

State of Minnesota



Office of the State Auditor

**Julie Blaha
State Auditor**

**Analysis of Municipal
Liquor Store Operations**

For the Year Ended December 31, 2020

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 100 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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Analysis of Municipal Liquor Store Operations

For the Year Ended December 31, 2020



October 28, 2021

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Background and Purpose

This report provides comparative data on municipal liquor operations owned and operated by Minnesota cities.¹ In 2020, 179 Minnesota cities operated 213 municipal liquor stores, with 86 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, 18 cities within the Seven-County Metro Area (Metro Area) own and operate liquor establishments (see maps on pages 4 and 5 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 revenue 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.

¹Minnesota Statutes § 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 a subsequent change in population.

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

³The City of Menahga did not submit its financial information in time for this publication. Two cities that operated liquor stores in 2019 fully discontinued operations and are no longer included in this report. The two cities are Fairfax and Vesta.

Executive Summary

- The combined net profit of all municipal liquor operations totaled \$36.0 million in 2020. This represents an increase of \$8.2 million, or 29.2 percent, over the amount generated in 2019. Among on-sale operations, net profits totaled \$3.1 million in 2020, which was a decrease of \$412,793, or 11.7 percent, from 2019. Total net profits for off-sale operations totaled \$32.9 million in 2020, which represents an increase of \$8.6 million, or 35.2 percent, over 2019 (pg. 6).
- Over the past five years, net profits increased 57.9 percent. Among off-sale operations, there was a 65.4 percent increase in net profits, while on-sale establishments showed an increase of 6.8 percent (pg. 6).
- Thirty-seven Minnesota cities reported net losses for 2020 (four more than 2019). Thirty-six of the 37 cities with losses were located in Greater Minnesota (pg. 7).
- During 2020, Minnesota's municipal liquor operations reported a 25th consecutive year of record sales, totaling \$410.6 million. Total sales generated in 2020 increased by \$38.5 million, or 10.3 percent, over 2019. Among individual liquor operations that were in business for all of 2020, total sales ranged from \$102,956 in Elmore to \$18.3 million in Lakeville⁴ (pg. 8).
- During 2020, Minnesota's municipal liquor operations reported operating expenses totaling \$81.4 million. This represents a decrease of \$665,413, or 0.8 percent, from the amount reported in 2019 (pg. 8).
- Municipal liquor operations located within the Metro Area are considerably larger and more profitable than their Greater Minnesota counterparts. Although only 18 of the 179 Minnesota cities (10.1 percent) that own and operate municipal liquor stores are located in the Metro Area, they represent 32.9 percent of the total sales and 29.1 percent of the net profits of municipal liquor operations. Sales by all Metro Area municipal liquor operations averaged \$3.6 million in 2020, compared to average sales of \$1.6 million for all Greater Minnesota operations⁵ (pg. 9).
- During 2020, Minnesota's municipal liquor stores had net transfers (transfers out minus transfers in) of \$21.3 million. This represents an increase of 2.7 percent from the total net transfers made in 2019. Net transfers totaled \$6.7 million among Metro Area establishments, compared to \$14.6 million for Greater Minnesota establishments (pg. 12).

⁴The City of Ellendale had lower sales but was excluded from this analysis because its liquor store was not open the whole year.

⁵The average was calculated by dividing the total sales for the Metro Area by the number of liquor stores in the Metro Area, and likewise for Greater Minnesota.

Recommendations

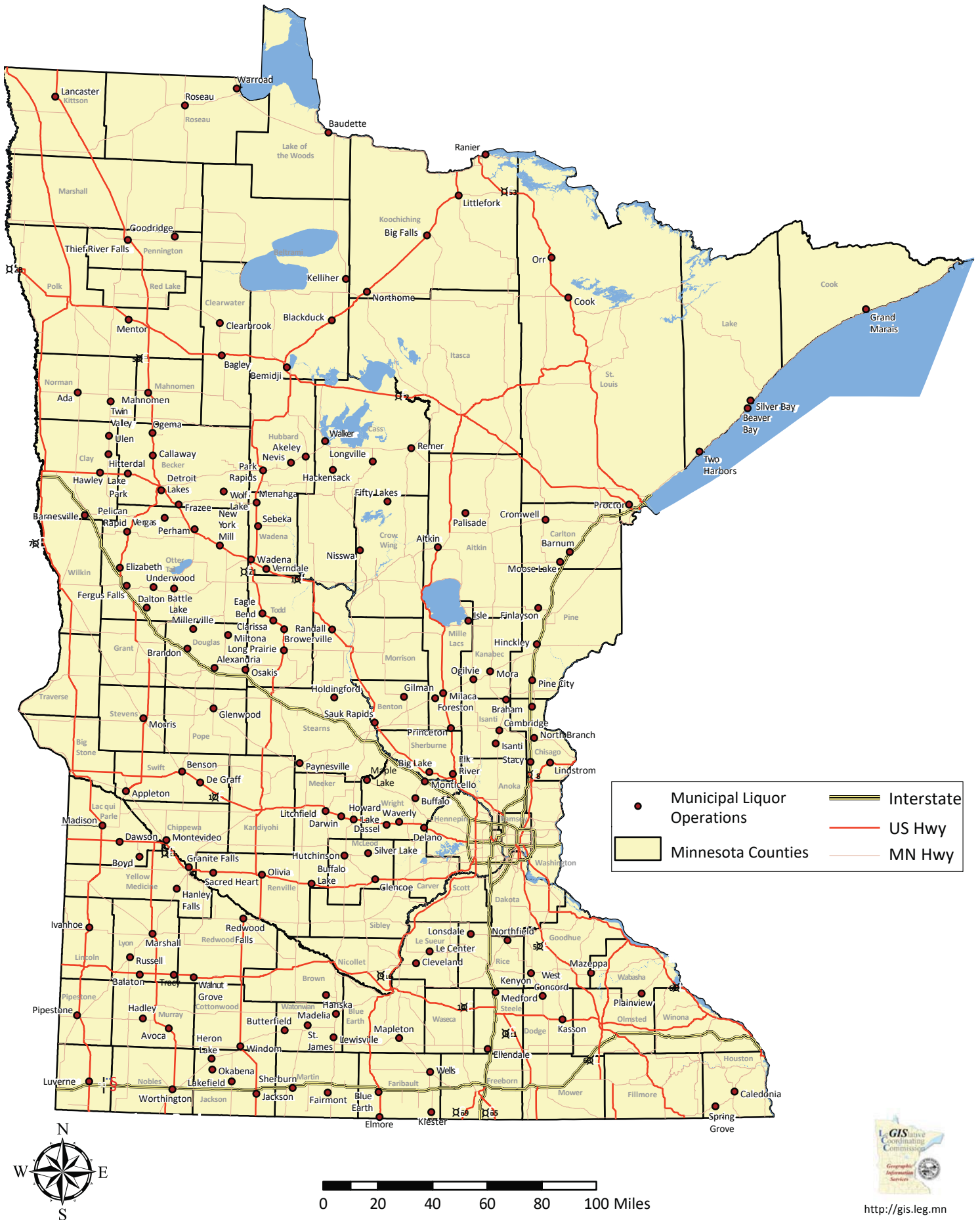
An important role of this report is to provide data to city officials that will enable them to evaluate the efficiency of their liquor operations through comparisons to similarly-situated liquor operations. The tables included in this report may be downloaded as a spreadsheet so those who manage municipal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

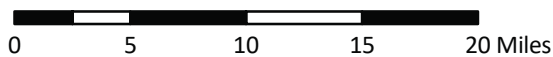
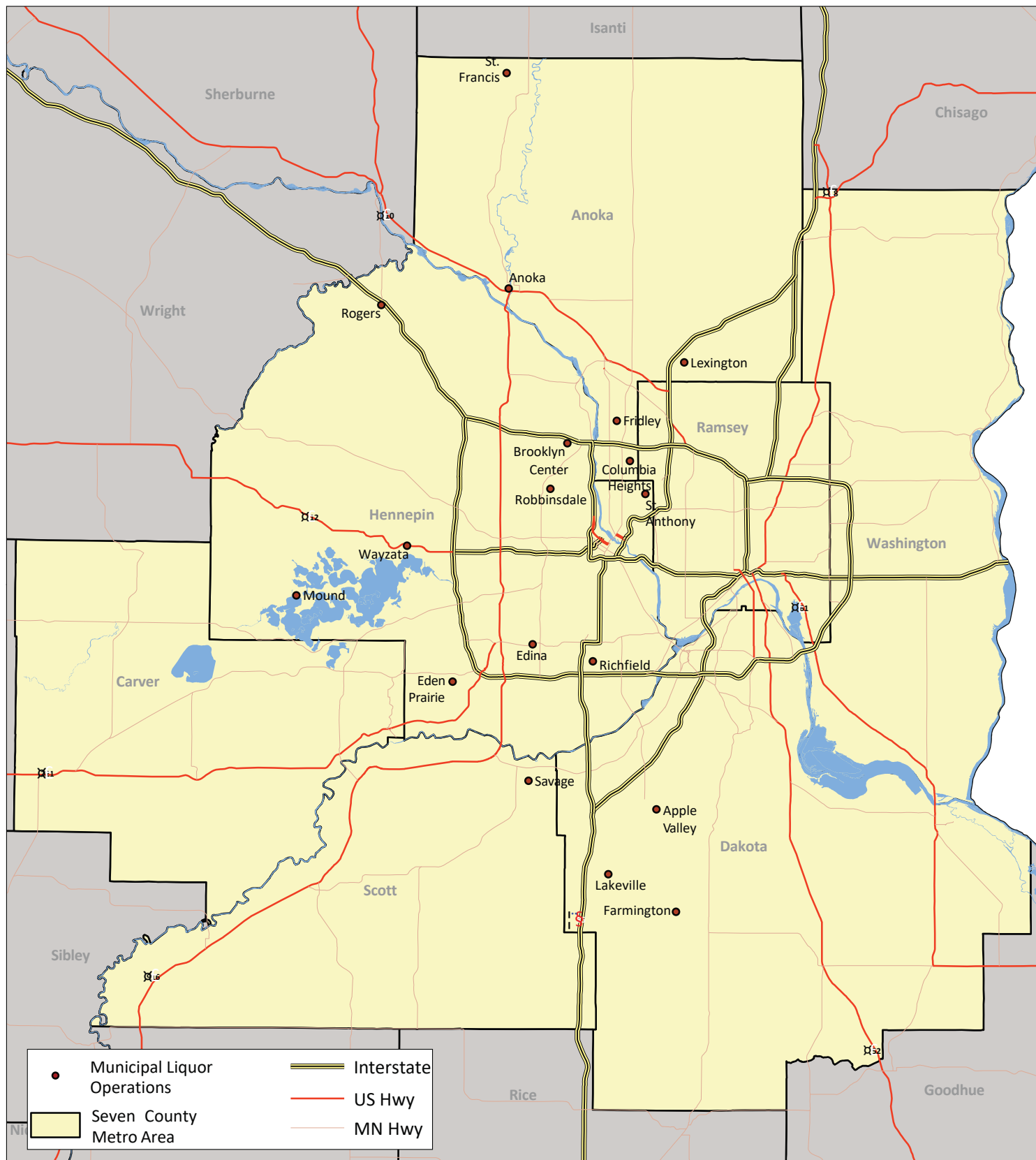
- **Gross Profits.** Cities with relatively low gross profits (total sales minus cost of sales) should consider whether the gross profits reflect their intended markup policies. If gross profits are well below the intended markup of inventory, a number of factors could exist, such as lack of compliance with markup policies; pricing discounts, such as special reduced pricing; theft; poor inventory control; or damage of inventory.⁶
- **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 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.

⁶It 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.”](#)

2020 Municipal Liquor Operations in Greater Minnesota



2020 Municipal Liquor Operations in the Seven-County Metro Area



<http://gis.leg.mn>

Analysis of Minnesota Municipal Liquor Store Operations

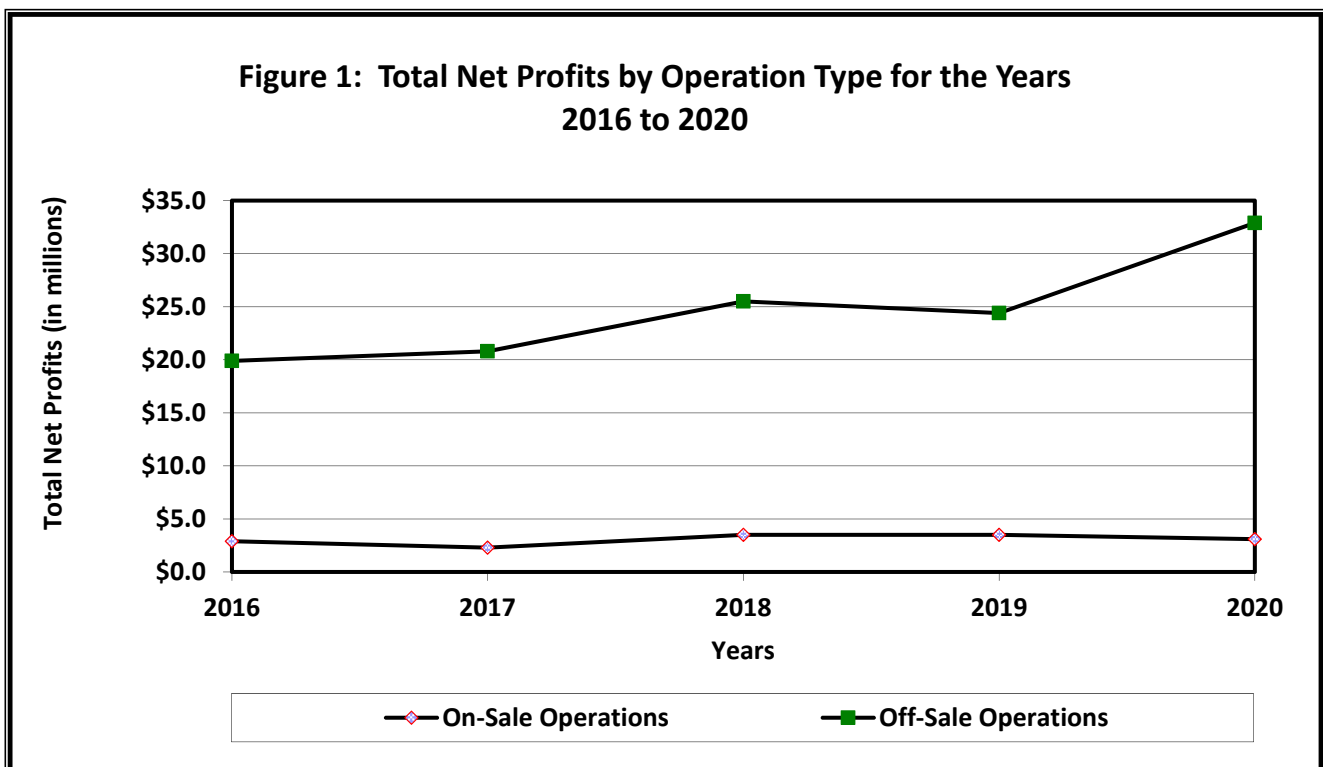
Net Profits of Municipal Liquor Store Operations

Overall

The combined net profit of all municipal liquor operations totaled \$36.0 million in 2020. This represents an increase of \$8.2 million, or 29.2 percent, over the amount generated in 2019. Among on-sale operations, net profits totaled \$3.1 million in 2020, which was a decrease of \$412,793, or 11.7 percent, from 2019. Total net profits for off-sale operations totaled \$32.9 million in 2020, which represents an increase of \$8.6 million, or 35.2 percent, over 2019.⁷

Over the past five years, net profits increased 57.9 percent. Among off-sale operations, there was a 65.4 percent increase in net profits, while on-sale establishments showed an increase of 6.8 percent.

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



⁷The ongoing pandemic affected municipal liquor operations much like it did for private sector liquor stores, bars, and restaurants. On-sale operations did less business because of restrictions and closures for bars and restaurants. Off-sale operations saw sales soar as people spent more time at home while bars and restaurants were closed or under capacity and time restrictions.

