

**Michigan Department of Labor and Economic Growth**

Jennifer M. Granholm, Governor

David C. Hollister, Director



[www.michigan.gov/dleg](http://www.michigan.gov/dleg)

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**Michigan Liquor Control Commission**

**Annual Financial Report 2004**

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For Fiscal Year Ended September 30, 2004





JENNIFER M. GRANHOLM  
GOVERNOR



NIDA R. SAMONA  
CHAIRPERSON

STATE OF MICHIGAN  
LIQUOR CONTROL COMMISSION  
DEPARTMENT OF LABOR AND ECONOMIC GROWTH  
DAVID C. HOLLISTER, DIRECTOR



*To the Citizens of Michigan and Other Readers:*

The Michigan Liquor Control Commission is, by law, the wholesaler of all spirits sold in Michigan. All profits and taxes collected from this wholesaling activity are returned to the people of Michigan through transfer to various state funds for appropriation by the Legislature. This Annual Financial Report is our accounting to you of the liquor wholesaling operation in Michigan, and related activity.

One of my high priority goals in my administration is to speed up the licensing process. This is also part of Governor Jennifer Granholm's initiative to make Michigan a great place in which to do business. We have new legislation in place which requires licenses to be issued within 90 days of submitting a completed application. We are committed to doing our part and depend on our applicants to do theirs. Help us help you by submitting all information that is required the first time so your application is complete.

This Annual Financial Report has an informational section and a statement section. We are required by law to report on the activity of the Liquor Purchase Revolving Fund and the revenue our activities generate for the people of Michigan. We have selected other information to include because we think it will be of interest to our readers.

The Commission holds public hearings twice each year "... for the purpose of hearing complaints and receiving the views of the public with respect to the administration of this act." These hearings are required by law, and usually take place in July and December. You are cordially invited and encouraged to attend our public hearings or to make comments to the Commission by other means. You may call our offices in Lansing at 517.322.1345 for the time and location of our next public hearing or email us at [lccinfo@michigan.gov](mailto:lccinfo@michigan.gov).

Our website contains a wealth of information. You can learn more about the liquor licensing process, see lists of licenses available, obtain forms, read our frequently asked enforcement questions, look at the Liquor Code and Rules, and much more. View our website at [www.michigan.gov/dleg](http://www.michigan.gov/dleg) and click on "Liquor Control" in the left-hand column. We encourage you to visit our website anytime you have a question.

Sincerely,

A handwritten signature in black ink that reads "Nida R. Samona". The signature is fluid and cursive.

Nida R. Samona, Chairperson



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Authority: P.A. 431 of 1984, MCL 436.1221 Cost: 200 copies, \$208.00 (\$1.04 per copy).	The Department of Labor & Economic Growth will not discriminate against any individual or group because of race, sex, religion, age, national origin, color, marital status, disability or political beliefs. If you need help with reading, writing, hearing, etc., under the Americans with Disabilities Act, you may make your needs known to this agency.
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# Executive Summary

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## ***FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2004***

The Michigan Liquor Control Commission's (MLCC) gross dollar sales were \$813.8 million for the fiscal year ended September 30, 2004. This represents a 5.9% increase from the previous fiscal year gross sales total of \$768.7 million.

During this period, the MLCC sold 276,891 more cases of liquor, which is a 4.8% increase in case sales from last year. The average price of each case sold increased by 1.0% over the prior year from \$133.63 to \$134.98.

Gross revenue from the sale of liquor (gross sales less licensee discounts and cost of goods sold) was \$182.1 million compared to the prior year of \$172.1 million. Income from the Liquor Purchase Revolving Fund, transferred to the General Fund, was \$139.4 million as shown on page 13. The transfers for grants of \$3,710,500 for 2004 and \$3,710,500 for 2003 are for Grants to Cities for Fire Protection.

In addition to the net income from liquor wholesaling operations, the MLCC collected \$176.1 million from specific taxes on liquor, license fees, fines and penalties, and beer and wine excise taxes. Combined with net profits from liquor operations, the Commission's total revenue for the fiscal year was \$302.2 million, which represents a 5.6% increase from the previous year.

Michigan licensees also shared in profits from the sales of liquor. The total amount of discounts allowed by the state reached \$138.4 million for the current fiscal year compared to \$130.7 million for the prior year. Off-premise licensees (SDDs) accounted for 79.5% or \$646.9 million of total liquor sales. On-premise licensees, such as bars, restaurants, hotels and clubs accounted for 20.3% or \$165.5 million of total liquor sales. Sales to other licensees accounted for .2% of total liquor sales.

# Financial Highlights

REVENUE/EXPENSE ITEM	FY 2003-04 (In millions)	FY 2002-03 (In millions)	% INCREASE (DECREASE)
Gross Sales	\$813.8	\$768.7	5.9
Licensee Discounts	138.4	130.7	5.9
Cost of Goods Sold	493.3	465.9	5.9
Gross Revenue - Liquor	182.1	172.1	5.8
Operating Expenses <sup>1</sup>	57.5	55.5	3.6
Miscellaneous Revenue	1.5	1.3	15.4
Net Income (Not including taxes and grant) <sup>2</sup>	126.1	117.9	7.0
Liquor Taxes	109.3	103.2	5.9
Other Revenue Collected	66.8	65.1	2.6
Total Net Revenue	302.2	286.2	5.6

## NOTES:

(1) Operating Expenses do not include Liquor Purchase Revolving Fund transfers for grants. Licensing and Enforcement expenses attributable to General Fund are included in Operating Expenses.

(2) Net Income is computed after deducting all operating expenses including the General Fund portion of Licensing and Enforcement expenses. Net Income in the Liquor Purchase Revolving Fund is \$139.4 million.

OTHER MERCHANDISING STATISTICS	FY 2003-04	FY 2002-03	% INCREASE (DECREASE)
Number of Cases Sold	6,029,155	5,752,264	4.8
Average Price Per Case	\$134.98	\$133.63	1.0
Items Available (brands and sizes)	5,147	4,781	7.7
Number of Bottles Sold	105,806,664	101,998,387	3.7
Average Price Per Bottle	\$7.69	\$7.54	2.0

APPARENT CONSUMPTION STATISTICS	FY 2003-04		FY 2002-03	
	Gallons	Per Capita <sup>3</sup>	Gallons	Per Capita <sup>3</sup>
Distilled Spirits	14,355,348	1.42	13,855,960	1.37
Mixed Spirit Drinks	326,892	.03	272,701	0.03
Wine (21% alcohol or less)	17,281,174	1.71	16,238,726	1.61
Beer	211,021,554	20.87	210,882,390	20.92

## NOTE:

(3) Using estimated Michigan population as shown on page 9.



