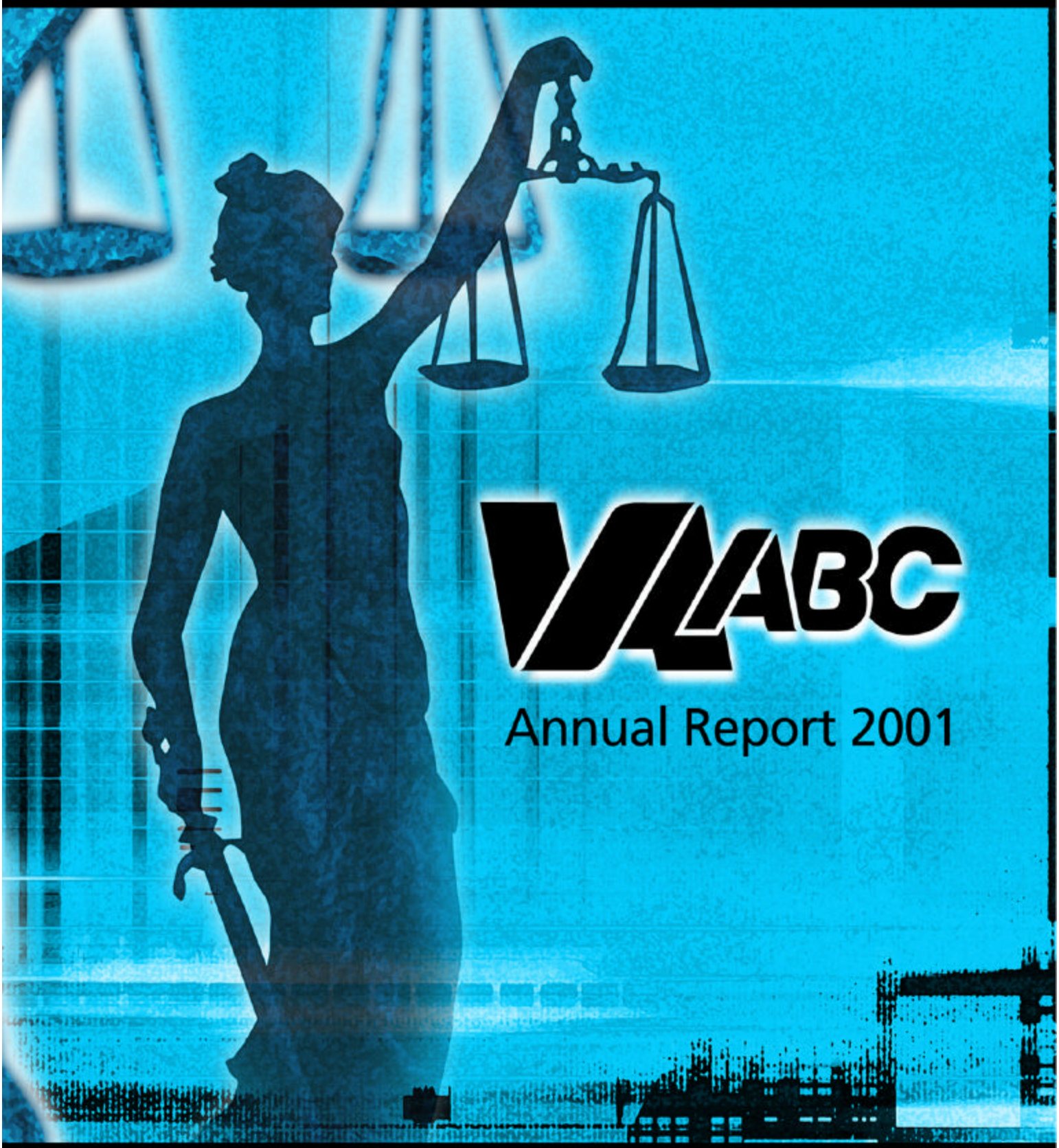
Celebrating excellence in the Commonwealth since 1934



VLABC

Annual Report 2001

Virginia Department of Alcoholic Beverage Control

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Mission Statement

The mission of the Virginia Department of Alcoholic Beverage Control is to control the distribution of alcoholic beverages; operate efficient, conveniently located retail outlets; enforce the laws of the Commonwealth pertaining to alcoholic beverages and youth access to tobacco products; and provide excellent customer service, a reliable source of revenue, and effective public safety.

Revenues Up for the Third Year/Contributions Set Record

Fiscal Year 2001 was the most profitable in the Department's history. ABC stores grossed over $382 million and produced net profits of over $41.5 million. Citizens of the Commonwealth are benefiting from a record $178.5 million in contributions this year from ABC. Revenues and taxes are split between local governments and the state General Fund. In Fiscal Year 2001, approximately $16.8 million of profits were distributed directly to localities for education, police, fire, rescue, public works and other projects.

Department Staff

Governor James S. Gilmore, III

Clarence W. Roberts (center), Clater C. Mottinger, and Sandra C. Canada

Governor

James S. Gilmore, III

The Board

Clarence W. Roberts
Chairman

Sandra C. Canada
Member

Clater C. Mottinger
Member

Executive Staff

W. Curtis Coleburn, III
Chief Operating Officer /Secretary to the Board

Ronald K. Layne
Chief Financial Officer

John W. Wszelaki
Internal Audit Director

Division Directors

Virginia A. Adams
Wholesale/Retail Operations

Kathi N. King
Human Resources

Robert W. Southhall
Property Management Services

S. Christopher Curtis
Bureau of Law Enforcement

Howard Lee
Adjudication

J. Craig Vanderland
Policy, Analysis and Support Services

Rebecca V. Gettings
Public Affairs

Nancy A. Murphy
Financial Management Services

Chris N. Saneda
Information Technology Services

Sara M. Gilliam
Board Administration

Wholesale/Retail Operations

The past fiscal year was another exciting record year for Wholesale/Retail Operations Division: everything from over $382 million in gross sales; to taking steps to replace the product distribution and cash register systems; to opening new stores to better serve the public; to updating our stores staffing formula.

Product knowledge is a key to good customer service.

The Management of Inventory and Product Sales (MIPS) system began development of the first iteration of functionality in late March 2001 with user involvement in one of many steps in the software development lifecycle. Simultaneously an effort was launched to replace the Point of Sale (POS) system and create an enhanced data warehouse. A Request for Proposal (RFP) was developed to purchase the POS system by the fourth quarter of 2001. While a team of Oracle consultants gathered requirements for the data warehouse, a data warehouse team was put in place to develop the database for the "go live" date in late third quarter 2001. As these efforts continue to progress, new technologies are incorporated and user involvement is vital to their successes.

The stores staffing formula, that allocates man-hours to each of our stores, was modified to include all of the changes that have occurred in recent years. Some of the changes had been addressed in the past but only with temporary fixes. The changes to the formula address some of the recent staffing inequities resulting from events such as lottery ticket sales. The system has become much more automated with very little resources necessary to maintain it.

Our category development manager continued to provide inventory and demographic analysis as well as store layouts and merchandising for new or relocated stores. Using the Inventory Management program, slow moving products were again removed from all stores based on individual store sales. Shelf plans were updated quarterly reflecting product and price changes and new shelf guides were provided to stores showing these changes. Shelf inventory levels were revised for each store based on new sales levels for 2001.

Wholesale/Retail became more proactive in its approach to resource management. For example, a committee developed new Employee Work Profiles for each of the different store positions to conform to the new Compensation Reform program. The division is now distributing all store manuals electronically and has eliminated all but a minimum of communication via regular mail by developing templates for stores to use for communicating data and information electronically.

Checking the ID is an integral part of the sales transaction.

The POS Support staff maintained technical and procedural support of POS and Gateway systems and made modifications to the POS register receipts to include ABC's web address giving customers access to an online comment card. Support staff also provided technical and informational assistance in the MIPS project, POS RFP, and Credit Card Processing Services RFP. They coordinated the installation and removal of cash register systems during the opening of six new stores, relocation of six stores, and the permanent closing of three others.

The 254 ABC retail stores were responsible for over $382 million in gross sales and the sale of approximately 2.8 million cases of distilled spirits, Virginia wines, and assorted mixers. The ABC warehouse received 2.9 million cases and shipped 2.8 million cases during the fiscal year. The cost of shipping the cases of merchandise to our stores was $1,823,557.84, with an average cost of $0.66 per case. Approximately 123,452 cases were purchased in advance of price increases at a savings of $833,248 or an average of $6.75 per case.

At the close of the fiscal year, ABC carried 2,032 items on our price list, an increase of 91 since last fiscal year. Our Special Order Catalog contains an additional 317 items. 2,613 cases were purchased through the use of our special order process, resulting in $600,011 in revenue.

Bureau of Law Enforcement

The mission of ABC's Bureau of Law Enforcement is to promote the responsible distribution and consumption of alcoholic beverages and voluntary compliance with state tobacco laws. The Bureau conducts education programs and continuous statewide law enforcement operations to ensure public safety and enforce the laws and regulations of the Commonwealth of Virginia.

During 2001, special agents and staff of the Bureau of Law Enforcement:

- issued 10,064 one-day banquet and special event licenses
- issued 1,899 new retail, wholesale and special permit licenses
- collected $69,887,676 in wine and beer taxes and license fees
- conducted 10,710 criminal investigations
- made 2,604 arrests
- conducted 10,148 inspections of licensed establishments
- issued 2,047 written warnings and violation reports
- conducted 19 illegal still investigations
- conducted 2,097 public and licensee training presentations

The Bureau is committed to preventing sales of alcoholic beverages to underage persons and tobacco products to minor children. Special agents continued alcohol and tobacco enforcement operations utilizing underage buyers to conduct checks on retail ABC licensees and ABC stores that sell alcohol and retail establishments that sell tobacco products. During the fiscal year, special agents teamed with underage buyers checked 2,620 alcohol retailers statewide. A random sample of ABC licensees found that 23% sold to the underage buyers, an improvement over the 24% non-compliance rate for the previous year. Under agreements with the Virginia Tobacco Settlement Foundation and the Department of Mental Health Mental Retardation and Substance Abuse Services, special agents teamed with minor buyers checked 5,173 tobacco retailers statewide, of which 887 sold to the minor buyers. This was a 17% non-compliance rate reduced from 22% the previous year. The Bureau is partnering with the Department of Mental Health, Mental Retardation and Substance Abuse Services in Governor Gilmore's "No ID, No Tobacco, No Excuses" campaign to curb underage tobacco purchases across Virginia.

ABC special agents are committed to preventing underage purchases.

The Bureau is also committed to preventing illegal drug activity in ABC licensed establishments. Special agents conducted undercover investigations in several Richmond "rave clubs" to combat the growing use of Ecstasy and other illegal controlled substances among young nightclub revelers. These Bureau investigations resulted in criminal convictions of several club operators and the revocation of two of the clubs' ABC licenses. Special agents are sharing ABC expertise in this new club drug phenomenon with other Virginia law enforcement agencies by hosting training sessions around the state open to local, state and federal law enforcement officers.

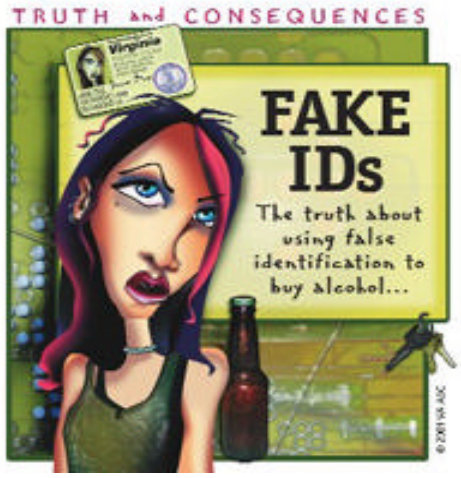
The Bureau's Illegal Whiskey Task Force and Financial Investigations Section concluded a joint investigation into the illegal manufacture and transportation of untaxed liquor spanning Virginia, North Carolina and Pennsylvania in cooperation with the Federal Bureau of Alcohol, Tobacco and Firearms, the Internal Revenue Service, and the North Carolina Alcohol Law Enforcement Department. The investigation, known as "Operation Lightning Strike", resulted in two defendants being convicted of perjury in grand jury testimony. All but four of the original 20 defendants pled guilty to the major criminal conspiracy and money laundering charges.

Education Section

The Education Section advocates zero tolerance for underage consumption through the use of prevention initiatives that focus on environmental, educational and information dissemination strategies. The section also promotes responsible consumption and distribution of alcoholic beverages by licensees to those of age.

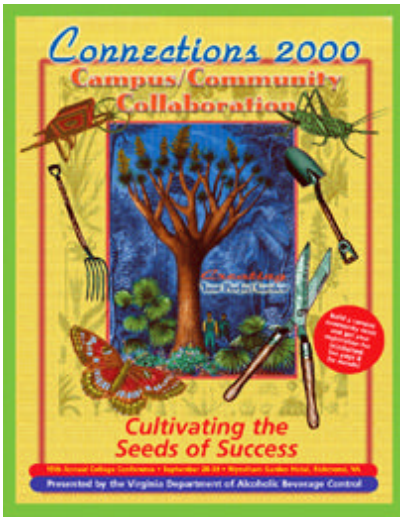
The Education Section continues to take the lead in the Office of Juvenile Justice and Delinquency Prevention (OJJDP) grant program, "Enforcing Underage Drinking Laws." A new training program was developed to aid local law enforcement in understanding the alcohol laws of Virginia. This program will be taught to local enforcement officials as well as to the various academies. A total of $53,000 was distributed to 11 communities to either develop or enhance community alcohol prevention coalitions. In addition, these communities attended an evaluation training seminar conducted by the Center for the Advancement of Public Health of George Mason University. Additional funding of $34,000 was given to eight university law enforcement departments to aid in the enforcement of underage drinking laws. A media campaign, using social norms marketing approaches, was developed for the community college system. Through the OJJDP Discretionary grant, Education continues to provide technical assistance to Blacksburg, Farmville, the City of Richmond and Virginia Beach in the area of coalition building, youth initiatives, and law enforcement activities.

Education received grant funding from the Virginia Department of Motor Vehicles to provide technical assistance to colleges on designated Drr programs, Driving Under the Influence (DUI) prevention programs and seller/server training activities as it relates to the college population. In addition, a training program was held for 10 college campuses on these issues. The program received the 2001 Governor's Transportation Safety Award for Impaired Driving. A $5,000 grant was funded through the National Alcohol Beverage Control Association to Education for the College of William and Mary to conduct research on the use of false identifications.



A Fake ID brochure was developed and distributed statewide to colleges, high schools, law enforcement agencies and licensees. In addition, a brochure was developed entitled *Virginia Alcohol Laws and Parental Responsibility*. This brochure was distributed to parents of high school juniors and seniors.

The Virginia College Alcohol Leadership Council was formed to help guide ABC in their educational efforts with Institutions of Higher Education. The Council represents the various colleges and universities as well as community and state representatives. The 15th Annual College Conference was held in Richmond. Keynote speakers included Darlind Davis from the White House Office of National Drug Control Policy office as well as Attorney General Mark Earley. Thirty college campuses were in attendance and each college campus team included a representative from the community. Various regional training sessions were held throughout the year on topics such as evaluation and focus group training. The Second Annual spring training was held in Harrisonburg, Virginia. This training focused on using technology to address alcohol education. In addition, two retreats were held for college alcohol prevention specialists to discuss statewide standards as well as planning initiatives for the upcoming year.



Training for Intervention Procedures (TIPS) for sellers and servers of alcohol were offered to licensees throughout the state. There were 500 servers certified in the On or Off-Premise TIPS program.

The Department also actively participated in the Youth Alcohol and Drug Abuse Prevention Project (YADAPP), a leadership and peer empowerment conference aimed at Virginia high school youth.

Public Affairs

Public Affairs is charged with disseminating information to the press, public and public through the press. In addition to answering questions from the media, public relations specialists pitch ABC stories through news releases and other means.

Efforts to publicize ABC enforcement activities, prevention programs and retail operations resulted in 52 news releases during FY01. In addition, Public Affairs staff responded to more than 400 inquiries from the media and answered hundreds of questions and requests for materials from the agency's web site and toll-free line.

Staff participated in numerous special events and conferences, including promotions for Drunk and Drugged Driving (3D) Prevention Month, College Conference and Youth Alcohol and Drug Abuse Prevention Project (YADAPP).

Public Affairs produces the *Licensee* newsletter, an excellent tool for educating and informing licensees. The *Inside Spirits* employee newsletter, also produced by Public Affairs, keeps staff updated on the latest agency developments and newest employees.

Public Affairs provided writing, design, photographic and other support services to all agency divisions throughout the year. A dynamic new graphics style, combined with creative concepts and unity of message, has enhanced the brochures and prevention materials produced by the division. Some publications, such as the 2000 Annual Report and strategic plan projects originated in Public Affairs and other projects were brought to Public Affairs from various divisions to be designed and produced.

Numerous publications including Fake IDs and Virginia Alcohol Laws and Parental Responsibility brochures, the Social Norms Marketing Conference brochure and a brochure and collateral materials for College Conference, were among the projects based out of the agency's Education section and produced by the Public Affairs graphic designer.

The ABC Virginia State Fair booth targeted youth and alcohol education.

The division also partnered with Education in producing materials for a statewide campaign with “Most kids think they’re invincible, we don’t. Virginia ABC agents saving lives by enforcing underage drinking laws” as the featured theme.

In a complete turnaround from the previous year’s nostalgic 65th Anniversary booth at the Virginia State Fair, ABC’s year 2001 booth targeted teenagers with a “Celebrate Our Youth and Community” theme. The goal was to attract a young audience, and focus on underage alcohol prevention education. Public awareness of ABC’s prevention literature, conferences, programs and activities increased at the fair, as thousands of citizens visited the booth. Public Affairs enlisted employees, representing every department at ABC’s Central Office, to ensure the booth was manned during the 11-day fair. The State Fair is a valuable outlet for promoting ABC services and the agency’s mission.

Financial Management Services

The Financial Management Services Division is responsible for all fiscal functions of the agency including payroll, budgeting, cash receipts, cash disbursements and financial reporting.

While paying the agency’s bills for goods and services and processing payroll, the Accounts Payable and Payroll sections are responsible for ensuring the agency remains in compliance with the Commonwealth’s Accounting Policies and Procedures. In fiscal year 2001, ABC liquor sales required the processing of payments totaling $212 million in purchases of merchandise for resale. The division processed an additional $51 million in payroll related expenses and $29 million in other non-alcohol purchases.

During the fiscal year the division processed receipts of $336.7 million in revenue and an additional $136.8 million in taxes for a total of $473.5 million in deposits.

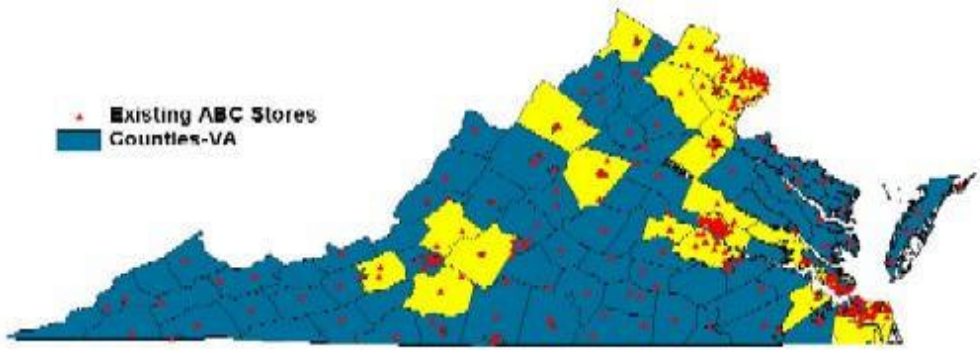
Division of Policy, Analysis and Support Services

The mission of the division of Policy, Analysis and Support Services is to provide program and decision support services to internal and external customers. The fiscal year brought with it opportunities to expand services and improve effectiveness and efficiency in each of the division's three sections:

Policy and Planning - Coordinates the analysis, development and maintenance of agency policies and facilitates the agency strategic planning process:

- Given the relatively new nature of the section, emphasis was placed on the review and production of agency policies. During the fiscal year, most policies were reviewed and redrafted. In an effort to improve timeliness, accuracy and availability, all policies are now available online along with pertinent templates for state and agency forms.
- Considerable effort was also placed on the development of the agency's strategic plan. The section worked to develop the appropriate planning process and facilitated the drafting of agency goals, objectives, strategies and work plans. Work on the next logical step, the development of relevant performance measures is currently underway.

Top 25 Expansion Markets



The highlighted areas represent the Top 25 Country Market Areas (CMAs) as ranked by 2002 Market Location Strategy.

Research and Analysis - provides management decision support such as market plans and real estate location studies, management reports, operational studies, and a wide array of data support for internal and external customers;

- Considerable effort was expended to support the agency's goal to expand the retail store network to improve customer convenience. As part of the agency's Real Estate Committee, the section developed planning strategies to expand service and provided numerous analytical reviews of potential store locations.
- A small part of revenue reliability is the accuracy of the agency's forecasts. In this annual exercise, the forecast was extremely accurate, coming within 1.3% of the actual sales performance.

Purchasing and Support Services - manages the procurement of goods and services as well as other services such as mail receipt and delivery, high volume copying, and supply distribution.

- Efforts to streamline the purchasing process continue. A new policy was implemented, expanding the authority of division managers in purchasing necessary goods and services through their corporate cards. A new purchasing module has been implemented and work continues on the implementation of electronic requisitioning.
- The section is also expanding its use of the Internet for agency purchasing. By using the WWW to seek additional competition, the section finds ways to improve quality and reduce the cost of goods and services.

Division of Information Technology Services

The Information Technology Services Division (ITSD) went through a year of transition beginning with a new Chief Information Officer in July 2000. Through the strategic planning process, senior members of the division created five key values that aligned its activities with the ABC strategic direction, and also guided ITSD interaction, direction, and reorganization:

Customer Excellence	Align ITSD processes and organization to put internal and external customers at the forefront of every initiative.
e-Business	Establish an interactive presence on the Web that offers customer ease of use and streamlines ABC operations.
Information Delivery	Offer robust, flexible and accurate data to ABC customers; Collect data, deliver knowledge.
Process Excellence	Partner with ABC Divisions to review processes and offer reengineered solutions using a sound technology foundation and defined, repeatable, project methodology.
Technical Excellence	Offer flexible solutions based on a superior technical infrastructure.

