



Michigan Department of Licensing and Regulatory Affairs
Michigan Liquor Control Commission
Revenue, Sales and Licensing Statistics
2012



Rick Snyder, Governor
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www.michigan.gov/lcc



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.

COMMISSION STAFF <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. (Repealed by P.A.166 of 2011 effective 10/1/12.)

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
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
2012	406,829,933	175,476,424	131,629	231,485,138

SAMPLE PRICE CALCULATIONS
80 PROOF VODKA - RETAIL PRICE OF \$10.00
(EFFECTIVE OCTOBER 1, 2012)

	<u>Consumer Price For Package Take-out</u>	<u>Licensee Purchase Price</u>
PRICING FORMULA CALCULATIONS		
1. Quotation price per case (FOB-Destination includes \$13.50 per proof gallon Federal Excise Tax)	\$64.85	\$64.85
2. Quoted price times Markup Factor (1.65 effective 5/2/93). Round to nearest penny.	107.00	107.00
3. Divide by bottles per case (12 for 750ml), round to nearest penny. This is the Base Price*.	8.92	8.92
4. <u>LICENSEES ONLY</u>		
Subtract Licensee Discount of 17%, calculated on the BASE PRICE (Step 3) before addition of Specific Taxes.		(1.52)
5. Add Specific Taxes calculated on BASE PRICE.		
4% (Convention Facilities)	.36	.36
4% (School Aid)	.36	.36
4% (General Fund)	.36	.36
	\$10.00	\$10.00
RETAIL CUSTOMERS - MINIMUM SELLING PRICE (BASE PRICE plus taxes)	\$10.00	
6. TOTAL LIQUOR LICENSEE PURCHASE PRICE (BASE PRICE, subtract discount, add taxes)		\$8.48

NOTES:

*The BASE PRICE is used for calculating the Specific Taxes (shown in Step 5) and the Licensee discount (shown in Step 4).

Effective 10-1-12, P.A. 166 of 2011 repealed the specific tax equal to 1.85% of the retail selling price of spirits sold for consumption off the premises.

PRICE ANALYSIS OF SAMPLE BOTTLE
750 ml 80 PROOF SPIRITS

Retail Price to Consumer with 65% Markup by MLCC = \$10.00
 (Effective October 1, 2012)



Liquor Tax	\$1.08
Distribution	
4% Specific Tax (Convention Facilities)	.36
4% Specific Tax (School Aid)	.36
4% Specific Tax (General Fund)	.36
<hr/>	
Licensee Profit	\$1.52
(through discount)	
<hr/>	
LCC Profit	\$2.00
(Net after Licensee discount)	
<hr/>	
Federal Excise Tax	\$2.14
(\$13.50 per proof gallon, paid by distillery or importer)	
<hr/>	
Distillery or Importer	\$3.26
<hr/>	
TOTAL MINIMUM SELLING PRICE:	10.00

<u>Cost of Distribution</u>	<u>Amount</u>	<u>% of Total</u>
Federal Government	2.14	21.4
Distillery	3.26	32.6
State Government:		
MLCC	2.00	20.0
Specific Taxes	1.08	10.8
Liquor License Minimum Profit (Discount)	<u>1.52</u>	<u>15.2</u>
TOTAL	\$10.00	100.0

Notes:

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

Effective 10-1-12, P.A. 166 of 2011 repealed the specific tax equal to 1.85% of the retail selling price of spirits sold for consumption off the premises.

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>
<u>LIQUOR</u>				
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	10-1-12	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
<u>BEER</u>				
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
<u>WINE</u>				
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
<u>MIXED SPIRIT DRINK</u>				
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



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	2012	% OF SALES	2011	% OF SALES
ADA #221-GENERAL WINE & LIQUOR	3,117,489	42.3	3,008,170	42.3
ADA #321-NATIONAL WINE & SPIRITS	4,252,434	57.7	4,106,306	57.7
ADA #341-CHINESE IMPORT & EXPORT	2,791	0.0	2,823	0.0
TOTAL CASE SALES**	7,372,714	100%	7,117,299	100%

DOLLARS

DOLLAR SALES BY ADA	2012	% OF SALES	2011	% OF SALES
ADA #221-GENERAL WINE & LIQUOR	\$ 417,213,531	40.4	\$ 402,688,722	41.2
ADA #321-NATIONAL WINE & SPIRITS	\$ 614,548,652	59.6	\$ 575,451,180	58.8
ADA #341-CHINESE IMPORT & EXPORT	\$ 390,031	0.0	\$ 373,751	0.0
TOTAL DOLLAR SALES**	\$ 1,032,152,214	100%	\$ 978,513,652	100%

Note:

**Totals may not add due to rounding.

COMPARATIVE SALES ANALYSIS BY TYPE
Fiscal Years Ended September 30

TYPE	<u>CASES</u>		<u>DOLLARS</u>	
	2012	2011	2012	2011
American Blended Whiskey	172,228	176,344	\$18,481,212	\$18,710,855
Tennessee Whiskey	189,605	168,800	45,550,098	41,665,756
Straight Bourbon Whiskey	240,658	222,103	41,277,066	36,268,944
Straight Corn Whiskey	550	470	76,510	61,472
Straight Rye Whiskey	4,247	2,486	979,278	503,673
Bottled in Bond Bourbon	479	477	97,439	96,839
Canadian Whiskey	702,715	703,978	83,862,927	83,346,366
Scotch Whiskey	143,325	142,604	35,297,355	33,104,623
Miscellaneous Whiskey	75,483	47,940	15,242,994	10,706,455
Gin	363,070	382,804	37,858,362	38,197,764
Sloe Gin	1,073	1,227	83,879	93,211
Flavored Gin	6,535	6,461	726,957	722,414
Brandy - American	235,858	244,207	22,894,364	23,938,479
Brandy - Foreign	27,831	9,056	4,954,351	1,379,706
Cognac	370,947	334,740	70,049,861	62,417,959
Rum	958,482	956,585	126,986,043	125,531,885
Schnapps	201,333	208,494	24,024,729	23,989,427
Tequila	361,571	355,509	72,852,649	71,452,984
Vodka	2,141,011	2,040,049	259,429,231	242,932,810
Flavored Vodka	468,133	419,851	60,455,973	54,715,844
Cordials & Liqueurs - American	398,334	375,880	54,399,125	52,055,692
Cordials & Liqueurs -Foreign	192,908	190,198	45,802,073	44,955,660
Prepared Cocktails	111,696	123,582	9,620,226	10,877,744
Alcohol	4,646	3,479	931,308	696,684
Returns & Adjustments	<u>(4)</u>	<u>(25)</u>	<u>218,205</u>	<u>90,406</u>
TOTAL*	<u><u>7,372,714</u></u>	<u><u>7,117,299</u></u>	<u><u>\$1,032,152,214</u></u>	<u><u>\$978,513,652</u></u>

Note:

*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
<u>Sept. 30</u>							
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
2012	231,485,138	208,982,291	440,467,429	77,925,683	362,541,746	6,647,626	355,894,120

Notes:

**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

Fiscal Year	Fees Returned to Local Gov't	Accumulated Returnable Fees	Total Revenue		Accumulated Revenue Collected	Gross Sales	Accumulated Gross Sales
			Collected Including Returnable Fees	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>Fiscal Year</u>	<u>Fees Returned to Local Gov't</u>	<u>Accumulated Returnable Fees</u>	<u>Total Revenue Collected Including Returnable Fees</u>	<u>Accumulated Revenue Collected</u>	<u>Gross Sales</u>	<u>Accumulated Gross Sales</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
2012	6,647,626	357,224,952	362,541,746	11,047,566,687	1,032,152,214	30,690,631,278

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, 2012

<u>COUNTY</u>	<u>AMOUNT*</u>	<u>COUNTY</u>	<u>AMOUNT*</u>
Alcona	\$39,591	Lake	41,942
Alger	32,831	Lapeer	227,065
Allegan	310,593	Leelanau	92,431
Alpena	114,929	Lenawee	239,055
Antrim	103,860	Livingston	681,502
Arenac	55,408	Luce	21,839
Baraga	29,597	Mackinac	92,447
Barry	120,133	Macomb	3,588,494
Bay	354,534	Manistee	90,418
Benzie	82,978	Marquette	248,779
Berrien	606,795	Mason	123,054
Branch	110,594	Mecosta	162,142
Calhoun	518,875	Menominee	44,805
Cass	103,634	Midland	253,175
Charlevoix	138,782	Missaukee	29,235
Cheboygan	117,454	Monroe	501,727
Chippewa	151,084	Montcalm	151,582
Clare	94,410	Montmorency	43,706
Clinton	194,331	Muskegon	652,968
Crawford	49,811	Newaygo	118,340
Delta	125,608	Oakland	5,700,624
Dickinson	51,055	Oceana	71,812
Eaton	349,815	Ogemaw	78,459
Emmet	230,211	Ontonagon	20,751
Genesee	1,672,621	Osceola	53,113
Gladwin	62,956	Oscoda	29,866
Gogebic	24,175	Otsego	116,723
Grand Traverse	531,349	Ottawa	791,698
Gratiot	73,321	Presque Isle	38,779
Hillsdale	70,619	Roscommon	120,101
Houghton	133,457	Saginaw	786,954
Huron	105,815	St. Clair	549,876
Ingham	1,210,485	St. Joseph	148,374
Ionia	115,352	Sanilac	86,655
Iosco	120,061	Schoolcraft	28,663
Iron	28,501	Shiawassee	162,156
Isabella	294,029	Tuscola	90,770
Jackson	515,253	Van Buren	214,351
Kalamazoo	1,088,582	Washtenaw	1,503,861
Kalkaska	49,473	Wayne	4,751,174
Kent	2,582,536	Wexford	128,536
Keweenaw	7,592	Detroit City	5,653,648

GRAND TOTAL* \$41,304,740

Note:

*Total may not add due to rounding.