# The MLCC

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Michigan is one of 18 “control states” as related to the alcohol beverage industry. “Control State” means that state government is responsible for the sale and distribution of certain alcohol beverages as opposed to a license state where wholesale and retail sales of distilled spirits are done by private sellers.

Control states receive the markup revenues that would have otherwise been received by private sellers. They can use this revenue for state expenditures. Control states account for approximately one-third of the U. S. population.



- |             |                |                   |
|-------------|----------------|-------------------|
| Alabama     | New Hampshire  | Vermont           |
| Idaho       | North Carolina | Virginia          |
| Iowa        | Ohio           | Washington        |
| Maine       | Oregon         | West Virginia     |
| Michigan    | Pennsylvania   | Wyoming           |
| Mississippi | Utah           | Montgomery Co. MD |
| Montana     |                |                   |

Michigan is the wholesaler of liquor in the state by law. It uses private Authorized Distribution Agents to carry out liquor distribution functions on its behalf.

The MLCC is administered by five commissioners, appointed by the governor with the advice and consent of the Senate to four-year, rotating terms. The Chair of the Commission is selected by the Governor. Of the five members, no more than three can be of the same political party.

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.

The remaining three Commissioners are designated as the Administrative Commissioners and are responsible for decisions and interpretation of the Liquor Control Code and 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 MLCC

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The MLCC has two main administrative offices, one in Lansing and one in Farmington. It employs five division directors to oversee the day-to-day operations of the Commission. The Commission staff is organized into five areas:

- **Assistant Attorney General:**  
The Attorney General assigns the Liquor Control Division legal staff to the Commission. 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:**  
This staff provides administrative support to the Commissioners in the areas of hearings, appeals, policy research and public affairs.
- **Financial Management:**  
The Financial Management Division provides management support to the Commission in the areas of financial analysis; accounting; budget; tax collections for beer, wine, and spirits; and telecommunications. The division also uses daily order quantities to purchase liquor for sale to licensees. Quotations for all items are processed, authorized for shipment approval, and priced in this division.
- **Licensing:**  
The Licensing Division is responsible for preparing retail, wholesaler and manufacturer license applications for Commission actions, as well as issuing approved licenses and handling the subsequent renewals. The division approves labeling and advertising by manufacturers and wholesalers.
- **Enforcement:**  
This 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.

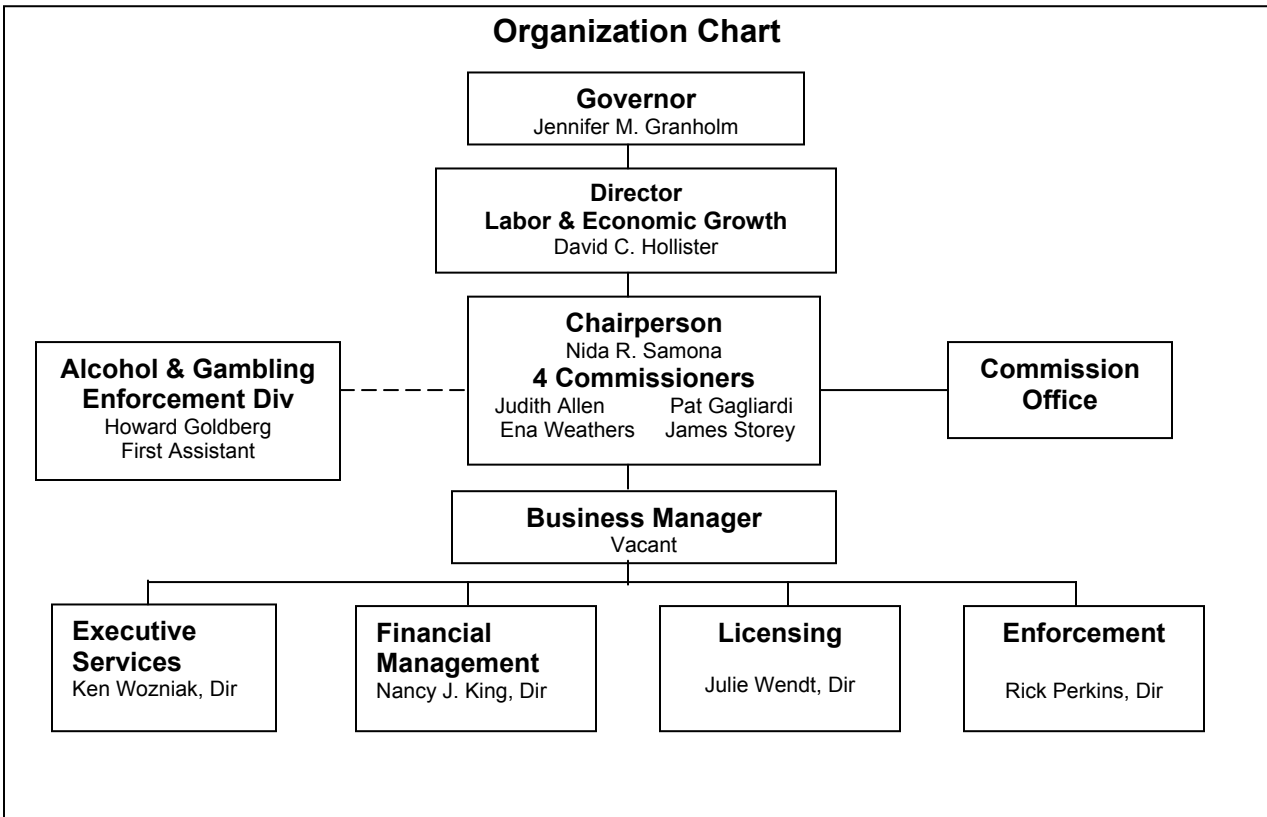
## The Liquor Control Code

The Liquor Control Code, P.A. 58 of 1998, as amended, prescribes the duties and responsibilities of the Commission. The Liquor Control Code defines the various types of liquor licenses and the licensing requirements; the State liquor markup rate, liquor licensee discount rate, and tax rates; and the guidelines for operating licensed establishments.

In addition to the Liquor Control Code, the Commission is guided by its administrative rules, which are designed to carry out the laws and assure equal treatment. When filed with the Secretary of State, the rules have the effect of law and are binding on licensees of the MLCC.