Variations Among Individual Operations

Net profits and losses for municipal liquor stores operating as of December 31, 2020, ranged from a loss of \$112,819 in Remer to a profit of \$1.7 million in Lakeville. Overall, of the municipal liquor operations that reported in both 2019 and 2020, 114 cities showed year-to-year increases in their net profits, while 65 showed decreases. Of the 65 cities with declines in net profits between 2019 and 2020, 61 were in Greater Minnesota, and four were in the Metro Area.

Operations Losing Money

In addition to municipal liquor operations that posted a decline in net profits between 2019 and 2020, 37 Minnesota cities reported net losses for 2020 (four more than 2019). Thirty-six of the 37 cities with losses were located in Greater Minnesota. Additionally, losses were much more common among on-sale liquor operations. Of the 37 cities whose liquor operations had net losses in 2020, 35 were on-sale operations. Table 1 below lists the cities whose liquor operations posted net losses in 2020.⁸

Name of City	Net Loss	Name of City	Net Loss
Remer	\$ (112,819)	Spring Grove	\$ (16,515)
Brooklyn Center	(107,001)	Medford	(15,627)
Walnut Grove	(61,631)	Lake Park	(13,140)
Sherburn	(50,513)	Clarissa	(12,476)
Barnum	(44,737)	Silver Lake	(11,322)
West Concord	(43,848)	Butterfield	(10,823)
Littlefork	(43,604)	Russell	(8,245)
Finlayson	(36,883)	Big Falls	(5,801)
Boyd	(36,427)	Lewisville	(5,603)
Mahnomen	(31,239)	Northome	(5,205)
Wolf Lake	(30,855)	Lancaster	(4,760)
Okabena	(29,174)	Browerville	(4,615)
Ivanhoe	(28,831)	Avoca	(2,812)
Buffalo Lake	(28,169)	Ellendale*	(1,573)
Holdingsford	(24,959)	Callaway	(1,122)
Ulen	(23,239)	Goodridge	(794)
Balaton	(21,778)	Heron Lake	(720)
Miltona	(20,471)	Sebeka	(269)
Cleveland	(17,069)		

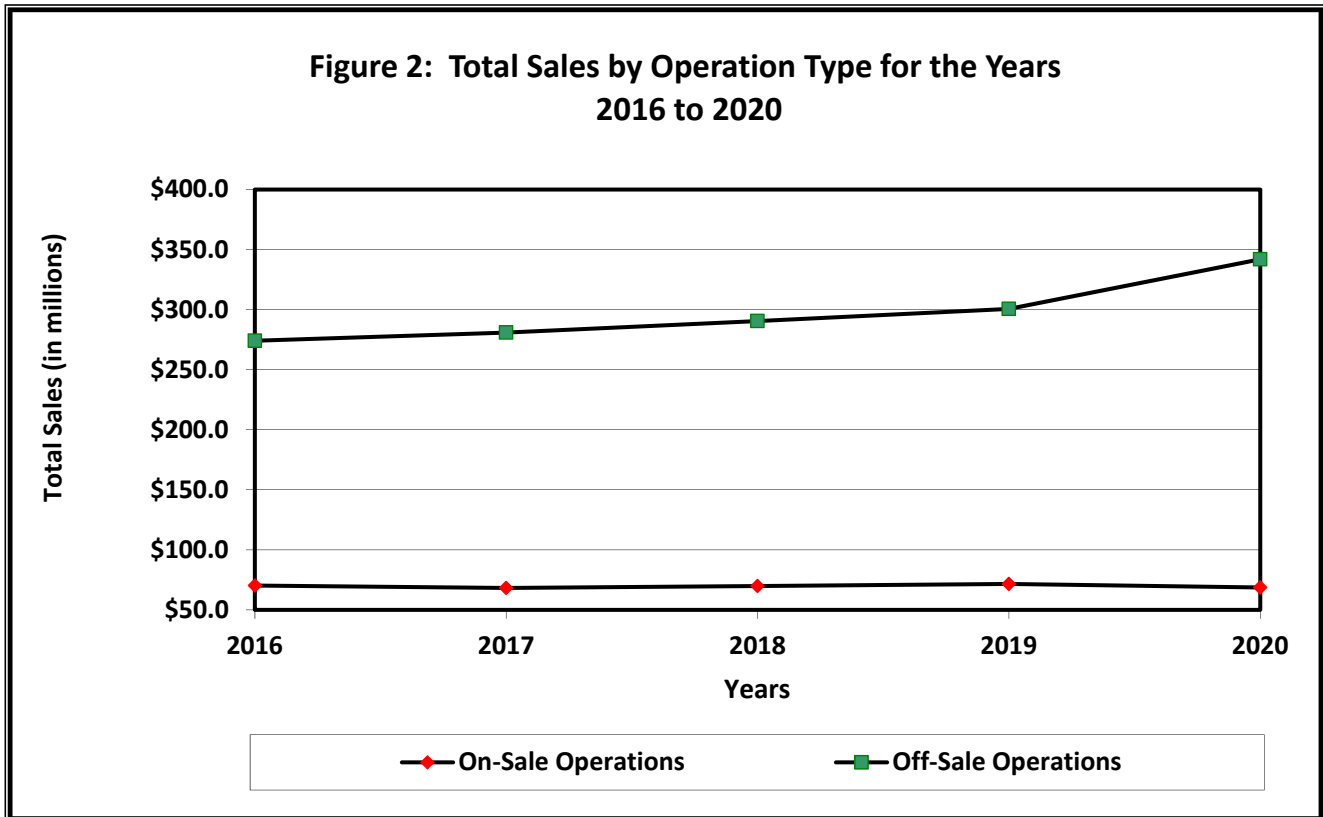
*Discontinued or sold liquor operations prior to or during the year.

⁸The losses shown in Table 1 include pension expenses. When calculating net income or loss for the purpose of determining whether or not an entity needs to hold a public hearing on the question of whether the city shall continue to operate a municipal liquor store, pension costs are removed. See [Minnesota Statutes § 340A.602](#).

Total Sales at Municipal Liquor Operations

During 2020, Minnesota’s municipal liquor operations reported a 25th consecutive year of record sales, totaling \$410.6 million. Total sales generated in 2020 increased by \$38.5 million, or 10.3 percent, over 2019. Among individual liquor operations that were in business for all of 2020, total sales ranged from \$102,956 in Elmore to \$18.3 million in Lakeville.⁹

Figure 2 below shows total sales by operation type for the years 2016 to 2020.



Operating Expenses of Municipal Liquor Operations

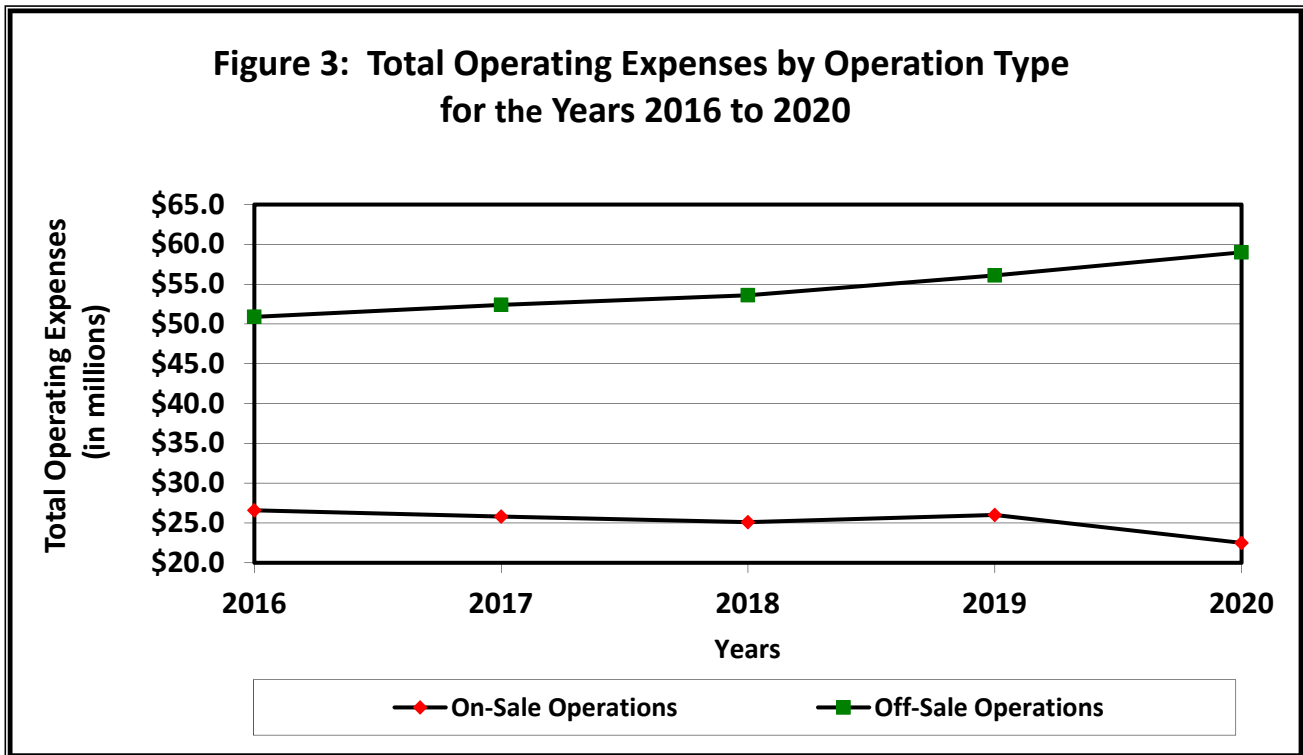
During 2020, Minnesota’s municipal liquor operations reported operating expenses totaling \$81.4 million. This represents a decrease of \$665,413, or 0.8 percent, from the amount reported in 2019. Off-sale liquor operations had operating expenses totaling \$59.0 million in 2020. This represents an increase of \$2.9 million, or 5.2 percent, over 2019. Operating expenses for on-sale liquor operations totaled \$22.5 million in 2020. This represents a decrease of \$3.6 million, or 13.7 percent, from 2019.

Among individual liquor operations that were in business for all of 2020, expenses ranged from a high of \$3.3 million in Lakeville to a low of \$25,501 in Elmore.¹⁰ In general, the level of sales has an effect on the level of expenses (the greater the level of sales, the higher the operating expenses). However, even among operations with similar levels of sales, there is a wide range of operating expenses.

⁹The City of Ellendale had lower sales but was excluded from this analysis because its liquor store was not open the whole year.

¹⁰The City of Ellendale had lower operating expenses but was excluded from this analysis because its liquor store was not open the whole year.

Figure 3 below shows operating expenses from 2016 to 2020 by operation type.



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

Sales

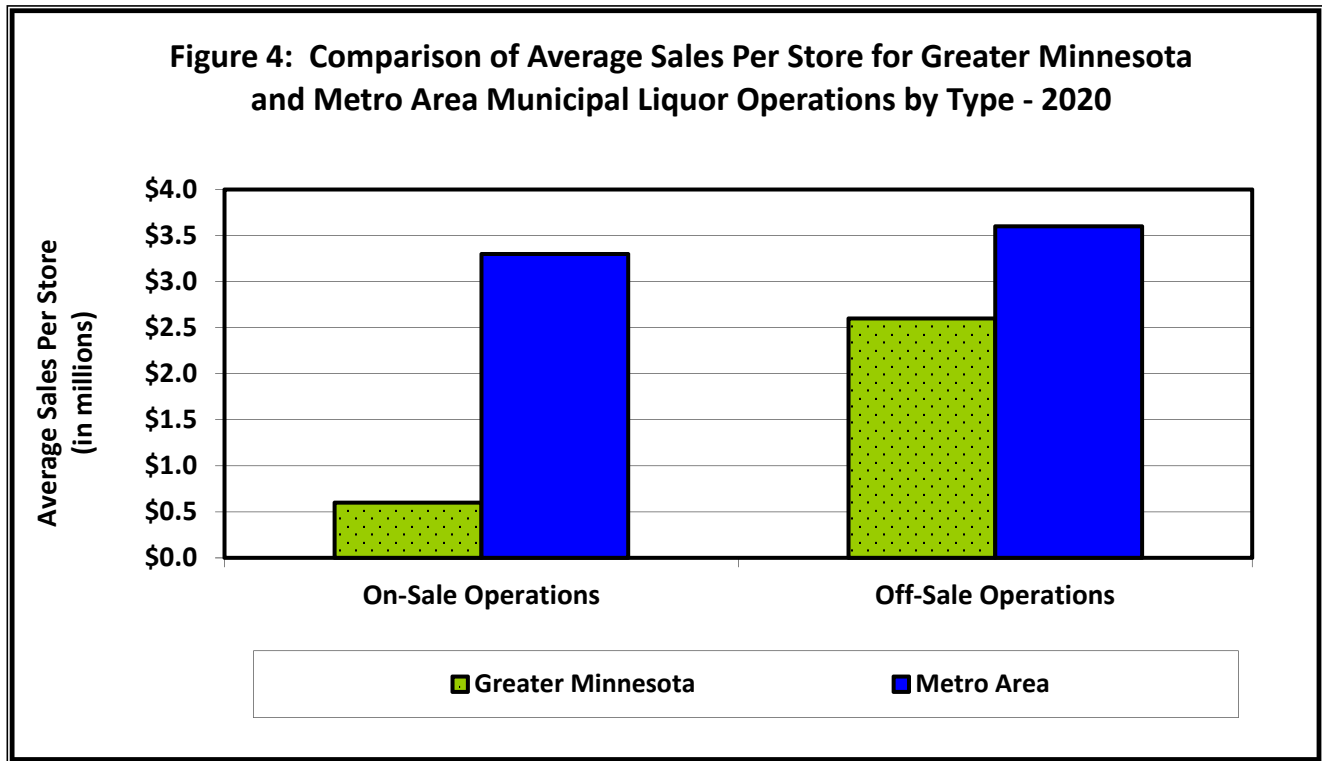
Municipal liquor operations located within the Metro Area are considerably larger and more profitable than their Greater Minnesota counterparts. Although only 18 of the 179 Minnesota cities (10.1 percent) that own and operate municipal liquor stores are located in the Metro Area, they represent 32.9 percent of the total sales and 29.1 percent of the net profits of municipal liquor operations. Sales by all Metro Area municipal liquor operations averaged \$3.6 million in 2020, compared to average sales of \$1.6 million for all Greater Minnesota operations.¹¹

On-Sale and Off-Sale Sales Comparison

When broken down by type of operation, the contrasts between Greater Minnesota and Metro Area operations are clear. Off-sale operations in the Metro Area average sales of \$3.6 million, compared to \$2.6 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 35 to three. Conversely, among Greater Minnesota cities with municipal liquor operations, on-sale operations outnumbered off-sale operations 92 to 83. As with 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, \$3.3 million to \$640,951, respectively.

¹¹The average was calculated by dividing the total sales for the Metro Area by the number of liquor stores in the Metro Area, and likewise for Greater Minnesota.

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



Net Profit

In 2020, the average net profit of Metro Area municipal liquor operations was \$276,025, compared to \$146,017 for municipal liquor operations in Greater Minnesota. Net profits and losses among Metro Area liquor operations ranged from a net loss of \$107,001 in Brooklyn Center to a net profit of \$1.7 million in Lakeville. Net profit and losses among Greater Minnesota municipal liquor operations ranged from a net loss of \$112,819 in Remer to a net profit of \$1.3 million in Detroit Lakes.

On-Sale and Off-Sale Net Profit Comparison

The average net profit of off-sale operations in the Metro Area was \$284,554, compared to \$276,825 for off-sale operations in Greater Minnesota.¹²

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 \$176,519, compared to \$28,006 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.

