such as those from manufacturers and wholesalers) - credited to the General Fund for appropriation to the Grape and Wine Industry Council in the Michigan Department of Agriculture

## LICENSING INSPECTION FEES

The Michigan Liquor Control Commission collects inspection fees for new licenses, transfers of existing licenses, and certain other changes to the retail liquor license, including some stock ownership transactions (*MCL 436.1529*). The inspection fees are credited to the General Fund for appropriation to the Commission for licensing and enforcement activities.

## FINES AND PENALTIES

The Commission assesses fines and penalties to liquor licensees for violations of the Liquor Control Code (*MCL 436.1903*). The revenue is credited to the General Fund.

**Please Note:** Effective April 14, 1998, the Liquor Control Act was recodified by the Legislature and shall now be known as the Michigan Liquor Control Code of 1998-Act No. 58, Public Acts of 1998.

## MARKUP AND DISCOUNT RATES AND THE EFFECT ON GROSS PROFIT

MARKUP HISTORY FOR REGULAR ITEMS	
Effective Date	Markup Rate
January, 1934	45%
August, 1937	55%
July, 1940	50%
October, 1941	46%
July, 1952	44%
March, 1966	46%
January, 1975	48%
October, 1980	51%
May, 1993 to date	65%

DISCOUNT HISTORY FOR REGULAR ITEMS		
Effective Date	Off-Premise Rates	On-Premise Rates
January, 1934	N/A	N/A
April 30, 1945 (PA 33 of 1945)	10%	15%
July 3, 1947 (PA 350 of 1947)	10%	12.5%
February 26, 1967 (PA 90 of 1966)	11.5%	12.5%
January, 1975	15%	15%
October, 1980 to date	17%	17%

COMPARISON OF FISCAL YEAR NET MARKUP, DISCOUNT, OTHER REVENUE AND TOTAL REVENUE				
F/Y Ended Sept. 30	Markup	Discount	Other Revenue	Total Revenue
2002	287,763,521	124,455,852	1,790,081	165,097,750
2003	302,828,197	130,723,434	1,321,978	173,426,741
2004	320,528,122	138,407,623	1,482,055	183,602,554
2005	327,246,356	141,682,647	2,569,699	188,133,408
2006	340,500,081	147,121,489	4,750,732	198,129,324
2007	352,359,580	152,225,192	4,819,239	204,953,627
2008	364,208,401	157,548,125	2,129,394	208,789,670
2009	371,182,320	160,268,861	710,542	211,624,001
2010	370,499,479	159,919,257	165,154	210,745,376
2011	385,631,363	166,402,757	793,553	220,022,159

**SAMPLE PRICE CALCULATIONS  
80 PROOF VODKA - RETAIL PRICE OF \$10.01**

	<u>Consumer Price For Package Take-out</u>	<u>Licensee Purchase Price</u>	<u>On-Premise</u>	<u>Off-Premise</u>
<b>PRICING FORMULA CALCULATIONS</b>				
1. Quotation price per case (FOB-Destination includes \$13.50 per proof gallon Federal Excise Tax)	\$63.75		63.75	63.75
2. Quoted price times Markup Factor (1.65 effective 5/2/93). Truncate to three decimal places.	105.187		105.19	105.19
3. Divide by bottles per case (12 for 750ml), add .009, truncate to nearest penny.	8.77		8.77	8.77
4. <b>Round up to nearest nickel=BASE PRICE*</b>	8.80		8.80	8.80
5. <b><u>LICENSEES ONLY</u></b>				
Subtract Licensee Discount of 17%, calculated on the BASE PRICE (Step 4) before addition of Specific Taxes.			(1.50)	(1.50)
6. Add Specific Taxes calculated on BASE PRICE.				
4% (Convention Facilities)	.35		.35	.35
4% (School Aid)	.35		.35	.35
4% (General Fund)	.35		.35	.35
1.85% (Liquor Purchase Revolving Fund)**	.16		.35	.35
	.16		.35	.35
<b>RETAIL CUSTOMERS - MINIMUM SELLING PRICE</b> (BASE PRICE plus taxes)	<b>\$10.01</b>			
7. <b>TOTAL LIQUOR LICENSEE PURCHASE PRICE</b> (BASE PRICE, subtract discount, add taxes)			<b>\$8.35</b>	<b>\$8.51</b>

**NOTES:**

\*The BASE PRICE is used for calculating the Specific Taxes (shown in Step 6) and the Licensee discount (shown in Step 5). The MLCC gross profit through its merchandising operations is the difference between the Quoted Case Cost (shown in Step 1) and the Base Price (shown in Step 4) for 12 bottles less the amount of the Licensee Discount (Step 5) for 12 bottles.

\*\*The 1.85% Specific Tax is credited to the Liquor Purchase Revolving Fund, transferred to the General Fund, and appropriated by the Legislature. It applies only to Off-Premise sales. Therefore, it is reflected in the Consumer Price as well as the Off-Premise Licensee Price.

## PRICE ANALYSIS OF SAMPLE BOTTLE

750 ml 80 PROOF SPIRITS

Retail Price to Consumer with 65% Markup by MLCC = \$10.01

<b>Liquor Tax</b>	<b>\$1.21</b>
<b>Distribution</b>	
1.85% Specific Tax (LPRF*)	.16
4% Specific Tax (Convention Facilities)	.35
4% Specific Tax (School Aid)	.35
4% Specific Tax (General Fund)	.35
<hr/>	
<b>Licensee Profit</b> (through discount)	<b>\$1.50</b>
<hr/>	
<b>LCC Profit</b> (Net after Licensee discount)	<b>\$1.97</b>
<hr/>	
<b>Federal Excise Tax</b> (\$13.50 per proof gallon, paid by distillery or importer)	<b>\$2.14</b>
<hr/>	
<b>Distillery or Importer</b>	<b>\$3.19</b>
<hr/>	
<b>TOTAL MINIMUM SELLING PRICE:</b>	<b>10.01</b>



<u>Cost of Distribution</u>	<u>Amount</u>	<u>% of Total</u>
Federal Government	2.14	21.4
Distillery	3.19	31.8
State Government:		
MLCC	1.97	1.97
Specific Taxes	1.21	1.21
Liquor License Minimum Profit (Discount)	1.50	1.50
<b>TOTAL</b>	<b>\$10.01</b>	<b>100.0</b>

\*Liquor Purchase Revolving Fund

Note: As of 11-29-04, P.A. 407 allows licensees to sell liquor at any price at or above the established minimum selling price.

## HISTORY OF TAXES ON ALCOHOLIC BEVERAGES

<u>Name of Tax</u>	<u>Effective Date</u>	<u>Date Expired</u>	<u>Tax Rate</u>	<u>Distributed To</u>
<b><u>LIQUOR</u></b>				
Tax on spirits	05-14-45	05-03-47	10% of the sales price before wholesale discount.	Local Governmental Unit
Specific Tax	07-01-57	In effect	4% on base price of spirits as defined in MCL 436.1111(13).	School Aid Fund
Specific Tax	01-01-60	In effect	4% on base price of spirits as defined in MCL 436.1111(13).	General Fund
Specific Tax	01-27-73	08-13-78	1% on base price of spirits as defined in MCL 436.2 for Off-Premise consumption.	General Fund
Amended	08-17-78	In effect	1.85% on base price of spirits as defined in MCL 436.1111(13) for Off-Premise consumption.	Liquor Purchase Revolving Fund
Convention Facilities Tax	10-01-85	In effect	4% on base price of spirits as defined in MCL 436.1111(13).	General Fund
<b><u>BEER</u></b>				
Tax on Beer	12-15-33	12-31-59	\$1.25 per 31 gallon barrel.	General Fund
Amended	01-01-60	06-30-61	\$1.25 to \$2.50 per barrel.	General Fund
Amended	07-01-61	07-01-62	Reverted to \$1.25 per barrel.	General Fund
Amended	07-01-62	08-31-66	\$6.613 per barrel by making tax \$.02 on each 12 oz.	General Fund
Amended	09-01-66	In effect	Reduced from \$.02 per 12 oz. to \$6.30 per 31 gallon barrel.	General Fund
<b><u>WINE</u></b>				
Tax on Wine	07-21-37	10-23-82	\$.50 per gallon with a \$.46 reduction if made from Michigan grapes for which growers received \$100 or more a ton.	General Fund
Amended	10-24-82	In effect	\$.135 per liter for wines 16% alcohol or less. \$.20 per liter for wines over 16% alcohol.	General Fund
<b><u>MIXED SPIRIT DRINK</u></b>				
Tax on Mixed Spirit Drinks	06-28-89	In effect	\$.48 per liter for beverages which contain 10% or less alcohol by volume consisting of distilled spirits mixed with non-alcoholic beverages or flavoring or coloring materials and which may also contain water, fruit juices, fruit adjuncts, sugar, carbon dioxide, or preservatives.	General Fund

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# FISCAL YEAR

**COMPARATIVE SALES BY AUTHORIZED DISTRIBUTION AGENT  
Fiscal Years Ended September 30**

Authorized Distribution Agents (ADAs) deliver liquor weekly to the liquor licensees on behalf of the Commission. There are currently three (3) ADAs: General Wine & Liquor (GWL), National Wine and Spirits (NWS), and Chinese Import and Export. The ADAs take orders from licensees and then deliver those products directly to licensees on behalf of the State.

**LIQUOR SALES AS OF SEPTEMBER 30**

**CASES**

CASE SALES BY ADA	2011	% OF SALES	2010	% OF SALES
ADA #221-GENERAL WINE & LIQUOR	3,008,170	42.3	3,035,406	44.2
ADA #321-NATIONAL WINE & SPIRITS	4,106,306	57.7	3,839,843	55.8
ADA #341-CHINESE IMPORT & EXPORT	2,823	0.0	2,624	0.0
<b>TOTAL CASE SALES**</b>	<b>7,117,299</b>	<b>100%</b>	<b>6,877,873</b>	<b>100%</b>

**DOLLARS**

DOLLAR SALES BY ADA	2011	% OF SALES	2010	% OF SALES
ADA #221-GENERAL WINE & LIQUOR	\$ 402,688,722	41.2	\$ 405,680,312	43.2
ADA #321-NATIONAL WINE & SPIRITS	\$ 575,451,180	58.8	\$ 534,219,682	56.8
ADA #341-CHINESE IMPORT & EXPORT	\$ 373,751	0.0	\$ 327,798	0.0
<b>TOTAL DOLLAR SALES**</b>	<b>\$ 978,513,652</b>	<b>100%</b>	<b>\$ 940,227,792</b>	<b>100%</b>

Notes:

\*\*Totals may not add due to rounding.