## MLCC Personnel (as of 9/30/2004)

	<u>Full-Time Employees</u>	<u>Part-Time Employees</u>
<b>Attorney General</b>	<b>4</b>	<b>0</b>
<b>Executive Services</b>	<b>14</b>	<b>1</b>
<b>Financial Management</b>	<b>19</b>	<b>0</b>
<b>Licensing</b>	<b>41</b>	<b>0</b>
<b>Enforcement</b>	<b>58</b>	<b>0</b>

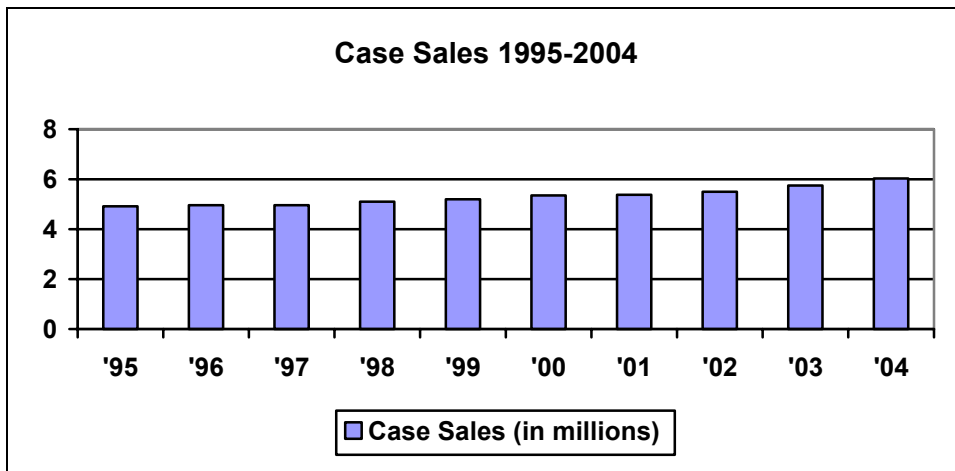
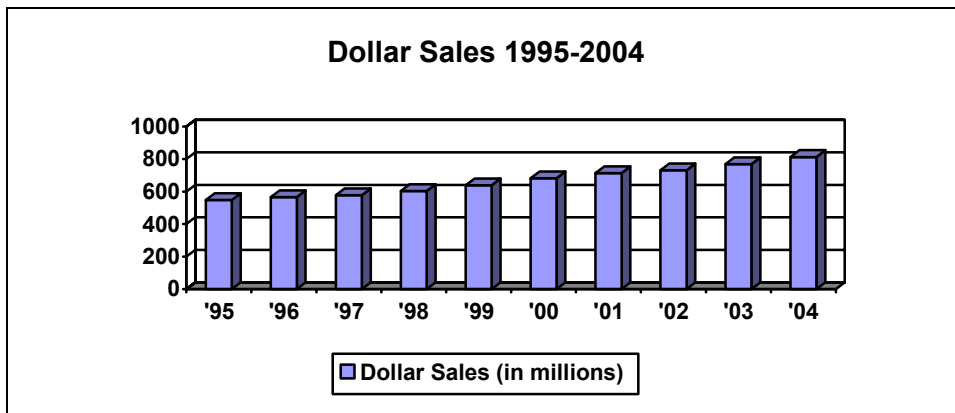


# Trends

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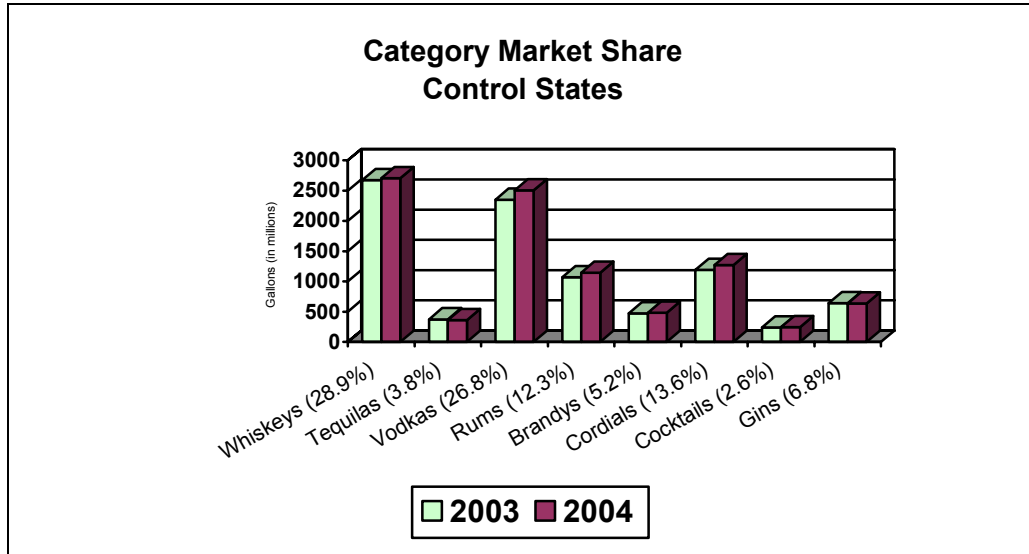
## Dollar Sales

Since the 1995 fiscal year, there has been a 48.3% increase in dollar sales from \$548.6m in FY 1995 to \$813.8m in FY 2004. News groups are reporting that consumers are enamored with a wide variety of flavors. They are drinking fruit flavored products, products mixed with juices and colorful cocktails. The industry has responded with a broad spectrum of choices. One of the leading industry research groups reports that consumers are enjoying super premium and ultra super premium brands, and are willing to pay more for these. Classic cocktail drinks have also made a comeback in the United States. New products have been introduced into the market at a fast pace in the last year.

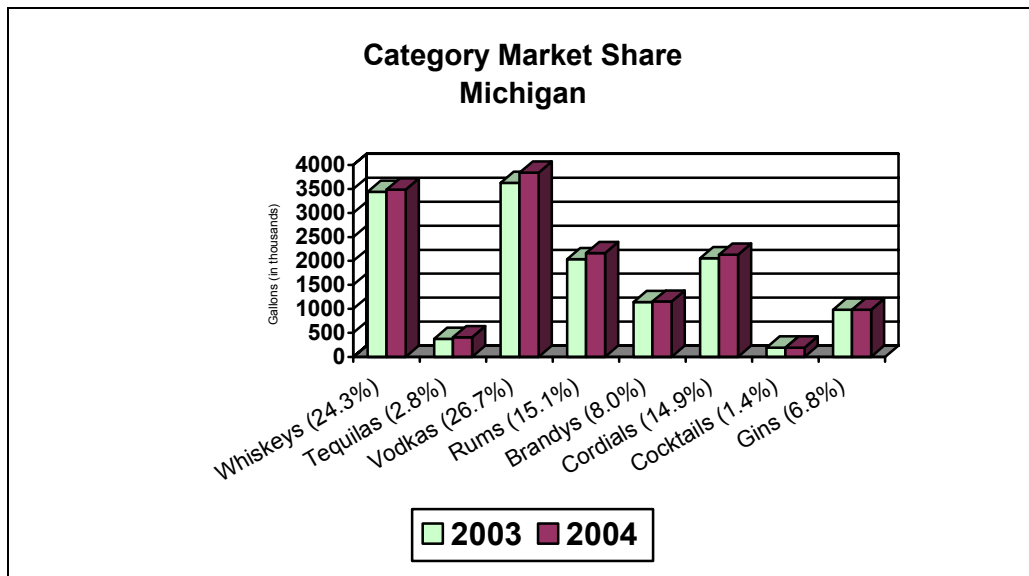


## Case Sales

The 10-year case sales history graph shows an increase in case sales every year since FY 1995. This trend continued in 2003-2004 with sales of 6,029,155 cases. This is an increase of 22.7% above the FY 1995 cases sales figure of 4,913,789. However, these increases do not parallel the increase in dollar sales over the last 10 years. They are much smaller. This could be due, in part, to people consuming more higher-priced premium and super premium brand items.