ITSD has revamped its development environment to prepare the agency for Internet based transactions. The staff is standardizing on Java development tools and has created a high availability J2EE n-tiered architecture that encapsulates enterprise data and analysis via data warehousing. Infrastructure changes also include the initialization of connecting nearly 200 retail stores to the ABC WAN via DSL or ISDN, thus increasing application performance five times with a cost-neutral financial impact. A Citrix terminal server was also introduced to address poor Computerized Organization of Resources for Enforcement (CORE) application performance that was being experienced by remote Enforcement personnel.

Video conferencing was implemented through a partnership with the Adjudication Division resulting in a nine-month Return on Investment (ROI) and outstanding community feedback. Weekly video conferencing hearings are now being held between the Hampton Regional Office and the Richmond Central Office; this has the potential to save nearly $15,000 in yearly travel expenditures. Travel to remote locations such as Abington can be reduced by 50% for savings of $10,000 yearly and also promises to increase the availability of Administrative Law Judges to remote locations.

The process that ITSD uses in approaching a project has taken a dramatic facelift. Coupled within a Quality Assurance effort, a formal software development methodology has been introduced that reinforces the partnership between ITSD and the business unit. Though still in its infancy, the Quality Assurance effort promises to make ITSD more effective and more efficient with measured results and systems that meet business needs. This process is being used for the re-write of the Agency inventory management system and the commercial-off-the-shelf Point-Of-Sale replacement.

The Information Technology Services Division "We make IT better" team poses outside the ABC Central Office.

The agency accounting system experienced a significant upgrade to Performance 2.1. This upgrade will enable ABC to pursue electronic requisitioning, three-way match, and encumbrances thus strengthening financial controls and accountability. Two new in-house development applications, Stock Supply and Equipment System, and Lottery were implemented to streamline processes, improve accountability, tighten controls, and save approximately 80 labor hours per year.

Product Approvals within the Tax Management function continue to be an area for automated process improvement. Automated search of historical records and product images have been enabled thus saving over 800 hours of labor per year in administration of this information. In addition, approximately 400 hours were saved when ITSD provided an automated method of capturing and reporting data for a high-visibility court case.

Human Resources

During the past fiscal year, 104 new classified employees joined ABC. Human Resources screened thousands of applications and consulted with hiring managers to fill vacancies and further enhance the quality of the organization's workforce. Continued development of a partnership with agency management resulted in significant improvements in employee relations practices in the agency and the successful resolution of related issues.

FY01 was marked with major changes in the Commonwealth's performance management and compensation systems. These changes have resulted in Human Resources working with all levels of agency management in crafting how ABC will handle salary administration. Significant training was provided to employees, supervisors, and managers to promote a better understanding of the new programs. The Human Resources staff continues to serve on various committees at the state level to ensure that agency concerns are addressed and to facilitate the continued changes occurring with the next phase of Compensation Reform.

An employee recognition program was implemented, featuring Board awards that include Partner in Excellence and Community Star for Volunteerism. Divisional awards plans were developed, and an employee-to-employee Shining Star appreciation award program was launched at the Central Office. A workplace safety committee was established in an effort to foster a safe work environment.

Training Section

ABC Training & Organizational Development

ABC is committed to promoting a learning culture that strives to retain and recruit an educated workforce. Employees are offered an array of professional development, skill development, and technical and human resources policy workshops.

Two such examples during FY01 included the Virginia compensation reform initiative and the implementation of Microsoft Office Suite 2000 throughout the agency. Nearly 700 ABC employees participated in 68 Microsoft 2000 Word and Excel workshops that were offered statewide. Over 700 agency employees attended 18 compensation reform workshops that were conducted at various locations across Virginia.

Training Coordinator Ann Perkins teaches a class on High Performance Management.

Newly hired and/or promoted employees can also take advantage of an array of training opportunities. Over 80 employees attended New Employee Orientation. Retail 101, a workshop that focuses on customer service, product knowledge and security issues, was presented to 400 wage employees this year. Nearly 100 managers attended High Performance Management and 24 retail management personnel were provided two weeks of on-the-job training. To further promote the learning culture at ABC, employees can participate in the Tuition Assistance Program (TAP). Offered to all ABC employees, TAP provides reimbursement for college and university courses as they work toward earning their undergraduate or graduate degrees. Many ABC employees have benefited from this program.

Adjudication Division

The very essence of a modern administrative agency is the capacity to decide private rights, that is the liability of one individual to another; as well as public rights such as those of a community to be free from the endangerments and loss of quietude and tranquility imposed on it by a local business.

At the Virginia Department of Alcoholic Beverage Control, the resolution and enforcement of these rights is initially accomplished by skilled professionals trained in the law and practices of the agency. Their jobs are to carefully consider the facts and arguments propounded by the disputants and issue a decision. If one of the parties is dissatisfied with that decision, they have the right to appeal to the full Board and, further, to the Circuit Court and beyond.

Issues the division considers include contested applications. These often involve concerns of the community or nearby residents about the impact that an establishment licensed to sell alcoholic beverages may have on property values, peace and good order, as well as the normal operations of public facilities. Oftentimes the Administrative Law Judge/Hearing Officer is able to assist the parties in arriving at a reasonable resolution including, perhaps, limited hours of operation, enhanced security and, in some cases, limitations on product sales.

Director of ABC Adjudication Howard Lee and Court Reporter Donna Tuten participate in an electronic hearing at the ABC Central Office in Richmond.

Local communities, police departments and ABC officials themselves sometimes challenge existing licenses. The challenges may come from the sale, often inadvertent but occasionally deliberate, of alcoholic beverages to an under-aged person. Sometimes challenges arise out of conduct that is alleged to be inappropriate, disorderly or destructive of a community's peace, quietude and tranquility. Solutions will vary. Sometimes the imposition of a civil penalty and/or probation is adequate; in other cases, restrictions on the license are required. In a few instances, revocation is the only suitable response. However, every case is carefully considered and proof by at least a preponderance of the evidence is required.

Unlike many administrative agencies, ABC does not require parties coming before it to have counsel. The decision to employ or not to employ private counsel is one that applicants, licensees and others need to carefully consider in light of the impact a decision can have on the business or the community. Regardless of what the parties decide, the Administrative Law Judges/Hearing Officers (ALJ/HO) of ABC endeavor to assure that all rights are protected, that each party has ample opportunity to present its side, and that the Decision rendered takes full account of the current state of the law as well as the facts.

Like every judicial or quasi-judicial body, the workloads increase each year. That increase is measured several ways. Obviously, the growth in numbers is one measure. Another measure is complexity. Both can severely impact the time that is required for a case to be set for hearing, heard and decided. Efforts to reduce the time have been undertaken; but, at present, the results have been mixed.

The process of establishing fixed docket times in each region has had some success. Continuances requested by the last minute employment of private counsel and/or the sudden unavailability of witnesses unfortunately has clouded the expected impact this procedure was expected to have. While fixed docket times have helped, more effort will be expended in coordinating the availability of witnesses and counsel. A possibility may be to limit the time that licensees have to obtain counsel and to deny continuances to those who wait until the last moment. Another would be to require the parties to proceed without a particular witness so long as adequate notice has been given. The legal impact such options entail will have to be explored; but they are alternatives that have been used in other forums.

During this past fiscal year, a decision was made to utilize video-teleconferencing capabilities in hearing certain cases. This has been successful and will be employed in each of the agency's regional offices this year. The savings in time and money are significant to ABC applicants and licensees. Unlike telephone conferences, the video-teleconference allows all of the parties to see as well as hear one another. The quality of the equipment ABC has acquired also allows the ALJ/HO to view documents on the screen. The hearings that have been held using the equipment have been an overwhelming success.

Accordingly, over the coming months, those hearings that lend themselves to video teleconferencing will be conducted exclusively through ABC's private and secure electronic network. There are some cases the division has determined can only be heard in the presence of an ALJ/HO. These are the cases where there is significant public participation or where there is a strong likelihood of license revocation if the charges against the license are substantiated. ABC wants and intends to be in the forefront of those agencies that use virtual processes; but it is most committed to assuring that its own hearing process is both fair and perceived to be fair.

There is great pleasure to be taken in ascribing justice and assisting localities and businesses in achieving their best. That has been and will remain the commitment of the Adjudication Division.

Board Administration

Board Administration facilitates all aspects of the appeal process for Board Appeals except for hearing the appeals and making the decisions. Responsibilities include: accepting appeal notices; requesting transcripts; scheduling the appeals; checking in attendees; calling the cases; recording the appeals; and preparing final orders.

Board Administration also handles offers in compromise, which are plea bargains initiated by licensees. Staff members receive the offers, review them, contact ABC Enforcement, and prepare summaries for Board vote. After the vote, the licensee or their attorney is contacted and a final order is prepared.

Staff responsibilities are similar for requests for modifications, late appeals and reconsiderations. After receiving and reviewing the requests, they are summarized for Board vote, parties are contacted, notices are prepared and/or final orders are issued.

The division is also responsible for regulations (initiating the rulemaking process) and Freedom of Information Act Requests. They serve as the liaison between the agency and the Secretary of the Commonwealth on distribution and collection of Statements of Economic Interests.

Board Administration fields numerous phone inquiries about Virginia ABC laws. Many of the inquiries deal with the Wine and Beer Franchise Act. Others are regulatory or policy and procedure matters. The division receives bankruptcy petitions that list the agency as a creditor. Board Administration is responsible for coordinating with various divisions to confirm that money is owed.

Permits authorizing the sale of alcoholic beverages warranted by particular situations such as foreclosures, bankruptcies and deaths are issued by the division. They are also responsible for issuing permits to allow the shipment of a reasonable amount of alcoholic beverages into the Commonwealth that is part of the personal or household effects of a person moving to Virginia.

When ABC administrative law cases are appealed to the Circuit Court, the division handles the Notice of Appeal and prepares necessary paperwork for the Attorney General. They also track the Circuit Court Cases.

Board Administration's director is responsible for the official minutes of the ABC Board. The division also serves as a repository of important documents for the agency.

Property Management Services

The Property Management Services Division maintains rented and owned properties including the ABC Central Office.

Property Management Services Division maintains rented and owned properties including the Central Office and Warehouse, regional enforcement offices and ABC stores. Property Management negotiates and prepares leases for all agency-leased space. The staff also performs renovations, upgrades and repair work. Property Management Services staff was instrumental in finalizing the contract for the new heating, ventilation and air conditioning system to be installed in the Central Office. The contract commenced June 11, 2001.

A primary focus of the division during the past fiscal year was the opening of new stores and relocation of existing stores. Staff set up six new stores (Glen Allen, Williamsburg, Leesburg, Thornburg, Kiln Creek and Richmond) and relocated six (Short Pump, Newport News, Woodbridge, Richmond, Cape Charles and Virginia Beach), bringing the total to 254 stores statewide. There are plans to open and relocate more stores in the next fiscal year.

Property Management Services staff continued work on its extensive maintenance reserve program to update ABC-owned facilities. ABC owns 18 properties: the Central Office, three regional enforcement offices with attached ABC stores and 14 freestanding ABC liquor stores. Project Management Services staff handles structural maintenance on owned properties, while landlords are responsible for this type of maintenance on leased properties.

The division also handles the sale of property that is not being utilized. Surplus property for sale or in negotiation during FY01 included one property in the Chesapeake area. The division director chairs the agency's Real Estate Committee, which routinely meets twice monthly and performs considerable analysis regarding new store openings, relocations and closings. Sales, profitability and demographic reports are studied so that low volume stores can be closed while more profitable stores are maintained or opened. This results in more profits to the general fund and localities.

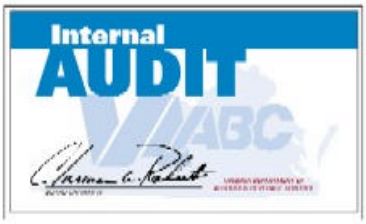
Modernization efforts include an emphasis on updating interior store design and customizing fixtures and interior lighting to augment product displays. The division also replaces worn trade fixtures and equipment as needed and addresses Americans with Disabilities Act (ADA) compliance issues when doing renovations.

Store Activities FY2001

07-01-2000 Through 06-30-2001

Store # - Location	Activity	Closed	Opened	Total
207, Glen Allen	New Self-Service		08/16/00	252
331, Short Pump	Relocated		08/28/00	252
320, Williamsburg	New Self-Service		09/12/00	253
342, Newport News	Relocated		10/16/00	253
301 Woodbridge	Relocated		10/23/00	253
166, Leesburg	New Self-Service		11/27/00	254
150, Richmond	Relocated		11/27/00	254
103, Thornburg	New Self-Service		11/29/00	255
222, Kiln Creek	New Self-Service		12/12/00	256
217, Alberta	Permanently Closed	01/27/01		255
366, Richmond	New Self-Service			256
190, Richmond	Permanently Closed	03/29/01		255
156, Cape Charles	Relocated		04/25/01	255
162, Buena Vista	Permanently Closed	03/28/01		254
306, Virginia Beach	Relocated		05/10/01	254
336, Virginia Beach	Remodeled		06/08/01	254
259, Roanoke	Remodeled		05/2001	254
266, Lynchburg	Remodeled		03/2001	254
276, Danville	Remodeled		05/2001	254

Internal Audit Division



The Internal Audit Division has agency wide responsibility for managing risk, ensuring that a proper internal control environment exists, and adding value through creative business solutions/recommendations. The division also has responsibility for conducting all administrative reviews and investigating all state hotline complaints.

The division has been proactive in working with various divisions to identify opportunities for improvement and eliminate redundant tasks. Staff members have worked closely with all divisions at ABC to enhance business process and partner with line management to develop creative solutions to mitigate risk. Internal Audit has provided input on agency strategic

planning, major system development projects, compensation reform, and all major components of ABC operations. The division director also chairs the IT Steering Committee.

The major contribution the division has made to ABC this past year is raising the awareness level of risk mitigation and internal control in all aspects of ABC operations. Our focus and approach has been to work with line management in identifying issues, document internal control deficiencies, and jointly develop cost effective solutions to enhance business process. The division has worked closely with the Wholesale/Retail Division to develop a store program that incorporates best practice methodology throughout the state. Quarterly meetings are held with the Wholesale/Retail Division to review opportunities for improvement and incorporate sound business practices at all locations.

The division has completed more than 70 reviews, store audits, and investigations in this fiscal year. Five full-time professionals staff the division. Four of the individuals are certified in various disciplines.

Legislation - 2001 General Assembly

W. Curtis Coleburn, III
Chief Operating Officer

Although the Department of Alcoholic Beverage Control did not have any legislative agenda of its own during the 2001 session of the Virginia General Assembly, the session was still very active in consideration of alcoholic beverage legislation. Twenty bills and one resolution directly affecting ABC were introduced, and nine of these were signed into law by Governor James Gilmore. The topics ranged from the creation of a new license for motor sports facilities to home winemaking.

House Bill 41, a carryover from the 2000 Session, added ABC special agents to the list of emergency services personnel for whom hypertension or heart disease which causes death or disability is presumed to be an occupational disease, suffered in the line of duty. This presumption makes it easier for covered personnel to obtain worker's compensation benefits for the effects of hypertension or heart disease.

House Bill 1701 and Senate Bill 970 were identical bills. They repealed a "sunset clause" included in legislation passed in 2000, which authorized the issuance of an annual mixed beverage amphitheater license for a facility in Portsmouth. Without the repeal, this license would have automatically ceased to exist in 2002.

House Bill 1704 provides for the designation of alternative inclement weather sites on banquet applications for outdoor events. In the past, licensees have been forced to either take a chance on the weather's cooperation or acquire separate licenses for two sites. In an unrelated matter, an amendment to this bill also allows wine and beer retailers to display point of sale advertising materials that incorporate the use of professional athletes or athletic teams.

A motor sports facility in Halifax County has been issued a new "annual mixed beverage sports facility

license," under the provision of identical House Bill 2175 and Senate Bill 1100. These bills provide an exception to the mixed beverage referendum statute for this facility, and allow sale and consumption of mixed beverages during scheduled events and events or performances immediately subsequent thereto in many areas of the premises.

Villa Appalachia, one of Virginia's fine farm wineries, sits on property which straddles the line between Floyd and Patrick Counties. Floyd County allows Sunday sales of wine and beer, but as of this year's General Assembly, Patrick County did not. Unfortunately for the winery, their retail sales area is located in Patrick County. House Bill 2250 is narrowly drawn to allow this winery to sell wine on Sunday from a single location in Patrick County.

House Bill 2313 extends to home winemakers the same privileges home brewers have had since 1995. Home winemakers can now remove from their residence up to 50 liters of their homemade wine at any one time; may give away up to one liter per person per year; and may give away samples of up to one ounce for on-premises consumption at events organized for judging or exhibiting such wine.

Finally, House Bill 2791 authorizes the qualified voters of any supervisor's election district in a county to call for a referendum on the issue of Sunday wine and beer sales in that election district. Previously, such votes were held only on a countywide basis.

Financial Results in Brief*

	FY 2001
ABC PROFITS (1)	41,561,803
STATE TAXES (2)	62,781,177
GENERAL SALES TAX (3)	13,757,290
WINE LITER TAX (4)	19,657,220
MALT BEVERAGE TAX	40,632,396
	178,389,886

	General Fund	Localities	
ABC PROFITS	24,784,025	16,777,778	
STATE TAXES	62,781,177		
GENERAL SALES TAX	13,757,290		
WINE LITER TAX	9,828,610	9,828,610	
MALT BEVERAGE TAX	40,632,396		
	151,783,498	*26,606,388*	***178,389,886***

1. Profits are reported in accordance with GAAP. Profits include licensing fees and ABC's portion (12%) of the Wine Liter Tax.
2. State Taxes (20%) on distilled spirits and (4%) on wine sold in ABC stores.
3. General Sales Tax (4.5%).
4. The non-ABC portion (88%) of the Wine Liter Tax. (rate = 40 cents per liter)

* Before Audit

Sales of All Beverages - Fiscal Year 2001

	Gallons	Liters	Percent of Total	Gross Sales	Percent of Total
Distilled Spirits	7,038,767	26,644,621	96.0	377,802,583	98.7
Virginia Wines	46,438	175,787	0.6	1,844,703	0.5
Vermouth	40,335	152,685	0.5	1,019,598	0.3
Alcohol	328	1,240	0.0	19,089	0.0
Non-Alcohol Mixers	209,163	791,769	2.9	1,969,771	0.5
Total	*7,335,031*	*27,766,101*	*100.0*	*$ 382,655,743*	*100.0*

	Gallons	Liters	Percent of Total	Gross Sales	Percent of Total
Wines ($0.40 Liter)	14,249,934	53,941,843	8.9	$21,576,737	34.7
Beer ($7.95 Barrel)	145,664,510	551,399,893	91.1	40,632,396	65.3
Total	*159,914,444*	*605,341,735*	*100.0*	*$62,209,133*	*100.0*

Case Sales Comparison - Fiscal Year 2001

	FY01	FY00	Difference	% Chg	% of Total Cases Sold
Distilled Spirits					
Straight Bourbon	327,948	334,905	(6,957)	(2.1)	11.9%
Canadian Whisky	178,598	182,828	(4,230)	(2.3)	6.5%
Scotch	139,194	138,772	422	0.3	5.1%
Blended Whiskey	79,332	82,229	(2,896)	(3.5)	2.9%
Tennessee Whiskey	82,868	81,776	1,092	1.3	3.0%
Domestic Whiskey	45,350	45,652	(302)	(0.7)	1.6%
Irish Whiskey	7,705	7,072	633	9.0	0.3%
Corn Whiskey	2,726	2,907	(181)	(6.2)	0.1%
Bottled in Bond	1,622	1,906	(284)	(14.9)	0.1%
Straight Rye Whiskey	560	604	(44)	(7.3)	0.0%
Samples	263	584	(321)	(55.0)	0.0%
Subtotal - Distilled Spirits	*866,166*	*879,235*	*(13,068)*	*(1.5)*	*45.9%*
MiscelLnous Distilled Spirits					
Vodka - Domestic	485,225	480,514	4,710	1.0	
Imported	89,112	75,183	13,928	18.5	
Flavored	31,728	26,941	4,787	17.8	
Total	*606,065*	*582,639*	*23,426*	*4.0*	*32.1%*

Case Sales Comparison - Fiscal Year 2001

Gin - Domestic	212,942	225,465	(12,523)	(5.6)	
Imported	44,603	41,774	2,828	6.8	
Flavored	4,864	4,743	121	2.6	
Sloe Gin	1,477	1,536	(59)	(3.8)	
Total	*263,885*	*273,518*	*(9,633)*	*(3.5)*	*14.0%*
Rum - Domestic	254,424	238,063	16,361	6.9	
Imported	28,290	25,800	2,491	9.7	
Total	*282,715*	*263,863*	*18,852*	*7.1*	*15.0%*
Brandy - Domestic	122,717	106,932	15,785	14.8	
Imported	7,478	8,003	(525)	(6.6)	
Cognac\Armagnac	53,212	45,902	7,310	15.9	
Flavored	11,068	10,515	553	5.3	
Total	*194,476*	*171,353*	*23,122*	*13.5*	*10.3%*
Cordials - Imported	123,256	115,986	7,270	6.3	
Domestic	115,104	112,067	3,037	2.7	
Total	*238,360*	*228,053*	*10,307*	*4.5*	*12.6%*
Rock & Rye	1,147	1,109	38	3.4	0.1%
Tequila	97,511	103,460	(5,949)	(5.7)	5.2%
Cocktails	68,459	60,760	7,699	12.7	3.6%
Specialty Bottles	15,912	17,051	(1,138)	(6.7)	0.8%
Egg Nog	8,337	8,089	249	3.1	0.4%
MiscelLnous	8,520	7,214	1,306	18.1	0.5%
Alcohol	156	322	(166)	(51.6)	0.0%
Subtotal - Misc. Distilled Spirits	*1,785,543*	*1,717,430*	*68,112*	*4.0*	*94.5%*
Vermouth					
Vermouth - Imported	9,649	9,248	401	4.3	
Domestic	6,904	7,298	(394)	(5.4)	
Subtotal - Vermouth	*16,553*	*16,546*	*7*	*0.0*	*0.9%*
Subtotal - Virginia Wine	*19,812*	*17,749*	*2,063*	*11.6*	*1.0%*
Subtotal - Non-Alcohol	*67,029*	*61,457*	*5,572*	*9.1*	*3.5%*
Grand Total	***2,755,103***	***2,692,418***	***75,754***	***4.2***	***100.0%***