**COMPARATIVE SALES ANALYSIS BY TYPE**  
**Fiscal Years Ended September 30**

<b>TYPE</b>	<b><u>CASES</u></b>		<b><u>DOLLARS</u></b>	
	<b>2011</b>	<b>2010</b>	<b>2011</b>	<b>2010</b>
American Blended Whiskey	176,344	179,329	\$18,710,855	\$18,925,257
Tennessee Whiskey	168,800	165,592	41,665,756	39,828,153
Straight Bourbon Whiskey	222,103	195,642	36,268,944	32,764,584
Straight Corn Whiskey	470	455	61,472	63,796
Straight Rye Whiskey	2,486	1,995	503,673	378,740
Bottled in Bond Bourbon	477	496	96,839	100,653
Canadian Whiskey	703,978	695,137	83,346,366	82,614,879
Scotch Whiskey	142,604	142,225	33,104,623	32,191,821
Miscellaneous Whiskey	47,940	34,278	10,706,455	8,043,173
Gin	382,804	379,644	38,197,764	39,949,693
Sloe Gin	1,227	1,440	93,211	110,512
Flavored Gin	6,461	6,369	722,414	719,983
Brandy - American	244,207	251,835	23,938,479	24,769,899
Brandy - Foreign	9,056	9,670	1,379,706	1,390,292
Cognac	334,740	294,382	62,417,959	57,331,682
Rum	956,585	962,820	125,531,885	123,322,879
Schnapps	208,494	211,827	23,989,427	24,338,835
Tequila	355,509	328,710	71,452,984	67,019,609
Vodka	2,040,049	1,959,082	242,932,810	230,117,619
Flavored Vodka	419,851	385,475	54,715,844	49,825,131
Cordials & Liqueurs - American	375,880	372,864	52,055,692	51,578,444
Cordials & Liqueurs -Foreign	190,198	189,261	44,955,660	45,443,760
Prepared Cocktails	123,582	106,797	10,877,744	8,826,462
Alcohol	3,479	2,561	696,684	511,991
Returns & Adjustments	<u>(25)</u>	<u>(13)</u>	<u>90,406</u>	<u>59,945</u>
<b>TOTAL *</b>	<b><u><u>7,117,299</u></u></b>	<b><u><u>6,877,873</u></u></b>	<b><u><u>\$978,513,652</u></u></b>	<b><u><u>\$940,227,792</u></u></b>

Notes:

\*Totals may not add due to rounding.

## HISTORY OF REVENUE AND EXPENSES

Fiscal Year Ended	Gross Profit On Sales	Taxes, Licenses and Other Revenue	Total Gross Revenue	Total Administrative Expenses	Total Net Income	Returnable License Fees 55%	Net Income To State Government
<b><u>Sept. 30</u></b>							
1979	82,414,106	103,290,933	185,705,039	25,431,819	160,273,220	4,720,472	155,552,748
1980	86,767,966	106,368,850	193,136,816	28,482,163	164,654,653	4,831,514	159,823,139
1981	89,228,078	108,980,072	198,208,150	29,927,315	168,280,835	4,901,013	163,379,822
1982	89,110,371	110,695,128	199,805,499	32,320,130	167,485,369	4,952,500	162,532,869
1983	84,472,543	109,368,534	193,841,077	34,482,847	159,358,230	5,017,002	154,341,228
1984	85,006,499	110,683,139	195,689,638	36,113,538	159,576,100	5,041,291	154,534,809
1985	90,135,957	113,527,346	203,663,303	39,650,592	164,012,711	5,053,977	158,958,734
1986	90,184,097	134,950,255	225,134,352	39,775,881	185,358,471	4,982,797	180,375,674
1987	89,456,305	135,972,442	225,428,747	42,367,980	183,060,767	5,004,555	178,056,212
1988	86,867,321	132,463,490	219,330,811	43,892,269	175,438,542	4,895,083	170,543,459
1989	87,473,309	131,279,730	218,753,039	42,300,993	176,452,046	4,931,013	171,521,033
1990	92,095,395	134,331,543	226,426,938	43,440,767	182,986,171	4,988,581	177,997,590**
1991	97,615,290	136,490,594	234,105,884	45,843,741	188,262,143	5,053,930	183,208,213
1992	95,521,948	134,505,345	230,027,293	45,812,040	184,215,253	5,035,731	179,179,522
1993	109,671,461	135,786,022	245,457,483	43,935,435	201,522,048	5,099,575	196,422,473
1994	126,459,129	135,018,320	261,477,449	44,226,953	217,250,496	5,121,767	212,128,729
1995	126,679,011	136,168,490	262,847,501	45,091,001	217,756,500	5,216,510	212,359,990
1996	132,538,174	138,837,715	271,375,889	45,252,961	226,122,928	5,181,010	220,941,918
1997	114,795,188	138,021,291	252,816,479	30,507,779*	222,308,700	5,267,854	217,040,846
1998	135,126,986	146,189,737	281,316,723	44,954,826	236,361,897	5,249,741	231,112,156
1999	147,559,022	148,335,479	295,894,501	49,203,757	246,690,744	5,286,991	241,403,753
2000	161,903,146	156,531,156	318,434,302	50,648,264	267,786,038	5,125,861	262,660,177
2001	164,595,543	161,232,117	325,827,660	53,806,670	272,020,990	5,376,659	266,644,331
2002	165,097,750	163,270,967	328,368,717	57,022,650	271,346,067	5,418,676	265,927,391
2003	173,426,741	168,268,629	341,695,370	55,536,185	286,159,185	5,241,142	280,918,043
2004	183,602,554	176,075,890	359,678,444	57,505,661	302,172,783	5,572,483	296,600,300
2005	188,133,408	178,302,344	366,435,752	59,785,091	306,650,661	5,974,444	300,676,217
2006	198,129,324	182,696,589	380,825,913	64,225,094	316,600,819	5,885,251	310,715,568
2007	204,953,627	187,420,753	392,374,380	65,637,698	326,736,682	5,915,500	320,821,182
2008	208,789,670	191,782,011	400,571,681	67,163,482	333,408,199	6,285,160	327,123,039
2009	211,624,001	194,018,714	405,642,715	68,535,707	337,107,008	6,278,198	330,828,810
2010	210,745,376	194,184,450	404,929,826	70,974,531	333,955,295	6,384,390	327,570,905
2011	220,022,159	200,360,289	420,382,448	73,154,098	347,228,350	6,539,916	340,688,434

**Notes:**

\*The per case fee for cases was charged to cost of goods sold for this year.

\*\*Upon review of the Statistical book, a discrepancy was discovered in the published 1990 Financial Statement total Net Income. The discrepancy was corrected in the 1991 annual Financial Statement.

## HISTORY OF ACCUMULATED REVENUE

Year	Fees Returned to Local Gov't	Accumulated Returnable Fees	Total Revenue		Accumulated Revenue Collected	Gross Sales	Accumulated Gross Sales
			Collected	Including Returnable Fees			
1934	\$1,498,498			\$4,068,846		\$14,843,678	
1935	1,850,000	\$3,348,498		8,877,090	\$12,945,936	22,920,535	\$37,764,213
1936	1,900,000	5,248,498		10,918,463	23,864,399	30,443,909	68,208,122
1937	2,100,000	7,348,498		14,722,575	38,586,974	37,753,695	105,961,817
1938	2,500,000	9,848,498		14,825,789	53,412,763	33,582,814	139,544,631
1939	2,450,000	12,298,498		16,341,168	69,753,931	38,035,803	177,580,434
1940	2,405,000	14,703,498		17,745,954	87,499,885	45,293,854	222,874,288
1941	2,500,000	17,203,498		19,316,530	106,816,415	56,723,618	279,597,906
1942	2,554,125	19,757,623		22,720,947	129,537,362	76,817,744	356,415,650
1943	2,406,270	22,163,893		24,782,340	154,319,702	75,332,662	431,748,312
1944	2,406,685	24,570,578		26,490,857	180,810,559	101,297,994	533,046,306
1945	3,570,765	28,141,343		28,881,871	209,692,430	116,337,170	649,383,476
1946	14,524,395	42,665,738		39,922,845	249,615,275	137,374,565	786,758,041
1947	12,958,814	55,624,552		39,060,875	288,676,150	137,741,388	924,499,429
1948	2,756,152	58,380,704		39,495,901	328,172,051	143,406,840	1,067,906,269
1949	2,846,120	61,226,824		38,486,353	366,658,404	139,822,200	1,207,728,469
1950	2,817,750	64,044,574		37,171,440	403,829,844	133,775,649	1,341,504,118
1951	2,833,980	66,878,554		43,100,791	446,930,635	159,270,117	1,500,774,235
1952	3,391,833	70,270,387		41,018,989	487,949,624	154,400,896	1,655,175,131
1953	3,458,089	73,728,476		45,033,500	532,983,124	171,965,758	1,827,140,889
1954	3,511,610	77,240,086		45,785,889	578,769,013	179,669,551	2,006,810,440
1955	3,497,546	80,737,632		45,901,336	624,670,349	180,307,853	2,187,118,293
1956	3,508,991	84,246,623		48,146,014	672,816,363	189,273,637	2,376,391,930
1957	3,509,888	87,756,511		49,998,450	722,814,813	198,505,217	2,574,897,147
1958	3,542,528	91,299,039		50,687,694	773,502,507	175,017,397	2,749,914,544
1959	3,545,905	94,844,944		50,547,817	824,050,324	175,044,003	2,924,958,547
1960	3,571,930	98,416,874		61,271,545	885,321,869	187,093,695	3,112,052,242
1961	3,656,124	102,072,998		63,991,731	949,313,600	177,562,453	3,289,614,695
1962	3,761,044	105,834,042		53,382,531	1,002,696,131	189,079,916	3,478,694,611
1963	3,797,440	109,631,482		87,866,750	1,090,562,881	190,302,644	3,668,997,255
1964	3,816,507	113,447,989		93,928,275	1,184,491,156	205,919,447	3,874,916,702
1965	3,998,763	117,446,752		101,255,464	1,285,746,620	225,897,290	4,100,813,992
1966	3,928,459	121,375,211		108,098,991	1,393,845,611	249,785,302	4,350,599,294
1967	3,958,032	125,333,243		110,046,889	1,503,892,500	260,126,861	4,610,726,155
1968	4,031,457	129,364,700		112,810,080	1,616,702,580	277,615,152	4,888,341,307
1969	4,099,535	133,464,235		118,606,640	1,735,309,220	298,012,165	5,186,353,472
1970	4,166,437	137,630,672		124,690,624	1,859,999,844	316,042,270	5,502,395,742
1971	4,490,664	142,121,336		126,570,278	1,986,570,122	322,817,388	5,825,213,130
1972	4,505,772	146,627,108		134,673,644	2,121,243,766	345,819,342	6,171,032,472
1973	4,592,520	151,219,628		136,188,184	2,257,431,950	357,290,372	6,528,322,844
1974	4,670,605	155,890,233		144,741,632	2,402,173,582	365,486,594	6,893,809,438
1975	4,763,150	160,653,383		146,644,404	2,548,817,986	375,490,091	7,269,299,529

