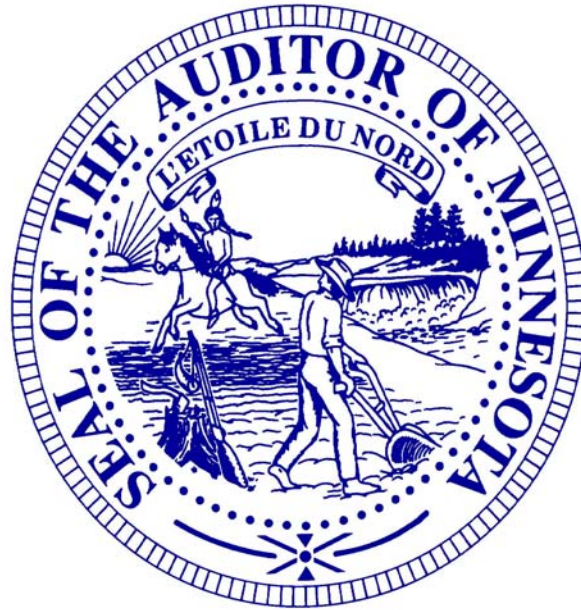


STATE OF MINNESOTA

Office of the State Auditor



Rebecca Otto
State Auditor

Analysis of Municipal Liquor Store Operations

For the Year Ended December 31, 2012

Description of the Office of the State Auditor

The mission of the Office of the State Auditor is to oversee local government finances for Minnesota taxpayers by helping to ensure financial integrity and accountability in local governmental financial activities.

Through financial, compliance, and special audits, the State Auditor oversees and ensures that local government funds are used for the purposes intended by law and that local governments hold themselves to the highest standards of financial accountability.

The State Auditor performs approximately 150 financial and compliance audits per year and has oversight responsibilities for over 3,300 local units of government throughout the state. The office currently maintains five divisions:

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Government Information - collects and analyzes financial information for cities, towns, counties, and special districts;

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Office of the State Auditor
525 Park Street, Suite 500
Saint Paul, Minnesota 55103
(651) 296-2551
state.auditor@osa.state.mn.us
www.auditor.state.mn.us

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Analysis of Municipal Liquor Store Operations

For the Year Ended December 31, 2012



January 27, 2014

**Government Information Division
Office of the State Auditor
State of Minnesota**

Deputy State Auditor
Greg Hierlinger

Staff
Kathy Docter, *Director of Government Information Division*
John Jernberg, *Research Analysis Specialist*
Christy John, *Research Analyst*
Mark Albarado, *Accounting Officer*
Tiffany O'Neil, *Accounting Officer*
Erin Schutta, *Accounting Officer*
Rachel Hanson (*Intern*)
Trang Pham (*Intern*)

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Table of Contents

Background and Purpose	1
Executive Summary	3
Recommendations	4
Map of 2012 Municipal Liquor Operations in Greater Minnesota	5
Map of 2012 Municipal Liquor Operations in the Seven-County Metro Area	6
Analysis of Minnesota Municipal Liquor Store Operations	7
Total Net Profits by Operation Type for the Years 2008 to 2012 (Figure 1).....	7
Municipal Liquor Store Operations with Net Losses in 2012 (Table 1).....	8
Total Sales by Operation Type for the Years 2008 to 2012 (Figure 2).....	9
Total Operating Expenses by Operation Type for the Years 2008 to 2012 (Figure 3).....	10
Comparison of Average Sales Per Store for Greater Minnesota and Metro Area Municipal Liquor Operations by Type - 2012 (Figure 4).....	11
Comparison of Operating Expenses as a Percent of Sales for Greater Minnesota and Metro Area Municipal Liquor Operations by Type - 2012 (Figure 5).....	12
Off-Sale Liquor Store Total Sales and Total Operating Expenses - 2012 (Table 2).....	13
Comparison of Average Net Transfers for Greater Minnesota and Metro Area Municipal Liquor Operations by Type - 2012 (Figure 6).....	14
Cities Required to Hold Hearings in 2013.....	14
Number of Municipal Liquor Operations - 2003 to 2012 (Figure 7).....	15
Comparison of 2011 and 2012 Liquor Store Operations (Table 4).....	16
Appendix 1 (2012 Liquor Store Tables)	
Comparison of City Liquor Store Operations - 2012 (Table 5).....	19
Comparison of City Liquor Store Operations - 2012 - Ranked by Gross Sales (Table 6).....	24
Comparison of City Liquor Store Operations - 2012 - Ranked by Net Profit/(Loss) as a Percent of Sales (Table 7).....	29
Comparison of Metro Area City Liquor Store Operations - 2012 (Table 8).....	34
Comparison of Greater Minnesota City Liquor Store Operations - 2012 (Table 9).....	35

Appendix 2 (2012 Liquor Store Tables and Maps by Economic Development Region)

Comparison of Off-Sale City Liquor Store Operations - 2012 - Average Per Store by Economic Development Region (Table 10).....	41
Comparison of On-Sale City Liquor Store Operations - 2012 - Average Per Store by Economic Development Region (Table 11).....	41
Comparison of City Liquor Store Operations - 2012 - Listed by Economic Development Region and City (Table 12).....	42
Comparison of City Liquor Store Operations - 2012 - Listed by Economic Development Region and City - Ranked by Net Profit/(Loss) as a Percent of Sales by Type of Establishment (Table 13).....	48
2012 Average Sales Per Off-Sale Municipal Liquor Establishment by Economic Development Region (Figure 8).....	53
2012 Average Sales Per On-Sale Municipal Liquor Establishment by Economic Development Region (Figure 9).....	54
2012 Average Net Profit and Percent of Sales Per Off-Sale Municipal Liquor Establishment by Economic Development Region (Figure 10).....	55
2012 Average Net Profit and Percent of Sales Per On-Sale Municipal Liquor Establishment by Economic Development Region (Figure 11).....	56

Background and Purpose

This report provides comparative data on municipal liquor operations owned and operated by Minnesota cities.¹ In 2012, 207 Minnesota cities operated 239 municipal liquor stores, with 114 cities operating both on-sale and off-sale liquor establishments and 93 cities restricting their municipally-owned establishments to off-sale liquor stores.^{2,3} While the majority of municipally-owned liquor stores are located in Greater Minnesota, 19 cities within the Seven-County Metro Area (Metro Area) own and operate liquor establishments (see maps on pages 5 and 6 for locations of establishments).

Minnesota municipalities were originally authorized to own and operate liquor establishments as a means of controlling the sale of alcohol. For many communities in Greater Minnesota, municipal liquor operations provide access and convenience in areas that might be unable to attract a privately-run establishment. In addition to these functions, profitable municipal liquor operations have provided another source of revenues to supplement traditional tax and fee revenues.

The underlying financial data provided in this report is compiled from audited and unaudited financial statements that are required to be filed annually with the Office of the State Auditor. The tables and analysis derived from this data provide a basis of comparison for municipal liquor operations to highlight the current trends and financial condition of these operations. This report provides comparative data to city officials to assist them in the management of their municipal liquor store operations. In addition, it provides information to the public and policymakers, enabling them to evaluate the financial condition of these operations.

¹Minn. Stat. § 340A.601 authorizes cities with not more than 10,000 people to own and operate on-sale and off-sale liquor establishments. Once a city has established a municipal liquor store, it may continue to operate the store regardless of its subsequent population growth.

²“On- and off-sale” operations are referred to as “on-sale” operations in this report.

³Five cities discontinued liquor operations in 2011 and 2012 but are included in this report because there was still activity reported in 2012. The Cities of Bertha and Rushford ceased liquor operations in 2011, while the Cities of Biscay, Herman, and Lake Benton ceased liquor operations in 2012.

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Executive Summary

- The combined net profit of all municipal liquor operations totaled \$27.3 million in 2012. This represents an increase of \$3.9 million, or 16.6 percent, over the amount generated in 2011. Among on-sale operations, net profits totaled \$3.7 million in 2012, which was an increase of \$1.2 million, or 45.3 percent, over 2011. Total net profits for off-sale operations totaled \$23.5 million in 2012, which was an increase of \$2.7 million, or 13.1 percent, over 2011 (pg. 7).
- Over the past five years, net profits have increased 33.7 percent. Among off-sale stores, there was a 27.6 percent increase in net profits, while on-sale stores showed an increase of 92.3 percent (pg. 7).
- Twenty-five Minnesota cities reported net losses for 2012, compared to 36 cities in 2011. All 25 cities with losses were from Greater Minnesota (pg. 8).
- During 2012, Minnesota's municipal liquor operations reported a 17th consecutive year of record sales totaling \$329.6 million. Total sales generated in 2012 increased by \$12.4 million, or 3.9 percent, over 2011. Total municipal liquor sales ranged from \$91,917 in Canton to \$15.2 million in Lakeville (pg. 8).⁴
- Municipal liquor operations located within the Metro Area are considerably larger and more profitable than their Greater Minnesota counterparts. Although only 19 of the 207 Minnesota cities (9.2 percent) that own and operate municipal liquor stores are located in the Metro Area, they represent 37.4 percent of the total sales and 36.5 percent of the net profits of municipal liquor operations. Sales by all Metro Area operations averaged \$3.2 million in 2012, compared to average sales of \$1.0 million for all Greater Minnesota municipal liquor operations (pg. 10).⁵
- During 2012, Minnesota's municipal liquor stores had transfers of \$23.0 million. This represents an increase of 14.3 percent over the total net transfers made in 2011. Transfers totaled \$8.3 million among Metro Area establishments, compared to \$14.7 million for Greater Minnesota establishments (pg. 13).
- Minnesota law requires cities to hold a public hearing on the future of their liquor store(s) if the liquor operation shows a net loss in at least two of the past three years. While this report is based on 2012 data, an examination of losses for the years 2010, 2011, and 2012 shows that 25 cities should have held hearings on or after November 17, 2013⁶ (pg. 14).

⁴Excludes the Cities of Bertha and Rushford because they closed their liquor stores in 2011 and had no sales in 2012.

⁵The average was calculated by dividing the total sales for each area by the number of liquor stores in each area.

⁶Minn. Stat. § 340A.602. See the Office of the State Auditor's Statement of Position, "Municipal Liquor Store Hearings."

Recommendations

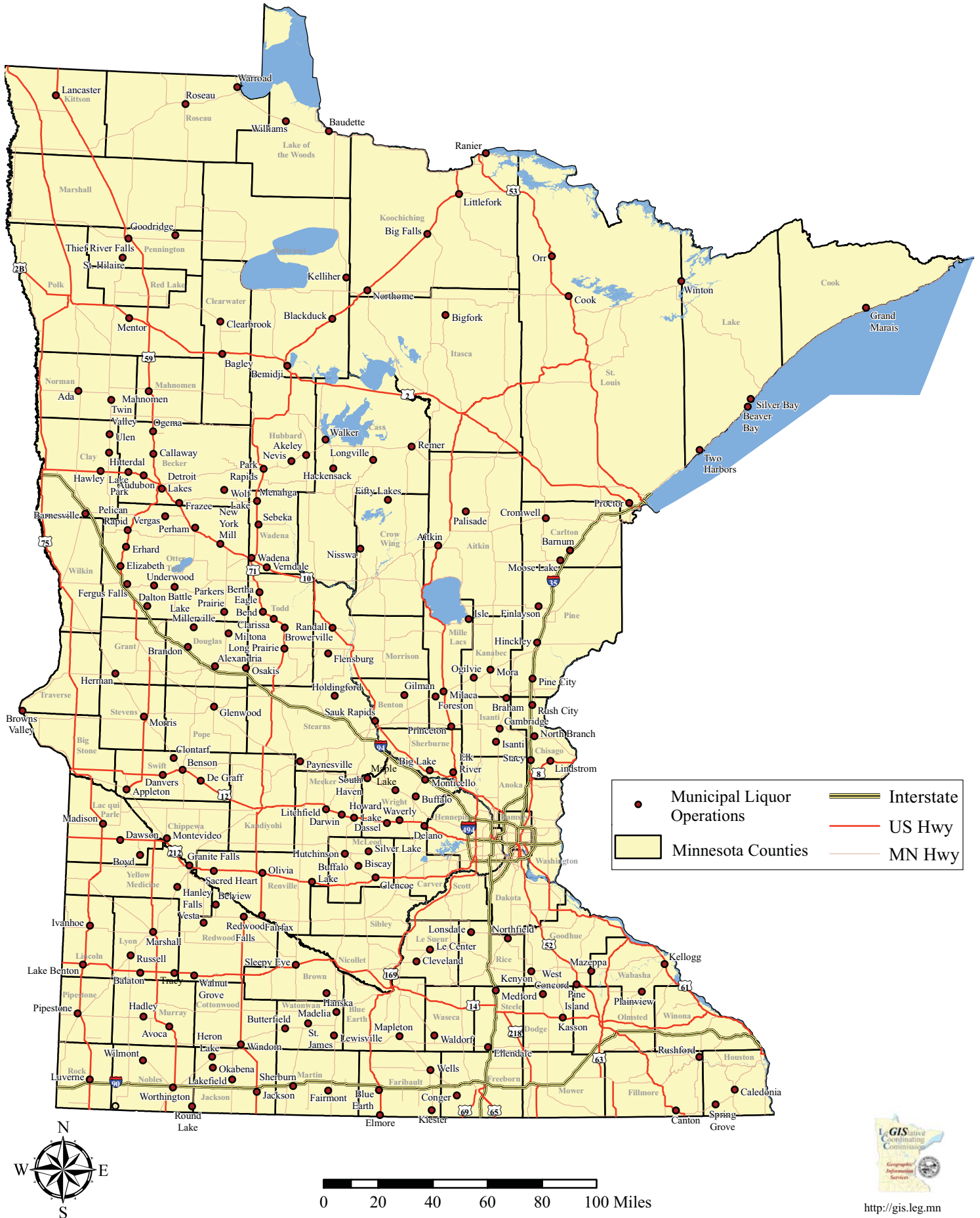
One purpose of this report is to provide data to city officials that will enable them to evaluate the efficiency of their liquor operations through comparisons to similarly-situated liquor operations. The tables included in this report may be downloaded as a spreadsheet so those who manage municipal liquor operations can compare their operation to similar operations. Municipal officials can compare location, population, and financial indicators, such as total sales, to make a review of operations more meaningful.

City officials should compare their operations to cities with the same type of operations. Off-sale operations should not be compared to on-sale operations because operating expenses are generally much higher for on-sale operations, due to factors such as the added costs of bartenders, wait staff, and entertainment. Useful comparisons include:

- **Gross Profits.** Cities with relatively low gross profits (total sales minus cost of sales) should consider whether the gross profits reflect their intended markup policies. If gross profits are well below the intended markup of inventory, a number of factors could exist such as lack of compliance with markup policies, pricing discounts such as special reduced pricing, theft, poor inventory control, or damage of inventory.⁷
- **Gross Profits as a Percent of Total Sales.** This measure may help a city determine if its intended markup is below other nearby municipal liquor stores, therefore resulting in a lower gross profit. Conversely, if the markup is higher than nearby cities, it may hurt sales. It is important to use the proper comparison. Gross profits as a percent of total sales are much higher for on-sale operations than off-sale operations. On-sale operations require a greater gross profit margin to cover the higher operating costs associated with these types of operations.
- **Operating Expenses.** If operating expenses are relatively high compared to similarly-sized stores, city officials should look at stores with low operating expenses for ideas on how they might operate more efficiently.
- **Operating Expenses as a Percent of Sales.** A comparison of operating expenses as a percent of sales can help determine the efficiency of the operation. In operations with similar levels of sales, this percentage should be comparable. If the percentage is much higher, city officials should examine why their costs are higher.

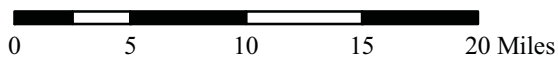
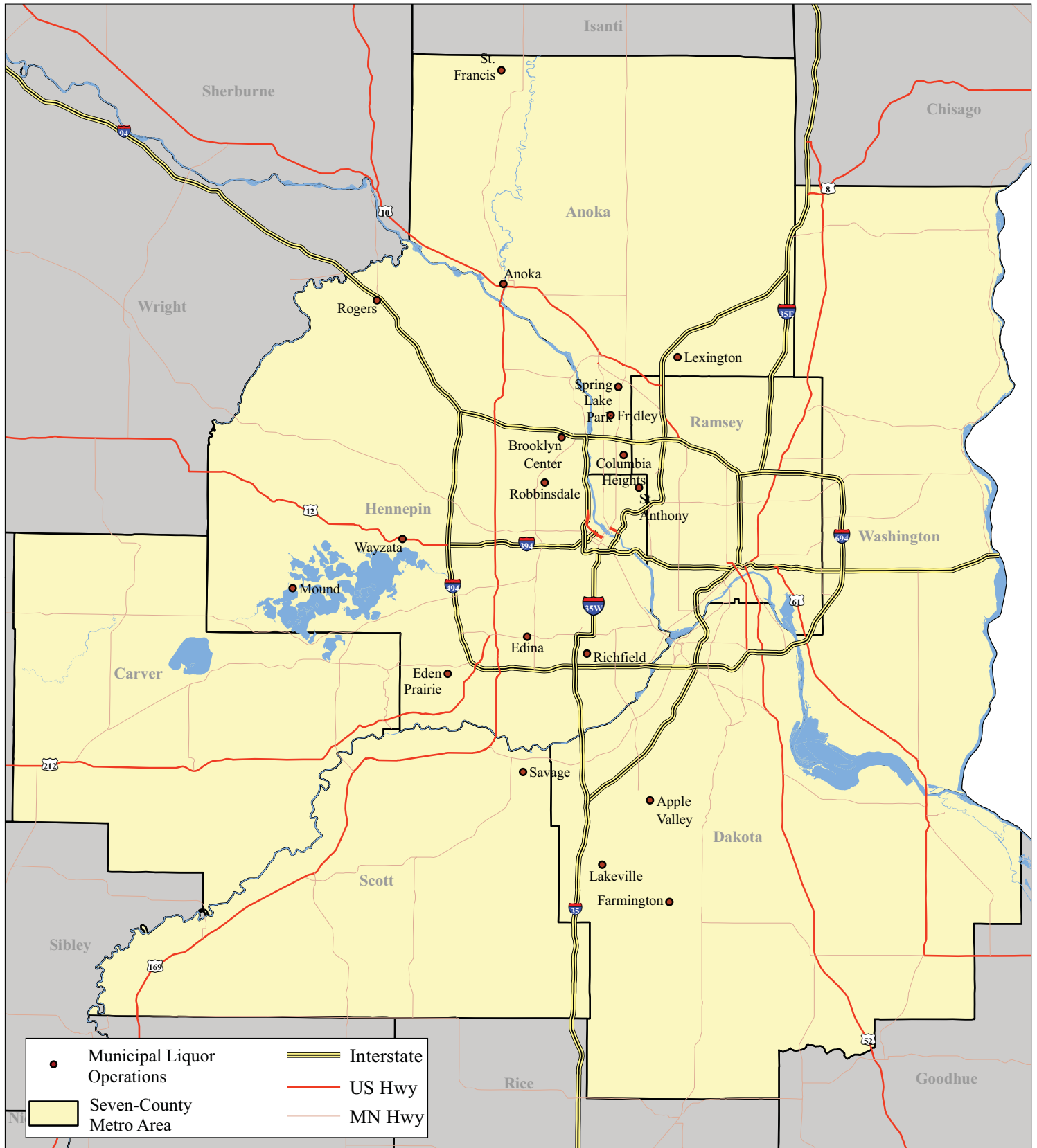
⁷It is important to conduct a physical inventory on a regular basis and compare it to perpetual inventory amounts and investigate discrepancies. For additional information on detecting and preventing fraud, see the Office of the State Auditor's Statement of Position, "[Internal Controls for Municipal Liquor Stores.](#)"

2012 Municipal Liquor Operations in Greater Minnesota



<http://gis.leg.mn>

2012 Municipal Liquor Operations in the Seven-County Metro Area



<http://gis.leg.mn>

Analysis of Minnesota Municipal Liquor Store Operations

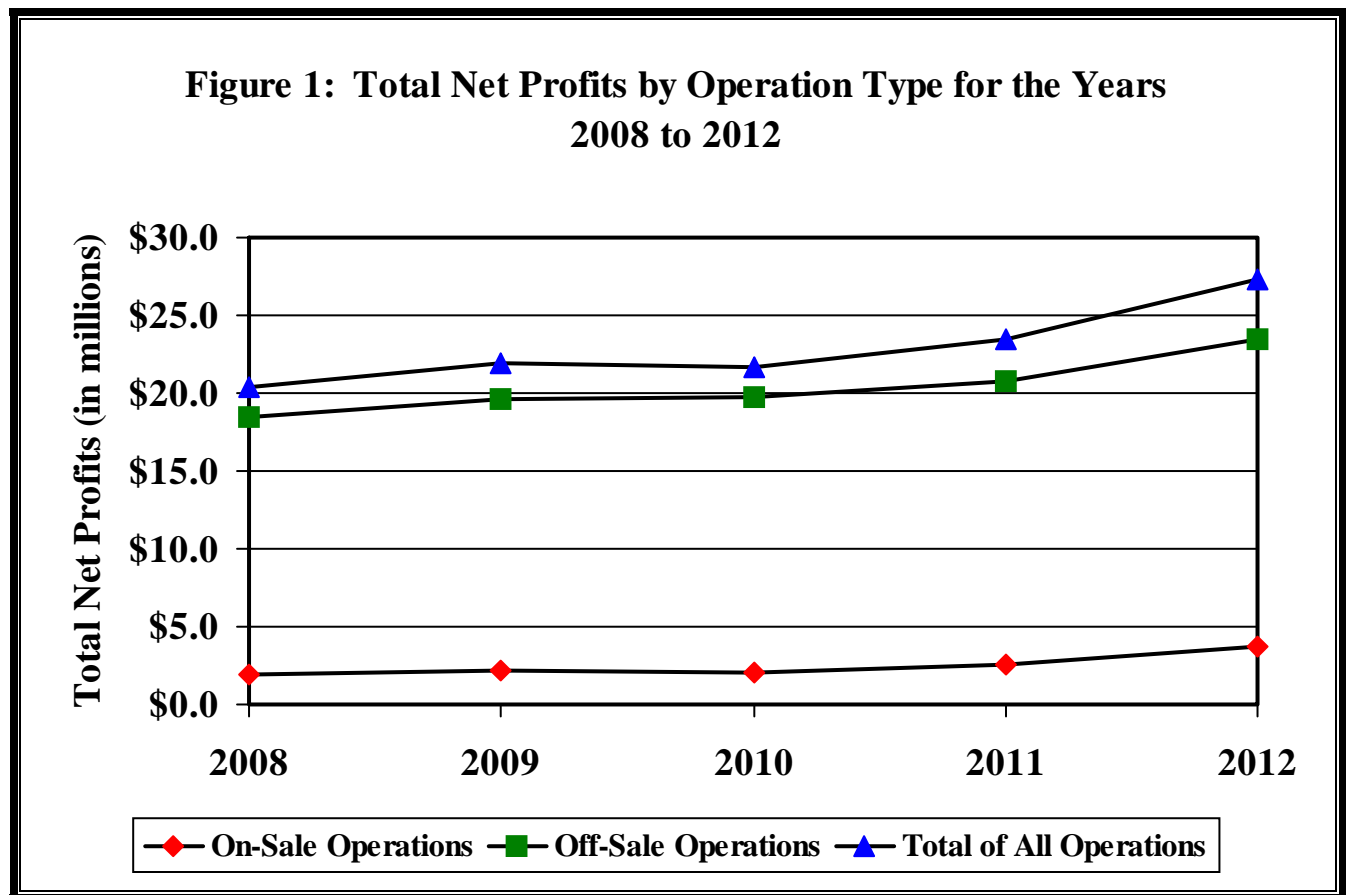
Net Profits of Municipal Liquor Store Operations

Overall

The combined net profit of all municipal liquor operations totaled \$27.3 million in 2012. This represents an increase of \$3.9 million, or 16.6 percent, over the amount generated in 2011. Among on-sale operations, net profits totaled \$3.7 million in 2012, which was an increase of \$1.2 million, or 45.3 percent, over 2011. Total net profits for off-sale operations totaled \$23.5 million in 2012, which was an increase of \$2.7 million, or 13.1 percent, over 2011.

Over the past five years, net profits have increased 33.7 percent. Among off-sale stores, there was a 27.6 percent increase in net profits, while on-sale stores showed an increase of 92.3 percent.

Figure 1 below shows the five-year trend of net profits.



Variations Among Individual Operations

Net profits and losses for municipal liquor stores operating as of December 31, 2012, ranged from a loss of \$63,341 in Williams to a profit of \$1.5 million in Edina. Overall, of the municipal liquor operations that reported in both 2011 and 2012, 143 cities showed year-to-year increases in their net profits, while 64 showed decreases. Of the 64 cities with declines in net profits between 2011 and 2012, 61 were in Greater Minnesota, and 3 were in the Metro Area.

Operations Losing Money

In addition to municipal liquor operations that posted declining net profits between 2011 and 2012, 25 Minnesota cities reported net losses for 2012, compared to 36 cities in 2011. All 25 cities with losses were from Greater Minnesota. Table 1 below lists the cities whose liquor operations posted net losses in 2012.

Name of City	Net Loss	Name of City	Net Loss
Rushford*	(\$64,733)	Saint Hilaire	(14,579)
Williams	(63,341)	Ellendale	(13,893)
Wells	(44,948)	Rush City	(12,791)
Waldorf	(35,670)	Waverly	(11,840)
Lake Benton*	(30,331)	Kellogg	(11,572)
Parkers Prairie	(27,657)	Mapleton	(10,434)
Herman*	(26,184)	Foreston	(10,347)
Wilmont	(23,832)	Round Lake	(10,135)
Winton	(21,537)	Jackson	(7,863)
Howard Lake	(18,961)	Hadley	(6,766)
Hanley Falls	(18,840)	Audubon	(5,003)
Browns Valley	(18,733)	Okabena	(4,332)
Clontarf	(17,304)		

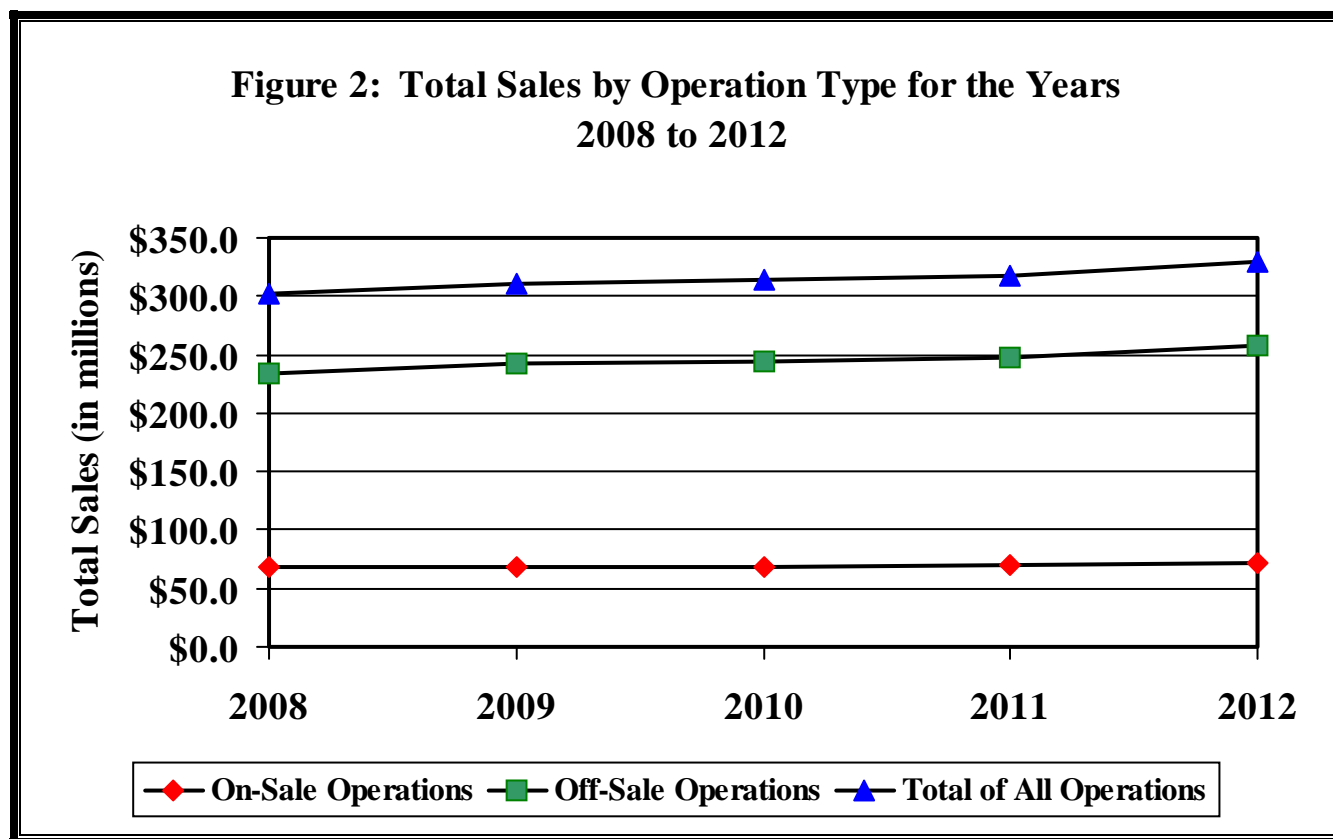
*Discontinued operations in 2011 or 2012 but reported activities in 2012 showing a net loss. The City of Rushford ceased liquor operations in 2011, while the Cities of Herman and Lake Benton ceased liquor operations in 2012.

Total Sales at Municipal Liquor Operations

During 2012, Minnesota’s municipal liquor operations reported a 17th consecutive year of record sales totaling \$329.6 million. Total sales generated in 2012 increased by \$12.4 million, or 3.9 percent, over 2011. Total municipal liquor sales ranged from \$91,917 in Canton to \$15.2 million in Lakeville.⁸

⁸Excludes the Cities of Bertha and Rushford because they closed their liquor stores in 2011 and had no sales in 2012.

Figure 2 below shows that, while off-sale operations total sales have had a slight increase every year, total sales among on-sale operations have remained relatively flat.



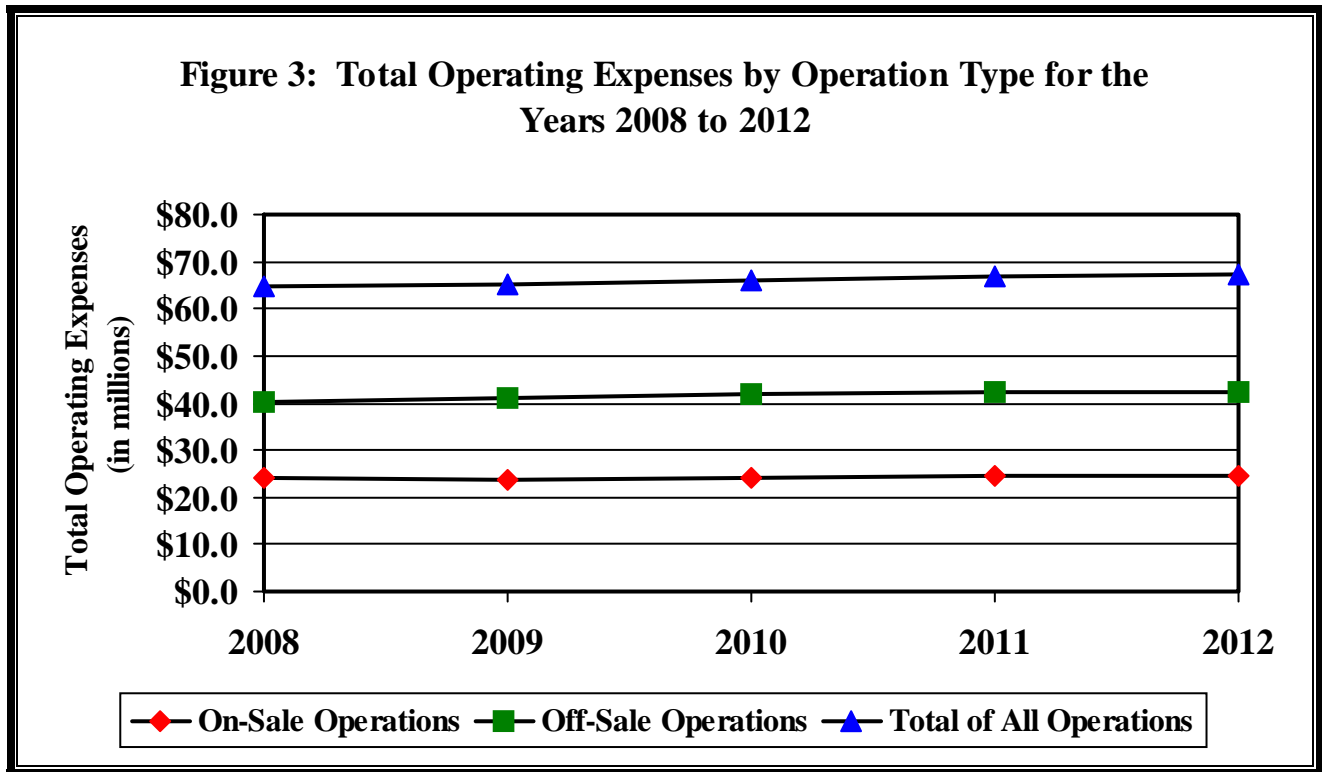
Operating Expenses of Municipal Liquor Operations

During 2012, Minnesota’s municipal liquor operations reported operating expenses totaling \$67.2 million. This represents a slight increase of \$261,670, or 0.4 percent, over the amount reported in 2011. Off-sale liquor operations had operating expenses totaling \$42.5 million in 2012. This represents an increase of \$124,136, or 0.3 percent, over 2011. Operating expenses for on-sale liquor operations totaled \$24.7 million in 2012. This represents an increase of \$137,534, or 0.6 percent, over 2011.

Among individual liquor operations that were in business for all of 2012, expenses ranged from a high of \$2.2 million in Eden Prairie to a low of \$25,319 in Canton.⁹ In general, the level of sales largely dictates the level of expenses. However, even among operations of similar size, there is a wide range of operating expenses.

⁹Excludes the City of Bertha because it closed its liquor store in 2011 and had no operating expenses in 2012.

Figure 3 below shows that operating expenses have been relatively stable between 2008 and 2012.



Comparison Between Municipal Liquor Operations in Greater Minnesota and the Metro Area

Sales

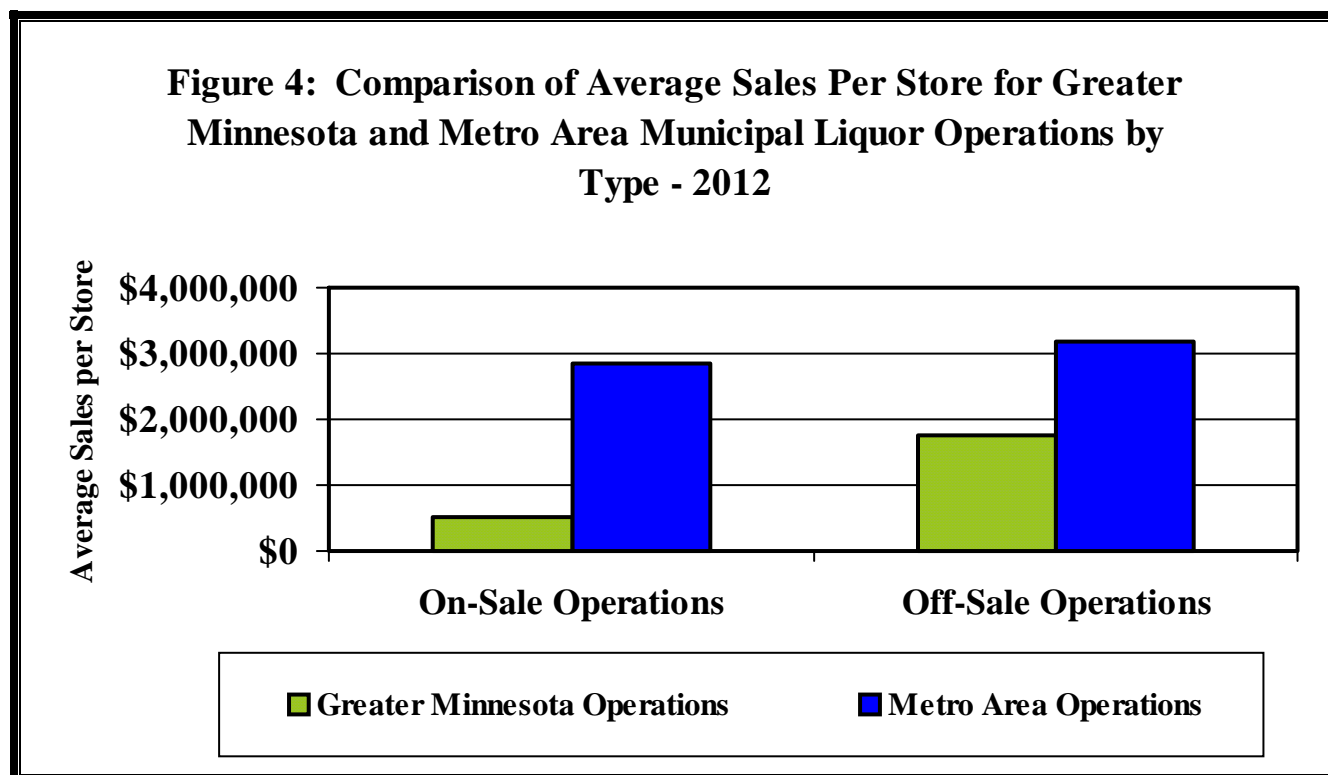
Municipal liquor operations located within the Metro Area are considerably larger and more profitable than their Greater Minnesota counterparts. Although only 19 of the 207 Minnesota cities (9.2 percent) that own and operate municipal liquor stores are located in the Metro Area, they represent 37.4 percent of the total sales and 36.5 percent of the net profits of municipal liquor operations. Sales by all Metro Area operations averaged \$3.2 million in 2012, compared to average sales of \$1.0 million for all Greater Minnesota municipal liquor operations.¹⁰

On-Sale and Off-Sale Sales Comparison

When broken down by type of operation, the contrasts between Greater Minnesota and Metro Area operations remain clear. Off-sale operations in the Metro Area average sales of \$3.2 million, compared to \$1.8 million in Greater Minnesota. Metro Area operations are almost exclusively off-sale operations. Among Metro Area municipal liquor operations, off-sale operations outnumbered on-sale operations 36 to 3. Conversely, among Greater Minnesota cities with municipal liquor operations, on-sale operations outnumbered off-sale operations 119 to 81. As with the off-sale operations, on-sale operations are much larger in the Metro Area than in Greater Minnesota. Sales per on-sale establishment were more than five times greater in the Metro Area than in Greater Minnesota, \$2.8 million to \$530,110, respectively.