Distribution of Profits and Wine Taxes to Cities

Cities	Total Profits FY2001	Total Profits FY2000	Wine Tax FY2001	Wine Tax FY2000
Alexandria	$302,202.45	$334,413.62	$177,296.69	$171,185.91
Bedford	16,194.75	18,579.20	9,308.09	9,510.66
Bristol	47,315.14	55,466.90	26,847.16	28,393.44
Buena Vista	16,663.31	19,267.99	9,533.03	9,863.27
Charlottesville	108,828.23	121,740.85	63,462.48	62,318.99
Chesapeake	430,215.99	457,132.03	257,955.05	234,005.31
Clifton Forge	9,906.87	14,073.51	5,376.98	7,204.21
Colonial Heights	42,486.81	48,317.36	24,544.36	24,733.60
Covington	18,126.52	21,650.17	10,167.69	11,082.69
Danville	135,011.73	159,582.04	76,223.18	81,689.84
Emporia	14,420.62	16,479.76	8,307.20	8,435.97
Fairfax	53,027.76	59,837.24	30,770.96	30,630.60
Falls Church	25,443.72	28,640.31	14,785.23	14,660.95
Franklin	21,728.98	25,048.98	12,453.53	12,822.55
Fredericksburg	49,795.74	57,229.47	28,590.65	29,295.69
Galax	17,567.41	20,149.28	10,098.42	10,314.40
Hampton	357,995.03	402,477.22	208,174.25	206,027.58
Harrisonburg	87,083.43	92,360.63	52,264.91	47,279.29
Hopewell	59,701.42	69,483.28	34,023.12	35,568.40
Lexington	18,080.17	20,931.31	10,336.29	10,714.71
Lynchburg	171,668.72	198,662.43	98,164.35	101,695.04
Manassas	77,140.72	82,630.39	46,058.55	42,298.38
Manassas Park	20,114.08	20,254.55	12,388.17	10,368.27
Martinsville	41,608.05	48,612.12	23,657.13	24,884.48
Newport News	453,301.19	515,654.86	261,826.38	263,963.07
Norfolk	661,948.12	785,788.72	372,724.19	402,244.25
Norton	10,828.05	12,774.14	6,120.35	6,539.07
Petersburg	94,190.13	111,369.95	53,165.36	57,010.13
Poquoson	29,099.58	33,100.88	16,808.34	16,944.30
Portsmouth	268,552.25	312,540.89	153,048.33	159,989.28
Radford	41,506.88	47,944.40	23,760.80	24,542.67
Richmond	525,217.46	609,976.57	299,695.00	312,246.23
Roanoke	250,508.44	290,280.13	143,135.09	148,594.02
Salem	62,735.39	71,576.70	36,173.79	36,640.04
Staunton	63,347.61	73,573.89	36,145.90	37,662.38
Suffolk	144,253.50	156,835.91	85,450.19	80,284.11
Virginia Beach	1,048,125.42	1,182,334.55	608,319.23	605,235.55

Distribution of Profits and Wine Taxes to Cities

Cities	Total Profits FY2001	Total Profits FY2000	Wine Tax FY2001	Wine Tax FY2000
Waynesboro	49,065.81	55,791.74	28,347.21	28,559.73
Williamsburg	30,173.17	34,316.03	17,430.22	17,566.33
Winchester	58,405.58	66,012.27	33,860.33	33,791.59
TOTAL	***$5,933,586.23***	***$6,752,892.27***	***$3,426,798.18***	***$3,456,796.98***

Distribution of Profits and Taxes to Counties and Towns

Counties/ Towns	Total Profits FY2001	Total Profits FY2000	Wine Tax FY2001	Wine Tax FY2000
Accomack	$60,618.67	$65,137.00	$36,133.73	$33,343.54
Accomac	1,273.32	1,401.63	749.20	717.50
Belle Haven	1,338.54	1,582.10	755.72	809.88
Bloxom	958.20	1,073.78	558.22	549.68
Chincoteague	9,849.52	10,743.87	5,824.13	5,499.79
Hallwood	639.07	685.78	381.22	351.05
Keller	568.25	706.83	310.50	361.83
Melfa	1,131.86	1,287.33	653.82	659.00
Onancock	3,804.66	4,313.20	2,201.91	2,207.91
Onley	1,361.37	1,600.15	771.22	819.11
Painter	666.03	779.02	378.43	398.78
Parksley	2,072.98	2,343.08	1,201.76	1,199.42
Saxis	935.43	1,103.86	528.64	565.07
Tangier	1,678.90	1,982.15	948.53	1,014.66
Wachapreague	719.29	875.27	398.74	448.05
Subtotal	*87,616.09*	*95,615.05*	*51,795.77*	*48,945.27*
Albermarle	184,383.89	203,538.07	108,321.01	104,190.88
Scottsville	1,382.99	1,567.06	800.61	802.17
Subtotal	*185,766.88*	*205,105.13*	*109,121.62*	*104,993.05*
Alleghany	32,708.98	37,753.95	18,732.62	19,326.20
Clifton Forge	2,013.90		1,357.98	
Iron Gate	1,078.03	1,254.25	614.47	642.05
Subtotal	*35,800.91*	*39,008.20*	*20,705.07*	*19,968.25*
Amelia	24,790.04	26,429.57	14,837.99	13,529.26
Subtotal	*24,790.04*	*26,429.57*	*14,837.99*	*13,529.26*

Distribution of Profits and Taxes to Counties and Towns

Counties/ Towns	**Total Profits FY2001**	**Total Profits FY2000**	**Wine Tax FY2001**	**Wine Tax FY2000**
Amherst	71,502.68	79,935.38	41,711.33	40,918.83
Amherst	5,399.28	6,021.62	3,153.92	3,082.45
Subtotal	*76,901.96*	*85,957.00*	*44,865.25*	*44,001.28*
Appomattox	28,107.23	31,308.22	16,429.85	16,026.65
Appomattox	4,489.96	5,134.32	2,585.55	2,628.26
Pamplin City	534.92	625.62	304.86	320.25
Subtotal	*33,132.11*	*37,068.16*	*19,320.26*	*18,975.16*
Arlington	458,960.24	514,024.63	267,461.33	263,128.56
Subtotal	*458,960.24*	*514,024.63*	*267,461.33*	*263,128.56*
Augusta	148,166.35	161,973.24	87,508.96	82,913.90
Craigsville	2,237.33	2,442.34	1,322.42	1,250.23
Subtotal	*150,403.68*	*164,415.58*	*88,831.38*	*84,164.13*
Bath	12,692.73	14,434.45	7,332.54	7,388.98
Subtotal	*12,692.73*	*14,434.45*	*7,332.54*	*7,388.98*
Bedford	129,426.68	137,011.48	77,753.87	70,136.00
Subtotal	*129,426.68*	*137,011.48*	*77,753.87*	*70,136.00*
Bland	17,242.34	19,592.78	9,965.39	10,029.55
Subtotal	*17,242.34*	*19,592.78*	*9,965.39*	*10,029.55*
Botetourt	64,054.85	69,417.10	38,009.58	35,534.53
Buchanan	3,194.37	3,675.54	1,832.82	1,881.50
Fincastle	703.75	709.84	433.10	363.38
Troutville	1,169.94	1,368.55	664.70	700.56
Subtotal	*69,122.91*	*75,171.03*	*40,940.20*	*38,479.97*
Brunswick	38,054.95	41,640.03	22,464.32	21,315.48
Alberta	856.49	1,013.63	483.18	518.88
Brodnax	960.75	1,167.03	533.17	597.40
Lawrenceville	3,723.32	4,469.60	2,081.91	2,287.99
Subtotal	*43,595.51*	*48,290.29*	*25,562.58*	*24,719.75*
Buchanan	75,316.04	90,318.33	42,140.89	46,233.84
Grundy	3,259.24	3,925.18	1,818.71	2,009.30
Subtotal	*78,575.28*	*94,243.51*	*43,959.60*	*48,243.14*

Distribution of Profits and Taxes to Counties and Towns

Counties/ Towns	**Total Profits FY2001**	**Total Profits FY2000**	**Wine Tax FY2001**	**Wine Tax FY2000**
Buckingham	34,356.71	37,341.87	20,354.98	19,115.27
Dillwyn	1,186.37	1,377.57	677.03	705.18
Subtotal	*35,543.08*	*38,719.44*	*21,032.01*	*19,820.45*
Campbell	113,699.47	127,957.98	66,077.88	65,501.53
Altavista	9,424.10	11,086.77	5,335.91	5,675.30
Brookneal	3,443.53	4,042.49	1,952.25	2,069.34
Subtotal	*126,567.10*	*143,087.24*	*73,366.04*	*73,246.17*
Caroline	49,197.06	54,290.86	28,907.02	27,791.42
Bowling Green	2,491.73	2,896.52	1,421.00	1,482.71
Port Royal	507.53	613.59	282.52	314.10
Subtotal	*52,196.32*	*57,800.97*	*30,610.54*	*29,588.23*
Carroll	64,719.15	72,572.29	37,689.49	37,149.66
Hillsville	6,476.84	7,330.02	3,752.08	3,752.22
Subtotal	*71,195.99*	*79,902.31*	*41,441.57*	*40,901.88*
Charles City	16,843.54	18,895.02	9,806.67	9,672.35
Subtotal	*16,843.54*	*18,895.02*	*9,806.67*	*9,672.35*
Charlotte	25,828.45	29,058.39	15,013.20	14,874.96
Charlotte Court House	1,293.40	1,597.14	710.16	817.57
Drakes Branch	1,429.47	1,699.41	804.17	869.92
Keysville	1,854.58	2,018.24	1,098.03	1,033.13
Phenix	634.87	782.02	349.15	400.32
Subtotal	*31,040.77*	*35,155.20*	*17,974.71*	*17,995.90*
Chesterfield	582,620.06	630,327.37	346,034.13	322,663.78
Subtotal	*582,620.06*	*630,327.37*	*346,034.13*	*322,663.78*
Clarke	22,362.64	25,027.49	13,040.65	12,810.52
Berryville	8,299.28	9,805.88	4,683.20	5,020.64
Boyce	1,290.43	1,564.06	715.33	800.63
Subtotal	*31,952.35*	*36,397.43*	*18,439.18*	*18,631.79*
Craig	11,501.17	12,692.94	6,757.53	6,497.49
New Castle	415.75	457.18	244.75	234.04
Subtotal	*11,916.92*	*13,150.12*	*7,002.28*	*6,731.53*
Culpeper	53,962.47	57,779.91	32,226.14	29,577.46

Distribution of Profits and Taxes to Counties and Towns

Counties/ Towns	**Total Profits FY2001**	**Total Profits FY2000**	**Wine Tax FY2001**	**Wine Tax FY2000**
Culpeper	23,153.77	25,809.96	13,528.67	13,212.09
Subtotal	*77,116.24*	*83,589.87*	*45,754.81*	*42,789.55*
Cumberland	20,145.36	22,305.88	11,815.03	11,418.34
Subtotal	*20,145.36*	*22,305.88*	*11,815.03*	*11,418.34*
Dickenson	38,259.04	44,629.78	21,773.39	22,845.93
Clinchco	2,227.83	3,061.94	1,132.02	1,567.41
Clintwood	4,025.94	4,638.03	2,308.28	2,374.20
Haysi	553.03	667.73	308.10	341.82
Subtotal	*45,065.84*	*52,997.48*	*25,521.79*	*27,129.36*
Dinwiddie	58,743.34	65,970.17	34,180.47	33,770.04
McKenney	1,046.04	1,161.01	612.67	594.33
Subtotal	*59,789.38*	*67,131.18*	*34,793.14*	*34,364.37*
Essex	19,028.14	21,235.10	11,111.04	10,870.22
Tappahannock	4,563.13	4,899.72	2,721.05	2,508.15
Subtotal	*23,591.27*	*26,134.82*	*13,832.09*	*13,378.37*
Fairfax	2,157,747.64	2,367,716.03	1,271,783.77	1,212,030.82
Clifton	465.41	529.38	268.83	270.98
Herndon	46,046.50	48,542.94	27,721.97	24,849.07
Vienna	38,441.36	44,671.89	21,927.19	22,867.49
Subtotal	*2,242,700.91*	*2,461,460.24*	*1,321,701.76*	*1,260,018.36*
Fauquier	115,791.96	129,934.12	67,405.05	66,513.10
Remington	1,317.30	1,383.59	794.58	708.26
The Plains	604.83	658.71	357.95	337.19
Warrenton	14,203.65	14,984.88	8,547.93	7,670.74
Subtotal	*131,917.74*	*146,961.30*	*77,105.51*	*75,229.29*
Floyd	31,512.77	34,797.29	18,509.79	17,812.67
Floyd	1,058.48	1,191.10	615.17	609.72
Subtotal	*32,571.25*	*35,988.39*	*19,124.96*	*18,422.39*
Fluvanna	37,683.71	37,152.39	23,442.28	19,018.26
Columbia	144.78	174.45	80.75	89.30
Subtotal	*37,828.49*	*37,326.84*	*23,523.03*	*19,107.56*
Franklin	97,366.61	105,910.78	57,661.12	54,215.60

Distribution of Profits and Taxes to Counties and Towns

Counties/ Towns	**Total Profits FY2001**	**Total Profits FY2000**	**Wine Tax FY2001**	**Wine Tax FY2000**
Boones Mill	656.26	718.86	387.17	367.98
Rocky Mount	10,662.93	12,325.97	6,101.33	6,309.65
Subtotal	*108,685.80*	*118,955.61*	*64,149.62*	*60,893.23*
Frederick	123,117.51	130,767.30	73,836.09	66,939.61
Middletown	2,733.61	3,191.27	1,554.99	1,633.61
Stephens City	3,063.87	3,567.25	1,745.65	1,826.07
Subtotal	*128,914.99*	*137,525.82*	*77,136.73*	*70,399.29*
Giles	25,530.78	29,362.18	14,652.83	15,030.47
Glen Lyn	429.64	511.32	241.54	261.74
Narrows	5,449.85	6,262.24	3,129.42	3,205.63
Pearisburg	6,906.42	7,874.43	3,983.86	4,030.91
Pembroke	2,824.77	3,200.31	1,635.41	1,638.23
Rich Creek	1,743.50	2,015.23	997.68	1,031.59
Subtotal	*42,884.96*	*49,225.71*	*24,640.74*	*25,198.57*
Gloucester	81,909.15	90,628.14	48,057.99	46,392.42
Subtotal	*81,909.15*	*90,628.14*	*48,057.99*	*46,392.42*
Goochland	38,870.97	42,599.52	22,926.50	21,806.64
Subtotal	*38,870.97*	*42,599.52*	*22,926.50*	*21,806.64*
Grayson	38,061.22	43,324.40	21,976.00	22,177.70
Fries	1,744.65	2,075.38	981.08	1,062.40
Independence	2,564.09	2,971.72	1,464.91	1,521.21
Troutdale	1,253.88	589.54	969.69	301.79
Subtotal	*43,623.84*	*48,961.04*	*25,391.68*	*25,063.10*
Greene	29,576.70	30,198.36	18,094.43	15,458.49
Stanardsville	827.48	773.00	527.31	395.70
Subtotal	*30,404.18*	*30,971.36*	*18,621.74*	*15,854.19*
Greensville	23,510.83	24,688.05	14,183.11	12,637.78
Subtotal	*23,510.83*	*24,688.05*	*14,183.11*	*12,637.78*
Halifax	66,874.14	76,137.22	38,825.71	38,897.13
Clover				70.57
Halifax	3,160.98	2,561.31	1,870.32	1,389.14
Scottsburg	391.32	457.18	222.50	234.04
South Boston	24,058.66	28,592.18	13,537.20	14,636.30

Distribution of Profits and Taxes to Counties and Towns

Counties/ Towns	**Total Profits FY2001**	**Total Profits FY2000**	**Wine Tax FY2001**	**Wine Tax FY2000**
Virgilina	418.39	484.26	239.21	247.89
Subtotal	*94,903.49*	*108,371.17*	*54,694.94*	*55,475.07*
Hanover	165,316.57	172,043.36	100,183.49	88,068.78
Ashland	16,292.39	18,368.66	9,458.81	9,402.89
Subtotal	*181,608.96*	*190,412.02*	*109,642.30*	*97,471.67*
Henrico	599,994.21	655,247.03	354,557.26	335,420.13
Subtotal	*599,994.21*	*655,247.03*	*354,557.26*	*335,420.13*
Henry	147,213.99	169,008.48	84,577.66	86,515.23
Ridgeway	1,977.43	2,261.87	1,138.52	1,157.85
Subtotal	*149,191.42*	*171,270.35*	*85,716.18*	*87,673.08*
Highland	6,266.98	7,257.83	3,582.02	3,715.28
Monterey	532.91	667.73	289.77	341.82
Subtotal	*6,799.89*	*7,925.56*	*3,871.79*	*4,057.10*
Isle of Wight	52,031.08	57,118.18	30,660.26	29,238.73
Smithfield	14,060.89	15,153.31	8,368.44	7,756.96
Windsor	2,594.48	3,083.00	1,459.95	1,578.18
Subtotal	*68,686.45*	*75,354.49*	*40,488.65*	*38,573.87*
James City	100,621.22	105,182.90	60,840.38	53,842.98
Subtotal	*100,621.22*	*105,182.90*	*60,840.38*	*53,842.98*
King and Queen	16,644.13	18,916.07	9,618.77	9,683.12
Subtotal	*16,644.13*	*18,916.07*	*9,618.77*	*9,683.12*
King George	37,626.32	40,686.57	22,353.40	20,827.41
Subtotal	*37,626.32*	*40,686.57*	*22,353.40*	*20,827.41*
King William	22,451.41	23,987.23	13,423.27	12,279.05
West Point	7,609.40	8,836.93	4,342.14	4,523.62
Subtotal	*30,060.81*	*32,824.16*	*17,765.41*	*16,802.67*
Lancaster	23,665.37	26,995.03	13,647.28	13,818.73
Irvington	1,420.52	1,491.87	856.87	763.69
Kilmarnock	2,988.80	3,335.65	1,745.18	1,707.52
White Stone	959.97	1,118.90	546.59	572.77
Subtotal	*29,034.66*	*32,941.45*	*16,795.92*	*16,862.71*

Distribution of Profits and Taxes to Counties and Towns

Counties/ Towns	**Total Profits FY2001**	**Total Profits FY2000**	**Wine Tax FY2001**	**Wine Tax FY2000**
Lee	55,344.09	64,490.32	31,516.95	33,012.51
Jonesville	2,466.10	2,788.24	1,429.43	1,427.28
Pennington Gap	4,910.51	5,781.00	2,779.10	2,959.28
Saint Charles	503.40	619.60	276.99	317.18
Subtotal	*63,224.10*	*73,679.16*	*36,002.47*	*37,716.25*
Loudoun	220,941.78	197,287.86	143,467.62	100,991.40
Hamilton	1,726.19	2,105.47	955.44	1,077.78
Hillsboro	204.99	216.56	123.28	110.86
Leesburg	50,946.99	48,732.44	32,131.96	24,946.07
Lovettsville	2,027.80	2,252.85	1,187.06	1,153.24
Middleburg	1,491.19	1,651.28	874.52	845.30
Purcellville	5,882.67	5,266.66	3,815.84	2,696.00
Round Hill	1,330.24	1,546.02	758.73	791.40
Subtotal	*284,551.85*	*259,059.14*	*183,314.45*	*132,612.05*
Louisa	52,543.93	56,444.45	31,325.20	28,893.85
Louisa	3,061.93	3,272.49	1,830.33	1,675.18
Mineral	1,194.41	1,416.68	672.90	725.19
Subtotal	*56,800.27*	*61,133.62*	*33,828.43*	*31,294.22*
Lunenburg	22,963.21	25,039.97	13,580.87	12,817.92
Kenbridge	3,288.10	3,801.88	1,881.17	1,946.18
Victoria	4,765.44	5,504.28	2,728.07	2,817.62
Subtotal	*31,016.75*	*34,346.13*	*18,190.11*	*17,581.72*
Madison	30,837.49	35,016.84	17,830.03	17,925.08
Madison	730.85	923.40	395.15	472.69
Subtotal	*31,568.34*	*35,940.24*	*18,225.18*	*18,397.77*
Mathews	22,385.28	25,109.14	13,033.95	12,853.35
Subtotal	*22,385.28*	*25,109.14*	*13,033.95*	*12,853.35*
Mecklenburg	54,868.37	60,965.17	32,117.39	31,208.00
Boydton	1,181.96	1,362.53	677.42	697.48
Chase City	6,378.52	7,345.06	3,658.09	3,759.93
Clarksville	3,303.01	3,738.69	1,913.31	1,913.84
LaCrosse	1,481.13	1,651.28	865.36	845.30
South Hill	11,129.84	12,683.91	6,421.82	6,492.88
Subtotal	*78,342.83*	*87,746.64*	*45,653.39*	*44,917.43*