## HISTORY OF ACCUMULATED REVENUE *(continued)*

<u>Year</u>	<u>Fees Returned to Local Gov't</u>	<u>Accumulated Returnable Fees</u>	Total Revenue		<u>Accumulated Revenue Collected</u>	<u>Gross Sales</u>	<u>Accumulated Gross Sales</u>
			<u>Collected Including Returnable Fees</u>	<u>Revenue Collected</u>			
1976	4,880,998	165,534,381	144,770,543	2,693,588,529	392,327,464	7,661,626,993	
1977	4,565,633	170,100,014	147,916,858	2,841,505,387	397,498,357	8,059,125,350	
1978	4,646,725	174,746,739	156,174,708	2,997,680,095	430,846,564	8,489,971,914	
1979	4,720,472	179,467,211	160,273,220	3,157,953,315	453,188,362	8,943,160,276	
1980	4,831,514	184,298,725	164,654,653	3,322,607,968	478,868,119	9,422,028,395	
1981	4,901,013	189,199,738	168,280,835	3,490,888,803	502,680,818	9,924,709,213	
1982	4,952,500	194,152,238	167,485,369	3,658,374,172	508,960,179	10,433,669,392	
1983	5,017,002	199,169,240	159,358,230	3,817,732,402	489,920,957	10,923,590,349	
1984	5,041,291	204,210,531	159,576,100	3,977,308,502	491,942,710	11,415,533,059	
1985	5,053,977	209,264,508	164,012,711	4,141,321,213	517,922,277	11,933,455,336	
1986	4,982,797	214,247,305	185,358,471	4,326,679,684	516,982,342	12,450,437,678	
1987	5,004,555	219,251,860	183,060,767	4,509,740,451	512,924,936	12,963,362,614	
1988	4,895,083	224,146,943	175,438,542	4,685,178,993	497,740,922	13,461,103,536	
1989	4,931,013	229,077,956	176,452,046	4,861,631,039	501,995,567	13,963,099,103	
1990	4,988,581	234,066,537	181,701,114	5,043,332,153	512,889,066	14,475,988,169	
1991	5,053,930	239,120,467	188,262,143	5,231,594,296	533,267,056	15,009,255,225	
1992	5,035,731	244,156,198	184,215,253	5,415,809,549	535,434,889	15,544,690,114	
1993	5,099,575	249,255,773	201,552,048	5,617,361,597	547,979,348	16,092,669,462	
1994	5,121,767	254,377,540	217,250,496	5,834,612,093	545,029,378	16,637,698,840	
1995	5,216,510	259,594,050	217,756,500	6,052,368,593	548,579,215	17,186,278,055	
1996	5,181,010	264,775,060	226,122,928	6,278,491,521	566,142,419	17,752,420,474	
1997	5,267,854	270,042,914	222,308,700	6,500,800,221	578,137,159	18,330,557,633	
1998	5,249,741	275,292,655	236,361,897	6,737,162,118	602,747,343	18,933,304,976	
1999	5,286,991	280,579,646	246,690,744	6,983,852,862	638,028,367	19,571,333,343	
2000	5,125,861	285,705,507	267,786,038	7,251,638,900	683,363,618	20,254,696,961	
2001	5,376,659	291,082,166	272,020,992	7,523,659,892	712,663,497	20,967,360,458	
2002	5,418,676	296,500,842	271,346,067	7,795,005,959	731,648,991	21,699,009,449	
2003	5,241,142	301,741,984	286,159,185	8,081,165,144	768,670,331	22,467,679,780	
2004	5,572,483	307,314,467	302,172,783	8,383,337,927	813,799,608	23,281,479,388	
2005	5,974,444	313,288,911	306,650,661	8,689,988,588	830,610,782	24,112,090,170	
2006	5,885,251	319,174,162	316,600,819	9,006,589,407	865,059,097	24,977,149,267	
2007	5,915,500	325,089,662	326,736,682	9,333,326,089	894,993,141	25,872,142,408	
2008	6,285,160	331,374,822	333,408,199	9,666,734,288	925,477,120	26,797,619,528	
2009	6,278,198	337,653,020	337,107,008	10,003,841,296	942,118,092	27,739,737,620	
2010	6,384,390	344,037,410	333,955,295	10,337,796,591	940,227,792	28,679,965,412	
2011	6,539,916	350,577,326	347,228,350	10,685,024,941	978,513,652	29,658,479,064	

Notes:

Returnable fees paid to local governments from 1935 through 1941 were estimated.

Returnable fees paid to local governments from 1945 through 1947 were based upon 10% of spirits sold with 22% alcohol and over, effective May 14, 1945, and expired May 14, 1947.

Effective January 10, 1977, the percentage of returnable license fees paid to local governments was decreased from 85% to 55% per P.A. 417 of 1976.

**LIQUOR TAX COLLECTED BY COUNTY - 4%**  
**FOR THE STATE CONVENTION FACILITY DEVELOPMENT ACT**  
**FISCAL YEAR ENDED SEPTEMBER 30, 2011**

<u>COUNTY</u>	<u>AMOUNT*</u>	<u>COUNTY</u>	<u>AMOUNT*</u>
Alcona	\$39,611	Lake	44,215
Alger	30,600	Lapeer	215,646
Allegan	303,308	Leelanau	87,993
Alpena	113,168	Lenawee	224,550
Antrim	100,506	Livingston	639,318
Arenac	53,701	Luce	21,129
Baraga	25,233	Mackinac	87,561
Barry	116,974	Macomb	3,358,132
Bay	342,002	Manistee	87,672
Benzie	83,243	Marquette	241,968
Berrien	569,063	Mason	117,722
Branch	109,448	Mecosta	158,051
Calhoun	508,639	Menominee	42,951
Cass	100,896	Midland	238,964
Charlevoix	134,285	Missaukee	27,694
Cheboygan	115,061	Monroe	477,574
Chippewa	146,286	Montcalm	143,818
Clare	91,662	Montmorency	43,652
Clinton	178,349	Muskegon	618,451
Crawford	48,492	Newaygo	114,539
Delta	120,669	Oakland	5,299,633
Dickinson	48,779	Oceana	70,080
Eaton	335,488	Ogemaw	77,567
Emmet	217,945	Ontonagon	21,152
Genesee	1,610,856	Osceola	51,706
Gladwin	64,292	Oscoda	30,657
Gogebic	22,608	Otsego	112,272
Grand Traverse	505,957	Ottawa	724,521
Gratiot	70,814	Presque Isle	38,949
Hillsdale	65,520	Roscommon	116,575
Houghton	128,965	Saginaw	757,941
Huron	104,097	St. Clair	521,939
Ingham	1,141,315	St. Joseph	146,563
Ionia	110,736	Sanilac	85,738
Iosco	118,787	Schoolcraft	27,714
Iron	27,496	Shiawassee	152,766
Isabella	282,846	Tuscola	89,835
Jackson	495,222	Van Buren	204,692
Kalamazoo	1,051,672	Washtenaw	1,411,275
Kalkaska	47,210	Wayne	4,517,617
Kent	2,446,350	Wexford	124,868
Keweenaw	7,289	Detroit City	5,331,853
		<b>GRAND TOTAL*</b>	<b><u>\$39,142,954</u></b>

Note: \*Total may not add due to rounding.

## HISTORY OF GROSS DOLLAR AND CASE SALES

<b>Fiscal Year</b> <b>Ended June 30</b>	<b>Gross Sales</b>	<b>Increase</b>	<b>Increase</b>	<b>Case Sales</b>	<b>Increase</b>	<b>Increase</b>
		<b>(Decrease)</b>	<b>(Decrease)</b>		<b>(Decrease)</b>	<b>(Decrease)</b>
		<b>Amount</b>	<b>Percent</b>		<b>Amount</b>	<b>Percent</b>
1973	357,290,372	11,471,029	3.32	7,027,243	151,905	2.21
1974	365,486,594	8,196,222	2.29	7,059,512	32,269	0.46
1975	375,490,091	10,003,497	2.74	7,050,858	(8,654)	(0.12)

### **Fiscal Year** **Ended September 30**

1976	388,798,539	13,308,448	3.54	7,113,306	62,448	0.89
1977	397,498,357	8,699,818	2.24	7,194,066	80,760	1.14
1978	430,846,564	33,348,207	8.39	7,561,252	367,186	5.10
1979	453,218,064	22,371,500	5.19	7,598,037	36,785	0.49
1980	478,868,119	25,650,055	5.66	7,538,309	(59,728)	(0.79)
1981	502,680,818	23,812,699	4.97	7,272,147	(266,162)	(3.53)
1982	508,960,179	6,279,361	1.25	7,090,434	(181,713)	(2.50)
1983	489,920,957	(19,039,222)	(3.74)	6,531,124	(559,310)	(7.89)
1984	491,942,710	2,021,753	0.41	6,592,389	61,265	0.94
1985	517,922,277	25,979,567	5.28	6,960,997	368,608	5.60
1986	516,982,342	(939,935)	(0.18)	6,392,281	(568,716)	(8.17)
1987	512,924,936	(4,057,406)	(0.78)	6,272,458	(119,823)	(1.87)
1988	497,740,922	(15,184,014)	(2.96)	5,981,523	(290,935)	(4.64)
1989	501,995,567	4,254,645	0.85	5,810,452	(171,071)	(2.86)
1990	512,889,066	10,893,499	2.17	5,702,410	(108,042)	(1.86)
1991	533,267,056	20,377,990	3.97	5,573,133	(129,277)	(2.27)
1992	535,434,889	2,167,833	0.41	5,426,580	(146,553)	(2.63)
1993	547,979,348	12,544,459	2.34	5,303,570	(123,010)	(2.27)
1994	545,029,378	(2,949,970)	(0.54)	4,964,798	(338,772)	(6.39)
1995	548,579,215	3,549,837	0.65	4,913,789	(51,009)	(1.03)
1996	566,142,419	17,563,204	3.20	4,955,779	41,990	0.85
1997	578,137,159	11,994,740	2.12	4,958,305	2,526	0.05
1998	602,747,343	24,610,184	4.26	5,059,933	101,628	2.05
1999	638,028,367	35,281,024	5.85	5,187,270	127,337	2.52
2000	683,363,618	45,335,251	7.11	5,350,162	162,892	3.14
2001	712,663,497	29,299,879	4.29	5,377,947	27,785	0.52
2002	731,648,991	18,985,494	2.66	5,496,879	118,932	2.21
2003	768,670,331	37,021,340	5.06	5,752,264	255,385	4.65
2004	813,799,608	45,129,277	5.87	6,029,155	276,891	4.81
2005	830,610,782	16,811,174	2.07	6,110,122	80,967	1.34
2006	865,059,097	34,448,315	4.15	6,293,797	183,675	3.01
2007	894,993,141	29,934,044	3.46	6,464,739	170,942	2.72
2008	925,477,120	30,483,979	3.41	6,611,415	146,676	2.27
2009	942,118,092	16,640,972	1.80	6,734,253	122,838	1.86
2010	940,227,792	(1,890,300)	(0.20)	6,877,873	143,620	2.13
2011	978,513,652	38,285,860	4.07	7,117,299	239,426	3.48