¹⁰The average was calculated by dividing the total sales for each area by the number of liquor stores in each area.

Figure 4 below shows the contrast in the level of sales between liquor operations in Greater Minnesota and the Metro Area by establishment type.



Net Profit

In 2012, the average net profit of Metro Area municipal liquor operations was \$255,137, compared to \$86,688 for municipal liquor operations in Greater Minnesota. All Metro Area liquor operations reported a net profit in 2012, ranging from \$80,774 in Spring Lake Park to \$1.5 million in Edina. Net profit and losses among Greater Minnesota municipal liquor operations ranged from a loss of \$63,341 in Williams to a profit of \$847,614 in Elk River.¹¹

On-Sale and Off-Sale Net Profit Comparison

The average net profit of off-sale operations in the Metro Area was \$257,293, compared to \$176,331 for those in Greater Minnesota.¹² The large difference in net profit appears to be primarily the result of the higher sales volume at Metro Area stores compared to those in Greater Minnesota because operating expenses as a percent of sales is actually higher among Metro Area stores (17.3 percent) than Greater Minnesota (15.8 percent).

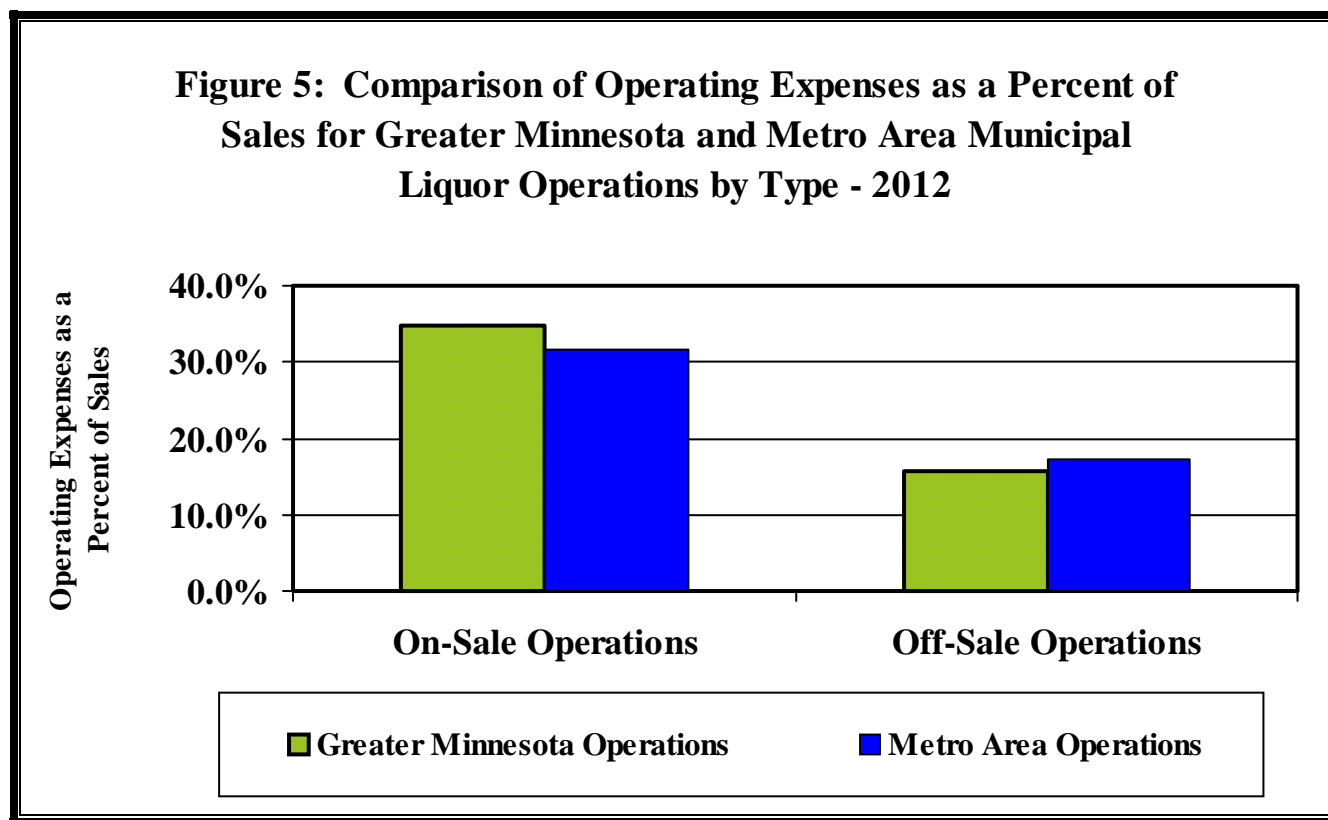
Among on-sale operations, there was a stark contrast between the Metro Area operations and those in Greater Minnesota. The average net profit per store in the Metro Area was \$229,268, compared to \$25,670 in Greater Minnesota.¹³ The wide variance in net profit was primarily the result of two factors: higher sales volume at Metro Area operations and the accompanying efficiencies in regards to purchasing power, staffing, and fixed asset costs in larger operations.

¹¹Excludes the City of Rushford which had a greater loss because the liquor operation was closed in 2011, and its net loss is solely the result of activities related to the closing of the operation.

¹²The average was calculated by dividing the total net profit for each area by the number of liquor stores in each area.

¹³The Metro Area on-sale average is based on only 3 stores compared to 119 stores in Greater Minnesota.

Figure 5 below compares operating expenses as a percent of sales for the Metro Area and Greater Minnesota by type of municipal liquor operation.



Operating Expenses as a Percent of Sales

An examination of sales and operating expenses of off-sale and on-sale operations shows a wide variation in operating expenses as a percent of sales. Among off-sale operations, operating expenses as a percent of sales ranged from a high of 32.1 percent in Kiester to a low of 8.7 percent in Detroit Lakes. The average operating expenses as a percent of sales for off-sale operations in 2012 was 16.5 percent, compared to 17.1 percent in 2011.¹⁴

Among on-sale operations, operating expenses as a percent of sales ranged from a high of 64.2 percent in Winton to a low of 13.5 percent in Walker. The average among on-sale operations was 34.5 percent. Off-sale operations should not be compared to on-sale operations because operating expenses are generally much higher for on-sale operations due to factors such as the added costs of bartenders, wait staff, and entertainment.

¹⁴The average operating expenses as a percent of sales was calculated by dividing the sum of operating expenses by the sum of sales.

Table 2 below shows the range of operating expenses for stores with similar levels of total sales.¹⁵

Off-Sale Municipal Liquor Stores with Total Sales Between	Number of Cities	Range in Total Operating Expenses
\$1 to \$300,000	4	\$27,354 to \$55,060
\$300,001 to \$500,000	11	\$59,722 to \$121,377
\$500,001 to \$1,000,000	6	\$117,977 to \$188,224
\$1,000,001 to \$2,000,000	30	\$172,262 to \$335,782
\$2,000,001 to \$3,000,000	14	\$319,924 to \$533,401
\$3,000,001 to \$5,000,000	16	\$388,973 to \$913,596
Greater than \$5,000,000	12	\$670,824 to \$2,232,081

Net Transfers of Municipal Liquor Store Operations

Transfers

Profits generated by municipal liquor operations generally serve two purposes. First, municipal liquor operations use profits to ensure that they have an adequate level of reserves to purchase inventory and maintain their facilities. Second, profits in excess of what is needed to fulfill the first purpose may be transferred to other city funds to supplement existing revenue sources. During 2012, Minnesota's municipal liquor stores had transfers of \$23.0 million. This represents an increase of 14.3 percent over the total net transfers made in 2011. Transfers totaled \$8.3 million among Metro Area establishments, compared to \$14.7 million for Greater Minnesota establishments. The difference in the overall dollar value of net transfers is a result of there being more municipal liquor operations in Greater Minnesota than in the Metro Area.

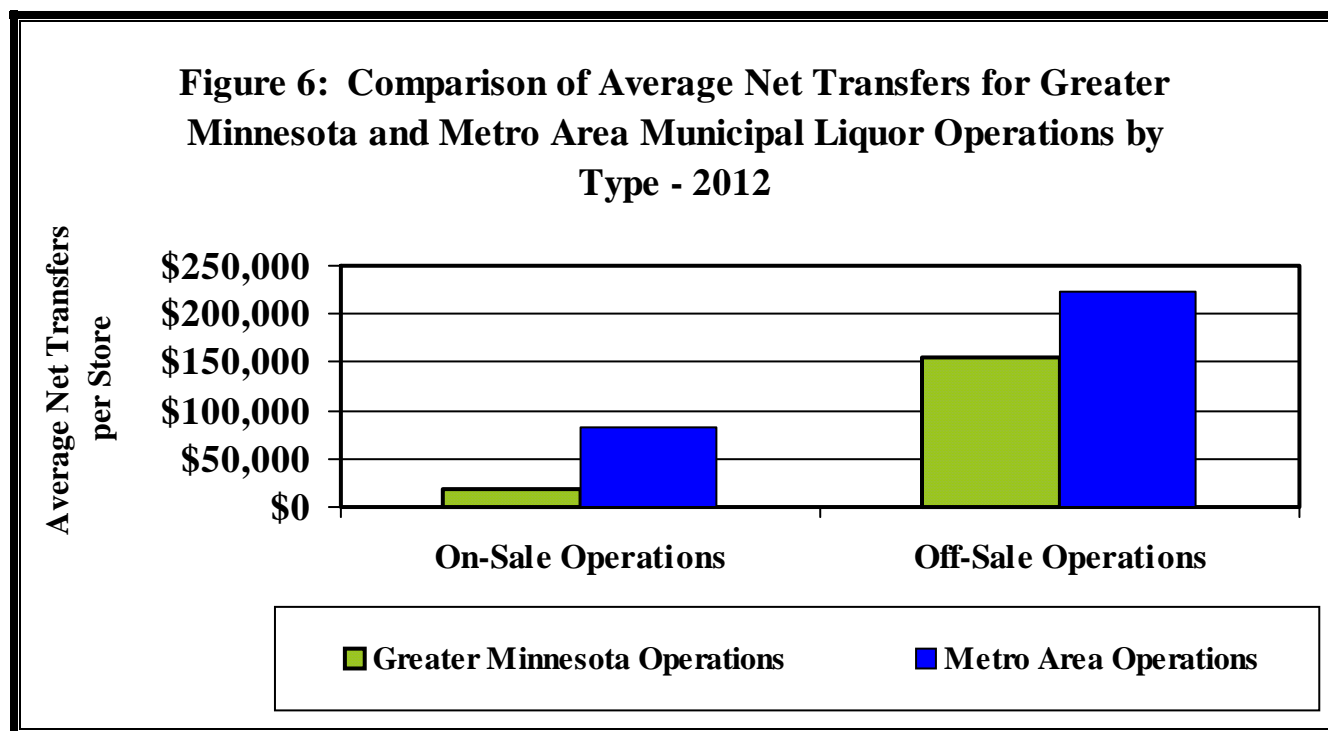
On-Sale and Off-Sale Transfers Comparison

The overall level of net transfers was larger in Greater Minnesota than the Metro Area. When transfers are examined on a per-establishment basis, however, the average net transfer for off-sale stores in the Metro Area was more than in Greater Minnesota (\$223,099 to \$154,511, respectively). The average net transfer per on-sale establishment was almost four times greater among operations in the Metro Area than in Greater Minnesota (\$81,714 to \$18,386).¹⁶

¹⁵ A similar analysis for cities that operate both on-sale and off-sale liquor establishments is not as useful because of the differences among these operations. The operating expenses of on-sale establishments are generally considerably higher than the operating expenses of off-sale establishments. It would be inappropriate to draw comparisons between the total operating expenses of on-sale and off-sale establishments in different cities. Such comparisons could be flawed due to the potential for contrasting the operating expenses of a city with a small on-sale operation and a large off-sale operation with the operating expenses of a city with a large on-sale operation and a small off-sale operation.

¹⁶ The Metro Area on-sale average is based on only 3 stores compared to 119 stores in Greater Minnesota.

Figure 6 below shows the difference in average net transfers between operations in the Metro Area and Greater Minnesota by type of store.



Oversight Responsibilities

City officials who are responsible for the operation of municipal liquor establishments should make certain that the operations are managed appropriately and do not have a negative financial impact on the city. Minnesota law requires cities to hold a public hearing on the future of their liquor store(s) if the liquor operation shows a net loss in at least two of the past three years. While this report is based on 2012 data, an examination of losses for the years 2010, 2011, and 2012 shows that the 25 cities in Table 3 below should have held hearings on or after November 17, 2013.¹⁷ Of the 25 cities required to hold a hearing in 2013, 19 were on the previous year’s list. The cities of Bertha, Biscay, Herman, Lake Benton, and Rushford would have been required to hold a hearing, but discontinued operations prior to the required hearing date.

Table 3

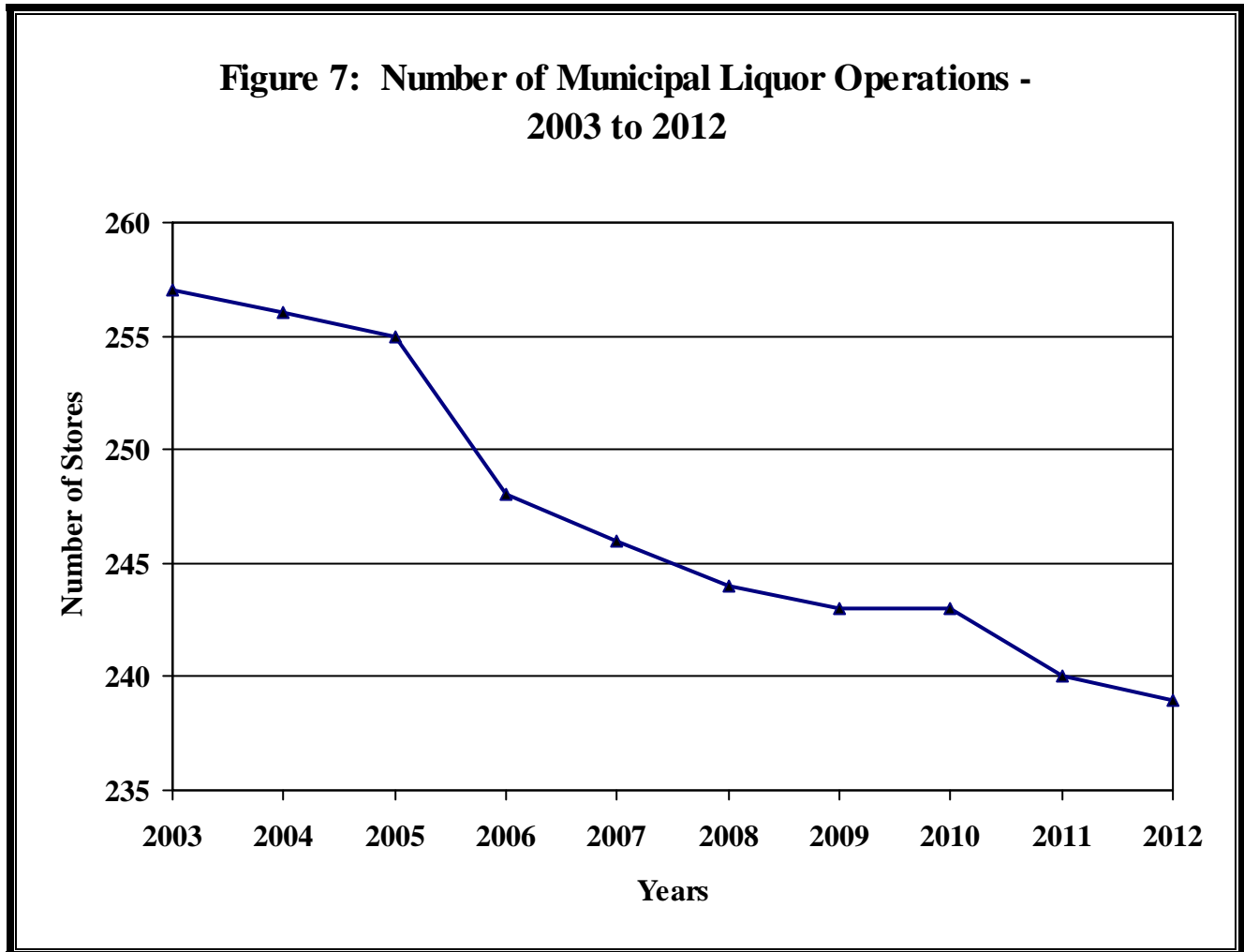
Cities Required to Hold Hearings in 2013

Audubon	Browns Valley	Canton	Clontarf	Dalton	Eagle Bend
Ellendale	Foreston	Hadley	Hanley Falls	Howard Lake	Kellogg
Mapleton	Moose Lake	Okabena	Parkers Prairie	Round Lake	Rush City
Saint Hilaire	Verndale	Vesta	Waldorf	Wells	Williams
Wilmont					

¹⁷Minn. Stat. § 340A.602. See the Office of the State Auditor’s Statement of Position, “[Municipal Liquor Store Hearings.](#)”

Declining Number of Liquor Operations

Due, in part, to the lack of profitability, insurance costs, and other concerns, the number of cities operating municipal liquor stores has steadily declined. Figure 7 below shows the decline in the number of municipal liquor stores over the last ten years.¹⁸



¹⁸The City of Lake Wilson closed and liquidated all assets in 2011. Five cities discontinued liquor operations in 2011 and 2012 but are included in this report because there was still activity reported in 2012. The Cities of Bertha and Rushford ceased liquor operations in 2011, while the Cities of Biscay, Herman, and Lake Benton ceased liquor operations in 2012. Some or all of these cities will be shown as closed in next year's report.

Table 4
Comparison of 2011 and 2012 Liquor Store Operations

On-Sale and Off-Sale Stores

	2011		2012		Variance	Percent Change
	Number of Cities		Number of Cities			
	114	114	114	114		
	Amount		Percent of Sales		Variance	Percent Change
	2011	2012	2011	2012		
Sales	\$69,366,042	\$71,608,934	100.0%	100.0%	\$2,242,892	3.2%
Cost of Sales	42,227,747	43,267,676	60.9%	60.4%	1,039,929	2.5%
Gross Profit	27,138,295	28,341,258	39.1%	39.6%	1,202,963	4.4%
Operating Expenses	24,588,688	24,726,222	35.4%	34.5%	137,534	0.6%
Income from Operations	2,549,607	3,615,036	3.7%	5.0%	1,065,429	41.8%
Nonoperating Revenues	731,988	686,954	1.1%	1.0%	(45,034)	-6.2%
Nonoperating Expenses	705,330	559,448	1.0%	0.8%	(145,882)	-20.7%
Net Income Before Transfers	2,576,265	3,742,542	3.7%	5.2%	1,166,277	45.3%
Transfers To/(From) Other Funds	1,648,376	2,433,024	---	---	784,648	47.6%

Off-Sale Only Stores

	2011		2012*		Variance	Percent Change
	Number of Cities		Number of Cities			
	94	93	94	93		
	Amount		Percent of Sales		Variance	Percent Change
	2011	2012	2011	2012		
Sales	\$247,863,063	\$258,033,273	100.0%	100.0%	\$10,170,210	4.1%
Cost of Sales	184,811,974	191,477,738	74.6%	74.2%	6,665,764	3.6%
Gross Profit	63,051,089	66,555,535	25.4%	25.8%	3,504,446	5.6%
Operating Expenses	42,378,164	42,502,300	17.1%	16.5%	124,136	0.3%
Income from Operations	20,672,925	24,053,235	8.3%	9.3%	3,380,310	16.4%
Nonoperating Revenues	1,624,028	901,862	0.7%	0.3%	(722,166)	-44.5%
Nonoperating Expenses	1,473,515	1,409,758	0.6%	0.5%	(63,757)	-4.3%
Net Income Before Transfers	20,823,438	23,545,339	8.4%	9.1%	2,721,901	13.1%
Transfers To/(From) Other Funds	18,454,000	20,546,982	---	---	2,092,982	11.3%

Total City Liquor Stores

	2011		2012*		Variance	Percent Change
	Number of Cities		Number of Cities			
	208	207	208	207		
	Amount		Percent of Sales		Variance	Percent Change
	2011	2012	2011	2012		
Sales	\$317,229,105	\$329,642,207	100.0%	100.0%	\$12,413,102	3.9%
Cost of Sales	227,039,721	234,745,414	71.6%	71.2%	7,705,693	3.4%
Gross Profit	90,189,384	94,896,793	28.4%	28.8%	4,707,409	5.2%
Operating Expenses	66,966,852	67,228,522	21.1%	20.4%	261,670	0.4%
Income from Operations	23,222,532	27,668,271	7.3%	8.4%	4,445,739	19.1%
Nonoperating Revenues	2,356,016	1,588,816	0.7%	0.5%	(767,200)	-32.6%
Nonoperating Expenses	2,178,845	1,969,206	0.7%	0.6%	(209,639)	-9.6%
Net Income Before Transfers	23,399,703	27,287,881	7.4%	8.3%	3,888,178	16.6%
Transfers To/(From) Other Funds	20,102,376	22,980,006	---	---	2,877,630	14.3%

*The City of Lake Wilson closed and liquidated all liquor store assets in 2011, resulting in one less city reporting in 2012.

Appendix 1

2012 Liquor Store Tables

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**Table 5
Comparison of City Liquor Store Operations - 2012**

Name of City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
						Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
Ada	On- & Off-Sale	----	1,673	\$547,511	\$320,947	\$226,564	41.4%	\$191,709	\$34,855	\$30,457	\$----	\$65,312	11.9%	\$17,021
Aitkin	Off-Sale Only	----	2,139	950,095	752,900	197,195	20.8%	119,236	77,959	21,076	----	99,035	10.4%	51,722
Akeley	On- & Off-Sale	----	429	368,885	212,744	156,141	42.3%	138,563	17,578	2	----	17,580	4.8%	----
Alexandria	Off-Sale Only	----	13,008	4,402,535	3,428,169	974,366	22.1%	732,089	242,277	1,076	12,473	230,880	5.2%	200,000
Anoka	Off-Sale Only	----	17,345	3,970,832	3,059,281	911,551	23.0%	698,936	212,615	11,874	----	224,489	5.7%	195,000
Apple Valley	Off-Sale Only	----	49,895	9,231,890	6,703,467	2,528,423	27.4%	1,557,994	970,429	49,053	120,960	898,522	9.7%	525,000
Appleton	Off-Sale Only	----	1,393	496,182	358,523	137,659	27.7%	121,143	16,516	1,450	----	17,966	3.6%	20,000
Audubon	On- & Off-Sale	----	527	569,019	348,619	220,400	38.7%	219,181	1,219	5,717	11,939	(5,003)	-0.9%	2,249
Avoca	On- & Off-Sale	----	142	267,937	132,368	135,569	50.6%	108,968	26,601	3,642	40	30,203	11.3%	17,600
Bagley	Off-Sale Only	----	1,407	1,032,303	790,803	241,500	23.4%	199,939	41,561	1,714	----	43,275	4.2%	15,000
Balaton	On- & Off-Sale	----	639	405,027	252,578	152,449	37.6%	137,706	14,743	210	----	14,953	3.7%	45,000
Barnesville	Off-Sale Only	----	2,600	448,651	339,121	109,530	24.4%	83,375	26,155	2,962	----	29,117	6.5%	12,000
Barnum	On- & Off-Sale	----	611	468,177	235,908	232,269	49.6%	235,622	(3,353)	29,517	----	26,164	5.6%	7,000
Battle Lake	Off-Sale Only	----	881	1,166,319	821,718	344,601	29.5%	222,494	122,107	4,111	----	126,218	10.8%	160,000
Baudette	On- & Off-Sale	----	1,103	1,451,642	977,275	474,367	32.7%	412,013	62,354	1,085	----	63,439	4.4%	175,000
Beaver Bay	On- & Off-Sale	----	181	387,373	196,772	190,601	49.2%	184,607	5,994	----	----	5,994	1.5%	96,614
Bemidji	Off-Sale Only	----	13,560	5,132,559	3,716,554	1,416,005	27.6%	741,217	674,788	14,518	----	689,306	13.4%	340,000
Benson	On- & Off-Sale	----	3,200	1,094,861	719,498	375,363	34.3%	292,372	82,991	23,223	----	106,214	9.7%	30,000
Bertha	On- & Off-Sale	[21][22]	490	----	----	----	----	----	----	17,492	7,233	10,259	----	101,385
Big Falls	On- & Off-Sale	----	235	309,480	166,816	142,664	46.1%	136,302	6,362	1,218	----	7,580	2.4%	13,628
Big Lake	Off-Sale Only	----	10,334	3,420,250	2,435,138	985,112	28.8%	503,567	481,545	13,818	56,071	439,292	12.8%	250,000
Biscay	On- & Off-Sale	[16]	113	175,000	2,558	172,442	98.5%	94,945	77,497	----	----	77,497	44.3%	----
Blackduck	On- & Off-Sale	----	797	854,304	537,579	316,725	37.1%	239,865	76,860	8,449	----	85,309	10.0%	52,500
Blue Earth	Off-Sale Only	----	3,323	1,498,613	1,112,434	386,179	25.8%	265,947	120,232	329	23,632	96,929	6.5%	88,789
Boyd	On- & Off-Sale	----	168	353,571	207,492	146,079	41.3%	141,823	4,256	13,804	----	18,060	5.1%	5,000
Braham	Off-Sale Only	----	1,815	1,281,301	956,805	324,496	25.3%	250,058	74,438	93,521	88,514	79,445	6.2%	59,537
Brandon	On- & Off-Sale	----	492	481,116	283,690	197,426	41.0%	163,795	33,631	972	----	34,603	7.2%	----
Brooklyn Center	Off-Sale Only	----	30,569	5,963,908	4,316,716	1,647,192	27.6%	1,271,162	376,030	14,580	----	390,610	6.5%	200,000
Browerville	On- & Off-Sale	----	783	469,309	257,502	211,807	45.1%	178,600	33,207	12,117	----	45,324	9.7%	27,002
Browns Valley	On- & Off-Sale	----	584	196,164	119,924	76,240	38.9%	97,054	(20,814)	2,081	----	(18,733)	-9.5%	----
Buffalo	Off-Sale Only	----	15,666	4,298,307	3,071,808	1,226,499	28.5%	723,276	503,223	207,114	27,114	683,223	15.9%	500,000
Buffalo Lake	On- & Off-Sale	----	713	399,569	221,415	178,154	44.6%	174,106	4,048	14,078	----	18,126	4.5%	----
Butterfield	Off-Sale Only	----	586	224,546	162,024	62,522	27.8%	51,500	11,022	3,389	----	14,411	6.4%	----
Caledonia	Off-Sale Only	----	2,839	637,629	478,838	158,791	24.9%	147,007	11,784	133	----	11,917	1.9%	----
Callaway	On- & Off-Sale	----	238	528,537	277,711	250,826	47.5%	214,489	36,337	4,061	----	40,398	7.6%	15,283
Cambridge	Off-Sale Only	----	8,236	4,684,393	3,571,131	1,113,262	23.8%	687,595	425,667	10,148	379	435,436	9.3%	430,000
Canton	On- & Off-Sale	----	343	91,917	69,759	22,158	24.1%	25,319	(3,161)	3,399	----	238	0.3%	298
Clarissa	On- & Off-Sale	----	675	381,578	237,056	144,522	37.9%	144,190	332	4,443	----	4,775	1.3%	----
Clearbrook	On- & Off-Sale	----	519	492,461	279,536	212,925	43.2%	199,174	13,751	----	----	13,751	2.8%	5,000
Cleveland	On- & Off-Sale	----	717	199,955	106,224	93,731	46.9%	104,009	(10,278)	22,192	----	11,914	6.0%	(130,000)
Clontarf	On- & Off-Sale	----	158	372,155	215,550	156,605	42.1%	173,546	(16,941)	----	363	(17,304)	-4.6%	(7,983)
Columbia Heights	Off-Sale Only	----	19,676	8,804,233	6,654,657	2,149,576	24.4%	1,465,683	683,893	1,000	229,954	454,939	5.2%	96,667
Conger	On- & Off-Sale	----	144	298,568	172,031	126,537	42.4%	117,682	8,855	4,046	----	12,901	4.3%	(6,400)
Cook	Off-Sale Only	----	569	1,488,815	1,109,480	379,335	25.5%	233,967	145,368	2,003	----	147,371	9.9%	590,998
Cromwell	On- & Off-Sale	----	237	456,469	226,123	230,346	50.5%	183,984	46,362	11,693	----	58,055	12.7%	50,000
Dalton	Off-Sale Only	----	248	332,604	258,123	74,481	22.4%	67,706	6,775	1,624	----	8,399	2.5%	----
Danvers	On- & Off-Sale	----	95	366,300	192,356	173,944	47.5%	144,441	29,503	883	----	30,386	8.3%	130,000
Darwin	Off-Sale Only	----	346	463,441	366,519	96,922	20.9%	90,798	6,124	1,135	----	7,259	1.6%	----
Dassel	Off-Sale Only	----	1,465	1,127,588	850,843	276,745	24.5%	200,101	76,644	9,667	36,109	50,202	4.5%	----
Dawson	Off-Sale Only	----	1,515	459,399	322,507	136,892	29.8%	121,377	15,515	1,198	----	16,713	3.6%	----
De Graff	On- & Off-Sale	----	128	466,449	229,796	236,653	50.7%	201,683	34,970	----	11,833	23,137	5.0%	8,600

**Table 5
Comparison of City Liquor Store Operations - 2012**

Name of City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
						Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
Delano	Off-Sale Only	----	5,548	2,357,422	1,727,727	629,695	26.7%	444,533	185,162	1,977	----	187,139	7.9%	100,000
Detroit Lakes	Off-Sale Only	----	8,763	4,909,641	3,749,632	1,160,009	23.6%	427,547	732,462	----	70,250	662,212	13.5%	555,072
Eagle Bend	On- & Off-Sale	----	526	285,827	160,098	125,729	44.0%	103,789	21,940	10,390	----	32,330	11.3%	2,000
Eden Prairie	Off-Sale Only	----	62,004	12,371,628	9,014,543	3,357,085	27.1%	2,232,081	1,125,004	12,349	----	1,137,353	9.2%	1,063,557
Edina	Off-Sale Only	----	48,829	13,230,941	9,615,928	3,615,013	27.3%	2,124,476	1,490,537	----	340	1,490,197	11.3%	1,320,100
Elizabeth	Off-Sale Only	----	173	356,548	272,643	83,905	23.5%	68,767	15,138	948	----	16,086	4.5%	----
Elk River	Off-Sale Only	----	23,147	6,525,234	4,638,550	1,886,684	28.9%	970,330	916,354	14,485	83,225	847,614	13.0%	468,667
Ellendale	On- & Off-Sale	----	680	358,262	209,458	148,804	41.5%	162,720	(13,916)	23	----	(13,893)	-3.9%	(15,126)
Elmore	Off-Sale Only	----	656	134,753	101,760	32,993	24.5%	27,354	5,639	51	----	5,690	4.2%	----
Erhard	Off-Sale Only	----	146	306,762	233,112	73,650	24.0%	72,980	670	3,475	----	4,145	1.4%	----
Fairfax	On- & Off-Sale	----	1,214	554,928	293,518	261,410	47.1%	255,852	5,558	5,656	----	11,214	2.0%	----
Fairmont	Off-Sale Only	----	10,521	3,291,955	2,486,326	805,629	24.5%	449,137	356,492	8,654	----	365,146	11.1%	200,500
Farmington	Off-Sale Only	----	21,792	4,397,572	3,294,182	1,103,390	25.1%	821,848	281,542	----	----	281,542	6.4%	90,008
Fergus Falls	Off-Sale Only	----	13,228	5,519,338	3,952,932	1,566,406	28.4%	877,907	688,499	33,271	42,256	679,514	12.3%	357,595
Fifty Lakes	On- & Off-Sale	----	392	394,555	183,314	211,241	53.5%	191,759	19,482	----	----	19,482	4.9%	----
Finlayson	On- & Off-Sale	----	313	483,592	260,087	223,505	46.2%	167,656	55,849	8,200	----	64,049	13.2%	27,049
Flensburg	On- & Off-Sale	[0]	227	338,188	123,812	214,376	63.4%	188,795	25,581	----	4,928	20,653	6.1%	----
Foreston	On- & Off-Sale	----	524	339,254	170,132	169,122	49.9%	186,560	(17,438)	7,707	616	(10,347)	-3.0%	10,000
Frazee	On- & Off-Sale	----	1,378	638,753	401,304	237,449	37.2%	199,552	37,897	97	----	37,994	5.9%	----
Fridley	Off-Sale Only	----	27,591	4,705,523	3,497,168	1,208,355	25.7%	857,741	350,614	960	----	351,574	7.5%	350,000
Gilman	On- & Off-Sale	----	238	429,136	154,415	274,721	64.0%	245,563	29,158	8,414	----	37,572	8.8%	----
Glencoe	Off-Sale Only	----	5,586	1,370,337	1,034,936	335,401	24.5%	173,576	161,825	95	----	161,920	11.8%	174,000
Glenwood	Off-Sale Only	----	2,546	1,164,969	903,860	261,109	22.4%	184,971	76,138	9,062	----	85,200	7.3%	40,000
Goodridge	On- & Off-Sale	----	134	356,072	178,399	177,673	49.9%	153,534	24,139	----	----	24,139	6.8%	10,000
Grand Marais	Off-Sale Only	----	1,355	1,747,367	1,167,764	579,603	33.2%	308,636	270,967	3,668	----	274,635	15.7%	200,000
Granite Falls	Off-Sale Only	----	2,843	1,060,090	775,970	284,120	26.8%	172,262	111,858	16,703	16,329	112,232	10.6%	68,975
Hackensack	On- & Off-Sale	----	314	1,047,883	717,705	330,178	31.5%	278,765	51,413	111	9,018	42,506	4.1%	----
Hadley	On- & Off-Sale	----	56	234,496	109,888	124,608	53.1%	139,727	(15,119)	8,353	----	(6,766)	-2.9%	----
Hanley Falls	On- & Off-Sale	----	295	220,845	130,310	90,535	41.0%	112,559	(22,024)	3,184	----	(18,840)	-8.5%	----
Hanska	On- & Off-Sale	----	393	313,111	181,931	131,180	41.9%	123,661	7,519	7,260	354	14,425	4.6%	7,341
Hawley	Off-Sale Only	----	2,094	967,427	715,644	251,783	26.0%	188,224	63,559	79	27,960	35,678	3.7%	5,000
Herman	On- & Off-Sale	[16]	437	194,296	122,655	71,641	36.9%	90,262	(18,621)	----	7,563	(26,184)	-13.5%	----
Heron Lake	On- & Off-Sale	----	691	364,837	199,382	165,455	45.4%	138,684	26,771	91	4,296	22,566	6.2%	----
Hinckley	On- & Off-Sale	----	1,796	2,406,273	1,628,753	777,520	32.3%	530,848	246,672	997	40,450	207,219	8.6%	106,750
Hitterdal	On- & Off-Sale	----	209	400,555	173,175	227,380	56.8%	173,207	54,173	----	----	54,173	13.5%	35,000
Holdingsford	On- & Off-Sale	----	712	374,950	203,816	171,134	45.6%	167,367	3,767	18,623	----	22,390	6.0%	26,280
Howard Lake	On- & Off-Sale	----	1,996	828,173	618,849	209,324	25.3%	233,671	(24,347)	14,906	9,520	(18,961)	-2.3%	----
Hutchinson	Off-Sale Only	----	14,034	5,325,001	4,106,146	1,218,855	22.9%	670,824	548,031	7,242	39,723	515,550	9.7%	420,000
Isanti	Off-Sale Only	----	5,369	2,267,230	1,665,290	601,940	26.5%	340,344	261,596	7,014	----	268,610	11.8%	150,000
Isle	On- & Off-Sale	----	762	1,008,383	638,195	370,188	36.7%	288,741	81,447	17,761	----	99,208	9.8%	83,000
Ivanhoe	On- & Off-Sale	----	554	479,730	283,966	195,764	40.8%	185,632	10,132	37	283	9,886	2.1%	----
Jackson	Off-Sale Only	----	3,354	1,018,767	814,386	204,381	20.1%	215,400	(11,019)	3,156	----	(7,863)	-0.8%	41,000
Kasson	Off-Sale Only	----	6,022	1,172,438	917,823	254,615	21.7%	217,171	37,444	2,447	----	39,891	3.4%	61,000
Kelliher	On- & Off-Sale	----	266	408,851	220,918	187,933	46.0%	152,058	35,875	1,348	----	37,223	9.1%	20,000
Kellogg	On- & Off-Sale	----	445	121,790	79,059	42,731	35.1%	60,643	(17,912)	6,340	----	(11,572)	-9.5%	----
Kenyon	On- & Off-Sale	----	1,819	656,323	435,193	221,130	33.7%	202,549	18,581	18,116	229	36,468	5.6%	25,000
Kiester	Off-Sale Only	----	491	171,565	112,381	59,184	34.5%	55,060	4,124	5,402	2,829	6,697	3.9%	----
Lake Benton	On- & Off-Sale	[16]	676	240,424	148,821	91,603	38.1%	121,936	(30,333)	2	----	(30,331)	-12.6%	10,000
Lake Park	On- & Off-Sale	----	789	657,932	387,692	270,240	41.1%	245,889	24,351	----	----	24,351	3.7%	232,228
Lakefield	Off-Sale Only	----	1,709	411,237	295,659	115,578	28.1%	77,942	37,636	4,402	64	41,974	10.2%	(5,827)
Lakeville	Off-Sale Only	----	57,048	15,220,064	11,380,341	3,839,723	25.2%	2,215,822	1,623,901	30,162	177,629	1,476,434	9.7%	2,554,609