Distribution of Profits and Taxes to Counties and Towns

Counties/ Towns	**Total Profits FY2001**	**Total Profits FY2000**	**Wine Tax FY2001**	**Wine Tax FY2000**
Middlesex	22,092.83	24,435.41	12,965.06	12,508.45
Urbanna	1,389.48	1,591.13	799.47	814.50
Subtotal	*23,482.31*	*26,026.54*	*13,764.53*	*13,322.95*
Montgomery	65,240.77	72,864.05	38,079.23	37,299.01
Blacksburg	93,953.93	104,322.66	55,017.13	53,402.64
Christiansburg	40,520.15	45,129.09	23,687.38	23,101.52
Subtotal	*199,714.85*	*222,315.80*	*116,783.74*	*113,803.17*
Nelson	34,517.37	38,433.72	20,181.14	19,674.18
Subtotal	*34,517.37*	*38,433.72*	*20,181.14*	*19,674.18*
New Kent	29,403.65	31,416.51	17,579.45	16,082.07
Subtotal	*29,403.65*	*31,416.51*	*17,579.45*	*16,082.07*
Northampton	24,164.20	27,617.65	13,919.22	14,137.45
Cape Charles	3,467.10	4,222.97	1,920.79	2,161.73
Cheriton	1,350.32	1,579.10	767.31	808.35
Eastville	495.34	556.44	288.16	284.85
Exmore	2,922.56	3,353.70	1,679.52	1,716.76
Nassawadox	1,476.42	1,696.40	847.83	868.38
Subtotal	*33,875.94*	*39,026.26*	*19,422.83*	*19,977.52*
Northumberland	28,548.42	31,485.69	16,779.83	16,117.49
Subtotal	*28,548.42*	*31,485.69*	*16,779.83*	*16,117.49*
Nottoway	22,301.91	25,003.87	12,988.86	12,799.45
Blackstone	9,949.43	11,637.20	5,653.15	5,957.07
Burkeville	1,362.02	1,609.17	769.17	823.73
Crewe	6,008.16	6,845.76	3,467.03	3,504.34
Subtotal	*39,621.52*	*45,096.00*	*22,878.21*	*23,084.59*
Orange	45,717.29	49,601.69	27,111.42	25,391.04
Gordonsville	3,628.46	4,063.54	2,114.58	2,080.11
Orange	9,723.37	10,764.93	5,703.02	5,510.56
Subtotal	*59,069.12*	*64,430.16*	*34,929.02*	*32,981.71*
Page	36,738.77	41,218.94	21,388.46	21,099.93
Luray	12,165.06	13,796.80	7,038.73	7,062.56
Shenandoah	5,529.95	6,656.27	3,086.86	3,407.33

Distribution of Profits and Taxes to Counties and Towns

Counties/ Towns	**Total Profits FY2001**	**Total Profits FY2000**	**Wine Tax FY2001**	**Wine Tax FY2000**
Stanley	3,193.18	3,567.25	1,863.49	1,826.07
Subtotal	*57,626.96*	*65,239.26*	*33,377.54*	*33,395.89*
Patrick	44,438.37	49,652.83	25,931.03	25,417.23
Stuart	2,513.47	2,902.52	1,439.05	1,485.80
Subtotal	*46,951.84*	*52,555.35*	*27,370.08*	*26,903.03*
Pittsylvania	139,041.95	155,175.61	81,188.13	79,434.20
Chatham	3,519.09	4,072.57	2,012.36	2,084.74
Gretna	3,610.25	4,310.19	2,025.65	2,206.38
Hurt	3,361.30	3,892.10	1,921.41	1,992.37
Subtotal	*149,532.59*	*167,450.47*	*87,147.55*	*85,717.69*
Powhatan	45,033.00	46,103.61	27,513.88	23,600.39
Subtotal	*45,033.00*	*46,103.61*	*27,513.88*	*23,600.39*
Prince Edward	30,728.96	33,660.34	18,129.02	17,230.69
Farmville	17,219.88	19,586.82	9,946.68	10,026.48
Subtotal	*47,948.84*	*53,247.16*	*28,075.70*	*27,257.17*
Prince George	75,493.40	82,395.78	44,626.23	42,178.29
Subtotal	*75,493.40*	*82,395.78*	*44,626.23*	*42,178.29*
Prince William	594,048.92	632,769.71	355,732.33	323,914.02
Dumfries	11,636.25	12,879.42	6,825.94	6,592.95
Haymarket	1,543.94	1,452.76	980.82	743.67
Occoquan	1,208.36	1,055.74	791.46	540.43
Quantico	1,667.79	2,015.23	929.60	1,031.59
Subtotal	*610,105.26*	*650,172.86*	*365,260.15*	*332,822.66*
Pulaski	59,291.11	67,672.57	34,180.29	34,641.50
Dublin	5,444.76	6,051.70	3,186.52	3,097.85
Pulaski	25,669.02	30,032.92	14,582.09	15,373.82
Subtotal	*90,404.89*	*103,757.19*	*51,948.90*	*53,113.17*
Rappahannock	17,021.30	19,322.14	9,843.37	9,890.97
Washington	505.52	595.54	285.98	304.86
Subtotal	*17,526.82*	*19,917.68*	*10,129.35*	*10,195.83*
Richmond	17,210.36	18,898.03	10,140.05	9,673.88
Warsaw	2,858.09	2,977.72	1,731.05	1,524.30

Distribution of Profits and Taxes to Counties and Towns

Counties/ Towns	**Total Profits FY2001**	**Total Profits FY2000**	**Wine Tax FY2001**	**Wine Tax FY2000**
Subtotal	*20,068.45*	*21,875.75*	*11,871.10*	*11,198.18*
Roanoke	191,394.85	215,512.14	111,197.69	110,320.39
Vinton	20,029.71	22,988.67	11,509.37	11,767.86
Subtotal	*211,424.56*	*238,500.81*	*122,707.06*	*122,088.25*
Rockbridge	45,726.87	50,663.45	26,808.75	25,934.54
Glasgow	2,905.14	3,428.89	1,641.58	1,755.26
Goshen	983.12	1,100.86	572.99	563.53
Subtotal	*49,615.13*	*55,193.20*	*29,023.32*	*28,253.33*
Rockingham	123,696.20	136,500.16	72,681.93	69,874.26
Bridgewater	11,143.44	11,790.59	6,696.22	6,035.59
Broadway	5,090.51	5,597.53	2,996.95	2,865.36
Dayton	3,079.52	3,365.74	1,819.04	1,722.91
Elkton	5,122.56	5,820.10	2,960.87	2,979.30
Grottoes	4,267.46	4,376.35	2,605.11	2,240.26
Mount Crawford	613.21	685.78	357.65	351.05
Timberville	4,264.45	4,800.46	2,477.98	2,457.35
Subtotal	*157,277.35*	*172,936.71*	*92,595.75*	*88,526.08*
Russell	63,678.61	71,958.69	36,921.26	36,835.56
Castlewood	0.00		0.00	
Cleveland	510.62	643.68	276.50	329.50
Honaker	2,473.62	2,857.41	1,416.00	1,462.71
Lebanon	8,772.71	10,223.52	4,995.51	5,233.41
Subtotal	*75,435.56*	*85,683.30*	*43,609.27*	*43,861.18*
Scott	48,876.77	56,077.50	28,091.13	28,706.01
Clinchport	181.89	201.52	106.64	103.15
Duffield	146.55	162.43	85.92	83.15
Dungannon	700.04	751.95	417.35	384.92
Gate City	5,733.70	6,659.27	3,271.63	3,408.87
Nickelsville	1,098.31	1,236.21	638.24	632.81
Weber City	3,912.33	4,704.21	2,185.35	2,408.08
Subtotal	*60,649.59*	*69,793.09*	*34,796.26*	*35,726.99*
Shenandoah	55,151.48	61,801.34	32,130.12	31,636.03
Edinburg	2,208.76	2,586.71	1,254.04	1,324.14
Mount Jackson	4,186.01	4,761.35	2,417.97	2,437.34
New Market	3,887.00	4,316.19	2,276.07	2,209.46

Distribution of Profits and Taxes to Counties and Towns

Counties/ Towns	**Total Profits FY2001**	**Total Profits FY2000**	**Wine Tax FY2001**	**Wine Tax FY2000**
Strasburg	9,992.95	11,315.36	5,787.23	5,792.32
Toms Brook	612.05	682.77	357.46	349.50
Woodstock	8,926.08	9,691.15	5,291.43	4,960.88
Subtotal	*84,964.33*	*95,154.87*	*49,514.32*	*48,709.67*
Smyth	57,543.39	65,347.53	33,269.62	33,451.32
Chilhowie	5,036.12	5,928.39	2,850.34	3,034.73
Marion	17,086.50	19,941.74	9,721.05	10,208.15
Saltville	5,928.50	6,917.95	3,373.28	3,541.29
Subtotal	*85,594.51*	*98,135.61*	*49,214.29*	*50,235.49*
Southampton	37,910.34	43,543.97	21,774.12	22,290.11
Boykins	1,688.50	1,979.13	958.15	1,013.13
Branchville	192.26	165.43	126.67	84.69
Capron	392.01	433.13	230.20	221.71
Courtland	2,973.47	3,281.51	1,747.09	1,679.80
Ivor	841.99	974.52	481.43	498.86
Newsoms	839.25	1,013.63	467.46	518.88
Subtotal	*44,837.82*	*51,391.32*	*25,785.12*	*26,307.18*
Spotsylvania	173,384.22	172,656.96	107,355.17	88,382.87
Subtotal	*173,384.22*	*172,656.96*	*107,355.17*	*88,382.87*
Stafford	182,099.00	184,185.87	111,915.02	94,284.51
Subtotal	*182,099.00*	*184,185.87*	*111,915.02*	*94,284.51*
Surry	14,251.79	15,911.28	8,320.07	8,144.96
Claremont	922.76	1,076.80	525.02	551.21
Dendron	789.58	917.38	450.42	469.61
Surry	550.94	577.49	332.66	295.62
Subtotal	*16,515.07*	*18,482.95*	*9,628.17*	*9,461.40*
Sussex	18,684.58	19,701.12	11,247.89	10,084.97
Jarratt	1,473.52	1,672.35	852.25	856.07
Stony Creek	657.09	815.11	359.70	417.25
Wakefield	2,767.14	3,218.35	1,577.60	1,647.48
Waverly	5,858.47	6,686.34	3,377.38	3,422.74
Subtotal	*29,440.80*	*32,093.27*	*17,414.82*	*16,428.51*
Tazewell	78,278.17	90,721.38	44,721.92	46,440.15
Bluefield	13,779.80	16,130.85	7,825.57	8,257.36

Distribution of Profits and Taxes to Counties and Towns

Counties/ Towns	**Total Profits FY2001**	**Total Profits FY2000**	**Wine Tax FY2001**	**Wine Tax FY2000**
Ceder Bluff	3,216.53	3,880.07	1,793.02	1,986.20
Pocahantas	1,285.97	1,543.00	719.28	789.86
Richlands	11,395.31	13,402.77	6,452.88	6,860.86
Tazewell	10,910.97	12,560.59	6,258.44	6,429.76
Subtotal	*118,866.75*	*138,238.66*	*67,771.11*	*70,764.19*
Warren	39,891.98	42,930.38	23,759.85	21,976.01
Front Royal	32,185.14	35,699.62	18,857.83	18,274.59
Subtotal	*72,077.12*	*78,630.00*	*42,617.68*	*40,250.60*
Washington	97,741.23	109,059.95	57,078.82	55,827.65
Abingdon	18,819.17	21,063.64	10,970.88	10,782.45
Damascus	2,439.03	2,761.16	1,412.70	1,413.44
Glade Spring	3,698.07	4,316.19	2,103.91	2,209.46
Subtotal	*122,697.50*	*137,200.94*	*71,566.31*	*70,233.00*
Westmoreland	32,114.44	36,060.56	18,687.53	18,459.36
Colonial Beach	8,235.95	9,420.44	4,741.94	4,822.31
Montross	904.52	1,079.81	507.53	552.74
Subtotal	*41,254.91*	*46,560.81*	*23,937.00*	*23,834.41*
Wise	67,356.52	77,153.18	38,749.18	39,494.61
Appalachia	5,088.19	5,997.57	2,877.49	3,070.14
Big Stone Gap	12,458.44	14,281.06	7,164.06	7,310.45
Coeburn	5,524.03	6,511.90	3,123.81	3,333.43
Pound	2,662.08	2,992.76	1,548.03	1,531.99
Saint Paul	2,620.82	3,028.86	1,499.85	1,550.47
Wise	8,370.59	9,603.91	4,810.82	4,916.23
Subtotal	*104,080.67*	*119,569.24*	*59,773.24*	*61,207.32*
Wythe	43,821.76	49,214.99	25,656.74	25,145.12
Rural Retreat	3,337.00	3,226.07	1,935.43	1,699.39
Wytheville	20,787.97	24,170.71	11,853.64	12,372.95
Subtotal	*67,946.73*	*76,611.77*	*39,445.81*	*39,217.46*
York	119,870.39	126,688.70	72,073.43	64,851.77
Yorktown	739.05	944.45	396.44	483.47
Subtotal	*120,609.44*	*127,633.15*	*72,469.87*	*65,335.24*
Total	*$10,844,191.96*	*$11,862,997.37*	*$6,401,812.01*	*$6,072,653.50*

Analysis of Store Performance

	Store	Address	Locality	Gallons Sold	Gross Sales (1)	Less State Tax (2)
	137	692 Hwy 58 E	Norton City	14,600	739,115	122,358
	194	16427-E Wise St (Saint Paul)	Wise County	7,261	347,806	57,876
	205	Main St (Pound)	Wise County	7,524	339,272	56,285
	206	18 East 4th St, N (Big Stone Gap)	Wise County	10,952	502,866	83,424
	218	Main St, Route 23 S (Gate City)	Scott County	12,054	549,412	91,185
		Planning District 1 - Far Southwest		*52,390*	*2,478,471*	*411,126*
	174	South Main St, Route 460 (Grundy)	Buchanan County	6,545	318,246	52,639
	197	2004 Second St (Richlands)	Tazewell County	12,939	612,402	101,737
	230	722 East Riverside	Tazewell County	10,477	505,499	83,931
	319	Main St (Haysi) (conv)	Dickenson County	3,125	142,581	23,720
		Planning District 2 - Southwest		*33,086*	*1,578,728*	*262,028*
	135	220 Broad St (Marion)	Smyth County	22,782	1,021,632	168,944
	141	441 W Stuart Dr (Hillsville)	Carroll County	24,800	1,092,767	180,794
	153	325 West Main St (Wytheville)	Wythe County	20,239	978,090	161,948
	201	545 West Main St (Abingdon)	Washington County	39,400	1,943,166	320,259
	343	2123 Euclid Ave	Bristol City	38,883	1,849,758	306,130
		Planning District 3 - Wytheville/Hillsville		*146,106*	*6,885,412*	*1,138,074*
	195	100 North Franklin St (Christiansburg)	Montgomery County	31,163	1,509,553	248,447
	199	3745 Virginia Ave (Pearisburg)	Giles County	13,275	592,298	98,059
	327	1300 South Main St (Blacksburg)	Montgomery County	67,210	3,437,677	566,438
	345	1072 Memorial Square Dr	Pulaski County	20,036	887,074	146,819
	356	97 Walker St	Radford City	31,496	1,463,969	241,987
		Planning District 4 - Radford/Blacksburg		*163,179*	*7,890,571*	*1,301,750*
	115	1423 Williamson Rd NE	Roanoke City	57,173	3,060,724	507,550
	123	531 Main St	Clifton Forge City	7,017	323,438	53,583
	124	123 West Main St	Covington City	13,966	645,088	107,198
	186	1483 West Main St	Salem City	37,498	1,767,036	292,264
	229	3434 Orange Ave, NE	Roanoke City	12,771	580,927	95,994
Re	259	1507 Hershberger Rd, NW	Roanoke City	41,779	2,006,867	330,613
	269	602 Brandon Ave, SW	Roanoke City	58,291	2,932,178	483,055
	289	3341 Melrose Ave, NW	Roanoke City	30,373	1,531,416	253,878
	300	19758 Main St (Buchanan) (conv)	Botetourt County	2,693	116,034	19,215
	309	3901 Brambleton Ave, SW	Roanoke County	43,479	2,031,852	334,584
	337	1113 Vinyard Rd (Vinton)	Roanoke County	23,688	1,045,899	172,968
NS	364	56 Kingston Dr (Daleville)	Botetourt County	12,638	617,563	101,232
		Planning District 5 - Roanoke		*341,367*	*16,659,023*	*2,752,134*

(1) Does not include General Sales Tax (4.5%).
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(3) Store expenses include miscelLnous revenue and net cash overages.
(4) General and Administrative Expenses are offset by 'Other ABC Revenue.'
(5) Rate of return is calculated by adding Adjusted Net Profits and State taxes, dividing result by Gross Sales.

Conv=Conventional; **NS**=New Store; **R**=Relocation; **Re**=Remodeled; **C**=Closed
New Store: 103 (11/00); 166 (11/00); 207 (8/00); 222 (12/00); 320 (9/00); 366 (2/01); 364 (6/30/00)
Relocated: 150 (11/00); 156 (4/01); 301 (10/00); 306 (5/01); 331 (9/00); 342 (10/00)
Remodeled: 259 (5/2001); 266 (3/2001); 276 (5/2001); 336 (6/01)
Closed: 108 (7/2000); 162 (4/2001); 190 (3/2001); 217 (1/01);

Store	Net Sales	Cost of Goods Sold	Gross Profit on Sales	Store Exp. (3)	Net Store Profit	Gen & Admin Exp. (4)	Adj. Net Store Profit	Rate of Return CW (5)
137	616,757	400,556	216,201	147,187	69,014	50,465	18,549	19.06%
194	289,931	188,321	101,610	79,819	21,791	23,723	(1,932)	16.08%
205	282,988	184,154	98,833	79,995	18,838	23,155	(4,317)	15.32%
206	419,442	273,080	146,362	78,281	68,081	34,320	33,760	23.30%
218	458,228	299,946	158,282	99,057	59,225	37,494	21,731	20.55%
PD 1	*2,067,345*	*1,346,057*	*721,288*	*484,339*	*236,948*	*169,158*	*67,791*	*19.32%*
174	265,607	172,984	92,623	97,584	(4,961)	21,733	(26,694)	8.15%
197	510,665	332,163	178,502	108,703	69,799	41,784	28,014	21.19%
230	421,568	274,919	146,650	115,385	31,264	34,494	(3,230)	15.96%
319	118,861	77,217	41,644	73,492	(31,848)	9,726	(41,573)	(12.52%)
PD 2	*1,316,701*	*857,282*	*459,419*	*395,164*	*64,255*	*107,737*	*(43,483)*	*13.84%*
135	852,688	557,347	295,341	117,040	178,301	69,770	108,531	27.16%
141	911,973	596,435	315,538	127,099	188,439	74,621	113,819	26.96%
153	816,142	531,285	284,857	102,754	182,102	66,780	115,323	28.35%
201	1,622,907	1,059,749	563,158	185,260	377,898	132,792	245,106	29.10%
343	1,543,628	1,009,691	533,937	175,819	358,118	126,305	231,812	29.08%
PD 3	*5,747,338*	*3,754,507*	*1,992,830*	*707,972*	*1,284,858*	*470,268*	*814,590*	*28.36%*
195	1,261,106	820,888	440,218	134,039	306,179	103,188	202,991	29.91%
199	494,239	323,384	170,855	93,919	76,936	40,440	36,496	22.72%
327	2,871,239	1,870,222	1,001,017	288,176	712,841	234,935	477,906	30.38%
345	740,255	482,163	258,092	205,868	52,224	60,570	(8,347)	15.61%
356	1,221,982	796,836	425,146	166,645	258,501	99,987	158,514	27.36%
PD 4	*6,588,821*	*4,293,492*	*2,295,329*	*888,647*	*1,406,681*	*539,121*	*867,560*	*27.49%*
115	2,553,174	1,651,024	902,150	247,067	655,082	208,910	446,172	31.16%
123	269,855	176,274	93,581	86,950	6,631	22,081	(15,449)	11.79%
124	537,890	351,496	186,394	84,679	101,715	44,012	57,703	25.56%
186	1,474,772	961,788	512,984	181,749	331,235	120,671	210,564	28.46%
229	484,933	317,225	167,708	83,926	83,782	39,679	44,103	24.12%
259	1,676,254	1,095,441	580,813	237,463	343,350	137,157	206,193	26.75%
269	2,449,123	1,601,553	847,570	278,839	568,731	200,396	368,335	29.04%
289	1,277,537	830,660	446,877	190,005	256,873	104,533	152,340	26.53%
300	96,820	62,835	33,985	35,404	(1,419)	7,922	(9,341)	8.51%
309	1,697,269	1,112,990	584,278	212,529	371,750	138,877	232,873	27.93%
337	872,931	569,654	303,277	134,341	168,935	71,426	97,509	25.86%
364	516,331	338,280	178,051	133,304	44,746	42,248	2,498	16.80%
PD 5	*13,906,888*	*9,069,220*	*4,837,668*	*1,906,257*	*2,931,411*	*1,137,912*	*1,793,499*	*27.29%*

Analysis of Store Performance

	Store	Address	Locality	Gallons Sold	Gross Sales (1)	Less State Tax (2)
	113	39 1/2 East Main St (Hot Springs)	Bath County	7,540	486,702	79,845
	122	201 State St	Staunton City	21,628	1,022,558	168,687
	140	445 East Nelson St	Lexington City	29,891	1,443,079	238,515
	145	398 North Main St	Harrisonburg City	34,610	1,657,331	273,754
	147	Water St, PO Box 111 (Monterey)	Highland County	2,166	94,157	15,345
C	162	2066 Magnolia Ave	Buena Vista City	4,876	209,106	34,609
	184	2035 East Market St	Rockingham County	53,030	2,689,912	441,374
	302	1331 Greenville Ave	Staunton City	28,452	1,360,697	224,237
	338	801-B West Broad St	Waynesboro City	38,234	1,759,695	289,752
	339	Augusta Plaza, Rt 612 (Verona)	Augusta County	12,285	567,328	93,773
		Planning District 6 - Staunton/Waynesboro		*232,712*	*11,290,564*	*1,859,891*
	139	235 Sunnyside Circle	Frederick County	29,860	1,488,664	245,666
	142	411-F South St (Front Royal)	Warren County	34,449	1,682,162	278,417
	167	21 Crowe St (Berryville)	Clarke County	12,124	564,115	92,901
	173	611 South 3rd St (Shenandoah)	Page County	6,687	289,358	47,932
	193	1412 West 211 Bypass (Luray)	Page County	13,692	624,266	102,911
	261	2218 Valley Ave	Winchester City	53,808	2,653,611	436,616
	293	5814 Main St (Mount Jackson)	Shenandoah County	10,649	465,718	77,135
	318	462 North Main St (Woodstock)	Shenandoah County	16,264	721,068	119,295
		Planning District 7 - Winchester/Front Royal		*177,532*	*8,488,961*	*1,400,873*
C	108	2189 Crystal Plaza Arcade	Arlington County	794	42,518	7,000
	109	1731 Wilson Blvd	Arlington County	15,855	958,523	155,087
	119	901 North St Asaph St	Alexandria City	40,789	2,300,476	378,107
	120	7590 Telegraph Rd	Fairfax County	31,560	1,739,942	286,059
	133	9130 Mathis Ave	Manassas City	49,542	2,704,301	445,998
	136	18 Fairfax St SE (Leesburg)	Loudoun County	39,241	2,212,943	363,602
NS	166	210 Fort Evans Rd (Leesburg)	Loudoun County	10,675	627,375	102,695
	168	1039 N Highland St	Arlington County	21,259	1,179,765	193,814
	170	1238 Elden St (Herndon)	Fairfax County	44,872	2,559,494	421,804
	181	106 Washington St (Middleburg)	Loudoun County	11,269	629,310	104,010
	203	3678 King St	Alexandria City	35,768	2,035,076	335,085
	208	4410 Ashburn Village SC Unit 154	Loudoun County	19,047	1,140,080	186,192
	212	167 Hillwood Ave	Falls Church City	23,657	1,205,120	198,167
	219	8520 Tyco Rd (Vienna) (conv)	Fairfax County	112,865	8,364,520	1,385,658
	224	13944 Lee Jackson Hwy	Fairfax County	49,962	2,824,976	461,508
	228	1524 Belle View Blvd	Fairfax County	34,978	1,855,832	304,690
	231	436 East Maple Ave (Vienna)	Fairfax County	50,961	2,782,928	455,918
	234	9574 Old Keene Mill Rd	Fairfax County	35,626	1,934,873	316,957