## COMPARISON OF BEER TAX REVENUE AND BEER SALES

Fiscal Year Ended	Tax Rate Per Barrel	Beer Excise Tax Revenue	Increase (Decrease) Over Prior Year		Sales In Barrels	Increase (Decrease) Over Prior Year	
			Amount	Percent (%)		Amount	Percent (%)
<b>June 30</b>							
1970	6.30**	38,466,376	1,150,484	3.08	6,302,456	472,595	8.11
1971	6.30	39,547,160	1,080,784	2.81	6,310,608	8,152	0.13
1972	6.30	40,784,125	1,236,965	3.03	6,507,834	197,226	3.13
1973	6.30	40,702,070	(82,055)	(0.20)	6,443,063	(64,771)	(1.00)
1974	6.30	42,207,094	1,505,024	3.70	6,805,882	362,819	5.63
1975	6.30	44,473,106	2,266,012	5.37	7,019,820	213,938	3.14
<b>Sept. 30</b>							
1976	6.30	43,685,361	(787,745)	(1.77)	6,971,085	(48,735)	(0.69)
1977	6.30	46,198,769	2,513,408	5.75	7,431,961	460,876	6.61
1978	6.30	45,875,704	(323,065)	(0.70)	7,301,175	(130,786)	(1.76)
1979	6.30	43,962,254	(1,913,450)	(4.17)	7,012,142	(289,033)	(3.96)
1980	6.30	43,887,440	(74,814)	(0.17)	7,005,853	(6,289)	(.09)
1981	6.30	44,012,367	124,927	0.28	6,968,258	(37,595)	(0.54)
1982	6.30	44,709,253	696,886	1.58	6,849,518	(118,740)	(1.70)
1983	6.30	43,666,960	(1,042,293)	(2.33)	6,946,711	97,193	1.42
1984	6.30	42,682,497	(984,463)	(2.25)	6,777,917	(168,794)	(2.43)
1985	6.30	42,627,248	(55,249)	(0.13)	6,778,320	403	0.00
1986	6.30	42,885,436	258,188	0.60	6,856,915	78,595	1.16
1987	6.30	44,080,977	1,195,541	2.79	7,006,050	149,135	2.17
1988	6.30	43,487,277	(593,700)	(1.35)	6,914,147	(91,903)	(1.31)
1989	6.30	42,498,531	(988,746)	(2.27)	6,776,324	(137,823)	(1.99)
1990	6.30	43,562,120	1,063,589	2.50	6,924,666	148,342	2.19
1991	6.30	44,337,892	775,772	1.78	7,048,309	123,643	1.79
1992	6.30	42,371,633	(1,966,259)	(4.43)	6,737,453	(310,856)	(4.41)
1993	6.30	42,471,376	99,743	0.24	6,766,761	29,308	0.44
1994	6.30	42,196,671	(274,705)	(0.65)	6,714,437	(52,324)	(0.77)
1995	6.30	42,353,191	156,520	0.37	6,729,099	14,662	0.22
1996	6.30	41,793,403	(559,788)	(1.32)	6,649,944	(79,155)	(1.18)
1997	6.30	41,307,414	(485,989)	(1.16)	6,574,154	(75,790)	(1.14)
1998	6.30	43,127,914	1,820,500	4.41	6,655,699	81,545	1.24
1999	6.30	40,516,177	(2,611,737)	(6.06)	6,695,898	40,199	0.60
2000	6.30	42,532,399	2,016,222	4.98	6,778,789	82,891	1.24
2001	6.30	42,518,439	(13,960)	(0.03)	6,812,301	33,512	0.49
2002	6.30	42,197,253	(321,186)	(0.76)	6,730,138	(82,163)	(1.21)
2003	6.30	42,688,752	491,499	1.16	6,802,658	72,520	1.08
2004	6.30	42,646,537	(42,215)	(0.10)	6,807,147	4,489	0.07
2005	6.30	41,949,026	(697,511)	(1.64)	6,721,468	(85,679)	(1.26)
2006	6.30	41,870,726	(78,300)	(0.19)	6,647,438	(74,030)	(1.10)
2007	6.30	41,711,031	(159,695)	(0.38)	6,588,385	(59,053)	(0.89)
2008	6.30	41,189,860	(521,171)	(1.25)	6,601,138	12,753	0.19
2009	6.30	40,370,246	(819,614)	(1.99)	6,465,495	(135,643)	(2.05)
2010	6.30	40,510,976	140,730	0.35	6,448,197	(17,298)	0.27
2011	6.30	38,892,673	(1,618,303)	(3.99)	6,250,673	(197,524)	(3.06)

\*\*Effective September 1, 1966

## ESTIMATE OF TOTAL BEVERAGE SALES

	<u>Fiscal Years Ended September 30</u>		<u>Increase</u>
	<u>2011</u>	<u>2010</u>	<u>(Decrease)</u>
<b><u>SPIRITS</u></b>			
Gross sales of the Liquor Control Commission	\$978,513,652	\$940,227,792	\$38,285,860
For F/Y 2011, about 18% of total gross sales were for resale by the drink. Average bottle cost \$12.41 assuming a 957% gross profit on cost, add:	1,400,502,041		
For F/Y 2010, about 19% of total gross sales were for resale by the drink. Average bottle cost \$12.49 assuming a 951% gross profit on cost, add:		1,405,374,391	(4,872,350)
Add the 4% State Specific Tax:	39,089,239	37,551,856	1,537,383
Add the 4% State Specific Tax:	39,142,954	37,605,532	1,537,422
Add the 4% State Specific Tax:	39,089,239	37,551,856	1,537,383
Add the 1.85% State Specific Tax:	14,855,105	14,106,598	748,507
<b><u>BEER</u></b>			
Estimated at an average price of \$1.00 for a 12 oz. serving or \$10.67 per gallon (31 gallons equal one barrel).			
F/Y 2011 - Add 31 x \$10.67 x 6,250,673 barrels:	2,067,535,108		
F/Y 2010 - Add 31 x \$10.67 x 6,448,197 barrels:		2,132,870,122	(65,335,014)
<b><u>WINE</u></b>			
21% and less alcoholic content - estimated at \$8.00 per liter.			
F/Y 2011 - Add 81,504,221 liters x \$8.00:	652,033,768		
F/Y 2010 - Add 79,440,328 liters x \$8.00:		635,522,624	16,511,144
<b><u>MIXED SPIRIT DRINKS</u></b>			
10% or less alcohol by volume mixed with non-alcoholic beverages, flavoring or coloring - estimated at \$7.50 per liter.			
F/Y 2011 - Add 954,712 liters x \$7.50:	7,160,340		
F/Y 2010 - Add 983,029 liters x \$7.50:		7,372,718	(212,378)
Subtotal*	\$5,237,921,446	\$5,248,183,488	(\$10,262,042)
Add estimated 6% State Sales Tax:	314,275,287	314,891,009	(615,723)
<b>TOTAL*</b>	<b>\$5,552,196,733</b>	<b>\$5,563,074,497</b>	<b>(\$10,877,765)</b>
Sales of spirits in cases	7,117,299	6,877,873	239,426
Sales of beer in barrels of 31 gallons	6,250,673	6,448,197	(197,524)
Sales of wine in liters	81,504,221	79,440,328	2,063,893
Sales of mixed spirit drinks in liters	954,712	983,029	(28,317)

Note: \*Totals may not add due to rounding.

## MISCELLANEOUS FISCAL YEAR SALES STATISTICS

<u>FISCAL YEAR</u>	<u>SALES DAYS OR WEEK DAYS</u>	<u>CASE SALES</u>	<u>ACTUAL BOTTLE SALES</u>	<u>AVERAGE BOTTLES/CASE</u>	<u>GALLON SALES</u>
1994	249	4,964,798	86,628,524	17.45	12,504,692
1995	247	4,913,789	87,301,804	17.77	12,378,337
1996	249	4,955,779	91,636,492	18.49	12,485,799
1997	249	4,958,305	88,749,089	17.90	12,313,707
1998	249	5,059,933	91,410,533	18.07	12,577,299
1999	249	5,187,270	93,917,207	18.10	12,857,998
2000	249	5,350,162	96,980,678	18.13	13,207,142
2001*	260	5,377,947	96,947,620	18.03	13,228,468
2002	261	5,496,879	98,552,010	17.93	13,408,222
2003	261	5,752,264	101,998,387	17.73	13,855,960
2004	262	6,029,155	105,806,664	17.55	14,355,348
2005	261	6,110,122	105,859,372	17.33	14,579,476
2006	260	6,293,797	107,196,288	17.03	14,979,997
2007	260	6,464,739	108,340,099	16.76	15,262,267
2008	262	6,611,415	109,483,306	16.56	15,491,372
2009	261	6,734,253	111,047,074	16.49	15,743,240
2010	261	6,877,873	111,465,366	16.21	15,951,011
2011	261	7,117,299	114,149,452	16.04	16,279,869

### ESTIMATE OF BOTTLE SALES BY SIZE FISCAL YEAR COMPARISONS

	<u>2011</u>	<u>2010</u>	<u>INCREASE (DECREASE)</u>	<u>INCREASE (DECREASE)</u>
<b>50ML</b>	11,492,198	10,706,129	786,069	7.3%
<b>100ML</b>	5,152,967	5,173,184	(20,217)	(0.4)%
<b>200ML</b>	25,783,127	25,269,740	513,387	2.0%
<b>375ML</b>	24,232,746	23,710,053	522,693	2.2%
<b>750ML</b>	30,286,880	29,604,452	682,428	2.3%
<b>1000ML</b>	8,700,858	8,764,259	(63,401)	(0.7)%
<b>1750ML</b>	8,500,676	8,237,549	263,127	3.2%
<b>TOTAL</b>	114,149,452	111,465,366	2,684,086	2.4%

	<u>2011</u>	<u>2010</u>
<b>NET ACCOUNTS PAYABLE:</b>		
Beginning of Fiscal Year	\$71,528,010	\$67,544,495
End of Fiscal Year	\$75,872,708	\$71,528,010
<b>AVERAGE ACCOUNTS PAYABLE</b>	\$72,811,145	\$69,871,773
<b>ACCOUNTS PAYABLE TURNOVER RATE</b>	8.14	8.14
<b>AVERAGE DAILY PURCHASES</b> (State business days)	\$2,271,442	\$2,178,773
<b>NUMBER OF DAYS' PURCHASES IN ACCOUNTS PAYABLE</b>	32	32

Note: \*In 2001, the "Sales Days" column was changed to "Week Days". This was done to reflect the possible number of ADA "work days" and not the number of "State" business days.