Table 5
Comparison of City Liquor Store Operations - 2012

Name of City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
						Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
Lancaster	On- & Off-Sale	----	336	275,983	159,978	116,005	42.0%	95,923	20,082	3,973	----	24,055	8.7%	----
Le Center	On- & Off-Sale	----	2,504	871,902	542,688	329,214	37.8%	290,193	39,021	74	5,646	33,449	3.8%	25,000
Lewisville	On- & Off-Sale	----	247	208,674	110,478	98,196	47.1%	100,545	(2,349)	7,773	----	5,424	2.6%	----
Lexington	Off-Sale Only	----	2,014	2,940,611	2,318,196	622,415	21.2%	502,451	119,964	4,045	22,881	101,128	3.4%	75,000
Lindstrom	On- & Off-Sale	----	4,431	2,112,650	1,474,607	638,043	30.2%	551,852	86,191	31,972	----	118,163	5.6%	132,630
Litchfield	Off-Sale Only	----	6,688	2,150,292	1,572,416	577,876	26.9%	319,924	257,952	4,015	39,867	222,100	10.3%	59,000
Littlefork	On- & Off-Sale	----	645	409,803	250,405	159,398	38.9%	158,595	803	3,571	----	4,374	1.1%	30,000
Long Prairie	Off-Sale Only	----	3,441	1,334,065	988,575	345,490	25.9%	178,206	167,284	2,114	----	169,398	12.7%	90,000
Longville	On- & Off-Sale	----	154	1,483,157	958,264	524,893	35.4%	415,723	109,170	2,121	6,242	105,049	7.1%	----
Lonsdale	Off-Sale Only	----	3,768	1,352,506	1,021,307	331,199	24.5%	276,587	54,612	46	----	54,658	4.0%	----
Luverne	Off-Sale Only	----	4,709	1,186,644	843,306	343,338	28.9%	237,501	105,837	4,544	----	110,381	9.3%	45,000
Madelia	Off-Sale Only	----	2,319	408,190	317,664	90,526	22.2%	59,722	30,804	629	----	31,433	7.7%	30,000
Madison	Off-Sale Only	----	1,522	459,285	337,108	122,177	26.6%	113,441	8,736	1,850	----	10,586	2.3%	5,000
Mahnomen	On- & Off-Sale	----	1,222	1,087,758	699,912	387,846	35.7%	316,515	71,331	32,004	27,607	75,728	7.0%	----
Maple Lake	Off-Sale Only	----	2,099	1,358,743	1,035,368	323,375	23.8%	283,520	39,855	5,693	----	45,548	3.4%	25,000
Mapleton	On- & Off-Sale	----	1,768	554,108	332,967	221,141	39.9%	243,273	(22,132)	11,698	----	(10,434)	-1.9%	----
Marshall	Off-Sale Only	----	13,619	3,717,457	2,779,291	938,166	25.2%	388,973	549,193	714	----	549,907	14.8%	375,000
Mazeppa	On- & Off-Sale	----	845	370,477	214,671	155,806	42.1%	133,469	22,337	7,360	----	29,697	8.0%	----
Medford	On- & Off-Sale	----	1,236	360,084	191,843	168,241	46.7%	167,267	974	9,141	----	10,115	2.8%	10,000
Menahga	On- & Off-Sale	----	1,304	725,575	430,592	294,983	40.7%	249,990	44,993	6,249	1,024	50,218	6.9%	41,000
Mentor	On- & Off-Sale	----	153	519,208	282,435	236,773	45.6%	191,056	45,717	493	----	46,210	8.9%	26,000
Milaca	Off-Sale Only	----	2,921	1,915,174	1,442,129	473,045	24.7%	323,738	149,307	5,346	24,079	130,574	6.8%	30,000
Millerville	On- & Off-Sale	----	105	335,154	174,782	160,372	47.9%	130,684	29,688	1,163	----	30,851	9.2%	----
Miltona	On- & Off-Sale	----	423	608,087	335,818	272,269	44.8%	236,516	35,753	3,056	----	38,809	6.4%	----
Montevideo	Off-Sale Only	----	5,343	2,125,434	1,576,010	549,424	25.8%	420,124	129,300	2,696	----	131,996	6.2%	100,000
Monticello	Off-Sale Only	----	12,901	4,854,798	3,640,053	1,214,745	25.0%	662,002	552,743	----	9,333	543,410	11.2%	3,500,000
Moose Lake	On- & Off-Sale	----	2,812	1,089,031	705,074	383,957	35.3%	315,724	68,233	----	48,430	19,803	1.8%	----
Mora	Off-Sale Only	----	3,518	2,855,623	2,100,076	755,547	26.5%	475,894	279,653	4,602	23,021	261,234	9.1%	270,000
Morris	Off-Sale Only	----	5,396	1,790,908	1,363,683	427,225	23.9%	262,475	164,750	8,924	----	173,674	9.7%	156,890
Mound	Off-Sale Only	----	9,210	2,835,506	2,136,309	699,197	24.7%	519,965	179,232	----	----	179,232	6.3%	65,452
Nevis	On- & Off-Sale	----	394	591,159	351,132	240,027	40.6%	194,060	45,967	2,833	----	48,800	8.3%	35,000
New York Mills	On- & Off-Sale	----	1,190	661,158	404,703	256,455	38.8%	176,112	80,343	5,286	----	85,629	13.0%	59,500
Nisswa	On- & Off-Sale	----	1,988	3,157,852	2,197,647	960,205	30.4%	671,280	288,925	----	12,051	276,874	8.8%	166,695
North Branch	Off-Sale Only	----	10,104	2,198,763	1,597,057	601,706	27.4%	383,392	218,314	169	26,494	191,989	8.7%	128,000
Northfield	Off-Sale Only	----	20,373	2,915,670	2,168,152	747,518	25.6%	533,401	214,117	12,245	----	226,362	7.8%	131,280
Northome	On- & Off-Sale	----	202	355,480	203,916	151,564	42.6%	112,409	39,155	9	----	39,164	11.0%	20,000
Ogema	On- & Off-Sale	----	194	322,583	188,496	134,087	41.6%	110,351	23,736	2,866	----	26,602	8.2%	5,000
Ogilvie	On- & Off-Sale	----	359	413,891	225,099	188,792	45.6%	178,245	10,547	125	----	10,672	2.6%	5,000
Okabena	On- & Off-Sale	----	189	267,620	165,063	102,557	38.3%	108,963	(6,406)	2,074	----	(4,332)	-1.6%	(2,074)
Olivia	On- & Off-Sale	----	2,454	924,949	650,476	274,473	29.7%	261,661	12,812	9,958	----	22,770	2.5%	----
Orr	On- & Off-Sale	----	271	532,412	322,790	209,622	39.4%	160,963	48,659	4,515	----	53,174	10.0%	26,000
Osakis	On- & Off-Sale	----	1,750	708,850	404,060	304,790	43.0%	270,462	34,328	21,570	----	55,898	7.9%	----
Palisade	On- & Off-Sale	----	157	371,038	223,432	147,606	39.8%	132,963	14,643	13,208	----	27,851	7.5%	----
Park Rapids	Off-Sale Only	----	3,808	3,196,977	2,396,366	800,611	25.0%	461,949	338,662	1,364	----	340,026	10.6%	134,002
Parkers Prairie	On- & Off-Sale	----	1,011	651,019	429,958	221,061	34.0%	222,421	(1,360)	----	26,297	(27,657)	-4.2%	----
Paynesville	Off-Sale Only	----	2,442	1,130,998	883,128	247,870	21.9%	185,250	62,620	7,694	----	70,314	6.2%	40,000
Pelican Rapids	Off-Sale Only	----	2,476	1,186,767	868,370	318,397	26.8%	185,727	132,670	17,224	21,159	128,735	10.8%	34,475
Perham	Off-Sale Only	----	3,018	2,778,443	2,021,310	757,133	27.3%	349,186	407,947	18,739	66,480	360,206	13.0%	120,750
Pine City	Off-Sale Only	----	3,084	1,687,377	1,208,894	478,483	28.4%	308,700	169,783	5,898	----	175,681	10.4%	100,000
Pipestone	Off-Sale Only	----	4,273	1,426,072	1,028,309	397,763	27.9%	189,744	208,019	3,592	----	211,611	14.8%	222,537
Plainview	On- & Off-Sale	----	3,337	655,785	405,839	249,946	38.1%	211,937	38,009	9,925	----	47,934	7.3%	----

**Table 5
Comparison of City Liquor Store Operations - 2012**

Name of City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
						Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
Princeton	Off-Sale Only	----	4,727	2,773,415	2,079,610	693,805	25.0%	457,057	236,748	12,946	----	249,694	9.0%	53,500
Proctor	Off-Sale Only	----	3,069	901,873	668,389	233,484	25.9%	180,134	53,350	81	----	53,431	5.9%	3,000
Randall	On- & Off-Sale	----	650	578,224	377,839	200,385	34.7%	194,845	5,540	6,966	----	12,506	2.2%	190,799
Ranier	On- & Off-Sale	----	608	385,478	162,656	222,822	57.8%	215,382	7,440	1,961	----	9,401	2.4%	45,000
Redwood Falls	Off-Sale Only	----	5,230	1,888,619	1,396,617	492,002	26.1%	335,782	156,220	11,889	15,941	152,168	8.1%	80,000
Remer	On- & Off-Sale	----	369	554,317	350,503	203,814	36.8%	191,264	12,550	----	----	12,550	2.3%	2,651
Richfield	Off-Sale Only	----	35,979	11,807,489	8,802,442	3,005,047	25.5%	1,951,557	1,053,490	30,158	----	1,083,648	9.2%	701,170
Robbinsdale	Off-Sale Only	----	14,212	3,040,352	2,270,073	770,279	25.3%	626,128	144,151	6,724	26,601	124,274	4.1%	75,000
Rogers	On- & Off-Sale	----	11,508	3,375,858	2,332,281	1,043,577	30.9%	693,338	350,239	----	23,175	327,064	9.7%	215,142
Roseau	Off-Sale Only	----	2,629	1,774,921	1,257,761	517,160	29.1%	254,761	262,399	789	----	263,188	14.8%	200,000
Round Lake	Off-Sale Only	----	375	136,534	111,956	24,578	18.0%	35,898	(11,320)	1,185	----	(10,135)	-7.4%	----
Rush City	Off-Sale Only	----	3,054	1,059,670	820,546	239,124	22.6%	251,980	(12,856)	65	----	(12,791)	-1.2%	----
Rushford	On- & Off-Sale	[21]	1,757	----	----	----	----	34,012	(34,012)	----	30,721	(64,733)	----	----
Russell	On- & Off-Sale	----	333	271,001	137,839	133,162	49.1%	113,455	19,707	5,748	----	25,455	9.4%	----
Sacred Heart	On- & Off-Sale	----	535	464,457	272,087	192,370	41.4%	204,231	(11,861)	22,936	80	10,995	2.4%	20,000
Saint Anthony	Off-Sale Only	----	8,417	7,139,381	5,403,321	1,736,060	24.3%	1,210,179	525,881	8,867	5,475	529,273	7.4%	510,000
Saint Francis	Off-Sale Only	----	7,277	2,094,876	1,511,868	583,008	27.8%	371,277	211,731	12,785	----	224,516	10.7%	60,000
Saint Hilaire	On- & Off-Sale	----	283	426,965	263,897	163,068	38.2%	178,662	(15,594)	1,015	----	(14,579)	-3.4%	----
Saint James	Off-Sale Only	----	4,611	1,022,746	682,487	340,259	33.3%	172,759	167,500	2,756	----	170,256	16.6%	73,730
Sauk Rapids	Off-Sale Only	----	12,890	2,298,929	1,823,370	475,559	20.7%	422,226	53,333	9,081	----	62,414	2.7%	----
Savage	Off-Sale Only	----	27,552	4,560,288	3,353,290	1,206,998	26.5%	913,596	293,402	----	59,356	234,046	5.1%	----
Sebeko	On- & Off-Sale	----	710	496,319	296,489	199,830	40.3%	177,093	22,737	65	----	22,802	4.6%	12,000
Sherburn	On- & Off-Sale	----	1,115	792,699	503,427	289,272	36.5%	261,131	28,141	6	1,725	26,422	3.3%	----
Silver Bay	On- & Off-Sale	----	1,868	944,914	570,871	374,043	39.6%	332,694	41,349	2,005	13,147	30,207	3.2%	----
Silver Lake	On- & Off-Sale	----	829	527,523	292,919	234,604	44.5%	244,419	(9,815)	15,749	----	5,934	1.1%	10,000
Sleepy Eye	Off-Sale Only	----	3,577	593,882	445,458	148,424	25.0%	130,375	18,049	7,086	468	24,667	4.2%	10,000
South Haven	On- & Off-Sale	----	190	245,110	116,939	128,171	52.3%	124,317	3,854	3,618	----	7,472	3.0%	----
Spring Grove	On- & Off-Sale	----	1,318	374,514	231,576	142,938	38.2%	128,627	14,311	816	----	15,127	4.0%	----
Spring Lake Park	Off-Sale Only	----	6,427	2,456,469	1,862,052	594,417	24.2%	521,415	73,002	20,564	12,792	80,774	3.3%	150,000
Stacy	On- & Off-Sale	----	1,446	2,669,139	1,751,415	917,724	34.4%	698,238	219,486	29,308	84,698	164,096	6.1%	60,000
Thief River Falls	Off-Sale Only	----	8,636	4,482,994	3,430,447	1,052,547	23.5%	599,416	453,131	8,893	----	462,024	10.3%	368,277
Tracy	On- & Off-Sale	----	2,154	863,633	514,471	349,162	40.4%	355,108	(5,946)	8,129	795	1,388	0.2%	10,000
Twin Valley	On- & Off-Sale	----	808	604,664	303,668	300,996	49.8%	234,069	66,927	2,881	----	69,808	11.5%	10,162
Two Harbors	Off-Sale Only	----	3,722	1,811,749	1,348,038	463,711	25.6%	320,570	143,141	3,521	----	146,662	8.1%	115,950
Ulen	On- & Off-Sale	----	553	363,191	188,257	174,934	48.2%	150,332	24,602	470	----	25,072	6.9%	----
Underwood	Off-Sale Only	----	336	487,283	345,905	141,378	29.0%	110,935	30,443	1,308	----	31,751	6.5%	5,000
Vergas	Off-Sale Only	----	335	514,619	377,809	136,810	26.6%	117,977	18,833	5,935	----	24,768	4.8%	----
Verndale	On- & Off-Sale	----	600	267,889	143,989	123,900	46.3%	104,435	19,465	127	5,468	14,124	5.3%	----
Vesta	On- & Off-Sale	----	315	224,182	122,154	102,028	45.5%	100,844	1,184	----	----	1,184	0.5%	----
Wadena	Off-Sale Only	----	4,045	1,842,615	1,393,648	448,967	24.4%	250,194	198,773	6,903	----	205,676	11.2%	100,000
Waldorf	On- & Off-Sale	----	227	230,455	125,342	105,113	45.6%	144,308	(39,195)	3,525	----	(35,670)	-15.5%	----
Walker	On- & Off-Sale	----	925	939,226	674,948	264,278	28.1%	126,503	137,775	197	----	137,972	14.7%	----
Walnut Grove	On- & Off-Sale	----	864	477,070	245,538	231,532	48.5%	224,925	6,607	955	----	7,562	1.6%	----
Warroad	Off-Sale Only	----	1,767	1,307,843	941,224	366,619	28.0%	211,468	155,151	2,986	----	158,137	12.1%	85,000
Waverly	On- & Off-Sale	----	1,381	931,079	663,397	267,682	28.7%	272,604	(4,922)	34	6,952	(11,840)	-1.3%	----
Wayzata	On- & Off-Sale	----	3,781	5,150,007	2,649,859	2,500,148	48.5%	2,006,861	493,287	15,176	147,722	360,741	7.0%	30,000
Wells	On- & Off-Sale	----	2,307	715,922	511,061	204,861	28.6%	258,741	(53,880)	8,932	----	(44,948)	-6.3%	----
West Concord	On- & Off-Sale	----	783	354,853	201,438	153,415	43.2%	157,730	(4,315)	4,451	----	136	0.0%	----
Williams	On- & Off-Sale	----	187	282,823	175,885	106,938	37.8%	170,279	(63,341)	----	----	(63,341)	-22.4%	----
Wilmont	On- & Off-Sale	----	338	250,189	146,662	103,527	41.4%	127,576	(24,049)	217	----	(23,832)	-9.5%	----
Windom	Off-Sale Only	----	4,627	1,616,297	1,103,146	513,151	31.7%	288,218	224,933	----	----	224,933	13.9%	70,000

Table 5
Comparison of City Liquor Store Operations - 2012

Name of City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
						Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
Winton	On- & Off-Sale	----	170	210,712	96,231	114,481	54.3%	135,181	(20,700)	5,334	6,171	(21,537)	-10.2%	200
Wolf Lake	On- & Off-Sale	----	60	420,321	192,241	228,080	54.3%	198,139	29,941	919	2,832	28,028	6.7%	13,000
Worthington	Off-Sale Only	----	12,900	3,093,924	2,292,942	800,982	25.9%	395,426	405,556	2,102	----	407,658	13.2%	200,000
Off-Sale Only			829,704	\$258,033,273	\$191,477,738	\$66,555,535	25.8%	\$42,502,300	\$24,053,235	\$901,862	\$1,409,758	\$23,545,339	9.1%	\$20,546,982
On- & Off-Sale			104,623	\$71,608,934	\$43,267,676	\$28,341,258	39.6%	\$24,726,222	\$3,615,036	\$686,954	\$559,448	\$3,742,542	5.2%	\$2,433,024
All Stores			934,327	\$329,642,207	\$234,745,414	\$94,896,793	28.8%	\$67,228,522	\$27,668,271	\$1,588,816	\$1,969,206	\$27,287,881	8.3%	\$22,980,006

- Footnotes:
- [0] Information is taken from a cash receipts and disbursements statement.
 - [16] Discontinued liquor operations during current year.
 - [21] Discontinued liquor operations in previous year.
 - [22] Nonoperating income includes the gain on the sale of fixed assets.

Table 6
Comparison of City Liquor Store Operations - 2012
Ranked by Gross Sales

Ranking	Name of City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
							Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
1	Lakeville	Off-Sale Only	----	57,048	\$15,220,064	\$11,380,341	\$3,839,723	25.2%	\$2,215,822	\$1,623,901	\$30,162	\$177,629	\$1,476,434	9.7%	\$2,554,609
2	Edina	Off-Sale Only	----	48,829	13,230,941	9,615,928	3,615,013	27.3%	2,124,476	1,490,537	----	340	1,490,197	11.3%	1,320,100
3	Eden Prairie	Off-Sale Only	----	62,004	12,371,628	9,014,543	3,357,085	27.1%	2,232,081	1,125,004	12,349	----	1,137,353	9.2%	1,063,557
4	Richfield	Off-Sale Only	----	35,979	11,807,489	8,802,442	3,005,047	25.5%	1,951,557	1,053,490	30,158	----	1,083,648	9.2%	701,170
5	Apple Valley	Off-Sale Only	----	49,895	9,231,890	6,703,467	2,528,423	27.4%	1,557,994	970,429	49,053	120,960	898,522	9.7%	525,000
6	Columbia Heights	Off-Sale Only	----	19,676	8,804,233	6,654,657	2,149,576	24.4%	1,465,683	683,893	1,000	229,954	454,939	5.2%	96,667
7	Saint Anthony	Off-Sale Only	----	8,417	7,139,381	5,403,321	1,736,060	24.3%	1,210,179	525,881	8,867	5,475	529,273	7.4%	510,000
8	Elk River	Off-Sale Only	----	23,147	6,525,234	4,638,550	1,886,684	28.9%	970,330	916,354	14,485	83,225	847,614	13.0%	468,667
9	Brooklyn Center	Off-Sale Only	----	30,569	5,963,908	4,316,716	1,647,192	27.6%	1,271,162	376,030	14,580	----	390,610	6.5%	200,000
10	Fergus Falls	Off-Sale Only	----	13,228	5,519,338	3,952,932	1,566,406	28.4%	877,907	688,499	33,271	42,256	679,514	12.3%	357,595
11	Hutchinson	Off-Sale Only	----	14,034	5,325,001	4,106,146	1,218,855	22.9%	670,824	548,031	7,242	39,723	515,550	9.7%	420,000
12	Wayzata	On- & Off-Sale	----	3,781	5,150,007	2,649,859	2,500,148	48.5%	2,006,861	493,287	15,176	147,722	360,741	7.0%	30,000
13	Bemidji	Off-Sale Only	----	13,560	5,132,559	3,716,554	1,416,005	27.6%	741,217	674,788	14,518	----	689,306	13.4%	340,000
14	Detroit Lakes	Off-Sale Only	----	8,763	4,909,641	3,749,632	1,160,009	23.6%	427,547	732,462	----	70,250	662,212	13.5%	555,072
15	Monticello	Off-Sale Only	----	12,901	4,854,798	3,640,053	1,214,745	25.0%	662,002	552,743	----	9,333	543,410	11.2%	3,500,000
16	Fridley	Off-Sale Only	----	27,591	4,705,523	3,497,168	1,208,355	25.7%	857,741	350,614	960	----	351,574	7.5%	350,000
17	Cambridge	Off-Sale Only	----	8,236	4,684,393	3,571,131	1,113,262	23.8%	687,595	425,667	10,148	379	435,436	9.3%	430,000
18	Savage	Off-Sale Only	----	27,552	4,560,288	3,353,290	1,206,998	26.5%	913,596	293,402	----	59,356	234,046	5.1%	----
19	Thief River Falls	Off-Sale Only	----	8,636	4,482,994	3,430,447	1,052,547	23.5%	599,416	453,131	8,893	----	462,024	10.3%	368,277
20	Alexandria	Off-Sale Only	----	13,008	4,402,535	3,428,169	974,366	22.1%	732,089	242,277	1,076	12,473	230,880	5.2%	200,000
21	Farmington	Off-Sale Only	----	21,792	4,397,572	3,294,182	1,103,390	25.1%	821,848	281,542	----	----	281,542	6.4%	90,008
22	Buffalo	Off-Sale Only	----	15,666	4,298,307	3,071,808	1,226,499	28.5%	723,276	503,223	207,114	27,114	683,223	15.9%	500,000
23	Anoka	Off-Sale Only	----	17,345	3,970,832	3,059,281	911,551	23.0%	698,936	212,615	11,874	----	224,489	5.7%	195,000
24	Marshall	Off-Sale Only	----	13,619	3,717,457	2,779,291	938,166	25.2%	388,973	549,193	714	----	549,907	14.8%	375,000
25	Big Lake	Off-Sale Only	----	10,334	3,420,250	2,435,138	985,112	28.8%	503,567	481,545	13,818	56,071	439,292	12.8%	250,000
26	Rogers	On- & Off-Sale	----	11,508	3,375,858	2,332,281	1,043,577	30.9%	693,338	350,239	----	23,175	327,064	9.7%	215,142
27	Fairmont	Off-Sale Only	----	10,521	3,291,955	2,486,326	805,629	24.5%	449,137	356,492	8,654	----	365,146	11.1%	200,500
28	Park Rapids	Off-Sale Only	----	3,808	3,196,977	2,396,366	800,611	25.0%	461,949	338,662	1,364	----	340,026	10.6%	134,002
29	Nisswa	On- & Off-Sale	----	1,988	3,157,852	2,197,647	960,205	30.4%	671,280	288,925	----	12,051	276,874	8.8%	166,695
30	Worthington	Off-Sale Only	----	12,900	3,093,924	2,292,942	800,982	25.9%	395,426	405,556	2,102	----	407,658	13.2%	200,000
31	Robbinsdale	Off-Sale Only	----	14,212	3,040,352	2,270,073	770,279	25.3%	626,128	144,151	6,724	26,601	124,274	4.1%	75,000
32	Lexington	Off-Sale Only	----	2,014	2,940,611	2,318,196	622,415	21.2%	502,451	119,964	4,045	22,881	101,128	3.4%	75,000
33	Northfield	Off-Sale Only	----	20,373	2,915,670	2,168,152	747,518	25.6%	533,401	214,117	12,245	----	226,362	7.8%	131,280
34	Mora	Off-Sale Only	----	3,518	2,855,623	2,100,076	755,547	26.5%	475,894	279,653	4,602	23,021	261,234	9.1%	270,000
35	Mound	Off-Sale Only	----	9,210	2,835,506	2,136,309	699,197	24.7%	519,965	179,232	----	----	179,232	6.3%	65,452
36	Perham	Off-Sale Only	----	3,018	2,778,443	2,021,310	757,133	27.3%	349,186	407,947	18,739	66,480	360,206	13.0%	120,750
37	Princeton	Off-Sale Only	----	4,727	2,773,415	2,079,610	693,805	25.0%	457,057	236,748	12,946	----	249,694	9.0%	53,500
38	Stacy	On- & Off-Sale	----	1,446	2,669,139	1,751,415	917,724	34.4%	698,238	219,486	29,308	84,698	164,096	6.1%	60,000
39	Spring Lake Park	Off-Sale Only	----	6,427	2,456,469	1,862,052	594,417	24.2%	521,415	73,002	20,564	12,792	80,774	3.3%	150,000
40	Hinckley	On- & Off-Sale	----	1,796	2,406,273	1,628,753	777,520	32.3%	530,848	246,672	997	40,450	207,219	8.6%	106,750
41	Delano	Off-Sale Only	----	5,548	2,357,422	1,727,727	629,695	26.7%	444,533	185,162	1,977	----	187,139	7.9%	100,000
42	Sauk Rapids	Off-Sale Only	----	12,890	2,298,929	1,823,370	475,559	20.7%	422,226	53,333	9,081	----	62,414	2.7%	----
43	Isanti	Off-Sale Only	----	5,369	2,267,230	1,665,290	601,940	26.5%	340,344	261,596	7,014	----	268,610	11.8%	150,000
44	North Branch	Off-Sale Only	----	10,104	2,198,763	1,597,057	601,706	27.4%	383,992	218,314	169	26,494	191,989	8.7%	128,000
45	Litchfield	Off-Sale Only	----	6,688	2,150,292	1,572,416	577,876	26.9%	319,924	257,952	4,015	39,867	222,100	10.3%	59,000
46	Montevideo	Off-Sale Only	----	5,343	2,125,434	1,576,010	549,424	25.8%	420,124	129,300	2,696	----	131,996	6.2%	100,000
47	Lindstrom	On- & Off-Sale	----	4,431	2,112,650	1,474,607	638,043	30.2%	551,852	86,191	31,972	----	118,163	5.6%	132,630
48	Saint Francis	Off-Sale Only	----	7,277	2,094,876	1,511,868	583,008	27.8%	371,277	211,731	12,785	----	224,516	10.7%	60,000
49	Milaca	Off-Sale Only	----	2,921	1,915,174	1,442,129	473,045	24.7%	323,738	149,307	5,346	24,079	130,574	6.8%	30,000
50	Redwood Falls	Off-Sale Only	----	5,230	1,888,619	1,396,617	492,002	26.1%	335,782	156,220	11,889	15,941	152,168	8.1%	80,000
51	Wadena	Off-Sale Only	----	4,045	1,842,615	1,393,648	448,967	24.4%	250,194	198,773	6,903	----	205,676	11.2%	100,000

Table 6
Comparison of City Liquor Store Operations - 2012
Ranked by Gross Sales

Ranking	Name of City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
							Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
52	Two Harbors	Off-Sale Only	----	3,722	1,811,749	1,348,038	463,711	25.6%	320,570	143,141	3,521	----	146,662	8.1%	115,950
53	Morris	Off-Sale Only	----	5,396	1,790,908	1,363,683	427,225	23.9%	262,475	164,750	8,924	----	173,674	9.7%	156,890
54	Roseau	Off-Sale Only	----	2,629	1,774,921	1,257,761	517,160	29.1%	254,761	262,399	789	----	263,188	14.8%	200,000
55	Grand Marais	Off-Sale Only	----	1,355	1,747,367	1,167,764	579,603	33.2%	308,636	270,967	3,668	----	274,635	15.7%	200,000
56	Pine City	Off-Sale Only	----	3,084	1,687,377	1,208,894	478,483	28.4%	308,700	169,783	5,898	----	175,681	10.4%	100,000
57	Windom	Off-Sale Only	----	4,627	1,616,297	1,103,146	513,151	31.7%	288,218	224,933	----	----	224,933	13.9%	70,000
58	Blue Earth	Off-Sale Only	----	3,323	1,498,613	1,112,434	386,179	25.8%	265,947	120,232	329	23,632	96,929	6.5%	88,789
59	Cook	Off-Sale Only	----	569	1,488,815	1,109,480	379,335	25.5%	233,967	145,368	2,003	----	147,371	9.9%	590,998
60	Longville	On- & Off-Sale	----	154	1,483,157	958,264	524,893	35.4%	415,723	109,170	2,121	6,242	105,049	7.1%	----
61	Baudette	On- & Off-Sale	----	1,103	1,451,642	977,275	474,367	32.7%	412,013	62,354	1,085	----	63,439	4.4%	175,000
62	Pipestone	Off-Sale Only	----	4,273	1,426,072	1,028,309	397,763	27.9%	189,744	208,019	3,592	----	211,611	14.8%	222,537
63	Glencoe	Off-Sale Only	----	5,586	1,370,337	1,034,936	335,401	24.5%	173,576	161,825	95	----	161,920	11.8%	174,000
64	Maple Lake	Off-Sale Only	----	2,099	1,358,743	1,035,368	323,375	23.8%	283,520	39,855	5,693	----	45,548	3.4%	25,000
65	Lonsdale	Off-Sale Only	----	3,768	1,352,506	1,021,307	331,199	24.5%	276,587	54,612	46	----	54,658	4.0%	----
66	Long Prairie	Off-Sale Only	----	3,441	1,334,065	988,575	345,490	25.9%	178,206	167,284	2,114	----	169,398	12.7%	90,000
67	Warroad	Off-Sale Only	----	1,767	1,307,843	941,224	366,619	28.0%	211,468	155,151	2,986	----	158,137	12.1%	85,000
68	Braham	Off-Sale Only	----	1,815	1,281,301	956,805	324,496	25.3%	250,058	74,438	93,521	88,514	79,445	6.2%	59,537
69	Pelican Rapids	Off-Sale Only	----	2,476	1,186,767	868,370	318,397	26.8%	185,727	132,670	17,224	21,159	128,735	10.8%	34,475
70	Luverne	Off-Sale Only	----	4,709	1,186,644	843,306	343,338	28.9%	237,501	105,837	4,544	----	110,381	9.3%	45,000
71	Kasson	Off-Sale Only	----	6,022	1,172,438	917,823	254,615	21.7%	217,171	37,444	2,447	----	39,891	3.4%	61,000
72	Battle Lake	Off-Sale Only	----	881	1,166,319	821,718	344,601	29.5%	222,494	122,107	4,111	----	126,218	10.8%	160,000
73	Glenwood	Off-Sale Only	----	2,546	1,164,969	903,860	261,109	22.4%	184,971	76,138	9,062	----	85,200	7.3%	40,000
74	Paynesville	Off-Sale Only	----	2,442	1,130,998	883,128	247,870	21.9%	185,250	62,620	7,694	----	70,314	6.2%	40,000
75	Dassel	Off-Sale Only	----	1,465	1,127,588	850,843	276,745	24.5%	200,107	76,644	9,667	36,109	50,202	4.5%	----
76	Benson	On- & Off-Sale	----	3,200	1,094,861	719,498	375,363	34.3%	292,372	82,991	23,223	----	106,214	9.7%	30,000
77	Moose Lake	On- & Off-Sale	----	2,812	1,089,031	705,074	383,957	35.3%	315,724	68,233	----	48,430	19,803	1.8%	----
78	Mahnomen	On- & Off-Sale	----	1,222	1,087,758	699,912	387,846	35.7%	316,515	71,331	32,004	27,607	75,728	7.0%	----
79	Granite Falls	Off-Sale Only	----	2,843	1,060,090	775,970	284,120	26.8%	172,262	111,858	16,703	16,329	112,232	10.6%	68,975
80	Rush City	Off-Sale Only	----	3,054	1,059,670	820,546	239,124	22.6%	251,980	(12,856)	65	----	(12,791)	-1.2%	----
81	Hackensack	On- & Off-Sale	----	314	1,047,883	717,705	330,178	31.5%	278,765	51,413	111	9,018	42,506	4.1%	----
82	Bagley	Off-Sale Only	----	1,407	1,032,303	790,803	241,500	23.4%	199,939	41,561	1,714	----	43,275	4.2%	15,000
83	Saint James	Off-Sale Only	----	4,611	1,022,746	682,487	340,259	33.3%	172,759	167,500	2,756	----	170,256	16.6%	73,730
84	Jackson	Off-Sale Only	----	3,354	1,018,767	814,386	204,381	20.1%	215,400	(11,019)	3,156	----	(7,863)	-0.8%	41,000
85	Isle	On- & Off-Sale	----	762	1,008,383	638,195	370,188	36.7%	288,741	81,447	17,761	----	99,208	9.8%	83,000
86	Hawley	Off-Sale Only	----	2,094	967,427	715,644	251,783	26.0%	188,224	63,559	79	27,960	35,678	3.7%	5,000
87	Aitkin	Off-Sale Only	----	2,139	950,095	752,900	197,195	20.8%	119,236	77,959	21,076	----	99,035	10.4%	51,722
88	Silver Bay	On- & Off-Sale	----	1,868	944,914	570,871	374,043	39.6%	332,694	41,349	2,005	13,147	30,207	3.2%	----
89	Walker	On- & Off-Sale	----	925	939,226	674,948	264,278	28.1%	126,503	137,775	197	----	137,972	14.7%	----
90	Waverly	On- & Off-Sale	----	1,381	931,079	663,397	267,682	28.7%	272,604	(4,922)	34	6,952	(11,840)	-1.3%	----
91	Olivia	On- & Off-Sale	----	2,454	924,949	650,476	274,473	29.7%	261,661	12,812	9,958	----	22,770	2.5%	----
92	Proctor	Off-Sale Only	----	3,069	901,873	668,389	233,484	25.9%	180,134	53,350	81	----	53,431	5.9%	3,000
93	Le Center	On- & Off-Sale	----	2,504	871,902	542,688	329,214	37.8%	290,193	39,021	74	5,646	33,449	3.8%	25,000
94	Tracy	On- & Off-Sale	----	2,154	863,633	514,471	349,162	40.4%	355,108	(5,946)	8,129	795	1,388	0.2%	10,000
95	Blackduck	On- & Off-Sale	----	797	854,304	537,579	316,725	37.1%	239,865	76,860	8,449	----	85,309	10.0%	52,500
96	Howard Lake	On- & Off-Sale	----	1,996	828,173	618,849	209,324	25.3%	233,671	(24,347)	14,906	9,520	(18,961)	-2.3%	----
97	Sherburn	On- & Off-Sale	----	1,115	792,699	503,427	289,272	36.5%	261,131	28,141	6	1,725	26,422	3.3%	----
98	Menahga	On- & Off-Sale	----	1,304	725,575	430,592	294,983	40.7%	249,990	44,993	6,249	1,024	50,218	6.9%	41,000
99	Wells	On- & Off-Sale	----	2,307	715,922	511,061	204,861	28.6%	258,741	(53,880)	8,932	----	(44,948)	-6.3%	----
100	Osakis	On- & Off-Sale	----	1,750	708,850	404,060	304,790	43.0%	270,462	34,328	21,570	----	55,898	7.9%	----
101	New York Mills	On- & Off-Sale	----	1,190	661,158	404,703	256,455	38.8%	176,112	80,343	5,286	----	85,629	13.0%	59,500
102	Lake Park	On- & Off-Sale	----	789	657,932	387,692	270,240	41.1%	245,889	24,351	----	----	24,351	3.7%	232,228