HISTORY OF GROSS DOLLAR AND CASE SALES

<u>Fiscal Year</u> <u>Ended June 30</u>	<u>Gross Sales</u>	<u>Increase</u> <u>(Decrease)</u> <u>Amount</u>	<u>Increase</u> <u>(Decrease)</u> <u>Percent</u>	<u>Case Sales</u>	<u>Increase</u> <u>(Decrease)</u> <u>Amount</u>	<u>Increase</u> <u>(Decrease)</u> <u>Percent</u>
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)

<u>Fiscal Year</u> <u>Ended September 30</u>						
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
2012	1,032,152,214	53,638,562	5.48	7,372,714	255,415	3.59

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 (%)
June 30							
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
Sept. 30							
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)
2012	6.30	39,726,452	833,779	2.14	6,318,395	67,722	1.08

**Effective September 1, 1966

ESTIMATE OF TOTAL BEVERAGE SALES

	<u>Fiscal Years Ended September 30</u>		<u>Increase</u>
	<u>2012</u>	<u>2011</u>	<u>(Decrease)</u>
<u>SPIRITS</u>			
Gross sales of the Liquor Control Commission	\$1,032,152,214	\$978,513,652	\$53,638,562
For F/Y 2012, about 17.7% of total gross sales were for resale by the drink. Average bottle cost \$12.94 assuming a 966% gross profit on cost, add:	1,462,683,709		
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	62,181,668
Add the 4% State Specific Tax:	41,266,229	39,089,239	2,176,990
Add the 4% State Specific Tax:	41,304,739	39,142,954	2,161,785
Add the 4% State Specific Tax:	41,266,229	39,089,239	2,176,990
Add the 1.85% State Specific Tax:	15,736,953	14,855,105	881,848
<u>BEER</u>			
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 2012 - Add 31 x \$10.67 x 6,318,395 barrels:	2,089,935,514		
F/Y 2011 - Add 31 x \$10.67 x 6,250,673 barrels:		2,067,535,108	22,400,406
<u>WINE</u>			
21% and less alcoholic content - estimated at \$8.00 per liter.			
F/Y 2012 - Add 84,253,865 liters x \$8.00:	674,030,920		
F/Y 2011 - Add 81,504,221 liters x \$8.00:		652,033,768	21,997,152
<u>MIXED SPIRIT DRINKS</u>			
10% or less alcohol by volume mixed with non-alcoholic beverages, flavoring or coloring - estimated at \$7.50 per liter.			
F/Y 2012 - Add 1,076,369 liters x \$7.50:	8,072,767		
F/Y 2011 - Add 954,712 liters x \$7.50:		7,160,340	912,427
Subtotal*	\$5,406,449,274	\$5,237,921,446	\$168,527,828
Add estimated 6% State Sales Tax:	324,386,956	314,275,287	10,111,669
TOTAL*	\$5,730,836,230	\$5,552,196,733	\$178,639,497
Sales of spirits in cases	7,372,714	7,117,299	255,415
Sales of beer in barrels of 31 gallons	6,318,395	6,250,673	67,722
Sales of wine in liters	84,253,865	81,504,221	2,749,644
Sales of mixed spirit drinks in liters	1,076,369	954,712	121,657

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>
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
2012	260	7,372,714	118,209,064	16.03	16,638,572

ESTIMATE OF BOTTLE SALES BY SIZE FISCAL YEAR COMPARISONS

	<u>2012</u>	<u>2011</u>	<u>INCREASE (DECREASE)</u>	<u>INCREASE (DECREASE)</u>
50ML	13,092,166	11,492,198	1,599,968	13.9%
100ML	5,315,588	5,152,967	162,621	3.2%
200ML	26,343,547	25,783,127	560,420	2.2%
375ML	25,004,411	24,232,746	771,665	3.2%
750ML	31,173,600	30,286,880	886,720	2.9%
1000ML	8,623,256	8,700,858	(77,602)	(0.9)%
1750ML	8,656,496	8,500,676	155,820	1.8%
TOTAL	118,209,064	114,149,452	4,059,612	3.6%