Other control states and Michigan consumer preferences are very similar. Whiskeys and vodkas are the two most popular categories, comprising 55.7 percent of the control states market share and 51 percent of the Michigan market share. Vodka has been the most popular category in Michigan for the last three years, with new fruit-flavored products spurring the category's growth. New generations of drinkers are accustomed to a wide variety of flavors in foods and beverages and this desire has carried over into their choice of alcohol drinks. Vodka's versatility and mixability allow consumers more variety of flavors.



# Distilled Spirits

The Michigan Liquor Control Commission is, by law, the wholesaler of all spirits in Michigan. Suppliers request approval from the Commission to have products available for sale in Michigan, distributed by the Commission.

There are over 5,100 products available for sale by the Commission. The Commission's Liquor Price List is available on the Internet at: <http://www.michigan.gov/dleg>. Click on "Liquor Control" from the list on the left of the screen. Then select "Products" from the next list. Finally, click on "Searchable Pricebook" under Online Tools in the center of the screen.

Licenseses may order their distilled spirits through the State's Internet ordering system. They may also order through individual Authorized Distribution Agents (ADAs). There are currently four ADAs: General Wine and Liquor, National Wine and Spirits, Trans-Con, and Chinese Import & Export.

The ADAs assemble and deliver orders to the licenseses on behalf of the Liquor Control Commission. Licenseses receive free delivery once a week provided they meet the one case minimum order requirement and adhere to order day assignments.

All proceeds from the sale of liquor go to the State of Michigan, and all profits are transferred to the State Treasury.

The Michigan Liquor Control Commission  
**PRICE ANALYSIS OF SAMPLE 750 ml 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

<b>Licensee Profit</b>	<b>\$1.50</b>
(through discount)	

<b>LCC Profit</b>	<b>\$1.97</b>
(Net after Licensee discount)	

<b>Federal Excise Tax</b>	<b>\$2.14</b>
(\$13.50 per proof gallon, paid by distillery or importer)	

<b>Distillery or Importer</b>	<b>\$3.19</b>
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<b>TOTAL PRICE:</b>	<b>\$10.01</b>
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<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	19.7
Specific Taxes	1.21	12.1
<u>Liquor License Profit (Discount)</u>	<u>1.50</u>	<u>15.0</u>
<b>TOTAL</b>	<b>\$10.01</b>	<b>100.0</b>
*Liquor Purchase Revolving Fund		

# Beer - Wine - Mixed Spirits

The wholesaler market for beer, wine and mixed spirit drinks is a franchised market in Michigan. Territorial agreements are made between supplier and wholesaler to cover the specific geographic areas of the state.

## Tax Rate by Type of Alcohol Beverage

<b>Beer</b> -----	\$6.30 per 31 gallon barrel, pro-rated
<b>Wine</b> -----	\$.135 per liter (16% alcohol or less by volume) \$.20 per liter (more than 16% alcohol by volume)
<b>Mixed Spirit Drinks</b> -----	\$.48 per liter

## 1994-2004 Michigan Apparent Per Capita Alcohol Beverage Consumption in Gallons

Year	Population (Estimated)	Beer	Spirits	Wine	Mixed Spirit Drinks
1994	9,491,836	21.93	1.32	1.26	0.04
1995	9,537,948	21.87	1.30	1.31	0.03
1996	9,594,350	21.49	1.30	1.36	0.04
1997	9,779,984	20.84	1.26	1.35	0.03
1998	9,817,242	21.02	1.28	1.41	0.03
1999	9,864,000	21.04	1.30	1.41	0.04
2000	9,938,000	21.15	1.33	1.50	0.05
2001	10,006,000	21.11	1.32	1.47	0.05
2002	10,050,000	20.76	1.33	1.42	0.04
2003	10,080,000	20.92	1.37	1.61	0.03
2004	10,113,000	20.87	1.42	1.71	0.03

## *Per Capita Consumption*

Apparent per capita consumption (volume consumed divided by the estimated population) is often used to determine consumer preferences among the types of alcohol beverages as well as being associated with public health and safety statistics.

In Michigan, the apparent per capita consumption for beer in Fiscal Year 2003-04 was 20.87 gallons, spirits totaled 1.42 gallons, wine was 1.71 gallons and mixed spirit drinks totaled .03 gallons per capita.

## MLCC TAX AND SALES STATISTICS

	<u>Collection of Taxes</u>			<u>Sales in Barrels/Liters</u>		
	2003-04	2002-03	Increase/ (Decrease)	2003-04	2002-03	Increase/ (Decrease)
<b>Beer</b>	\$42,646,537	\$42,688,752	\$ (42,215)	<b>Barrels of Beer</b> 6,807,147	6,802,658	4,489
<b>Wine</b>	8,864,020	8,425,624	438,396	<b>Liters of Wine</b> 65,417,883	61,471,699	3,946,184
<b>MSD*</b>	587,776	510,288	77,488	<b>Liters of MSD*</b> 1,237,451	1,032,309	205,142
<b>TOTAL</b>	\$52,098,333	\$51,624,664	\$ 473,669			

\* Mixed Spirit Drinks

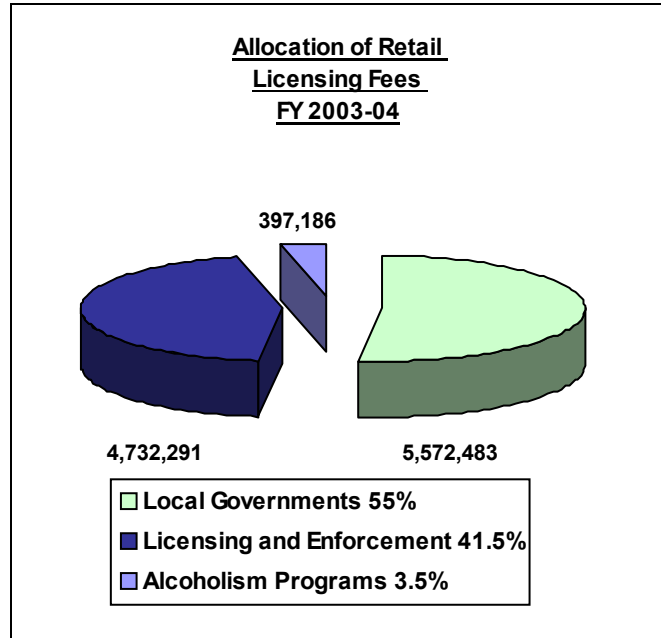
# Control

## Licensing

The Michigan Liquor Control Commission licenses all retailers, wholesalers and other individuals or businesses involved in the manufacture, purchase, sale, or use of alcohol beverages.