Table 6
Comparison of City Liquor Store Operations - 2012
Ranked by Gross Sales

Ranking	Name of City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
							Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
103	Kenyon	On- & Off-Sale	----	1,819	656,323	435,193	221,130	33.7%	202,549	18,581	18,116	229	36,468	5.6%	25,000
104	Plainview	On- & Off-Sale	----	3,337	655,785	405,839	249,946	38.1%	211,937	38,009	9,925	----	47,934	7.3%	----
105	Parkers Prairie	On- & Off-Sale	----	1,011	651,019	429,958	221,061	34.0%	222,421	(1,360)	----	26,297	(27,657)	-4.2%	----
106	Frazee	On- & Off-Sale	----	1,378	638,753	401,304	237,449	37.2%	199,552	37,897	97	----	37,994	5.9%	----
107	Caledonia	Off-Sale Only	----	2,839	637,629	478,838	158,791	24.9%	147,007	11,784	133	----	11,917	1.9%	----
108	Miltona	On- & Off-Sale	----	423	608,087	335,818	272,269	44.8%	236,516	35,753	3,056	----	38,809	6.4%	----
109	Twin Valley	On- & Off-Sale	----	808	604,664	303,668	300,996	49.8%	234,069	66,927	2,881	----	69,808	11.5%	10,162
110	Sleepy Eye	Off-Sale Only	----	3,577	593,882	445,458	148,424	25.0%	130,375	18,049	7,086	468	24,667	4.2%	10,000
111	Nevis	On- & Off-Sale	----	394	591,159	351,132	240,027	40.6%	194,060	45,967	2,833	----	48,800	8.3%	35,000
112	Randall	On- & Off-Sale	----	650	578,224	377,839	220,385	34.7%	194,845	5,540	6,966	----	12,506	2.2%	190,799
113	Audubon	On- & Off-Sale	----	527	569,019	348,619	220,400	38.7%	219,181	1,219	5,717	11,939	(5,003)	-0.9%	2,249
114	Fairfax	On- & Off-Sale	----	1,214	554,928	293,518	261,410	47.1%	255,852	5,558	5,656	----	11,214	2.0%	----
115	Remer	On- & Off-Sale	----	369	554,317	350,503	203,814	36.8%	191,264	12,550	----	----	12,550	2.3%	2,651
116	Mapleton	On- & Off-Sale	----	1,768	554,108	332,967	221,141	39.9%	243,273	(22,132)	11,698	----	(10,434)	-1.9%	----
117	Ada	On- & Off-Sale	----	1,673	547,511	320,947	226,564	41.4%	191,709	34,855	30,457	----	65,312	11.9%	17,021
118	Orr	On- & Off-Sale	----	271	532,412	322,790	209,622	39.4%	160,963	48,659	4,515	----	53,174	10.0%	26,000
119	Callaway	On- & Off-Sale	----	238	528,537	277,711	250,826	47.5%	214,489	36,337	4,061	----	40,398	7.6%	15,283
120	Silver Lake	On- & Off-Sale	----	829	527,523	292,919	234,604	44.5%	244,419	(9,815)	15,749	----	5,934	1.1%	10,000
121	Mentor	On- & Off-Sale	----	153	519,208	282,435	236,773	45.6%	191,056	45,717	493	----	46,210	8.9%	26,000
122	Vergas	Off-Sale Only	----	335	514,619	377,809	136,810	26.6%	117,977	18,833	5,935	----	24,768	4.8%	----
123	Sebeka	On- & Off-Sale	----	710	496,319	296,489	199,830	40.3%	177,093	22,737	65	----	22,802	4.6%	12,000
124	Appleton	Off-Sale Only	----	1,393	496,182	358,523	137,659	27.7%	121,143	16,516	1,450	----	17,966	3.6%	20,000
125	Clearbrook	On- & Off-Sale	----	519	492,461	279,536	212,925	43.2%	199,174	13,751	----	----	13,751	2.8%	5,000
126	Underwood	Off-Sale Only	----	336	487,283	345,905	141,378	29.0%	110,935	30,443	1,308	----	31,751	6.5%	5,000
127	Finlayson	On- & Off-Sale	----	313	483,592	260,087	223,505	46.2%	167,656	55,849	8,200	----	64,049	13.2%	27,049
128	Brandon	On- & Off-Sale	----	492	481,116	283,690	197,426	41.0%	163,795	33,631	972	----	34,603	7.2%	----
129	Ivanhoe	On- & Off-Sale	----	554	479,730	283,966	195,764	40.8%	185,632	10,132	37	283	9,886	2.1%	----
130	Walnut Grove	On- & Off-Sale	----	864	477,070	245,538	231,532	48.5%	224,925	6,607	955	----	7,562	1.6%	----
131	Browerville	On- & Off-Sale	----	783	469,309	257,502	211,807	45.1%	178,600	33,207	12,117	----	45,324	9.7%	27,002
132	Barnum	On- & Off-Sale	----	611	468,177	235,908	232,269	49.6%	235,622	(3,353)	29,517	----	26,164	5.6%	7,000
133	De Graff	On- & Off-Sale	----	128	466,449	229,796	236,653	50.7%	201,683	34,970	----	11,833	23,137	5.0%	8,600
134	Sacred Heart	On- & Off-Sale	----	535	464,457	272,087	192,370	41.4%	204,231	(11,861)	22,936	80	10,995	2.4%	20,000
135	Darwin	Off-Sale Only	----	346	463,441	366,519	96,922	20.9%	90,798	6,124	1,135	----	7,259	1.6%	----
136	Dawson	Off-Sale Only	----	1,515	459,399	322,507	136,892	29.8%	121,377	15,515	1,198	----	16,713	3.6%	----
137	Madison	Off-Sale Only	----	1,522	459,285	337,108	122,177	26.6%	113,441	8,736	1,850	----	10,586	2.3%	5,000
138	Cromwell	On- & Off-Sale	----	237	456,469	226,123	230,346	50.5%	183,984	46,362	11,693	----	58,055	12.7%	50,000
139	Barnesville	Off-Sale Only	----	2,600	448,651	339,121	109,530	24.4%	83,375	26,155	2,962	----	29,117	6.5%	12,000
140	Gilman	On- & Off-Sale	----	238	429,136	154,415	274,721	64.0%	245,563	29,158	8,414	----	37,572	8.8%	----
141	Saint Hilaire	On- & Off-Sale	----	283	426,965	263,897	163,068	38.2%	178,662	(15,594)	1,015	----	(14,579)	-3.4%	----
142	Wolf Lake	On- & Off-Sale	----	60	420,321	192,241	228,080	54.3%	198,139	29,941	919	2,832	28,028	6.7%	13,000
143	Ogilvie	On- & Off-Sale	----	359	413,891	225,099	188,792	45.6%	178,245	10,547	125	----	10,672	2.6%	5,000
144	Lakefield	Off-Sale Only	----	1,709	411,237	295,659	115,578	28.1%	77,942	37,636	4,402	64	41,974	10.2%	(5,827)
145	Littlefork	On- & Off-Sale	----	645	409,803	250,405	159,398	38.9%	158,595	803	3,571	----	4,274	1.1%	30,000
146	Kelliher	On- & Off-Sale	----	266	408,851	220,918	187,933	46.0%	152,058	35,875	1,348	----	37,223	9.1%	20,000
147	Madelia	Off-Sale Only	----	2,319	408,190	317,664	90,526	22.2%	59,722	30,804	629	----	31,433	7.7%	30,000
148	Balaton	On- & Off-Sale	----	639	405,027	252,578	152,449	37.6%	137,706	14,743	210	----	14,953	3.7%	45,000
149	Hitterdal	On- & Off-Sale	----	209	400,555	173,175	227,380	56.8%	173,207	54,173	----	----	54,173	13.5%	35,000
150	Buffalo Lake	On- & Off-Sale	----	713	399,569	221,415	178,154	44.6%	174,106	4,048	14,078	----	18,126	4.5%	----
151	Fifty Lakes	On- & Off-Sale	----	392	394,555	183,314	211,241	53.5%	191,759	19,482	----	----	19,482	4.9%	----
152	Beaver Bay	On- & Off-Sale	----	181	387,373	196,772	190,601	49.2%	184,607	5,994	----	----	5,994	1.5%	96,614
153	Ranier	On- & Off-Sale	----	608	385,478	162,656	222,822	57.8%	215,382	7,440	1,961	----	9,401	2.4%	45,000

Table 6
Comparison of City Liquor Store Operations - 2012
Ranked by Gross Sales

Ranking	Name of City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
							Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
154	Clarissa	On- & Off-Sale	----	675	381,578	237,056	144,522	37.9%	144,190	332	4,443	----	4,775	1.3%	----
155	Holdingsford	On- & Off-Sale	----	712	374,950	203,816	171,134	45.6%	167,367	3,767	18,623	----	22,390	6.0%	26,280
156	Spring Grove	On- & Off-Sale	----	1,318	374,514	231,576	142,938	38.2%	128,627	14,311	816	----	15,127	4.0%	----
157	Clontarf	On- & Off-Sale	----	158	372,155	215,550	156,605	42.1%	173,546	(16,941)	----	363	(17,304)	-4.6%	(7,983)
158	Palisade	On- & Off-Sale	----	157	371,038	223,432	147,606	39.8%	132,963	14,643	13,208	----	27,851	7.5%	----
159	Mazeppa	On- & Off-Sale	----	845	370,477	214,671	155,806	42.1%	133,469	22,337	7,360	----	29,697	8.0%	----
160	Akeley	On- & Off-Sale	----	429	368,885	212,744	156,141	42.3%	138,563	17,578	2	----	17,580	4.8%	----
161	Danvers	On- & Off-Sale	----	95	366,300	192,356	173,944	47.5%	144,441	29,503	883	----	30,386	8.3%	130,000
162	Heron Lake	On- & Off-Sale	----	691	364,837	199,382	165,455	45.4%	138,684	26,771	91	4,296	22,566	6.2%	----
163	Ulen	On- & Off-Sale	----	553	363,191	188,257	174,934	48.2%	150,332	24,602	470	----	25,072	6.9%	----
164	Medford	On- & Off-Sale	----	1,236	360,084	191,843	168,241	46.7%	167,267	974	9,141	----	10,115	2.8%	10,000
165	Ellendale	On- & Off-Sale	----	680	358,262	209,458	148,804	41.5%	162,720	(13,916)	23	----	(13,893)	-3.9%	(15,126)
166	Elizabeth	Off-Sale Only	----	173	356,548	272,643	83,905	23.5%	68,767	15,138	948	----	16,086	4.5%	----
167	Goodridge	On- & Off-Sale	----	134	356,072	178,399	177,673	49.9%	153,534	24,139	----	----	24,139	6.8%	10,000
168	Northome	On- & Off-Sale	----	202	355,480	203,916	151,564	42.6%	112,409	39,155	9	----	39,164	11.0%	20,000
169	West Concord	On- & Off-Sale	----	783	354,853	201,438	153,415	43.2%	157,730	(4,315)	4,451	----	136	0.0%	----
170	Boyd	On- & Off-Sale	----	168	353,571	207,492	146,079	41.3%	141,823	4,256	13,804	----	18,060	5.1%	5,000
171	Foreston	On- & Off-Sale	----	524	339,254	170,132	169,122	49.9%	186,560	(17,438)	7,707	616	(10,347)	-3.0%	10,000
172	Flensburg	On- & Off-Sale	[0]	227	338,188	123,812	214,376	63.4%	188,795	25,581	----	4,928	20,653	6.1%	----
173	Millerville	On- & Off-Sale	----	105	335,154	174,782	160,372	47.9%	130,684	29,688	1,163	----	30,851	9.2%	----
174	Dalton	Off-Sale Only	----	248	332,604	258,123	74,481	22.4%	67,706	6,775	1,624	----	8,399	2.5%	----
175	Ogema	On- & Off-Sale	----	194	322,583	188,496	134,087	41.6%	110,351	23,736	2,866	----	26,602	8.2%	5,000
176	Hanska	On- & Off-Sale	----	393	313,111	181,931	131,180	41.9%	123,661	7,519	7,260	354	14,425	4.6%	7,341
177	Big Falls	On- & Off-Sale	----	235	309,480	166,816	142,664	46.1%	136,302	6,362	1,218	----	7,580	2.4%	13,628
178	Erhard	Off-Sale Only	----	146	306,762	233,112	73,650	24.0%	72,980	670	3,475	----	4,145	1.4%	----
179	Conger	On- & Off-Sale	----	144	298,568	172,031	126,537	42.4%	117,682	8,855	4,046	----	12,901	4.3%	(6,400)
180	Eagle Bend	On- & Off-Sale	----	526	285,827	160,098	125,729	44.0%	103,789	21,940	10,390	----	32,330	11.3%	2,000
181	Williams	On- & Off-Sale	----	187	282,823	175,885	106,938	37.8%	170,279	(63,341)	----	----	(63,341)	-22.4%	----
182	Lancaster	On- & Off-Sale	----	336	275,983	159,978	116,005	42.0%	95,923	20,082	3,973	----	24,055	8.7%	----
183	Russell	On- & Off-Sale	----	333	271,001	137,839	133,162	49.1%	113,455	19,707	5,748	----	25,455	9.4%	----
184	Avoca	On- & Off-Sale	----	142	267,937	132,368	135,569	50.6%	108,968	26,601	3,642	40	30,203	11.3%	17,600
185	Verndale	On- & Off-Sale	----	600	267,889	143,989	123,900	46.3%	104,435	19,465	127	5,468	14,124	5.3%	----
186	Okabena	On- & Off-Sale	----	189	267,620	165,063	102,557	38.3%	108,963	(6,406)	2,074	----	(4,332)	-1.6%	(2,074)
187	Wilmont	On- & Off-Sale	----	338	250,189	146,662	103,527	41.4%	127,576	(24,049)	217	----	(23,832)	-9.5%	----
188	South Haven	On- & Off-Sale	----	190	245,110	116,939	128,171	52.3%	124,317	3,854	3,618	----	7,472	3.0%	----
189	Lake Benton	On- & Off-Sale	[16]	676	240,424	148,821	91,603	38.1%	121,936	(30,333)	2	----	(30,331)	-12.6%	10,000
190	Hadley	On- & Off-Sale	----	56	234,496	109,888	124,608	53.1%	139,727	(15,119)	8,353	----	(6,766)	-2.9%	----
191	Waldorf	On- & Off-Sale	----	227	230,455	125,342	105,113	45.6%	144,308	(39,195)	3,525	----	(35,670)	-15.5%	----
192	Butterfield	Off-Sale Only	----	586	224,546	162,024	62,522	27.8%	51,500	11,022	3,389	----	14,411	6.4%	----
193	Vesta	On- & Off-Sale	----	315	224,182	122,154	102,028	45.5%	100,844	1,184	----	----	1,184	0.5%	----
194	Hanley Falls	On- & Off-Sale	----	295	220,845	130,310	90,535	41.0%	112,559	(22,024)	3,184	----	(18,840)	-8.5%	----
195	Winton	On- & Off-Sale	----	170	210,712	96,231	114,481	54.3%	135,181	(20,700)	5,334	6,171	(21,537)	-10.2%	200
196	Lewisville	On- & Off-Sale	----	247	208,674	110,478	98,196	47.1%	100,545	(2,349)	7,773	----	5,424	2.6%	----
197	Cleveland	On- & Off-Sale	----	717	199,955	106,224	93,731	46.9%	104,009	(10,278)	22,192	----	11,914	6.0%	(130,000)
198	Browns Valley	On- & Off-Sale	----	584	196,164	119,924	76,240	38.9%	97,054	(20,814)	2,081	----	(18,733)	-9.5%	----
199	Herman	On- & Off-Sale	[16]	437	194,296	122,655	71,641	36.9%	90,262	(18,621)	----	7,563	(26,184)	-13.5%	----
200	Biscay	On- & Off-Sale	[16]	113	175,000	2,558	172,442	98.5%	94,945	77,497	----	----	77,497	44.3%	----
201	Kiester	Off-Sale Only	----	491	171,565	112,381	59,184	34.5%	55,060	4,124	5,402	2,829	6,697	3.9%	----
202	Round Lake	Off-Sale Only	----	375	136,534	111,956	24,578	18.0%	35,898	(11,320)	1,185	----	(10,135)	-7.4%	----
203	Elmore	Off-Sale Only	----	656	134,753	101,760	32,993	24.5%	27,354	5,639	51	----	5,690	4.2%	----
204	Kellogg	On- & Off-Sale	----	445	121,790	79,059	42,731	35.1%	60,643	(17,912)	6,340	----	(11,572)	-9.5%	----

Table 6
Comparison of City Liquor Store Operations - 2012
Ranked by Gross Sales

Ranking	Name of City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
							Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
205	Canton	On- & Off-Sale	----	343	91,917	69,759	22,158	24.1%	25,319	(3,161)	3,399	----	238	0.3%	298
206	Rushford	On- & Off-Sale	[21]	1,757	----	----	----	----	34,012	(34,012)	----	30,721	(64,733)	----	----
207	Bertha	On- & Off-Sale	[21][22]	490	----	----	----	----	----	----	17,492	7,233	10,259	----	101,385
Off-Sale Only				829,704	\$258,033,273	\$191,477,738	\$66,555,535	25.8%	\$42,502,300	\$24,053,235	\$901,862	\$1,409,758	\$23,545,339	9.1%	\$20,546,982
On- & Off-Sale				104,623	\$71,608,934	\$43,267,676	\$28,341,258	39.6%	\$24,726,222	\$3,615,036	\$686,954	\$559,448	\$3,742,542	5.2%	\$2,433,024
All Stores				934,327	\$329,642,207	\$234,745,414	\$94,896,793	28.8%	\$67,228,522	\$27,668,271	\$1,588,816	\$1,969,206	\$27,287,881	8.3%	\$22,980,006

Footnotes: [0] Information is taken from a cash receipts and disbursements statement.
[16] Discontinued liquor operations during current year.
[21] Discontinued liquor operations in previous year.
[22] Nonoperating income includes the gain on the sale of fixed assets.

Table 7
Comparison of City Liquor Store Operations - 2012
Ranked by Net Profit/(Loss) as a Percent of Sales

Ranking	Name of City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
							Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
1	Biscay	On- & Off-Sale	[16]	113	\$175,000	\$2,558	\$172,442	98.5%	\$94,945	\$77,497	\$----	\$----	\$77,497	44.3%	(\$10,000)
2	Saint James	Off-Sale Only	----	4,611	1,022,746	682,487	340,259	33.3%	172,759	167,500	2,756	----	170,256	16.6%	74,600
3	Buffalo	Off-Sale Only	----	15,666	4,298,307	3,071,808	1,226,499	28.5%	723,276	503,223	207,114	27,114	683,223	15.9%	500,000
4	Grand Marais	Off-Sale Only	----	1,355	1,747,367	1,167,764	579,603	33.2%	308,636	270,967	3,668	----	274,635	15.7%	200,000
5	Pipestone	Off-Sale Only	----	4,273	1,426,072	1,028,309	397,763	27.9%	189,744	208,019	3,592	----	211,611	14.8%	50,000
6	Roseau	Off-Sale Only	----	2,629	1,774,921	1,257,761	517,160	29.1%	254,761	262,399	789	----	263,188	14.8%	----
7	Marshall	Off-Sale Only	----	13,619	3,717,457	2,779,291	938,166	25.2%	388,973	549,193	714	----	549,907	14.8%	1,424,204
8	Walker	On- & Off-Sale	----	925	939,226	674,948	264,278	28.1%	126,503	137,775	197	----	137,972	14.7%	----
9	Windom	Off-Sale Only	----	4,627	1,616,297	1,103,146	513,151	31.7%	288,218	224,933	----	----	224,933	13.9%	70,937
10	Hitterdal	On- & Off-Sale	----	209	400,555	173,175	227,380	56.8%	173,207	54,173	----	----	54,173	13.5%	55,990
11	Detroit Lakes	Off-Sale Only	----	8,763	4,909,641	3,749,632	1,160,009	23.6%	427,547	732,462	----	70,250	662,212	13.5%	747,876
12	Bemidji	Off-Sale Only	----	13,560	5,132,559	3,716,554	1,416,005	27.6%	741,217	674,788	14,518	----	689,306	13.4%	547,395
13	Finlayson	On- & Off-Sale	----	313	483,592	260,087	223,505	46.2%	167,656	55,849	8,200	----	64,049	13.2%	24,279
14	Worthington	Off-Sale Only	----	12,900	3,093,924	2,292,942	800,982	25.9%	395,426	405,556	2,102	----	407,658	13.2%	200,000
15	Elk River	Off-Sale Only	----	23,147	6,525,234	4,638,550	1,886,684	28.9%	970,330	916,354	14,485	83,225	847,614	13.0%	3,115,592
16	Perham	Off-Sale Only	----	3,018	2,778,443	2,021,310	757,133	27.3%	349,186	407,947	18,739	66,480	360,206	13.0%	120,750
17	New York Mills	On- & Off-Sale	----	1,190	661,158	404,703	256,455	38.8%	176,112	80,343	5,286	----	85,629	13.0%	70,750
18	Big Lake	Off-Sale Only	----	10,334	3,420,250	2,435,138	985,112	28.8%	503,567	481,545	13,818	56,071	439,292	12.8%	257,000
19	Cromwell	On- & Off-Sale	----	237	456,469	226,123	230,346	50.5%	183,984	46,362	11,693	----	58,055	12.7%	75,000
20	Long Prairie	Off-Sale Only	----	3,441	1,334,065	988,575	345,490	25.9%	178,206	167,284	2,114	----	169,398	12.7%	90,000
21	Fergus Falls	Off-Sale Only	----	13,228	5,519,338	3,952,932	1,566,406	28.4%	877,907	688,499	33,271	42,256	679,514	12.3%	340,811
22	Warroad	Off-Sale Only	----	1,767	1,307,843	941,224	366,619	28.0%	211,468	155,151	2,986	----	158,137	12.1%	85,000
23	Ada	On- & Off-Sale	----	1,673	547,511	320,947	226,564	41.4%	191,709	34,855	30,457	----	65,312	11.9%	5,000
24	Isanti	Off-Sale Only	----	5,369	2,267,230	1,665,290	601,940	26.5%	340,344	261,596	7,014	----	268,610	11.8%	150,000
25	Glencoe	Off-Sale Only	----	5,586	1,370,337	1,034,936	335,401	24.5%	173,576	161,825	95	----	161,920	11.8%	160,000
26	Twin Valley	On- & Off-Sale	----	808	604,664	303,668	300,996	49.8%	234,069	66,927	2,881	----	69,808	11.5%	----
27	Eagle Bend	On- & Off-Sale	----	526	285,827	160,098	125,729	44.0%	103,789	21,940	10,390	----	32,330	11.3%	9,000
28	Avoca	On- & Off-Sale	----	142	267,937	132,368	135,569	50.6%	108,968	26,601	3,642	40	30,203	11.3%	27,200
29	Edina	Off-Sale Only	----	48,829	13,230,941	9,615,928	3,615,013	27.3%	2,124,476	1,490,537	----	340	1,490,197	11.3%	1,255,100
30	Monticello	Off-Sale Only	----	12,901	4,854,798	3,640,053	1,214,745	25.0%	662,002	552,743	----	9,333	543,410	11.2%	250,000
31	Wadena	Off-Sale Only	----	4,045	1,842,615	1,393,648	448,967	24.4%	250,194	198,773	6,903	----	205,676	11.2%	181,403
32	Fairmont	Off-Sale Only	----	10,521	3,291,955	2,486,326	805,629	24.5%	449,137	356,492	8,654	----	365,146	11.1%	146,500
33	Northome	On- & Off-Sale	----	202	355,480	203,916	151,564	42.6%	112,409	39,155	9	----	39,164	11.0%	20,000
34	Pelican Rapids	Off-Sale Only	----	2,476	1,186,767	868,370	318,397	26.8%	185,727	132,670	17,224	21,159	128,735	10.8%	(42,288)
35	Battle Lake	Off-Sale Only	----	881	1,166,319	821,718	344,601	29.5%	222,494	122,107	4,111	----	126,218	10.8%	95,000
36	Saint Francis	Off-Sale Only	----	7,277	2,094,876	1,511,868	583,008	27.8%	371,277	211,731	12,785	----	224,516	10.7%	60,000
37	Park Rapids	Off-Sale Only	----	3,808	3,196,977	2,396,366	800,611	25.0%	461,949	338,662	1,364	----	340,026	10.6%	392,298
38	Granite Falls	Off-Sale Only	----	2,843	1,060,090	775,970	284,120	26.8%	172,262	111,858	16,703	16,329	112,232	10.6%	98,275
39	Aitkin	Off-Sale Only	----	2,139	950,095	752,900	197,195	20.8%	119,236	77,959	21,076	----	99,035	10.4%	40,000
40	Pine City	Off-Sale Only	----	3,084	1,687,377	1,208,894	478,483	28.4%	308,700	169,783	5,898	----	175,681	10.4%	100,000
41	Litchfield	Off-Sale Only	----	6,688	2,150,292	1,572,416	577,876	26.9%	319,924	257,952	4,015	39,867	222,100	10.3%	59,000
42	Thief River Falls	Off-Sale Only	----	8,636	4,482,994	3,430,447	1,052,547	23.5%	599,416	453,131	8,893	----	462,024	10.3%	362,835
43	Lakefield	Off-Sale Only	----	1,709	411,237	295,659	115,578	28.1%	77,942	37,636	4,402	64	41,974	10.2%	3,000
44	Orr	On- & Off-Sale	----	271	532,412	322,790	209,622	39.4%	160,963	48,659	4,515	----	53,174	10.0%	22,000
45	Blackduck	On- & Off-Sale	----	797	854,304	537,579	316,725	37.1%	239,865	76,860	8,449	----	85,309	10.0%	25,000
46	Cook	Off-Sale Only	----	569	1,488,815	1,109,480	379,335	25.5%	233,967	145,368	2,003	----	147,371	9.9%	20,000
47	Isle	On- & Off-Sale	----	762	1,008,383	638,195	370,188	36.7%	288,741	81,447	17,761	----	99,208	9.8%	20,950
48	Apple Valley	Off-Sale Only	----	49,895	9,231,890	6,703,467	2,528,423	27.4%	1,557,994	970,429	49,053	120,960	898,522	9.7%	525,000
49	Benson	On- & Off-Sale	----	3,200	1,094,861	719,498	375,363	34.3%	292,372	82,991	23,223	----	106,214	9.7%	30,000
50	Lakeville	Off-Sale Only	----	57,048	15,220,064	11,380,341	3,839,723	25.2%	2,215,822	1,623,901	30,162	177,629	1,476,434	9.7%	1,134,131
51	Morris	Off-Sale Only	----	5,396	1,790,908	1,363,683	427,225	23.9%	262,475	164,750	8,924	----	173,674	9.7%	98,115
52	Rogers	On- & Off-Sale	----	11,508	3,375,858	2,332,281	1,043,577	30.9%	693,338	350,239	----	23,175	327,064	9.7%	211,273

Table 7
Comparison of City Liquor Store Operations - 2012
Ranked by Net Profit/(Loss) as a Percent of Sales

Ranking	Name of City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
							Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
53	Hutchinson	Off-Sale Only	----	14,034	5,325,001	4,106,146	1,218,855	22.9%	670,824	548,031	7,242	39,723	515,550	9.7%	451,030
54	Browerville	On- & Off-Sale	----	783	469,309	257,502	211,807	45.1%	178,600	33,207	12,117	----	45,324	9.7%	(7,495)
55	Russell	On- & Off-Sale	----	333	271,001	137,839	133,162	49.1%	113,455	19,707	5,748	----	25,455	9.4%	----
56	Luverne	Off-Sale Only	----	4,709	1,186,644	843,306	343,338	28.9%	237,501	105,837	4,544	----	110,381	9.3%	45,000
57	Cambridge	Off-Sale Only	----	8,236	4,684,393	3,571,131	1,113,262	23.8%	687,595	425,667	10,148	379	435,436	9.3%	----
58	Millerville	On- & Off-Sale	----	105	335,154	174,782	160,372	47.9%	130,684	29,688	1,163	----	30,851	9.2%	----
59	Eden Prairie	Off-Sale Only	----	62,004	12,371,628	9,014,543	3,357,085	27.1%	2,232,081	1,125,004	12,349	----	1,137,353	9.2%	1,000,000
60	Richfield	Off-Sale Only	----	35,979	11,807,489	8,802,442	3,005,047	25.5%	1,951,557	1,053,490	30,158	----	1,083,648	9.2%	693,870
61	Mora	Off-Sale Only	----	3,518	2,855,623	2,100,076	755,547	26.5%	475,894	279,653	4,602	23,021	261,234	9.1%	270,000
62	Kelliher	On- & Off-Sale	----	266	408,851	220,918	187,933	46.0%	152,058	35,875	1,348	----	37,223	9.1%	20,000
63	Princeton	Off-Sale Only	----	4,727	2,773,415	2,079,610	693,805	25.0%	457,057	236,748	12,946	----	249,694	9.0%	5,610
64	Mentor	On- & Off-Sale	----	153	519,208	282,435	236,773	45.6%	191,056	45,717	493	----	46,210	8.9%	46,000
65	Nisswa	On- & Off-Sale	----	1,988	3,157,852	2,197,647	960,205	30.4%	671,280	288,925	----	12,051	276,874	8.8%	173,403
66	Gilman	On- & Off-Sale	----	238	429,136	154,415	274,721	64.0%	245,563	29,158	8,414	----	37,572	8.8%	----
67	North Branch	Off-Sale Only	----	10,104	2,198,763	1,597,057	601,706	27.4%	383,392	218,314	169	26,494	191,989	8.7%	124,603
68	Lancaster	On- & Off-Sale	----	336	275,983	159,978	116,005	42.0%	95,923	20,082	3,973	----	24,055	8.7%	20,000
69	Hinckley	On- & Off-Sale	----	1,796	2,406,273	1,628,753	777,520	32.3%	530,848	246,672	997	40,450	207,219	8.6%	106,750
70	Danvers	On- & Off-Sale	----	95	366,300	192,356	173,944	47.5%	144,441	29,503	883	----	30,386	8.3%	----
71	Nevis	On- & Off-Sale	----	394	591,159	351,132	240,027	40.6%	194,060	45,967	2,833	----	48,800	8.3%	30,000
72	Ogema	On- & Off-Sale	----	194	322,583	188,496	134,087	41.6%	110,351	23,736	2,866	----	26,602	8.2%	20,156
73	Two Harbors	Off-Sale Only	----	3,722	1,811,749	1,348,038	463,711	25.6%	320,570	143,141	3,521	----	146,662	8.1%	196,373
74	Redwood Falls	Off-Sale Only	----	5,230	1,888,619	1,396,617	492,002	26.1%	335,782	156,220	11,889	15,941	152,168	8.1%	80,000
75	Mazeppa	On- & Off-Sale	----	845	370,477	214,671	155,806	42.1%	133,469	22,337	7,360	----	29,697	8.0%	----
76	Delano	Off-Sale Only	----	5,548	2,357,422	1,727,727	629,695	26.7%	444,533	185,162	1,977	----	187,139	7.9%	100,000
77	Osakis	On- & Off-Sale	----	1,750	708,850	404,060	304,790	43.0%	270,462	34,328	21,570	----	55,898	7.9%	33,719
78	Northfield	Off-Sale Only	----	20,373	2,915,670	2,168,152	747,518	25.6%	533,401	214,117	12,245	----	226,362	7.8%	131,280
79	Madelia	Off-Sale Only	----	2,319	408,190	317,664	90,526	22.2%	59,722	30,804	629	----	31,433	7.7%	35,000
80	Callaway	On- & Off-Sale	----	238	528,537	277,711	250,826	47.5%	214,489	36,337	4,061	----	40,398	7.6%	11,956
81	Palisade	On- & Off-Sale	----	157	371,038	223,432	147,606	39.8%	132,963	14,643	13,208	----	27,851	7.5%	----
82	Fridley	Off-Sale Only	----	27,591	4,705,523	3,497,168	1,208,355	25.7%	857,741	350,614	960	----	351,574	7.5%	350,000
83	Saint Anthony	Off-Sale Only	----	8,417	7,139,381	5,403,321	1,736,060	24.3%	1,210,179	525,881	8,867	5,475	529,273	7.4%	417,200
84	Glenwood	Off-Sale Only	----	2,546	1,164,969	903,860	261,109	22.4%	184,971	76,138	9,062	----	85,200	7.3%	40,000
85	Plainview	On- & Off-Sale	----	3,337	655,785	405,839	249,946	38.1%	211,937	38,009	9,925	----	47,934	7.3%	----
86	Brandon	On- & Off-Sale	----	492	481,116	283,690	197,426	41.0%	163,795	33,631	972	----	34,603	7.2%	(10,255)
87	Longville	On- & Off-Sale	----	154	1,483,157	958,264	524,893	35.4%	415,723	109,170	2,121	6,242	105,049	7.1%	----
88	Wayzata	On- & Off-Sale	----	3,781	5,150,007	2,649,859	2,500,148	48.5%	2,006,861	493,287	15,176	147,722	360,741	7.0%	20,000
89	Mahnomen	On- & Off-Sale	----	1,222	1,087,758	699,912	387,846	35.7%	316,515	71,331	32,004	27,607	75,728	7.0%	----
90	Menahga	On- & Off-Sale	----	1,304	725,575	430,592	294,983	40.7%	249,990	44,993	6,249	1,024	50,218	6.9%	50,000
91	Ulen	On- & Off-Sale	----	553	363,191	188,257	174,934	48.2%	150,332	24,602	470	----	25,072	6.9%	----
92	Milaca	Off-Sale Only	----	2,921	1,915,174	1,442,129	473,045	24.7%	323,738	149,307	5,346	24,079	130,574	6.8%	25,000
93	Goodridge	On- & Off-Sale	----	134	356,072	178,399	177,673	49.9%	153,534	24,139	----	----	24,139	6.8%	10,000
94	Wolf Lake	On- & Off-Sale	----	60	420,321	192,241	228,080	54.3%	198,139	29,941	919	2,832	28,028	6.7%	25,000
95	Brooklyn Center	Off-Sale Only	----	30,569	5,963,908	4,316,716	1,647,192	27.6%	1,271,162	376,030	14,580	----	390,610	6.5%	147,488
96	Underwood	Off-Sale Only	----	336	487,283	345,905	141,378	29.0%	110,935	30,443	1,308	----	31,751	6.5%	5,000
97	Barnesville	Off-Sale Only	----	2,600	448,651	339,121	109,530	24.4%	83,375	26,155	2,962	----	29,117	6.5%	14,000
98	Blue Earth	Off-Sale Only	----	3,323	1,498,613	1,112,434	386,179	25.8%	265,947	120,232	329	23,632	96,929	6.5%	----
99	Butterfield	Off-Sale Only	----	586	224,546	162,024	62,522	27.8%	51,500	11,022	3,389	----	14,411	6.4%	----
100	Farmington	Off-Sale Only	----	21,792	4,397,572	3,294,182	1,103,390	25.1%	821,848	281,542	----	----	281,542	6.4%	90,007
101	Miltona	On- & Off-Sale	----	423	608,087	335,818	272,269	44.8%	236,516	35,753	3,056	----	38,809	6.4%	----
102	Mound	Off-Sale Only	----	9,210	2,835,506	2,136,309	699,197	24.7%	519,965	179,232	----	----	179,232	6.3%	8,438
103	Paynesville	Off-Sale Only	----	2,442	1,130,998	883,128	247,870	21.9%	185,250	62,620	7,694	----	70,314	6.2%	34,109
104	Montevideo	Off-Sale Only	----	5,343	2,125,434	1,576,010	549,424	25.8%	420,124	129,300	2,696	----	131,996	6.2%	100,000

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Ranking	Name of City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
							Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
105	Braham	Off-Sale Only	----	1,815	1,281,301	956,805	324,496	25.3%	250,058	74,438	93,521	88,514	79,445	6.2%	36,000
106	Heron Lake	On- & Off-Sale	----	691	364,837	199,382	165,455	45.4%	138,684	26,771	91	4,296	22,566	6.2%	----
107	Stacy	On- & Off-Sale	----	1,446	2,669,139	1,751,415	917,724	34.4%	698,238	219,486	29,308	84,698	164,096	6.1%	30,000
108	Flensburg	On- & Off-Sale	[0]	227	338,188	123,812	214,376	63.4%	188,795	25,581	----	4,928	20,653	6.1%	(50,000)
109	Holdingsford	On- & Off-Sale	----	712	374,950	203,816	171,134	45.6%	167,367	3,767	18,623	----	22,390	6.0%	14,500
110	Cleveland	On- & Off-Sale	----	717	199,955	106,224	93,731	46.9%	104,009	(10,278)	22,192	----	11,914	6.0%	----
111	Frazee	On- & Off-Sale	----	1,378	638,753	401,304	237,449	37.2%	199,552	37,897	97	----	37,994	5.9%	----
112	Proctor	Off-Sale Only	----	3,069	901,873	668,389	233,484	25.9%	180,134	53,350	81	----	53,431	5.9%	3,000
113	Anoka	Off-Sale Only	----	17,345	3,970,832	3,059,281	911,551	23.0%	698,936	212,615	11,874	----	224,489	5.7%	263,333
114	Lindstrom	On- & Off-Sale	----	4,431	2,112,650	1,474,607	638,043	30.2%	551,852	86,191	31,972	----	118,163	5.6%	155,700
115	Barnum	On- & Off-Sale	----	611	468,177	235,908	232,269	49.6%	235,622	(3,353)	29,517	----	26,164	5.6%	7,000
116	Kenyon	On- & Off-Sale	----	1,819	656,323	435,193	221,130	33.7%	202,549	18,581	18,116	229	36,468	5.6%	20,000
117	Verndale	On- & Off-Sale	----	600	267,889	143,989	123,900	46.3%	104,435	19,465	127	5,468	14,124	5.3%	(100,321)
118	Alexandria	Off-Sale Only	----	13,008	4,402,535	3,428,169	974,366	22.1%	732,089	242,277	1,076	12,473	230,880	5.2%	200,000
119	Columbia Heights	Off-Sale Only	----	19,676	8,804,233	6,654,657	2,149,576	24.4%	1,465,683	683,893	1,000	229,954	454,939	5.2%	98,955
120	Savage	Off-Sale Only	----	27,552	4,560,288	3,353,290	1,206,998	26.5%	913,596	293,402	----	59,356	234,046	5.1%	----
121	Boyd	On- & Off-Sale	----	168	353,571	207,492	146,079	41.3%	141,823	4,256	13,804	----	18,060	5.1%	----
122	De Graff	On- & Off-Sale	----	128	466,449	229,796	236,653	50.7%	201,683	34,970	----	11,833	23,137	5.0%	1,020
123	Fifty Lakes	On- & Off-Sale	----	392	394,555	183,314	211,241	53.5%	191,759	19,482	----	----	19,482	4.9%	----
124	Vergas	Off-Sale Only	----	335	514,619	377,809	136,810	26.6%	117,977	18,833	5,935	----	24,768	4.8%	3,647
125	Akeley	On- & Off-Sale	----	429	368,885	212,744	156,141	42.3%	138,563	17,578	2	----	17,580	4.8%	----
126	Hanska	On- & Off-Sale	----	393	313,111	181,931	131,180	41.9%	123,661	7,519	7,260	354	14,425	4.6%	----
127	Sebeka	On- & Off-Sale	----	710	496,319	296,489	199,830	40.3%	177,093	22,737	65	----	22,802	4.6%	47,390
128	Buffalo Lake	On- & Off-Sale	----	713	399,569	221,415	178,154	44.6%	174,106	4,048	14,078	----	18,126	4.5%	----
129	Elizabeth	Off-Sale Only	----	173	356,548	272,643	83,905	23.5%	68,767	15,138	948	----	16,086	4.5%	----
130	Dassel	Off-Sale Only	----	1,465	1,127,588	850,843	276,745	24.5%	200,101	76,644	9,667	36,109	50,202	4.5%	22,000
131	Baudette	On- & Off-Sale	----	1,103	1,451,642	977,275	474,367	32.7%	412,013	62,354	1,085	----	63,439	4.4%	50,000
132	Conger	On- & Off-Sale	----	144	298,568	172,031	126,537	42.4%	117,682	8,855	4,046	----	12,901	4.3%	3,600
133	Elmore	Off-Sale Only	----	656	134,753	101,760	32,993	24.5%	27,354	5,639	51	----	5,690	4.2%	----
134	Bagley	Off-Sale Only	----	1,407	1,032,303	790,803	241,500	23.4%	199,939	41,561	1,714	----	43,275	4.2%	15,000
135	Sleepy Eye	Off-Sale Only	----	3,577	593,882	445,458	148,424	25.0%	130,375	18,049	7,086	468	24,667	4.2%	15,000
136	Robbinsdale	Off-Sale Only	----	14,212	3,040,352	2,270,073	770,279	25.3%	626,128	144,151	6,724	26,601	124,274	4.1%	75,000
137	Hackensack	On- & Off-Sale	----	314	1,047,883	717,705	330,178	31.5%	278,765	51,413	111	9,018	42,506	4.1%	----
138	Lonsdale	Off-Sale Only	----	3,768	1,352,506	1,021,307	331,199	24.5%	276,587	54,612	46	----	54,658	4.0%	----
139	Spring Grove	On- & Off-Sale	----	1,318	374,514	231,576	142,938	38.2%	128,627	14,311	816	----	15,127	4.0%	----
140	Kiester	Off-Sale Only	----	491	171,565	112,381	59,184	34.5%	55,060	4,124	5,402	2,829	6,697	3.9%	24,523
141	Le Center	On- & Off-Sale	----	2,504	871,902	542,688	329,214	37.8%	290,193	39,021	74	5,646	33,449	3.8%	50,000
142	Lake Park	On- & Off-Sale	----	789	657,932	387,692	270,240	41.1%	245,889	24,351	----	----	24,351	3.7%	----
143	Balaton	On- & Off-Sale	----	639	405,027	252,578	152,449	37.6%	137,706	14,743	210	----	14,953	3.7%	10,000
144	Hawley	Off-Sale Only	----	2,094	967,427	715,644	251,783	26.0%	188,224	63,559	79	27,960	35,678	3.7%	5,000
145	Dawson	Off-Sale Only	----	1,515	459,399	322,507	136,892	29.8%	121,377	15,515	1,198	----	16,713	3.6%	----
146	Appleton	Off-Sale Only	----	1,393	496,182	358,523	137,659	27.7%	121,143	16,516	1,450	----	17,966	3.6%	----
147	Lexington	Off-Sale Only	----	2,014	2,940,611	2,318,196	622,415	21.2%	502,451	119,964	4,045	22,881	101,128	3.4%	50,000
148	Kasson	Off-Sale Only	----	6,022	1,172,438	917,823	254,615	21.7%	217,171	37,444	2,447	----	39,891	3.4%	14,000
149	Maple Lake	Off-Sale Only	----	2,099	1,358,743	1,035,368	323,375	23.8%	283,520	39,855	5,693	----	45,548	3.4%	20,000
150	Sherburn	On- & Off-Sale	----	1,115	792,699	503,427	289,272	36.5%	261,131	28,141	6	1,725	26,422	3.3%	----
151	Spring Lake Park	Off-Sale Only	----	6,427	2,456,469	1,862,052	594,417	24.2%	521,415	73,002	20,564	12,792	80,774	3.3%	150,000
152	Silver Bay	On- & Off-Sale	----	1,868	944,914	570,871	374,043	39.6%	332,694	41,349	2,005	13,147	30,207	3.2%	----
153	South Haven	On- & Off-Sale	----	190	245,110	116,939	128,171	52.3%	124,317	3,854	3,618	----	7,472	3.0%	----
154	Medford	On- & Off-Sale	----	1,236	360,084	191,843	168,241	46.7%	167,267	974	9,141	----	10,115	2.8%	10,000
155	Clearbrook	On- & Off-Sale	----	519	492,461	279,536	212,925	43.2%	199,174	13,751	----	----	13,751	2.8%	20,000
156	Sauk Rapids	Off-Sale Only	----	12,890	2,298,929	1,823,370	475,559	20.7%	422,226	53,333	9,081	----	62,414	2.7%	----