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

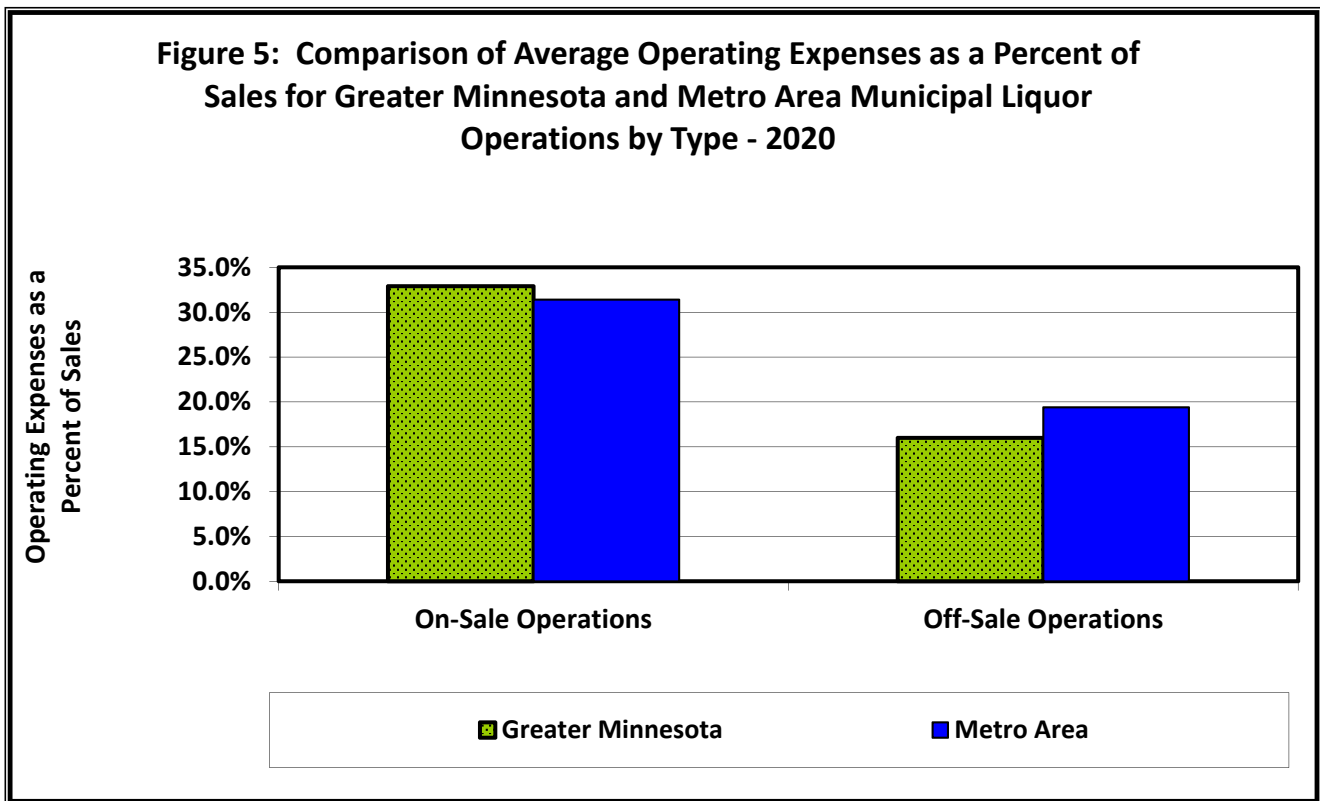
¹³The Metro Area on-sale average is based on three stores, compared to 92 stores in Greater Minnesota.

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 33.7 percent in Butterfield to a low of 12.0 percent in Detroit Lakes and Monticello. The average operating expenses as a percent of sales for off-sale operations was 17.2 percent.¹⁴

Among on-sale operations that were in business for all of 2020, operating expenses as a percent of sales ranged from a high of 69.4 percent in Avoca to a low of 16.9 percent in Hackensack. The average among on-sale operations was 32.7 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.

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



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 \$500,000	5	\$25,501 to \$94,847
\$500,001 to \$1,000,000	10	\$97,406 to \$277,282
\$1,000,001 to \$2,000,000	21	\$139,363 to \$386,953
\$2,000,001 to \$3,000,000	20	\$274,192 to \$524,059
\$3,000,001 to \$5,000,000	12	\$553,295 to \$938,891
Greater than \$5,000,000	25	\$710,614 to \$3,263,124

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 2020, Minnesota’s municipal liquor stores had net transfers (transfers out minus transfers in) of \$21.3 million. This represents an increase of 2.7 percent from the total net transfers made in 2019. Net transfers totaled \$6.7 million among Metro Area establishments, compared to \$14.6 million for Greater Minnesota establishments.

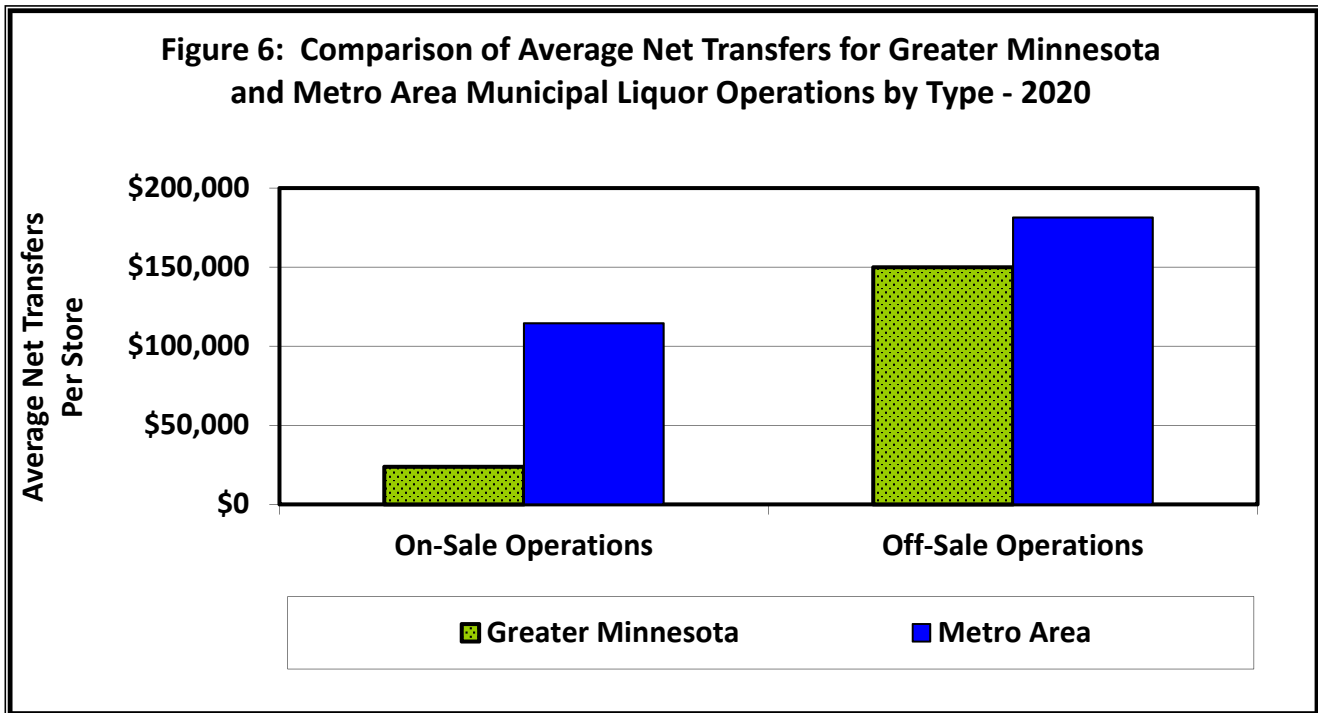
On-Sale and Off-Sale Transfers Comparison

The overall level of net transfers was larger in Greater Minnesota than the Metro Area. When transfers are examined on a per-establishment basis, the average net transfer for off-sale stores in the Metro Area was more than those in Greater Minnesota (\$181,346 to \$149,886, respectively). The average net transfer per on-sale establishment was almost five times greater among operations in the Metro Area than in Greater Minnesota (\$114,526 to \$23,803, respectively).¹⁶

¹⁵A similar analysis for cities that operate both on-sale and off-sale liquor establishments is not 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.

¹⁶The Metro Area on-sale average is based on three stores, compared to 92 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 2020 data, an examination of losses for the years 2018, 2019, and 2020 shows that the 24 cities in Table 3 below should hold public hearings on or after November 17, 2021.^{17,18} Of the 24 cities required to hold a hearing in 2021, 20 were also required to hold a public hearing in 2020.

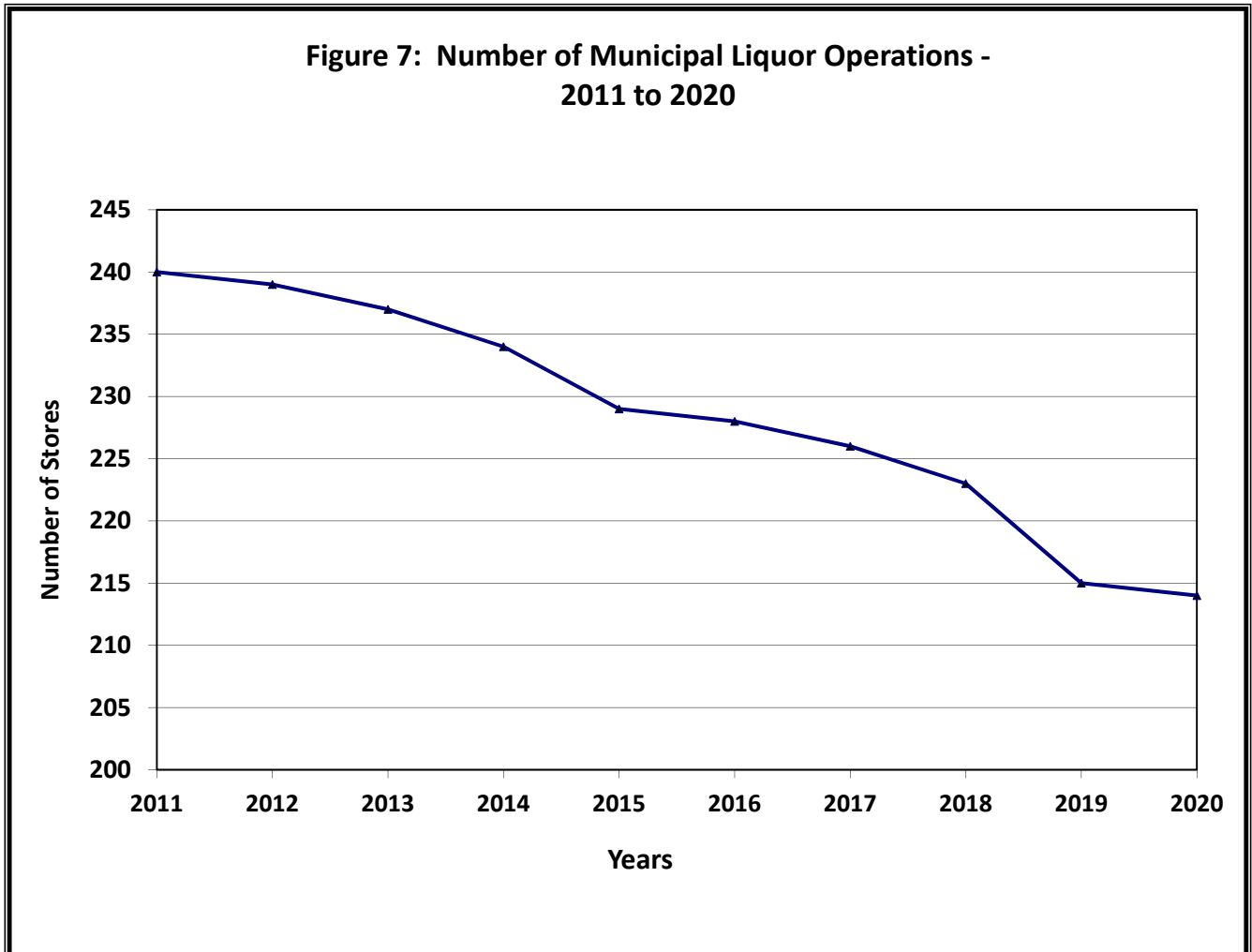
Ada	Big Falls	Boyd	Buffalo Lake	Butterfield	Clarissa
Elmore	Frazee	Hanley Falls	Ivanhoe	Kiester	Littlefork
Mahnomen	Ogilvie	Okabena	Palisade	Remer	Russell
Sacred Heart	Sherburn	Walnut Grove	Wells	West Concord	Wolf Lake

¹⁷To calculate net losses for this analysis, pension costs were excluded. Minnesota Statutes § 340A.602 was amended in 2020 to remove pension costs associated with Governmental Accounting Standards Board (GASB) Statement 68 as part of the calculation of net income. Also, see the Office of the State Auditor’s Statement of Position, “[Municipal Liquor Store Hearings.](#)”

¹⁸Although the City of Ellendale reported a net loss in at least two of the past three years, the City discontinued its liquor store operations in 2020 and does not need to hold a hearing.

Declining Number of Liquor Operations

Due, in part, to the lack of profitability, insurance costs, competition, and other concerns, the number of municipal liquor stores has steadily declined. Figure 7 below shows the decline in the number of municipal liquor stores over the last ten years.¹⁹



¹⁹Figure 7 shows the number of liquor establishments operating in the given year. The number of cities operating liquor establishments decreased by two between 2019 and 2020 (Fairfax and Vesta). In addition, the liquor establishments operated by the Cities of Ellendale and Plainview discontinued or sold operations in, or prior to, 2020, which will be reflected in future reports.

Table 4
Comparison of 2019 and 2020 Liquor Store Operations

On-Sale and Off-Sale Stores

	2019*		2020*		Variance	Percent Change
	Number of Cities		Number of Cities			
	89	86	89	86		
	Amount		Percent of Sales		Variance	Percent Change
	2019*	2020*	2019*	2020*		
Sales	\$71,573,234	\$68,718,922	100.0%	100.0%	(\$2,854,312)	-4.0%
Cost of Sales	42,845,313	44,571,313	59.9%	64.9%	1,726,000	4.0%
Gross Profit	28,727,921	24,147,609	40.1%	35.1%	(4,580,312)	-15.9%
Operating Expenses	26,030,338	22,466,103	36.4%	32.7%	(3,564,235)	-13.7%
Income from Operations	2,697,583	1,681,506	3.8%	2.4%	(1,016,077)	-37.7%
Nonoperating Revenues	1,140,039	1,621,603	1.6%	2.4%	481,564	42.2%
Nonoperating Expenses	318,687	196,967	0.4%	0.3%	(121,720)	-38.2%
Net Income Before Transfers	3,518,935	3,106,142	4.9%	4.5%	(412,793)	-11.7%
Net Transfers (Transfers Out - Transfers In)	2,399,612	2,533,422	3.4%	3.7%	133,810	5.6%

Off-Sale Only Stores

	2019*		2020*		Variance	Percent Change
	Number of Cities		Number of Cities			
	93	93	93	93		
	Amount		Percent of Sales		Variance	Percent Change
	2019*	2020*	2019*	2020*		
Sales	\$300,564,124	\$341,873,930	100.0%	100.0%	\$41,309,806	13.7%
Cost of Sales	221,269,959	251,334,241	73.6%	73.5%	30,064,282	13.6%
Gross Profit	79,294,165	90,539,689	26.4%	26.5%	11,245,524	14.2%
Operating Expenses	56,056,143	58,954,965	18.7%	17.2%	2,898,822	5.2%
Income from Operations	23,238,022	31,584,724	7.7%	9.2%	8,346,702	35.9%
Nonoperating Revenues	2,107,597	2,072,233	0.7%	0.6%	(35,364)	-1.7%
Nonoperating Expenses	978,070	721,117	0.3%	0.2%	(256,953)	-26.3%
Net Income Before Transfers	24,367,549	32,935,840	8.1%	9.6%	8,568,291	35.2%
Net Transfers (Transfers Out - Transfers In)	18,361,156	18,787,664	6.1%	5.5%	426,508	2.3%

Total City Liquor Stores

	2019*		2020*		Variance	Percent Change
	Number of Cities		Number of Cities			
	182	179	182	179		
	Amount		Percent of Sales		Variance	Percent Change
	2019*	2020*	2019*	2020*		
Sales	\$372,137,358	\$410,592,852	100.0%	100.0%	\$38,455,494	10.3%
Cost of Sales	264,115,272	295,905,554	71.0%	72.1%	31,790,282	12.0%
Gross Profit	108,022,086	114,687,298	29.0%	27.9%	6,665,212	6.2%
Operating Expenses	82,086,481	81,421,068	22.1%	19.8%	(665,413)	-0.8%
Income from Operations	25,935,605	33,266,230	7.0%	8.1%	7,330,625	28.3%
Nonoperating Revenues	3,247,636	3,693,836	0.9%	0.9%	446,200	13.7%
Nonoperating Expenses	1,296,757	918,084	0.3%	0.2%	(378,673)	-29.2%
Net Income Before Transfers	27,886,484	36,041,982	7.5%	8.8%	8,155,498	29.2%
Net Transfers (Transfers Out - Transfers In)	20,760,768	21,321,086	5.6%	5.2%	560,318	2.7%

*Two cities (Fairfax and Vesta) that reported in 2019 fully discontinued operations and are no longer included in this report. The City of Menahga did not provide its financial information to the OSA in time for this report and is not included in the 2020 numbers.