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Remodeled: 259 (5/2001); 266 (3/2001); 276 (5/2001); 336 (6/01)
Closed: 108 (7/2000); 162 (4/2001); 190 (3/2001); 217 (1/01);

Store	Net Sales	Cost of Goods Sold	Gross Profit on Sales	Store Exp. (3)	Net Store Profit	Gen & Admin Exp. (4)	Adj. Net Store Profit	Rate of Return CW (5)
113	406,857	265,555	141,302	86,892	54,409	33,290	21,119	20.74%
122	853,871	556,220	297,651	109,662	187,989	69,867	118,122	28.05%
140	1,204,564	787,947	416,617	164,317	252,299	98,562	153,738	27.18%
145	1,383,576	901,822	481,754	161,688	320,067	113,209	206,857	29.00%
147	78,812	51,799	27,012	33,261	(6,248)	6,449	(12,697)	2.81%
162	174,497	114,027	60,470	41,105	19,365	14,278	5,087	18.98%
184	2,248,538	1,467,548	780,990	245,417	535,572	183,984	351,589	29.48%
302	1,136,461	743,024	393,437	168,511	224,926	92,989	131,937	26.18%
338	1,469,942	959,036	510,906	208,935	301,972	120,276	181,695	26.79%
339	473,555	309,815	163,740	89,611	74,129	38,748	35,381	22.77%
PD 6	*9,430,673*	*6,156,795*	*3,273,878*	*1,309,399*	*1,964,480*	*771,652*	*1,192,828*	*27.04%*
139	1,242,997	812,285	430,712	156,467	274,245	101,707	172,539	28.09%
142	1,403,745	915,077	488,668	242,953	245,715	114,860	130,855	24.33%
167	471,215	307,656	163,559	95,868	67,690	38,556	29,134	21.63%
173	241,426	157,072	84,354	67,930	16,424	19,754	(3,331)	15.41%
193	521,355	339,987	181,367	83,494	97,873	42,659	55,214	25.33%
261	2,216,995	1,445,461	771,534	191,587	579,947	181,403	398,545	31.47%
293	388,583	254,528	134,055	31,034	103,022	31,795	71,226	31.86%
318	601,773	393,048	208,726	93,900	114,825	49,239	65,586	25.64%
PD 7	*7,088,089*	*4,625,114*	*2,462,975*	*963,233*	*1,499,742*	*579,973*	*919,768*	*27.34%*
108	35,518	23,278	12,240	10,977	1,263	2,906	(1,643)	12.60%
109	803,437	524,695	278,742	203,250	75,491	65,740	9,751	17.20%
119	1,922,370	1,255,269	667,100	188,249	478,852	157,295	321,556	30.41%
120	1,453,884	950,573	503,311	203,336	299,974	118,962	181,012	26.84%
133	2,258,303	1,469,806	788,497	210,879	577,617	184,783	392,835	31.02%
136	1,849,341	1,205,758	643,583	220,897	422,686	151,320	271,367	28.69%
166	524,680	341,628	183,052	123,055	59,997	42,931	17,066	19.09%
168	985,952	642,423	343,528	212,483	131,045	80,674	50,371	20.70%
170	2,137,691	1,394,229	743,462	199,188	544,274	174,914	369,360	30.91%
181	525,300	343,004	182,296	89,810	92,487	42,982	49,505	24.39%
203	1,699,991	1,111,951	588,040	269,800	318,240	139,099	179,140	25.27%
208	953,888	622,780	331,108	189,831	141,277	78,051	63,227	21.88%
212	1,006,953	659,753	347,200	210,937	136,264	82,393	53,871	20.91%
219	6,978,862	4,501,243	2,477,619	433,743	2,043,875	571,036	1,472,839	34.17%
224	2,363,468	1,543,551	819,917	295,997	523,920	193,388	330,532	28.04%
228	1,551,142	1,015,564	535,578	228,041	307,537	126,920	180,617	26.15%
231	2,327,010	1,530,956	796,054	342,757	453,297	190,404	262,892	25.83%
234	1,617,916	1,079,893	538,023	251,442	286,581	132,384	154,197	24.35%

Analysis of Store Performance

	Store	Address	Locality	Gallons Sold	Gross Sales (1)	Less State Tax (2)
	235	8628 Richmond Hwy	Fairfax County	58,094	3,417,751	564,696
	236	7200 Little River Tnpk, E	Fairfax County	49,162	2,731,383	450,118
	241	11260 James Swart Circle	Fairfax City	50,801	2,845,173	467,545
	248	4709 Lee Hwy	Arlington County	40,694	2,222,382	363,372
	260	6198 Arlington Blvd	Fairfax County	26,487	1,459,829	239,775
	264	16661 Rivers Ridge Blvd (Dumfries)	Prince William County	21,890	1,198,859	198,435
	267	1446 Chain Bridge Rd	Fairfax County	48,593	2,859,481	469,072
	268	6400 Springfield Plaza	Fairfax County	40,000	2,200,866	362,498
	271	13586 Jefferson Davis Hwy	Prince William County	46,464	2,608,809	431,179
	273	7778 Gunston Plaza	Fairfax County	15,999	857,173	141,079
	286	7555 New Linton Hall Rd, Gateway S C	Prince William County	22,852	1,217,233	198,814
	294	3556-E S. Jefferson St	Fairfax County	43,198	2,449,296	402,091
	295	8095 Sudley Rd	Prince William County	73,144	4,203,126	695,325
	296	8966 Burke Lake Rd	Fairfax County	29,315	1,500,730	247,328
	297	4647 Duke St	Alexandria City	36,910	2,062,814	339,481
R	301	4220 Merchants Plaza	Prince William County	29,854	1,615,050	265,269
	316	5123 Waterway Dr	Prince William County	10,483	569,495	93,331
	317	9512 Main St	Fairfax City	35,302	1,888,096	310,098
	322	14151 Germain Dr	Fairfax County	43,727	2,485,983	408,892
	323	609-O E. Main St (Purcellville)	Loudoun County	14,288	762,081	125,325
	346	8105 Lee Hwy	Fairfax County	30,802	1,732,681	284,527
	352	2555 John Milton Dr (Herndon)	Fairfax County	31,224	1,774,185	292,126
	353	4112 Dale Blvd	Prince William County	49,137	2,742,843	453,197
	357	1454 N Point Village SC (Reston)	Fairfax County	39,375	2,381,469	391,563
	358	2201 North Pershing Dr (conv)	Arlington County	117,703	8,143,992	1,348,123
	362	100 Edds Ln	Loudoun County	60,551	3,533,434	583,998
		Planning District 8 - Northern Virginia		*1,694,770*	*98,562,266*	*16,229,608*
	163	583 N. Madison Rd	Orange County	15,729	745,081	123,235
	227	South Main St (Gordonsville)	Orange County	9,530	429,372	70,798
	274	Route 29 North	Madison County	10,219	465,910	76,236
	303	175 Lee Hwy (Warrenton)	Fauquier County	56,940	2,918,627	480,635
	329	185 Southgate SC	Culpeper County	36,249	1,790,957	295,621
		Planning District 9 - Warrenton/Culpeper		*128,667*	*6,349,947*	*1,046,525*

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Closed: 108 (7/2000); 162 (4/2001); 190 (3/2001); 217 (1/01);

Store	Net Sales	Cost of Goods Sold	Gross Profit on Sales	Store Exp. (3)	Net Store Profit	Gen & Admin Exp. (4)	Adj. Net Store Profit	Rate of Return CW (5)
235	2,853,055	1,846,893	1,006,162	393,486	612,676	233,447	379,229	27.62%
236	2,281,265	1,489,482	791,783	190,565	601,218	186,661	414,556	31.66%
241	2,377,627	1,555,560	822,067	243,617	578,450	194,546	383,904	29.93%
248	1,859,009	1,217,340	641,669	292,891	348,778	152,111	196,667	25.20%
260	1,220,054	797,504	422,549	226,776	195,773	99,829	95,943	23.00%
264	1,000,424	651,706	348,718	160,141	188,578	81,858	106,719	25.45%
267	2,390,408	1,569,837	820,571	251,320	569,251	195,592	373,659	29.47%
268	1,838,368	1,202,824	635,544	273,814	361,730	150,422	211,308	26.07%
271	2,177,631	1,411,106	766,525	260,481	506,043	178,182	327,862	29.10%
273	716,094	467,108	248,987	187,457	61,530	58,593	2,937	16.80%
286	1,018,419	667,180	351,238	180,031	171,207	83,331	87,876	23.55%
294	2,047,205	1,335,604	711,602	338,871	372,730	167,510	205,221	24.80%
295	3,507,801	2,283,523	1,224,278	361,993	862,285	287,021	575,264	30.23%
296	1,253,401	811,585	441,817	233,268	208,549	102,558	105,991	23.54%
297	1,723,333	1,123,781	599,552	237,781	361,772	141,009	220,762	27.16%
301	1,349,781	881,159	468,622	232,599	236,023	110,444	125,579	24.20%
316	476,163	311,211	164,952	155,762	9,190	38,961	(29,771)	11.16%
317	1,577,997	1,033,270	544,728	261,691	283,037	129,118	153,919	24.58%
322	2,077,091	1,357,066	720,025	295,930	424,095	169,955	254,140	26.67%
323	636,756	415,343	221,413	136,816	84,598	52,102	32,496	20.71%
346	1,448,154	946,075	502,080	248,024	254,056	118,493	135,563	24.25%
352	1,482,059	969,687	512,372	239,450	272,922	121,267	151,654	25.01%
353	2,289,645	1,485,755	803,890	309,570	494,320	187,347	306,973	27.71%
357	1,989,907	1,304,000	685,907	238,172	447,735	162,821	284,913	28.41%
358	6,795,869	4,386,525	2,409,344	406,215	2,003,129	556,063	1,447,066	34.32%
362	2,949,436	1,937,477	1,011,959	350,024	661,935	241,334	420,601	28.43%
PD 8	*82,332,658*	*53,674,955*	*28,657,702*	*10,591,418*	*18,066,285*	*6,736,758*	*11,329,526*	*27.96%*
163	621,846	405,513	216,333	99,625	116,708	50,882	65,826	25.37%
227	358,574	234,128	124,447	56,997	67,449	29,340	38,110	25.36%
274	389,674	252,427	137,247	87,119	50,128	31,885	18,243	20.28%
303	2,437,992	1,594,409	843,583	208,198	635,384	199,485	435,899	31.40%
329	1,495,336	975,004	520,333	188,682	331,651	122,354	209,297	28.19%
PD 9	*5,303,423*	*3,461,480*	*1,841,942*	*640,622*	*1,201,320*	*433,945*	*767,375*	*28.57%*

Analysis of Store Performance

	Store	Address	Locality	Gallons Sold	Gross Sales (1)	Less State Tax (2)
	125	304 Pantops Center	Albemarle County	39,713	1,970,474	324,750
	126	Rt 151 (Nellysford)	Nelson County	8,597	443,654	71,257
	138	Rts 22&23	Louisa County	19,753	887,674	146,817
	185	500 West Main St	Charlottesville City	21,815	1,141,783	189,017
	189	Scottsville SC (Scottsville)	Albemarle County	8,997	412,843	68,266
	253	1147 Emmet St	Charlottesville City	92,358	5,340,228	880,351
	321	US Route 29 (Lovingston)	Nelson County	7,990	369,111	61,227
	359	1653 Seminole Trail	Albemarle County	45,843	2,282,792	374,908
		Planning District 10 - Charlottesville		*245,068*	*12,848,559*	*2,116,592*
	117	309 Twelfth St	Lynchburg City	28,360	1,455,999	242,632
	160	106 East Main St	Bedford City	17,449	772,548	128,016
	176	Hwys 501 & 40 South (Brookneal)	Campbell County	8,746	391,767	65,147
	262	8437 Timberlake Rd	Campbell County	38,518	1,822,408	301,332
Re	266	2323 Memorial Dr, 3 The Plaza	Lynchburg City	40,628	1,994,462	330,909
	279	18013 Forest Rd	Bedford County	24,247	1,188,519	195,750
	281	4049 S Amherst Hwy Ste 107 (Madison Heights)	Amherst County	16,386	765,450	126,792
	285	Ambriar SC	Amherst County	11,274	545,062	90,198
	287	Boonsboro SC	Lynchburg City	19,774	1,025,207	168,871
	354	US Rt 460 W	Appomattox County	13,691	621,081	102,346
		Planning District 11 - Lynchburg		*219,073*	*10,582,502*	*1,751,995*
	132	4960 Greenboro Rd (Ridgeway)	Henry County	21,358	1,013,296	167,695
	146	649 West Main St	Danville City	28,560	1,389,075	230,035
	154	235 North Union St	Danville City	16,940	795,607	132,158
	191	942 Tanyard Rd (Rocky Mount)	Franklin County	24,155	1,096,648	181,709
	213	13307 B T Washington Hwy (Hardy)	Franklin County	24,938	1,200,614	197,138
Re	276	221 Nor-Dan Dr	Danville City	30,589	1,570,721	259,943
	277	985 Fairystone Park Hwy (Bassett)	Henry County	24,697	1,118,784	185,302
	283	Tightsqueeze Plaza (Chatham)	Pittsylvania County	11,375	515,520	85,223
	291	243 W. Commonwealth Blvd	Martinsville City	39,502	1,941,279	320,848
	324	301 S. Main St (Stuart)	Patrick County	9,335	415,115	68,661
	347	Staunton Plaza, PO Box 356 (Hurt)	Pittsylvania County	16,217	763,858	126,781
		Planning District 12 - Danville/Martinsville		*247,667*	*11,820,516*	*1,955,493*
	131	309 Main St (South Boston)	Halifax County	24,947	1,184,717	196,843
	143	812 East Atlantic St (South Hill)	Mecklenburg County	33,976	1,600,469	265,186
	157	302 New Hicks St (Lawrenceville)	Brunswick County	12,024	564,069	93,513
	172	112 North Main St (Chase City)	Mecklenburg County	11,838	532,711	88,698

(1) Does not include General Sales Tax (4.5%).
(2) State taxes on distilled spirits (20%) and wine (4%) sold in ABC Stores.
(3) Store expenses include miscelLnous revenue and net cash overages.
(4) General and Administrative Expenses are offset by 'Other ABC Revenue.'
(5) Rate of return is calculated by adding Adjusted Net Profits and State taxes, dividing result by Gross Sales.

Conv=Conventional; **NS**=New Store; **R**=Relocation; **Re**=Remodeled; **C**=Closed
New Store: 103 (11/00); 166 (11/00); 207 (8/00); 222 (12/00); 320 (9/00); 366 (2/01); 364 (6/30/00)
Relocated: 150 (11/00); 156 (4/01); 301 (10/00); 306 (5/01); 331 (9/00); 342 (10/00)
Remodeled: 259 (5/2001); 266 (3/2001); 276 (5/2001); 336 (6/01)
Closed: 108 (7/2000); 162 (4/2001); 190 (3/2001); 217 (1/01);

Store	Net Sales	Cost of Goods Sold	Gross Profit on Sales	Store Exp. (3)	Net Store Profit	Gen & Admin Exp. (4)	Adj. Net Store Profit	Rate of Return CW (5)
125	1,645,724	1,074,197	571,528	203,014	368,513	134,659	233,854	28.35%
126	372,396	245,846	126,551	93,837	32,713	30,471	2,243	16.57%
138	740,857	478,235	262,622	85,076	177,546	60,620	116,927	29.71%
185	952,766	617,035	335,731	159,284	176,447	77,959	98,488	25.18%
189	344,577	224,039	120,539	85,013	35,526	28,195	7,331	18.31%
253	4,459,876	2,903,739	1,556,137	434,318	1,121,819	364,923	756,896	30.66%
321	307,885	200,589	107,296	74,873	32,422	25,192	7,230	18.55%
359	1,907,885	1,249,978	657,907	230,538	427,368	156,110	271,258	28.31%
PD 10	*10,731,967*	*6,993,657*	*3,738,310*	*1,365,954*	*2,372,356*	*878,129*	*1,494,227*	*28.10%*
117	1,213,367	783,761	429,606	143,504	286,102	99,282	186,820	29.50%
160	644,531	420,986	223,545	104,040	119,505	52,738	66,767	25.21%
176	326,620	211,543	115,077	94,654	20,423	26,725	(6,302)	15.02%
262	1,521,076	992,265	528,810	183,480	345,330	124,460	220,870	28.65%
266	1,663,553	1,078,575	584,977	215,111	369,866	136,118	233,748	28.31%
279	992,769	647,829	344,940	148,718	196,222	81,232	114,990	26.15%
281	638,658	415,196	223,462	132,431	91,030	52,257	38,773	21.63%
285	454,864	297,350	157,514	98,673	58,841	37,219	21,622	20.52%
287	856,336	556,488	299,849	146,939	152,910	70,069	82,841	24.55%
354	518,734	337,158	181,576	119,466	62,109	42,445	19,665	19.64%
PD 11	*8,830,508*	*5,741,152*	*3,089,355*	*1,387,018*	*1,702,337*	*722,544*	*979,793*	*25.81%*
132	845,600	551,332	294,268	157,876	136,392	69,190	67,202	23.18%
146	1,159,040	754,571	404,469	195,877	208,593	94,837	113,756	24.75%
154	663,449	429,890	233,559	130,861	102,698	54,286	48,412	22.70%
191	914,939	595,802	319,137	110,960	208,177	74,864	133,313	28.73%
213	1,003,476	658,422	345,054	99,155	245,899	82,108	163,791	30.06%
276	1,310,777	850,313	460,465	144,137	316,328	107,253	209,075	29.86%
277	933,483	607,876	325,607	173,967	151,640	76,381	75,259	23.29%
283	430,297	279,628	150,669	108,848	41,820	35,208	6,612	17.81%
291	1,620,431	1,055,502	564,929	200,069	364,859	132,590	232,270	28.49%
324	346,454	226,025	120,429	76,775	43,654	28,348	15,306	20.23%
347	637,078	413,643	223,434	108,194	115,240	52,128	63,112	24.86%
PD 12	*9,865,024*	*6,423,003*	*3,442,021*	*1,506,720*	*1,935,301*	*807,192*	*1,128,109*	*26.09%*
131	987,874	642,365	345,509	145,156	200,353	80,831	119,522	26.70%
143	1,335,283	871,334	463,949	159,055	304,893	109,258	195,636	28.79%
157	470,557	305,521	165,036	119,495	45,541	38,503	7,038	17.83%
172	444,013	287,423	156,590	111,491	45,099	36,331	8,768	18.30%

Analysis of Store Performance

	Store	Address	Locality	Gallons Sold	Gross Sales (1)	Less State Tax (2)
	210	60 S. Main St	Halifax County	10,027	451,120	74,900
	214	608 Virginia Ave (Clarksville)	Mecklenburg County	13,111	607,049	100,348
C	217	First Ave (Alberta)	Brunswick County	2,807	118,483	19,673
		Planning District 13 - South Boston		*108,731*	*5,058,618*	*839,160*
	152	110 South Main St (Farmville)	Prince Edward County	35,392	1,681,516	278,997
	159	1801 Main St (Victoria) (conv)	Lunenburg County	6,070	279,173	46,275
	161	501 F Main St (Kenbridge)	Lunenburg County	5,543	254,804	42,399
	164	107 East Carolina Ave (Crewe)	Nottoway County	8,284	388,783	64,664
	178	Main St, PO Box 264 (Dillwyn)	Buckingham County	10,005	456,628	75,976
	196	Main St (Drakes Branch)	Charlotte County	7,568	337,134	56,099
	275	1527 S. Main St (Blackstone)	Nottoway County	14,848	684,860	113,823
	351	15127 Patrick Henry Hwy	Amelia County	9,022	406,634	67,573
		Planning District 14 - Farmville		*96,732*	*4,489,533*	*745,805*
	101	3100-A West Broad St	Richmond City	29,165	1,606,902	262,464
	102	1901 West Main St	Richmond City	10,002	467,270	77,281
	104	6645 Lake Harbour Dr (Midlothian)	Chesterfield County	34,373	1,719,527	281,580
	105	2005 Hull St (conv)	Richmond City	10,042	492,617	82,029
	116	12635 Jefferson Davis Hwy (Chester)	Chesterfield County	38,358	1,910,052	315,077
R	150	5654 Brook Rd	Henrico County	30,391	1,608,587	264,410
	169	10 North Thompson St	Richmond City	38,196	2,160,841	350,094
	171	8700 West Broad St	Henrico County	41,640	2,220,979	365,589
	180	500 Goddin St	Henrico County	11,554	569,853	94,499
	182	1217 West Broad St (conv)	Richmond City	10,502	478,068	79,581
	187	2421 Venable St (conv)	Richmond City	25,702	1,292,821	215,042
C	190	212 North Fourth St	Richmond City	9,718	443,822	73,461
NS	207	10106 Brook Rd (Glen Allen)	Henrico County	16,585	918,424	149,634
	242	1601 Willow Lawn Dr	Henrico County	28,378	1,494,085	244,234
	243	209 North Washington Hwy (Ashland)	Hanover County	37,140	1,779,336	292,830
	247	9685 West Broad St	Henrico County	19,836	1,057,166	173,178
	251	2924 North Ave (conv)	Richmond City	12,472	630,649	105,620
	252	618 W. Southside Plaza	Richmond City	47,489	2,641,953	438,926
	254	7015 Three Chopt Rd	Henrico County	25,719	1,326,091	216,425
	270	809 East Parham Rd	Henrico County	39,671	1,980,555	324,957
	284	13214 Midlothian Tnpk (Midlothian)	Chesterfield County	23,013	1,116,009	182,875
	292	1521 Parham Rd	Henrico County	28,975	1,365,288	223,476
	304	2922 River Rd W	Goochland County	10,074	471,776	77,949