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							Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
157	Lewisville	On- & Off-Sale	----	247	208,674	110,478	98,196	47.1%	100,545	(2,349)	7,773	----	5,424	2.6%	----
158	Ogilvie	On- & Off-Sale	----	359	413,891	225,099	188,792	45.6%	178,245	10,547	125	----	10,672	2.6%	11,872
159	Dalton	Off-Sale Only	----	248	332,604	258,123	74,481	22.4%	67,706	6,775	1,624	----	8,399	2.5%	----
160	Olivia	On- & Off-Sale	----	2,454	924,949	650,476	274,473	29.7%	261,661	12,812	9,958	----	22,770	2.5%	----
161	Big Falls	On- & Off-Sale	----	235	309,480	166,816	142,664	46.1%	136,302	6,362	1,218	----	7,580	2.4%	7,500
162	Ranier	On- & Off-Sale	----	608	385,478	162,656	222,822	57.8%	215,382	7,440	1,961	----	9,401	2.4%	50,000
163	Sacred Heart	On- & Off-Sale	----	535	464,457	272,087	192,370	41.4%	204,231	(11,861)	22,936	80	10,995	2.4%	----
164	Madison	Off-Sale Only	----	1,522	459,285	337,108	122,177	26.6%	113,441	8,736	1,850	----	10,586	2.3%	11,000
165	Remer	On- & Off-Sale	----	369	554,317	350,503	203,814	36.8%	191,264	12,550	----	----	12,550	2.3%	500
166	Randall	On- & Off-Sale	----	650	578,224	377,839	200,385	34.7%	194,845	5,540	6,966	----	12,506	2.2%	----
167	Ivanhoe	On- & Off-Sale	----	554	479,730	283,966	195,764	40.8%	185,632	10,132	37	283	9,886	2.1%	----
168	Fairfax	On- & Off-Sale	----	1,214	554,928	293,518	261,410	47.1%	255,852	5,558	5,656	----	11,214	2.0%	----
169	Caledonia	Off-Sale Only	----	2,839	637,629	478,838	158,791	24.9%	147,007	11,784	133	----	11,917	1.9%	----
170	Moose Lake	On- & Off-Sale	----	2,812	1,089,031	705,074	383,957	35.3%	315,724	68,233	----	48,430	19,803	1.8%	----
171	Walnut Grove	On- & Off-Sale	----	864	477,070	245,538	231,532	48.5%	224,925	6,607	955	----	7,562	1.6%	10,500
172	Darwin	Off-Sale Only	----	346	463,441	366,519	96,922	20.9%	90,798	6,124	1,135	----	7,259	1.6%	110,000
173	Beaver Bay	On- & Off-Sale	----	181	387,373	196,772	190,601	49.2%	184,607	5,994	----	----	5,994	1.5%	----
174	Erhard	Off-Sale Only	----	146	306,762	233,112	73,650	24.0%	72,980	670	3,475	----	4,145	1.4%	----
175	Clarissa	On- & Off-Sale	----	675	381,578	237,056	144,522	37.9%	144,190	332	4,443	----	4,775	1.3%	----
176	Silver Lake	On- & Off-Sale	----	829	527,523	292,919	234,604	44.5%	244,419	(9,815)	15,749	----	5,934	1.1%	10,000
177	Littlefork	On- & Off-Sale	----	645	409,803	250,405	159,398	38.9%	158,595	803	3,571	----	4,374	1.1%	----
178	Vesta	On- & Off-Sale	----	315	224,182	122,154	102,028	45.5%	100,844	1,184	----	----	1,184	0.5%	----
179	Canton	On- & Off-Sale	----	343	91,917	69,759	22,158	24.1%	25,319	(3,161)	3,399	----	238	0.3%	----
180	Tracy	On- & Off-Sale	----	2,154	863,633	514,471	349,162	40.4%	355,108	(5,946)	8,129	795	1,388	0.2%	20,000
181	West Concord	On- & Off-Sale	----	783	354,853	201,438	153,415	43.2%	157,730	(4,315)	4,451	----	136	0.0%	----
182	Jackson	Off-Sale Only	----	3,354	1,018,767	814,386	204,381	20.1%	215,400	(11,019)	3,156	----	(7,863)	-0.8%	41,000
183	Audubon	On- & Off-Sale	----	527	569,019	348,619	220,400	38.7%	219,181	1,219	5,717	11,939	(5,003)	-0.9%	5,000
184	Rush City	Off-Sale Only	----	3,054	1,059,670	820,546	239,124	22.6%	251,980	(12,856)	65	----	(12,791)	-1.2%	11,000
185	Waverly	On- & Off-Sale	----	1,381	931,079	663,397	267,682	28.7%	272,604	(4,922)	34	6,952	(11,840)	-1.3%	----
186	Okabena	On- & Off-Sale	----	189	267,620	165,063	102,557	38.3%	108,963	(6,406)	2,074	----	(4,332)	-1.6%	----
187	Mapleton	On- & Off-Sale	----	1,768	554,108	332,967	221,141	39.9%	243,273	(22,132)	11,698	----	(10,434)	-1.9%	----
188	Howard Lake	On- & Off-Sale	----	1,996	828,173	618,849	209,324	25.3%	233,671	(24,347)	14,906	9,520	(18,961)	-2.3%	----
189	Hadley	On- & Off-Sale	----	56	234,496	109,888	124,608	53.1%	139,727	(15,119)	8,353	----	(6,766)	-2.9%	5,000
190	Foreston	On- & Off-Sale	----	524	339,254	170,132	169,122	49.9%	186,560	(17,438)	7,707	616	(10,347)	-3.0%	----
191	Saint Hilaire	On- & Off-Sale	----	283	426,965	263,897	163,068	38.2%	178,662	(15,594)	1,015	----	(14,579)	-3.4%	----
192	Ellendale	On- & Off-Sale	----	680	358,262	209,458	148,804	41.5%	162,720	(13,916)	23	----	(13,893)	-3.9%	(28,000)
193	Parkers Prairie	On- & Off-Sale	----	1,011	651,019	429,958	221,061	34.0%	222,421	(1,360)	----	26,297	(27,657)	-4.2%	----
194	Clontarf	On- & Off-Sale	----	158	372,155	215,550	156,605	42.1%	173,546	(16,941)	----	363	(17,304)	-4.6%	(3,477)
195	Wells	On- & Off-Sale	----	2,307	715,922	511,061	204,861	28.6%	258,741	(53,880)	8,932	----	(44,948)	-6.3%	25,000
196	Round Lake	Off-Sale Only	----	375	136,534	111,956	24,578	18.0%	35,898	(11,320)	1,185	----	(10,135)	-7.4%	----
197	Hanley Falls	On- & Off-Sale	----	295	220,845	130,310	90,535	41.0%	112,559	(22,024)	3,184	----	(18,840)	-8.5%	13,299
198	Kellogg	On- & Off-Sale	----	445	121,790	79,059	42,731	35.1%	60,643	(17,912)	6,340	----	(11,572)	-9.5%	----
199	Wilmington	On- & Off-Sale	----	338	250,189	146,662	103,527	41.4%	127,576	(24,049)	217	----	(23,832)	-9.5%	----
200	Browns Valley	On- & Off-Sale	----	584	196,164	119,924	76,240	38.9%	97,054	(20,814)	2,081	----	(18,733)	-9.5%	----
201	Winton	On- & Off-Sale	----	170	210,712	96,231	114,481	54.3%	135,181	(20,700)	5,334	6,171	(21,537)	-10.2%	16,600
202	Lake Benton	On- & Off-Sale	[16]	676	240,424	148,821	91,603	38.1%	121,936	(30,333)	2	----	(30,331)	-12.6%	----
203	Herman	On- & Off-Sale	[16]	437	194,296	122,655	71,641	36.9%	90,262	(18,621)	----	7,563	(26,184)	-13.5%	----
204	Waldorf	On- & Off-Sale	----	227	230,455	125,342	105,113	45.6%	144,308	(39,195)	3,525	----	(35,670)	-15.5%	----
205	Williams	On- & Off-Sale	----	187	282,823	175,885	106,938	37.8%	170,279	(63,341)	----	----	(63,341)	-22.4%	----
206	Bertha	On- & Off-Sale	[21][22]	490	----	----	----	----	----	----	17,492	7,233	10,259	----	----
207	Rushford	On- & Off-Sale	[21]	1,757	----	----	----	----	34,012	(34,012)	----	30,721	(64,733)	----	----

Table 7
Comparison of City Liquor Store Operations - 2012
Ranked by Net Profit/(Loss) as a Percent of Sales

Ranking	Name of City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
							Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
	Off-Sale Only			829,704	\$258,033,273	\$191,477,738	\$66,555,535	25.8%	\$42,502,300	\$24,053,235	\$901,862	\$1,409,758	\$23,545,339	9.1%	\$20,546,982
	On- & Off-Sale			104,623	\$71,608,934	\$43,267,676	\$28,341,258	39.6%	\$24,726,222	\$3,615,036	\$686,954	\$559,448	\$3,742,542	5.2%	\$2,433,024
	All Stores			934,327	\$329,642,207	\$234,745,414	\$94,896,793	28.8%	\$67,228,522	\$27,668,271	\$1,588,816	\$1,969,206	\$27,287,881	8.3%	\$22,980,006

Footnotes: [0] Information is taken from a cash receipts and disbursements statement.
[16] Discontinued liquor operations during current year.
[21] Discontinued liquor operations in previous year.
[22] Nonoperating income includes the gain on the sale of fixed assets.

**Table 8
Comparison of Metro Area City Liquor Store Operations - 2012**

Name of City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
						Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
Anoka	Off-Sale Only	----	17,345	\$3,970,832	\$3,059,281	\$911,551	23.0%	\$698,936	\$212,615	\$11,874	\$---	\$224,489	5.7%	\$195,000
Apple Valley	Off-Sale Only	----	49,895	9,231,890	6,703,467	2,528,423	27.4%	1,557,994	970,429	49,053	120,960	898,522	9.7%	525,000
Brooklyn Center	Off-Sale Only	----	30,569	5,963,908	4,316,716	1,647,192	27.6%	1,271,162	376,030	14,580	----	390,610	6.5%	200,000
Columbia Heights	Off-Sale Only	----	19,676	8,804,233	6,654,657	2,149,576	24.4%	1,465,683	683,893	1,000	229,954	454,939	5.2%	96,667
Eden Prairie	Off-Sale Only	----	62,004	12,371,628	9,014,543	3,357,085	27.1%	2,232,081	1,125,004	12,349	----	1,137,353	9.2%	1,063,557
Edina	Off-Sale Only	----	48,829	13,230,941	9,615,928	3,615,013	27.3%	2,124,476	1,490,537	----	340	1,490,197	11.3%	1,320,100
Farmington	Off-Sale Only	----	21,792	4,397,572	3,294,182	1,103,390	25.1%	821,848	281,542	----	----	281,542	6.4%	90,008
Fridley	Off-Sale Only	----	27,591	4,705,523	3,497,168	1,208,355	25.7%	857,741	350,614	960	----	351,574	7.5%	350,000
Lakeville	Off-Sale Only	----	57,048	15,220,064	11,380,341	3,839,723	25.2%	2,215,822	1,623,901	30,162	177,629	1,476,434	9.7%	2,554,609
Lexington	Off-Sale Only	----	2,014	2,940,611	2,318,196	622,415	21.2%	502,451	119,964	4,045	22,881	101,128	3.4%	75,000
Mound	Off-Sale Only	----	9,210	2,835,506	2,136,309	699,197	24.7%	519,965	179,232	----	----	179,232	6.3%	65,452
Richfield	Off-Sale Only	----	35,979	11,807,489	8,802,442	3,005,047	25.5%	1,951,557	1,053,490	30,158	----	1,083,648	9.2%	701,170
Robbinsdale	Off-Sale Only	----	14,212	3,040,352	2,270,073	770,279	25.3%	626,128	144,151	6,724	26,601	124,274	4.1%	75,000
Rogers	On- & Off-Sale	----	11,508	3,375,858	2,332,281	1,043,577	30.9%	693,338	350,239	----	23,175	327,064	9.7%	215,142
Saint Anthony	Off-Sale Only	----	8,417	7,139,381	5,403,321	1,736,060	24.3%	1,210,179	525,881	8,867	5,475	529,273	7.4%	510,000
Saint Francis	Off-Sale Only	----	7,277	2,094,876	1,511,868	583,008	27.8%	371,277	211,731	12,785	----	224,516	10.7%	60,000
Savage	Off-Sale Only	----	27,552	4,560,288	3,353,290	1,206,998	26.5%	913,596	293,402	----	59,356	234,046	5.1%	----
Spring Lake Park	Off-Sale Only	----	6,427	2,456,469	1,862,052	594,417	24.2%	521,415	73,002	20,564	12,792	80,774	3.3%	150,000
Wayzata	On- & Off-Sale	----	3,781	5,150,007	2,649,859	2,500,148	48.5%	2,006,861	493,287	15,176	147,722	360,741	7.0%	30,000
Off-Sale Only			445,837	\$114,771,563	\$85,193,834	\$29,577,729	25.8%	\$19,862,311	\$9,715,418	\$203,121	\$655,988	\$9,262,551	8.1%	\$8,031,563
On- & Off-Sale			15,289	\$8,525,865	\$4,982,140	\$3,543,725	41.6%	\$2,700,199	\$843,526	\$15,176	\$170,897	\$687,805	8.1%	\$245,142
All Stores			461,126	\$123,297,428	\$90,175,974	\$33,121,454	26.9%	\$22,562,510	\$10,558,944	\$218,297	\$826,885	\$9,950,356	8.1%	\$8,276,705

**Table 9
Comparison of Greater Minnesota City Liquor Store Operations - 2012**

Name of City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
						Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
Ada	On- & Off-Sale	----	1,673	\$547,511	\$320,947	\$226,564	41.4%	\$191,709	\$34,855	\$30,457	\$----	\$65,312	11.9%	\$17,021
Aitkin	Off-Sale Only	----	2,139	950,095	752,900	197,195	20.8%	119,236	77,959	21,076	----	99,035	10.4%	51,722
Akeley	On- & Off-Sale	----	429	368,885	212,744	156,141	42.3%	138,563	17,578	2	----	17,580	4.8%	----
Alexandria	Off-Sale Only	----	13,008	4,402,535	3,428,169	974,366	22.1%	732,089	242,277	1,076	12,473	230,880	5.2%	200,000
Appleton	Off-Sale Only	----	1,393	496,182	358,523	137,659	27.7%	121,143	16,516	1,450	----	17,966	3.6%	20,000
Audubon	On- & Off-Sale	----	527	569,019	348,619	220,400	38.7%	219,181	1,219	5,717	11,939	(5,003)	-0.9%	2,249
Avoca	On- & Off-Sale	----	142	267,937	132,368	135,569	50.6%	108,968	26,601	3,642	40	30,203	11.3%	17,600
Bagley	Off-Sale Only	----	1,407	1,032,303	790,803	241,500	23.4%	199,939	41,561	1,714	----	43,275	4.2%	15,000
Balaton	On- & Off-Sale	----	639	405,027	252,578	152,449	37.6%	137,706	14,743	210	----	14,953	3.7%	45,000
Barnesville	Off-Sale Only	----	2,600	448,651	339,121	109,530	24.4%	83,375	26,155	2,962	----	29,117	6.5%	12,000
Barnum	On- & Off-Sale	----	611	468,177	235,908	232,269	49.6%	235,622	(3,353)	29,517	----	26,164	5.6%	7,000
Battle Lake	Off-Sale Only	----	881	1,166,319	821,718	344,601	29.5%	222,494	122,107	4,111	----	126,218	10.8%	160,000
Baudette	On- & Off-Sale	----	1,103	1,451,642	977,275	474,367	32.7%	412,013	62,354	1,085	----	63,439	4.4%	175,000
Beaver Bay	On- & Off-Sale	----	181	387,373	196,772	190,601	49.2%	184,607	5,994	----	----	5,994	1.5%	96,614
Bemidji	Off-Sale Only	----	13,560	5,132,559	3,716,554	1,416,005	27.6%	741,217	674,788	14,518	----	689,306	13.4%	340,000
Benson	On- & Off-Sale	----	3,200	1,094,861	719,498	375,363	34.3%	292,372	82,991	23,223	----	106,214	9.7%	30,000
Bertha	On- & Off-Sale	[21][22]	490	----	----	----	----	----	----	17,492	7,233	10,259	----	101,385
Big Falls	On- & Off-Sale	----	235	309,480	166,816	142,664	46.1%	136,302	6,362	1,218	----	7,580	2.4%	13,628
Big Lake	Off-Sale Only	----	10,334	3,420,250	2,435,138	985,112	28.8%	503,567	481,545	13,818	56,071	439,292	12.8%	250,000
Biscay	On- & Off-Sale	[16]	113	175,000	2,558	172,442	98.5%	94,945	77,497	----	----	77,497	44.3%	----
Blackduck	On- & Off-Sale	----	797	854,304	537,579	316,725	37.1%	239,865	76,860	8,449	----	85,309	10.0%	52,500
Blue Earth	Off-Sale Only	----	3,323	1,498,613	1,112,434	386,179	25.8%	265,947	120,232	329	23,632	96,929	6.5%	88,789
Boyd	On- & Off-Sale	----	168	353,571	207,492	146,079	41.3%	141,823	4,256	13,804	----	18,060	5.1%	5,000
Braham	Off-Sale Only	----	1,815	1,281,301	956,805	324,496	25.3%	250,058	74,438	93,521	88,514	79,445	6.2%	59,537
Brandon	On- & Off-Sale	----	492	481,116	283,690	197,426	41.0%	163,795	33,631	972	----	34,603	7.2%	----
Browerville	On- & Off-Sale	----	783	469,309	257,502	211,807	45.1%	178,600	33,207	12,117	----	45,324	9.7%	27,002
Browns Valley	On- & Off-Sale	----	584	196,164	119,924	76,240	38.9%	97,054	(20,814)	2,081	----	(18,733)	-9.5%	----
Buffalo	Off-Sale Only	----	15,666	4,298,307	3,071,808	1,226,499	28.5%	723,276	503,223	207,114	27,114	683,223	15.9%	500,000
Buffalo Lake	On- & Off-Sale	----	713	399,569	221,415	178,154	44.6%	174,106	4,048	14,078	----	18,126	4.5%	----
Butterfield	Off-Sale Only	----	586	224,546	162,024	62,522	27.8%	51,500	11,022	3,389	----	14,411	6.4%	----
Caledonia	Off-Sale Only	----	2,839	637,629	478,838	158,791	24.9%	147,007	11,784	133	----	11,917	1.9%	----
Callaway	On- & Off-Sale	----	238	528,537	277,711	250,826	47.5%	214,489	36,337	4,061	----	40,398	7.6%	15,283
Cambridge	Off-Sale Only	----	8,236	4,684,393	3,571,131	1,113,262	23.8%	687,595	425,667	10,148	379	435,436	9.3%	430,000
Canton	On- & Off-Sale	----	343	91,917	69,759	22,158	24.1%	25,319	(3,161)	3,399	----	238	0.3%	298
Clarissa	On- & Off-Sale	----	675	381,578	237,056	144,522	37.9%	144,190	332	4,443	----	4,775	1.3%	----
Clearbrook	On- & Off-Sale	----	519	492,461	279,536	212,925	43.2%	199,174	13,751	----	----	13,751	2.8%	5,000
Cleveland	On- & Off-Sale	----	717	199,955	106,224	93,731	46.9%	104,009	(10,278)	22,192	----	11,914	6.0%	(130,000)
Clontarf	On- & Off-Sale	----	158	372,155	215,550	156,605	42.1%	173,546	(16,941)	----	363	(17,304)	-4.6%	(7,983)
Conger	On- & Off-Sale	----	144	298,568	172,031	126,537	42.4%	117,682	8,855	4,046	----	12,901	4.3%	(6,400)
Cook	Off-Sale Only	----	569	1,488,815	1,109,480	379,335	25.5%	233,967	145,368	2,003	----	147,371	9.9%	590,998
Cromwell	On- & Off-Sale	----	237	456,469	226,123	230,346	50.5%	183,984	46,362	11,693	----	58,055	12.7%	50,000
Dalton	Off-Sale Only	----	248	332,604	258,123	74,481	22.4%	67,706	6,775	1,624	----	8,399	2.5%	----
Danvers	On- & Off-Sale	----	95	366,300	192,356	173,944	47.5%	144,441	29,503	883	----	30,386	8.3%	130,000
Darwin	Off-Sale Only	----	346	463,441	366,519	96,922	20.9%	90,798	6,124	1,135	----	7,259	1.6%	----
Dassel	Off-Sale Only	----	1,465	1,127,588	850,843	276,745	24.5%	200,101	76,644	9,667	36,109	50,202	4.5%	----
Dawson	Off-Sale Only	----	1,515	459,399	322,507	136,892	29.8%	121,377	15,515	1,198	----	16,713	3.6%	----
De Graff	On- & Off-Sale	----	128	466,449	229,796	236,653	50.7%	201,683	34,970	----	11,833	23,137	5.0%	8,600
Delano	Off-Sale Only	----	5,548	2,357,422	1,727,727	629,695	26.7%	444,533	185,162	1,977	----	187,139	7.9%	100,000
Detroit Lakes	Off-Sale Only	----	8,763	4,909,641	3,749,632	1,160,009	23.6%	427,547	732,462	----	70,250	662,212	13.5%	555,072
Eagle Bend	On- & Off-Sale	----	526	285,827	160,098	125,729	44.0%	103,789	21,940	10,390	----	32,330	11.3%	2,000
Elizabeth	Off-Sale Only	----	173	356,548	272,643	83,905	23.5%	68,767	15,138	948	----	16,086	4.5%	----
Elk River	Off-Sale Only	----	23,147	6,525,234	4,638,550	1,886,684	28.9%	970,330	916,354	14,485	83,225	847,614	13.0%	468,667
Ellendale	On- & Off-Sale	----	680	358,262	209,458	148,804	41.5%	162,720	(13,916)	23	----	(13,893)	-3.9%	(15,126)
Elmore	Off-Sale Only	----	656	134,753	101,760	32,993	24.5%	27,354	5,639	51	----	5,690	4.2%	----
Erhard	Off-Sale Only	----	146	306,762	233,112	73,650	24.0%	72,980	670	3,475	----	4,145	1.4%	----
Fairfax	On- & Off-Sale	----	1,214	554,928	293,518	261,410	47.1%	255,857	5,558	5,656	----	11,214	2.0%	----
Fairmont	Off-Sale Only	----	10,521	3,291,955	2,486,326	805,629	24.5%	449,137	356,492	8,654	----	365,146	11.1%	200,500
Fergus Falls	Off-Sale Only	----	13,228	5,519,338	3,952,932	1,566,406	28.4%	877,907	688,499	33,271	42,256	679,514	12.3%	357,595

**Table 9
Comparison of Greater Minnesota City Liquor Store Operations - 2012**

Name of City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
						Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
Fifty Lakes	On- & Off-Sale	----	392	394,555	183,314	211,241	53.5%	191,759	19,482	----	----	19,482	4.9%	----
Finlayson	On- & Off-Sale	----	313	483,592	260,087	223,505	46.2%	167,656	55,849	8,200	----	64,049	13.2%	27,049
Flensburg	On- & Off-Sale	[0]	227	338,188	123,812	214,376	63.4%	188,795	25,581	----	4,928	20,653	6.1%	----
Foreston	On- & Off-Sale	----	524	339,254	170,132	169,122	49.9%	186,560	(17,438)	7,707	616	(10,347)	-3.0%	10,000
Frazee	On- & Off-Sale	----	1,378	638,753	401,304	237,449	37.2%	199,552	37,897	97	----	37,994	5.9%	----
Gilman	On- & Off-Sale	----	238	429,136	154,415	274,721	64.0%	245,563	29,158	8,414	----	37,572	8.8%	----
Glencoe	Off-Sale Only	----	5,586	1,370,337	1,034,936	335,401	24.5%	173,576	161,825	95	----	161,920	11.8%	174,000
Glenwood	Off-Sale Only	----	2,546	1,164,969	903,860	261,109	22.4%	184,971	76,138	9,062	----	85,200	7.3%	40,000
Goodridge	On- & Off-Sale	----	134	356,072	178,399	177,673	49.9%	153,534	24,139	----	----	24,139	6.8%	10,000
Grand Marais	On- & Off-Sale	----	1,355	1,747,367	1,167,764	579,603	33.2%	308,636	270,967	3,668	----	274,635	15.7%	200,000
Granite Falls	Off-Sale Only	----	2,843	1,060,090	775,970	284,120	26.8%	172,262	111,858	16,703	16,329	112,232	10.6%	68,975
Hackensack	On- & Off-Sale	----	314	1,047,883	717,705	330,178	31.5%	278,765	51,413	111	9,018	42,506	4.1%	----
Hadley	On- & Off-Sale	----	56	234,496	109,888	124,608	53.1%	139,727	(15,119)	8,353	----	(6,766)	-2.9%	----
Hanley Falls	On- & Off-Sale	----	295	220,845	130,310	90,535	41.0%	112,559	(22,024)	3,184	----	(18,840)	-8.5%	----
Hanska	On- & Off-Sale	----	393	313,111	181,931	131,180	41.9%	123,661	7,519	7,260	354	14,425	4.6%	7,341
Hawley	Off-Sale Only	----	2,094	967,427	715,644	251,783	26.0%	188,224	63,559	79	27,960	35,678	3.7%	5,000
Herman	On- & Off-Sale	[16]	437	194,296	122,655	71,641	36.9%	90,262	(18,621)	----	7,563	(26,184)	-13.5%	----
Heron Lake	On- & Off-Sale	----	691	364,837	199,382	165,455	45.4%	138,684	26,771	91	4,296	22,566	6.2%	----
Hinckley	On- & Off-Sale	----	1,796	2,406,273	1,628,753	777,520	32.3%	530,848	246,672	997	40,450	207,219	8.6%	106,750
Hitterdal	On- & Off-Sale	----	209	400,555	173,175	227,380	56.8%	173,207	54,173	----	----	54,173	13.5%	35,000
Holdingford	On- & Off-Sale	----	712	374,950	203,816	171,134	45.6%	167,367	3,767	18,623	----	22,390	6.0%	26,280
Howard Lake	On- & Off-Sale	----	1,996	828,173	618,849	209,324	25.3%	233,671	(24,347)	14,906	9,520	(18,961)	-2.3%	----
Hutchinson	Off-Sale Only	----	14,034	5,325,001	4,106,146	1,218,855	22.9%	670,824	548,031	7,242	39,723	515,550	9.7%	420,000
Isanti	Off-Sale Only	----	5,369	2,267,230	1,665,290	601,940	26.5%	340,344	261,596	7,014	----	268,610	11.8%	150,000
Isle	On- & Off-Sale	----	762	1,008,383	638,195	370,188	36.7%	288,741	81,447	17,761	----	99,208	9.8%	83,000
Ivanhoe	On- & Off-Sale	----	554	479,730	283,966	195,764	40.8%	185,632	10,132	37	283	9,886	2.1%	----
Jackson	Off-Sale Only	----	3,354	1,018,767	814,386	204,381	20.1%	215,400	(11,019)	3,156	----	(7,863)	-0.8%	41,000
Kasson	Off-Sale Only	----	6,022	1,172,438	917,823	254,615	21.7%	127,171	37,444	2,447	----	39,891	3.4%	61,000
Kelliher	On- & Off-Sale	----	266	408,851	220,918	187,933	46.0%	152,058	35,875	1,348	----	37,223	9.1%	20,000
Kellogg	On- & Off-Sale	----	445	121,790	79,059	42,731	35.1%	60,643	(17,912)	6,340	----	(11,572)	-9.5%	----
Kenyon	On- & Off-Sale	----	1,819	656,323	435,193	221,130	33.7%	202,549	18,581	18,116	229	36,468	5.6%	25,000
Kiester	Off-Sale Only	----	491	171,565	112,381	59,184	34.5%	55,060	4,124	5,402	2,829	6,697	3.9%	----
Lake Benton	On- & Off-Sale	[16]	676	240,424	148,821	91,603	38.1%	121,936	(30,333)	2	----	(30,331)	-12.6%	10,000
Lake Park	On- & Off-Sale	----	789	657,932	387,692	270,240	41.1%	245,889	24,351	----	----	24,351	3.7%	232,228
Lakefield	Off-Sale Only	----	1,709	411,237	295,659	115,578	28.1%	77,942	37,636	4,402	64	41,974	10.2%	(5,827)
Lancaster	On- & Off-Sale	----	336	275,983	159,978	116,005	42.0%	95,923	20,082	3,973	----	24,055	8.7%	----
Le Center	On- & Off-Sale	----	2,504	871,902	542,688	329,214	37.8%	290,193	39,021	74	5,646	33,449	3.8%	25,000
Lewisville	On- & Off-Sale	----	247	208,674	110,478	98,196	47.1%	100,545	(2,349)	7,773	----	5,424	2.6%	----
Lindstrom	On- & Off-Sale	----	4,431	2,112,650	1,474,607	638,043	30.2%	551,852	86,191	31,972	----	118,163	5.6%	132,630
Litchfield	Off-Sale Only	----	6,688	2,150,292	1,572,416	577,876	26.9%	319,924	257,952	4,015	39,867	222,100	10.3%	59,000
Littlefork	On- & Off-Sale	----	645	409,803	250,405	159,398	38.9%	158,595	803	3,571	----	4,374	1.1%	30,000
Long Prairie	Off-Sale Only	----	3,441	1,334,065	988,575	345,490	25.9%	178,206	167,284	2,114	----	169,398	12.7%	90,000
Longville	On- & Off-Sale	----	154	1,483,157	958,264	524,893	35.4%	415,723	109,170	2,121	6,242	105,049	7.1%	----
Lonsdale	Off-Sale Only	----	3,768	1,352,506	1,021,307	331,199	24.5%	276,587	54,612	46	----	54,658	4.0%	----
Luverne	Off-Sale Only	----	4,709	1,186,644	843,306	343,338	28.9%	237,501	105,837	4,544	----	110,381	9.3%	45,000
Madelia	Off-Sale Only	----	2,319	408,190	317,664	90,526	22.2%	59,722	30,804	629	----	31,433	7.7%	30,000
Madison	Off-Sale Only	----	1,522	459,285	337,108	122,177	26.6%	113,441	8,736	1,850	----	10,586	2.3%	5,000
Mahnomen	On- & Off-Sale	----	1,222	1,087,758	699,912	387,846	35.7%	316,515	71,331	32,004	27,607	75,728	7.0%	----
Maple Lake	Off-Sale Only	----	2,099	1,358,743	1,035,368	323,375	23.8%	283,520	39,855	5,693	----	45,548	3.4%	25,000
Mapleton	On- & Off-Sale	----	1,768	554,108	332,967	221,141	39.9%	243,273	(22,132)	11,698	----	(10,434)	-1.9%	----
Marshall	Off-Sale Only	----	13,619	3,717,457	2,779,291	938,166	25.2%	388,973	549,193	714	----	549,907	14.8%	375,000
Mazeppa	On- & Off-Sale	----	845	370,477	214,671	155,806	42.1%	133,469	22,337	7,360	----	29,697	8.0%	----
Medford	On- & Off-Sale	----	1,236	360,084	191,843	168,241	46.7%	167,267	974	9,141	----	10,115	2.8%	10,000
Menahga	On- & Off-Sale	----	1,304	725,575	430,592	294,983	40.7%	249,990	44,993	6,249	1,024	50,218	6.9%	41,000
Mentor	On- & Off-Sale	----	153	519,208	282,435	236,773	45.6%	191,056	45,717	493	----	46,210	8.9%	26,000
Milaca	Off-Sale Only	----	2,921	1,915,174	1,442,129	473,045	24.7%	323,738	149,307	5,346	24,079	130,574	6.8%	30,000
Millerville	On- & Off-Sale	----	105	335,154	174,782	160,372	47.9%	130,684	29,688	1,163	----	30,851	9.2%	----
Miltona	On- & Off-Sale	----	423	608,087	335,818	272,269	44.8%	236,516	35,753	3,056	----	38,809	6.4%	----