**ESTIMATED PER CAPITA CONSUMPTION IN MICHIGAN  
(in gallons)**

Year	Michigan Population <sup>(1)</sup>	BEER & WINE				SPIRITS	
		Beer		Wine		Total	Per Capita
		Total	Per Capita	16% Alcohol or Less Total	Per Capita		
1980	9,236,891	217,181,443	23.51	15,543,297	1.68	18,249,584	1.98
1981	9,275,000	216,015,998	23.29	16,474,953	1.78	17,827,712	1.92
1982	9,260,000	212,335,058	22.93	15,908,540	1.72	17,400,557	1.88
				21% Alcohol or Less <sup>(2)</sup>			
1983	9,155,000	215,348,041	23.52	15,302,982	1.68	16,843,530	1.84
1984	9,074,622	210,115,427	23.15	17,148,674	1.89	16,780,323	1.85
1985	9,088,300	210,127,920	23.12	18,186,425	2.00	17,271,431	1.90
1986	9,144,545	212,564,365	23.25	19,056,556	2.08	15,872,494	1.74
1987	9,205,000	217,187,550	23.59	19,011,159	2.07	15,575,206	1.69
1988	9,240,000	214,338,557	23.20	20,406,160	2.21	14,924,525	1.62
1989	9,273,000	210,066,044	22.65	16,654,340	1.80	14,502,159	1.56
1990	9,295,297	214,664,646	23.09	16,263,897	1.74	14,245,226	1.53
1991	9,368,000	218,497,579	23.32	13,742,490	1.47	13,589,821	1.45
1992	9,437,000	208,861,043	22.13	12,451,095	1.32	13,644,442	1.45
1993	9,459,667	209,769,591	22.18	11,761,453	1.24	13,351,603	1.41
1994	9,491,836	208,147,547	21.93	11,962,594	1.26	12,504,692	1.32
1995	9,537,948	208,602,069	21.87	12,520,949	1.31	12,378,337	1.30
1996	9,594,350	206,148,264	21.49	13,003,769	1.36	12,485,799	1.30
1997	9,779,984	203,798,774	20.84	13,206,802	1.35	12,313,707	1.26
1998	9,817,242	206,326,669	21.02	13,822,591	1.41	12,577,299	1.28
1999	9,864,000	207,572,838	21.04	13,919,453	1.41	12,857,998	1.30
2000	9,938,000	210,142,461	21.15	14,912,542	1.50	13,207,142	1.33
2001	10,006,000	211,181,331	21.11	14,738,897	1.47	13,228,468	1.32
2002	10,050,000	208,634,286	20.76	14,242,995	1.42	13,408,222	1.33
2003	10,080,000	210,882,390	20.92	16,238,726	1.61	13,855,960	1.37
2004	10,113,000	211,021,554	20.87	17,281,174	1.71	14,355,348	1.42
2005	10,121,000	208,365,505	20.59	17,440,842	1.72	14,579,476	1.44
2006	10,096,000	206,070,578	20.41	18,000,200	1.78	14,979,997	1.48
2007	10,072,000	204,239,944	20.28	18,857,615	1.87	15,262,267	1.52
2008	10,003,422	204,635,289	20.46	19,230,708	1.92	15,491,372	1.55
2009	9,970,000	200,430,338	20.10	19,337,009	1.94	15,743,240	1.58
2010	9,884,000	199,894,118	20.22	20,985,425	2.12	15,951,011	1.61
2011	9,876,000	193,770,872	19.62	21,530,635	2.18	16,279,869	1.65

Notes:

(1) Population Source: U.S. Census Bureau Website

(2) Wines from 16% to 21% alcohol were included in the Wine category beginning on October 24, 1982.



# CALENDAR YEAR

**GROSS LIQUOR SALES BY MONTH  
COMPARISON OF ACCOUNTING CALENDAR YEARS**

<u>MONTH</u>	<u>2011*</u>			<u>2010**</u>		
	<u>AMOUNT</u>	<u>NUMBER OF CASES</u>	<u>AMOUNT AS % OF TOTAL \$ SALES</u>	<u>AMOUNT</u>	<u>NUMBER OF CASES</u>	<u>AMOUNT AS % OF TOTAL \$ SALES</u>
JANUARY	\$58,634,264	433,967	5.9	\$59,848,804	447,929	6.3
FEBRUARY	64,446,277	474,060	6.5	63,852,764	461,774	6.7
MARCH	84,879,748	616,105	8.5	65,616,083	472,964	6.9
FIRST QUARTER***	\$207,960,288	1,524,132	20.9	\$189,317,652	1,382,667	19.9
APRIL	\$72,352,249	527,596	7.3	\$86,036,785	630,525	9.1
MAY	75,263,663	551,571	7.6	72,553,104	533,773	7.7
JUNE	101,677,862	735,254	10.2	75,929,921	554,284	8.0
SECOND QUARTER***	\$249,293,774	1,814,421	25.1	\$234,519,810	1,718,582	24.8
JULY	\$79,973,913	577,407	8.1	\$95,704,548	699,337	10.1
AUGUST	77,479,604	562,016	7.8	75,001,224	554,737	7.9
SEPTEMBER	93,709,099	683,510	9.4	84,144,338	622,098	8.9
THIRD QUARTER***	\$251,162,616	1,822,933	25.3	\$254,850,110	1,876,172	26.9
OCTOBER	\$85,670,503	625,514	8.6	\$82,926,079	616,042	8.7
NOVEMBER	80,916,676	584,219	8.2	75,917,234	558,506	8.0
DECEMBER	117,901,600	817,611	11.9	111,253,661	781,265	11.7
FOURTH QUARTER***	\$284,488,778	2,027,344	28.7	\$270,096,975	1,955,813	28.4
TOTAL SALES***	<u>\$992,905,456</u>	<u>7,188,830</u>	<u>100%</u>	<u>\$948,784,546</u>	<u>6,933,234</u>	<u>100%</u>

\*Sales based on accounting calendar year from 01/02/11 through 12/31/11.

\*\*Sales based on accounting calendar year from 01/03/10 through 01/01/11.

\*\*\*Totals may not add due to rounding.

**GROSS LIQUOR SALES BY COUNTY  
FOR SELECTED LICENSE TYPES  
2011 CALENDAR YEAR**

<b>COUNTY</b>	<b>SDD SALES</b>	<b>CLASS C SALES</b>	<b>TOTAL*</b>
Alcona	\$434,027.40	\$64,941.80	\$498,969.20
Alger	460,565.90	104,019.65	564,585.55
Allegan	4,844,811.45	1,076,820.45	5,921,631.90
Alpena	2,321,054.90	378,787.20	2,699,842.10
Antrim	1,025,137.20	201,886.55	1,227,023.75
Arenac	897,229.55	85,231.45	982,461.00
Baraga	342,351.60	38,657.25	381,008.85
Barry	2,466,269.35	208,730.10	2,674,999.45
Bay	6,758,002.90	1,548,198.40	8,306,201.30
Benzie	602,585.25	103,525.40	706,110.65
Berrien	11,077,563.05	1,718,798.70	12,796,361.75
Branch	2,227,558.80	262,289.70	2,489,848.50
Calhoun	9,967,365.65	1,160,299.35	11,127,665.00
Cass	1,576,652.75	292,361.20	1,869,013.95
Charlevoix	2,003,888.95	331,249.35	2,335,138.30
Cheboygan	1,736,105.70	414,401.55	2,150,507.25
Chippewa	2,568,042.30	509,479.40	3,077,521.70
Clare	1,439,341.10	186,288.55	1,625,629.65
Clinton	3,446,907.90	551,248.70	3,998,156.60
Crawford	623,492.50	85,447.35	708,939.85
Delta	2,294,529.25	555,731.25	2,850,260.50
Dickinson	506,345.40	370,851.75	877,197.15
Eaton	6,779,068.25	868,372.70	7,647,440.95
Emmet	2,322,298.20	330,026.25	2,652,324.45
Genesee	33,159,307.00	5,058,052.65	38,217,359.65
Gladwin	1,315,604.75	152,869.75	1,468,474.50
Gogebic	332,209.45	97,202.25	429,411.70
Grand Traverse	7,416,277.65	1,322,337.60	8,738,615.25
Gratiot	1,500,848.20	201,886.40	1,702,734.60
Hillsdale	1,386,098.40	124,146.75	1,510,245.15
Houghton	1,510,719.25	718,889.40	2,229,608.65
Huron	1,965,120.65	219,774.65	2,184,895.30
Ingham	22,217,648.90	5,493,582.65	27,711,231.55
Ionia	2,249,676.50	255,590.15	2,505,266.65
Iosco	1,640,384.80	310,553.90	1,950,938.70
Iron	490,248.15	167,183.75	657,431.90
Isabella	4,986,179.25	1,036,920.30	6,023,099.55
Jackson	9,582,205.35	1,669,593.80	11,251,799.15
Kalamazoo	21,067,070.90	3,733,531.75	24,800,602.65
Kalkaska	677,867.65	129,401.80	807,269.45
Kent	47,301,693.05	11,435,591.45	58,737,284.50
Keweenaw	85,695.65	24,136.65	109,832.30
Lake	870,916.60	159,691.75	1,030,608.35

**GROSS LIQUOR SALES BY COUNTY** *(continued)*  
**FOR SELECTED LICENSE TYPES**  
**2011 CALENDAR YEAR**

<b>COUNTY</b>	<b>SDD SALES</b>	<b>CLASS C SALES</b>	<b>TOTAL*</b>
Lapeer	3,524,825.30	515,478.60	4,040,303.90
Leelanau	1,397,191.55	212,482.50	1,609,674.05
Lenawee	4,331,588.20	587,404.00	4,918,992.20
Livingston	12,426,326.60	1,607,963.45	14,034,290.05
Luce	361,161.55	17,142.30	378,303.85
Mackinac	747,419.80	226,730.75	974,150.55
Macomb	68,278,232.20	12,419,223.65	80,697,455.85
Manistee	1,194,896.25	177,797.90	1,372,694.15
Marquette	4,351,915.85	954,956.30	5,306,872.15
Mason	2,467,025.75	167,833.55	2,634,859.30
Mecosta	3,306,359.40	476,906.50	3,783,265.90
Menominee	543,052.90	341,216.95	884,269.85
Midland	4,905,345.10	678,255.70	5,583,600.80
Missaukee	527,929.40	8,561.25	536,490.65
Monroe	10,008,714.85	1,473,715.00	11,482,429.85
Montcalm	2,975,956.40	334,786.15	3,310,742.55
Montmorency	714,319.30	24,079.05	738,398.35
Muskegon	11,879,634.20	2,205,339.80	14,084,974.00
Newaygo	2,301,543.00	179,942.75	2,481,485.75
Oakland	101,109,833.85	24,134,242.75	125,244,076.60
Oceana	1,281,796.60	219,151.30	1,500,947.90
Ogemaw	1,081,912.65	123,362.00	1,205,274.65
Ontonagon	309,016.45	138,886.25	447,902.70
Osceola	962,331.25	75,853.55	1,038,184.80
Oscoda	597,619.40	11,503.80	609,123.20
Otsego	2,016,804.00	149,313.85	2,166,117.85
Ottawa	15,080,103.30	2,059,588.45	17,139,691.75
Presque Isle	720,663.60	134,686.85	855,350.45
Roscommon	2,206,590.50	140,554.30	2,347,144.80
Saginaw	13,637,234.90	2,441,636.35	16,078,871.25
St. Clair	8,706,879.70	1,299,186.20	10,006,065.90
St. Joseph	3,059,541.55	430,488.35	3,490,029.90
Sanilac	1,383,914.35	184,297.50	1,568,211.85
Schoolcraft	260,542.80	79,625.70	340,168.50
Shiawassee	2,464,763.65	573,754.65	3,038,518.30
Tuscola	1,511,698.60	306,242.25	1,817,940.85
Van Buren	3,548,186.85	601,739.50	4,149,926.35
Washtenaw	27,335,349.80	5,891,318.50	33,226,668.30
Wayne	211,342,917.45	29,237,468.85	240,580,386.30
Wexford	2,514,627.35	281,238.25	2,795,865.60
<b>TOTAL</b>	<b>\$765,852,733.65</b>	<b>\$134,882,536.80</b>	<b>\$900,735,270.45</b>

Note: \*Total sales are for licensing calendar year from 01-01-11 thru 12-31-11 and does not include all sales.