	<u>2012</u>	<u>2011</u>
NET ACCOUNTS PAYABLE:		
Beginning of Fiscal Year	\$75,872,708	\$71,528,010
End of Fiscal Year	\$79,827,628	\$75,872,708
AVERAGE ACCOUNTS PAYABLE	\$75,246,975	\$72,811,145
ACCOUNTS PAYABLE TURNOVER RATE	8.31	8.14
AVERAGE DAILY PURCHASES (State business days)	\$2,403,728	\$2,271,442
NUMBER OF DAYS' PURCHASES IN ACCOUNTS PAYABLE	31	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)**

Fiscal Year	Michigan Population ⁽¹⁾	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 ⁽²⁾			
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
2012	9,883,000	195,870,259	19.82	22,256,998	2.25	16,638,572	1.68

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>2012*</u>			<u>2011**</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	\$60,195,482	436,412	5.7	\$58,634,264	433,967	5.9
FEBRUARY	68,745,189	497,320	6.6	64,446,277	474,060	6.5
MARCH	91,550,134	654,320	8.7	84,879,748	616,105	8.5
FIRST QUARTER***	\$220,490,805	1,588,052	21.0	\$207,960,288	1,524,132	20.9
APRIL	\$76,410,395	549,760	7.3	\$72,352,249	527,596	7.3
MAY	99,749,220	715,161	9.5	75,263,663	551,571	7.6
JUNE	86,329,273	612,171	8.2	101,677,862	735,254	10.2
SECOND QUARTER***	\$262,488,888	1,877,092	25.0	\$249,293,774	1,814,421	25.1
JULY	\$85,211,359	600,717	8.1	\$79,973,913	577,407	8.1
AUGUST	102,275,211	729,760	9.7	77,479,604	562,016	7.8
SEPTEMBER	77,197,172	549,749	7.3	93,709,099	683,510	9.4
THIRD QUARTER***	\$264,683,742	1,880,226	25.1	\$251,162,616	1,822,933	25.3
OCTOBER	\$84,208,158	592,318	8.0	\$85,670,503	625,514	8.6
NOVEMBER	113,110,989	785,483	10.8	80,916,676	584,219	8.2
DECEMBER	106,439,813	712,324	10.1	117,901,600	817,611	11.9
FOURTH QUARTER***	\$303,758,960	2,090,125	28.9	\$284,488,778	2,027,344	28.7
TOTAL SALES***	<u>\$1,051,422,396</u>	<u>7,435,495</u>		<u>\$992,905,456</u>	<u>7,188,830</u>	<u>100%</u>

*Sales based on accounting calendar year from 01/01/12 through 12/29/12.

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

***Totals may not add due to rounding.

**GROSS LIQUOR SALES BY COUNTY
FOR SELECTED LICENSE TYPES
2012 CALENDAR YEAR**

COUNTY	SDD SALES	CLASS C SALES	TOTAL*
Alcona	\$432,520.75	\$75,547.78	\$508,068.53
Alger	482,927.31	118,507.25	601,434.56
Allegan	5,262,516.50	1,115,468.86	6,377,985.36
Alpena	2,371,759.74	393,493.68	2,765,253.42
Antrim	1,063,590.44	198,775.22	1,262,365.66
Arenac	982,825.11	83,431.47	1,066,256.58
Baraga	369,882.01	44,405.91	414,287.92
Barry	2,561,979.22	227,413.51	2,789,392.73
Bay	7,000,601.37	1,564,268.19	8,564,869.56
Benzie	623,340.93	99,303.16	722,644.09
Berrien	11,569,361.30	1,773,114.26	13,342,475.56
Branch	2,344,963.26	255,238.95	2,600,202.21
Calhoun	10,633,065.01	1,172,282.41	11,805,347.42
Cass	1,745,133.09	306,457.80	2,051,590.89
Charlevoix	2,032,028.65	345,306.93	2,377,335.58
Cheboygan	1,818,151.37	401,862.63	2,220,014.00
Chippewa	2,673,778.68	509,035.16	3,182,813.84
Clare	1,591,380.20	189,777.26	1,781,157.46
Clinton	4,244,884.83	510,675.25	4,755,560.08
Crawford	685,370.85	111,304.84	796,675.69
Delta	2,489,181.14	582,656.47	3,071,837.61
Dickinson	531,890.71	386,231.93	918,122.64
Eaton	7,097,373.73	943,448.54	8,040,822.27
Emmet	2,640,763.49	372,441.95	3,013,205.44
Genesee	34,418,080.95	5,113,445.23	39,531,526.18
Gladwin	1,290,843.40	135,864.86	1,426,708.26
Gogebic	371,650.29	111,155.60	482,805.89
Grand Traverse	8,080,637.10	1,392,905.21	9,473,542.31
Gratiot	1,514,578.12	230,031.35	1,744,609.47
Hillsdale	1,531,843.66	139,221.03	1,671,064.69
Houghton	1,639,232.33	815,705.45	2,454,937.78
Huron	2,034,043.65	248,280.41	2,282,324.06
Ingham	23,169,330.45	5,457,154.05	28,626,484.50
Ionia	2,382,279.43	232,846.31	2,615,125.74
Iosco	1,577,328.80	300,720.95	1,878,049.75
Iron	520,359.13	178,143.49	698,502.62
Isabella	5,306,148.44	1,094,746.65	6,400,895.09
Jackson	10,085,948.21	1,612,268.94	11,698,217.15
Kalamazoo	22,918,861.02	3,796,112.72	26,714,973.74
Kalkaska	725,946.08	118,634.03	844,580.11
Kent	50,517,594.82	11,873,978.60	62,391,573.42
Keweenaw	90,386.67	23,595.97	113,982.64
Lake	873,261.64	152,030.94	1,025,292.58