Table 9
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Name of City	Type of Store	Foot-notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers
						Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	To/(From) Other Funds
Montevideo	Off-Sale Only	----	5,343	2,125,434	1,576,010	549,424	25.8%	420,124	129,300	2,696	----	131,996	6.2%	100,000
Monticello	Off-Sale Only	----	12,901	4,854,798	3,640,053	1,214,745	25.0%	662,002	552,743	----	9,333	543,410	11.2%	3,500,000
Moose Lake	On- & Off-Sale	----	2,812	1,089,031	705,074	383,957	35.3%	315,724	68,233	----	48,430	19,803	1.8%	----
Mora	Off-Sale Only	----	3,518	2,855,623	2,100,076	755,547	26.5%	475,894	279,653	4,602	23,021	261,234	9.1%	270,000
Morris	Off-Sale Only	----	5,396	1,790,908	1,363,683	427,225	23.9%	262,475	164,750	8,924	----	173,674	9.7%	156,890
Nevis	On- & Off-Sale	----	394	591,159	351,132	240,027	40.6%	194,060	45,967	2,833	----	48,800	8.3%	35,000
New York Mills	On- & Off-Sale	----	1,190	661,158	404,703	256,455	38.8%	176,112	80,343	5,286	----	85,629	13.0%	59,500
Nisswa	On- & Off-Sale	----	1,988	3,157,852	2,197,647	960,205	30.4%	671,280	288,925	----	12,051	276,874	8.8%	166,695
North Branch	Off-Sale Only	----	10,104	2,198,763	1,597,057	601,706	27.4%	383,392	218,314	169	26,494	191,989	8.7%	128,000
Northfield	Off-Sale Only	----	20,373	2,915,670	2,168,152	747,518	25.6%	533,401	214,117	12,245	----	226,362	7.8%	131,280
Northome	On- & Off-Sale	----	202	355,480	203,916	151,564	42.6%	112,409	39,155	9	----	39,164	11.0%	20,000
Ogema	On- & Off-Sale	----	194	322,583	188,496	134,087	41.6%	110,351	23,736	2,866	----	26,602	8.2%	5,000
Ogilvie	On- & Off-Sale	----	359	413,891	225,099	188,792	45.6%	178,245	10,547	125	----	10,672	2.6%	5,000
Okabena	On- & Off-Sale	----	189	267,620	165,063	102,557	38.3%	108,963	(6,406)	2,074	----	(4,332)	-1.6%	(2,074)
Olivia	On- & Off-Sale	----	2,454	924,949	650,476	274,473	29.7%	261,661	12,812	9,958	----	22,770	2.5%	----
Orr	On- & Off-Sale	----	271	532,412	322,790	209,622	39.4%	160,963	48,659	4,515	----	53,174	10.0%	26,000
Osakis	On- & Off-Sale	----	1,750	708,850	404,060	304,790	43.0%	270,462	34,328	21,570	----	55,898	7.9%	----
Palisade	On- & Off-Sale	----	157	371,038	223,432	147,606	39.8%	132,963	14,643	13,208	----	27,851	7.5%	----
Park Rapids	Off-Sale Only	----	3,808	3,196,977	2,396,366	800,611	25.0%	461,949	338,662	1,364	----	340,026	10.6%	134,002
Parkers Prairie	On- & Off-Sale	----	1,011	651,019	429,958	221,061	34.0%	222,421	(1,360)	----	26,297	(27,657)	-4.2%	----
Paynesville	Off-Sale Only	----	2,442	1,130,998	883,128	247,870	21.9%	185,250	62,620	7,694	----	70,314	6.2%	40,000
Pelican Rapids	Off-Sale Only	----	2,476	1,186,767	868,370	318,397	26.8%	185,727	132,670	17,224	21,159	128,735	10.8%	34,475
Perham	Off-Sale Only	----	3,018	2,778,443	2,021,310	757,133	27.3%	349,186	407,947	18,739	66,480	360,206	13.0%	120,750
Pine City	Off-Sale Only	----	3,084	1,687,377	1,208,894	478,483	28.4%	308,700	169,783	5,898	----	175,681	10.4%	100,000
Pipestone	Off-Sale Only	----	4,273	1,426,072	1,028,309	397,763	27.9%	189,744	208,019	3,592	----	211,611	14.8%	222,537
Plainview	On- & Off-Sale	----	3,337	655,785	405,839	249,946	38.1%	211,937	38,009	9,925	----	47,934	7.3%	----
Princeton	Off-Sale Only	----	4,727	2,773,415	2,079,610	693,805	25.0%	457,057	236,748	12,946	----	249,694	9.0%	53,500
Proctor	Off-Sale Only	----	3,069	901,873	668,389	233,484	25.9%	180,134	53,350	81	----	53,431	5.9%	3,000
Randall	On- & Off-Sale	----	650	578,224	377,839	200,385	34.7%	194,845	5,540	6,966	----	12,506	2.2%	190,799
Ranier	On- & Off-Sale	----	608	385,478	162,656	222,822	57.8%	215,382	7,440	1,961	----	9,401	2.4%	45,000
Redwood Falls	Off-Sale Only	----	5,230	1,888,619	1,396,617	492,002	26.1%	335,782	156,220	11,889	15,941	152,168	8.1%	80,000
Remer	On- & Off-Sale	----	369	554,317	350,503	203,814	36.8%	191,264	12,550	----	----	12,550	2.3%	2,651
Roseau	Off-Sale Only	----	2,629	1,774,921	1,257,761	517,160	29.1%	254,761	262,399	789	----	263,188	14.8%	200,000
Round Lake	Off-Sale Only	----	375	136,534	111,956	24,578	18.0%	35,898	(11,320)	1,185	----	(10,135)	-7.4%	----
Rush City	Off-Sale Only	----	3,054	1,059,670	820,546	239,124	22.6%	251,980	(12,856)	65	----	(12,791)	-1.2%	----
Rushford	On- & Off-Sale	[21]	1,757	----	----	----	----	34,012	(34,012)	----	30,721	(64,733)	----	----
Russell	On- & Off-Sale	----	333	271,001	137,839	133,162	49.1%	113,455	19,707	5,748	----	25,455	9.4%	----
Sacred Heart	On- & Off-Sale	----	535	464,457	272,087	192,370	41.4%	204,231	(11,861)	22,936	80	10,995	2.4%	20,000
Saint Hilaire	On- & Off-Sale	----	283	426,965	263,897	163,068	38.2%	178,662	(15,594)	1,015	----	(14,579)	-3.4%	----
Saint James	Off-Sale Only	----	4,611	1,022,746	682,487	340,259	33.3%	172,759	167,500	2,756	----	170,256	16.6%	73,730
Sauk Rapids	Off-Sale Only	----	12,890	2,298,929	1,823,370	475,559	20.7%	422,226	53,333	9,081	----	62,414	2.7%	----
Sebekka	On- & Off-Sale	----	710	496,319	296,489	199,830	40.3%	177,093	22,737	65	----	22,802	4.6%	12,000
Sherburn	On- & Off-Sale	----	1,115	792,699	503,427	289,272	36.5%	261,131	28,141	6	1,725	26,422	3.3%	----
Silver Bay	On- & Off-Sale	----	1,868	944,914	570,871	374,043	39.6%	332,694	41,349	2,005	13,147	30,207	3.2%	----
Silver Lake	On- & Off-Sale	----	829	527,523	292,919	234,604	44.5%	244,419	(9,815)	15,749	----	5,934	1.1%	10,000
Sleepy Eye	Off-Sale Only	----	3,577	593,882	445,458	148,424	25.0%	130,375	18,049	7,086	468	24,667	4.2%	10,000
South Haven	On- & Off-Sale	----	190	245,110	116,939	128,171	52.3%	124,317	3,854	3,618	----	7,472	3.0%	----
Spring Grove	On- & Off-Sale	----	1,318	374,514	231,576	142,938	38.2%	128,627	14,311	816	----	15,127	4.0%	----
Stacy	On- & Off-Sale	----	1,446	2,669,139	1,751,415	917,724	34.4%	698,238	219,486	29,308	84,698	164,096	6.1%	60,000
Thief River Falls	Off-Sale Only	----	8,636	4,482,994	3,430,447	1,052,547	23.5%	599,416	453,131	8,893	----	462,024	10.3%	368,277
Tracy	On- & Off-Sale	----	2,154	863,633	514,471	349,162	40.4%	355,108	(5,946)	8,129	795	1,388	0.2%	10,000
Twin Valley	On- & Off-Sale	----	808	604,664	303,668	300,996	49.8%	234,069	66,927	2,881	----	69,808	11.5%	10,162
Two Harbors	Off-Sale Only	----	3,722	1,811,749	1,348,038	463,711	25.6%	320,570	143,141	3,521	----	146,662	8.1%	115,950
Ulen	On- & Off-Sale	----	553	363,191	188,257	174,934	48.2%	150,332	24,602	470	----	25,072	6.9%	----
Underwood	Off-Sale Only	----	336	487,283	345,905	141,378	29.0%	110,935	30,443	1,308	----	31,751	6.5%	5,000
Vergas	Off-Sale Only	----	335	514,619	377,809	136,810	26.6%	117,977	18,833	5,935	----	24,768	4.8%	----
Verndale	On- & Off-Sale	----	600	267,889	143,989	123,900	46.3%	104,435	19,465	127	5,468	14,124	5.3%	----
Vesta	On- & Off-Sale	----	315	224,182	122,154	102,028	45.5%	100,844	1,184	----	----	1,184	0.5%	----

Table 9
Comparison of Greater Minnesota City Liquor Store Operations - 2012

Name of City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
						Amount	Percent of Sales	Expenses	Income/(Loss)	Revenues	Expenses	Amount	Percent of Sales	
Wadena	Off-Sale Only	----	4,045	1,842,615	1,393,648	448,967	24.4%	250,194	198,773	6,903	----	205,676	11.2%	100,000
Waldorf	On- & Off-Sale	----	227	230,455	125,342	105,113	45.6%	144,308	(39,195)	3,525	----	(35,670)	-15.5%	----
Walker	On- & Off-Sale	----	925	939,226	674,948	264,278	28.1%	126,503	137,775	197	----	137,972	14.7%	----
Walnut Grove	On- & Off-Sale	----	864	477,070	245,538	231,532	48.5%	224,925	6,607	955	----	7,562	1.6%	----
Warroad	Off-Sale Only	----	1,767	1,307,843	941,224	366,619	28.0%	211,468	155,151	2,986	----	158,137	12.1%	85,000
Waverly	On- & Off-Sale	----	1,381	931,079	663,397	267,682	28.7%	272,604	(4,922)	34	6,952	(11,840)	-1.3%	----
Wells	On- & Off-Sale	----	2,307	715,922	511,061	204,861	28.6%	258,741	(53,880)	8,932	----	(44,948)	-6.3%	----
West Concord	On- & Off-Sale	----	783	354,853	201,438	153,415	43.2%	157,730	(4,315)	4,451	----	136	0.0%	----
Williams	On- & Off-Sale	----	187	282,823	175,885	106,938	37.8%	170,279	(63,341)	----	----	(63,341)	-22.4%	----
Wilmont	On- & Off-Sale	----	338	250,189	146,662	103,527	41.4%	127,576	(24,049)	217	----	(23,832)	-9.5%	----
Windom	Off-Sale Only	----	4,627	1,616,297	1,103,146	513,151	31.7%	288,218	224,933	----	----	224,933	13.9%	70,000
Winton	On- & Off-Sale	----	170	210,712	96,231	114,481	54.3%	135,181	(20,700)	5,334	6,171	(21,537)	-10.2%	200
Wolf Lake	On- & Off-Sale	----	60	420,321	192,241	228,080	54.3%	198,139	29,941	919	2,832	28,028	6.7%	13,000
Worthington	Off-Sale Only	----	12,900	3,093,924	2,292,942	800,982	25.9%	395,426	405,556	2,102	----	407,658	13.2%	200,000
Off-Sale Only			383,867	\$143,261,710	\$106,283,904	\$36,977,806	25.8%	\$22,639,989	\$14,337,817	\$698,741	\$753,770	\$14,282,788	10.0%	\$12,515,419
On- & Off-Sale			89,334	\$63,083,069	\$38,285,536	\$24,797,533	39.3%	\$22,026,023	\$2,771,510	\$671,778	\$388,551	\$3,054,737	4.8%	\$2,187,882
All Stores			473,201	\$206,344,779	\$144,569,440	\$61,775,339	29.9%	\$44,666,012	\$17,109,327	\$1,370,519	\$1,142,321	\$17,337,525	8.4%	\$14,703,301

Footnotes: [0] Information is taken from a cash receipts and disbursements statement.
[16] Discontinued liquor operations during current year.
[21] Discontinued liquor operations in previous year.
[22] Nonoperating income includes the gain on the sale of fixed assets.

Appendix 2

2012 Liquor Store Tables and Maps by Economic Development Region

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Table 10
Comparison of Off-Sale City Liquor Store Operations - 2012
Average Per Store by Economic Development Region

Region	Population	Number of Stores	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Income/(Loss)	Transfers To/(From) Other Funds
					Amount	Percent of Sales	Expenses	Income	Revenues	Expenses		
1 - Northwest	13,032	3	\$2,521,919	\$1,876,477	\$645,442	25.6%	\$355,215	\$290,227	\$4,223	\$---	\$294,450	\$217,759
2 - Headwaters	18,775	4	2,340,460	1,725,931	614,529	26.3%	350,776	263,753	4,399	----	268,152	122,251
3 - Arrowhead	10,854	5	1,379,980	1,009,314	370,666	26.9%	232,509	138,157	6,070	----	144,227	192,334
4 - West Central	55,248	17	1,548,989	1,156,002	392,987	25.4%	232,492	160,495	6,396	14,152	152,740	96,870
5 - North Central	7,486	2	1,588,340	1,191,112	397,229	25.0%	214,200	183,029	4,509	----	187,537	95,000
6E - Southwest Central	28,119	5	2,087,332	1,586,172	501,160	24.0%	291,045	210,115	4,431	23,140	191,406	130,600
6W - Upper Southwest	12,616	5	920,078	674,024	246,054	26.7%	189,669	56,385	4,779	3,266	57,899	38,795
7E - East Central	42,828	9	2,302,550	1,715,726	586,823	25.5%	386,529	200,294	15,523	18,054	197,764	135,671
7W - Central	85,027	10	2,624,468	1,925,514	698,954	26.6%	419,470	279,484	25,986	17,574	287,895	488,367
8 - Southwest	50,796	9	1,610,617	1,185,068	425,549	26.4%	240,543	185,006	3,509	1,778	186,737	114,190
9 - South Central	26,084	8	918,281	677,567	240,715	26.2%	151,482	89,233	3,537	3,366	89,404	50,377
10 - Southeast	33,002	4	1,519,561	1,146,530	373,031	24.5%	293,542	79,489	3,718	----	83,207	48,070
11 - 7-County Metro Area	445,837	36	3,188,099	2,366,495	821,604	25.8%	551,731	269,873	5,642	18,222	257,293	223,099
Average for Off-Sale	829,704	117	\$2,205,413	\$1,636,562	\$568,851	25.8%	\$363,268	\$205,583	\$7,708	\$12,049	\$201,242	\$175,615

Table 11
Comparison of On-Sale City Liquor Store Operations - 2012
Average Per Store by Economic Development Region

Region	Population	Number of Stores	Sales	Cost of Sales	Gross Profit		Operating		Nonoperating		Net Income/(Loss)	Transfers To/(From) Other Funds
					Amount	Percent of Sales	Expenses	Income	Revenues	Expenses		
1 - Northwest	3,387	6	\$455,067	\$251,554	\$203,513	44.7%	\$174,159	\$29,354	\$6,470	\$---	\$35,824	\$10,531
2 - Headwaters	4,917	10	553,788	345,498	208,290	37.6%	182,253	26,038	4,572	2,761	27,849	28,750
3 - Arrowhead	7,997	12	493,364	280,083	213,281	43.2%	192,036	21,246	6,086	5,646	21,686	24,037
4 - West Central	9,940	16	483,546	277,068	206,478	42.7%	181,153	25,325	3,016	3,039	25,302	22,641
5 - North Central	10,107	18	617,772	394,987	222,786	36.1%	178,724	44,062	3,349	2,554	44,857	30,196
6E - Southwest Central	5,858	6	507,738	288,829	218,909	43.1%	205,869	13,040	11,396	13	24,423	5,000
6W - Upper Southwest	4,044	6	479,030	282,500	196,530	41.0%	177,737	18,793	6,849	2,033	23,609	27,603
7E - East Central	9,631	9	1,048,131	683,143	364,988	34.8%	289,127	75,862	10,674	13,974	72,562	47,159
7W - Central	4,517	5	561,690	351,483	210,206	37.4%	208,704	1,502	9,119	3,294	7,327	5,256
8 - Southwest	6,951	12	362,179	204,894	157,285	43.4%	155,294	1,991	2,455	451	3,995	6,711
9 - South Central	9,278	8	485,853	301,765	184,089	37.9%	190,733	(6,644)	7,683	966	73	(12,207)
10 - Southeast	12,707	11	331,143	200,988	130,155	39.3%	127,450	2,705	5,783	2,814	5,674	1,252
11 - 7-County Metro Area	15,289	3	2,841,955	1,660,713	1,181,242	41.6%	900,066	281,175	5,059	56,966	229,268	81,714
Average for On-Sale	104,623	122	\$586,958	\$354,653	\$232,305	39.6%	\$202,674	\$29,631	\$5,631	\$4,586	\$30,677	\$19,943

Table 12
Comparison of City Liquor Store Operations - 2012
Listed by Economic Development Region and City

Region and City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit	Operating Expenses			Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
							Expenses	as a Percent of Sales	Income/ (Loss)	Revenues	Expenses	Amount	Percent of Sales	
1 - Northwest														
Ada	On- & Off-Sale	---	1,673	\$547,511	\$320,947	\$226,564	\$191,709	35.0%	\$34,855	\$30,457	\$---	\$65,312	11.9%	\$17,021
Goodridge	On- & Off-Sale	---	134	356,072	178,399	177,673	153,534	43.1%	24,139	---	---	24,139	6.8%	10,000
Lancaster	On- & Off-Sale	---	336	275,983	159,978	116,005	95,923	34.8%	20,082	3,973	---	24,055	8.7%	---
Mentor	On- & Off-Sale	---	153	519,208	282,435	236,773	191,056	36.8%	45,717	493	---	46,210	8.9%	26,000
Roseau	Off-Sale Only	---	2,629	1,774,921	1,257,761	517,160	254,761	14.4%	262,399	789	---	263,188	14.8%	200,000
Saint Hilaire	On- & Off-Sale	---	283	426,965	263,897	163,068	178,662	41.8%	(15,594)	1,015	---	(14,579)	-3.4%	---
Thief River Falls	Off-Sale Only	---	8,636	4,482,994	3,430,447	1,052,547	599,416	13.4%	453,131	8,893	---	462,024	10.3%	368,277
Twin Valley	On- & Off-Sale	---	808	604,664	303,668	300,996	234,069	38.7%	66,927	2,881	---	69,808	11.5%	10,162
Warroad	Off-Sale Only	---	1,767	1,307,843	941,224	366,619	211,468	16.2%	155,151	2,986	---	158,137	12.1%	85,000
Total for Region			16,419	\$10,296,161	\$7,138,756	\$3,157,405	\$2,110,598	20.5%	\$1,046,807	\$51,487	\$---	\$1,098,294	10.7%	\$716,460
Percent of Total MLS Operations			1.8%	3.1%	3.0%	3.3%	3.1%	---	3.8%	3.2%	---	4.0%	---	3.1%
2 - Headwaters														
Akeley	On- & Off-Sale	---	429	\$368,885	\$212,744	\$156,141	\$138,563	37.6%	\$17,578	\$2	\$---	\$17,580	4.8%	\$---
Bagley	Off-Sale Only	---	1,407	1,032,303	790,803	241,500	199,939	19.4%	41,561	1,714	---	43,275	4.2%	15,000
Baudette	On- & Off-Sale	---	1,103	1,451,642	977,275	474,367	412,013	28.4%	62,354	1,085	---	63,439	4.4%	175,000
Bemidji	Off-Sale Only	---	13,560	5,132,559	3,716,554	1,416,005	741,217	14.4%	674,788	14,518	---	689,306	13.4%	340,000
Blackduck	On- & Off-Sale	---	797	854,304	537,579	316,725	239,865	28.1%	76,860	8,449	---	85,309	10.0%	52,500
Clearbrook	On- & Off-Sale	---	519	492,461	279,536	212,925	199,174	40.4%	13,751	---	---	13,751	2.8%	5,000
Kelliher	On- & Off-Sale	---	266	408,851	220,918	187,933	152,058	37.2%	35,875	1,348	---	37,223	9.1%	20,000
Mahnomen	On- & Off-Sale	---	1,222	1,087,758	699,912	387,846	316,515	29.1%	71,331	32,004	27,607	75,728	7.0%	---
Nevis	On- & Off-Sale	---	394	591,159	351,132	240,027	194,060	32.8%	45,967	2,833	---	48,800	8.3%	35,000
Park Rapids	Off-Sale Only	---	3,808	3,196,977	2,396,366	800,611	461,949	14.4%	338,662	1,364	---	340,026	10.6%	134,002
Williams	On- & Off-Sale	---	187	282,823	175,885	106,938	170,279	60.2%	(63,341)	---	---	(63,341)	-22.4%	---
Total for Region			23,692	\$14,899,722	\$10,358,704	\$4,541,018	\$3,225,632	21.6%	\$1,315,386	\$63,317	\$27,607	\$1,351,096	9.1%	\$776,502
Percent of Total MLS Operations			2.5%	4.5%	4.4%	4.8%	4.8%	---	4.8%	4.0%	1.4%	5.0%	---	3.4%
3 - Arrowhead														
Aitkin	Off-Sale Only	---	2,139	\$950,095	\$752,900	\$197,195	\$119,236	12.5%	\$77,959	\$21,076	\$---	\$99,035	10.4%	\$51,722
Barnum	On- & Off-Sale	---	611	468,177	235,908	232,269	235,622	50.3%	(3,353)	29,517	---	26,164	5.6%	7,000
Beaver Bay	On- & Off-Sale	---	181	387,373	196,772	190,601	184,607	47.7%	5,994	---	---	5,994	1.5%	96,614
Big Falls	On- & Off-Sale	---	235	309,480	166,816	142,664	136,302	44.0%	6,362	1,218	---	7,580	2.4%	13,628
Cook	Off-Sale Only	---	569	1,488,815	1,109,480	379,335	233,967	15.7%	145,368	2,003	---	147,371	9.9%	590,998
Cromwell	On- & Off-Sale	---	237	456,469	226,123	230,346	183,984	40.3%	46,362	11,693	---	58,055	12.7%	50,000
Grand Marais	Off-Sale Only	---	1,355	1,747,367	1,167,764	579,603	308,636	17.7%	270,967	3,668	---	274,635	15.7%	200,000
Littlefork	On- & Off-Sale	---	645	409,803	250,405	159,398	158,595	38.7%	803	3,571	---	4,374	1.1%	30,000
Moose Lake	On- & Off-Sale	---	2,812	1,089,031	705,074	383,957	315,724	29.0%	68,233	---	48,430	19,803	1.8%	---
Northome	On- & Off-Sale	---	202	355,480	203,916	151,564	112,409	31.6%	39,155	9	---	39,164	11.0%	20,000
Orr	On- & Off-Sale	---	271	532,412	322,790	209,622	160,963	30.2%	48,659	4,515	---	53,174	10.0%	26,000
Palisade	On- & Off-Sale	---	157	371,038	223,432	147,606	132,963	35.8%	14,643	13,208	---	27,851	7.5%	---
Proctor	Off-Sale Only	---	3,069	901,873	668,389	233,484	180,134	20.0%	53,350	81	---	53,431	5.9%	3,000
Ranier	On- & Off-Sale	---	608	385,478	162,656	222,822	215,382	55.9%	7,440	1,961	---	9,401	2.4%	45,000
Silver Bay	On- & Off-Sale	---	1,868	944,914	570,871	374,043	332,694	35.2%	41,349	2,005	13,147	30,207	3.2%	---
Two Harbors	Off-Sale Only	---	3,722	1,811,749	1,348,038	463,711	320,570	17.7%	143,141	3,521	---	146,662	8.1%	115,950
Winton	On- & Off-Sale	---	170	210,712	96,231	114,481	135,181	64.2%	(20,700)	5,334	6,171	(21,537)	-10.2%	200
Total for Region			18,851	\$12,820,266	\$8,407,565	\$4,412,701	\$3,466,969	27.0%	\$945,732	\$103,380	\$67,748	\$981,364	7.7%	\$1,250,112
Percent of Total MLS Operations			2.0%	3.9%	3.6%	4.7%	5.2%	---	3.4%	6.5%	3.4%	3.6%	---	5.4%

Table 12
Comparison of City Liquor Store Operations - 2012
Listed by Economic Development Region and City

Region and City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit	Operating Expenses as a Percent of Sales			Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
							Expenses	Income/ (Loss)	Revenues	Expenses	Amount	Percent of Sales		
4 - West Central														
Alexandria	Off-Sale Only	---	13,008	\$4,402,535	\$3,428,169	\$974,366	\$732,089	16.6%	\$242,277	\$1,076	\$12,473	\$230,880	5.2%	\$200,000
Audubon	On- & Off-Sale	---	527	569,019	348,619	220,400	219,181	38.5%	1,219	5,717	11,939	(5,003)	-0.9%	2,249
Barnesville	Off-Sale Only	---	2,600	448,651	339,121	109,530	83,375	18.6%	26,155	2,962	---	29,117	6.5%	12,000
Battle Lake	Off-Sale Only	---	881	1,166,319	821,718	344,601	222,494	19.1%	122,107	4,111	---	126,218	10.8%	160,000
Brandon	On- & Off-Sale	---	492	481,116	283,690	197,426	163,795	34.0%	33,631	972	---	34,603	7.2%	---
Browns Valley	On- & Off-Sale	---	584	196,164	119,924	76,240	97,054	49.5%	(20,814)	2,081	---	(18,733)	-9.5%	---
Callaway	On- & Off-Sale	---	238	528,537	277,711	250,826	214,489	40.6%	36,337	4,061	---	40,398	7.6%	15,283
Dalton	Off-Sale Only	---	248	332,604	258,123	74,481	67,706	20.4%	6,775	1,624	---	8,399	2.5%	---
Detroit Lakes	Off-Sale Only	---	8,763	4,909,641	3,749,632	1,160,009	427,547	8.7%	732,462	---	70,250	662,212	13.5%	555,072
Elizabeth	Off-Sale Only	---	173	356,548	272,643	83,905	68,767	19.3%	15,138	948	---	16,086	4.5%	---
Erhard	Off-Sale Only	---	146	306,762	233,112	73,650	72,980	23.8%	670	3,475	---	4,145	1.4%	---
Fergus Falls	Off-Sale Only	---	13,228	5,519,338	3,952,932	1,566,406	877,907	15.9%	688,499	33,271	42,256	679,514	12.3%	357,595
Frazee	On- & Off-Sale	---	1,378	638,753	401,304	237,449	199,552	31.2%	37,897	97	---	37,994	5.9%	---
Glenwood	Off-Sale Only	---	2,546	1,164,969	903,860	261,109	184,971	15.9%	76,138	9,062	---	85,200	7.3%	40,000
Hawley	Off-Sale Only	---	2,094	967,427	715,644	251,783	188,224	19.5%	63,559	79	27,960	35,678	3.7%	5,000
Herman	On- & Off-Sale	[16]	437	194,296	122,655	71,641	90,262	46.5%	(18,621)	---	7,563	(26,184)	-13.5%	---
Hitterdal	On- & Off-Sale	---	209	400,555	173,175	227,380	173,207	43.2%	54,173	---	---	54,173	13.5%	35,000
Lake Park	On- & Off-Sale	---	789	657,932	387,692	270,240	245,889	37.4%	24,351	---	---	24,351	3.7%	232,228
Millerville	On- & Off-Sale	---	105	335,154	174,782	160,372	130,684	39.0%	29,688	1,163	---	30,851	9.2%	---
Miltona	On- & Off-Sale	---	423	608,087	335,818	272,269	236,516	38.9%	35,753	3,056	---	38,809	6.4%	---
Morris	Off-Sale Only	---	5,396	1,790,908	1,363,683	427,225	262,475	14.7%	164,750	8,924	---	173,674	9.7%	156,890
New York Mills	On- & Off-Sale	---	1,190	661,158	404,703	256,455	176,112	26.6%	80,343	5,286	---	85,629	13.0%	59,500
Ogema	On- & Off-Sale	---	194	322,583	188,496	134,087	110,351	34.2%	23,736	2,866	---	26,602	8.2%	5,000
Osakis	On- & Off-Sale	---	1,750	708,850	404,060	304,790	270,462	38.2%	34,328	21,570	---	55,898	7.9%	---
Parkers Prairie	On- & Off-Sale	---	1,011	651,019	429,958	221,061	222,421	34.2%	(1,360)	---	26,297	(27,657)	-4.2%	---
Pelican Rapids	Off-Sale Only	---	2,476	1,186,767	868,370	318,397	185,727	15.6%	132,670	17,224	21,159	128,735	10.8%	34,475
Perham	Off-Sale Only	---	3,018	2,778,443	2,021,310	757,133	349,186	12.6%	407,947	18,739	66,480	360,206	13.0%	120,750
Ulen	On- & Off-Sale	---	553	363,191	188,257	174,934	150,332	41.4%	24,602	470	---	25,072	6.9%	---
Underwood	Off-Sale Only	---	336	487,283	345,905	141,378	110,935	22.8%	30,443	1,308	---	31,751	6.5%	5,000
Vergas	Off-Sale Only	---	335	514,619	377,809	136,810	117,977	22.9%	18,833	5,935	---	24,768	4.8%	---
Wolf Lake	On- & Off-Sale	---	60	420,321	192,241	228,080	198,139	47.1%	29,941	919	2,832	28,028	6.7%	13,000
Total for Region			65,188	\$34,069,549	\$24,085,116	\$9,984,433	\$6,850,806	20.1%	\$3,133,627	\$156,996	\$289,209	\$3,001,414	8.8%	\$2,009,042
Percent of Total MLS Operations			7.0%	10.3%	10.3%	10.5%	10.2%	---	11.3%	9.9%	14.7%	11.0%	---	8.7%
5 - North Central														
Bertha	On- & Off-Sale	[21][22]	490	\$---	\$---	\$---	\$---	\$---	\$---	\$17,492	\$7,233	\$10,259	\$---	\$101,385
Browerville	On- & Off-Sale	---	783	469,309	257,502	211,807	178,600	38.1%	33,207	12,117	---	45,324	9.7%	27,002
Clarissa	On- & Off-Sale	---	675	381,578	237,056	144,522	144,190	37.8%	332	4,443	---	4,775	1.3%	---
Eagle Bend	On- & Off-Sale	---	526	285,827	160,098	125,729	103,789	36.3%	21,940	10,390	---	32,330	11.3%	2,000
Fifty Lakes	On- & Off-Sale	---	392	394,555	183,314	211,241	191,759	48.6%	19,482	---	---	19,482	4.9%	---
Flensburg	On- & Off-Sale	[0]	227	338,188	123,812	214,376	188,795	55.8%	25,581	---	4,928	20,653	6.1%	---
Hackensack	On- & Off-Sale	---	314	1,047,883	717,705	330,178	278,765	26.6%	51,413	111	9,018	42,506	4.1%	---
Long Prairie	Off-Sale Only	---	3,441	1,334,065	988,575	345,490	178,206	13.4%	167,284	2,114	---	169,398	12.7%	90,000
Longville	On- & Off-Sale	---	154	1,483,157	958,264	524,893	415,723	28.0%	109,170	2,121	6,242	105,049	7.1%	---
Menahga	On- & Off-Sale	---	1,304	725,575	430,592	294,983	249,990	34.5%	44,993	6,249	1,024	50,218	6.9%	41,000
Nisswa	On- & Off-Sale	---	1,988	3,157,852	2,197,647	960,205	671,280	21.3%	288,925	---	12,051	276,874	8.8%	166,695
Randall	On- & Off-Sale	---	650	578,224	377,839	200,385	194,845	33.7%	5,540	6,966	---	12,506	2.2%	190,799
Remer	On- & Off-Sale	---	369	554,317	350,503	203,814	191,264	34.5%	12,550	---	---	12,550	2.3%	2,651
Sebeka	On- & Off-Sale	---	710	496,319	296,489	199,830	177,093	35.7%	22,737	65	---	22,802	4.6%	12,000
Verndale	On- & Off-Sale	---	600	267,889	143,989	123,900	104,435	39.0%	19,465	127	5,468	14,124	5.3%	---

Table 12
Comparison of City Liquor Store Operations - 2012
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Region and City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit	Operating Expenses as a Percent of Sales		Income/ (Loss)	Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
							Expenses	Income/ (Loss)		Revenues	Expenses	Amount	Percent of Sales	
Wadena	Off-Sale Only	---	4,045	1,842,615	1,393,648	448,967	250,194	13.6%	198,773	6,903	---	205,676	11.2%	100,000
Walker	On- & Off-Sale	---	925	939,226	674,948	264,278	126,503	13.5%	137,775	197	---	137,972	14.7%	---
Total for Region			17,593	\$14,296,579	\$9,491,981	\$4,804,598	\$3,645,431	25.5%	\$1,159,167	\$69,295	\$45,964	\$1,182,498	8.3%	\$733,532
Percent of Total MLS Operations			1.9%	4.3%	4.0%	5.1%	5.4%	---	4.2%	4.4%	2.3%	4.3%	---	3.2%
6E - Southwest Central														
Biscay	On- & Off-Sale	[16]	113	\$175,000	\$2,558	\$172,442	\$94,945	54.3%	\$77,497	\$---	\$---	\$77,497	44.3%	\$---
Buffalo Lake	On- & Off-Sale	---	713	399,569	221,415	178,154	174,106	43.6%	4,048	14,078	---	18,126	4.5%	---
Darwin	Off-Sale Only	---	346	463,441	366,519	96,922	90,798	19.6%	6,124	1,135	---	7,259	1.6%	---
Dassel	Off-Sale Only	---	1,465	1,127,588	850,843	276,745	200,101	17.7%	76,644	9,667	36,109	50,202	4.5%	---
Fairfax	On- & Off-Sale	---	1,214	554,928	293,518	261,410	255,852	46.1%	5,558	5,656	---	11,214	2.0%	---
Glencoe	Off-Sale Only	---	5,586	1,370,337	1,034,936	335,401	173,576	12.7%	161,825	95	---	161,920	11.8%	174,000
Hutchinson	Off-Sale Only	---	14,034	5,325,001	4,106,146	1,218,855	670,824	12.6%	548,031	7,242	39,723	515,550	9.7%	420,000
Litchfield	Off-Sale Only	---	6,688	2,150,292	1,572,416	577,876	319,924	14.9%	257,952	4,015	39,867	222,100	10.3%	59,000
Olivia	On- & Off-Sale	---	2,454	924,949	650,476	274,473	261,661	28.3%	12,812	9,958	---	22,770	2.5%	---
Sacred Heart	On- & Off-Sale	---	535	464,457	272,087	192,370	204,231	44.0%	(11,861)	22,936	80	10,995	2.4%	20,000
Silver Lake	On- & Off-Sale	---	829	527,523	292,919	234,604	244,419	46.3%	(9,815)	15,749	---	5,934	1.1%	10,000
Total for Region			33,977	\$13,483,085	\$9,663,833	\$3,819,252	\$2,690,437	20.0%	\$1,128,815	\$90,531	\$115,779	\$1,103,567	8.2%	\$683,000
Percent of Total MLS Operations			3.6%	4.1%	4.1%	4.0%	4.0%	---	4.1%	5.7%	5.9%	4.0%	---	3.0%
6W - Upper Southwest														
Appleton	Off-Sale Only	---	1,393	\$496,182	\$358,523	\$137,659	\$121,143	24.4%	\$16,516	\$1,450	\$---	\$17,966	3.6%	\$20,000
Benson	On- & Off-Sale	---	3,200	1,094,861	719,498	375,363	292,372	26.7%	82,991	23,223	---	106,214	9.7%	30,000
Boyd	On- & Off-Sale	---	168	353,571	207,492	146,079	141,823	40.1%	4,256	13,804	---	18,060	5.1%	5,000
Clontarf	On- & Off-Sale	---	158	372,155	215,550	156,605	173,546	46.6%	(16,941)	---	363	(17,304)	-4.6%	(7,983)
Danvers	On- & Off-Sale	---	95	366,300	192,356	173,944	144,441	39.4%	29,503	883	---	30,386	8.3%	130,000
Dawson	Off-Sale Only	---	1,515	459,399	322,507	136,892	121,377	26.4%	15,515	1,198	---	16,713	3.6%	---
De Graff	On- & Off-Sale	---	128	466,449	229,796	236,653	201,683	43.2%	34,970	---	11,833	23,137	5.0%	8,600
Granite Falls	Off-Sale Only	---	2,843	1,060,090	775,970	284,120	172,262	16.2%	111,858	16,703	16,329	112,232	10.6%	68,975
Hanley Falls	On- & Off-Sale	---	295	220,845	130,310	90,535	112,559	51.0%	(22,024)	3,184	---	(18,840)	-8.5%	---
Madison	Off-Sale Only	---	1,522	459,285	337,108	122,177	113,441	24.7%	8,736	1,850	---	10,586	2.3%	5,000
Montevideo	Off-Sale Only	---	5,343	2,125,434	1,576,010	549,424	420,124	19.8%	129,300	2,696	---	131,996	6.2%	100,000
Total for Region			16,660	\$7,474,571	\$5,065,120	\$2,409,451	\$2,014,771	27.0%	\$394,680	\$64,991	\$28,525	\$431,146	5.8%	\$359,592
Percent of Total MLS Operations			1.8%	2.3%	2.2%	2.5%	3.0%	---	1.4%	4.1%	1.4%	1.6%	---	1.6%
7E - East Central														
Braham	Off-Sale Only	---	1,815	\$1,281,301	\$956,805	\$324,496	\$250,058	19.5%	\$74,438	\$93,521	\$88,514	\$79,445	6.2%	\$59,537
Cambridge	Off-Sale Only	---	8,236	4,684,393	3,571,131	1,113,262	687,595	14.7%	425,667	10,148	379	435,436	9.3%	430,000
Finlayson	On- & Off-Sale	---	313	483,592	260,087	223,505	167,656	34.7%	55,849	8,200	---	64,049	13.2%	27,049
Foreston	On- & Off-Sale	---	524	339,254	170,132	169,122	186,560	55.0%	(17,438)	7,707	616	(10,347)	-3.0%	10,000
Hinckley	On- & Off-Sale	---	1,796	2,406,273	1,628,753	777,520	530,848	22.1%	246,672	997	40,450	207,219	8.6%	106,750
Isanti	Off-Sale Only	---	5,369	2,267,230	1,665,290	601,940	340,344	15.0%	261,596	7,014	---	268,610	11.8%	150,000
Isle	On- & Off-Sale	---	762	1,008,383	638,195	370,188	288,741	28.6%	81,447	17,761	---	99,208	9.8%	83,000
Lindstrom	On- & Off-Sale	---	4,431	2,112,650	1,474,607	638,043	551,852	26.1%	86,191	31,972	---	118,163	5.6%	132,630
Milaca	Off-Sale Only	---	2,921	1,915,174	1,442,129	473,045	323,738	16.9%	149,307	5,346	24,079	130,574	6.8%	30,000
Mora	Off-Sale Only	---	3,518	2,855,623	2,100,076	755,547	475,894	16.7%	279,653	4,602	23,021	261,234	9.1%	270,000
North Branch	Off-Sale Only	---	10,104	2,198,763	1,597,057	601,706	383,392	17.4%	218,314	169	26,494	191,989	8.7%	128,000
Ogilvie	On- & Off-Sale	---	359	413,891	225,099	188,792	178,245	43.1%	10,547	125	---	10,672	2.6%	5,000
Pine City	Off-Sale Only	---	3,084	1,687,377	1,208,894	478,483	308,700	18.3%	169,783	5,898	---	175,681	10.4%	100,000