Over 16,000 retail businesses, including bars, grocery stores, restaurants, hotels, convenience stores and pharmacies have one or more active licenses to sell alcohol beverages. The MLCC also issues special licenses to non-profit organizations for fundraising events.

In addition to retail licenses, the MLCC had almost 7,600 issued licenses to manufacturers and other agents. All retail licenses, and most non-retail licenses, must be renewed no later than April 30<sup>th</sup> of each year.



The types of licenses available and licensing requirements are set by state law and the administrative rules of the Commission. The number of certain types of licenses available is governed by population quota for the local governmental unit.

Retail license fees are distributed according to state statute. As shown above, 55% of the returnable retail licensing fees collected by the MLCC are earmarked for local governments. The MLCC collected \$12.8 million in retail license and transfer fees in fiscal year 2003-04. This amount included \$10,701,960 in returnable retail license fees.

The Michigan Grape and Wine Industry Council receives the non-retail license fees collected by the MLCC amounting to \$448,927 this fiscal year.

### Active Retail Liquor Licenses (by type)

**On-Premise (Total 8414)**

**Class C: 5875    Class C Resort: 1005    B-Hotel: 183    B-Hotel Resort: 148**

*(Bars/Restaurants/hotels) Liquor by the glass, beer, wine, Mixed Spirit Drink*

**A-Hotel: 2    A-Hotel Resort: 0    Tavern: 149    Tavern Resort: 10**

*Beer and Wine only*

**Clubs: 1042**

*(Membership required) Liquor by the glass, beer, wine, Mixed Spirit Drink*

**Off-Premise (Total 7605)**

**SDD: 3747**

**SDD-Resort: 195**

**SDM: 3663**

*Package Liquor Take-out*

*Beer and Wine Take out*

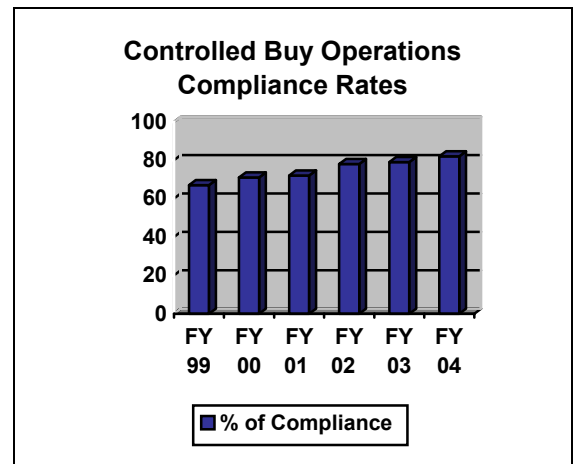
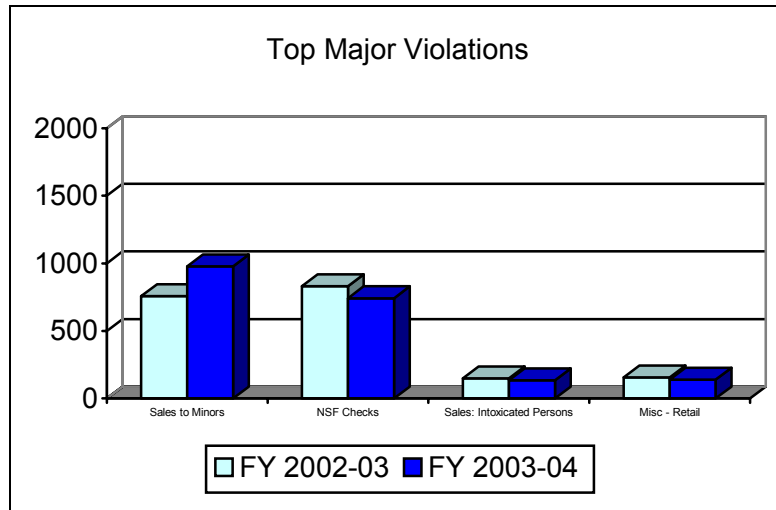
**Total Number of Retail Licenses (10/1/04): 16,019**



# Control

## Enforcement

The Enforcement staff is responsible for investigating applicants for liquor licenses and assisting local, county and state law enforcement agencies with the enforcement of Michigan's liquor laws. Local law enforcement agencies submitted 977 liquor law violation reports in Fiscal Year 2003-2004. MLCC enforcement investigators submitted 1,495 violation reports in Fiscal Year 2003-2004.



The MLCC's enforcement officers regularly conduct surveillance operations in licensed premises as part of their efforts to ensure that the state's liquor laws and MLCC rules are being adhered to by liquor licensees. Their efforts to serve the citizens of the state often go unnoticed due to the nature of their job.

The Enforcement Division also conducts controlled buy operations, also called decoy sting operations. During a controlled buy operation a minor will attempt to purchase alcohol from a retailer while the transaction is observed by an undercover enforcement officer. A sale results in a violation of the liquor law and subsequent fine. The Commission has a policy of zero tolerance for sale of alcohol to minors and uses the controlled buy operation as a tool to reinforce this commitment.

During Fiscal Year 2003-04, MLCC enforcement officers conducted 2,206 controlled buy operations and wrote 396 violations for selling to minors, meaning 18% of stops resulted in a violation. This compares to last fiscal year, when 21% of controlled buys resulted in a violation.

The Enforcement staff is involved in training programs to meet the needs of retail licensees, beer and wine wholesalers, and law enforcement agencies.