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Remodeled: 259 (5/2001); 266 (3/2001); 276 (5/2001); 336 (6/01)
Closed: 108 (7/2000); 162 (4/2001); 190 (3/2001); 217 (1/01);

Store	Net Sales	Cost of Goods Sold	Gross Profit on Sales	Store Exp. (3)	Net Store Profit	Gen & Admin Exp. (4)	Adj. Net Store Profit	Rate of Return CW (5)
210	376,220	244,976	131,244	100,795	30,450	30,784	(334)	16.53%
214	506,702	329,514	177,188	77,650	99,538	41,460	58,078	26.10%
217	98,810	63,678	35,132	27,689	7,443	8,085	(642)	16.06%
PD 13	*4,219,458*	*2,744,810*	*1,474,647*	*741,330*	*733,318*	*345,251*	*388,066*	*24.26%*
152	1,402,519	900,419	502,100	190,708	311,392	114,759	196,633	28.29%
159	232,899	151,910	80,989	81,453	(464)	19,057	(19,520)	9.58%
161	212,405	133,666	78,739	57,285	21,454	17,380	4,075	18.24%
164	324,118	210,364	113,754	84,602	29,152	26,521	2,632	17.31%
178	380,652	247,311	133,341	108,707	24,634	31,146	(6,513)	15.21%
196	281,036	182,811	98,225	90,076	8,148	22,995	(14,847)	12.24%
275	571,037	369,842	201,195	133,412	67,784	46,724	21,059	19.69%
351	339,062	220,839	118,223	100,089	18,134	27,743	(9,609)	14.25%
PD 14	*3,743,727*	*2,417,161*	*1,326,566*	*846,331*	*480,235*	*306,325*	*173,910*	*20.49%*
101	1,344,439	869,491	474,948	241,785	233,163	110,007	123,156	24.00%
102	389,990	252,857	137,133	104,352	32,781	31,910	871	16.73%
104	1,437,947	941,611	496,336	206,069	290,267	117,658	172,609	26.41%
105	410,589	263,775	146,813	130,090	16,724	33,596	(16,872)	13.23%
116	1,594,975	1,040,088	554,887	201,275	353,612	130,507	223,106	28.18%
150	1,344,177	873,359	470,818	215,158	255,660	109,985	145,674	25.49%
169	1,810,747	1,187,440	623,306	230,829	392,478	148,162	244,316	27.51%
171	1,855,389	1,212,167	643,223	239,994	403,229	151,815	251,414	27.78%
180	475,354	307,874	167,481	104,361	63,120	38,895	24,225	20.83%
182	398,487	257,790	140,697	98,383	42,314	32,606	9,708	18.68%
187	1,077,779	693,614	384,165	162,538	221,627	88,188	133,440	26.96%
190	370,361	239,683	130,678	113,698	16,979	30,304	(13,325)	13.55%
207	768,790	503,155	265,635	157,294	108,341	62,905	45,436	21.24%
242	1,249,850	806,277	443,573	216,106	227,466	102,267	125,199	24.73%
243	1,486,506	969,935	516,571	185,844	330,727	121,631	209,096	28.21%
247	883,988	578,041	305,947	150,775	155,172	72,331	82,841	24.22%
251	525,029	338,969	186,060	94,430	91,630	42,960	48,670	24.47%
252	2,203,027	1,422,995	780,032	230,138	549,894	180,260	369,634	30.60%
254	1,109,666	729,653	380,013	170,501	209,512	90,797	118,715	25.27%
270	1,655,598	1,082,769	572,829	241,530	331,298	135,467	195,831	26.30%
284	933,134	611,731	321,403	138,094	183,309	76,352	106,957	25.97%
292	1,141,812	748,602	393,210	201,372	191,838	93,427	98,411	23.58%
304	393,827	257,753	136,074	76,744	59,330	32,224	27,105	22.27%

Analysis of Store Performance

	Store	Address	Locality	Gallons Sold	Gross Sales (1)	Less State Tax (2)
	305	3910 Mechanicsville Tnpk	Henrico County	32,793	1,745,764	289,708
	308	11268 Patterson Ave	Henrico County	19,477	917,512	149,980
	314	4338 S. Laburnum Ave	Henrico County	56,607	2,950,030	486,472
	315	10336 Iron Bridge Rd (Chester)	Chesterfield County	21,854	1,079,327	177,949
	326	2105 Academy Rd	Powhatan County	15,482	749,594	123,939
	330	5722 Hopkins Rd	Chesterfield County	35,217	1,783,750	295,129
R	331	3406 Pump Rd (Short Pump)	Henrico County	45,062	2,462,527	399,856
	332	4018 Glenside Dr	Henrico County	19,508	890,957	147,095
	334	7057 Mechanicsville Tnpk (Mechaniscville)	Hanover County	35,303	1,693,243	278,871
	348	7036 Forest Hill Ave	Richmond City	49,005	2,441,054	400,557
	350	11108 Midlothian Tnpk	Chesterfield County	76,425	4,257,142	701,741
	360	2901 Hermitage Rd (conv)	Richmond City	111,231	6,986,611	1,161,352
	363	9949 Hull St	Chesterfield County	37,949	1,875,967	308,194
NS	366	1370 Gaskins Rd, Gayton Crossing SC	Henrico County	6,572	342,094	55,254
		Planning District 15 - Richmond		*1,141,480*	*59,928,242*	*9,867,307*
NS	103	6348 Jefferson Davis Hwy	Spotsylvania County	8,012	405,955	66,993
	121	507 William St	Fredericksburg City	36,651	1,854,211	306,084
	183	736 Warrenton Rd, Suite 114	Stafford County	16,692	856,253	140,567
	200	315 Garrisonville Rd (Garrisonville SC)	Stafford County	37,588	1,943,060	320,577
	209	5055 Jefferson Davis Hwy	Spotsylvania County	39,129	1,947,384	320,609
	221	15423 Dahlgren Rd (Dahlgren)	King George County	5,910	282,107	46,432
	239	Caroline Square (Bowling Green)	Caroline County	10,150	482,346	79,892
	245	1271 Jefferson Davis Hwy	Fredericksburg City	28,844	1,487,429	245,718
	313	4189 Plank Rd (Fredericksburg)	Spotsylvania County	45,700	2,263,980	370,861
		Planning District 16 - Fredericksburg		*228,677*	*11,522,725*	*1,897,734*
	130	Beachgate SC (Colonial Beach)	Westmoreland County	7,037	320,840	52,856
	149	Times Square SC (Warsaw)	Richmond County	10,248	460,303	76,263
	192	101 South Main St (Kilmarnock)	Lancaster County	34,149	1,579,552	260,775
	220	109 East End Place (Montross)	Westmoreland County	6,105	292,110	48,040
	238	Rt 360 (Callao)	Northumberland County	14,219	638,445	104,953
		Planning District 17 - Northern Neck		*71,759*	*3,291,249*	*542,887*
	155	York River SC, PO Box 303 (Hayes)	Gloucester County	22,448	1,081,605	178,880
	175	14th & Kirby St (West Point)	King William County	20,392	943,371	155,459
	179	Virginia St, PO Box 238 (Urbanna)	Middlesex County	12,680	592,061	97,855
	198	Rappahannock SC (Tappahannock)	Essex County	16,966	761,637	126,305

(1) Does not include General Sales Tax (4.5%).
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(3) Store expenses include miscelLnous revenue and net cash overages.
(4) General and Administrative Expenses are offset by 'Other ABC Revenue.'
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New Store: 103 (11/00); 166 (11/00); 207 (8/00); 222 (12/00); 320 (9/00); 366 (2/01); 364 (6/30/00)
Relocated: 150 (11/00); 156 (4/01); 301 (10/00); 306 (5/01); 331 (9/00); 342 (10/00)
Remodeled: 259 (5/2001); 266 (3/2001); 276 (5/2001); 336 (6/01)
Closed: 108 (7/2000); 162 (4/2001); 190 (3/2001); 217 (1/01);

Store	Net Sales	Cost of Goods Sold	Gross Profit on Sales	Store Exp. (3)	Net Store Profit	Gen & Admin Exp. (4)	Adj. Net Store Profit	Rate of Return CW (5)
305	1,456,056	941,826	514,230	197,812	316,419	119,140	197,279	27.90%
308	767,532	506,167	261,365	111,316	150,049	62,802	87,247	25.86%
314	2,463,559	1,605,068	858,490	240,383	618,107	201,577	416,530	30.61%
315	901,378	588,449	312,930	164,616	148,314	73,754	74,560	23.39%
326	625,655	407,694	217,961	125,285	92,676	51,193	41,482	22.07%
330	1,488,621	973,505	515,116	197,942	317,173	121,804	195,369	27.50%
331	2,062,671	1,356,449	706,222	313,930	392,292	168,775	223,517	25.31%
332	743,862	484,779	259,083	124,518	134,564	60,866	73,699	24.78%
334	1,414,372	924,138	490,234	183,182	307,052	115,729	191,323	27.77%
348	2,040,497	1,337,677	702,820	222,844	479,977	166,961	313,016	29.23%
350	3,555,402	2,315,414	1,239,988	266,558	973,430	290,916	682,514	32.52%
360	5,825,259	3,751,982	2,073,278	297,158	1,776,120	476,644	1,299,476	35.22%
363	1,567,773	1,022,246	545,527	220,463	325,064	128,281	196,783	26.92%
366	286,840	188,209	98,631	121,055	(22,424)	23,470	(45,895)	2.74%
PD 15	*50,060,935*	*32,593,230*	*17,467,705*	*6,698,422*	*10,769,283*	*4,096,168*	*6,673,115*	*27.60%*
103	338,962	219,902	119,060	96,225	22,835	27,735	(4,900)	15.30%
121	1,548,127	1,008,465	539,662	145,500	394,163	126,673	267,489	30.93%
183	715,686	466,724	248,962	152,783	96,180	58,560	37,620	20.81%
200	1,622,483	1,056,699	565,784	179,595	386,189	132,757	253,431	29.54%
209	1,626,775	1,059,520	567,254	237,087	330,167	133,109	197,059	26.58%
221	235,675	152,392	83,283	58,161	25,122	19,284	5,839	18.53%
239	402,454	261,378	141,076	87,757	53,318	32,930	20,388	20.79%
245	1,241,711	806,859	434,852	227,512	207,339	101,601	105,738	23.63%
313	1,893,119	1,218,228	674,891	225,340	449,551	154,902	294,649	29.40%
PD 16	*9,624,991*	*6,250,166*	*3,374,825*	*1,409,961*	*1,964,864*	*787,552*	*1,177,312*	*26.69%*
130	267,983	173,916	94,068	80,697	13,371	21,927	(8,557)	13.81%
149	384,040	250,326	133,714	109,642	24,072	31,424	(7,352)	14.97%
192	1,318,777	865,653	453,123	210,873	242,251	107,907	134,343	25.01%
220	244,070	156,238	87,832	55,740	32,093	19,971	12,122	20.60%
238	533,492	349,045	184,447	100,376	84,071	43,652	40,419	22.77%
PD 17	*2,748,362*	*1,795,177*	*953,185*	*557,328*	*395,857*	*224,881*	*170,976*	*21.69%*
155	902,725	589,378	313,347	130,722	182,625	73,864	108,760	26.59%
175	787,913	515,155	272,757	158,781	113,976	64,470	49,506	21.73%
179	494,205	323,085	171,121	102,708	68,412	40,438	27,975	21.25%
198	635,331	413,930	221,401	128,325	93,076	51,985	41,091	21.98%

Analysis of Store Performance

	Store	Address	Locality	Gallons Sold	Gross Sales (1)	Less State Tax (2)
	233	Main St	Gloucester County	15,702	725,320	119,976
	333	Route 198 (Gloucester Point)	Mathews County	13,300	587,180	96,602
		Planning District 18 - West Point/Mathews		*101,488*	*4,691,173*	*775,078*
	118	18 Washington St S W (conv)	Petersburg City	36,495	1,963,217	326,728
	144	540 North Main St	Emporia City	26,341	1,237,721	205,544
	151	210 North Main St	Hopewell City	17,277	779,447	129,157
	232	3107-3 Blvd	Colonial Heights City	31,896	1,502,028	247,699
	240	Route 460 (Waverly)	Sussex County	12,279	545,488	90,584
	255	3330 South Crater Rd	Petersburg City	35,969	1,777,176	293,469
	310	5232 Oaklawn Blvd	Prince George County	29,939	1,576,112	261,478
		Planning District 19 - Petersburg/Hopewell		*190,197*	*9,381,188*	*1,554,659*
	106	2973 Shore Dr	Virginia Beach City	30,029	1,535,749	251,629
	107	434 St Paul's Blvd	Norfolk City	38,035	2,004,394	332,577
	110	1136 London Blvd (conv)	Portsmouth City	14,161	725,215	120,548
	128	159 West Ocean View Dr	Norfolk City	34,170	1,657,554	274,442
	129	1615 General Booth Blvd	Virginia Beach City	35,805	1,786,989	293,725
	134	2301 Colley Ave	Norfolk City	40,312	2,084,472	344,604
	165	550 East Liberty St	Chesapeake City	21,644	1,062,986	176,644
	188	4334 Holland Rd	Virginia Beach City	25,777	1,296,655	213,561
	202	154 East Little Creek Rd	Norfolk City	24,326	1,277,494	210,289
	204	1226 White Marsh Rd (conv)	Suffolk City	8,733	350,437	58,426
	216	1100 Armory Dr	Franklin City	28,493	1,304,121	216,708
	225	405 30th St	Virginia Beach City	68,244	3,675,117	606,105
	226	7525 Tidewater Dr	Norfolk City	32,722	1,677,431	278,517
	237	3812 George Washington Hwy	Portsmouth City	33,885	1,733,687	287,238
	246	5020 Ferrell Parkway	Virginia Beach City	17,775	945,882	156,146
	249	2350 East Little Creek Rd	Norfolk City	38,708	1,896,171	314,189
	256	1800 Republic Dr	Virginia Beach City	120,760	6,879,627	1,140,608
	263	5900 Virginia Beach Blvd	Norfolk City	42,689	2,300,566	380,425
	278	3333 Virginia Beach Blvd	Virginia Beach City	65,349	3,410,425	563,259
	280	1103 South Military Hwy	Chesapeake City	119,344	6,775,212	1,123,859
	288	5760 Churchland Blvd	Portsmouth City	37,418	1,878,524	310,079
	298	821 West Constance Rd	Suffolk City	24,396	1,099,440	182,657
	299	1917 S. Church St (Smithfield)	Isle of Wight County	26,974	1,303,120	216,200
R	306	2085 Lynnhaven Parkway	Virginia Beach City	25,445	1,305,090	214,928
	307	Fairfield SC	Virginia Beach City	30,567	1,536,507	253,289
	312	2815 Godwin Blvd	Suffolk City	23,595	1,135,801	187,387
	325	22718 Main St (Courtland)	Southampton County	7,872	328,273	54,537

(1) Does not include General Sales Tax (4.5%).
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Remodeled: 259 (5/2001); 266 (3/2001); 276 (5/2001); 336 (6/01)
Closed: 108 (7/2000); 162 (4/2001); 190 (3/2001); 217 (1/01);

Store	Net Sales	Cost of Goods Sold	Gross Profit on Sales	Store Exp. (3)	Net Store Profit	Gen & Admin Exp. (4)	Adj. Net Store Profit	Rate of Return CW (5)
233	605,344	395,885	209,459	72,963	136,496	49,531	86,964	28.53%
333	490,578	322,205	168,373	103,738	64,635	40,141	24,494	20.62%
PD 18	*3,916,095*	*2,559,638*	*1,356,458*	*697,238*	*659,220*	*320,429*	*338,791*	*23.74%*
118	1,636,488	1,074,521	561,967	189,072	372,895	133,903	238,991	28.82%
144	1,032,177	672,917	359,260	166,673	192,587	84,456	108,130	25.34%
151	650,291	424,770	225,521	72,314	153,207	53,209	99,998	29.40%
232	1,254,329	818,477	435,852	194,010	241,842	102,634	139,208	25.76%
240	454,904	297,700	157,204	101,895	55,309	37,222	18,087	19.92%
255	1,483,706	967,000	516,706	207,490	309,216	121,402	187,814	27.08%
310	1,314,634	854,926	459,708	239,131	220,577	107,568	113,009	23.76%
PD 19	*7,826,529*	*5,110,312*	*2,716,218*	*1,170,586*	*1,545,632*	*640,395*	*905,237*	*26.22%*
106	1,284,119	842,359	441,761	177,001	264,759	105,071	159,688	26.78%
107	1,671,817	1,083,499	588,318	266,820	321,498	136,794	184,704	25.81%
110	604,668	391,642	213,026	157,870	55,156	49,476	5,679	17.41%
128	1,383,112	895,103	488,009	193,079	294,930	113,171	181,759	27.52%
129	1,493,264	975,095	518,170	180,459	337,711	122,184	215,527	28.50%
134	1,739,868	1,131,877	607,991	268,071	339,920	142,362	197,558	26.01%
165	886,342	575,127	311,215	114,894	196,321	72,524	123,798	28.26%
188	1,083,094	704,672	378,421	151,894	226,528	88,623	137,905	27.11%
202	1,067,206	690,673	376,533	147,810	228,724	87,323	141,401	27.53%
204	292,011	190,731	101,280	116,017	(14,738)	23,893	(38,631)	5.65%
216	1,087,413	711,034	376,379	180,220	196,160	88,976	107,184	24.84%
225	3,069,012	1,998,637	1,070,375	259,802	810,574	251,118	559,456	31.71%
226	1,398,915	906,240	492,674	203,768	288,906	114,464	174,442	27.00%
237	1,446,449	937,119	509,329	219,140	290,190	118,354	171,836	26.48%
246	789,736	513,964	275,772	175,386	100,386	64,619	35,767	20.29%
249	1,581,982	1,027,483	554,498	210,863	343,635	129,444	214,191	27.87%
256	5,739,020	3,711,546	2,027,474	389,063	1,638,411	469,588	1,168,824	33.57%
263	1,920,141	1,249,662	670,479	229,448	441,030	157,113	283,917	28.88%
278	2,847,166	1,828,611	1,018,555	278,597	739,958	232,965	506,992	31.38%
280	5,651,353	3,657,860	1,993,493	319,014	1,674,479	462,414	1,212,065	34.48%
288	1,568,445	1,020,951	547,494	217,571	329,922	128,336	201,586	27.24%
298	916,783	597,596	319,187	125,633	193,554	75,015	118,539	27.40%
299	1,086,921	709,156	377,764	192,022	185,742	88,936	96,806	24.02%
306	1,090,162	708,641	381,521	190,439	191,081	89,201	101,880	24.27%
307	1,283,218	836,236	446,983	204,352	242,630	104,998	137,633	25.44%
312	948,414	619,362	329,052	158,173	170,880	77,603	93,277	24.71%
325	273,736	178,818	94,918	55,180	39,738	22,398	17,340	21.90%

Analysis of Store Performance

	Store	Address	Locality	Gallons Sold	Gross Sales (1)	Less State Tax (2)
	328	836 Eden Way Ln	Chesapeake City	30,439	1,598,429	262,814
Re	336	1079 Independence Blvd	Virginia Beach City	43,020	2,141,352	353,289
	349	324 South Battlefield Blvd	Chesapeake City	39,765	1,947,809	320,191
	355	4300 Portsmouth Blvd	Chesapeake City	27,094	1,386,523	228,293
	361	812 Airline Blvd	Portsmouth City	44,192	2,268,479	375,595
		Planning District 20 - Norfolk/Virginia Beach		*1,201,734*	*62,309,530*	*10,302,755*
	112	199 West Queen's Way	Hampton City	18,385	952,701	157,257
	148	4640-3 Monticello Ave	James City County	54,376	2,924,832	479,140
	158	3214 Jefferson Ave (conv)	Newport News City	25,428	1,350,250	224,808
NS	222	209 Village Ave (Yorktown)	York County	7,143	394,426	64,751
	244	4909 West Mercury Blvd	Hampton City	37,503	1,944,474	322,737
	250	2078 Nickerson Blvd	Hampton City	26,748	1,335,773	220,368
	258	3831 Kecoughtan Rd	Hampton City	19,279	992,924	164,017
	265	20 Towne Centre Way	Hampton City	13,502	725,856	119,916
	272	55 Hidenwood SC	Newport News City	20,417	1,012,397	167,580
	282	1118 A&B W. Mercury Blvd	Hampton City	50,556	2,894,308	477,683
	290	5226 Geo. Washington Hwy (Grafton)	York County	25,844	1,249,689	206,210
NS	320	1246 Richmond Rd	Williamsburg City	18,200	949,760	154,671
	335	801 F Merrimac Trail	York County	39,685	2,205,073	364,735
	340	13002 Ste. A&B Warwick Blvd	Newport News City	29,313	1,577,822	260,808
	341	12725 Jefferson Ave	Newport News City	45,145	2,444,756	403,804
R	342	10872 Warwick Blvd	Newport News City	30,155	1,577,698	261,072
		Planning District 21 - Newport News/Hampton		*461,679*	*24,532,737*	*4,049,558*
R	156	22485 Lankford Hwy	Northampton County	9,186	404,060	66,618
	177	6371 Pension St (Chincoteague)	Accomack County	10,064	509,524	83,685
	223	4090-B Lankford Hwy (Exmore)	Northampton County	14,093	608,127	100,510
	344	Four Corners Plaza SC (Onley)	Accomack County	17,596	830,423	137,622
		Planning District 22 - Eastern Shore		*50,939*	*2,352,134*	*388,434*
C	114	Jan 2000	Roanoke		0	0
	257		Norfolk		0	0
C	311	May 2000	StonyCreek		0	0
NS	369	6343 B & C Columbia Pike	Arlington		0	0
	371	5739 Burke Centre Parkway	Fairfax		0	0
		Grand Total		*7,335,031*	*382,992,650*	*63,189,466*