**GROSS LIQUOR SALES BY COUNTY  
FOR ALL LICENSE TYPES  
2011 LICENSING YEAR**

<u>COUNTY</u>	<u>TOTAL*</u>	<u>COUNTY</u>	<u>TOTAL*</u>
Alcona	\$785,552.00	Lake	1,078,042.70
Alger	751,923.20	Lapeer	5,467,021.45
Allegan	7,675,438.65	Leelanau	2,155,801.30
Alpena	2,839,881.40	Lenawee	5,721,810.60
Antrim	2,524,882.65	Livingston	16,305,965.95
Arenac	1,330,597.35	Luce	521,296.35
Baraga	673,374.85	Mackinac	2,178,473.80
Barry	2,943,488.90	Macomb	85,989,136.70
Bay	8,718,275.25	Manistee	2,164,328.85
Benzie	1,988,933.05	Marquette	6,042,193.00
Berrien	14,340,422.30	Mason	2,941,769.65
Branch	2,728,121.50	Mecosta	3,986,376.45
Calhoun	12,692,823.80	Menominee	1,064,230.75
Cass	2,452,153.75	Midland	6,107,779.15
Charlevoix	3,379,813.20	Missaukee	694,407.60
Cheboygan	2,832,796.35	Monroe	12,042,676.75
Chippewa	3,735,770.85	Montcalm	3,624,838.45
Clare	2,285,720.70	Montmorency	1,081,088.75
Clinton	4,474,303.70	Muskegon	15,668,365.10
Crawford	1,230,619.15	Newaygo	2,844,002.85
Delta	3,022,101.90	Oakland	135,651,692.60
Dickinson	1,233,299.15	Oceana	1,746,745.45
Eaton	8,479,795.90	Ogemaw	1,927,766.65
Emmet	5,394,797.75	Ontonagon	506,548.40
Genesee	40,944,243.60	Osceola	1,263,897.65
Gladwin	1,612,606.50	Oscoda	755,372.30
Gogebic	567,904.50	Otsego	2,742,971.00
Grand Traverse	12,475,094.50	Ottawa	18,411,692.75
Gratiot	1,797,013.65	Presque Isle	968,945.75
Hillsdale	1,657,646.05	Roscommon	2,896,129.35
Houghton	3,231,637.60	Saginaw	19,185,319.70
Huron	2,623,112.90	St. Clair	13,371,635.85
Ingham	29,299,385.25	St. Joseph	3,642,742.15
Ionia	2,787,926.40	Sanilac	2,163,609.55
Iosco	2,977,468.25	Schoolcraft	692,607.60
Iron	688,819.95	Shiawassee	3,838,568.65
Isabella	7,116,043.60	Tuscola	2,284,673.45
Jackson	12,676,824.40	Van Buren	5,072,083.45
Kalamazoo	26,180,837.95	Washtenaw	35,640,975.00
Kalkaska	1,170,874.30	Wayne	250,697,287.65
Kent	62,013,317.55	Wexford	3,159,653.60
Keweenaw	178,807.70		
		<b>TOTAL*</b>	<b>\$992,814,976.70</b>

Note: \*Total sales are for licensing calendar year from 01-01-11 thru 12-31-11.

## HISTORY OF GROSS LIQUOR SALES BY LICENSE TYPE CALENDAR YEAR

<u>Year</u>	<u>Retail*/L.A.B.</u>	<u>SDD</u>	<u>On-Premise</u>	<u>Other</u>	<u>Total Gross Sales</u>
1974	2,875,534	281,963,941	84,878,256	1,798,918	371,516,649
1975	2,936,577	292,972,474	86,333,949	1,779,265	384,022,265
1976	2,717,010	304,300,699	89,597,369	1,781,193	398,396,271
1977	2,545,680	309,582,251	93,796,593	1,562,291	407,486,815
1978	2,591,067	332,024,707	101,183,320	1,606,113	437,405,207
1979	2,462,415	353,734,095	100,665,757	1,649,447	458,511,714
1980	2,533,487	375,799,870	102,612,156	1,627,014	482,572,527
1981	2,308,578	389,270,357	107,822,722	1,216,114	500,617,771
1982	2,120,208	394,140,302	104,985,513	1,231,720	502,477,743
1983	1,719,413	381,460,494	106,022,003	1,147,044	490,348,954
1984	1,593,274	389,410,820	109,987,322	1,089,832	502,081,248
1985	1,619,792	401,180,686	110,298,091	1,081,362	514,179,931
1986	1,433,020	407,889,266	112,448,433	1,340,994	523,111,713
1987	1,271,463	389,744,871	109,959,285	799,488	501,775,107
1988	502,925	391,031,523	110,101,406	781,707	502,417,561
1989	8,424	392,798,962	110,746,000	855,581	504,408,967
1990	2,897	409,457,241	113,398,317	643,375	523,501,830
1991	2,042	415,674,919	109,241,118	668,800	525,586,879
1992	6,110	426,777,325	111,267,256	643,952	538,694,643
1993	5,483	431,795,829	116,512,677	554,460	548,868,449
1994	7,260	427,221,467	118,446,578	692,464	546,367,769
1995	7,591	431,515,290	121,283,344	610,775	553,417,000
1996	8,569	439,332,921	124,190,540	751,271	564,283,301
1997	16,431	458,214,950	120,079,992	993,266	579,304,639
1998	4,911	492,996,909	127,573,006	1,242,416	621,817,242
1999	12,653	512,147,991	132,994,819	1,122,484	646,277,947
2000	13,263	549,933,237	144,117,820	658,671	694,722,991
2001	18,934	567,263,892	151,002,050	634,834	718,919,710
2002	19,023	580,499,838	152,291,365	1,070,985	733,881,211
2003	17,867	629,075,565	160,902,743	1,143,753	791,139,928
2004	15,625	648,747,010	165,366,159	1,358,599	815,487,393
2005	17,701	662,799,177	172,586,688	1,169,505	836,573,071
2006	12,690	689,053,227	182,146,574	1,088,028	872,300,519
2007	13,928	716,405,485	185,774,579	1,013,689	903,207,681
2008	13,390	747,184,071	186,765,246	609,408	934,572,115
2009	16,228	753,864,163	179,959,229	446,758	934,286,378
2010	16,251	771,921,412	176,330,244	516,639	948,784,546
2011**	16,172	814,516,765	177,823,444	549,075	992,905,456

Notes:

\*Retail sales were discontinued in June of 1988. The only sales remaining in this category are to Limited Alcohol Buyers (L.A.B.) and Industrial Manufacturers.

\*\*Sales based on accounting calendar year from 01-02-11 thru 12-31-11.

## **Beer, Wine and Other Statistical Information**

The information that is normally found in this publication for the beer and wine sold in Michigan is now located on the Michigan Liquor Control Commission (MLCC) website at [www.michigan.gov/lcc](http://www.michigan.gov/lcc). To find this information, click “Publications” on the left side of the page and then click “Finance”. Click “Beer and Wine Tax Collection” for the year of interest. Monthly or yearly totals are available.

There are several other publications of interest on the MLCC website. They are also under the “Publications” link that is referenced above and are organized by category. Categories include Spirit Ordering, General Information, Licensing, Enforcement, Purchasing, Hearings & Appeals, Prevention & Education, and Finance.

A decorative border consisting of a grid of small, black-outlined squares with a white fill, arranged in a rectangular frame around the central text.

# LICENSING YEAR

## RETURNABLE LICENSE FEES\*

Based on the number of licenses issued, payments are made to local governmental jurisdictions for the express purpose of enforcing the Liquor Control Code and the Rules and Regulations of this Commission in accordance with Section 543 of the Liquor Control Code. The applicable portion of the Code reads as follows:

“Quarterly, upon recommendation of the commission, the state shall pay in the manner prescribed by law to the city, village or township in which a full time police department or full time ordinance enforcement department is maintained, or if a police department or full time ordinance enforcement department is not maintained, then to the counties, to be credited to the sheriff’s department of the county in which the licensed premises are located, 55% of the amount of the proceeds of the retailers licenses and license renewal fees collected therein, for the specific purpose of enforcing this code and the rules and regulations of the commission.”

Each license year, running from May 1 to April 30, four distributions of the 55% returnable portion of retail license fees are made, as follows:

<u>Month Distributed</u>	<u>Period of Collection by MLCC</u>
August	April 1 to June 30
October	July 1 to September 30
January	October 1 to December 31
April	January 1 to March 31

The August distribution covers the bulk of the annual license renewal, which takes place on or before April 30, while the other three distributions cover various new and renewal licenses issued during the rest of the year. Many jurisdictions have such a limited turnover of licenses that they may not receive anything other than one payment in August of each year.

Of the license fees collected, 41.5% of the proceeds are deposited in a special fund (Liquor License Fees) to be annually appropriated to the Commission for carrying out the licensing and enforcement provisions of the Code.

Also, 3.5% of the proceeds are credited to a special fund in the State Treasury for the purpose of promoting and sustaining programs for the prevention, rehabilitation, care and treatment of alcoholics.

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\*Distribution of the retailers’ returnable license fees collected is as detailed in P.A.417 of 1976 effective January 9, 1977.

**RETURNABLE LICENSE FEES RELEASED BY COUNTY  
FEES ISSUED QUARTERLY  
APRIL 1, 2010 THRU MAR. 31, 2011**

Returnable fees are the portion of licensing fees that are shared with local units of government and the county sheriff 's for enforcement of liquor laws.