GROSS LIQUOR SALES BY COUNTY *(continued)*
FOR SELECTED LICENSE TYPES
2012 CALENDAR YEAR

COUNTY	SDD SALES	CLASS C SALES	TOTAL*
Lapeer	3,799,900.10	570,914.96	4,370,815.06
Leelanau	1,485,447.84	224,722.70	1,710,170.54
Lenawee	4,644,523.84	618,903.81	5,263,427.65
Livingston	13,350,328.72	1,735,608.86	15,085,937.58
Luce	364,834.46	28,553.98	393,388.44
Mackinac	759,727.38	236,553.80	996,281.18
Macomb	73,818,209.14	12,853,764.28	86,671,973.42
Manistee	1,308,882.28	165,125.08	1,474,007.36
Marquette	4,518,608.16	929,068.11	5,447,676.27
Mason	2,614,455.00	191,242.11	2,805,697.11
Mecosta	3,466,994.36	481,500.98	3,948,495.34
Menominee	639,808.58	327,014.92	966,823.50
Midland	5,372,325.95	700,425.44	6,072,751.39
Missaukee	594,292.19	10,179.65	604,471.84
Monroe	10,667,330.28	1,516,025.53	12,183,355.81
Montcalm	3,150,459.29	380,594.05	3,531,053.34
Montmorency	755,635.97	29,331.38	784,967.35
Muskegon	12,903,749.02	2,260,545.21	15,164,294.23
Newaygo	2,498,960.15	186,007.50	2,684,967.65
Oakland	108,898,775.84	26,044,457.90	134,943,233.74
Oceana	1,293,248.43	212,654.81	1,505,903.24
Ogemaw	1,131,643.33	137,470.55	1,269,113.88
Ontonagon	309,912.03	135,289.64	445,201.67
Osceola	1,065,397.64	58,232.53	1,123,630.17
Oscoda	626,172.64	12,545.31	638,717.95
Otsego	2,163,548.64	192,950.99	2,356,499.63
Ottawa	16,672,799.85	2,194,601.88	18,867,401.73
Presque Isle	724,066.55	134,635.85	858,702.40
Roscommon	2,337,689.65	133,113.70	2,470,803.35
Saginaw	14,469,111.02	2,490,528.03	16,959,639.05
St. Clair	8,912,355.36	1,398,934.17	10,311,289.53
St. Joseph	3,174,068.12	443,948.75	3,618,016.87
Sanilac	1,417,116.43	158,620.49	1,575,736.92
Schoolcraft	241,214.79	98,382.69	339,597.48
Shiawassee	2,722,736.16	540,459.18	3,263,195.34
Tuscola	1,481,131.31	310,405.67	1,791,536.98
Van Buren	3,855,367.31	605,102.24	4,460,469.55
Washtenaw	30,096,447.95	6,403,648.40	36,500,096.35
Wayne	222,764,914.12	30,143,293.52	252,908,207.64
Wexford	2,618,651.25	290,480.99	2,909,132.24
TOTAL	\$815,988,465.01	\$140,393,130.84	\$956,381,595.85

Note:

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

**GROSS LIQUOR SALES BY COUNTY
FOR ALL LICENSE TYPES
2012 CALENDAR YEAR**

<u>COUNTY</u>	<u>TOTAL*</u>	<u>COUNTY</u>	<u>TOTAL*</u>
Alcona	\$828,961.13	Lake	1,066,563.79
Alger	830,173.00	Lapeer	5,834,418.53
Allegan	7,938,746.70	Leelanau	2,312,375.21
Alpena	2,921,534.25	Lenawee	6,089,778.05
Antrim	2,646,099.39	Livingston	17,403,764.02
Arenac	1,410,672.12	Luce	554,365.56
Baraga	744,920.15	Mackinac	2,332,360.25
Barry	3,043,838.57	Macomb	92,335,745.60
Bay	9,004,986.01	Manistee	2,338,434.65
Benzie	2,031,718.05	Marquette	6,352,729.88
Berrien	15,025,252.98	Mason	3,127,404.96
Branch	2,835,782.73	Mecosta	4,176,302.84
Calhoun	13,351,753.02	Menominee	1,159,999.99
Cass	2,692,587.14	Midland	6,581,515.43
Charlevoix	3,562,950.93	Missaukee	757,804.17
Cheboygan	2,930,169.47	Monroe	12,833,982.49
Chippewa	3,846,782.93	Montcalm	3,878,421.04
Clare	2,401,469.71	Montmorency	1,128,248.25
Clinton	5,206,036.80	Muskegon	16,701,147.23
Crawford	1,309,111.39	Newaygo	3,024,144.08
Delta	3,245,737.10	Oakland	146,386,113.14
Dickinson	1,291,132.08	Oceana	1,807,757.45
Eaton	8,871,997.77	Ogemaw	2,003,801.88
Emmet	6,059,927.15	Ontonagon	512,880.90
Genesee	42,471,268.64	Osceola	1,365,129.25
Gladwin	1,567,048.99	Oscoda	759,660.63
Gogebic	629,460.67	Otsego	2,966,707.50
Grand Traverse	13,506,427.14	Ottawa	20,166,713.91
Gratiot	1,855,344.71	Presque Isle	991,308.08
Hillsdale	1,825,545.26	Roscommon	3,059,534.15
Houghton	3,433,119.64	Saginaw	20,052,331.52
Huron	2,712,506.95	St. Clair	13,912,459.33
Ingham	30,426,062.81	St. Joseph	3,765,151.15
Ionia	2,895,318.98	Sanilac	2,191,292.93
Iosco	2,986,753.41	Schoolcraft	726,142.29
Iron	731,607.79	Shiawassee	4,147,377.20
Isabella	7,593,620.42	Tuscola	2,282,058.79
Jackson	13,170,967.11	Van Buren	5,420,748.73
Kalamazoo	27,983,316.59	Washtenaw	38,731,050.07
Kalkaska	1,269,713.25	Wayne	263,724,464.46
Kent	65,986,054.76	Wexford	3,261,486.12
Keweenaw	192,571.96		
		TOTAL*	\$1,053,492,725.15

Note:

*Total sales are for calendar year from 01-01-12 thru 12-31-12.

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>
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
2012**	20,280	866,533,665	184,426,851	441,600	1,051,422,396

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 01-01-12 thru 12-29-12.

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. 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.



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 section of the Code states in part:

“Quarterly, upon recommendation of the commission, the state shall pay pursuant to appropriation 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, to the county, 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’ license fees and license renewal fees collected in that jurisdiction, for the specific purpose of enforcing this act and the rules promulgated under this act.”

Four distributions of the 55% returnable portion of retail license fees are made annually, 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.

*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, 2011 THRU MAR. 31, 2012**

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	\$13,859.45	Lake	\$10,290.50
Alger	14,881.90	Lapeer	38,341.60
Allegan	80,518.35	Leelanau	25,972.65
Alpena	26,253.70	Lenawee	74,802.20
Antrim	26,841.65	Livingston	117,883.70
Arenac	15,169.55	Luce	9,787.80
Baraga	8,654.09	Mackinac	31,122.87
Barry	34,025.20	Macomb	432,671.53
Bay	83,324.45	Manistee	22,996.60
Benzie	19,474.95	Marquette	59,171.21
Berrien	125,500.24	Mason	26,777.30
Branch	24,462.90	Mecosta	29,731.90
Calhoun	86,633.80	Menominee	20,026.05
Cass	23,201.21	Midland	45,571.90
Charlevoix	31,957.20	Missaukee	7,241.85
Cheboygan	34,548.91	Monroe	87,106.55
Chippewa	38,399.90	Montcalm	32,317.45
Clare	24,618.00	Montmorency	12,176.45
Clinton	33,046.20	Muskegon	108,284.00
Crawford	12,212.75	Newaygo	23,276.00
Delta	35,536.05	Oakland	759,478.20
Dickinson	25,177.35	Oceana	21,418.10
Eaton	49,704.60	Ogemaw	20,365.95
Emmet	55,760.65	Ontonagon	13,030.05
Genesee	228,910.55	Osceola	11,823.35
Gladwin	17,963.00	Oscoda	10,726.10
Gogebic	22,728.75	Otsego	29,873.80
Grand Traverse	89,806.20	Ottawa	103,901.05
Gratiot	21,182.15	Presque Isle	13,064.15
Hillsdale	18,045.50	Roscommon	27,939.82
Houghton	36,104.75	Saginaw	134,961.75
Huron	33,908.05	St. Clair	98,372.45
Ingham	187,219.45	St. Joseph	34,084.97
Ionia	24,020.15	Sanilac	24,796.75
Iosco	29,411.53	Schoolcraft	11,166.65
Iron	15,996.20	Shiawassee	35,183.50
Isabella	51,880.40	Tuscola	27,963.65
Jackson	93,108.40	Van Buren	44,785.40
Kalamazoo	151,061.35	Washtenaw	206,603.94
Kalkaska	10,336.15	Wayne	1,222,529.69
Kent	405,254.85	Wexford	26,063.95
Keweenaw	5,384.50		
		GRAND TOTAL	\$6,459,768.36