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Store	Net Sales	Cost of Goods Sold	Gross Profit on Sales	Store Exp. (3)	Net Store Profit	Gen & Admin Exp. (4)	Adj. Net Store Profit	Rate of Return CW (5)
328	1,335,615	871,465	464,151	190,008	274,142	109,285	164,857	26.76%
336	1,788,063	1,163,078	624,985	188,851	436,134	146,306	289,828	30.03%
349	1,627,618	1,062,698	564,920	202,550	362,369	133,178	229,192	28.21%
355	1,158,230	755,517	402,713	207,162	195,551	94,771	100,781	23.73%
361	1,892,884	1,240,573	652,311	252,170	400,140	154,883	245,257	27.37%
PD 20	*52,006,775*	*33,787,025*	*18,219,750*	*6,423,328*	*11,796,422*	*4,255,384*	*7,541,038*	*28.64%*
112	795,445	515,151	280,294	163,554	116,740	65,086	51,654	21.93%
148	2,445,692	1,600,852	844,840	309,659	535,181	200,115	335,065	27.84%
158	1,125,443	725,623	399,820	212,742	187,077	92,088	94,990	23.68%
222	329,674	214,451	115,224	72,128	43,095	26,975	16,120	20.50%
244	1,621,736	1,038,354	583,382	160,985	422,397	132,696	289,701	31.50%
250	1,115,404	726,483	388,921	179,871	209,051	91,266	117,784	25.32%
258	828,907	537,812	291,094	160,421	130,673	67,824	62,849	22.85%
265	605,940	394,594	211,347	157,336	54,011	49,580	4,431	17.13%
272	844,817	552,120	292,697	163,183	129,514	69,126	60,388	22.52%
282	2,416,625	1,569,863	846,762	261,023	585,739	197,737	388,002	29.91%
290	1,043,478	680,742	362,736	139,185	223,551	85,381	138,170	27.56%
320	795,089	520,963	274,127	118,240	155,887	65,057	90,830	25.85%
335	1,840,338	1,197,746	642,592	233,221	409,370	150,583	258,787	28.28%
340	1,317,014	856,343	460,670	159,847	300,823	107,763	193,060	28.77%
341	2,040,952	1,324,540	716,411	259,583	456,828	166,998	289,830	28.37%
342	1,316,626	854,026	462,600	213,805	248,794	107,731	141,063	25.49%
PD 21	*20,483,179*	*13,309,663*	*7,173,516*	*2,964,784*	*4,208,732*	*1,676,008*	*2,532,724*	*26.83%*
156	337,442	219,265	118,177	93,961	24,216	27,611	(3,395)	15.65%
177	425,839	267,617	158,223	76,981	81,241	34,844	46,398	25.53%
223	507,617	331,649	175,969	120,519	55,450	41,535	13,915	18.82%
344	692,802	450,041	242,761	133,886	108,875	56,688	52,188	22.86%
PD 22	*1,963,700*	*1,268,571*	*695,129*	*425,347*	*269,782*	*160,677*	*109,105*	*21.15%*
114	0	0	0	740	(740)	0	(740)	
257	0	0	0	3	(3)	0	(3)	
311	0	0	0	858	(858)	0	(858)	
369	0	0	0	200	(200)	0	(200)	
371	0	0	0	350	(350)	0	(350)	
	319,803,185	*208,232,468*	*111,570,716*	*44,083,549*	*67,487,167*	*26,167,463*	*41,319,705*	*27.29%*

Licenses by Category - Counties

Counties	Liqour by drink (1)	Bed and Breakfast	Beer/Wine importers	Beer/Wine Wholesalers	Brewery	Carrier Licensee	Caterer Estabs.	Clubs	Convenience Stores	Delicatessence	Distillery	Drug Stores	Gourmet/Gourmet Brew Shops	Grocery/Grocery-Gourmet Stores	Hotels/Resorts	Restaurants (Beer & Wine)	Restaurants (Mixed Beverages) (2)	Restaurants - Combo (3)	Winery	All Others (4)	Total Licenses (Excl. Mi Bev
Accomack	Wet	2	1	2	0	0	0	5	29	0	0	2	1	22	0	46	23	1	0	2	11
Albemarle	Wet	4	0	3	1	0	1	7	17	0	1	1	10	48	7	53	28	1	8	7	16
Alleghany	Wet	0	0	0	0	0	0	5	8	0	0	1	1	13	2	11	4	0	0	0	4
Amelia	Wet	0	0	0	0	0	0	1	11	0	0	1	0	5	0	3	0	0	0	0	2
Amherst	Wet	1	0	0	0	0	0	2	17	0	0	3	1	19	0	13	6	1	1	0	5
Appomattox	Dry	0	0	0	0	0	0	2	3	0	0	0	1	15	0	3	0	0	1	0	2
Arlington	Wet	0	2	1	1	2	4	6	34	1	0	20	11	61	22	232	154	8	0	1	40
Augusta	Wet	1	0	4	0	0	0	3	12	0	0	2	2	38	1	17	6	0	0	0	8
Bath	Wet	2	0	0	0	0	0	0	4	1	0	0	1	11	2	8	4	0	0	2	3
Bedford	Wet	2	0	0	0	2	0	6	15	0	0	3	2	26	1	22	13	1	1	8	8
Bland	Dry	0	0	0	0	0	0	0	2	2	0	0	0	8	0	1	0	0	0	0	1
Botetourt	Dry	0	2	3	0	0	0	1	12	0	0	1	1	24	0	14	3	0	0	0	5
Brunswick	Wet	1	0	1	0	0	0	1	17	0	0	1	0	10	1	9	5	1	0	1	4
Buchanan	Dry	0	0	0	0	0	0	1	21	1	0	2	1	17	0	2	0	0	0	1	4
Buckingham	Wet	0	0	0	0	0	0	1	6	0	0	0	0	18	0	2	0	2	0	1	3
Campbell	Dry	0	0	0	0	0	0	3	22	0	0	3	1	43	1	20	6	0	0	0	9
Caroline	Wet	0	0	0	0	0	0	1	15	0	0	1	0	19	0	12	2	0	0	1	4
Carroll	Dry	0	0	0	0	0	0	1	17	0	0	0	0	13	1	6	0	0	0	0	3
Charles City	Wet	2	0	0	0	0	1	0	2	0	0	0	3	5	0	4	2	0	0	0	1
Charlotte	Dry	0	0	0	0	0	0	1	12	0	0	1	0	26	1	5	0	1	0	0	4
Chesterfield	Wet	0	0	0	0	0	1	6	69	3	0	20	7	89	3	149	87	6	0	3	35
Clarke	Wet	0	0	0	0	0	0	3	4	0	0	0	0	14	0	8	5	0	0	3	3
Craig	Dry	0	0	0	0	0	0	0	4	0	0	0	0	3	0	1	0	0	0	0	
Culpeper	Wet	2	0	0	0	0	0	5	5	0	1	2	2	32	0	21	11	0	2	0	7
Cumberland	Wet	0	0	0	0	0	0	0	5	0	0	0	0	7	0	3	1	0	0	0	1
Dickenson	Dry	0	0	0	0	0	0	1	8	2	0	0	0	13	0	4	0	0	0	0	2
Dinwiddie	Wet	0	0	0	0	0	0	1	17	0	0	1	0	18	0	7	0	0	0	2	4
Essex	Wet	1	0	0	0	0	0	1	3	0	0	1	0	13	0	12	5	0	0	0	3
Fairfax	Wet	0	42	32	2	0	9	33	79	9	0	55	41	199	28	727	509	2	0	19	127
Fauquier	Wet	1	1	1	0	0	2	4	6	1	0	4	4	43	5	35	20	0	4	2	11
Floyd	Dry	0	0	0	0	0	0	2	4	0	0	0	1	6	0	7	3	0	3	0	2
Fluvanna	Wet	1	0	0	0	0	0	0	4	0	0	0	0	9	0	8	4	0	0	0	2
Franklin	Dry	0	1	0	0	0	1	2	22	0	0	1	2	35	0	27	21	1	0	5	9
Frederick	Wet	2	1	4	0	0	1	4	20	0	0	1	0	39	2	24	12	0	1	2	10

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4. All Other includes: Hospitals, Fire Departments, Rescue Squads, Performing Arts Facilities, Gift Shops, Food Concessions, etc. Does not include Banquets.

Licenses by Category - Counties

Counties	Liqour by drink (1)	Bed and Breakfast	Beer/Wine importers	Beer/Wine Wholesalers	Brewery	Carrier Licensee	Caterer Estabs.	Clubs	Convenience Stores	Delicatessence	Distillery	Drug Stores	Gourmet/Gourmet Brew Shops	Grocery/Grocery-Gourmet Stores	Hotels/Resorts	Restaurants (Beer & Wine)	Restaurants (Mixed Beverages) (2)	Restaurants - Combo (3)	Winery	All Others (4)	Total Licenses (Excl. Mi Bev
Giles	Dry	0	0	0	0	0	0	4	9	2	0	2	0	20	1	6	1	0	0	1	4
Gloucester	Wet	0	0	0	0	1	0	4	12	0	0	3	1	21	0	22	13	1	0	2	6
Goochland	Wet	0	0	0	0	0	0	2	6	0	0	0	0	10	0	16	10	0	1	0	3
Grayson	Dry	0	0	0	0	0	0	0	7	0	0	0	1	3	0	1	0	0	0	0	1
Greene	Dry	0	0	0	0	0	0	2	2	0	0	0	0	13	0	5	3	1	2	0	2
Greensville	Wet	0	0	0	0	0	0	1	14	0	0	0	0	3	0	3	1	0	0	0	2
Halifax	Dry	0	0	2	0	0	0	3	10	0	0	0	1	47	1	20	5	0	0	2	8
Hanover	Wet	0	2	2	1	0	5	6	22	1	0	6	2	49	2	62	30	1	2	0	16
Henrico	Wet	0	8	11	3	0	8	18	83	2	0	28	12	92	12	209	140	5	0	7	49
Henry	Dry	0	0	0	0	0	0	8	35	0	0	1	1	43	2	22	4	1	0	1	11
Highland	Dry	0	0	0	0	0	0	0	3	0	0	0	0	7	1	1	0	0	0	0	1
Isle of Wight	Wet	1	1	0	0	0	0	5	12	0	0	2	2	26	1	13	6	0	0	0	6
James City	Wet	0	1	1	1	0	2	2	6	0	1	3	6	21	3	52	30	1	2	3	10
King & Queen	Wet	0	0	0	0	0	0	0	2	0	0	0	0	9	0	1	1	0	1	0	1
King George	Wet	0	0	0	0	0	0	0	8	0	0	0	0	12	0	9	1	0	0	1	3
King William	Dry	0	0	0	0	0	0	2	2	1	0	1	0	13	0	5	2	0	0	0	2
Lancaster	Wet	1	0	0	0	0	0	3	3	0	0	0	1	19	3	18	12	0	0	2	5
Lee	Dry	0	0	0	0	0	0	3	21	2	0	1	0	12	0	5	0	0	0	0	4
Loudoun	Wet	1	1	1	1	11	5	8	42	2	0	10	9	61	6	132	81	0	7	8	30
Louisa	Dry	0	2	2	0	0	0	3	4	0	0	0	0	29	2	5	1	0	1	2	5
Lunenburg	Dry	0	0	0	0	0	0	3	7	0	0	0	0	11	0	6	0	1	0	0	2
Madison	Wet	2	1	1	0	0	0	0	5	0	0	0	2	10	2	4	1	0	3	0	3
Mathews	Wet	1	0	0	0	0	0	2	8	0	0	0	0	2	1	6	3	0	0	1	2
Mecklenburg	Dry	1	0	1	0	0	0	11	29	0	0	1	0	36	0	17	7	0	0	1	9
Middlesex	Wet	1	0	0	0	0	0	1	3	1	0	0	0	12	1	12	9	0	0	4	3
Montgomery	Dry	1	0	0	0	0	3	3	21	1	0	1	4	41	3	61	36	1	0	0	14
Nelson	Wet	3	0	0	0	0	0	2	5	1	0	1	2	22	2	6	2	1	4	3	5
New Kent	Wet	0	0	0	0	0	0	1	5	0	0	2	0	11	0	13	6	0	0	0	3
Northampton	Wet	1	2	4	0	0	0	3	12	0	0	2	0	10	2	16	8	0	0	0	5
Northumberland	Wet	1	0	0	0	1	0	2	6	1	0	0	0	13	0	13	9	0	0	1	3
Nottoway	Wet	0	0	2	0	0	0	4	13	0	0	0	0	10	1	12	4	0	0	0	4
Orange	Wet	4	0	1	0	0	0	3	10	0	0	1	0	15	0	16	8	1	3	1	5
Page	Wet	3	0	0	0	0	0	5	5	0	0	1	0	23	2	15	5	1	1	1	5

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Licenses by Category - Counties

Counties	Liqour by drink (1)	Bed and Breakfast	Beer/Wine importers	Beer/Wine Wholesalers	Brewery	Carrier Licensee	Caterer Estabs.	Clubs	Convenience Stores	Delicatessence	Distillery	Drug Stores	Gourmet/Gourmet Brew Shops	Grocery/Grocery-Gourmet Stores	Hotels/Resorts	Restaurants (Beer & Wine)	Restaurants (Mixed Beverages) (2)	Restaurants - Combo (3)	Winery	All Others (4)	Total Licenses (Excl. Mi Bev
Patrick	Dry	2	0	0	0	0	0	1	9	0	0	1	0	15	1	6	0	0	1	0	3
Pittsylvania	Dry	0	1	4	0	0	0	4	26	0	0	1	0	53	0	12	1	0	1	2	10
Powhatan	Wet	0	0	0	0	0	1	1	11	0	0	0	1	5	0	5	2	0	0	0	2
Prince Edward	Wet	0	0	0	0	0	2	2	7	0	0	1	1	18	0	22	14	0	0	1	5
Prince George	Wet	0	0	0	0	0	0	3	8	0	0	2	0	14	0	12	6	0	0	1	4
Prince William	Wet	0	1	1	0	0	2	13	79	2	0	9	6	85	3	186	112	1	0	6	39
Pulaski	Dry	0	0	1	0	0	0	4	12	5	0	3	2	27	0	9	2	0	0	1	6
Rappahannock	Wet	4	0	0	2	0	0	0	0	1	0	0	1	12	1	9	4	0	5	1	3
Richmond	Wet	0	0	6	0	0	1	0	1	0	0	1	0	9	0	4	2	0	0	1	2
Roanoke	Wet	0	4	4	0	0	0	3	24	0	0	5	1	26	5	54	28	0	2	0	12
Rockbridge	Wet	4	0	0	0	0	1	5	13	0	0	1	0	24	3	15	5	0	1	2	6
Rockingham	Wet	0	0	0	2	0	0	5	17	0	0	2	0	25	0	13	6	3	1	1	6
Russell	Dry	0	0	0	0	0	0	2	14	4	0	2	2	12	0	2	0	0	1	1	4
Scott	Dry	0	0	0	0	0	0	0	7	2	0	1	1	20	1	4	0	0	0	0	3
Shenandoah	Wet	2	0	0	0	0	0	9	16	0	0	2	0	35	2	30	9	0	2	2	10
Smyth	Dry	0	3	4	0	0	0	2	26	1	0	1	1	22	0	10	5	0	0	0	7
Southampton	Wet	0	0	0	0	0	0	2	11	0	0	1	0	15	0	3	1	0	0	1	3
Spotsylvania	Wet	1	0	2	0	0	1	6	32	1	1	4	2	43	0	47	29	0	1	4	14
Stafford	Wet	0	2	3	0	0	2	3	36	0	0	6	0	31	0	45	29	0	2	7	13
Surry	Dry	0	0	0	0	0	0	0	6	0	0	0	0	2	0	3	1	0	0	0	1
Sussex	Wet	0	0	0	0	0	1	1	13	0	0	0	1	14	0	6	1	1	0	1	3
Tazewell	Dry	1	0	0	0	0	0	4	22	1	0	2	1	41	0	13	2	0	0	0	8
Warren	Dry	3	0	0	0	0	0	7	13	0	0	1	1	28	0	26	11	0	0	0	7
Washington	Dry	5	1	2	0	0	0	3	25	2	0	1	4	26	2	18	7	0	3	2	9
Westmoreland	Wet	1	0	0	0	0	0	6	5	0	0	1	0	22	0	23	14	1	1	5	6
Wise	Dry	0	0	0	0	0	0	1	23	11	0	3	2	15	0	16	2	0	0	2	7
Wythe	Dry	0	0	0	0	0	0	3	17	1	0	1	0	26	2	10	7	0	0	0	6
York	Wet	0	0	0	2	0	1	4	19	2	0	5	1	26	4	43	21	2	0	6	11
Subtotal - Counties		66	80	106	16	17	55	317	1,450	67	4	250	165	2,378	149	2,966	1,694	48	69	148	8,35

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Licenses by Category - Cities

Cities	Liqour by drink (1)	Bed and Breakfast	Beer/Wine importers	Beer/Wine Wholesalers	Brewery	Carrier Licensee	Caterer Estabs.	Clubs	Convenience Stores	Delicatessence	Distillery	Drug Stores	Gourmet/Gourmet Brew Shops	Grocery/Grocery-Gourmet Stores	Hotels/Resorts	Restaurants (Beer & Wine)	Restaurants (Mixed Beverages) (2)	Restaurants - Combo (3)	Winery	All Others (4)	Total Licenses (Excl. Mi Bev
Alexandria	Wet	0	11	8	5	1	1	7	18	2	0	12	12	42	12	160	110	1	0	5	29
Bedford	Wet	0	0	0	0	0	0	0	3	0	0	1	0	9	1	4	1	0	0	1	1
Bristol	Wet	0	0	1	0	0	1	0	10	0	0	2	3	18	1	20	10	0	0	0	5
Buena Vista	Wet	0	0	0	0	0	0	0	2	0	0	0	0	5	0	4	0	0	0	0	1
Charlottesville	Wet	1	4	4	2	0	3	6	11	0	0	2	11	40	4	107	70	1	0	3	19
Chesapeake	Wet	0	2	5	0	0	0	11	43	0	0	15	21	60	1	111	72	0	0	3	27
Colonial Heights	Wet	0	0	0	0	0	0	2	6	0	0	2	0	12	0	26	16	0	0	1	4
Covington	Wet	0	0	0	0	0	0	0	5	0	0	1	0	6	0	7	0	0	0	0	1
Danville	Wet	0	0	1	0	0	1	8	21	0	0	5	4	46	1	33	16	1	0	1	12
Emporia	Wet	0	0	0	0	0	0	0	16	0	0	1	0	6	1	5	3	0	0	0	2
Fairfax	Wet	0	0	0	0	0	3	2	9	0	0	5	2	19	1	56	39	1	0	1	9
Falls Church	Wet	0	2	2	0	0	0	1	2	0	0	4	0	12	0	37	14	0	0	0	6
Franklin	Wet	0	0	0	0	0	0	1	5	0	0	1	0	5	0	7	4	0	0	0	1
Fredericksburg	Wet	0	0	0	0	0	1	3	17	1	0	4	5	15	2	65	47	1	0	0	11
Galax	Wet	0	0	0	0	0	0	2	2	0	0	1	1	7	0	6	3	0	0	0	1
Hampton	Wet	1	0	1	0	3	2	18	27	1	0	9	1	56	4	94	53	1	0	7	22
Harrisonburg	Wet	0	0	1	1	0	1	5	14	1	0	4	4	27	3	48	29	1	0	1	11
Hopewell	Wet	0	0	0	0	0	0	5	15	0	0	1	0	8	0	17	8	0	0	1	4
Lexington	Wet	1	0	0	0	0	2	0	0	0	0	1	3	2	1	13	7	1	0	2	2
Lynchburg	Wet	1	1	5	0	0	1	7	20	3	0	6	1	40	3	58	38	1	0	5	15
Manassas	Wet	0	0	0	0	1	0	3	10	0	0	2	1	12	0	28	20	0	0	0	5
Manassas Park	Wet	0	0	0	0	0	0	0	5	0	0	0	0	2	0	4	2	0	0	0	1
Martinsville	Wet	0	0	0	0	0	0	3	8	0	0	2	1	12	0	12	5	0	0	2	4
Newport News	Wet	0	4	5	1	0	3	16	44	0	0	8	4	93	2	130	65	0	0	6	31
Norfolk	Wet	1	4	5	0	6	6	34	42	1	0	13	9	105	4	216	140	2	0	14	46
Norton	Wet	0	0	2	0	0	0	0	1	5	0	1	0	1	1	2	0	0	0	0	1
Petersburg	Wet	0	1	2	0	0	1	11	25	0	0	2	0	23	1	33	11	0	0	0	9
Poquoson	Wet	0	0	0	0	0	0	1	3	0	0	1	0	4	0	6	1	0	0	0	1
Portsmouth	Wet	0	0	0	0	1	1	14	20	1	0	9	3	47	1	53	33	0	0	2	15
Radford	Wet	0	0	0	0	0	1	1	3	2	0	0	1	10	0	13	6	1	0	1	3
Richmond	Wet	0	7	9	4	1	9	29	85	8	0	16	14	107	10	259	180	3	0	11	57

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Licenses by Category - Cities

Cities	Liquor by drink (1)	Bed and Breakfast	Beer/Wine importers	Beer/Wine Wholesalers	Brewery	Carrier Licensee	Caterer Estabs.	Clubs	Convenience Stores	Delicatessence	Distillery	Drug Stores	Gourmet/Gourmet Brew Shops	Grocery/Grocery-Gourmet Stores	Hotels/Resorts	Restaurants (Beer & Wine)	Restaurants (Mixed Beverages) (2)	Restaurants - Combo (3)	Winery	All Others (4)	Total Licenses (Excl. Mix Bev
Roanoke	Wet	1	0	2	0	2	2	10	64	0	0	11	4	52	4	128	103	1	0	5	28
Salem	Wet	0	0	0	0	0	1	5	20	0	0	5	0	18	0	35	15	0	0	4	8
Staunton	Wet	1	0	0	0	0	1	5	6	1	0	4	2	15	2	20	8	0	0	1	5
Suffolk	Wet	0	0	0	0	0	0	6	18	2	0	4	1	40	1	19	13	1	0	0	9
Virginia Beach	Wet	0	0	1	1	1	5	16	64	3	0	28	24	147	14	462	320	10	0	13	78
Waynesboro	Wet	0	0	0	0	0	0	3	6	0	0	1	2	13	0	13	3	1	0	0	3
Williamsburg	Wet	6	0	0	0	0	2	0	4	0	0	2	3	3	8	52	38	0	0	6	8
Winchester	Wet	0	4	3	0	0	0	6	9	0	0	1	3	18	1	39	28	1	0	0	8
Subtotal - Cities		13	40	57	14	16	48	241	683	31	0	187	140	1,157	84	2,402	1,240	29	0	96	5,23
Total - All In State		79	120	163	30	33	103	558	2,133	98	4	437	305	3,535	233	5,368	3,686	77	69	244	13,58
Total - Out of State		0	212	0	3	5	0	0	0	0	0	0	0	0	0	0	0	0	0	0	22
Grand Total		79	332	163	33	38	103	558	2,133	98	4	437	305	3,535	233	5,368	3,686	77	69	244	13,80

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4. All Other includes: Hospitals, Fire Departments, Rescue Squads, Performing Arts Facilities, Gift Shops, Food Concessions, etc. Does not include Banquets.