Appendix 1
2020 Liquor Store Tables

Table 5
Comparison of City Liquor Store Operations - 2020

Name of City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)
						Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Ada	Off-Sale Only	---	1,740	629,979	467,631	162,348	25.8%	162,756	(408)	6,581	---	6,173	1.0%	---
Aitkin	Off-Sale Only	---	2,168	1,604,961	1,270,704	334,257	20.8%	213,928	120,329	23,514	---	143,843	9.0%	75,000
Akeley	On- & Off-Sale	---	404	400,532	214,376	186,156	46.5%	168,152	18,004	1,327	---	19,331	4.8%	---
Alexandria	Off-Sale Only	---	14,335	7,182,563	5,504,035	1,678,528	23.4%	1,098,771	579,757	10,626	7,022	583,361	8.1%	240,000
Anoka	Off-Sale Only	---	17,921	4,876,807	3,728,642	1,148,165	23.5%	859,260	288,905	42,148	26,384	304,669	6.2%	260,500
Apple Valley	Off-Sale Only	---	56,374	10,878,589	7,726,224	3,152,365	29.0%	1,807,010	1,345,355	99,930	---	1,445,285	13.3%	660,000
Appleton	Off-Sale Only	---	1,392	708,921	491,150	217,771	30.7%	139,944	77,827	---	159	77,668	11.0%	---
Avoca	On- & Off-Sale	---	111	145,798	65,802	79,996	54.9%	101,165	(21,169)	20,790	2,433	(2,812)	-1.9%	36,525
Bagley	Off-Sale Only	---	1,285	1,912,628	1,375,797	536,831	28.1%	329,964	206,867	358	25,711	181,514	9.5%	---
Balaton	On- & Off-Sale	---	595	344,781	230,544	114,237	33.1%	139,125	(24,888)	3,110	---	(21,778)	-6.3%	1
Barnesville	Off-Sale Only	---	2,759	749,942	574,086	175,856	23.4%	97,406	78,450	2,511	---	80,961	10.8%	---
Barnum	On- & Off-Sale	---	620	401,732	235,523	166,209	41.4%	232,946	(66,737)	22,000	---	(44,737)	-11.1%	190,000
Battle Lake	Off-Sale Only	---	857	1,991,442	1,469,834	521,608	26.2%	386,953	134,655	2,858	---	137,513	6.9%	96,000
Baudette	On- & Off-Sale	---	966	1,778,672	1,190,743	587,929	33.1%	444,075	143,854	9,275	---	153,129	8.6%	115,000
Beaver Bay	On- & Off-Sale	---	120	472,878	312,799	160,079	33.9%	148,945	11,134	5,579	---	16,713	3.5%	---
Bemidji	Off-Sale Only	---	14,574	8,423,238	5,871,394	2,551,844	30.3%	1,609,741	942,103	36,013	150,374	827,742	9.8%	516,867
Benson	On- & Off-Sale	---	3,480	1,341,749	940,109	401,640	29.9%	343,786	57,854	28,150	---	86,004	6.4%	76,773
Big Falls	On- & Off-Sale	---	175	247,502	121,841	125,661	50.8%	132,073	(6,412)	611	---	(5,801)	-2.3%	---
Big Lake	Off-Sale Only	---	11,686	5,751,171	4,148,340	1,602,831	27.9%	780,926	821,905	16,964	10,235	828,634	14.4%	448,881
Blackduck	On- & Off-Sale	---	845	1,289,600	816,140	473,460	36.7%	474,042	(582)	11,217	---	10,635	0.8%	76,781
Blue Earth	Off-Sale Only	---	3,174	2,006,057	1,513,775	492,282	24.5%	358,083	134,199	4,236	---	138,435	6.9%	50,000
Boyd	On- & Off-Sale	---	141	444,750	271,900	172,850	38.9%	227,862	(55,012)	27,377	8,792	(36,427)	-8.2%	---
Braham	Off-Sale Only	---	1,769	2,025,160	1,473,615	551,545	27.2%	386,959	164,586	21,536	---	186,122	9.2%	193,300
Brandon	On- & Off-Sale	---	501	459,863	282,091	177,772	38.7%	175,933	1,839	22,030	---	23,869	5.2%	11,776
Brooklyn Center	Off-Sale Only	---	33,782	5,490,543	3,989,186	1,501,357	27.3%	1,590,440	(89,083)	103,771	121,689	(107,001)	-1.9%	---
Browerville	On- & Off-Sale	---	839	470,774	298,304	172,470	36.6%	192,347	(19,877)	15,262	---	(4,615)	-1.0%	(14,835)
Buffalo	Off-Sale Only	---	16,168	6,579,097	4,835,906	1,743,191	26.5%	1,378,294	364,897	32,405	729	396,573	6.0%	475,000

Footnotes:

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[32] The enterprise fund was not in operation.

[38] Unaudited numbers used.

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Table 5
Comparison of City Liquor Store Operations - 2020

Name of City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)
						Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Buffalo Lake	On- & Off-Sale	---	660	398,144	234,838	163,306	41.0%	201,152	(37,846)	9,677	---	(28,169)	-7.1%	---
Butterfield	Off-Sale Only	---	601	221,835	160,910	60,925	27.5%	74,723	(13,798)	2,975	---	(10,823)	-4.9%	---
Caledonia	Off-Sale Only	---	2,847	1,044,595	786,457	258,138	24.7%	173,243	84,895	1,241	---	86,136	8.2%	---
Callaway	On- & Off-Sale	---	178	363,268	183,623	179,645	49.5%	185,054	(5,409)	4,287	---	(1,122)	-0.3%	3,330
Cambridge	Off-Sale Only	---	9,611	6,817,078	5,139,310	1,677,768	24.6%	977,456	700,312	18,190	---	718,502	10.5%	715,000
Clarissa	On- & Off-Sale	---	661	395,727	248,095	147,632	37.3%	164,068	(16,436)	3,960	---	(12,476)	-3.2%	---
Clearbrook	On- & Off-Sale	---	464	505,821	292,137	213,684	42.2%	174,342	39,342	---	---	39,342	7.8%	(10,000)
Cleveland	On- & Off-Sale	---	747	208,765	137,527	71,238	34.1%	121,022	(49,784)	32,715	---	(17,069)	-8.2%	---
Columbia Heights	Off-Sale Only	---	21,973	7,585,383	5,649,325	1,936,058	25.5%	1,654,790	281,268	20,191	53,489	247,970	3.3%	90,900
Cook	Off-Sale Only	---	534	1,753,359	1,290,351	463,008	26.4%	331,354	131,654	14,250	---	145,904	8.3%	---
Cromwell	On- & Off-Sale	---	240	368,677	157,377	211,300	57.3%	170,403	40,897	4,424	---	45,321	12.3%	---
Dalton	Off-Sale Only	---	215	290,827	219,414	71,413	24.6%	67,639	3,774	698	---	4,472	1.5%	---
Darwin	Off-Sale Only	---	348	1,005,284	808,267	197,017	19.6%	139,363	57,654	10,587	---	68,241	6.8%	100,000
Dassel	Off-Sale Only	---	1,472	1,541,232	1,198,717	342,515	22.2%	266,743	75,772	15,678	6,637	84,813	5.5%	---
Dawson	Off-Sale Only	---	1,466	563,202	401,910	161,292	28.6%	142,998	18,294	1,201	---	19,495	3.5%	---
De Graff	On- & Off-Sale	---	110	287,511	153,036	134,475	46.8%	178,279	(43,804)	58,305	10,569	3,932	1.4%	---
Delano	Off-Sale Only	---	6,484	3,692,544	2,655,394	1,037,150	28.1%	608,492	428,658	40,995	---	469,653	12.7%	100,000
Detroit Lakes	Off-Sale Only	---	9,869	8,900,464	6,528,784	2,371,680	26.6%	1,069,957	1,301,723	90,540	84,090	1,308,173	14.7%	585,717
Eagle Bend	On- & Off-Sale	---	546	232,576	136,277	96,299	41.4%	102,974	(6,675)	18,807	---	12,132	5.2%	(2,424)
Eden Prairie	Off-Sale Only	---	64,198	11,711,560	8,299,999	3,411,561	29.1%	2,297,060	1,114,501	63,860	---	1,178,361	10.1%	850,000
Edina	Off-Sale Only	---	53,494	12,117,414	8,744,414	3,373,000	27.8%	2,777,603	595,397	59,180	---	654,577	5.4%	596,774
Elizabeth	Off-Sale Only	---	168	487,958	384,347	103,611	21.2%	94,847	8,764	---	---	8,764	1.8%	---
Elk River	Off-Sale Only	---	25,835	7,927,706	5,679,211	2,248,495	28.4%	1,440,451	808,044	215,252	---	1,023,296	12.9%	740,942
Ellendale	On- & Off-Sale	[32]	676	900	1,237	(337)	-37.4%	1,237	(1,574)	1	---	(1,573)	-174.8%	(963)
Elmore	Off-Sale Only	---	549	102,956	74,434	28,522	27.7%	25,501	3,021	1,321	---	4,342	4.2%	---
Fairmont	Off-Sale Only	---	10,487	4,631,500	3,298,602	1,332,898	28.8%	614,697	718,201	41,040	---	759,241	16.4%	830,000
Farmington	Off-Sale Only	---	23,632	5,347,194	3,984,504	1,362,690	25.5%	974,201	388,489	48,176	---	436,665	8.2%	536,452

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Table 5
Comparison of City Liquor Store Operations - 2020

Name of City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)
						Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Fergus Falls	Off-Sale Only	---	14,119	7,569,406	5,270,390	2,299,016	30.4%	1,218,297	1,080,719	42,277	---	1,122,996	14.8%	603,530
Fifty Lakes	On- & Off-Sale	---	443	545,158	284,130	261,028	47.9%	227,569	33,459	21,422	591	54,290	10.0%	816
Finlayson	On- & Off-Sale	---	295	701,012	431,487	269,525	38.4%	300,907	(31,382)	75	5,576	(36,883)	-5.3%	---
Foreston	On- & Off-Sale	---	559	340,203	170,469	169,734	49.9%	154,092	15,642	19,396	---	35,038	10.3%	27,093
Frazee	On- & Off-Sale	---	1,335	584,847	387,314	197,533	33.8%	167,853	29,680	112	---	29,792	5.1%	---
Fridley	Off-Sale Only	---	29,590	6,708,539	4,906,841	1,801,698	26.9%	1,233,172	568,526	21,473	---	589,999	8.8%	257,504
Gilman	On- & Off-Sale	---	226	297,826	137,724	160,102	53.8%	184,857	(24,755)	35,937	1,156	10,026	3.4%	---
Glencoe	Off-Sale Only	---	5,744	2,531,225	1,881,095	650,130	25.7%	343,226	306,904	163	14,736	292,331	11.5%	325,000
Glenwood	Off-Sale Only	---	2,657	1,794,172	1,328,464	465,708	26.0%	231,835	233,873	3,087	---	236,960	13.2%	60,000
Goodridge	On- & Off-Sale	---	112	324,019	183,629	140,390	43.3%	142,184	(1,794)	1,000	---	(794)	-0.2%	---
Grand Marais	Off-Sale Only	---	1,337	2,123,342	1,530,189	593,153	27.9%	389,589	203,564	5,746	---	209,310	9.9%	200,000
Granite Falls	Off-Sale Only	---	2,737	1,395,644	1,031,356	364,288	26.1%	214,370	149,918	6,819	2,231	154,506	11.1%	68,275
Hackensack	On- & Off-Sale	---	294	1,743,453	1,277,357	466,096	26.7%	294,594	171,502	---	---	171,502	9.8%	26,240
Hadley	On- & Off-Sale	---	54	206,806	91,946	114,860	55.5%	129,182	(14,322)	25,617	347	10,948	5.3%	---
Hanley Falls	On- & Off-Sale	---	243	152,598	80,893	71,705	47.0%	73,188	(1,483)	13,155	433	11,239	7.4%	---
Hanska	On- & Off-Sale	---	382	213,079	118,457	94,622	44.4%	88,401	6,221	9,472	531	15,162	7.1%	---
Hawley	Off-Sale Only	---	2,219	1,505,391	1,095,704	409,687	27.2%	307,548	102,139	164	7,938	94,365	6.3%	10,000
Heron Lake	On- & Off-Sale	---	602	299,604	165,006	134,598	44.9%	136,381	(1,783)	1,063	---	(720)	-0.2%	(7,107)
Hinckley	On- & Off-Sale	---	1,904	2,921,543	2,129,857	791,686	27.1%	570,507	221,179	37,006	9,317	248,868	8.5%	120,000
Hitterdal	On- & Off-Sale	---	199	358,678	188,241	170,437	47.5%	160,983	9,454	---	---	9,454	2.6%	---
Holdingford	On- & Off-Sale	[38]	743	290,284	175,831	114,453	39.4%	159,975	(45,522)	20,563	---	(24,959)	-8.6%	---
Howard Lake	On- & Off-Sale	---	2,071	1,086,183	827,797	258,386	23.8%	239,419	18,967	190	---	19,157	1.8%	---
Hutchinson	Off-Sale Only	---	14,599	7,667,360	5,994,877	1,672,483	21.8%	947,384	725,099	3,355	4,792	723,662	9.4%	500,000
Isanti	Off-Sale Only	---	6,804	3,975,267	2,886,887	1,088,380	27.4%	571,770	516,610	12,629	---	529,239	13.3%	350,000
Isle	On- & Off-Sale	[38]	803	940,140	648,640	291,500	31.0%	253,428	38,072	35	---	38,107	4.1%	(5,636)
Ivanhoe	On- & Off-Sale	[38]	560	405,843	287,323	118,520	29.2%	147,340	(28,820)	7	18	(28,831)	-7.1%	---
Jackson	Off-Sale Only	---	3,323	1,482,868	1,073,364	409,504	27.6%	257,064	152,440	8,469	25,228	135,681	9.1%	41,000