<u>COUNTY</u>	<u>AMOUNT</u>	<u>COUNTY</u>	<u>AMOUNT</u>
Alcona	\$13,903.45	Lake	\$10,656.25
Alger	14,019.50	Lapeer	36,595.21
Allegan	57,828.65	Leelanau	25,902.25
Alpena	37,253.15	Lenawee	71,776.65
Antrim	26,415.40	Livingston	103,378.55
Arenac	15,043.60	Luce	10,259.15
Baraga	8,888.55	Mackinac	31,120.85
Barry	32,732.15	Macomb	427,224.52
Bay	82,396.60	Manistee	23,666.50
Benzie	17,807.90	Marquette	60,402.10
Berrien	115,797.83	Mason	25,951.20
Branch	24,003.10	Mecosta	29,583.40
Calhoun	86,926.92	Menominee	20,909.35
Cass	24,800.05	Midland	46,066.90
Charlevoix	41,228.85	Missaukee	7,480.55
Cheboygan	34,158.31	Monroe	87,574.03
Chippewa	39,239.75	Montcalm	33,270.05
Clare	25,606.90	Montmorency	12,713.25
Clinton	43,472.00	Muskegon	119,142.65
Crawford	12,246.85	Newaygo	33,706.75
Delta	35,104.30	Oakland	772,442.08
Dickinson	25,536.50	Oceana	21,109.55
Eaton	49,398.80	Ogemaw	20,178.40
Emmet	55,088.55	Ontonagon	13,213.75
Genesee	226,490.47	Osceola	11,244.20
Gladwin	17,816.70	Oscoda	10,795.95
Gogebic	22,917.95	Otsego	50,194.65
Grand Traverse	100,605.45	Ottawa	121,539.00
Gratiot	21,079.85	Presque Isle	13,488.75
Hillsdale	17,567.17	Roscommon	28,459.57
Houghton	34,904.65	Saginaw	133,458.05
Huron	34,470.15	St. Clair	100,972.88
Ingham	195,364.40	St. Joseph	32,073.07
Ionia	25,347.30	Sanilac	24,459.06
Iosco	30,333.05	Schoolcraft	11,235.40
Iron	16,097.95	Shiawassee	45,783.65
Isabella	41,068.83	Tuscola	27,668.85
Jackson	90,387.55	Van Buren	45,619.75
Kalamazoo	161,416.20	Washtenaw	223,590.83
Kalkaska	10,065.00	Wayne	1,224,354.90
Kent	363,707.58	Wexford	26,593.60
Keweenaw	4,940.10		
		<b>GRAND TOTAL</b>	<b>\$6,509,334.11</b>

## COUNTY SUMMARY OF LICENSES ISSUED TO DATE\*

<u>COUNTY</u>			<u>TOTAL*</u>	<u>COUNTY</u>			<u>TOTAL*</u>
	<u>On-Premise</u>	<u>Off-Premise</u>			<u>On-Premise</u>	<u>Off-Premise</u>	
Alcona	26	54	80	Lake	19	44	63
Alger	29	60	89	Lapeer	57	167	224
Allegan	102	181	283	Leelanau	45	86	131
Alpena	45	89	134	Lenawee	95	180	275
Antrim	39	85	124	Livingston	119	227	346
Arenac	24	77	101	Luce	20	44	64
Baraga	19	34	53	Mackinac	57	91	148
Barry	40	95	135	Macomb	595	1,179	1,774
Bay	141	275	416	Manistee	41	83	124
Benzie	31	66	97	Marquette	106	166	272
Berrien	198	351	549	Mason	48	89	137
Branch	45	84	129	Mecosta	43	98	141
Calhoun	136	257	393	Menominee	42	65	107
Cass	45	82	127	Midland	63	137	200
Charlevoix	50	102	152	Missaukee	12	32	44
Cheboygan	65	117	182	Monroe	138	253	391
Chippewa	69	132	201	Montcalm	53	153	206
Clare	37	92	129	Montmorency	22	45	67
Clinton	54	105	159	Muskegon	176	319	495
Crawford	21	45	66	Newaygo	37	101	138
Delta	70	107	177	Oakland	993	1,699	2,692
Dickinson	53	76	129	Oceana	32	83	115
Eaton	77	142	219	Ogemaw	33	73	106
Emmet	65	132	197	Ontonagon	31	50	81
Genesee	337	779	1,116	Osceola	19	55	74
Gladwin	29	71	100	Oscoda	15	36	51
Gogebic	53	65	118	Otsego	40	70	110
Gr. Traverse	107	198	305	Ottawa	142	265	407
Gratiot	35	87	122	Presque Isle	26	59	85
Hillsdale	37	88	125	Roscommon	44	96	140
Houghton	70	114	184	Saginaw	206	397	603
Huron	63	135	198	Sanilac	43	127	170
Ingham	229	446	675	Schoolcraft	23	47	70
Ionia	44	102	146	Shiawassee	65	128	193
Iosco	52	108	160	St. Clair	160	365	525
Iron	37	48	85	St. Joseph	61	111	172
Isabella	58	121	179	Tuscola	48	126	174
Jackson	148	300	448	Van Buren	77	169	246
Kalamazoo	207	360	567	Washtenaw	274	436	710
Kalkaska	16	44	60	Wayne	1,655	2,873	4,528
Kent	485	830	1,315	Wexford	43	85	128
Keweenaw	12	18	30				
				<b>GRAND TOTAL</b>	<b>9,318</b>	<b>17,663</b>	<b>26,981</b>

Note: \*Number of licenses issued as of 12/31/11. Includes all types that sell alcoholic beverages. Also included in the count are licenses that could be in escrow.

**CURRENT LICENSE FEES**  
**Michigan Liquor Control Code, P.A. 58 of 1998**

TYPE OF LICENSE	MCLA CITATION* (DEFINITION)	AUTHORIZED TO SELL	LICENSEE FEE & DEFINITION**	MLCA CITATION* (LICENSEE FEE)
<b>RETAIL ONLY-OFF PREMISE</b>				
SPECIALY DESIGNATED MERCHANT (SDM)	436.1111(13)	Beer, Wine	\$100 per year for each location (beer and/or wine sales only)	436.1525(1)(j)
SPECIALY DESIGNATED DISTRIBUTOR (SDD)	436.1111(12)	Spirits, Mixed Spirit Drink	\$150 per year and \$3 additional fee for each \$1,000 (or major fraction thereof) in excess of \$25,000 of total retail value of spirits purchased under each license during the previous calendar year	436.1525(1)(k)
WINE AUCTION LICENSE	436.2031		\$50,000 per year; limited to 12 auctions per "license year"	436.1525(1)aa
<b>RETAIL ONLY-ON PREMISE</b>				
CLASS C	436.1107(2)	Beer, Wine, Spirits, Mixed Spirit Drink	\$600 plus \$350 for each additional bar	436.1525(1)(o)
NON-PUBLIC CONTINUING CARE CENTER	436.1545	Beer, Wine, Spirits, Mixed Wine Drink, Mixed Spirit Drink	\$600 per year; retirement center license; on premise consumption	436.1525(1)bb
CLUBS	436.1107(5)	Beer, Wine, Spirits, Mixed Spirit Drink	\$300 for 150 or fewer members: \$1 for each additional member; maximum fee of \$750	436.1525(1)(p)
CLASS A HOTEL	436.1107(10)	Beer, Wine	\$250 minimum fee: \$1 for each bedroom in excess of 20; maximum fee of \$500	436.1525(1)(L)
CLASS B HOTEL	436.1107(11)	Beer, Wine, Spirits, Mixed Spirit Drink	\$600 minimum fee: \$3 for each add'l bedroom in excess of 20 (no maximum fee stipulated): \$350 for each add'l bar	436.1525(1)(m)
CLASS G-1	436.1107(3)	Beer, Wine, Spirits Mixed Spirit Drink	\$1,000 golf courses selling beer, wine and spirits	436.1525(w)
CLASS G-2	436.1107(4)	Beer, Wine	\$500 golf courses selling beer and wine	436.1525(x)
RESORT	436.1531(2),(3)	Beer, Wine, Spirits Mixed Spirit Drink	\$20,000 Initial fee only. Renewal fee is at regular on-premise rate	436.1525(2)
TAVERNS	436.1113(1)	Beer, Wine	\$250	436.1525(1)(n)
SPECIAL LICENSES (PER DAY)	436.1111(11)	Beer, Wine, Spirits, Mixed Spirit Drink	\$25/\$50 Fee per day: that the fee for such license or permit is issued to a bonafide non-profit association. If the association has been in existence for less than one year prior to filing the application, the fee is \$50	436.1525(1)(r)
AIRLINE	436.1537(i) & R436.1147	Beer, Wine, Spirits, Mixed Spirit Drink	\$600 per airline	436.1525(1)(s)
WATER CRAFT	436.1537(j) & R436.1145	Beer, Wine, Spirits, Mixed Spirit Drink	\$100 minimum each location; \$1 per passenger capacity not to exceed \$500	436.1525(1)(i)
DINING CARS/RAILROAD or PULLMAN CARS	436.1537(i)	Beer, Wine, Spirits, Mixed Spirit Drink	\$100 per train	436.1525(1)(g)

\*All citations refer to the Michigan Compiled Laws or the administrative rules of the Liquor Control Commission contained in the Michigan Administrative Code.

\*\*All retail licenses that are authorized to sell spirits for consumption on and /or off the premises on Sunday after 12:00 noon, add an additional 15% to the total on-premise or off-premise license fee only. All retail licenses that are authorized to sell spirits for consumption on and/or off the premises on Sunday between 7:00 a.m. and 12:00 noon, add an additional \$160.00 to the license fee.

**CURRENT LICENSE FEES** *(continued)*  
**Michigan Liquor Control Code, P.A. 58 of 1998**

TYPE OF LICENSE	MLCA CITATION* (DEFINITION)	LICENSEE FEE & DEFINITION	MLCA CITATION* (LICENSEE FEE)
<b>MANUFACTURERS (MICHIGAN)</b>			
MANUFACTURER OF SPIRITS	436.1109(1)	\$1,000 Not including makers/blenders/rectifiers of wine containing 21% alcohol or less	436.1525(1)(a)
BREWER	436.1105(11)	\$50 For the first 15,000 barrels produced. If over 15,000 barrels, then \$50 per 1,000 barrels (including fractions) not to exceed \$1,000	436.1525(1)(b)
MICRO BREWER	436.1109(3)	\$50 For the first 15,000 barrels produced. Thereafter, \$50 per 1,000 barrels (including fractions) with a maximum fee of \$1,000 (30,000 barrels per year maximum produced)	436.1525(1)(b)
WINE MAKER	436.1113(9)	\$100 Including makers, blenders, and rectifiers of wine 21% or less alcohol by volume	436.1525(1)(d)
SMALL WINE MAKER	436.1111(10)	\$25 50,000 gallons or less produced per calendar year	436.1525(1)(d)
SMALL DISTILLER	436.1111(9)	\$100	436.1525(z)
BRANDY MANUFACTURER	436.1105(10)	\$100	436.1525(1)(t)
MIXED SPIRIT DRINK MANUFACTURER	436.1109(6)	\$100	436.1525(1)(u)
BREW PUB	436.1105(12)	\$100 License must be issued in conjunction with a Class C, Tavern, Class A Hotel, or Class B Hotel: not more than 5,000 barrels of beer per year total at three allowable locations	436.1525(1)(v)
<b>WHOLESALE &amp; OTHER MISC.</b>			
WHOLESALE OF BEER, WINE AND MIXED SPIRIT DRINK	436.1113(7)	\$300 For first motor vehicle; \$50 for each add'l motor vehicle used in delivery to retail licensees	436.1525(1)(h)
OUT STATE SELLER OF WINE	436.1109(10)	\$300 For delivering or selling wine in Michigan	436.1525(1)(e)
OUT STATE SELLER OF BEER	436.1109(8)	\$1,000 For delivering or selling beer in Michigan	436.1525(1)(c)
OUT STATE SELLER OF MIXED SPIRIT DRINK	436.1109(9)	\$300 For delivering or selling mixed spirit drink in Michigan	436.1525(1)(f)
DIRECT SHIPPER LICENSE	436.1203	\$100 To ship domestic wine directly to Michigan consumers; not more than 13,500 liters of wine, in total, per calendar year	436.1203(10)
WAREHOUSER	436.1113(6)	\$50 Minimum fee for each warehouse; a larger fee may be fixed by the Liquor Control Commission	436.1525(1)(q)
VENDOR REPRESENTATIVE	R436.1001(x)	\$50 Established by the Liquor Control Commission	R436.1853
SALESPERSON	R436.1001(s)	\$35 Established by the Liquor Control Commission	R436.1853
LIMITED ALCOHOL BUYER	R436.1813	\$10 Established by the Liquor Control Commission	R436.1813

\*All citations refer to the Michigan Compiled Laws or the administrative rules of the Liquor Control Commission contained in the Michigan Administrative Code.