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	25	51	76	Lake	19	43	62
Alger	28	57	85	Lapeer	56	170	226
Allegan	100	180	280	Leelanau	45	88	133
Alpena	45	87	132	Lenawee	93	184	277
Antrim	38	89	127	Livingston	119	233	352
Arenac	23	77	100	Luce	20	38	58
Baraga	19	33	52	Mackinac	58	91	149
Barry	41	96	137	Macomb	598	1,200	1,798
Bay	138	272	410	Manistee	41	84	125
Benzie	31	66	97	Marquette	106	163	269
Berrien	197	350	547	Mason	48	92	140
Branch	45	85	130	Mecosta	43	99	142
Calhoun	129	262	391	Menominee	43	65	108
Cass	45	85	130	Midland	62	143	205
Charlevoix	51	103	154	Missaukee	11	35	46
Cheboygan	65	117	182	Monroe	140	258	398
Chippewa	69	128	197	Montcalm	54	159	213
Clare	36	94	130	Montmorency	22	47	69
Clinton	55	112	167	Muskegon	173	321	494
Crawford	20	43	63	Newaygo	36	104	140
Delta	69	107	176	Oakland	1,018	1,740	2,758
Dickinson	52	74	126	Oceana	31	85	116
Eaton	78	146	224	Ogemaw	31	72	103
Emmet	69	137	206	Ontonagon	30	49	79
Genesee	331	780	1,111	Osceola	19	57	76
Gladwin	29	75	104	Oscoda	15	36	51
Gogebic	52	63	115	Otsego	40	68	108
Gr. Traverse	111	207	318	Ottawa	147	274	421
Gratiot	35	88	123	Presque Isle	26	57	83
Hillsdale	37	87	124	Roscommon	43	98	141
Houghton	69	114	183	Saginaw	206	398	604
Huron	62	140	202	Sanilac	43	132	175
Ingham	233	455	688	Schoolcraft	23	45	68
Ionia	44	105	149	Shiawassee	64	129	193
Iosco	51	107	158	St. Clair	157	364	521
Iron	36	47	83	St. Joseph	61	120	181
Isabella	57	124	181	Tuscola	47	127	174
Jackson	147	310	457	Van Buren	76	174	250
Kalamazoo	205	370	575	Washtenaw	278	450	728
Kalkaska	17	47	64	Wayne	1,626	2,852	4,478
Kent	491	847	1,338	Wexford	43	86	129
Keweenaw	12	18	30				
				GRAND TOTAL	9,298	17,865	27,163

Note: *Number of licenses issued as of 12/31/12. 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)
RETAIL ONLY-OFF PREMISE				
SPECIALLY DESIGNATED MERCHANT (SDM)	436.1111(13)	Beer, Wine	\$100 per year for each location (beer and/or wine sales only)	436.1525(1)(j)
SPECIALLY 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
RETAIL ONLY-ON PREMISE				
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 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 selling beer and wine for consumption on premise only	436.1525(1)(n)
SPECIAL LICENSES (PER DAY)	436.1111(11)	Beer, Wine, Spirits, Mixed Spirit Drink	\$25/\$50 fee per day is \$50.00 unless such license or permit is issued to a bonafide non-profit association that has been in existence for 1 year then the fee is \$25.00.	436.1525(1)(r)
AIRLINE	436.1537(i) & R436.1147	Beer, Wine, Spirits, Mixed Spirit Drink	\$600 per airline	436.1525(1)(s)
WATERCRAFT	436.1537(i) & 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)
MANUFACTURERS (MICHIGAN)			
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. If over 15,000 barrels, then \$50 per 1,000 barrels (including fractions) not to exceed \$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 60,000 gallons or less of spirits produced annually	436.1525(z)
BRANDY MANUFACTURER	436.1105(10)	\$100 licensed to manufacture, blend or rectify brandy only	436.1525(1)(t)
MIXED SPIRIT DRINK MANUFACTURER	436.1109(6)	\$100 licensed to manufacture mixed spirit drink and sell to wholesalers	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)
WHOLESALE & OTHER MISC.			
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 2012