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Table 5
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Name of City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)
						Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Kasson	Off-Sale Only	---	6,851	1,766,088	1,359,974	406,114	23.0%	252,055	154,059	16,791	---	170,850	9.7%	16,000
Kelliher	On- & Off-Sale	---	258	684,494	431,974	252,520	36.9%	231,048	21,472	2,060	---	23,532	3.4%	20,000
Kenyon	On- & Off-Sale	---	1,894	787,063	557,396	229,667	29.2%	235,106	(5,439)	28,475	143	22,893	2.9%	---
Kiester	Off-Sale Only	---	488	229,323	171,338	57,985	25.3%	61,382	(3,397)	4,952	500	1,055	0.5%	---
Lake Park	On- & Off-Sale	---	728	821,220	559,464	261,756	31.9%	277,066	(15,310)	2,170	---	(13,140)	-1.6%	---
Lakefield	Off-Sale Only	---	1,735	731,924	538,574	193,350	26.4%	141,064	52,286	8,684	---	60,970	8.3%	6,000
Lakeville	Off-Sale Only	---	69,490	18,262,397	13,491,472	4,770,925	26.1%	3,263,124	1,507,801	149,486	---	1,657,287	9.1%	1,126,089
Lancaster	On- & Off-Sale	---	364	241,990	137,425	104,565	43.2%	116,163	(11,598)	6,838	---	(4,760)	-2.0%	10,000
Le Center	On- & Off-Sale	---	2,517	1,026,932	709,897	317,035	30.9%	334,975	(17,940)	68,759	3,695	47,124	4.6%	16,530
Lewisville	On- & Off-Sale	---	204	132,709	75,113	57,596	43.4%	83,201	(25,605)	20,002	---	(5,603)	-4.2%	---
Lexington	Off-Sale Only	---	2,248	4,255,639	3,198,144	1,057,495	24.8%	699,523	357,972	6,176	---	364,148	8.6%	125,000
Lindstrom	On- & Off-Sale	---	4,888	2,764,557	1,892,481	872,076	31.5%	765,227	106,849	55,388	---	162,237	5.9%	208,325
Litchfield	Off-Sale Only	---	6,624	2,936,976	2,197,018	739,958	25.2%	453,603	286,355	7,155	---	293,510	10.0%	295,318
Littlefork	On- & Off-Sale	---	553	230,203	145,874	84,329	36.6%	127,933	(43,604)	---	---	(43,604)	-18.9%	(15,000)
Long Prairie	Off-Sale Only	---	3,661	2,100,791	1,591,436	509,355	24.2%	274,192	235,163	3,868	---	239,031	11.4%	106,000
Longville	On- & Off-Sale	---	153	1,981,518	1,302,823	678,695	34.3%	454,644	224,051	512	---	224,563	11.3%	---
Lonsdale	Off-Sale Only	---	4,686	2,110,860	1,640,376	470,484	22.3%	307,151	163,333	577	---	163,910	7.8%	103,500
Luverne	Off-Sale Only	---	4,946	1,747,699	1,303,643	444,056	25.4%	316,660	127,396	12,763	254	139,905	8.0%	45,000
Madelia	Off-Sale Only	---	2,396	766,909	572,884	194,025	25.3%	137,434	56,591	3,192	---	59,783	7.8%	---
Madison	Off-Sale Only	---	1,518	503,756	366,106	137,650	27.3%	104,153	33,497	1,663	---	35,160	7.0%	30,000
Mahnomen	On- & Off-Sale	---	1,240	1,005,817	653,891	351,926	35.0%	411,131	(59,205)	27,966	---	(31,239)	-3.1%	---
Maple Lake	Off-Sale Only	---	2,159	2,359,008	1,779,342	579,666	24.6%	360,475	219,191	5,897	---	225,088	9.5%	50,000
Mapleton	On- & Off-Sale	---	1,710	509,312	327,667	181,645	35.7%	215,553	(33,908)	49,891	---	15,983	3.1%	---
Marshall	Off-Sale Only	---	13,628	6,860,252	4,923,147	1,937,105	28.2%	855,089	1,082,016	31,342	69,254	1,044,104	15.2%	300,000
Mazeppa	On- & Off-Sale	---	874	537,605	350,476	187,129	34.8%	192,852	(5,723)	30,063	3,166	21,174	3.9%	(6,356)
Medford	On- & Off-Sale	---	1,315	226,387	137,523	88,864	39.3%	123,946	(35,082)	19,455	---	(15,627)	-6.9%	---
Mentor	On- & Off-Sale	---	104	432,885	220,304	212,581	49.1%	209,195	3,386	11,895	---	15,281	3.5%	23,500

Footnotes:

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[32] The enterprise fund was not in operation.

[38] Unaudited numbers used.

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Table 5
Comparison of City Liquor Store Operations - 2020

Name of City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)
						Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Milaca	Off-Sale Only	---	3,021	2,894,083	2,135,436	758,647	26.2%	524,059	234,588	12,460	---	247,048	8.5%	92,650
Millerville	On- & Off-Sale	---	100	301,971	173,616	128,355	42.5%	102,347	26,008	2,594	---	28,602	9.5%	---
Miltona	On- & Off-Sale	---	431	618,690	394,977	223,713	36.2%	244,184	(20,471)	---	---	(20,471)	-3.3%	---
Montevideo	Off-Sale Only	---	5,398	2,791,462	2,066,954	724,508	26.0%	465,393	259,115	4,555	---	263,670	9.4%	255,000
Monticello	Off-Sale Only	---	14,455	7,405,960	5,502,228	1,903,732	25.7%	885,605	1,018,127	66,806	---	1,084,933	14.6%	660,000
Moose Lake	On- & Off-Sale	---	2,789	1,659,852	1,182,035	477,817	28.8%	379,316	98,501	---	---	98,501	5.9%	---
Mora	Off-Sale Only	---	3,665	4,438,807	3,259,400	1,179,407	26.6%	553,295	626,112	9,115	32,500	602,727	13.6%	295,539
Morris	Off-Sale Only	---	5,105	2,552,685	1,961,111	591,574	23.2%	357,744	233,830	13,435	---	247,265	9.7%	171,728
Mound	Off-Sale Only	---	9,398	3,838,205	2,760,265	1,077,940	28.1%	636,575	441,365	1,399	---	442,764	11.5%	175,000
Nevis	On- & Off-Sale	---	377	723,259	443,101	280,158	38.7%	257,434	22,724	9,981	---	32,705	4.5%	35,000
New York Mills	On- & Off-Sale	---	1,294	717,645	463,574	254,071	35.4%	203,771	50,300	4,326	---	54,626	7.6%	18,500
Nisswa	On- & Off-Sale	---	1,967	4,834,445	3,299,670	1,534,775	31.7%	1,083,717	451,058	5,593	---	456,651	9.4%	260,000
North Branch	Off-Sale Only	---	10,787	4,163,141	3,055,470	1,107,671	26.6%	932,158	175,513	665	---	176,178	4.2%	176,178
Northfield	Off-Sale Only	---	20,790	2,803,834	2,051,782	752,052	26.8%	502,358	249,694	26,934	---	276,628	9.9%	50,000
Northome	On- & Off-Sale	---	155	295,861	189,959	105,902	35.8%	128,753	(22,851)	17,646	---	(5,205)	-1.8%	---
Ogema	On- & Off-Sale	[0]	208	351,815	184,672	167,143	47.5%	160,019	7,124	8,425	---	15,549	4.4%	5,000
Ogilvie	On- & Off-Sale	---	388	672,214	403,091	269,123	40.0%	203,114	66,009	12,032	---	78,041	11.6%	5,000
Okabena	On- & Off-Sale	---	203	225,586	118,775	106,811	47.3%	135,985	(29,174)	---	---	(29,174)	-12.9%	---
Olivia	Off-Sale Only	---	2,343	1,217,612	893,578	324,034	26.6%	275,662	48,372	7,662	---	56,034	4.6%	---
Orr	On- & Off-Sale	---	211	599,637	372,787	226,850	37.8%	210,878	15,972	2,124	---	18,096	3.0%	34,100
Osakis	On- & Off-Sale	[0]	1,771	864,153	591,487	272,666	31.6%	258,160	14,506	35,643	---	50,149	5.8%	---
Palisade	On- & Off-Sale	---	162	277,890	155,910	121,980	43.9%	129,555	(7,575)	23,879	---	16,304	5.9%	---
Park Rapids	Off-Sale Only	---	4,142	3,429,983	2,531,849	898,134	26.2%	649,617	248,517	10,480	---	258,997	7.6%	33,810
Paynesville	Off-Sale Only	---	2,388	1,956,680	1,530,308	426,372	21.8%	331,675	94,697	40,767	---	135,464	6.9%	37,500
Pelican Rapids	Off-Sale Only	---	2,577	1,612,029	1,149,157	462,872	28.7%	273,951	188,921	3,273	8,721	183,473	11.4%	109,302
Perham	Off-Sale Only	---	3,512	4,434,307	3,183,071	1,251,236	28.2%	591,610	659,626	25,480	2,713	682,393	15.4%	196,555
Pine City	Off-Sale Only	---	3,130	2,417,996	1,722,525	695,471	28.8%	403,321	292,150	59,036	---	351,186	14.5%	350,000

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Table 5
Comparison of City Liquor Store Operations - 2020

Name of City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)
						Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Pipestone	Off-Sale Only	---	4,215	1,980,348	1,446,249	534,099	27.0%	286,022	248,077	9,958	---	258,035	13.0%	80,167
Plainview	On- & Off-Sale	[21]	3,483	735,130	488,407	246,723	33.6%	231,659	15,064	445,038	---	460,102	62.6%	720,274
Princeton	Off-Sale Only	---	4,819	5,615,635	4,241,204	1,374,431	24.5%	710,614	663,817	59,736	---	723,553	12.9%	158,350
Proctor	Off-Sale Only	---	3,120	1,078,483	794,135	284,348	26.4%	242,128	42,220	151	4,287	38,084	3.5%	5,286
Randall	On- & Off-Sale	---	607	713,562	492,378	221,184	31.0%	197,529	23,655	27,447	---	51,102	7.2%	10,000
Ranier	On- & Off-Sale	---	569	270,474	121,793	148,681	55.0%	154,461	(5,780)	11,622	---	5,842	2.2%	---
Redwood Falls	Off-Sale Only	---	5,102	2,656,817	1,985,058	671,759	25.3%	509,019	162,740	19,681	7,385	175,036	6.6%	120,000
Remer	On- & Off-Sale	---	391	834,052	555,519	278,533	33.4%	391,352	(112,819)	---	---	(112,819)	-13.5%	2,500
Richfield	Off-Sale Only	---	36,994	13,262,924	9,886,359	3,376,565	25.5%	2,469,884	906,681	73,344	---	980,025	7.4%	768,210
Robbinsdale	Off-Sale Only	---	14,646	3,899,916	2,799,568	1,100,348	28.2%	938,891	161,457	27,126	---	188,583	4.8%	190,670
Rogers	On- & Off-Sale	---	13,295	4,451,110	3,019,305	1,431,805	32.2%	949,907	481,898	5,200	---	487,098	10.9%	302,579
Roseau	Off-Sale Only	---	2,744	2,168,664	1,589,875	578,789	26.7%	294,578	284,211	321	---	284,532	13.1%	200,000
Russell	On- & Off-Sale	---	348	247,774	153,733	94,041	38.0%	123,935	(29,894)	21,649	---	(8,245)	-3.3%	---
Sacred Heart	On- & Off-Sale	---	510	570,519	356,606	213,913	37.5%	206,655	7,258	31,319	---	38,577	6.8%	---
Saint Anthony	Off-Sale Only	---	9,257	7,015,974	5,252,004	1,763,970	25.1%	1,380,231	383,739	22,621	---	406,360	5.8%	250,000
Saint Francis	Off-Sale Only	---	8,142	2,777,610	2,031,338	746,272	26.9%	478,437	267,835	39,504	---	307,339	11.1%	60,000
Saint James	Off-Sale Only	---	4,793	1,098,655	733,713	364,942	33.2%	269,263	95,679	4,157	---	99,836	9.1%	69,102
Sauk Rapids	Off-Sale Only	---	13,862	3,618,973	2,771,180	847,793	23.4%	560,063	287,730	42,469	---	330,199	9.1%	90,000
Savage	Off-Sale Only	---	32,465	7,386,979	5,312,509	2,074,470	28.1%	1,216,465	858,005	4,366	---	862,371	11.7%	400,000
Sebeka	On- & Off-Sale	---	741	521,413	332,784	188,629	36.2%	188,782	(153)	---	116	(269)	-0.1%	---
Sherburn	On- & Off-Sale	---	1,058	891,658	587,465	304,193	34.1%	354,615	(50,422)	---	91	(50,513)	-5.7%	---
Silver Bay	On- & Off-Sale	---	1,857	1,169,510	761,450	408,060	34.9%	365,922	42,138	4,414	2,972	43,580	3.7%	---
Silver Lake	On- & Off-Sale	---	866	554,218	328,465	225,753	40.7%	252,237	(26,484)	15,703	541	(11,322)	-2.0%	10,000
Spring Grove	On- & Off-Sale	---	1,256	422,431	318,469	103,962	24.6%	124,573	(20,611)	4,096	---	(16,515)	-3.9%	26,800
Stacy	On- & Off-Sale	---	1,703	3,690,157	2,604,292	1,085,865	29.4%	858,790	227,075	36,655	22,056	241,674	6.5%	140,000
Thief River Falls	Off-Sale Only	---	8,749	5,837,878	4,401,933	1,435,945	24.6%	892,055	543,890	23,040	---	566,930	9.7%	431,307
Tracy	Off-Sale Only	---	2,076	870,812	578,826	291,986	33.5%	277,282	14,704	3,913	---	18,617	2.1%	(88,668)

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Table 5
Comparison of City Liquor Store Operations - 2020

Name of City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)
						Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Twin Valley	On- & Off-Sale	---	723	587,489	349,230	238,259	40.6%	190,169	48,090	1,901	---	49,991	8.5%	25,000
Two Harbors	Off-Sale Only	---	3,633	2,810,384	2,060,782	749,602	26.7%	486,226	263,376	19,452	---	282,828	10.1%	1,520
Ulen	On- & Off-Sale	---	476	332,110	169,989	162,121	48.8%	185,420	(23,299)	60	---	(23,239)	-7.0%	---
Underwood	Off-Sale Only	---	356	777,172	544,908	232,264	29.9%	136,512	95,752	1,043	---	96,795	12.5%	23,646
Vergas	Off-Sale Only	---	348	736,331	532,594	203,737	27.7%	121,484	82,253	2,442	---	84,695	11.5%	24,797
Verndale	On- & Off-Sale	---	511	233,165	125,468	107,697	46.2%	114,878	(7,181)	9,302	---	2,121	0.9%	---
Wadena	Off-Sale Only	---	4,325	2,566,183	1,929,884	636,299	24.8%	446,539	189,760	11,366	---	201,126	7.8%	182,458
Walker	Off-Sale Only	---	966	1,125,138	821,502	303,636	27.0%	219,158	84,478	2,200	---	86,678	7.7%	53,508
Walnut Grove	On- & Off-Sale	---	751	330,833	180,918	149,915	45.3%	220,869	(70,954)	9,323	---	(61,631)	-18.6%	---
Warroad	Off-Sale Only	---	1,830	2,082,265	1,532,455	549,810	26.4%	321,717	228,093	---	---	228,093	11.0%	85,000
Waverly	On- & Off-Sale	---	1,900	964,790	711,663	253,127	26.2%	218,633	34,494	---	55	34,439	3.6%	---
Wayzata	On- & Off-Sale	---	4,434	5,300,300	3,064,216	2,236,084	42.2%	2,112,067	124,017	42,811	124,369	42,459	0.8%	41,000
Wells	Off-Sale Only	---	2,410	1,240,320	945,928	294,392	23.7%	241,073	53,319	7,091	30,069	30,341	2.4%	---
West Concord	On- & Off-Sale	---	861	165,942	110,089	55,853	33.7%	105,278	(49,425)	5,577	---	(43,848)	-26.4%	---
Windom	Off-Sale Only	---	4,798	2,335,855	1,710,204	625,651	26.8%	460,526	165,125	4,194	---	169,319	7.2%	100,000
Wolf Lake	On- & Off-Sale	---	71	235,279	152,692	82,587	35.1%	133,257	(50,670)	19,815	---	(30,855)	-13.1%	(2,700)
Worthington	Off-Sale Only	---	13,947	5,035,805	3,751,609	1,284,196	25.5%	742,062	542,134	6,437	23,990	524,581	10.4%	199,500
Off-Sale Only			891,634	\$341,873,930	\$251,334,241	\$90,539,689	26.5%	\$58,954,965	\$31,584,724	\$2,072,233	\$721,117	\$32,935,840	9.6%	\$18,787,664
On- & Off-Sale			87,173	\$68,718,922	\$44,571,313	\$24,147,609	35.1%	\$22,466,103	\$1,681,506	\$1,621,603	\$196,967	\$3,106,142	4.5%	\$2,533,422
All Stores			978,807	\$410,592,852	\$295,905,554	\$114,687,298	27.9%	\$81,421,068	\$33,266,230	\$3,693,836	\$918,084	\$36,041,982	8.8%	\$21,321,086