## HISTORY OF LICENSE FEES

Following is the history of changes to license fees since PA 8 of 1933 (Extra Session), now recodified as PA 58 of 1998. Public Acts indicated below are provided for historical reference:

**Manufacturers of Spirits:**

\$5,000 (PA 8, 1933 Ex. Sess.); \$1,000 (PA 111 of 1941); \$5,000 (PA 133 of 1945); \$10,000 (PA 417 of 1976); \$1,000 (PA 76 of 2002)

**Small Distiller:**

\$100 (PA218, 2008)

**Manufacturers of Beer:**

\$50 per 1,000 barrels, minimum fee \$1,000 (PA 8, 1933 Ex. Sess.); \$50 per 1,000 barrels, maximum fee \$100 (PA 141 of 1973); \$50 for first 15,000 barrels; for over 15,000: \$50 per 1,000 barrels, maximum fee \$1,000, plus \$50 per vehicle (PA 417 of 1976)

**Outstate Seller of Beer:**

\$100 (PA 219 of 1951); \$1,000 (PA 417 of 1976)

**Winemakers:**

\$250 (PA 8, 1933 Ex. Sess.); \$500 (PA 133 of 1945); \$1,000 (PA 417 of 1976); \$100 (PA 123 of 1985)

**Small Wine Maker:**

\$250 (PA 126 of 1978); \$25 (PA 123 of 1985)

**Outstate Seller of Wine:**

\$100 (PA 72 of 1954); \$300 (PA 417 of 1976)

**Outstate Seller of Mixed Spirit Drink:**

\$300 (PA 118 of 1989)

**Direct Shipper:**

\$100 (PA 682 of 2006)

**Trains:**

\$25 per car (PA 8, 1933 Ex. Sess.); \$50 per car (PA 133 of 1945); \$100 per train (PA 417 of 1976)

**Wholesaler:**

\$100 (PA 8, 1933 Ex. Sess.); \$100 plus \$50 each additional vehicle (PA 133 of 1945); \$300 plus \$50 each additional vehicle (PA 417 of 1976)

**SDM:**

\$25 (PA 8, 1933 Ex. Sess.); \$50 (PA 219 of 1951); \$100 (PA 417 of 1976)

**Wine Auction License:**

\$50,000 (PA 175 of 2010)

**SDD:**

\$50 for over 10,000 population, \$25 for under 10,000 population (PA 133 of 1945); \$75 plus \$1.50 for each \$1,000 sales in excess of \$25,000 (PA 219 of 1951); \$150 plus \$3.00 for each \$1,000 of sales in excess of \$25,000 (PA 417 of 1976)

## HISTORY OF LICENSE FEES *(continued)*

### "A" Hotels:

\$150, \$1.00 each bedroom over 20, \$500 maximum (PA 8, 1933 Ex. Sess.); \$250, \$1.00 each bedroom over 20, \$500 maximum (PA 417 of 1976)

### "B" Hotels:

\$300, \$2.00 each bedroom over 20, \$1,000 maximum (PA 8, 1933 Ex. Sess.); \$300, \$2.00 each bedroom over 20, \$1,000 maximum, \$250 added bar (PA 281 of 1937); \$500, \$2.00 each bedroom over 20, \$1,000 maximum, \$250 added bar (PA 219 of 1951); \$600, \$3.00 each bedroom over 20, \$350 added bar (PA 417 of 1976)

### Taverns:

\$100 (PA 8, 1933 Ex. Sess.); \$150 (PA 281 of 1937); \$250 (PA 417 of 1976)

### Class "C":

\$500 (PA 8, 1933 Ex. Sess.); \$500, \$250 added bar (PA 219 of 1951); \$600, \$350 added bar, \$100 for each added bar in concession stands operated by non-profit organizations in municipally-owned facilities (PA 417 of 1976)

### Class "G-1":

\$1000 (PA 58 of 1998); golf course selling beer, wine and spirits.

### Class "G-2":

\$500 (PA 58 of 1998); golf course selling beer and wine only.

### Nonpublic Continuing Care Retirement Center:

\$600 (PA 213 of 2010)

### Clubs:

\$100, \$1.00 each member over 150, \$500 maximum (PA 8, 1933 Ex. Sess.); \$300, \$1.00 each member over 150, \$750 maximum (PA 417 of 1976)

### Watercraft:

\$50 minimum, \$500 maximum (PA 8, 1933 Ex. Sess.); \$100 minimum, \$500 maximum (PA 417 of 1976)

### Warehouse:

Fixed by Commission, \$25 minimum (PA 8, 1933 Ex. Sess.); fixed by Commission, \$50 minimum (PA 417 of 1976)

### Special Licenses:

\$2.00-\$5.00 per day (PA 8, 1933 Ex. Sess.); \$25 per day, \$250 annual fee (PA 133 of 1945); \$25 per day, no more than three per year (PA 219 of 1951); \$25 per day, \$15 if in existence for one year, no more than five per year (PA 216 of 1952); \$50 per day, \$25 if in existence for one year, no more than five per year (PA 417 of 1976)

### Aircraft:

Fixed by Commission (PA 8, 1933 Ex. Sess.); \$50 per plane (PA 219 of 1951); \$100 per plane (PA 417 of 1976); \$600 per airline (PA 192 of 1986)

### Brandy Manufacturer:

\$250 (PA 153 of 1981); \$100 (PA 123 of 1985)

### Mixed Spirit Drink Manufacturer:

\$100 (PA 118 of 1989)

### Brewpub:

\$100 (PA 300 of 1992)

**SUMMARY OF VIOLATION DISPOSITIONS  
For Calendar Year 2011**

Charge	Hearings Held			Nolle Prosequi	TOTAL
	Responsible	Dismissed	Acknowledgements		
<b>RETAIL LICENSES</b>					
Sell, furnish to or allow person under 21 to consume	393	6	496	15	910
Sell, serve to or allow intoxicated person to consume or loiter	41	8	17	15	81
Licensee or employee intoxicated on premise	5	3	3	3	14
Operation other than legal hours	16	2	10	5	33
Selling before noon on Sunday	2	0	0	0	2
Controlled substances/ drug paraphernalia	14	1	5	3	23
Licensee or employee engaged in or convicted of an illegal act	34	4	31	6	75
Illegally obtain or transfer license	21	4	50	2	77
Sales or services to non-members by clubs	4	0	6	0	10
Adulterated or misbranded spirits	3	1	2	0	6
Employ person under 18 years of age	3	0	3	0	6
Failure to cooperate with law officers	12	1	5	3	21
Gambling or possession of gaming equipment	14	0	12	0	26
Gambling or possession of video-type equipment	4	0	12	1	17
Add or drop space without permission	1	1	9	0	11

**SUMMARY OF VIOLATION DISPOSITIONS** *(continued)*  
**For Calendar Year 2011**

Charge	Hearings Held			Nolle Prosequi	TOTAL
	Responsible	Dismissed	Acknowledgements		
<b>RETAIL LICENSES (CONTINUED)</b>					
Selling or purchasing on credit	2	0	2	0	4
Purchase from unauthorized source	2	0	5	2	9
Allow alcoholic liquor sold for on-premise consumption to be removed	6	0	7	2	15
Dancing or entertainment without permission	3	0	1	0	4
Receive aid or assistance from wholesaler	0	0	1	0	1
Nudity, prohibited sexual acts	7	2	0	0	9
NSF checks	228	48	436	9	721
Miscellaneous - retail	84	18	102	56	260
Failure to comply with Licensing Order-Server Training Requirements	41	3	131	6	181
<b>TOTAL</b>	<b>940</b>	<b>102</b>	<b>1346</b>	<b>128</b>	<b>2516</b>
<b>NON-RETAIL LICENSES</b>					
Selling or purchasing on credit	1	0	0	0	1
Receive aid or assistance from retailer	1	0	1	0	2
Give aid or assistance	1	0	1	0	2
Failure to file required reports	9	0	1	0	10
Violation of territorial agreements	0	0	0	0	0
Sale or importation of non-approved products	1	0	0	2	3
Non-retail licensee convicted of illegal act	0	0	0	0	0
Miscellaneous - non-retail	3	0	1	0	4
<b>TOTAL</b>	<b>16</b>	<b>0</b>	<b>4</b>	<b>2</b>	<b>22</b>

**DISPOSITION OF VIOLATION CASES**  
Selected Statistics for Calendar Years 2011 and 2010

<b>VIOLATION ACTIVITY</b>	<b>2011</b>	<b>2010</b>	<b>%INC/(DEC)</b>
<b>VIOLATION HEARINGS HELD*</b>	1,028	1,051	(2.2)
<b>TOTAL NUMBER LICENSES PENALIZED</b>	2,291	2,282	0.4
Hearings (orders)	952	963	(1.1)
Acknowledgements (orders)	1,339	1,319	1.5
<b>TOTAL NUMBER CASES DISMISSED</b>	203	144	41.0
Hearing Commissioner	119	87	36.8
Nolle Prosequi	84	57	47.4
<b>TOTAL PENALTIES-SELECTED STATISTICS</b>			
Licenses Revoked	4	4	0.0
Licenses Revoked/Terminated Unless Transferred	50	122	(59.0)
Licensed Establishments Suspended	48	49	(2.0)
Total Days of Suspension Ordered	233	156	49.4
Licensed Establishments Fined	2,242	2,259	(0.8)
Total Fines Assessed (dollars)	\$827,722	\$933,906	(11.4)
<b>VIOLATIONS SUBMITTED</b>			
MLCC Enforcement Division	1,626	1,401	16.1
Detroit Police Department	152	179	(15.1)
Michigan State Police	35	70	(50.0)
Sheriff Department	170	255	(33.3)
All Other Police Departments	435	505	(13.9)
Joint Reports	24	78	(69.2)
<b>VIOLATION APPEAL HEARINGS**</b>			
Appeal Hearings Held	27	32	(15.6)
Appeal Decisions	25	32	(21.9)
Affirmed	10	14	(28.6)
Modified	6	12	(50.0)
Rescinded	3	2	50.0
Remanded	6	4	50.0
<b>PENALTY HEARINGS [MCL436.1903(1)]</b>	15	12	25.0

Notes:

\*Fiscal year 2011 violation hearings held may not represent final totals. Fiscal year 2010 totals are different from those figures previously published as they do represent final totals.

\*\*Dispositions may not add due to reporting times.