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Michigan Department of Labor and Economic Growth

LIQUOR CONTROL COMMISSION

FINANCIAL REPORTS FOR THE LIQUOR

PURCHASE REVOLVING FUND

(Unaudited)

For the Fiscal Year Ended September 30, 2004

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**MICHIGAN LIQUOR CONTROL COMMISSION  
LIQUOR PURCHASE REVOLVING FUND  
COMPARATIVE STATEMENT OF NET ASSETS  
FISCAL YEARS ENDED SEPTEMBER 30**

	<b>2004</b>	<b>2003</b>
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Imprest Cash	\$700	\$700
Equity in Common Cash	60,064,019	55,327,347
Liquor Inventory	3,500,643	3,661,499
Prepaid Distribution Costs of Inventory	272,435	294,293
Other Assets	7,097,566	3,520,780
TOTAL ASSETS	\$70,935,363	\$62,804,619
<b>LIABILITIES &amp; FUND EQUITY</b>		
<b>CURRENT LIABILITIES</b>		
Warrants Outstanding	\$6,677,425	\$8,071,611
Accounts Payable and Other Liabilities	58,522,015	49,336,571
Amount Due to Other Funds	76,502	43,268
Current Compensated Absences	196,107	224,271
TOTAL CURRENT LIABILITIES	\$65,472,049	\$57,675,721
<b>LONG-TERM LIABILITIES</b>		
Long Term Compensated Absences	587,575	253,160
TOTAL LIABILITIES	\$66,059,624	\$57,928,881
<b>NET ASSETS</b>		
Unrestricted	\$4,875,739	\$4,875,739
TOTAL NET ASSETS	\$4,875,739	\$4,875,739

The Notes To Financial Statements section is an integral part of these financial statements.

**MICHIGAN LIQUOR CONTROL COMMISSION  
LIQUOR PURCHASE REVOLVING FUND  
COMPARATIVE STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET ASSETS  
FISCAL YEARS ENDED SEPTEMBER 30**

	<b>2004</b>	<b>2003</b>
<b>OPERATING REVENUES</b>		
TOTAL GROSS SALES	\$813,799,608	\$768,670,331
Less: Discounts Allowed	138,407,623	130,723,434
PROCEEDS - SALE OF LIQUOR	\$675,391,985	\$637,946,897
MISCELLANEOUS REVENUE	354,775	222,892
TOTAL OPERATING REVENUES	\$675,746,760	\$638,169,789
<b>OPERATING EXPENSES</b>		
Cost of Goods Sold	\$493,271,486	\$465,842,134
Distribution Costs Paid to Suppliers	40,010,087	37,262,090
Commission	441,964	385,300
Management Support	2,314,649	2,309,728
Licensing and Enforcement (1)	3,237,872	3,240,535
Compensated Absences	306,252	(26,071)
DLEG Operating Expenses	5,100,755	6,228,806
TOTAL OPERATING EXPENSES	\$544,683,065	\$515,242,522
OPERATING INCOME (LOSS)	\$131,063,695	\$122,927,267
<b>NONOPERATING REVENUES (EXPENSES)</b>		
Specific Tax, Liquor 1.85%	\$11,988,744	\$11,296,951
Interest Revenue	1,127,167	1,099,058
Non-Operating Revenue	113	28
TOTAL NONOPERATING REVENUES (EXPENSES)	\$13,116,024	\$12,396,037
INCOME (LOSS) BEFORE TRANSFERS	\$144,179,719	\$135,323,304
<b>TRANSFERS</b>		
Income Transferred to General Fund	(\$139,445,345)	(\$130,547,661)
Other Transfers	(4,734,374)	(4,775,643)
TOTAL TRANSFERS IN (OUT)	(\$144,179,719)	(\$135,323,304)
CHANGE IN NET ASSETS	\$0	\$0
TOTAL NET ASSETS - BEGINNING OF FISCAL YEAR	4,875,739	4,875,739
TOTAL NET ASSETS - END OF FISCAL YEAR	\$4,875,739	\$4,875,739

Notes:

(1) Includes the Revolving Fund portion only.

The Notes To Financial Statements section is an integral part of these financial statements.

**MICHIGAN LIQUOR CONTROL COMMISSION  
LIQUOR PURCHASE REVOLVING FUND  
STATEMENT OF CHANGES IN ASSETS AND TRANSFERS  
FISCAL YEARS ENDED SEPTEMBER 30**

	<u>2004</u>	<u>2003</u>	<u>INCREASE (DECREASE)</u>
<b>ASSETS AVAILABLE</b>			
Beginning Assets	\$4,875,739	\$4,875,739	\$0
Total Operating Revenues	675,746,760	638,169,789	37,576,971
Total Non-Operating Revenues	<u>13,116,024</u>	<u>12,396,037</u>	<u>719,987</u>
Total Assets Available	<u>\$693,738,523</u>	<u>\$655,441,565</u>	<u>\$38,296,958</u>
<b>ALLOCATION OF ASSETS</b>			
Income Transferred to General Fund	\$139,445,345	\$130,547,661	\$8,897,684
Other Transfers	4,734,374	4,775,643	(41,269)
Total Operating Expenses	<u>544,683,065</u>	<u>515,242,522</u>	<u>29,440,543</u>
Total Allocation of Assets	<u>\$688,862,784</u>	<u>\$650,565,826</u>	<u>\$38,296,958</u>
Ending Assets	<u>\$4,875,739</u>	<u>\$4,875,739</u>	<u>\$0</u>

The Notes To Financial Statements section is an integral part of these financial statements.

**MICHIGAN LIQUOR CONTROL COMMISSION  
LIQUOR PURCHASE REVOLVING FUND  
STATEMENT OF CHANGES IN CASH FLOW  
FISCAL YEAR ENDED SEPTEMBER 30, 2004**

<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>	<b>NET CHANGE</b>
Receipts from Customers	\$675,746,760
Payments to Employees and for Administrative Expenses	(10,139,061)
Payments to Suppliers	(523,629,019)
Other Receipts	0
Other Payments	(4,784,127)
Net Cash Provided (Used) by Operating Activities	\$137,194,553
<b>CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES</b>	
Nonoperating Revenues	\$113
Specific Tax on Spirits	11,988,744
Transfers to Other Funds	(144,179,719)
Net Cash Provided (Used) by Noncapital Financing Activities	(\$132,190,862)
<b>CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES</b>	
Net Cash Provided (Used) by Capital and Related Financing Activities	\$0
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>	
Interest and Dividends on Investments	\$1,127,167
Net Cash Provided (Used) by Investing Activities	\$1,127,167
Net Cash Provided (Used)-All Activities	\$6,130,858
Cash and Cash Equivalents at Beginning of Year	47,256,436
Cash and Cash Equivalents at End of Year	\$53,387,294
<b>RECONCILIATION OF CASH AND CASH EQUIVALENTS</b>	
Per Statement of Net Assets Calculations:	
Cash	\$700
Equity in Common Cash	60,064,019
Warrants Outstanding	(6,677,425)
Cash and Cash Equivalents at End of Year	\$53,387,294
<b>RECONCILIATION OF OPERATING INCOME TO NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES</b>	
Operating Income (Loss)	\$131,063,695
Net Changes in Assets and Liabilities:	
Inventories	160,856
Other Assets (Net)	(3,554,928)
Accounts Payable and Other Liabilities	9,524,930
Net Cash Provided (Used) by Operating Activities	\$137,194,553

The Notes To Financial Statements section is an integral part of these financial statements.