Auditor's Report

Commonwealth of Virginia

Walter J. Kucharski, Auditor

Auditor of Public Accounts
P.O. Box 1295
Richmond, Virginia 23218

SEPTEMBER 25, 2001

THE HONORABLE JAMES S. GILMORE, III
GOVERNOR OF VIRGINIA
STATE CAPITOL
RICHMOND, VIRGINIA

THE HONORABLE VINCENT F. CALLAHAN, JR.
CHAIRMAN, JOINT LEGISLATIVE AUDIT
AND REVIEW COMMISSION
GENERAL ASSEMBLY BUILDING
RICHMOND, VIRGINIA

INDEPENDENT AUDITOR'S REPORT ON FINANCIAL STATEMENTS

We have audited the balance sheet of the **Department of Alcoholic Beverage Control** as of June 30, 2001, and the related statements of revenues, expenses, and retained earnings, and cash flows for the year then ended. These financial statements are the responsibility of the Department's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in **Government Auditing Standards**, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe our audit provides a reasonable basis for our opinion.

As discussed in Note 1A, the financial statements of the Department are intended to present the financial position and results of its operations and cash flows on only that portion of the financial reporting entity of the Commonwealth of Virginia that is attributable to the transactions of the Department.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Department of Alcoholic Beverage Control as of June 30, 2001, and the results of its operations and cash flows for the year then ended, in conformity with accounting principles generally accepted in the United States of America.

In accordance with **Government Auditing Standards**, we have also issued our report dated September 25, 2001, which includes our consideration of the Department's internal control over financial reporting and our tests of its compliance with certain provision of laws, regulations, and contracts.

AUDITOR OF PUBLIC ACCOUNTS

Balance Sheet

As of June 30, 2001

ASSETS	
Current assets:	
Cash (Note 2)	$323,671
Petty cash	130,000
Receivables	3,026,417
Inventory-alcohol	24,813,524
Inventory-lottery tickets	393,621
Prepaid expenses	797,903
Investments held by Treasurer of Virginia (Note 7)	44,216
Total current assets	*29,529,352*
Long term assets:	
Fixed assets (Net of accumulated depreciation) (Note 3)	11,103,214
Total assets	***$ 40,632,566***

LIABILITIES AND FUND EQUITY	
Current liabilities:	
Accounts payable	$9,984,127
Deferred revenue	75,050
Due to Commonwealth of Virginia (Note 4)	24,493,330
Obligations under Securities Lending (Note 7)	44,216
Compensated absences payable	4,691
Total current liabilities	*34,601,414*
Long term liabilities:	
Compensated absences payable	5,235,062
Total liabilities	*39,836,476*
Fund equity:	
Contributed capital	1,600,000
Retained earnings (Note 5)	(803,910)
Total equity	*796,090*
Total liabilities and fund equity	***$ 40,632,566***

The accompanying notes to financial statements are an integral part of this statement.

Statement of Revenues, Expenses and Changes in Retained Earnings

For the Year Ended June 30, 2001

Operating revenues:	
Sales of alcohol	$ 319,904,576
Sales of lottery tickets	7,009,398
License and permit fees	7,202,160
Wine wholesalers tax	2,688,768
Penalties	1,425,485
Federal grants and contracts	883,035
Mixed beverage tax on common carriers	84,035
Income from Securities Lending Transactions	132,307
MiscelLnous	367,747
Net operating revenues	*339,697,511*
Operating expenses:	
Cost of sales of alcohol	208,853,830
Cost of sales of lottery tickets	6,823,658
Personal services	52,387,888
Continuous charges	10,575,588
Contractual charges	9,838,834
Supplies and materials	1,645,207
Depreciation	6,337,036
Expendable equipment	1,187,608
Expenses for Securities Lending Transactions	132,307
Other	594,999
Total operating expenses	*298,376,955*
Operating income	***41,320,556***
Non-operating revenues:	
Rents	20,520
Seized assets	31,613
Total non-operating revenues	*52,133*
Net profit before transfers	***41,372,689***
Transfers out:	
Transfers of profits to the General Fund of the Commonwealth	(28,140,904)
Appropriation Act transfers	(13,264,671)
Total transfers	*(41,405,575)*
Net income after transfers	***(32,886)***
Retained Earnings (deficit) - July 1, 2000	(771,024)
Retained Earnings (deficit) - June 30, 2001 (Note 5)	***$(803,910)***

The accompanying notes to financial statements are an integral part of this statement.

Statement of Cash Flow

For the Year Ended June 30, 2001

Cash flows from operating activities:	
Cash received from sales	$326,575,518
Cash received from licenses and fees	7,083,150
Cash received from other revenue	5,233,011
Cash payments for cost of sales	(219,229,369)
Cash payments for personal services	(52,084,157)
Cash payments for other expenses	(23,852,702)
Net cash provided by operating activities	*43,725,451*
Cash flows from non-capital financing activities:	
Net proceeds, notes payable, and other adjustments	1,201,073
Cash received from taxes	96,217,810
Transfers of tax collections to the General Fund of the Commonwealth	(82,864,353)
Transfers of tax collections to the Department of Taxation	(13,656,003)
Transfers of profit to the General Fund of the Commonwealth	(28,107,787)
Appropriation Act transfers	(13,264,671)
Net cash used for non-capital financing activities	*(40,473,931)*
Cash flows from capital financing activities:	
Acquisition of equipment	(2,960,024)
Net increase in cash and cash equivalents	291,496
Cash and cash equivalents - July 1, 2000	162,175
Cash and cash equivalents - June 30, 2001	$453,671
Reconciliation of net profit to net cash provided by operating activities:	
Net profit before transfer	*41,372,689*
Adjustments to reconcile net profit to net cash provided by operating activities:	
Depreciation	6,337,036
Change in assets and liabilities:	
Increase in accounts receivable	(738,955)
Increase in inventory	(324,127)
Decrease in prepaid items	121,841
Increase in compensated absences	303,731
Decrease in accounts payable	(3,227,754)
Decrease in deferred revenue	(119,010)
Net cash provided by operating activities	*$43,725,451*

The accompanying notes to financial statements are an integral part of this statement.

Notes to Financial Statements

As of June 30, 2001Notes.html

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. Reporting Entity

The Department of Alcoholic Beverage Control controls the distribution of alcoholic beverages, operates local retail outlets, and enforces the laws of the Commonwealth pertaining to alcoholic beverages and access to tobacco products while providing a reliable source of revenue.

A separate report is prepared for the Commonwealth of Virginia, which includes all agencies, boards, commissions, and authorities over which the Commonwealth exercises or has the ability to exercise oversight authority. The Department is a part of the Commonwealth of Virginia and is included in the general-purpose financial statements of the Commonwealth.

B. Fund Accounting

The activities of the Department are accounted for in an enterprise fund. The enterprise fund is used to account for operations that are financed and operated in a manner similar to private business enterprises where the intent of the governing body is that the costs of providing goods and services to the general public on a continuing basis, including depreciation, be financed or recovered primarily through user charges.

C. Basis of Accounting

The Department's records are maintained on the accrual basis whereby revenues are recognized when earned and expenses are recognized when the liability is incurred.

D. Inventories

Merchandise inventory, purchased for resale, is valued at average cost, which is lower than market value.

E. Compensated Absences

Compensated absences reflected in the balance sheet represent the amounts of vacation, sick, and compensatory leave earned by employees of the Department, but not taken at June 30, 2001. The amount reflects all earned vacation, sick, and compensatory leave payable under the Commonwealth of Virginia's leave payout policies. Information on the Commonwealth's leave payout policies is available at the statewide level in the Commonwealth of Virginia's Comprehensive Annual Financial Report.

2. CASH WITH THE TREASURER OF VIRGINIA

All state funds of the Department are held by the Treasurer of Virginia, pursuant to Section 2.1.177, **et. seq.**, **Code of Virginia**, who is responsible for the collection, disbursement, custody, and investment of state funds. Each fund's equity in pooled state funds is reported as "Cash" on the balance sheet and is not categorized as to credit risk.

3. FIXED ASSETS

The schedule below shows the breakdown of fixed assets by category at June 30, 2001.

	Total Fixed Assets	Accumulated Depreciation	Net Fixed Assets
Land	$ 1,577,406	$ -	$ 1,577,406
Buildings	9,216,382	8,478,602	737,780
Equipment	24,087,906	15,299,878	8,788,028
Total	***$34,881,694***	***$23,778,480***	***$11,103,214***

The following schedule presents the changes in Fixed Assets by category.

	Balance at June 30, 2000	Acquired	Deleted	Balance at June 30, 2001
Land	$ 1,577,406	$ -	$ -	$ 1,577,406
Buildings	9,216,382	-	-	9,216,382
Equipment	24,371,222	2,960,024	(3,243,340)	24,087,906
Total	***$35,165,010***	***$2,960,024***	***$(3,243,340)***	***$34,881,694***

Property, plant, and equipment are stated at cost and at the time of acquisition are set up in a comprehensive fixed asset system. Depreciation of the cost of property, plant, and equipment is provided on a straight-line basis over their estimated lives of from 10 to 30 years on buildings and from three to eight years on equipment. The Department capitalizes all property, plant, and equipment that have a cost or value greater than $4,999 and an expected useful life of at lease three years. In fiscal year 2001, the Department accelerated depreciation on its Product Distribution System and laptop computers. The change in the depreciation period increased depreciation expense by approximately $1,300,000.

4. DUE TO THE COMMONWEALTH

A. Note Payable

The Department has a line of credit for $25,000,000 with the Treasurer of Virginia. Repayment is made from revenue collections pursuant to Title 4.1, Chapter 1 of the **Code of Virginia**. As of June 30, 2001, the Department had outstanding $22,725,635 of its available line of credit to extinguish a cash overdraft.

B. General Fund

The Department collects certain taxes on behalf of the General Fund of the Commonwealth. The state tax on sales is collected from store sales and is paid quarterly to the General Fund of the Commonwealth. The liter tax is collected on wholesalers' direct wine shipments. Twelve percent of the liter tax is retained by the Department and reported as wine wholesalers' tax on the Department's financial statements. The remainder is paid to the General Fund of the Commonwealth quarterly. Of the liter tax paid to the General Fund, the Commonwealth subsequently transfers 50 percent to localities. Collections and transfers of state tax on sales and liter tax are not reported on the Statement of Revenues, Expenses, and Changes in Retained Earnings. Activity relating to the amounts due to the General Fund for the year ended June 30, 2001, is summarized below.

	State Tax On Sales	Liter Tax On Wine	Total
Balance due to the General Fund July 1, 2000	$ 76,006	$ 427,552	$ 503,558
Receipts for fiscal year	62,781,177	19,679,343	82,460,520
Transfers to the General Fund	(63,024,889)	(19,839,464)	(82,864,353)
Balance due to the General Fund June 30, 2001	***$ (167,706)***	***$ 267,431***	***$ 99,725***

C. Department of Taxation - Sales Tax

The Department collects sales tax on all sales of alcohol and remits collections monthly to the Department of Taxation. Sales tax collections and transfers are not reported on the Statement of Revenues, Expenses, and Changes in Retained Earnings. Activity relating to the amounts due to the Department of Taxation for the year ended June 30, 2001, is summarized below.

Balance due to the Department of Taxation, July 1, 2000	$ 1,071,944
Sales tax collections	13,757,290
Transfers to the Department of Taxation	(13,656,003)
Balance due to the Department of Taxation, June 30, 2001	***$ 1,173,231***

D. Earned Surplus

The Appropriation Act, Chapter 1073 of the 2000 Acts of Assembly, requires the Department to transfer an estimate of its fourth quarter profits in the month of June. In accordance with the Alcoholic Beverage Control Act, Section 4.1-116 of the Code of Virginia, the Department transfers any additional net profit to the General Fund of the Commonwealth 50 days after the last day of the quarter. The Department underestimated profit for the fourth quarter resulting in an additional $494,739 due to the General Fund at June 30, 2001.

5. DEFICIT RETAINED EARNINGS

The Department ended the year with a deficit retained earnings of $803,910. This is attributable to the difference between the statutory method of calculating transfers to the Commonwealth prior to 1994 and calculating net profit.

6. LEASE COMMITMENTS

The Department is committed under various operating lease agreements for store buildings. Rent expense under operating lease agreements amounted to $8,455,922 for the year. A summary of future obligations under lease agreements as of June 30, 2001, follows.

2002	$ 5,536,752
2003	4,244,600
2004	3,193,829
2005	2,066,596
2006	769,798
Later years	365,373
Total obligations	***$16,176,948***

7. SECURITIES LENDING TRANSACTIONS

Investments held by the Treasurer of Virginia represent the Department's allocated share of cash collateral received and reinvested and securities received for the State Treasury's securities lending program. Information related to the credit risk of these investments and the State Treasury's securities lending program is available on a statewide level in the Commonwealth of Virginia's Comprehensive Annual Financial Report.

8. COLLECTIONS OF MALT BEVERAGE TAX

During the year ended June 30, 2001, the Department collected $40,632,396 in malt beverage taxes. These funds are deposited by the Department directly with the Treasurer of Virginia for credit to the General Fund of the Commonwealth and are not available to the Department to meet current operating needs and are not included in the financial statements.

9. PENSION PLAN AND OTHER POST RETIREMENT BENEFITS

The employees of the Department are employees of the Commonwealth. The employees participate in a defined benefit plan administered by the Virginia Retirement System (VRS). The VRS also administers life insurance and health related plans for retired employees. Information related to these plans is available on a statewide level only in the Commonwealth of Virginia's Comprehensive Annual Financial Report. The Commonwealth, not the Department, has overall responsibility for contributions to these plans.

10. RISK MANAGEMENT AND EMPLOYEE HEALTH CARE PLANS

The Department participates in two self-insurance plans maintained by the Commonwealth of Virginia. The state employee health care plan is administered by the Department of Human Resource Management (formerly the Department of Personnel and Training) and the risk management insurance plans are administered by the Department of Treasury, Division of Risk Management. Risk management insurance includes worker's compensation, property, general (tort) liability, and automobile plans. Information relating to the Commonwealth's self-insurance plans is available at the statewide level in the Commonwealth's Comprehensive Annual Financial Report.

11. SURETY BOND

The employees of the Department were covered by a Faithful Performance Duty Bond administered by the Commonwealth of Virginia's Department of Treasury, Division of Risk Management with liability limits of $500,000 for each occurrence. Information relating to the Commonwealth's self-insurance plans is available at the statewide level in the Commonwealth of Virginia's Comprehensive Annual Financial Report.

12. CONTINGENT LIABILITIES

The Department is named as a party in several legal proceedings. It is not possible at the present time to estimate ultimate outcome or liability, if any, of the Department in respect to the various proceedings; however, it is believed that any ultimate liability resulting from these suits will not have a material, adverse effect on the financial condition of the Department.

13. PENDING GASB STATEMENT

Governmental Accounting Standards Board, Statement No. 34, Basic Financial Statements - and Management's Discussion and Analysis - for State and Local Governments, issued June 1999, will be effective for the Commonwealth for the fiscal year ending June 30, 2002. This Statement imposes new standards for financial reporting. The changes to the Department's financial statements will be minimal since its activity is accounted for in an enterprise fund. However, the Department's management will be required to provide a management's discussion and analysis that gives readers an analysis of the agency's overall financial position and results of operations including a comparison of current year results with the prior year. The Department has identified necessary changes and is preparing to implement this Statement.

ABC Central Office, Warehouse and Regional Offices

Richmond Central Office and Warehouse

(804) 213-4400

2901 Hermitage Rd
Richmond, VA 23220

P.O. Box 27491
Richmond, VA 23261-7491

ABC Regional Offices

Location	Mailing Address	Phone / Fax
Abingdon (Satellite Office) 102 Abingdon Place Abingdon, VA 24211	P.O. Box 205 Abingdon, VA 24212-0205	Phone: (276) 676-5502 Fax: (276) 676-5549
Alexandria 501 Montgomery St Alexandria, VA 22314-1411	P.O. Box 25157 Alexandria, VA 22313-5157	Phone: (703) 518-8090 Fax: (703) 518-8093
Charlottesville (Satellite Office) 900 Natural Resources Dr, Suite 700 Fountaine Research Park 22903	900 Natural Resources Dr, Suite 700 Charlottesville, VA 22903	Phone: (434) 977-2974 Fax: (434) 977-4772
Chesapeake 1103 South Military Hwy Chesapeake, VA 23320	P.O. Box 1486 Chesapeake, VA 23327-1486	Phone: (757) 424-6700 Fax: (757) 424-6744
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Richmond (South) Central Office 2901 Hermitage Rd Richmond, VA 23220	P.O. Box 27491 Richmond, VA 23261-7491	Phone: (804) 213-4624 Fax: (804) 213-4638
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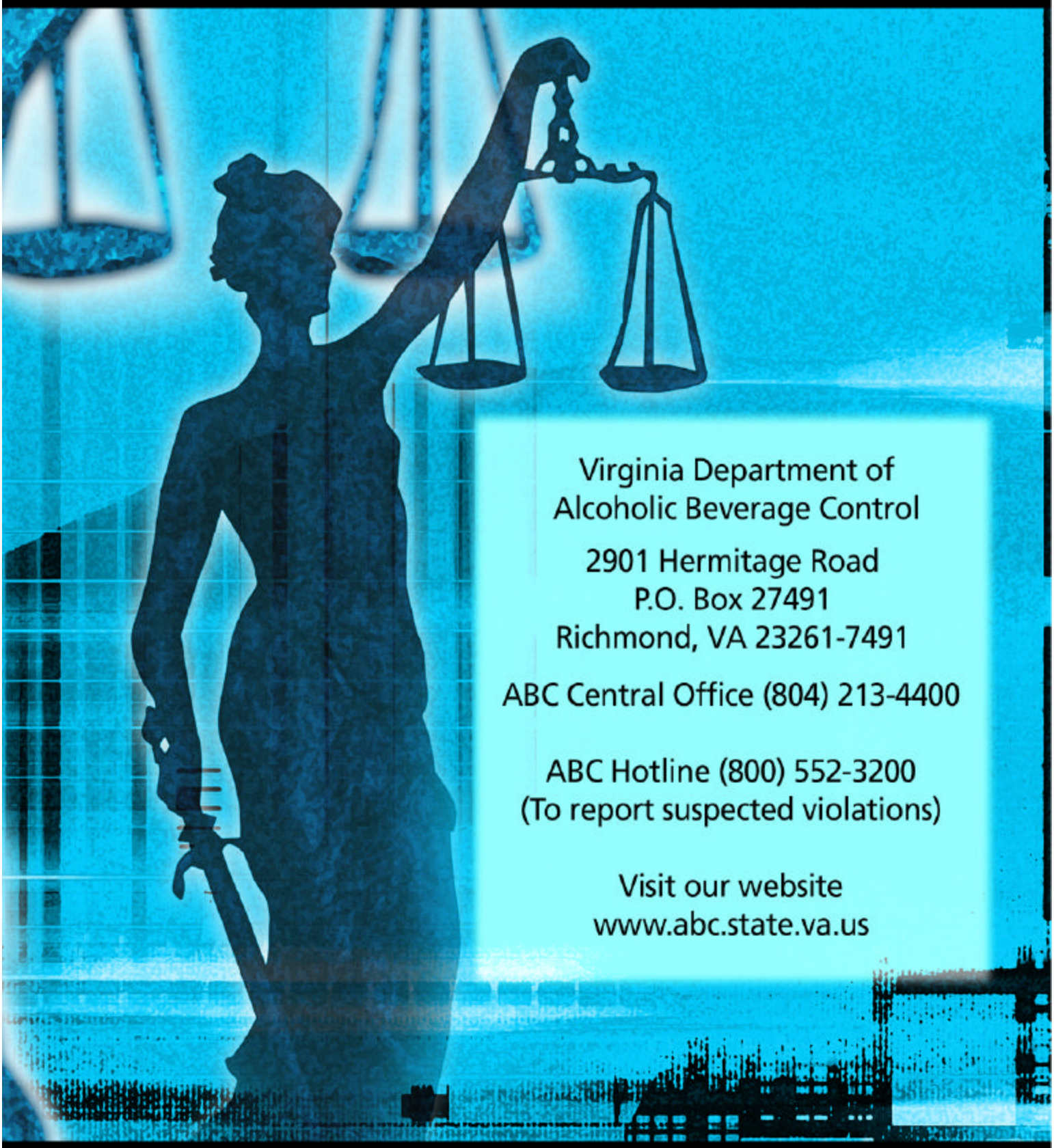

Virginia Department of
Alcoholic Beverage Control

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ABC Central Office (804) 213-4400

ABC Hotline (800) 552-3200
(To report suspected violations)

Visit our website
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