Charge	Hearings Held		Acknowledgements	Nolle Prosequi	TOTAL
	Responsible	Dismissed			
RETAIL LICENSES					
Sell, furnish to or allow person under 21 to consume	312	14	501	24	851
Sell, serve to or allow intoxicated person to consume or loiter	66	14	26	9	115
Licensee or employee intoxicated on premise	12	2	6	0	20
Operation other than legal hours	18	1	9	3	31
Selling before noon on Sunday	0	0	0	0	0
Controlled substances/ drug paraphernalia	17	1	10	6	34
Licensee or employee engaged in or convicted of an illegal act	68	20	65	5	158
Illegally obtain or transfer license	23	1	29	3	56
Sales or services to non-members by clubs	0	0	9	0	9
Adulterated or misbranded spirits	5	0	4	0	9
Employ person under 18 years of age	2	0	3	0	5
Failure to cooperate with law officers	19	2	2	7	30
Gambling or possession of gaming equipment	8	3	4	3	18
Gambling or possession of video-type equipment	3	0	4	2	9
Add or drop space without permission	3	1	1	0	5

SUMMARY OF VIOLATION DISPOSITIONS *(continued)*
For Calendar Year 2012

Charge	Hearings Held			Nolle Prosequi	TOTAL
	Responsible	Dismissed	Acknowledgements		
RETAIL LICENSES (CONTINUED)					
Selling or purchasing on credit	6	0	3	2	11
Purchase from unauthorized source	12	0	7	6	25
Allow alcoholic liquor sold for on-premise consumption to be removed	4	0	6	0	10
Dancing or entertainment without permission	4	1	1	0	6
Receive aid or assistance from wholesaler	0	0	0	0	0
Nudity, prohibited sexual acts	9	0	2	0	11
NSF checks	290	42	416	30	778
Miscellaneous - retail	123	9	82	40	254
Failure to comply with Licensing Order-Server Training Requirements	58	4	117	9	188
TOTAL	1062	115	1307	149	2633
NON-RETAIL LICENSES					
Selling or purchasing on credit	1	0	0	0	1
Receive aid or assistance from retailer	0	0	0	0	0
Give aid or assistance	0	0	1	0	1
Failure to file required reports	2	0	2	3	7
Violation of territorial agreements	0	0	0	0	0
Sale or importation of non-approved products	0	1	2	0	3
Non-retail licensee convicted of illegal act	0	0	0	0	0
Miscellaneous - non-retail	1	2	0	0	3
TOTAL	4	3	5	3	15

DISPOSITION OF VIOLATION CASES
Selected Statistics for Calendar Years 2012 and 2011

VIOLATION ACTIVITY	2012	2011	%INC/(DEC)
VIOLATION HEARINGS HELD*	1,074	1,028	4.5
TOTAL NUMBER LICENSES PENALIZED	2,212	2,291	(3.4)
Hearings (orders)	944	952	(0.8)
Acknowledgements (orders)	1,268	1,339	(5.3)
TOTAL NUMBER CASES DISMISSED	234	203	15.3
Hearing Commissioner	153	119	28.6
Nolle Prosequi	81	84	(3.6)
TOTAL PENALTIES-SELECTED STATISTICS			
Licenses Revoked	0	4	(100.0)
Licenses Revoked/Terminated Unless Transferred	6	67	(91.0)
Licensed Establishments Suspended	25	47	(46.8)
Total Days of Suspension Ordered	290	230	26.1
Licensed Establishments Fined	2,148	2,244	(4.3)
Total Fines Assessed (dollars)	\$872,533	\$829,822	5.1
VIOLATIONS SUBMITTED			
MLCC Enforcement Division	1,456	1,627	(10.5)
Michigan State Police	48	35	37.1
Sheriff Department	192	170	12.9
Detroit Police Department	129	151	(14.6)
Joint Reports	13	24	(45.8)
All Other Police Departments	437	436	0.2
VIOLATION APPEAL HEARINGS**			
Appeal Hearings Held	5	27	(81.5)
Appeal Decisions	3	25	(88.0)
Affirmed	2	10	(80.0)
Modified	1	6	(83.3)
Rescinded	0	3	(100.0)
Remanded	0	6	(100.0)
PENALTY HEARINGS [MCL436.1903(1)]	10	15	(33.3)

Notes:

*Fiscal year 2012 violation hearings held may not represent final totals. Fiscal year 2011 totals are different from those figures previously published as they do represent final totals.

**Dispositions may not add due to reporting times.