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## NOTES TO FINANCIAL STATEMENTS

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### NOTE 1. Significant Accounting Policies

#### ***A. Reporting Entity***

These financial statements reflect the results of the Liquor Purchase Revolving Fund financial transactions. The Michigan Liquor Control Commission, in the Department of Labor and Economic Growth (DLEG), is primarily responsible for the fund.

The Liquor Purchase Revolving Fund was authorized by P.A. 259 of 1941. Under state monopoly, liquor is sold at wholesale by the State of Michigan, and at retail through various licensees. The State began using Authorized Distribution Agents to warehouse and deliver liquor on January 23, 1997. The fund accounts for the sale, replenishing and transportation of the liquor stock from the suppliers to the retail licensees.

As required by statute, the net income earned by the Liquor Purchase Revolving Fund is transferred to the General Fund throughout the year.

The notes accompanying these financial statements relate directly to the Liquor Purchase Revolving Fund. The State of Michigan Comprehensive Annual Financial Report provides general disclosures regarding the State Treasurer's common cash fund, retirement benefits, worker's compensation, unemployment compensation and litigations.

Amounts may not match between schedules due to rounding.

#### ***B. Basis of Accounting***

The financial data presented in the Liquor Purchase Revolving Fund reports have been prepared on an accrual basis in accordance with all Governmental Accounting Standards Board (GASB) pronouncements and those Financial Accounting Standards Board Statements and Interpretations, Accounting Principles Board Opinions, and Accounting Research Bulletins that were issued on or before November 30, 1989, except those that conflict with a GASB pronouncement.

#### ***C. Inventory***

Inventory is stored and handled by private Authorized Distribution Agents on behalf of the Commission. The inventory is valued at the latest quoted price. Inventory is purchased daily in amounts sufficient to fill the orders received the prior day.



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## NOTES TO FINANCIAL STATEMENTS

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### **NOTE 2. Retirement Contributions**

All classified Liquor Control Commission employees are members of the State Employees Retirement System. During the 2004 fiscal year, \$1,173,393.06 was paid into the Retirement Fund on behalf of the employees. All new employees hired after March 30, 1997 participate in a defined contribution plan. Employees hired before March 30, 1997 are covered by a defined benefits plan unless they chose to convert to the defined contribution plan during 1997.

### **NOTE 3. Employees' Compensation, Absences and Longevity Benefits**

The amounts owed for accumulated leave benefits and longevity are recorded as a liability in these financial reports. Salaries, wages and employee benefits are appropriated in and paid from the Liquor Purchase Revolving Fund.

### **NOTE 4. Interest Earnings**

For investment purposes, the Liquor Purchase Revolving Fund is kept in the State Treasurer's Common Cash Pool. The Liquor Purchase Revolving Fund began receiving credit for the interest earned on its cash balances deposited with the State Treasurer effective April 14, 1998.

### **NOTE 5. Distribution Costs Paid to Suppliers**

This is the amount paid directly to the liquor suppliers by the MLCC for the Authorized Distribution Agents' warehousing and delivery of spirits to retail licensees. The MLCC paid \$6.52 per case for each case purchased through January 31, 2004. The suppliers were required to add \$1.08 per case to the state's payment and pay at least \$7.60 per case to the Commission's Authorized Distribution Agents.

On February 1, 2004, the amount the MLCC paid per case increased by \$.18 to \$6.70. Combined with the \$1.08 per case the suppliers were required to pay, the Authorized Distribution Agents then realized at least \$7.78 per case.



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Michigan Department of Labor and Economic Growth

**LIQUOR CONTROL COMMISSION**

Other Financial Schedules – All Funds

For the Fiscal Year Ended September 30, 2004

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**MICHIGAN LIQUOR CONTROL COMMISSION  
ALL FUNDS  
COMPARATIVE SCHEDULE OF OPERATIONS  
FISCAL YEARS ENDED SEPTEMBER 30**

	<u>2004</u>	<u>2003</u>	<u>INCREASE (DECREASE)</u>	
<b>LIQUOR SALES</b>				
<b>TOTAL GROSS SALES (1)</b>	\$813,799,608	\$768,670,331	\$45,129,277	
Less: Discounts Allowed	138,407,623	130,723,434	7,684,189	
<b>PROCEEDS - SALE OF LIQUOR</b>	\$675,391,985	\$637,946,897	\$37,445,088	
Less: Cost of Goods Sold	493,271,486	465,842,134	27,429,352	
<b>GROSS REVENUE FROM SALE OF LIQUOR</b>	\$182,120,499	\$172,104,763	\$10,015,736	
<b>OTHER REVENUE</b>				
Miscellaneous Revenue	\$354,775	\$222,892	\$131,883	
Non-Operating Revenue	113	28	85	
Interest Revenue	1,127,167	1,099,058	28,109	
<b>TOTAL OTHER REVENUE</b>	\$1,482,055	\$1,321,978	\$160,077	
<b>TOTAL REVENUE</b>	\$183,602,554	\$173,426,741	\$10,175,813	
Less: Distribution Costs Paid to Suppliers	40,010,087	37,262,090	2,747,997	
<b>INCOME FROM LIQUOR MERCHANDISING</b>	\$143,592,467	\$136,164,651	\$7,427,816	
<b>MANAGEMENT EXPENSES</b>				
Commission and DLEG Administration	\$441,964	\$385,300	\$56,664	
Management Support (2)	2,463,183	2,465,515	(2,332)	
Licensing and Enforcement (2)	8,889,725	8,910,557	(20,832)	
DLEG Services (Excluding MLCC Rent)	8,081,075	9,184,151	(1,103,076)	
Attorney General	818,319	821,023	(2,704)	
Auditor General	51,600	63,300	(11,700)	
Civil Service - Personnel	51,356	180,820	(129,464)	
Management and Budget	80,600	0	80,600	
History, Arts & Libraries	22,000	0	22,000	
Compensated Absences	306,252	(26,071)	332,323	
Less: Transfers Not Related to MLCC Operations (3)	3,710,500	3,710,500	0	
<b>TOTAL MANAGEMENT EXPENSES</b>	\$17,495,574	\$18,274,095	(\$778,521)	
<b>INCOME FROM OPERATIONS (Excluding Taxes and Grants)</b>	\$126,096,893	\$117,890,556	\$8,206,337	
Specific Tax, Liquor 1.85% (Off Premise)	11,988,744	11,296,951	691,793	
Revenue Collected for Other Funds	164,087,146	156,971,678	7,115,468	
<b>TOTAL CURRENT EARNINGS AND REVENUE</b>	\$302,172,783	\$286,159,185	\$16,013,598	
Number of Cases Sold	6,029,155	5,752,264	276,891	
Number of Sales Days	262	261	1	
<b>Notes:</b>				
(1) This figure is comprised of:				
	Off Premise	\$646,949,527	\$609,783,017	\$37,166,510
	On Premise	165,515,721	157,772,887	7,742,834
	Other	1,334,360	1,114,427	219,933

(2) Total expenses per page 20 less any equipment purchases.