Table 12
Comparison of City Liquor Store Operations - 2012
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Region and City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit	Operating			Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
							Expenses	as a Percent of Sales	Income/ (Loss)	Revenues	Expenses	Amount	Percent of Sales	
Princeton	Off-Sale Only	---	4,727	2,773,415	2,079,610	693,805	457,057	16.5%	236,748	12,946	---	249,694	9.0%	53,500
Rush City	Off-Sale Only	---	3,054	1,059,670	820,546	239,124	251,980	23.8%	(12,856)	65	---	(12,791)	-1.2%	---
Stacy	On- & Off-Sale	---	1,446	2,669,139	1,751,415	917,724	698,238	26.2%	219,486	29,308	84,698	164,096	6.1%	60,000
Total for Region			52,459	\$30,156,128	\$21,589,826	\$8,566,302	\$6,080,898	20.2%	\$2,485,404	\$235,779	\$288,251	\$2,432,932	8.1%	\$1,645,466
Percent of Total MLS Operations			5.6%	9.1%	9.2%	9.0%	9.0%	---	9.0%	14.8%	14.6%	8.9%	---	7.2%
7W - Central														
Big Lake	Off-Sale Only	---	10,334	\$3,420,250	\$2,435,138	\$985,112	\$503,567	14.7%	\$481,545	\$13,818	\$56,071	\$439,292	12.8%	\$250,000
Buffalo	Off-Sale Only	---	15,666	4,298,307	3,071,808	1,226,499	723,276	16.8%	503,223	207,114	27,114	683,223	15.9%	500,000
Delano	Off-Sale Only	---	5,548	2,357,422	1,727,727	629,695	444,533	18.9%	185,162	1,977	---	187,139	7.9%	100,000
Elk River	Off-Sale Only	---	23,147	6,525,234	4,638,550	1,886,684	970,330	14.9%	916,354	14,485	83,225	847,614	13.0%	468,667
Gilman	On- & Off-Sale	---	238	429,136	154,415	274,721	245,563	57.2%	29,158	8,414	---	37,572	8.8%	---
Holdingsford	On- & Off-Sale	---	712	374,950	203,816	171,134	167,367	44.6%	3,767	18,623	---	22,390	6.0%	26,280
Howard Lake	On- & Off-Sale	---	1,996	828,173	618,849	209,324	233,671	28.2%	(24,347)	14,906	9,520	(18,961)	-2.3%	---
Maple Lake	Off-Sale Only	---	2,099	1,358,743	1,035,368	323,375	283,520	20.9%	39,855	5,693	---	45,548	3.4%	25,000
Monticello	Off-Sale Only	---	12,901	4,854,798	3,640,053	1,214,745	662,002	13.6%	552,743	---	9,333	543,410	11.2%	3,500,000
Paynesville	Off-Sale Only	---	2,442	1,130,998	883,128	247,870	185,250	16.4%	62,620	7,694	---	70,314	6.2%	40,000
Sauk Rapids	Off-Sale Only	---	12,890	2,298,929	1,823,370	475,559	422,226	18.4%	53,333	9,081	---	62,414	2.7%	---
South Haven	On- & Off-Sale	---	190	245,110	116,939	128,171	124,317	50.7%	3,854	3,618	---	7,472	3.0%	---
Waverly	On- & Off-Sale	---	1,381	931,079	663,397	267,682	272,604	29.3%	(4,922)	34	6,952	(11,840)	-1.3%	---
Total for Region			89,544	\$29,053,129	\$21,012,558	\$8,040,571	\$5,238,226	18.0%	\$2,802,345	\$305,457	\$192,215	\$2,915,587	10.0%	\$4,909,947
Percent of Total MLS Operations			9.6%	8.8%	9.0%	8.5%	7.8%	---	10.1%	19.2%	9.8%	10.7%	---	21.4%
8 - Southwest														
Avoca	On- & Off-Sale	---	142	\$267,937	\$132,368	\$135,569	\$108,968	40.7%	\$26,601	\$3,642	\$40	\$30,203	11.3%	\$17,600
Balaton	On- & Off-Sale	---	639	405,027	252,578	152,449	137,706	34.0%	14,743	210	---	14,953	3.7%	45,000
Hadley	On- & Off-Sale	---	56	234,496	109,888	124,608	139,727	59.6%	(15,119)	8,353	---	(6,766)	-2.9%	---
Heron Lake	On- & Off-Sale	---	691	364,837	199,382	165,455	138,684	38.0%	26,771	91	4,296	22,566	6.2%	---
Ivanhoe	On- & Off-Sale	---	554	479,730	283,966	195,764	185,632	38.7%	10,132	37	283	9,886	2.1%	---
Jackson	Off-Sale Only	---	3,354	1,018,767	814,386	204,381	215,400	21.1%	(11,019)	3,156	---	(7,863)	-0.8%	41,000
Lake Benton	On- & Off-Sale	[16]	676	240,424	148,821	91,603	121,936	50.7%	(30,333)	2	---	(30,331)	-12.6%	10,000
Lakefield	Off-Sale Only	---	1,709	411,237	295,659	115,578	77,942	19.0%	37,636	4,402	64	41,974	10.2%	(5,827)
Luverne	Off-Sale Only	---	4,709	1,186,644	843,306	343,338	237,501	20.0%	105,837	4,544	---	110,381	9.3%	45,000
Marshall	Off-Sale Only	---	13,619	3,717,457	2,779,291	938,166	388,973	10.5%	549,193	714	---	549,907	14.8%	375,000
Okabena	On- & Off-Sale	---	189	267,620	165,063	102,557	108,963	40.7%	(6,406)	2,074	---	(4,332)	-1.6%	(2,074)
Pipestone	Off-Sale Only	---	4,273	1,426,072	1,028,309	397,763	189,744	13.3%	208,019	3,592	---	211,611	14.8%	222,537
Redwood Falls	Off-Sale Only	---	5,230	1,888,619	1,396,617	492,002	335,782	17.8%	156,220	11,889	15,941	152,168	8.1%	80,000
Round Lake	Off-Sale Only	---	375	136,534	111,956	24,578	35,898	26.3%	(11,320)	1,185	---	(10,135)	-7.4%	---
Russell	On- & Off-Sale	---	333	271,001	137,839	133,162	113,455	41.9%	19,707	5,748	---	25,455	9.4%	---
Tracy	On- & Off-Sale	---	2,154	863,633	514,471	349,162	355,108	41.1%	(5,946)	8,129	795	1,388	0.2%	10,000
Vesta	On- & Off-Sale	---	315	224,182	122,154	102,028	100,844	45.0%	1,184	---	---	1,184	0.5%	---
Walnut Grove	On- & Off-Sale	---	864	477,070	245,538	231,532	224,925	47.1%	6,607	955	---	7,562	1.6%	---
Wilmont	On- & Off-Sale	---	338	250,189	146,662	103,527	127,576	51.0%	(24,049)	217	---	(23,832)	-9.5%	---
Windom	Off-Sale Only	---	4,627	1,616,297	1,103,146	513,151	288,218	17.8%	224,933	---	---	224,933	13.9%	70,000
Worthington	Off-Sale Only	---	12,900	3,093,924	2,292,942	800,982	395,426	12.8%	405,556	2,102	---	407,658	13.2%	200,000
Total for Region			57,747	\$18,841,697	\$13,124,342	\$5,717,355	\$4,028,408	21.4%	\$1,688,947	\$61,042	\$21,419	\$1,728,570	9.2%	\$1,108,236
Percent of Total MLS Operations			6.2%	5.7%	5.6%	6.0%	6.0%	---	6.1%	3.8%	1.1%	6.3%	---	4.8%

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							Expenses	as a Percent of Sales	Income/ (Loss)	Revenues	Expenses	Amount	Percent of Sales	
9 - South Central														
Blue Earth	Off-Sale Only	---	3,323	\$1,498,613	\$1,112,434	\$386,179	\$265,947	17.7%	\$120,232	\$329	\$23,632	\$96,929	6.5%	\$88,789
Butterfield	Off-Sale Only	---	586	224,546	162,024	62,522	51,500	22.9%	11,022	3,389	---	14,411	6.4%	---
Cleveland	On- & Off-Sale	---	717	199,955	106,224	93,731	104,009	52.0%	(10,278)	22,192	---	11,914	6.0%	(130,000)
Elmore	Off-Sale Only	---	656	134,753	101,760	32,993	27,354	20.3%	5,639	51	---	5,690	4.2%	---
Fairmont	Off-Sale Only	---	10,521	3,291,955	2,486,326	805,629	449,137	13.6%	356,492	8,654	---	365,146	11.1%	200,500
Hanska	On- & Off-Sale	---	393	313,111	181,931	131,180	123,661	39.5%	7,519	7,260	354	14,425	4.6%	7,341
Kiester	Off-Sale Only	---	491	171,565	112,381	59,184	55,060	32.1%	4,124	5,402	2,829	6,697	3.9%	---
Le Center	On- & Off-Sale	---	2,504	871,902	542,688	329,214	290,193	33.3%	39,021	74	5,646	33,449	3.8%	25,000
Lewisville	On- & Off-Sale	---	247	208,674	110,478	98,196	100,545	48.2%	(2,349)	7,773	---	5,424	2.6%	---
Madelia	Off-Sale Only	---	2,319	408,190	317,664	90,526	59,722	14.6%	30,804	629	---	31,433	7.7%	30,000
Mapleton	On- & Off-Sale	---	1,768	554,108	332,967	221,141	243,273	43.9%	(22,132)	11,698	---	(10,434)	-1.9%	---
Saint James	Off-Sale Only	---	4,611	1,022,746	682,487	340,259	172,759	16.9%	167,500	2,756	---	170,256	16.6%	73,730
Sherburn	On- & Off-Sale	---	1,115	792,699	503,427	289,272	261,131	32.9%	28,141	6	1,725	26,422	3.3%	---
Sleepy Eye	Off-Sale Only	---	3,577	593,882	445,458	148,424	130,375	22.0%	18,049	7,086	468	24,667	4.2%	10,000
Waldorf	On- & Off-Sale	---	227	230,455	125,342	105,113	144,308	62.6%	(39,195)	3,525	---	(35,670)	-15.5%	---
Wells	On- & Off-Sale	---	2,307	715,922	511,061	204,861	258,741	36.1%	(53,880)	8,932	---	(44,948)	-6.3%	---
Total for Region			35,362	\$11,233,076	\$7,834,652	\$3,398,424	\$2,737,715	24.4%	\$660,709	\$89,756	\$34,654	\$715,811	6.4%	\$305,360
Percent of Total MLS Operations			3.8%	3.4%	3.3%	3.6%	4.1%	---	2.4%	5.6%	1.8%	2.6%	---	1.3%
10 - Southeast														
Caledonia	Off-Sale Only	---	2,839	\$637,629	\$478,838	\$158,791	\$147,007	23.1%	\$11,784	\$133	\$---	\$11,917	1.9%	\$---
Canton	On- & Off-Sale	---	343	91,917	69,759	22,158	25,319	27.5%	(3,161)	3,399	---	238	0.3%	298
Conger	On- & Off-Sale	---	144	298,568	172,031	126,537	117,682	39.4%	8,855	4,046	---	12,901	4.3%	(6,400)
Ellendale	On- & Off-Sale	---	680	358,262	209,458	148,804	162,720	45.4%	(13,916)	23	---	(13,893)	-3.9%	(15,126)
Kasson	Off-Sale Only	---	6,022	1,172,438	917,823	254,615	217,171	18.5%	37,444	2,447	---	39,891	3.4%	61,000
Kellogg	On- & Off-Sale	---	445	121,790	79,059	42,731	60,643	49.8%	(17,912)	6,340	---	(11,572)	-9.5%	---
Kenyon	On- & Off-Sale	---	1,819	656,323	435,193	221,130	202,549	30.9%	18,581	18,116	229	36,468	5.6%	25,000
Lonsdale	Off-Sale Only	---	3,768	1,352,506	1,021,307	331,199	276,587	20.4%	54,612	46	---	54,658	4.0%	---
Mazeppa	On- & Off-Sale	---	845	370,477	214,671	155,806	133,469	36.0%	22,337	7,360	---	29,697	8.0%	---
Medford	On- & Off-Sale	---	1,236	360,084	191,843	168,241	167,267	46.5%	974	9,141	---	10,115	2.8%	10,000
Northfield	Off-Sale Only	---	20,373	2,915,670	2,168,152	747,518	533,401	18.3%	214,117	12,245	---	226,362	7.8%	131,280
Plainview	On- & Off-Sale	---	3,337	655,785	405,839	249,946	211,937	32.3%	38,009	9,925	---	47,934	7.3%	---
Rushford	On- & Off-Sale	[21]	1,757	---	---	---	34,012	---	(34,012)	---	30,721	(64,733)	---	---
Spring Grove	On- & Off-Sale	---	1,318	374,514	231,576	142,938	128,627	34.3%	14,311	816	---	15,127	4.0%	---
West Concord	On- & Off-Sale	---	783	354,853	201,438	153,415	157,730	44.4%	(4,315)	4,451	---	136	---	---
Total for Region			45,709	\$9,720,816	\$6,796,987	\$2,923,829	\$2,576,121	26.5%	\$347,708	\$78,488	\$30,950	\$395,246	4.1%	\$206,052
Percent of Total MLS Operations			4.9%	2.9%	2.9%	3.1%	3.8%	---	1.3%	4.9%	1.6%	1.4%	---	0.9%
11 - 7-County Metro Area														
Anoka	Off-Sale Only	---	17,345	\$3,970,832	\$3,059,281	\$911,551	\$698,936	17.6%	\$212,615	\$11,874	\$---	\$224,489	5.7%	\$195,000
Apple Valley	Off-Sale Only	---	49,895	9,231,890	6,703,467	2,528,423	1,557,994	16.9%	970,429	49,053	120,960	898,522	9.7%	525,000
Brooklyn Center	Off-Sale Only	---	30,569	5,963,908	4,316,716	1,647,192	1,271,162	21.3%	376,030	14,580	---	390,610	6.5%	200,000
Columbia Heights	Off-Sale Only	---	19,676	8,804,233	6,654,657	2,149,576	1,465,683	16.6%	683,893	1,000	229,954	454,939	5.2%	96,667
Eden Prairie	Off-Sale Only	---	62,004	12,371,628	9,014,543	3,357,085	2,232,081	18.0%	1,125,004	12,349	---	1,137,353	9.2%	1,063,557
Edina	Off-Sale Only	---	48,829	13,230,941	9,615,928	3,615,013	2,124,476	16.1%	1,490,537	---	340	1,490,197	11.3%	1,320,100
Farmington	Off-Sale Only	---	21,792	4,397,572	3,294,182	1,103,390	821,848	18.7%	281,542	---	---	281,542	6.4%	90,008
Fridley	Off-Sale Only	---	27,591	4,705,523	3,497,168	1,208,355	857,741	18.2%	350,614	960	---	351,574	7.5%	350,000
Lakeville	Off-Sale Only	---	57,048	15,220,064	11,380,341	3,839,723	2,215,822	14.6%	1,623,901	30,162	177,629	1,476,434	9.7%	2,554,609
Lexington	Off-Sale Only	---	2,014	2,940,611	2,318,196	622,415	502,451	17.1%	119,964	4,045	22,881	101,128	3.4%	75,000

Table 12
Comparison of City Liquor Store Operations - 2012
Listed by Economic Development Region and City

Region and City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit	Operating Expenses as a Percent of Sales		Income/ (Loss)	Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
							Expenses			Revenues	Expenses	Amount	Percent of Sales	
Mound	Off-Sale Only	---	9,210	2,835,506	2,136,309	699,197	519,965	18.3%	179,232	---	---	179,232	6.3%	65,452
Richfield	Off-Sale Only	---	35,979	11,807,489	8,802,442	3,005,047	1,951,557	16.5%	1,053,490	30,158	---	1,083,648	9.2%	701,170
Robbinsdale	Off-Sale Only	---	14,212	3,040,352	2,270,073	770,279	626,128	20.6%	144,151	6,724	26,601	124,274	4.1%	75,000
Rogers	On- & Off-Sale	---	11,508	3,375,858	2,332,281	1,043,577	693,338	20.5%	350,239	---	23,175	327,064	9.7%	215,142
Saint Anthony	Off-Sale Only	---	8,417	7,139,381	5,403,321	1,736,060	1,210,179	17.0%	525,881	8,867	5,475	529,273	7.4%	510,000
Saint Francis	Off-Sale Only	---	7,277	2,094,876	1,511,868	583,008	371,277	17.7%	211,731	12,785	---	224,516	10.7%	60,000
Savage	Off-Sale Only	---	27,552	4,560,288	3,353,290	1,206,998	913,596	20.0%	293,402	---	59,356	234,046	5.1%	---
Spring Lake Park	Off-Sale Only	---	6,427	2,456,469	1,862,052	594,417	521,415	21.2%	73,002	20,564	12,792	80,774	3.3%	150,000
Wayzata	On- & Off-Sale	---	3,781	5,150,007	2,649,859	2,500,148	2,006,861	39.0%	493,287	15,176	147,722	360,741	7.0%	30,000
Total for Region			461,126	\$123,297,428	\$90,175,974	\$33,121,454	\$22,562,510	18.3%	\$10,558,944	\$218,297	\$826,885	\$9,950,356	8.1%	\$8,276,705
Percent of Total MLS Operations			49.4%	37.4%	38.4%	34.9%	33.6%	---	38.2%	13.7%	42.0%	36.5%	---	36.0%
Off-Sale Only			829,704	\$258,033,273	\$191,477,738	\$66,555,535	\$42,502,300	16.5%	\$24,053,235	\$901,862	\$1,409,758	\$23,545,339	9.1%	\$20,546,982
On- & Off-Sale			104,623	\$71,608,934	\$43,267,676	\$28,341,258	\$24,726,222	34.5%	\$3,615,036	\$686,954	\$559,448	\$3,742,542	5.2%	\$2,433,024
All Stores			934,327	\$329,642,207	\$234,745,414	\$94,896,793	\$67,228,522	20.4%	\$27,668,271	\$1,588,816	\$1,969,206	\$27,287,881	8.3%	\$22,980,006

Footnotes: [0] Information is taken from a cash receipts and disbursements statement.
[16] Discontinued liquor operations during current year.
[21] Discontinued liquor operations in previous year.
[22] Nonoperating income includes the gain on the sale of fixed assets.

Table 13
Comparison of City Liquor Store Operations - 2012
Listed by Economic Development Region and City
Ranked by Net Profit/(Loss) as a Percent of Sales by Type of Establishment

Rank	Region and City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit	Operating			Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
								Expenses	Expenses as a Percent of Sales	Income/ (Loss)	Revenues	Expenses	Amount	Percent of Sales	
1 - Northwest															
1	Roseau	Off-Sale Only	---	2,629	\$1,774,921	\$1,257,761	\$517,160	\$254,761	14.4%	\$262,399	\$789	\$---	\$263,188	14.8%	\$200,000
2	Warroad	Off-Sale Only	---	1,767	1,307,843	941,224	366,619	211,468	16.2%	155,151	2,986	---	158,137	12.1%	85,000
3	Thief River Falls	Off-Sale Only	---	8,636	4,482,994	3,430,447	1,052,547	599,416	13.4%	453,131	8,893	---	462,024	10.3%	368,277
1	Ada	On- & Off-Sale	---	1,673	547,511	320,947	226,564	191,709	35.0%	34,855	30,457	---	65,312	11.9%	17,021
2	Twin Valley	On- & Off-Sale	---	808	604,664	303,668	300,996	234,069	38.7%	66,927	2,881	---	69,808	11.5%	10,162
3	Mentor	On- & Off-Sale	---	153	519,208	282,435	236,773	191,056	36.8%	45,717	493	---	46,210	8.9%	26,000
4	Lancaster	On- & Off-Sale	---	336	275,983	159,978	116,005	95,923	34.8%	20,082	3,973	---	24,055	8.7%	---
5	Goodridge	On- & Off-Sale	---	134	356,072	178,399	177,673	153,534	43.1%	24,139	---	---	24,139	6.8%	10,000
6	Saint Hilaire	On- & Off-Sale	---	283	426,965	263,897	163,068	178,662	41.8%	(15,594)	1,015	---	(14,579)	-3.4%	---
Total for Region				16,419	\$10,296,161	\$7,138,756	\$3,157,405	\$2,110,598	20.5%	\$1,046,807	\$51,487	\$---	\$1,098,294	10.7%	\$716,460
Percent of Total MLS Operations				1.8%	3.1%	3.0%	3.3%	3.1%	---	3.8%	3.2%	---	4.0%	---	3.1%
2 - Headwaters															
1	Bemidji	Off-Sale Only	---	13,560	\$5,132,559	\$3,716,554	\$1,416,005	\$741,217	14.4%	\$674,788	\$14,518	\$---	\$689,306	13.4%	\$340,000
2	Park Rapids	Off-Sale Only	---	3,808	3,196,977	2,396,366	800,611	461,949	14.4%	338,662	1,364	---	340,026	10.6%	134,002
3	Bagley	Off-Sale Only	---	1,407	1,032,303	790,803	241,500	199,939	19.4%	41,561	1,714	---	43,275	4.2%	15,000
1	Blackduck	On- & Off-Sale	---	797	854,304	537,579	316,725	239,865	28.1%	76,860	8,449	---	85,309	10.0%	52,500
2	Kelliher	On- & Off-Sale	---	266	408,851	220,918	187,933	152,058	37.2%	35,875	1,348	---	37,223	9.1%	20,000
3	Nevis	On- & Off-Sale	---	394	591,159	351,132	240,027	194,060	32.8%	45,967	2,833	---	48,800	8.3%	35,000
4	Mahnomen	On- & Off-Sale	---	1,222	1,087,758	699,912	387,846	316,515	29.1%	71,331	32,004	27,607	75,728	7.0%	---
5	Akeley	On- & Off-Sale	---	429	368,885	212,744	156,141	138,563	37.6%	17,578	2	---	17,580	4.8%	---
6	Baudette	On- & Off-Sale	---	1,103	1,451,642	977,275	474,367	412,013	28.4%	62,354	1,085	---	63,439	4.4%	175,000
7	Clearbrook	On- & Off-Sale	---	519	492,461	279,536	212,925	199,174	40.4%	13,751	---	---	13,751	2.8%	5,000
8	Williams	On- & Off-Sale	---	187	282,823	175,885	106,938	170,279	60.2%	(63,341)	---	---	(63,341)	-22.4%	---
Total for Region				23,692	\$14,899,722	\$10,358,704	\$4,541,018	\$3,225,632	21.6%	\$1,315,386	\$63,317	\$27,607	\$1,351,096	9.1%	\$776,502
Percent of Total MLS Operations				2.5%	4.5%	4.4%	4.8%	4.8%	---	4.8%	4.0%	1.4%	5.0%	---	3.4%
3 - Arrowhead															
1	Grand Marais	Off-Sale Only	---	1,355	\$1,747,367	\$1,167,764	\$579,603	\$308,636	17.7%	\$270,967	\$3,668	\$---	\$274,635	15.7%	\$200,000
2	Aitkin	Off-Sale Only	---	2,139	950,095	752,900	197,195	119,236	12.5%	77,959	21,076	---	99,035	10.4%	51,722
3	Cook	Off-Sale Only	---	569	1,488,815	1,109,480	379,335	233,967	15.7%	145,368	2,003	---	147,371	9.9%	590,998
4	Two Harbors	Off-Sale Only	---	3,722	1,811,749	1,348,038	463,711	320,570	17.7%	143,141	3,521	---	146,662	8.1%	115,950
5	Proctor	Off-Sale Only	---	3,069	901,873	668,389	233,484	180,134	20.0%	53,350	81	---	53,431	5.9%	3,000
1	Cromwell	On- & Off-Sale	---	237	456,469	226,123	230,346	183,984	40.3%	46,362	11,693	---	58,055	12.7%	50,000
2	Northome	On- & Off-Sale	---	202	355,480	203,916	151,564	112,409	31.6%	39,155	9	---	39,164	11.0%	20,000
3	Orr	On- & Off-Sale	---	271	532,412	322,790	209,622	160,963	30.2%	48,659	4,515	---	53,174	10.0%	26,000
4	Palisade	On- & Off-Sale	---	157	371,038	223,432	147,606	132,963	35.8%	14,643	13,208	---	27,851	7.5%	---
5	Barnum	On- & Off-Sale	---	611	468,177	235,908	232,269	235,622	50.3%	(3,353)	29,517	---	26,164	5.6%	7,000
6	Silver Bay	On- & Off-Sale	---	1,868	944,914	570,871	374,043	332,694	35.2%	41,349	2,005	13,147	30,207	3.2%	---
7	Ranier	On- & Off-Sale	---	608	385,478	162,656	222,822	215,382	55.9%	7,440	1,961	---	9,401	2.4%	45,000
8	Big Falls	On- & Off-Sale	---	235	309,480	166,816	142,664	136,302	44.0%	6,362	1,218	---	7,580	2.4%	13,628
9	Moose Lake	On- & Off-Sale	---	2,812	1,089,031	705,074	383,957	315,724	29.0%	68,233	---	48,430	19,803	1.8%	---
10	Beaver Bay	On- & Off-Sale	---	181	387,373	196,772	190,601	184,607	47.7%	5,994	---	---	5,994	1.5%	96,614
11	Littlefork	On- & Off-Sale	---	645	409,803	250,405	159,398	158,595	38.7%	803	3,571	---	4,374	1.1%	30,000
12	Winton	On- & Off-Sale	---	170	210,712	96,231	114,481	135,181	64.2%	(20,700)	5,334	6,171	(21,537)	-10.2%	200
Total for Region				18,851	\$12,820,266	\$8,407,565	\$4,412,701	\$3,466,969	27.0%	\$945,732	\$103,380	\$67,748	\$981,364	7.7%	\$1,250,112
Percent of Total MLS Operations				2.0%	3.9%	3.6%	4.7%	5.2%	---	3.4%	6.5%	3.4%	3.6%	---	5.4%

Table 13
Comparison of City Liquor Store Operations - 2012
Listed by Economic Development Region and City
Ranked by Net Profit/(Loss) as a Percent of Sales by Type of Establishment

Rank	Region and City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit	Operating			Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
								Expenses	as a Percent of Sales	Income/ (Loss)	Revenues	Expenses	Amount	Percent of Sales	
4 - West Central															
1	Detroit Lakes	Off-Sale Only	---	8,763	\$4,909,641	\$3,749,632	\$1,160,009	\$427,547	8.7%	\$732,462	\$---	\$70,250	\$662,212	13.5%	\$555,072
2	Perham	Off-Sale Only	---	3,018	2,778,443	2,021,310	757,133	349,186	12.6%	407,947	18,739	66,480	360,206	13.0%	120,750
3	Fergus Falls	Off-Sale Only	---	13,228	5,519,338	3,952,932	1,566,406	877,907	15.9%	688,499	33,271	42,256	679,514	12.3%	357,595
4	Battle Lake	Off-Sale Only	---	881	1,166,319	821,718	344,601	222,494	19.1%	122,107	4,111	---	126,218	10.8%	160,000
5	Pelican Rapids	Off-Sale Only	---	2,476	1,186,767	868,370	318,397	185,727	15.6%	132,670	17,224	21,159	128,735	10.8%	34,475
6	Morris	Off-Sale Only	---	5,396	1,790,908	1,363,683	427,225	262,475	14.7%	164,750	8,924	---	173,674	9.7%	156,890
7	Glenwood	Off-Sale Only	---	2,546	1,164,969	903,860	261,109	184,971	15.9%	76,138	9,062	---	85,200	7.3%	40,000
8	Underwood	Off-Sale Only	---	336	487,283	345,905	141,378	110,935	22.8%	30,443	1,308	---	31,751	6.5%	5,000
9	Barnesville	Off-Sale Only	---	2,600	448,651	339,121	109,530	83,375	18.6%	26,155	2,962	---	29,117	6.5%	12,000
10	Alexandria	Off-Sale Only	---	13,008	4,402,535	3,428,169	974,366	732,089	16.6%	242,277	1,076	12,473	230,880	5.2%	200,000
11	Vergas	Off-Sale Only	---	335	514,619	377,809	136,810	117,977	22.9%	18,833	5,935	---	24,768	4.8%	---
12	Elizabeth	Off-Sale Only	---	173	356,548	272,643	83,905	68,767	19.3%	15,138	948	---	16,086	4.5%	---
13	Hawley	Off-Sale Only	---	2,094	967,427	715,644	251,783	188,224	19.5%	63,559	79	27,960	35,678	3.7%	5,000
14	Dalton	Off-Sale Only	---	248	332,604	258,123	74,481	67,706	20.4%	6,775	1,624	---	8,399	2.5%	---
15	Erhard	Off-Sale Only	---	146	306,762	233,112	73,650	72,980	23.8%	670	3,475	---	4,145	1.4%	---
1	Hitterdal	On- & Off-Sale	---	209	400,555	173,175	227,380	173,207	43.2%	54,173	---	---	54,173	13.5%	35,000
2	New York Mills	On- & Off-Sale	---	1,190	661,158	404,703	256,455	176,112	26.6%	80,343	5,286	---	85,629	13.0%	59,500
3	Millerville	On- & Off-Sale	---	105	335,154	174,782	160,372	130,684	39.0%	29,688	1,163	---	30,851	9.2%	---
4	Ogema	On- & Off-Sale	---	194	322,583	188,496	134,087	110,351	34.2%	23,736	2,866	---	26,602	8.2%	5,000
5	Osakis	On- & Off-Sale	---	1,750	708,850	404,060	304,790	270,462	38.2%	34,328	21,570	---	55,898	7.9%	---
6	Callaway	On- & Off-Sale	---	238	528,537	277,711	250,826	214,489	40.6%	36,337	4,061	---	40,398	7.6%	15,283
7	Brandon	On- & Off-Sale	---	492	481,116	283,690	197,426	163,795	34.0%	33,631	972	---	34,603	7.2%	---
8	Ulen	On- & Off-Sale	---	553	363,191	188,257	174,934	150,332	41.4%	24,602	470	---	25,072	6.9%	---
9	Wolf Lake	On- & Off-Sale	---	60	420,321	192,241	228,080	198,139	47.1%	29,941	919	2,832	28,028	6.7%	13,000
10	Miltona	On- & Off-Sale	---	423	608,087	335,818	272,269	236,516	38.9%	35,753	3,056	---	38,809	6.4%	---
11	Frazee	On- & Off-Sale	---	1,378	638,753	401,304	237,449	199,552	31.2%	37,897	97	---	37,994	5.9%	---
12	Lake Park	On- & Off-Sale	---	789	657,932	387,692	270,240	245,889	37.4%	24,351	---	---	24,351	3.7%	232,228
13	Audubon	On- & Off-Sale	---	527	569,019	348,619	220,400	219,181	38.5%	1,219	5,717	11,939	(5,003)	-0.9%	2,249
14	Parkers Prairie	On- & Off-Sale	---	1,011	651,019	429,958	221,061	222,421	34.2%	(1,360)	---	26,297	(27,657)	-4.2%	---
15	Browns Valley	On- & Off-Sale	---	584	196,164	119,924	76,240	97,054	49.5%	(20,814)	2,081	---	(18,733)	-9.5%	---
16	Herman	On- & Off-Sale	[16]	437	194,296	122,655	71,641	90,262	46.5%	(18,621)	---	7,563	(26,184)	-13.5%	---
Total for Region				65,188	\$34,069,549	\$24,085,116	\$9,984,433	\$6,850,806	20.1%	\$3,133,627	\$156,996	\$289,209	\$3,001,414	8.8%	\$2,009,042
Percent of Total MLS Operations				7.0%	10.3%	10.3%	10.5%	10.2%	---	11.3%	9.9%	14.7%	11.0%	---	8.7%
5 - North Central															
1	Long Prairie	Off-Sale Only	---	3,441	\$1,334,065	\$988,575	\$345,490	\$178,206	13.4%	\$167,284	\$2,114	\$---	\$169,398	12.7%	\$90,000
2	Wadena	Off-Sale Only	---	4,045	1,842,615	1,393,648	448,967	250,194	13.6%	198,773	6,903	---	205,676	11.2%	100,000
1	Walker	On- & Off-Sale	---	925	939,226	674,948	264,278	126,503	13.5%	137,775	197	---	137,972	14.7%	---
2	Eagle Bend	On- & Off-Sale	---	526	285,827	160,098	125,729	103,789	36.3%	21,940	10,390	---	32,330	11.3%	2,000
3	Browerville	On- & Off-Sale	---	783	469,309	257,502	211,807	178,600	38.1%	33,207	12,117	---	45,324	9.7%	27,002
4	Nisswa	On- & Off-Sale	---	1,988	3,157,852	2,197,647	960,205	671,280	21.3%	288,925	---	12,051	276,874	8.8%	166,695
5	Longville	On- & Off-Sale	---	154	1,483,157	958,264	524,893	415,723	28.0%	109,170	2,121	6,242	105,049	7.1%	---
6	Menahga	On- & Off-Sale	---	1,304	725,575	430,592	294,983	249,990	34.5%	62,499	6,249	1,024	50,218	6.9%	41,000
7	Flensburg	On- & Off-Sale	[0]	227	338,188	123,812	214,376	188,795	55.8%	25,581	---	4,928	20,653	6.1%	---
8	Verndale	On- & Off-Sale	---	600	267,889	143,989	123,900	104,435	39.0%	19,465	127	5,468	14,124	5.3%	---
9	Fifty Lakes	On- & Off-Sale	---	392	394,555	183,314	211,241	191,759	48.6%	19,482	---	---	19,482	4.9%	---
10	Sebeka	On- & Off-Sale	---	710	496,319	296,489	199,830	177,093	35.7%	22,737	65	---	22,802	4.6%	12,000
11	Hackensack	On- & Off-Sale	---	314	1,047,883	717,705	330,178	278,765	26.6%	51,413	111	9,018	42,506	4.1%	---
12	Remer	On- & Off-Sale	---	369	554,317	350,503	203,814	191,264	34.5%	12,550	---	---	12,550	2.3%	2,651
13	Randall	On- & Off-Sale	---	650	578,224	377,839	200,385	194,845	33.7%	5,540	6,966	---	12,506	2.2%	190,799
14	Clarissa	On- & Off-Sale	---	675	381,578	237,056	144,522	144,190	37.8%	332	4,443	---	4,775	1.3%	---
15	Bertha	On- & Off-Sale	[21][22]	490	---	---	---	---	---	---	17,492	7,233	10,259	---	101,385
Total for Region				17,593	\$14,296,579	\$9,491,981	\$4,804,598	\$3,645,431	25.5%	\$1,159,167	\$69,295	\$45,964	\$1,182,498	8.3%	\$733,532
Percent of Total MLS Operations				1.9%	4.3%	4.0%	5.1%	5.4%	---	4.2%	4.4%	2.3%	4.3%	---	3.2%

Table 13
Comparison of City Liquor Store Operations - 2012
Listed by Economic Development Region and City
Ranked by Net Profit/(Loss) as a Percent of Sales by Type of Establishment

Rank	Region and City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit	Operating			Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
								Expenses	as a Percent of Sales	Income/ (Loss)	Revenues	Expenses	Amount	Percent of Sales	
6E - Southwest Central															
1	Glencoe	Off-Sale Only	---	5,586	\$1,370,337	\$1,034,936	\$335,401	\$173,576	12.7%	\$161,825	\$95	\$---	\$161,920	11.8%	\$174,000
2	Litchfield	Off-Sale Only	---	6,688	2,150,292	1,572,416	577,876	319,924	14.9%	257,952	4,015	39,867	222,100	10.3%	59,000
3	Hutchinson	Off-Sale Only	---	14,034	5,325,001	4,106,146	1,218,855	670,824	12.6%	548,031	7,242	39,723	515,550	9.7%	420,000
4	Dassel	Off-Sale Only	---	1,465	1,127,588	850,843	276,745	200,101	17.7%	76,644	9,667	36,109	50,202	4.5%	---
5	Darwin	Off-Sale Only	---	346	463,441	366,519	96,922	90,798	19.6%	6,124	1,135	---	7,259	1.6%	---
1	Biscay	On- & Off-Sale	[16]	113	175,000	2,558	172,442	94,945	54.3%	77,497	---	---	77,497	44.3%	---
2	Buffalo Lake	On- & Off-Sale	---	713	399,569	221,415	178,154	174,106	43.6%	4,048	14,078	---	18,126	4.5%	---
3	Olivia	On- & Off-Sale	---	2,454	924,949	650,476	274,473	261,661	28.3%	12,812	9,958	---	22,770	2.5%	---
4	Sacred Heart	On- & Off-Sale	---	535	464,457	272,087	192,370	204,231	44.0%	(11,861)	22,936	80	10,995	2.4%	20,000
5	Fairfax	On- & Off-Sale	---	1,214	554,928	293,518	261,410	255,852	46.1%	5,558	5,656	---	11,214	2.0%	---
6	Silver Lake	On- & Off-Sale	---	829	527,523	292,919	234,604	244,419	46.3%	(9,815)	15,749	---	5,934	1.1%	10,000
Total for Region				33,977	\$13,483,085	\$9,663,833	\$3,819,252	\$2,690,437	20.0%	\$1,128,815	\$90,531	\$115,779	\$1,103,567	8.2%	\$683,000
Percent of Total MLS Operations				3.6%	4.1%	4.1%	4.0%	4.0%	---	4.1%	5.7%	5.9%	4.0%	---	3.0%
6W - Upper Southwest															
1	Granite Falls	Off-Sale Only	---	2,843	\$1,060,090	\$775,970	\$284,120	\$172,262	16.2%	\$111,858	\$16,703	\$16,329	\$112,232	10.6%	\$68,975
2	Montevideo	Off-Sale Only	---	5,343	2,125,434	1,576,010	549,424	420,124	19.8%	129,300	2,696	---	131,996	6.2%	100,000
3	Dawson	Off-Sale Only	---	1,515	459,399	322,507	136,892	121,377	26.4%	15,515	1,198	---	16,713	3.6%	---
4	Appleton	Off-Sale Only	---	1,393	496,182	358,523	137,659	121,143	24.4%	16,516	1,450	---	17,966	3.6%	20,000
5	Madison	Off-Sale Only	---	1,522	459,285	337,108	122,177	113,441	24.7%	8,736	1,850	---	10,586	2.3%	5,000
1	Benson	On- & Off-Sale	---	3,200	1,094,861	719,498	375,363	292,372	26.7%	82,991	23,223	---	106,214	9.7%	30,000
2	Danvers	On- & Off-Sale	---	95	366,300	192,356	173,944	144,441	39.4%	29,503	883	---	30,386	8.3%	130,000
3	Boyd	On- & Off-Sale	---	168	353,571	207,492	146,079	141,823	40.1%	4,256	13,804	---	18,060	5.1%	5,000
4	De Graff	On- & Off-Sale	---	128	466,449	229,796	236,653	201,683	43.2%	34,970	---	11,833	23,137	5.0%	8,600
5	Clontarf	On- & Off-Sale	---	158	372,155	215,550	156,605	173,546	46.6%	(16,941)	---	363	(17,304)	-4.6%	(7,983)
6	Hanley Falls	On- & Off-Sale	---	295	220,845	130,310	90,535	112,559	51.0%	(22,024)	3,184	---	(18,840)	-8.5%	---
Total for Region				16,660	\$7,474,571	\$5,065,120	\$2,409,451	\$2,014,771	27.0%	\$394,680	\$64,991	\$28,525	\$431,146	5.8%	\$359,592
Percent of Total MLS Operations				1.8%	2.3%	2.2%	2.5%	3.0%	---	1.4%	4.1%	1.4%	1.6%	---	1.6%
7E - East Central															
1	Isanti	Off-Sale Only	---	5,369	\$2,267,230	\$1,665,290	\$601,940	\$340,344	15.0%	\$261,596	\$7,014	\$---	\$268,610	11.8%	\$150,000
2	Pine City	Off-Sale Only	---	3,084	1,687,377	1,208,894	478,483	308,700	18.3%	169,783	5,898	---	175,681	10.4%	100,000
3	Cambridge	Off-Sale Only	---	8,236	4,684,393	3,571,131	1,113,262	687,595	14.7%	425,667	10,148	379	435,436	9.3%	430,000
4	Mora	Off-Sale Only	---	3,518	2,855,623	2,100,076	755,547	475,894	16.7%	279,653	4,602	23,021	261,234	9.1%	270,000
5	Princeton	Off-Sale Only	---	4,727	2,773,415	2,079,610	693,805	457,057	16.5%	236,748	12,946	---	249,694	9.0%	53,500
6	North Branch	Off-Sale Only	---	10,104	2,198,763	1,597,057	601,706	383,392	17.4%	218,314	169	26,494	191,989	8.7%	128,000
7	Milaca	Off-Sale Only	---	2,921	1,915,174	1,442,129	473,045	323,738	16.9%	149,307	5,346	24,079	130,574	6.8%	30,000
8	Braham	Off-Sale Only	---	1,815	1,281,301	956,805	324,496	250,058	19.5%	74,438	93,521	88,514	79,445	6.2%	59,537
9	Rush City	Off-Sale Only	---	3,054	1,059,670	820,546	239,124	251,980	23.8%	(12,856)	65	---	(12,791)	-1.2%	---
1	Finlayson	On- & Off-Sale	---	313	483,592	260,087	223,505	167,656	34.7%	55,849	8,200	---	64,049	13.2%	27,049
2	Isle	On- & Off-Sale	---	762	1,008,383	638,195	370,188	288,741	28.6%	81,447	17,761	---	99,208	9.8%	83,000
3	Hinckley	On- & Off-Sale	---	1,796	2,406,273	1,628,753	777,520	530,848	22.1%	246,672	997	40,450	207,219	8.6%	106,750
4	Stacy	On- & Off-Sale	---	1,446	2,669,139	1,751,415	917,724	698,238	26.2%	219,486	29,308	84,698	164,096	6.1%	60,000
5	Lindstrom	On- & Off-Sale	---	4,431	2,112,650	1,474,607	638,043	551,852	26.1%	86,191	31,972	---	118,163	5.6%	132,630
6	Ogilvie	On- & Off-Sale	---	359	413,891	225,099	188,792	178,245	43.1%	10,547	125	---	10,672	2.6%	5,000
7	Foreston	On- & Off-Sale	---	524	339,254	170,122	169,132	186,560	55.0%	(17,438)	7,707	616	(10,347)	-3.0%	10,000
Total for Region				52,459	\$30,156,128	\$21,589,826	\$8,566,302	\$6,080,898	20.2%	\$2,485,404	\$235,779	\$288,251	\$2,432,932	8.1%	\$1,645,466
Percent of Total MLS Operations				5.6%	9.1%	9.2%	9.0%	9.0%	---	9.0%	14.8%	14.6%	8.9%	---	7.2%
7W - Central															
1	Buffalo	Off-Sale Only	---	15,666	\$4,298,307	\$3,071,808	\$1,226,499	\$723,276	16.8%	\$503,223	\$207,114	\$27,114	\$683,223	15.9%	\$500,000
2	Elk River	Off-Sale Only	---	23,147	6,525,234	4,638,550	1,886,684	970,330	14.9%	916,354	14,485	83,225	847,614	13.0%	468,667
3	Big Lake	Off-Sale Only	---	10,334	3,420,250	2,435,138	985,112	503,567	14.7%	481,545	13,818	56,071	439,292	12.8%	250,000