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Table 6
Comparison of City Liquor Store Operations - 2020
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)		Net Transfers* (\$)
							Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
1	Lakeville	Off-Sale Only	---	69,490	18,262,397	13,491,472	4,770,925	26.1%	3,263,124	1,507,801	149,486	---	1,657,287	9.1%	1,126,089
2	Richfield	Off-Sale Only	---	36,994	13,262,924	9,886,359	3,376,565	25.5%	2,469,884	906,681	73,344	---	980,025	7.4%	768,210
3	Edina	Off-Sale Only	---	53,494	12,117,414	8,744,414	3,373,000	27.8%	2,777,603	595,397	59,180	---	654,577	5.4%	596,774
4	Eden Prairie	Off-Sale Only	---	64,198	11,711,560	8,299,999	3,411,561	29.1%	2,297,060	1,114,501	63,860	---	1,178,361	10.1%	850,000
5	Apple Valley	Off-Sale Only	---	56,374	10,878,589	7,726,224	3,152,365	29.0%	1,807,010	1,345,355	99,930	---	1,445,285	13.3%	660,000
6	Detroit Lakes	Off-Sale Only	---	9,869	8,900,464	6,528,784	2,371,680	26.6%	1,069,957	1,301,723	90,540	84,090	1,308,173	14.7%	585,717
7	Bemidji	Off-Sale Only	---	14,574	8,423,238	5,871,394	2,551,844	30.3%	1,609,741	942,103	36,013	150,374	827,742	9.8%	516,867
8	Elk River	Off-Sale Only	---	25,835	7,927,706	5,679,211	2,248,495	28.4%	1,440,451	808,044	215,252	---	1,023,296	12.9%	740,942
9	Hutchinson	Off-Sale Only	---	14,599	7,667,360	5,994,877	1,672,483	21.8%	947,384	725,099	3,355	4,792	723,662	9.4%	500,000
10	Columbia Heights	Off-Sale Only	---	21,973	7,585,383	5,649,325	1,936,058	25.5%	1,654,790	281,268	20,191	53,489	247,970	3.3%	90,900
11	Fergus Falls	Off-Sale Only	---	14,119	7,569,406	5,270,390	2,299,016	30.4%	1,218,297	1,080,719	42,277	---	1,122,996	14.8%	603,530
12	Monticello	Off-Sale Only	---	14,455	7,405,960	5,502,228	1,903,732	25.7%	885,605	1,018,127	66,806	---	1,084,933	14.6%	660,000
13	Savage	Off-Sale Only	---	32,465	7,386,979	5,312,509	2,074,470	28.1%	1,216,465	858,005	4,366	---	862,371	11.7%	400,000
14	Alexandria	Off-Sale Only	---	14,335	7,182,563	5,504,035	1,678,528	23.4%	1,098,771	579,757	10,626	7,022	583,361	8.1%	240,000
15	Saint Anthony	Off-Sale Only	---	9,257	7,015,974	5,252,004	1,763,970	25.1%	1,380,231	383,739	22,621	---	406,360	5.8%	250,000
16	Marshall	Off-Sale Only	---	13,628	6,860,252	4,923,147	1,937,105	28.2%	855,089	1,082,016	31,342	69,254	1,044,104	15.2%	300,000
17	Cambridge	Off-Sale Only	---	9,611	6,817,078	5,139,310	1,677,768	24.6%	977,456	700,312	18,190	---	718,502	10.5%	715,000
18	Fridley	Off-Sale Only	---	29,590	6,708,539	4,906,841	1,801,698	26.9%	1,233,172	568,526	21,473	---	589,999	8.8%	257,504
19	Buffalo	Off-Sale Only	---	16,168	6,579,097	4,835,906	1,743,191	26.5%	1,378,294	364,897	32,405	729	396,573	6.0%	475,000
20	Thief River Falls	Off-Sale Only	---	8,749	5,837,878	4,401,933	1,435,945	24.6%	892,055	543,890	23,040	---	566,930	9.7%	431,307
21	Big Lake	Off-Sale Only	---	11,686	5,751,171	4,148,340	1,602,831	27.9%	780,926	821,905	16,964	10,235	828,634	14.4%	448,881
22	Princeton	Off-Sale Only	---	4,819	5,615,635	4,241,204	1,374,431	24.5%	710,614	663,817	59,736	---	723,553	12.9%	158,350
23	Brooklyn Center	Off-Sale Only	---	33,782	5,490,543	3,989,186	1,501,357	27.3%	1,590,440	(89,083)	103,771	121,689	(107,001)	-1.9%	---
24	Farmington	Off-Sale Only	---	23,632	5,347,194	3,984,504	1,362,690	25.5%	974,201	388,489	48,176	---	436,665	8.2%	536,452
25	Wayzata	On- & Off-Sale	---	4,434	5,300,300	3,064,216	2,236,084	42.2%	2,112,067	124,017	42,811	124,369	42,459	0.8%	41,000
26	Worthington	Off-Sale Only	---	13,947	5,035,805	3,751,609	1,284,196	25.5%	742,062	542,134	6,437	23,990	524,581	10.4%	199,500
27	Anoka	Off-Sale Only	---	17,921	4,876,807	3,728,642	1,148,165	23.5%	859,260	288,905	42,148	26,384	304,669	6.2%	260,500

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							Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
28	Nisswa	On- & Off-Sale	---	1,967	4,834,445	3,299,670	1,534,775	31.7%	1,083,717	451,058	5,593	---	456,651	9.4%	260,000
29	Fairmont	Off-Sale Only	---	10,487	4,631,500	3,298,602	1,332,898	28.8%	614,697	718,201	41,040	---	759,241	16.4%	830,000
30	Rogers	On- & Off-Sale	---	13,295	4,451,110	3,019,305	1,431,805	32.2%	949,907	481,898	5,200	---	487,098	10.9%	302,579
31	Mora	Off-Sale Only	---	3,665	4,438,807	3,259,400	1,179,407	26.6%	553,295	626,112	9,115	32,500	602,727	13.6%	295,539
32	Perham	Off-Sale Only	---	3,512	4,434,307	3,183,071	1,251,236	28.2%	591,610	659,626	25,480	2,713	682,393	15.4%	196,555
33	Lexington	Off-Sale Only	---	2,248	4,255,639	3,198,144	1,057,495	24.8%	699,523	357,972	6,176	---	364,148	8.6%	125,000
34	North Branch	Off-Sale Only	---	10,787	4,163,141	3,055,470	1,107,671	26.6%	932,158	175,513	665	---	176,178	4.2%	176,178
35	Isanti	Off-Sale Only	---	6,804	3,975,267	2,886,887	1,088,380	27.4%	571,770	516,610	12,629	---	529,239	13.3%	350,000
36	Robbinsdale	Off-Sale Only	---	14,646	3,899,916	2,799,568	1,100,348	28.2%	938,891	161,457	27,126	---	188,583	4.8%	190,670
37	Mound	Off-Sale Only	---	9,398	3,838,205	2,760,265	1,077,940	28.1%	636,575	441,365	1,399	---	442,764	11.5%	175,000
38	Delano	Off-Sale Only	---	6,484	3,692,544	2,655,394	1,037,150	28.1%	608,492	428,658	40,995	---	469,653	12.7%	100,000
39	Stacy	On- & Off-Sale	---	1,703	3,690,157	2,604,292	1,085,865	29.4%	858,790	227,075	36,655	22,056	241,674	6.5%	140,000
40	Sauk Rapids	Off-Sale Only	---	13,862	3,618,973	2,771,180	847,793	23.4%	560,063	287,730	42,469	---	330,199	9.1%	90,000
41	Park Rapids	Off-Sale Only	---	4,142	3,429,983	2,531,849	898,134	26.2%	649,617	248,517	10,480	---	258,997	7.6%	33,810
42	Litchfield	Off-Sale Only	---	6,624	2,936,976	2,197,018	739,958	25.2%	453,603	286,355	7,155	---	293,510	10.0%	295,318
43	Hinckley	On- & Off-Sale	---	1,904	2,921,543	2,129,857	791,686	27.1%	570,507	221,179	37,006	9,317	248,868	8.5%	120,000
44	Milaca	Off-Sale Only	---	3,021	2,894,083	2,135,436	758,647	26.2%	524,059	234,588	12,460	---	247,048	8.5%	92,650
45	Two Harbors	Off-Sale Only	---	3,633	2,810,384	2,060,782	749,602	26.7%	486,226	263,376	19,452	---	282,828	10.1%	1,520
46	Northfield	Off-Sale Only	---	20,790	2,803,834	2,051,782	752,052	26.8%	502,358	249,694	26,934	---	276,628	9.9%	50,000
47	Montevideo	Off-Sale Only	---	5,398	2,791,462	2,066,954	724,508	26.0%	465,393	259,115	4,555	---	263,670	9.4%	255,000
48	Saint Francis	Off-Sale Only	---	8,142	2,777,610	2,031,338	746,272	26.9%	478,437	267,835	39,504	---	307,339	11.1%	60,000
49	Lindstrom	On- & Off-Sale	---	4,888	2,764,557	1,892,481	872,076	31.5%	765,227	106,849	55,388	---	162,237	5.9%	208,325
50	Redwood Falls	Off-Sale Only	---	5,102	2,656,817	1,985,058	671,759	25.3%	509,019	162,740	19,681	7,385	175,036	6.6%	120,000
51	Wadena	Off-Sale Only	---	4,325	2,566,183	1,929,884	636,299	24.8%	446,539	189,760	11,366	---	201,126	7.8%	182,458
52	Morris	Off-Sale Only	---	5,105	2,552,685	1,961,111	591,574	23.2%	357,744	233,830	13,435	---	247,265	9.7%	171,728
53	Glencoe	Off-Sale Only	---	5,744	2,531,225	1,881,095	650,130	25.7%	343,226	306,904	163	14,736	292,331	11.5%	325,000
54	Pine City	Off-Sale Only	---	3,130	2,417,996	1,722,525	695,471	28.8%	403,321	292,150	59,036	---	351,186	14.5%	350,000

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							Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
55	Maple Lake	Off-Sale Only	---	2,159	2,359,008	1,779,342	579,666	24.6%	360,475	219,191	5,897	---	225,088	9.5%	50,000
56	Windom	Off-Sale Only	---	4,798	2,335,855	1,710,204	625,651	26.8%	460,526	165,125	4,194	---	169,319	7.2%	100,000
57	Roseau	Off-Sale Only	---	2,744	2,168,664	1,589,875	578,789	26.7%	294,578	284,211	321	---	284,532	13.1%	200,000
58	Grand Marais	Off-Sale Only	---	1,337	2,123,342	1,530,189	593,153	27.9%	389,589	203,564	5,746	---	209,310	9.9%	200,000
59	Lonsdale	Off-Sale Only	---	4,686	2,110,860	1,640,376	470,484	22.3%	307,151	163,333	577	---	163,910	7.8%	103,500
60	Long Prairie	Off-Sale Only	---	3,661	2,100,791	1,591,436	509,355	24.2%	274,192	235,163	3,868	---	239,031	11.4%	106,000
61	Warroad	Off-Sale Only	---	1,830	2,082,265	1,532,455	549,810	26.4%	321,717	228,093	---	---	228,093	11.0%	85,000
62	Braham	Off-Sale Only	---	1,769	2,025,160	1,473,615	551,545	27.2%	386,959	164,586	21,536	---	186,122	9.2%	193,300
63	Blue Earth	Off-Sale Only	---	3,174	2,006,057	1,513,775	492,282	24.5%	358,083	134,199	4,236	---	138,435	6.9%	50,000
64	Battle Lake	Off-Sale Only	---	857	1,991,442	1,469,834	521,608	26.2%	386,953	134,655	2,858	---	137,513	6.9%	96,000
65	Longville	On- & Off-Sale	---	153	1,981,518	1,302,823	678,695	34.3%	454,644	224,051	512	---	224,563	11.3%	---
66	Pipestone	Off-Sale Only	---	4,215	1,980,348	1,446,249	534,099	27.0%	286,022	248,077	9,958	---	258,035	13.0%	80,167
67	Paynesville	Off-Sale Only	---	2,388	1,956,680	1,530,308	426,372	21.8%	331,675	94,697	40,767	---	135,464	6.9%	37,500
68	Bagley	Off-Sale Only	---	1,285	1,912,628	1,375,797	536,831	28.1%	329,964	206,867	358	25,711	181,514	9.5%	---
69	Glenwood	Off-Sale Only	---	2,657	1,794,172	1,328,464	465,708	26.0%	231,835	233,873	3,087	---	236,960	13.2%	60,000
70	Baudette	On- & Off-Sale	---	966	1,778,672	1,190,743	587,929	33.1%	444,075	143,854	9,275	---	153,129	8.6%	115,000
71	Kasson	Off-Sale Only	---	6,851	1,766,088	1,359,974	406,114	23.0%	252,055	154,059	16,791	---	170,850	9.7%	16,000
72	Cook	Off-Sale Only	---	534	1,753,359	1,290,351	463,008	26.4%	331,354	131,654	14,250	---	145,904	8.3%	---
73	Luverne	Off-Sale Only	---	4,946	1,747,699	1,303,643	444,056	25.4%	316,660	127,396	12,763	254	139,905	8.0%	45,000
74	Hackensack	On- & Off-Sale	---	294	1,743,453	1,277,357	466,096	26.7%	294,594	171,502	---	---	171,502	9.8%	26,240
75	Moose Lake	On- & Off-Sale	---	2,789	1,659,852	1,182,035	477,817	28.8%	379,316	98,501	---	---	98,501	5.9%	---
76	Pelican Rapids	Off-Sale Only	---	2,577	1,612,029	1,149,157	462,872	28.7%	273,951	188,921	3,273	8,721	183,473	11.4%	109,302
77	Aitkin	Off-Sale Only	---	2,168	1,604,961	1,270,704	334,257	20.8%	213,928	120,329	23,514	---	143,843	9.0%	75,000
78	Dassel	Off-Sale Only	---	1,472	1,541,232	1,198,717	342,515	22.2%	266,743	75,772	15,678	6,637	84,813	5.5%	---
79	Hawley	Off-Sale Only	---	2,219	1,505,391	1,095,704	409,687	27.2%	307,548	102,139	164	7,938	94,365	6.3%	10,000
80	Jackson	Off-Sale Only	---	3,323	1,482,868	1,073,364	409,504	27.6%	257,064	152,440	8,469	25,228	135,681	9.1%	41,000
81	Granite Falls	Off-Sale Only	---	2,737	1,395,644	1,031,356	364,288	26.1%	214,370	149,918	6,819	2,231	154,506	11.1%	68,275