(3) Grants to Cities - Fire Protection

**MICHIGAN LIQUOR CONTROL COMMISSION  
ALL FUNDS  
COMPARATIVE SCHEDULE OF REVENUE COLLECTED  
FISCAL YEARS ENDED SEPTEMBER 30**

	<u>2004</u>	<u>2003</u>	<b>INCREASE (DECREASE)</b>
<b>GENERAL FUND - GENERAL PURPOSE</b>			
Excise Tax, Beer	\$42,646,537	\$42,688,752	(\$42,215)
Specific Tax, Liquor 4%	32,404,798	30,604,622	1,800,176
Excise Tax, Wine	8,864,020	8,425,624	438,396
Excise Tax, Mixed Spirit Drink	587,776	510,288	77,488
Fines & Costs	1,000,587	949,931	50,656
Miscellaneous Revenue	57,680	37,088	20,592
<b>TOTAL GENERAL FUND - GENERAL PURPOSE</b>	<u>\$85,561,398</u>	<u>\$83,216,306</u>	<u>\$2,345,092</u>
<b>GENERAL FUND - RESTRICTED</b>			
RETAIL LICENSE FEES:			
55% To Local Governments	\$5,572,483	\$5,241,142	\$331,341
41.5% To Licensing & Enforcement	4,732,291	4,184,087	548,204
3.5% To Alcoholism Prevention Programs	397,186	353,028	44,158
License Transfer Fees	607,184	565,909	41,275
Sunday Sales Fees	1,447,662	1,298,803	148,859
Non-Retail License Fees-Wine Industry Council	448,927	426,877	22,050
Liquor Control Act Sales	6,943	5,475	1,468
Inspection Fees	302,251	297,343	4,908
Specific Tax, Liquor 4%-Tourism & Conv. Facility	32,515,620	30,712,901	1,802,719
Miscellaneous Revenue	90,403	65,184	25,219
<b>TOTAL GENERAL FUND - RESTRICTED</b>	<u>\$46,120,950</u>	<u>\$43,150,749</u>	<u>\$2,970,201</u>
<b>SCHOOL AID FUND</b>			
Specific Tax, Liquor 4%	\$32,404,798	\$30,604,622	\$1,800,176
<b>TOTAL SCHOOL AID FUND</b>	<u>\$32,404,798</u>	<u>\$30,604,622</u>	<u>\$1,800,176</u>
<b>OTHER FUNDS REVENUE</b>	<u>\$164,087,146</u>	<u>\$156,971,678</u>	<u>\$7,115,468</u>
<b>LIQUOR PURCHASE REVOLVING FUND</b>			
Specific Tax, Liquor 1.85% (Off Premise)	\$11,988,744	\$11,296,951	\$691,793
Income From Operations (Excluding Taxes & Grants) (1)	126,096,893	117,890,556	8,206,337
<b>LIQUOR PURCHASE REVOLVING FUND REVENUE</b>	<u>\$138,085,637</u>	<u>\$129,187,507</u>	<u>\$8,898,130</u>
 <b>TOTAL REVENUE COLLECTED</b>	 <u><u>\$302,172,783</u></u>	 <u><u>\$286,159,185</u></u>	 <u><u>\$16,013,598</u></u>

Note:

(1) Income from Operations (Page 18) after all operating expenses including General Fund portion of Licensing and Enforcement.

**MICHIGAN LIQUOR CONTROL COMMISSION  
ALL FUNDS  
SCHEDULE OF EXPENSES BY TYPE AND ACCOUNT  
FISCAL YEARS ENDED SEPTEMBER 30**

	<u>COMMISSION</u> (1)	<u>MANAGEMENT SUPPORT</u>	<u>LICENSING &amp; ENFORCEMENT</u>	<u>TOTAL 2004</u>	<u>TOTAL 2003</u>
<b>MLCC APPROPRIATED EXPENSES</b>					
Salaries & Wages	\$402,938	\$1,196,152	\$4,747,246	\$6,346,336	\$6,841,179
Longevity & Insurance	0	346,738	1,096,970	1,443,708	1,257,117
Retirement & FICA	0	434,517	1,309,939	1,744,456	1,685,112
Subtotal	<u>\$402,938</u>	<u>\$1,977,407</u>	<u>\$7,154,155</u>	<u>\$9,534,500</u>	<u>\$9,783,408</u>
Communications	\$0	\$35,312	\$88,103	\$123,415	\$150,726
Travel	0	50,621	265,828	316,449	325,821
Utilities	0	16,047	2,418	18,465	15,969
Contractual Services	0	96,280	681,484	777,764	469,970
Supplies & Materials	0	122,690	62,877	185,567	205,035
Equipment Replacement, Additions & Rentals	0	16,292	43,801	60,093	76,627
Misc - Unemployment Insurance Claims	0	0	9,412	9,412	0
Subtotal	<u>\$0</u>	<u>\$337,242</u>	<u>\$1,153,923</u>	<u>\$1,491,165</u>	<u>\$1,244,148</u>
<b>TOTAL MLCC APPROPRIATED EXPENSES</b>	<u>\$402,938</u>	<u>\$2,314,649</u>	<u>\$8,308,078</u>	<u>\$11,025,665</u>	<u>\$11,027,556</u>
<b>OPERATING TRANSFERS OUT &amp; OTHER EXPENSES</b>					
Rent and Building Occupancy (2)	\$0	\$148,534	\$581,647	\$730,181	\$755,154
Other Operating Transfers Out (3)	0	0	0	9,104,949	10,249,294
<b>TOTAL OPERATING TRANSFERS OUT &amp; OTHER EXPENSES</b>	<u>\$0</u>	<u>\$148,534</u>	<u>\$581,647</u>	<u>\$9,835,130</u>	<u>\$11,004,448</u>
<b>GRAND TOTAL</b>	<u>\$402,938</u>	<u>\$2,463,183</u>	<u>\$8,889,725</u>	<u>\$20,860,795</u>	<u>\$22,032,004</u>

**Notes**

(1) Fringe benefits and other expenses are reported in Management Support as appropriated by the Legislature.

(2) Rent and Building Occupancy amounts are appropriated in Management Services, Department of Labor and Economic Growth.

(3) Transfer amounts are appropriated in other departments and bureaus. They are not allocated to the divisions but are included in the totals.