50

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Rank	Region and City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit	Operating			Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
								Expenses	as a Percent of Sales	Income/ (Loss)	Revenues	Expenses	Amount	Percent of Sales	
4	Monticello	Off-Sale Only	---	12,901	4,854,798	3,640,053	1,214,745	662,002	13.6%	552,743	---	9,333	543,410	11.2%	3,500,000
5	Delano	Off-Sale Only	---	5,548	2,357,422	1,727,727	629,695	444,533	18.9%	185,162	1,977	---	187,139	7.9%	100,000
6	Paynesville	Off-Sale Only	---	2,442	1,130,998	883,128	247,870	185,250	16.4%	62,620	7,694	---	70,314	6.2%	40,000
7	Maple Lake	Off-Sale Only	---	2,099	1,358,743	1,035,368	323,375	283,520	20.9%	39,855	5,693	---	45,548	3.4%	25,000
8	Sauk Rapids	Off-Sale Only	---	12,890	2,298,929	1,823,370	475,559	422,226	18.4%	53,333	9,081	---	62,414	2.7%	---
1	Gilman	On- & Off-Sale	---	238	429,136	154,415	274,721	245,563	57.2%	29,158	8,414	---	37,572	8.8%	---
2	Holdingsford	On- & Off-Sale	---	712	374,950	203,816	171,134	167,367	44.6%	3,767	18,623	---	22,390	6.0%	26,280
3	South Haven	On- & Off-Sale	---	190	245,110	116,939	128,171	124,317	50.7%	3,854	3,618	---	7,472	3.0%	---
4	Waverly	On- & Off-Sale	---	1,381	931,079	663,397	267,682	272,604	29.3%	(4,922)	34	6,952	(11,840)	-1.3%	---
5	Howard Lake	On- & Off-Sale	---	1,996	828,173	618,849	209,324	233,671	28.2%	(24,347)	14,906	9,520	(18,961)	-2.3%	---
Total for Region				89,544	\$29,053,129	\$21,012,558	\$8,040,571	\$5,238,226	18.0%	\$2,802,345	\$305,457	\$192,215	\$2,915,587	10.0%	\$4,909,947
Percent of Total MLS Operations				9.6%	8.8%	9.0%	8.5%	7.8%	---	10.1%	19.2%	9.8%	10.7%	---	21.4%
8 - Southwest															
1	Marshall	Off-Sale Only	---	13,619	\$3,717,457	\$2,779,291	\$938,166	\$388,973	10.5%	\$549,193	\$714	\$---	\$549,907	14.8%	\$375,000
2	Pipestone	Off-Sale Only	---	4,273	1,426,072	1,028,309	397,763	189,744	13.3%	208,019	3,592	---	211,611	14.8%	222,537
3	Windom	Off-Sale Only	---	4,627	1,616,297	1,103,146	513,151	288,218	17.8%	224,933	---	---	224,933	13.9%	70,000
4	Worthington	Off-Sale Only	---	12,900	3,093,924	2,292,942	800,982	395,426	12.8%	405,556	2,102	---	407,658	13.2%	200,000
5	Lakefield	Off-Sale Only	---	1,709	411,237	295,659	115,578	77,942	19.0%	37,636	4,402	64	41,974	10.2%	(5,827)
6	Luverne	Off-Sale Only	---	4,709	1,186,644	843,306	343,338	237,501	20.0%	105,837	4,544	---	110,381	9.3%	45,000
7	Redwood Falls	Off-Sale Only	---	5,230	1,888,619	1,396,617	492,002	335,782	17.8%	156,220	11,889	15,941	152,168	8.1%	80,000
8	Jackson	Off-Sale Only	---	3,354	1,018,767	814,386	204,381	215,400	21.1%	(11,019)	3,156	---	(7,863)	-0.8%	41,000
9	Round Lake	Off-Sale Only	---	375	136,534	111,956	24,578	11,936	26.3%	35,898	---	---	(10,135)	-7.4%	---
1	Avoca	On- & Off-Sale	---	142	267,937	132,368	135,569	108,968	40.7%	26,601	3,642	40	30,203	11.3%	17,600
2	Russell	On- & Off-Sale	---	333	271,001	137,839	133,162	113,455	41.9%	19,707	5,748	---	25,455	9.4%	---
3	Heron Lake	On- & Off-Sale	---	691	364,837	199,382	165,455	138,684	38.0%	26,771	91	4,296	22,566	6.2%	---
4	Balaton	On- & Off-Sale	---	639	405,027	252,578	152,449	137,706	34.0%	14,743	210	---	14,953	3.7%	45,000
5	Ivanhoe	On- & Off-Sale	---	554	479,730	283,966	195,764	185,632	38.7%	10,132	37	283	9,886	2.1%	---
6	Walnut Grove	On- & Off-Sale	---	864	477,070	245,538	231,532	224,925	47.1%	6,607	955	---	7,562	1.6%	---
7	Vesta	On- & Off-Sale	---	315	224,182	122,154	102,028	100,844	45.0%	1,184	---	---	1,184	0.5%	---
8	Tracy	On- & Off-Sale	---	2,154	863,633	514,471	349,162	355,108	41.1%	(5,946)	8,129	795	1,388	0.2%	10,000
9	Okabena	On- & Off-Sale	---	189	267,620	165,063	102,557	108,963	40.7%	(6,406)	2,074	---	(4,332)	-1.6%	(2,074)
10	Hadley	On- & Off-Sale	---	56	234,496	109,888	124,608	139,727	59.6%	(15,119)	8,353	---	(6,766)	-2.9%	---
11	Wilmont	On- & Off-Sale	---	338	250,189	146,662	103,527	127,576	51.0%	(24,049)	217	---	(23,832)	-9.5%	---
12	Lake Benton	On- & Off-Sale	[16]	676	240,424	148,821	91,603	121,936	50.7%	(30,333)	2	---	(30,331)	-12.6%	10,000
Total for Region				57,747	\$18,841,697	\$13,124,342	\$5,717,355	\$4,028,408	21.4%	\$1,688,947	\$61,042	\$21,419	\$1,728,570	9.2%	\$1,108,236
Percent of Total MLS Operations				6.2%	5.7%	5.6%	6.0%	6.0%	---	6.1%	3.8%	1.1%	6.3%	---	4.8%
9 - South Central															
1	Saint James	Off-Sale Only	---	4,611	\$1,022,746	\$682,487	\$340,259	\$172,759	16.9%	\$167,500	\$2,756	\$---	\$170,256	16.6%	\$73,730
2	Fairmont	Off-Sale Only	---	10,521	3,291,955	2,486,326	805,629	449,137	13.6%	356,492	8,654	---	365,146	11.1%	200,500
3	Madelia	Off-Sale Only	---	2,319	408,190	317,664	90,526	59,722	14.6%	30,804	629	---	31,433	7.7%	30,000
4	Blue Earth	Off-Sale Only	---	3,323	1,498,613	1,112,434	386,179	265,947	17.7%	120,232	329	23,632	96,929	6.5%	88,789
5	Butterfield	Off-Sale Only	---	586	224,546	162,024	62,522	51,500	22.9%	11,022	3,389	---	14,411	6.4%	---
6	Elmore	Off-Sale Only	---	656	134,753	101,760	32,993	27,354	20.3%	5,639	51	---	5,690	4.2%	---
7	Sleepy Eye	Off-Sale Only	---	3,577	593,882	445,458	148,424	130,375	22.0%	18,049	7,086	468	24,667	4.2%	10,000
8	Kiester	Off-Sale Only	---	491	171,565	112,381	59,184	55,060	32.1%	4,124	5,402	2,829	6,697	3.9%	---
1	Cleveland	On- & Off-Sale	---	717	199,955	106,224	93,731	104,009	52.0%	(10,278)	22,192	---	11,914	6.0%	(130,000)
2	Hanska	On- & Off-Sale	---	393	313,111	181,931	131,180	123,661	39.5%	7,519	7,260	354	14,425	4.6%	7,341
3	Le Center	On- & Off-Sale	---	2,504	871,902	542,688	329,214	290,193	33.3%	39,021	74	5,646	33,449	3.8%	25,000
4	Sherburn	On- & Off-Sale	---	1,115	792,699	503,427	289,272	261,131	32.9%	28,141	6	1,725	26,422	3.3%	---
5	Lewisville	On- & Off-Sale	---	247	208,674	110,478	98,196	100,545	48.2%	(2,349)	7,773	---	5,424	2.6%	---
6	Mapleton	On- & Off-Sale	---	1,768	554,108	332,967	221,141	243,273	43.9%	(22,132)	11,698	---	(10,434)	-1.9%	---
7	Wells	On- & Off-Sale	---	2,307	715,922	511,061	204,861	258,741	36.1%	(53,880)	8,932	---	(44,948)	-6.3%	---
8	Waldorf	On- & Off-Sale	---	227	230,455	125,342	105,113	144,308	62.6%	(39,195)	3,525	---	(35,670)	-15.5%	---

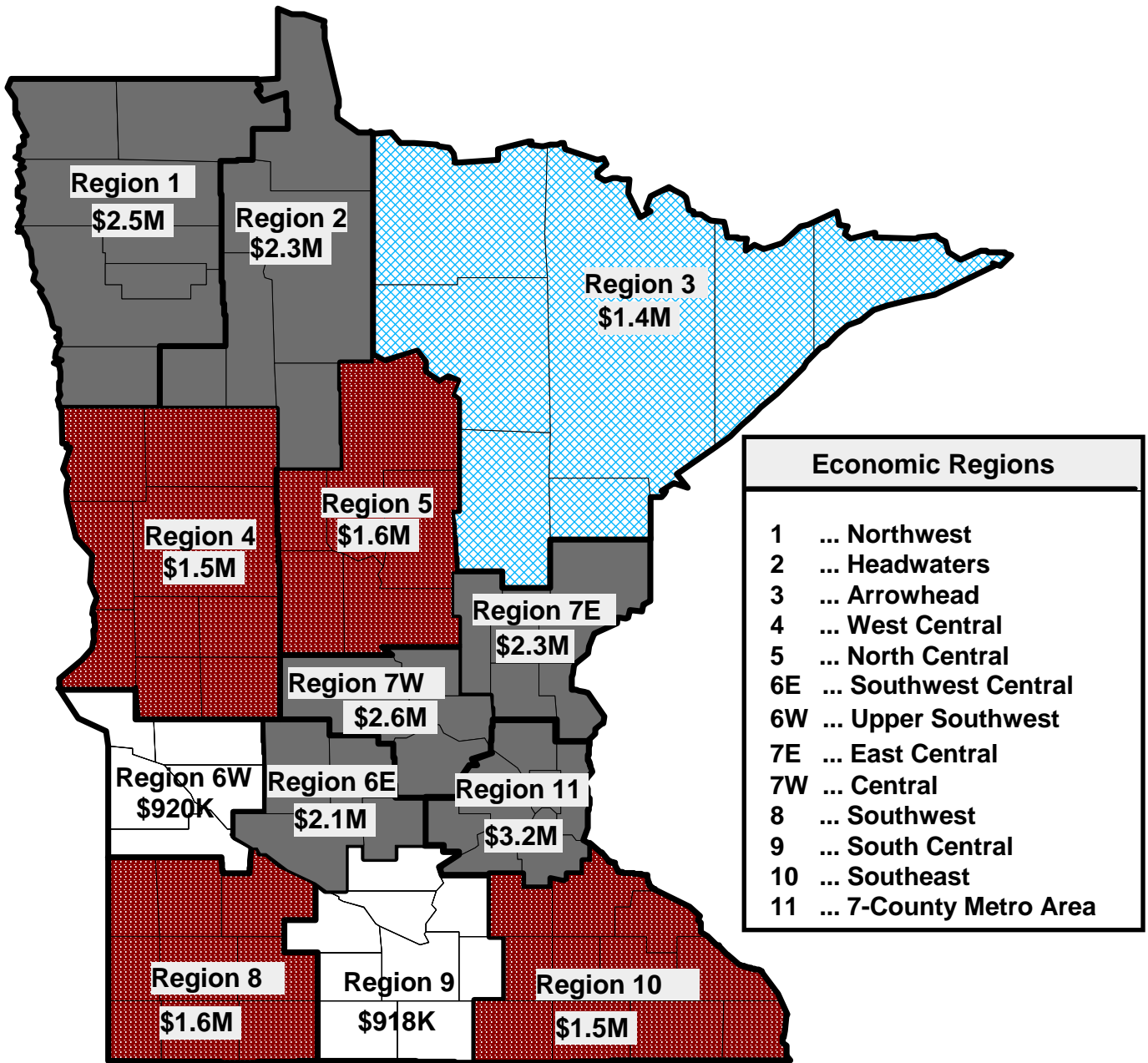
Table 13
Comparison of City Liquor Store Operations - 2012
Listed by Economic Development Region and City
Ranked by Net Profit/(Loss) as a Percent of Sales by Type of Establishment

Rank	Region and City	Type of Store	Foot- notes	Population	Sales	Cost of Sales	Gross Profit	Operating			Nonoperating		Net Profit/(Loss)		Transfers To/(From) Other Funds
								Expenses	Expenses as a Percent of Sales	Income/ (Loss)	Revenues	Expenses	Amount	Percent of Sales	
Total for Region				35,362	\$11,233,076	\$7,834,652	\$3,398,424	\$2,737,715	24.4%	\$660,709	\$89,756	\$34,654	\$715,811	6.4%	\$305,360
Percent of Total MLS Operations				3.8%	3.4%	3.3%	3.6%	4.1%	---	2.4%	5.6%	1.8%	2.6%	---	1.3%
10 - Southeast															
1	Northfield	Off-Sale Only	---	20,373	\$2,915,670	\$2,168,152	\$747,518	\$533,401	18.3%	\$214,117	\$12,245	\$---	\$226,362	7.8%	\$131,280
2	Lonsdale	Off-Sale Only	---	3,768	1,352,506	1,021,307	331,199	276,587	20.4%	54,612	46	---	54,658	4.0%	---
3	Kasson	Off-Sale Only	---	6,022	1,172,438	917,823	254,615	217,171	18.5%	37,444	2,447	---	39,891	3.4%	61,000
4	Caledonia	Off-Sale Only	---	2,839	637,629	478,838	158,791	147,007	23.1%	11,784	133	---	11,917	1.9%	---
1	Mazeppa	On- & Off-Sale	---	845	370,477	214,671	155,806	133,469	36.0%	22,337	7,360	---	29,697	8.0%	---
2	Plainview	On- & Off-Sale	---	3,337	655,785	405,839	249,946	211,937	32.3%	38,009	9,925	---	47,934	7.3%	---
3	Kenyon	On- & Off-Sale	---	1,819	656,323	435,193	221,130	202,549	30.9%	18,581	18,116	229	36,468	5.6%	25,000
4	Conger	On- & Off-Sale	---	144	298,568	172,031	126,537	117,682	39.4%	8,855	4,046	---	12,901	4.3%	(6,400)
5	Spring Grove	On- & Off-Sale	---	1,318	374,514	231,576	142,938	128,627	34.3%	14,311	816	---	15,127	4.0%	---
6	Medford	On- & Off-Sale	---	1,236	360,084	191,843	168,241	167,267	46.5%	974	9,141	---	10,115	2.8%	10,000
7	Canton	On- & Off-Sale	---	343	91,917	69,759	22,158	25,319	27.5%	(3,161)	3,399	---	238	0.3%	298
8	West Concord	On- & Off-Sale	---	783	354,853	201,438	153,415	157,730	44.4%	(4,315)	4,451	---	136	0.0%	---
9	Rushford	On- & Off-Sale	[21]	1,757	---	---	---	34,012	---	(34,012)	---	30,721	(64,733)	---	---
10	Ellendale	On- & Off-Sale	---	680	358,262	209,458	148,804	162,720	45.4%	(13,916)	23	---	(13,893)	-3.9%	(15,126)
11	Kellogg	On- & Off-Sale	---	445	121,790	79,059	42,731	60,643	49.8%	(17,912)	6,340	---	(11,572)	-9.5%	---
Total for Region				45,709	\$9,720,816	\$6,796,987	\$2,923,829	\$2,576,121	26.5%	\$347,708	\$78,488	\$30,950	\$395,246	4.1%	\$206,052
Percent of Total MLS Operations				4.9%	2.9%	2.9%	3.1%	3.8%	---	1.3%	4.9%	1.6%	1.4%	---	0.9%
11 - 7-County Metro Area															
1	Edina	Off-Sale Only	---	48,829	\$13,230,941	\$9,615,928	\$3,615,013	\$2,124,476	16.1%	\$1,490,537	\$---	\$340	\$1,490,197	11.3%	\$1,320,100
2	Saint Francis	Off-Sale Only	---	7,277	2,094,876	1,511,868	583,008	371,277	17.7%	211,731	12,785	---	224,516	10.7%	60,000
3	Lakeville	Off-Sale Only	---	57,048	15,220,064	11,380,341	3,839,723	2,215,822	14.6%	1,623,901	30,162	177,629	1,476,434	9.7%	2,554,609
4	Apple Valley	Off-Sale Only	---	49,895	9,231,890	6,703,467	2,528,423	1,557,994	16.9%	970,429	49,053	120,960	898,522	9.7%	525,000
5	Richfield	Off-Sale Only	---	35,979	11,807,489	8,802,442	3,005,047	1,951,557	16.5%	1,053,490	30,158	---	1,083,648	9.2%	701,170
6	Eden Prairie	Off-Sale Only	---	62,004	12,371,628	9,014,543	3,357,085	2,232,081	18.0%	1,125,004	12,349	---	1,137,353	9.2%	1,063,557
7	Fridley	Off-Sale Only	---	27,591	4,705,523	3,497,168	1,208,355	857,741	18.2%	350,614	960	---	351,574	7.5%	350,000
8	Saint Anthony	Off-Sale Only	---	8,417	7,139,381	5,403,321	1,736,060	1,210,179	17.0%	525,881	8,867	5,475	529,273	7.4%	510,000
9	Brooklyn Center	Off-Sale Only	---	30,569	5,963,908	4,316,716	1,647,192	1,271,162	21.3%	376,030	14,580	---	390,610	6.5%	200,000
10	Farmington	Off-Sale Only	---	21,792	4,397,572	3,294,182	1,103,390	821,848	18.7%	281,542	---	---	281,542	6.4%	90,008
11	Mound	Off-Sale Only	---	9,210	2,835,506	2,136,309	699,197	519,965	18.3%	179,232	---	---	179,232	6.3%	65,452
12	Anoka	Off-Sale Only	---	17,345	3,970,832	3,059,281	911,551	698,936	17.6%	212,615	11,874	---	224,489	5.7%	195,000
13	Columbia Heights	Off-Sale Only	---	19,676	8,804,233	6,654,657	2,149,576	1,465,683	16.6%	683,893	1,000	229,954	454,939	5.2%	96,667
14	Savage	Off-Sale Only	---	27,552	4,560,288	3,353,290	1,206,998	913,596	20.0%	293,402	---	59,356	234,046	5.1%	---
15	Robbinsdale	Off-Sale Only	---	14,212	3,040,352	2,270,073	770,279	626,128	20.6%	144,151	6,724	26,601	124,274	4.1%	75,000
16	Lexington	Off-Sale Only	---	2,014	2,940,611	2,318,196	622,415	502,451	17.1%	119,964	4,045	22,881	101,128	3.4%	75,000
17	Spring Lake Park	Off-Sale Only	---	6,427	2,456,469	1,862,052	594,417	521,415	21.2%	73,002	20,564	12,792	80,774	3.3%	150,000
1	Rogers	On- & Off-Sale	---	11,508	3,375,858	2,332,281	1,043,577	693,338	20.5%	350,239	---	23,175	327,064	9.7%	215,142
2	Wayzata	On- & Off-Sale	---	3,781	5,150,007	2,649,859	2,500,148	2,006,861	39.0%	493,287	15,176	147,722	360,741	7.0%	30,000
Total for Region				461,126	\$123,297,428	\$90,175,974	\$33,121,454	\$22,562,510	18.3%	\$10,558,944	\$218,297	\$826,885	\$9,950,356	8.1%	\$8,276,705
Percent of Total MLS Operations				49.4%	37.4%	38.4%	34.9%	33.6%	---	38.2%	13.7%	42.0%	36.5%	---	36.0%
Off-Sale Only				829,704	\$258,033,273	\$191,477,738	\$66,555,535	\$42,502,300	16.5%	\$24,053,235	\$901,862	\$1,409,758	\$23,545,339	9.1%	\$20,546,982
On- & Off-Sale				104,623	\$71,608,934	\$43,267,676	\$28,341,258	\$24,726,222	34.5%	\$3,615,036	\$686,954	\$559,448	\$3,742,542	5.2%	\$2,433,024
All Stores				934,327	\$329,642,207	\$234,745,414	\$94,896,793	\$67,228,522	20.4%	\$27,668,271	\$1,588,816	\$1,969,206	\$27,287,881	8.3%	\$22,980,006

Footnotes: [0] Information is taken from a cash receipts and disbursements statement.
[16] Discontinued liquor operations during current year.
[21] Discontinued liquor operations in previous year.
[22] Nonoperating income includes the gain on the sale of fixed assets.

Figure 8

2012 Average Sales Per Off-Sale Municipal Liquor Establishment by Economic Development Region



**All numbers are rounded.*

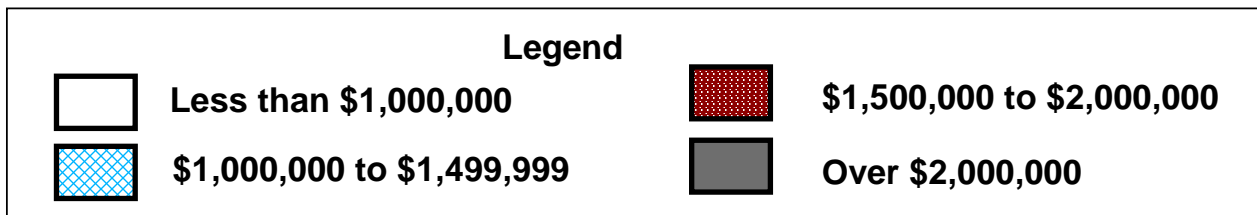
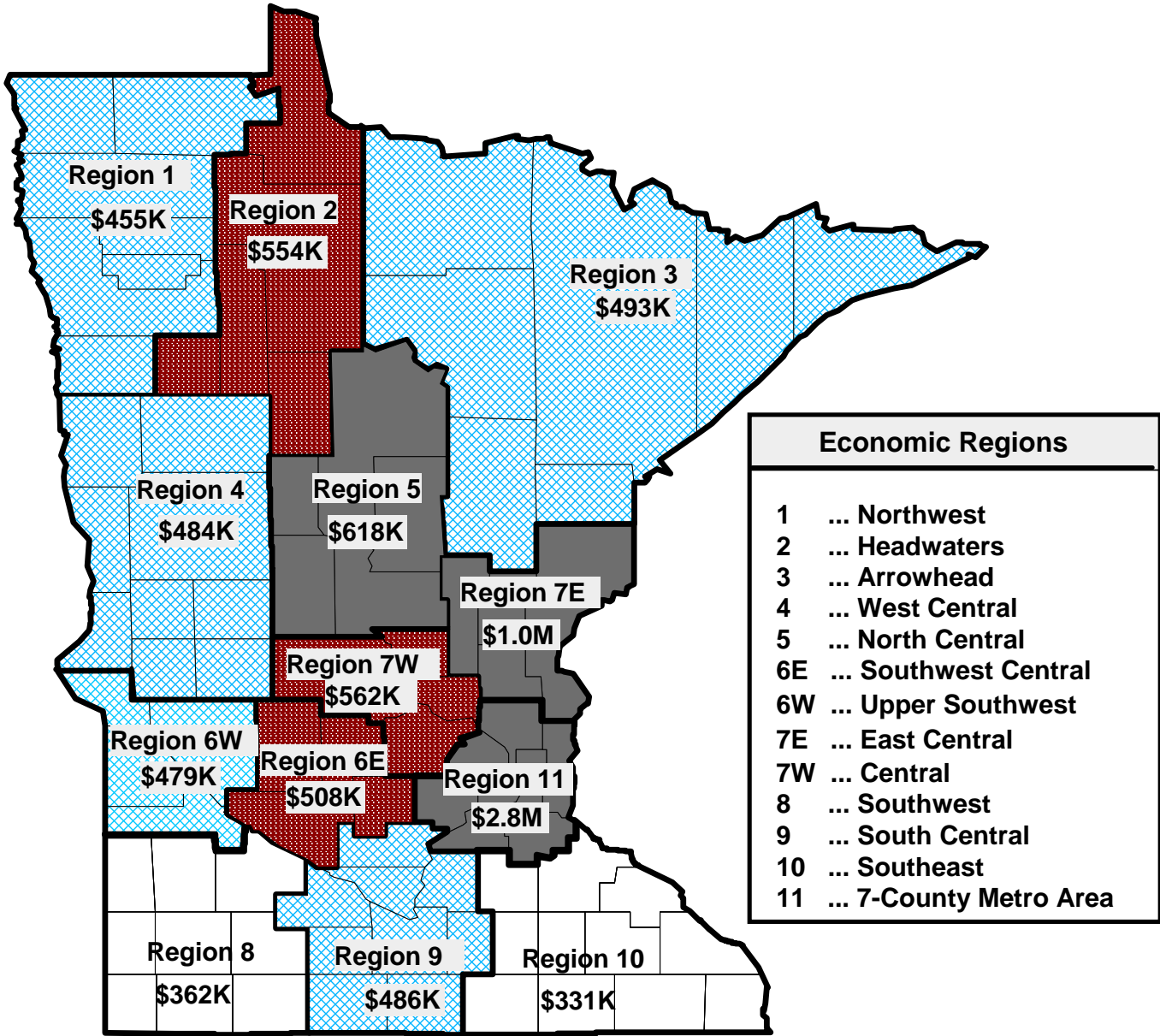


Figure 9

2012 Average Sales Per On-Sale Municipal Liquor Establishment by Economic Development Region



**All numbers are rounded.*

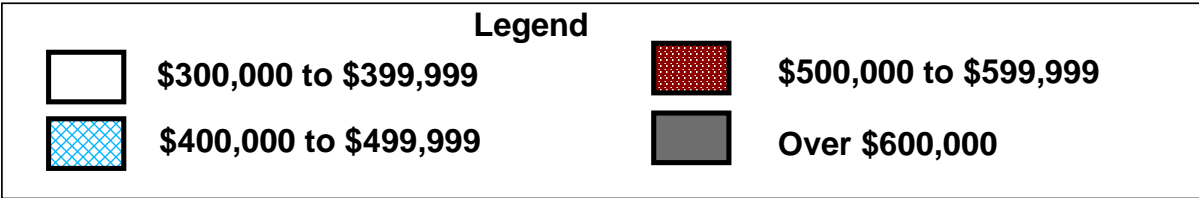
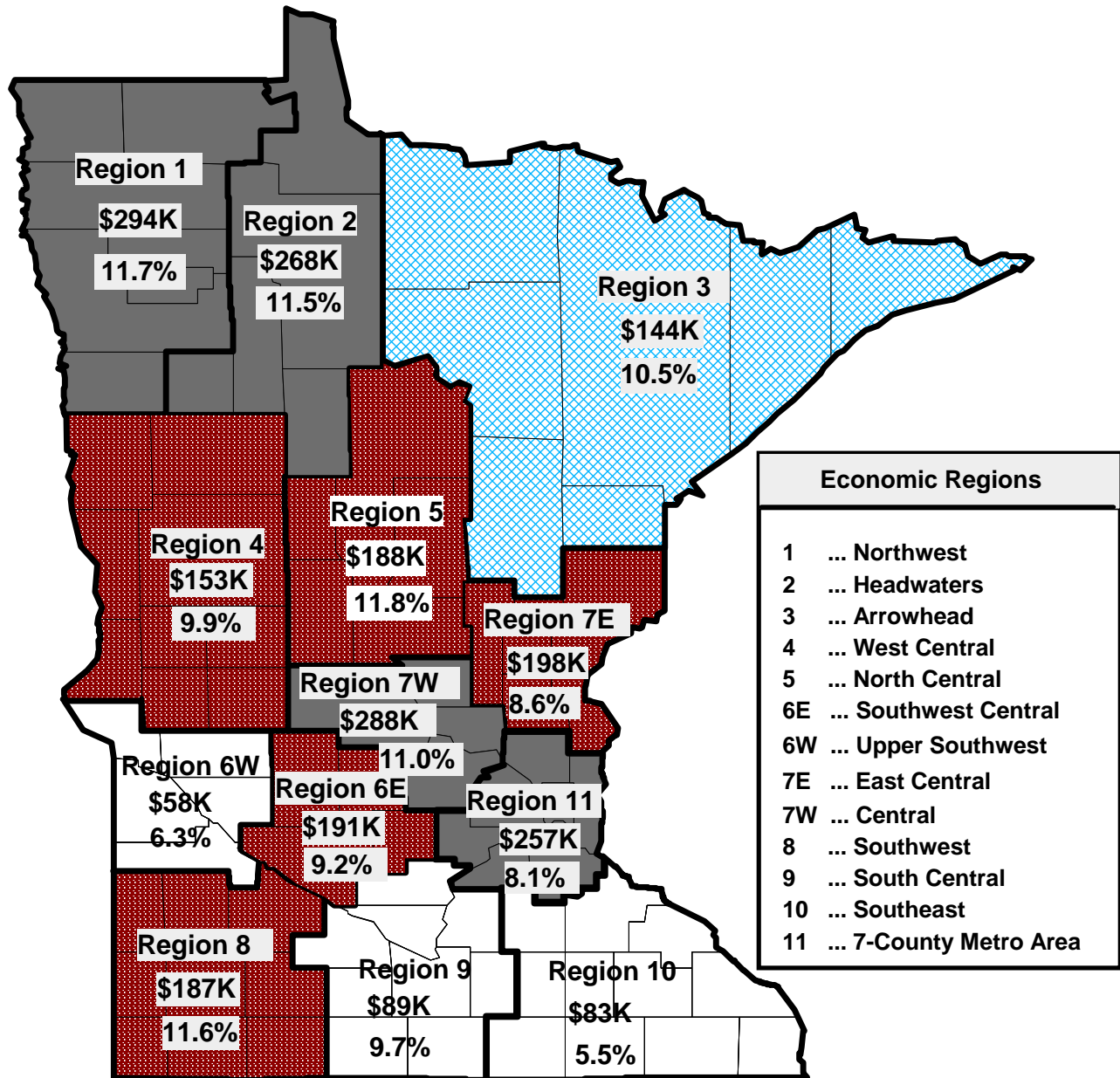


Figure 10
2012 Average Net Profit and Percent of Sales
Per Off-Sale Municipal Liquor Establishment
by Economic Development Region



**All numbers are rounded.*

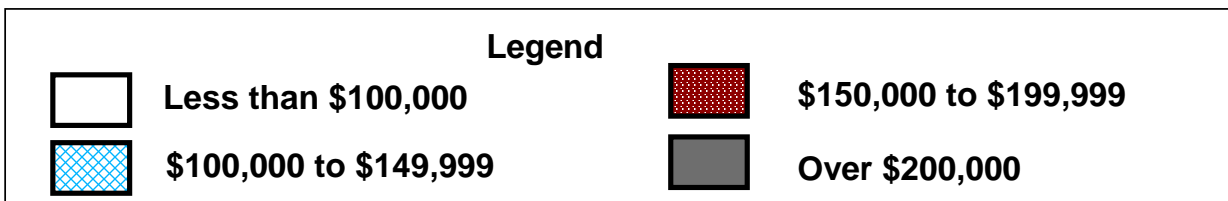
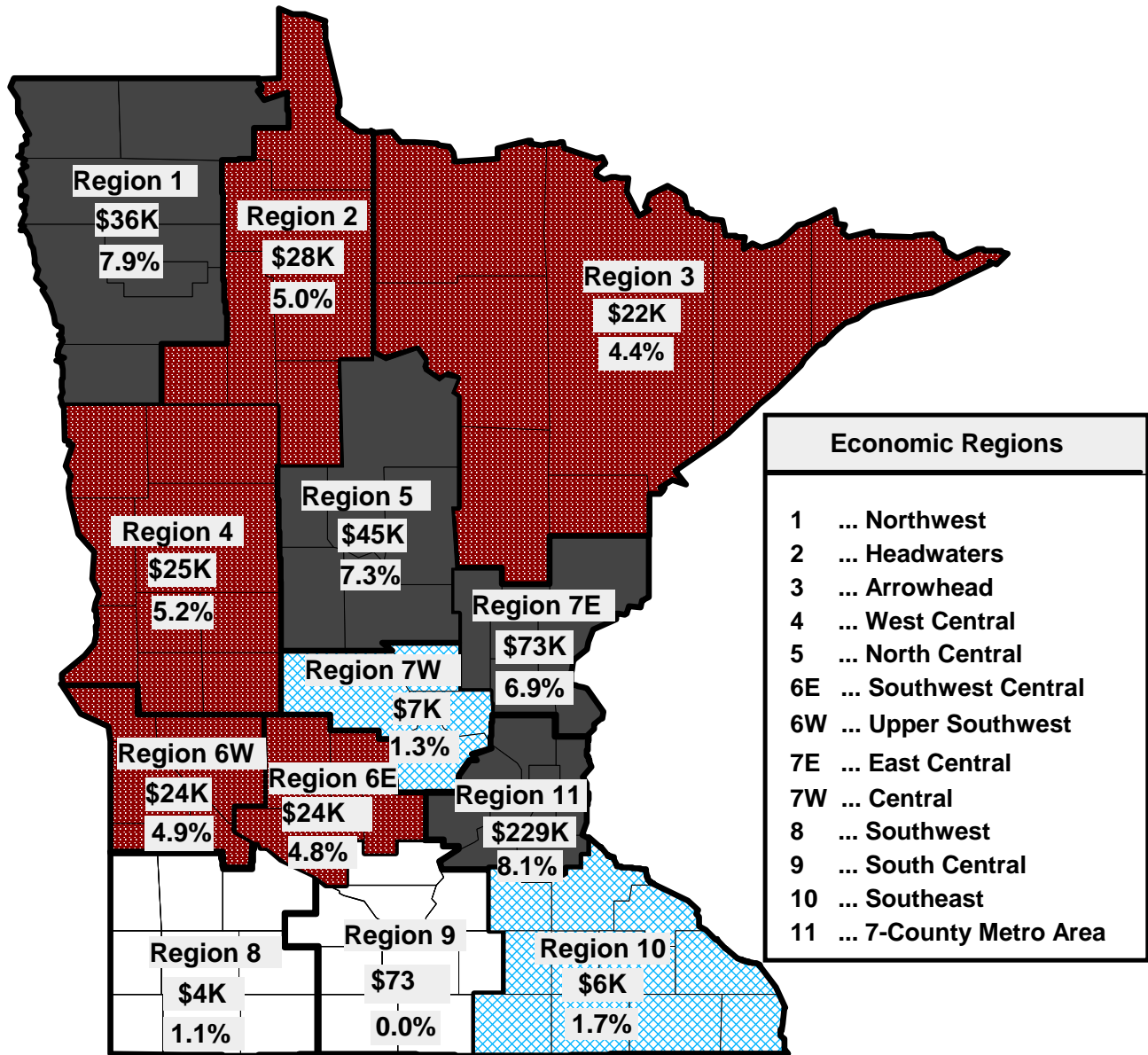


Figure 11
2012 Average Net Profit and Percent of Sales
Per On-Sale Municipal Liquor Establishment
by Economic Development Region



**All numbers are rounded.*