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82	Benson	On- & Off-Sale	---	3,480	1,341,749	940,109	401,640	29.9%	343,786	57,854	28,150	---	86,004	6.4%	76,773
83	Blackduck	On- & Off-Sale	---	845	1,289,600	816,140	473,460	36.7%	474,042	(582)	11,217	---	10,635	0.8%	76,781
84	Wells	Off-Sale Only	---	2,410	1,240,320	945,928	294,392	23.7%	241,073	53,319	7,091	30,069	30,341	2.4%	---
85	Olivia	Off-Sale Only	---	2,343	1,217,612	893,578	324,034	26.6%	275,662	48,372	7,662	---	56,034	4.6%	---
86	Silver Bay	On- & Off-Sale	---	1,857	1,169,510	761,450	408,060	34.9%	365,922	42,138	4,414	2,972	43,580	3.7%	---
87	Walker	Off-Sale Only	---	966	1,125,138	821,502	303,636	27.0%	219,158	84,478	2,200	---	86,678	7.7%	53,508
88	Saint James	Off-Sale Only	---	4,793	1,098,655	733,713	364,942	33.2%	269,263	95,679	4,157	---	99,836	9.1%	69,102
89	Howard Lake	On- & Off-Sale	---	2,071	1,086,183	827,797	258,386	23.8%	239,419	18,967	190	---	19,157	1.8%	---
90	Proctor	Off-Sale Only	---	3,120	1,078,483	794,135	284,348	26.4%	242,128	42,220	151	4,287	38,084	3.5%	5,286
91	Caledonia	Off-Sale Only	---	2,847	1,044,595	786,457	258,138	24.7%	173,243	84,895	1,241	---	86,136	8.2%	---
92	Le Center	On- & Off-Sale	---	2,517	1,026,932	709,897	317,035	30.9%	334,975	(17,940)	68,759	3,695	47,124	4.6%	16,530
93	Mahnomen	On- & Off-Sale	---	1,240	1,005,817	653,891	351,926	35.0%	411,131	(59,205)	27,966	---	(31,239)	-3.1%	---
94	Darwin	Off-Sale Only	---	348	1,005,284	808,267	197,017	19.6%	139,363	57,654	10,587	---	68,241	6.8%	100,000
95	Waverly	On- & Off-Sale	---	1,900	964,790	711,663	253,127	26.2%	218,633	34,494	---	55	34,439	3.6%	---
96	Isle	On- & Off-Sale	[38]	803	940,140	648,640	291,500	31.0%	253,428	38,072	35	---	38,107	4.1%	(5,636)
97	Sherburn	On- & Off-Sale	---	1,058	891,658	587,465	304,193	34.1%	354,615	(50,422)	---	91	(50,513)	-5.7%	---
98	Tracy	Off-Sale Only	---	2,076	870,812	578,826	291,986	33.5%	277,282	14,704	3,913	---	18,617	2.1%	(88,668)
99	Osakis	On- & Off-Sale	[0]	1,771	864,153	591,487	272,666	31.6%	258,160	14,506	35,643	---	50,149	5.8%	---
100	Remer	On- & Off-Sale	---	391	834,052	555,519	278,533	33.4%	391,352	(112,819)	---	---	(112,819)	-13.5%	2,500
101	Lake Park	On- & Off-Sale	---	728	821,220	559,464	261,756	31.9%	277,066	(15,310)	2,170	---	(13,140)	-1.6%	---
102	Kenyon	On- & Off-Sale	---	1,894	787,063	557,396	229,667	29.2%	235,106	(5,439)	28,475	143	22,893	2.9%	---
103	Underwood	Off-Sale Only	---	356	777,172	544,908	232,264	29.9%	136,512	95,752	1,043	---	96,795	12.5%	23,646
104	Madelia	Off-Sale Only	---	2,396	766,909	572,884	194,025	25.3%	137,434	56,591	3,192	---	59,783	7.8%	---
105	Barnesville	Off-Sale Only	---	2,759	749,942	574,086	175,856	23.4%	97,406	78,450	2,511	---	80,961	10.8%	---
106	Vergas	Off-Sale Only	---	348	736,331	532,594	203,737	27.7%	121,484	82,253	2,442	---	84,695	11.5%	24,797
107	Plainview	On- & Off-Sale	[21]	3,483	735,130	488,407	246,723	33.6%	231,659	15,064	445,038	---	460,102	62.6%	720,274
108	Lakefield	Off-Sale Only	---	1,735	731,924	538,574	193,350	26.4%	141,064	52,286	8,684	---	60,970	8.3%	6,000

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109	Nevis	On- & Off-Sale	---	377	723,259	443,101	280,158	38.7%	257,434	22,724	9,981	---	32,705	4.5%	35,000
110	New York Mills	On- & Off-Sale	---	1,294	717,645	463,574	254,071	35.4%	203,771	50,300	4,326	---	54,626	7.6%	18,500
111	Randall	On- & Off-Sale	---	607	713,562	492,378	221,184	31.0%	197,529	23,655	27,447	---	51,102	7.2%	10,000
112	Appleton	Off-Sale Only	---	1,392	708,921	491,150	217,771	30.7%	139,944	77,827	---	159	77,668	11.0%	---
113	Finlayson	On- & Off-Sale	---	295	701,012	431,487	269,525	38.4%	300,907	(31,382)	75	5,576	(36,883)	-5.3%	---
114	Kelliher	On- & Off-Sale	---	258	684,494	431,974	252,520	36.9%	231,048	21,472	2,060	---	23,532	3.4%	20,000
115	Ogilvie	On- & Off-Sale	---	388	672,214	403,091	269,123	40.0%	203,114	66,009	12,032	---	78,041	11.6%	5,000
116	Ada	Off-Sale Only	---	1,740	629,979	467,631	162,348	25.8%	162,756	(408)	6,581	---	6,173	1.0%	---
117	Miltona	On- & Off-Sale	---	431	618,690	394,977	223,713	36.2%	244,184	(20,471)	---	---	(20,471)	-3.3%	---
118	Orr	On- & Off-Sale	---	211	599,637	372,787	226,850	37.8%	210,878	15,972	2,124	---	18,096	3.0%	34,100
119	Twin Valley	On- & Off-Sale	---	723	587,489	349,230	238,259	40.6%	190,169	48,090	1,901	---	49,991	8.5%	25,000
120	Frazee	On- & Off-Sale	---	1,335	584,847	387,314	197,533	33.8%	167,853	29,680	112	---	29,792	5.1%	---
121	Sacred Heart	On- & Off-Sale	---	510	570,519	356,606	213,913	37.5%	206,655	7,258	31,319	---	38,577	6.8%	---
122	Dawson	Off-Sale Only	---	1,466	563,202	401,910	161,292	28.6%	142,998	18,294	1,201	---	19,495	3.5%	---
123	Silver Lake	On- & Off-Sale	---	866	554,218	328,465	225,753	40.7%	252,237	(26,484)	15,703	541	(11,322)	-2.0%	10,000
124	Fifty Lakes	On- & Off-Sale	---	443	545,158	284,130	261,028	47.9%	227,569	33,459	21,422	591	54,290	10.0%	816
125	Mazeppa	On- & Off-Sale	---	874	537,605	350,476	187,129	34.8%	192,852	(5,723)	30,063	3,166	21,174	3.9%	(6,356)
126	Sebeka	On- & Off-Sale	---	741	521,413	332,784	188,629	36.2%	188,782	(153)	---	116	(269)	-0.1%	---
127	Mapleton	On- & Off-Sale	---	1,710	509,312	327,667	181,645	35.7%	215,553	(33,908)	49,891	---	15,983	3.1%	---
128	Clearbrook	On- & Off-Sale	---	464	505,821	292,137	213,684	42.2%	174,342	39,342	---	---	39,342	7.8%	(10,000)
129	Madison	Off-Sale Only	---	1,518	503,756	366,106	137,650	27.3%	104,153	33,497	1,663	---	35,160	7.0%	30,000
130	Elizabeth	Off-Sale Only	---	168	487,958	384,347	103,611	21.2%	94,847	8,764	---	---	8,764	1.8%	---
131	Beaver Bay	On- & Off-Sale	---	120	472,878	312,799	160,079	33.9%	148,945	11,134	5,579	---	16,713	3.5%	---
132	Browerville	On- & Off-Sale	---	839	470,774	298,304	172,470	36.6%	192,347	(19,877)	15,262	---	(4,615)	-1.0%	(14,835)
133	Brandon	On- & Off-Sale	---	501	459,863	282,091	177,772	38.7%	175,933	1,839	22,030	---	23,869	5.2%	11,776
134	Boyd	On- & Off-Sale	---	141	444,750	271,900	172,850	38.9%	227,862	(55,012)	27,377	8,792	(36,427)	-8.2%	---
135	Mentor	On- & Off-Sale	---	104	432,885	220,304	212,581	49.1%	209,195	3,386	11,895	---	15,281	3.5%	23,500

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Table 6
Comparison of City Liquor Store Operations - 2020
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)		Net Transfers* (\$)
							Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
136	Spring Grove	On- & Off-Sale	---	1,256	422,431	318,469	103,962	24.6%	124,573	(20,611)	4,096	---	(16,515)	-3.9%	26,800
137	Ivanhoe	On- & Off-Sale	[38]	560	405,843	287,323	118,520	29.2%	147,340	(28,820)	7	18	(28,831)	-7.1%	---
138	Barnum	On- & Off-Sale	---	620	401,732	235,523	166,209	41.4%	232,946	(66,737)	22,000	---	(44,737)	-11.1%	190,000
139	Akeley	On- & Off-Sale	---	404	400,532	214,376	186,156	46.5%	168,152	18,004	1,327	---	19,331	4.8%	---
140	Buffalo Lake	On- & Off-Sale	---	660	398,144	234,838	163,306	41.0%	201,152	(37,846)	9,677	---	(28,169)	-7.1%	---
141	Clarissa	On- & Off-Sale	---	661	395,727	248,095	147,632	37.3%	164,068	(16,436)	3,960	---	(12,476)	-3.2%	---
142	Cromwell	On- & Off-Sale	---	240	368,677	157,377	211,300	57.3%	170,403	40,897	4,424	---	45,321	12.3%	---
143	Callaway	On- & Off-Sale	---	178	363,268	183,623	179,645	49.5%	185,054	(5,409)	4,287	---	(1,122)	-0.3%	3,330
144	Hitterdal	On- & Off-Sale	---	199	358,678	188,241	170,437	47.5%	160,983	9,454	---	---	9,454	2.6%	---
145	Ogema	On- & Off-Sale	[0]	208	351,815	184,672	167,143	47.5%	160,019	7,124	8,425	---	15,549	4.4%	5,000
146	Balaton	On- & Off-Sale	---	595	344,781	230,544	114,237	33.1%	139,125	(24,888)	3,110	---	(21,778)	-6.3%	1
147	Foreston	On- & Off-Sale	---	559	340,203	170,469	169,734	49.9%	154,092	15,642	19,396	---	35,038	10.3%	27,093
148	Ulen	On- & Off-Sale	---	476	332,110	169,989	162,121	48.8%	185,420	(23,299)	60	---	(23,239)	-7.0%	---
149	Walnut Grove	On- & Off-Sale	---	751	330,833	180,918	149,915	45.3%	220,869	(70,954)	9,323	---	(61,631)	-18.6%	---
150	Goodridge	On- & Off-Sale	---	112	324,019	183,629	140,390	43.3%	142,184	(1,794)	1,000	---	(794)	-0.2%	---
151	Millerville	On- & Off-Sale	---	100	301,971	173,616	128,355	42.5%	102,347	26,008	2,594	---	28,602	9.5%	---
152	Heron Lake	On- & Off-Sale	---	602	299,604	165,006	134,598	44.9%	136,381	(1,783)	1,063	---	(720)	-0.2%	(7,107)
153	Gilman	On- & Off-Sale	---	226	297,826	137,724	160,102	53.8%	184,857	(24,755)	35,937	1,156	10,026	3.4%	---
154	Northome	On- & Off-Sale	---	155	295,861	189,959	105,902	35.8%	128,753	(22,851)	17,646	---	(5,205)	-1.8%	---
155	Dalton	Off-Sale Only	---	215	290,827	219,414	71,413	24.6%	67,639	3,774	698	---	4,472	1.5%	---
156	Holdingsford	On- & Off-Sale	[38]	743	290,284	175,831	114,453	39.4%	159,975	(45,522)	20,563	---	(24,959)	-8.6%	---
157	De Graff	On- & Off-Sale	---	110	287,511	153,036	134,475	46.8%	178,279	(43,804)	58,305	10,569	3,932	1.4%	---
158	Palisade	On- & Off-Sale	---	162	277,890	155,910	121,980	43.9%	129,555	(7,575)	23,879	---	16,304	5.9%	---
159	Ranier	On- & Off-Sale	---	569	270,474	121,793	148,681	55.0%	154,461	(5,780)	11,622	---	5,842	2.2%	---
160	Russell	On- & Off-Sale	---	348	247,774	153,733	94,041	38.0%	123,935	(29,894)	21,649	---	(8,245)	-3.3%	---
161	Big Falls	On- & Off-Sale	---	175	247,502	121,841	125,661	50.8%	132,073	(6,412)	611	---	(5,801)	-2.3%	---
162	Lancaster	On- & Off-Sale	---	364	241,990	137,425	104,565	43.2%	116,163	(11,598)	6,838	---	(4,760)	-2.0%	10,000

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Table 6
Comparison of City Liquor Store Operations - 2020
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)		Net Transfers* (\$)
							Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
163	Wolf Lake	On- & Off-Sale	---	71	235,279	152,692	82,587	35.1%	133,257	(50,670)	19,815	---	(30,855)	-13.1%	(2,700)
164	Verndale	On- & Off-Sale	---	511	233,165	125,468	107,697	46.2%	114,878	(7,181)	9,302	---	2,121	0.9%	---
165	Eagle Bend	On- & Off-Sale	---	546	232,576	136,277	96,299	41.4%	102,974	(6,675)	18,807	---	12,132	5.2%	(2,424)
166	Littlefork	On- & Off-Sale	---	553	230,203	145,874	84,329	36.6%	127,933	(43,604)	---	---	(43,604)	-18.9%	(15,000)
167	Kiester	Off-Sale Only	---	488	229,323	171,338	57,985	25.3%	61,382	(3,397)	4,952	500	1,055	0.5%	---
168	Medford	On- & Off-Sale	---	1,315	226,387	137,523	88,864	39.3%	123,946	(35,082)	19,455	---	(15,627)	-6.9%	---
169	Okabena	On- & Off-Sale	---	203	225,586	118,775	106,811	47.3%	135,985	(29,174)	---	---	(29,174)	-12.9%	---
170	Butterfield	Off-Sale Only	---	601	221,835	160,910	60,925	27.5%	74,723	(13,798)	2,975	---	(10,823)	-4.9%	---
171	Hanska	On- & Off-Sale	---	382	213,079	118,457	94,622	44.4%	88,401	6,221	9,472	531	15,162	7.1%	---
172	Cleveland	On- & Off-Sale	---	747	208,765	137,527	71,238	34.1%	121,022	(49,784)	32,715	---	(17,069)	-8.2%	---
173	Hadley	On- & Off-Sale	---	54	206,806	91,946	114,860	55.5%	129,182	(14,322)	25,617	347	10,948	5.3%	---
174	West Concord	On- & Off-Sale	---	861	165,942	110,089	55,853	33.7%	105,278	(49,425)	5,577	---	(43,848)	-26.4%	---
175	Hanley Falls	On- & Off-Sale	---	243	152,598	80,893	71,705	47.0%	73,188	(1,483)	13,155	433	11,239	7.4%	---
176	Avoca	On- & Off-Sale	---	111	145,798	65,802	79,996	54.9%	101,165	(21,169)	20,790	2,433	(2,812)	-1.9%	36,525
177	Lewisville	On- & Off-Sale	---	204	132,709	75,113	57,596	43.4%	83,201	(25,605)	20,002	---	(5,603)	-4.2%	---
178	Elmore	Off-Sale Only	---	549	102,956	74,434	28,522	27.7%	25,501	3,021	1,321	---	4,342	4.2%	---
179	Ellendale	On- & Off-Sale	[32]	676	900	1,237	(337)	-37.4%	1,237	(1,574)	1	---	(1,573)	-174.8%	(963)
Off-Sale Only				891,634	\$341,873,930	\$251,334,241	\$90,539,689	26.5%	\$58,954,965	\$31,584,724	\$2,072,233	\$721,117	\$32,935,840	9.6%	\$18,787,664
On- & Off-Sale				87,173	\$68,718,922	\$44,571,313	\$24,147,609	35.1%	\$22,466,103	\$1,681,506	\$1,621,603	\$196,967	\$3,106,142	4.5%	\$2,533,422
All Stores				978,807	\$410,592,852	\$295,905,554	\$114,687,298	27.9%	\$81,421,068	\$33,266,230	\$3,693,836	\$918,084	\$36,041,982	8.8%	\$21,321,086

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Table 7
Comparison of City Liquor Store Operations - 2020
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)		Net Transfers* (\$)
							Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
1	Plainview	On- & Off-Sale	[21]	3,483	735,130	488,407	246,723	33.6%	231,659	15,064	445,038	---	460,102	62.6%	720,274
2	Fairmont	Off-Sale Only	---	10,487	4,631,500	3,298,602	1,332,898	28.8%	614,697	718,201	41,040	---	759,241	16.4%	830,000
3	Perham	Off-Sale Only	---	3,512	4,434,307	3,183,071	1,251,236	28.2%	591,610	659,626	25,480	2,713	682,393	15.4%	196,555
4	Marshall	Off-Sale Only	---	13,628	6,860,252	4,923,147	1,937,105	28.2%	855,089	1,082,016	31,342	69,254	1,044,104	15.2%	300,000
5	Fergus Falls	Off-Sale Only	---	14,119	7,569,406	5,270,390	2,299,016	30.4%	1,218,297	1,080,719	42,277	---	1,122,996	14.8%	603,530
6	Detroit Lakes	Off-Sale Only	---	9,869	8,900,464	6,528,784	2,371,680	26.6%	1,069,957	1,301,723	90,540	84,090	1,308,173	14.7%	585,717
7	Monticello	Off-Sale Only	---	14,455	7,405,960	5,502,228	1,903,732	25.7%	885,605	1,018,127	66,806	---	1,084,933	14.6%	660,000
8	Pine City	Off-Sale Only	---	3,130	2,417,996	1,722,525	695,471	28.8%	403,321	292,150	59,036	---	351,186	14.5%	350,000
9	Big Lake	Off-Sale Only	---	11,686	5,751,171	4,148,340	1,602,831	27.9%	780,926	821,905	16,964	10,235	828,634	14.4%	448,881
10	Mora	Off-Sale Only	---	3,665	4,438,807	3,259,400	1,179,407	26.6%	553,295	626,112	9,115	32,500	602,727	13.6%	295,539
11	Isanti	Off-Sale Only	---	6,804	3,975,267	2,886,887	1,088,380	27.4%	571,770	516,610	12,629	---	529,239	13.3%	350,000
12	Apple Valley	Off-Sale Only	---	56,374	10,878,589	7,726,224	3,152,365	29.0%	1,807,010	1,345,355	99,930	---	1,445,285	13.3%	660,000
13	Glenwood	Off-Sale Only	---	2,657	1,794,172	1,328,464	465,708	26.0%	231,835	233,873	3,087	---	236,960	13.2%	60,000
14	Roseau	Off-Sale Only	---	2,744	2,168,664	1,589,875	578,789	26.7%	294,578	284,211	321	---	284,532	13.1%	200,000
15	Pipestone	Off-Sale Only	---	4,215	1,980,348	1,446,249	534,099	27.0%	286,022	248,077	9,958	---	258,035	13.0%	80,167
16	Elk River	Off-Sale Only	---	25,835	7,927,706	5,679,211	2,248,495	28.4%	1,440,451	808,044	215,252	---	1,023,296	12.9%	740,942
17	Princeton	Off-Sale Only	---	4,819	5,615,635	4,241,204	1,374,431	24.5%	710,614	663,817	59,736	---	723,553	12.9%	158,350
18	Delano	Off-Sale Only	---	6,484	3,692,544	2,655,394	1,037,150	28.1%	608,492	428,658	40,995	---	469,653	12.7%	100,000
19	Underwood	Off-Sale Only	---	356	777,172	544,908	232,264	29.9%	136,512	95,752	1,043	---	96,795	12.5%	23,646
20	Cromwell	On- & Off-Sale	---	240	368,677	157,377	211,300	57.3%	170,403	40,897	4,424	---	45,321	12.3%	---
21	Savage	Off-Sale Only	---	32,465	7,386,979	5,312,509	2,074,470	28.1%	1,216,465	858,005	4,366	---	862,371	11.7%	400,000
22	Ogilvie	On- & Off-Sale	---	388	672,214	403,091	269,123	40.0%	203,114	66,009	12,032	---	78,041	11.6%	5,000
23	Glencoe	Off-Sale Only	---	5,744	2,531,225	1,881,095	650,130	25.7%	343,226	306,904	163	14,736	292,331	11.5%	325,000
24	Mound	Off-Sale Only	---	9,398	3,838,205	2,760,265	1,077,940	28.1%	636,575	441,365	1,399	---	442,764	11.5%	175,000
25	Vergas	Off-Sale Only	---	348	736,331	532,594	203,737	27.7%	121,484	82,253	2,442	---	84,695	11.5%	24,797
26	Pelican Rapids	Off-Sale Only	---	2,577	1,612,029	1,149,157	462,872	28.7%	273,951	188,921	3,273	8,721	183,473	11.4%	109,302
27	Long Prairie	Off-Sale Only	---	3,661	2,100,791	1,591,436	509,355	24.2%	274,192	235,163	3,868	---	239,031	11.4%	106,000
28	Longville	On- & Off-Sale	---	153	1,981,518	1,302,823	678,695	34.3%	454,644	224,051	512	---	224,563	11.3%	---

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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)		Net Transfers* (\$)
							Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
29	Granite Falls	Off-Sale Only	---	2,737	1,395,644	1,031,356	364,288	26.1%	214,370	149,918	6,819	2,231	154,506	11.1%	68,275
30	Saint Francis	Off-Sale Only	---	8,142	2,777,610	2,031,338	746,272	26.9%	478,437	267,835	39,504	---	307,339	11.1%	60,000
31	Appleton	Off-Sale Only	---	1,392	708,921	491,150	217,771	30.7%	139,944	77,827	---	159	77,668	11.0%	---
32	Warroad	Off-Sale Only	---	1,830	2,082,265	1,532,455	549,810	26.4%	321,717	228,093	---	---	228,093	11.0%	85,000
33	Rogers	On- & Off-Sale	---	13,295	4,451,110	3,019,305	1,431,805	32.2%	949,907	481,898	5,200	---	487,098	10.9%	302,579
34	Barnesville	Off-Sale Only	---	2,759	749,942	574,086	175,856	23.4%	97,406	78,450	2,511	---	80,961	10.8%	---
35	Cambridge	Off-Sale Only	---	9,611	6,817,078	5,139,310	1,677,768	24.6%	977,456	700,312	18,190	---	718,502	10.5%	715,000
36	Worthington	Off-Sale Only	---	13,947	5,035,805	3,751,609	1,284,196	25.5%	742,062	542,134	6,437	23,990	524,581	10.4%	199,500
37	Foreston	On- & Off-Sale	---	559	340,203	170,469	169,734	49.9%	154,092	15,642	19,396	---	35,038	10.3%	27,093
38	Two Harbors	Off-Sale Only	---	3,633	2,810,384	2,060,782	749,602	26.7%	486,226	263,376	19,452	---	282,828	10.1%	1,520
39	Eden Prairie	Off-Sale Only	---	64,198	11,711,560	8,299,999	3,411,561	29.1%	2,297,060	1,114,501	63,860	---	1,178,361	10.1%	850,000
40	Litchfield	Off-Sale Only	---	6,624	2,936,976	2,197,018	739,958	25.2%	453,603	286,355	7,155	---	293,510	10.0%	295,318
41	Fifty Lakes	On- & Off-Sale	---	443	545,158	284,130	261,028	47.9%	227,569	33,459	21,422	591	54,290	10.0%	816
42	Northfield	Off-Sale Only	---	20,790	2,803,834	2,051,782	752,052	26.8%	502,358	249,694	26,934	---	276,628	9.9%	50,000
43	Grand Marais	Off-Sale Only	---	1,337	2,123,342	1,530,189	593,153	27.9%	389,589	203,564	5,746	---	209,310	9.9%	200,000
44	Hackensack	On- & Off-Sale	---	294	1,743,453	1,277,357	466,096	26.7%	294,594	171,502	---	---	171,502	9.8%	26,240
45	Bemidji	Off-Sale Only	---	14,574	8,423,238	5,871,394	2,551,844	30.3%	1,609,741	942,103	36,013	150,374	827,742	9.8%	516,867
46	Thief River Falls	Off-Sale Only	---	8,749	5,837,878	4,401,933	1,435,945	24.6%	892,055	543,890	23,040	---	566,930	9.7%	431,307
47	Morris	Off-Sale Only	---	5,105	2,552,685	1,961,111	591,574	23.2%	357,744	233,830	13,435	---	247,265	9.7%	171,728
48	Kasson	Off-Sale Only	---	6,851	1,766,088	1,359,974	406,114	23.0%	252,055	154,059	16,791	---	170,850	9.7%	16,000
49	Maple Lake	Off-Sale Only	---	2,159	2,359,008	1,779,342	579,666	24.6%	360,475	219,191	5,897	---	225,088	9.5%	50,000
50	Bagley	Off-Sale Only	---	1,285	1,912,628	1,375,797	536,831	28.1%	329,964	206,867	358	25,711	181,514	9.5%	---
51	Millerville	On- & Off-Sale	---	100	301,971	173,616	128,355	42.5%	102,347	26,008	2,594	---	28,602	9.5%	---
52	Nisswa	On- & Off-Sale	---	1,967	4,834,445	3,299,670	1,534,775	31.7%	1,083,717	451,058	5,593	---	456,651	9.4%	260,000
53	Montevideo	Off-Sale Only	---	5,398	2,791,462	2,066,954	724,508	26.0%	465,393	259,115	4,555	---	263,670	9.4%	255,000
54	Hutchinson	Off-Sale Only	---	14,599	7,667,360	5,994,877	1,672,483	21.8%	947,384	725,099	3,355	4,792	723,662	9.4%	500,000
55	Braham	Off-Sale Only	---	1,769	2,025,160	1,473,615	551,545	27.2%	386,959	164,586	21,536	---	186,122	9.2%	193,300
56	Jackson	Off-Sale Only	---	3,323	1,482,868	1,073,364	409,504	27.6%	257,064	152,440	8,469	25,228	135,681	9.1%	41,000

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							Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
57	Sauk Rapids	Off-Sale Only	---	13,862	3,618,973	2,771,180	847,793	23.4%	560,063	287,730	42,469	---	330,199	9.1%	90,000
58	Saint James	Off-Sale Only	---	4,793	1,098,655	733,713	364,942	33.2%	269,263	95,679	4,157	---	99,836	9.1%	69,102
59	Lakeville	Off-Sale Only	---	69,490	18,262,397	13,491,472	4,770,925	26.1%	3,263,124	1,507,801	149,486	---	1,657,287	9.1%	1,126,089
60	Aitkin	Off-Sale Only	---	2,168	1,604,961	1,270,704	334,257	20.8%	213,928	120,329	23,514	---	143,843	9.0%	75,000
61	Fridley	Off-Sale Only	---	29,590	6,708,539	4,906,841	1,801,698	26.9%	1,233,172	568,526	21,473	---	589,999	8.8%	257,504
62	Baudette	On- & Off-Sale	---	966	1,778,672	1,190,743	587,929	33.1%	444,075	143,854	9,275	---	153,129	8.6%	115,000
63	Lexington	Off-Sale Only	---	2,248	4,255,639	3,198,144	1,057,495	24.8%	699,523	357,972	6,176	---	364,148	8.6%	125,000
64	Milaca	Off-Sale Only	---	3,021	2,894,083	2,135,436	758,647	26.2%	524,059	234,588	12,460	---	247,048	8.5%	92,650
65	Hinckley	On- & Off-Sale	---	1,904	2,921,543	2,129,857	791,686	27.1%	570,507	221,179	37,006	9,317	248,868	8.5%	120,000
66	Twin Valley	On- & Off-Sale	---	723	587,489	349,230	238,259	40.6%	190,169	48,090	1,901	---	49,991	8.5%	25,000
67	Lakefield	Off-Sale Only	---	1,735	731,924	538,574	193,350	26.4%	141,064	52,286	8,684	---	60,970	8.3%	6,000
68	Cook	Off-Sale Only	---	534	1,753,359	1,290,351	463,008	26.4%	331,354	131,654	14,250	---	145,904	8.3%	---
69	Caledonia	Off-Sale Only	---	2,847	1,044,595	786,457	258,138	24.7%	173,243	84,895	1,241	---	86,136	8.2%	---
70	Farmington	Off-Sale Only	---	23,632	5,347,194	3,984,504	1,362,690	25.5%	974,201	388,489	48,176	---	436,665	8.2%	536,452
71	Alexandria	Off-Sale Only	---	14,335	7,182,563	5,504,035	1,678,528	23.4%	1,098,771	579,757	10,626	7,022	583,361	8.1%	240,000
72	Luverne	Off-Sale Only	---	4,946	1,747,699	1,303,643	444,056	25.4%	316,660	127,396	12,763	254	139,905	8.0%	45,000
73	Wadena	Off-Sale Only	---	4,325	2,566,183	1,929,884	636,299	24.8%	446,539	189,760	11,366	---	201,126	7.8%	182,458
74	Madelia	Off-Sale Only	---	2,396	766,909	572,884	194,025	25.3%	137,434	56,591	3,192	---	59,783	7.8%	---
75	Clearbrook	On- & Off-Sale	---	464	505,821	292,137	213,684	42.2%	174,342	39,342	---	---	39,342	7.8%	(10,000)
76	Lonsdale	Off-Sale Only	---	4,686	2,110,860	1,640,376	470,484	22.3%	307,151	163,333	577	---	163,910	7.8%	103,500
77	Walker	Off-Sale Only	---	966	1,125,138	821,502	303,636	27.0%	219,158	84,478	2,200	---	86,678	7.7%	53,508
78	New York Mills	On- & Off-Sale	---	1,294	717,645	463,574	254,071	35.4%	203,771	50,300	4,326	---	54,626	7.6%	18,500
79	Park Rapids	Off-Sale Only	---	4,142	3,429,983	2,531,849	898,134	26.2%	649,617	248,517	10,480	---	258,997	7.6%	33,810
80	Richfield	Off-Sale Only	---	36,994	13,262,924	9,886,359	3,376,565	25.5%	2,469,884	906,681	73,344	---	980,025	7.4%	768,210
81	Hanley Falls	On- & Off-Sale	---	243	152,598	80,893	71,705	47.0%	73,188	(1,483)	13,155	433	11,239	7.4%	---
82	Windom	Off-Sale Only	---	4,798	2,335,855	1,710,204	625,651	26.8%	460,526	165,125	4,194	---	169,319	7.2%	100,000
83	Randall	On- & Off-Sale	---	607	713,562	492,378	221,184	31.0%	197,529	23,655	27,447	---	51,102	7.2%	10,000
84	Hanska	On- & Off-Sale	---	382	213,079	118,457	94,622	44.4%	88,401	6,221	9,472	531	15,162	7.1%	---

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							Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
85	Madison	Off-Sale Only	---	1,518	503,756	366,106	137,650	27.3%	104,153	33,497	1,663	---	35,160	7.0%	30,000
86	Paynesville	Off-Sale Only	---	2,388	1,956,680	1,530,308	426,372	21.8%	331,675	94,697	40,767	---	135,464	6.9%	37,500
87	Battle Lake	Off-Sale Only	---	857	1,991,442	1,469,834	521,608	26.2%	386,953	134,655	2,858	---	137,513	6.9%	96,000
88	Blue Earth	Off-Sale Only	---	3,174	2,006,057	1,513,775	492,282	24.5%	358,083	134,199	4,236	---	138,435	6.9%	50,000
89	Darwin	Off-Sale Only	---	348	1,005,284	808,267	197,017	19.6%	139,363	57,654	10,587	---	68,241	6.8%	100,000
90	Sacred Heart	On- & Off-Sale	---	510	570,519	356,606	213,913	37.5%	206,655	7,258	31,319	---	38,577	6.8%	---
91	Redwood Falls	Off-Sale Only	---	5,102	2,656,817	1,985,058	671,759	25.3%	509,019	162,740	19,681	7,385	175,036	6.6%	120,000
92	Stacy	On- & Off-Sale	---	1,703	3,690,157	2,604,292	1,085,865	29.4%	858,790	227,075	36,655	22,056	241,674	6.5%	140,000
93	Benson	On- & Off-Sale	---	3,480	1,341,749	940,109	401,640	29.9%	343,786	57,854	28,150	---	86,004	6.4%	76,773
94	Hawley	Off-Sale Only	---	2,219	1,505,391	1,095,704	409,687	27.2%	307,548	102,139	164	7,938	94,365	6.3%	10,000
95	Anoka	Off-Sale Only	---	17,921	4,876,807	3,728,642	1,148,165	23.5%	859,260	288,905	42,148	26,384	304,669	6.2%	260,500
96	Buffalo	Off-Sale Only	---	16,168	6,579,097	4,835,906	1,743,191	26.5%	1,378,294	364,897	32,405	729	396,573	6.0%	475,000
97	Moose Lake	On- & Off-Sale	---	2,789	1,659,852	1,182,035	477,817	28.8%	379,316	98,501	---	---	98,501	5.9%	---
98	Lindstrom	On- & Off-Sale	---	4,888	2,764,557	1,892,481	872,076	31.5%	765,227	106,849	55,388	---	162,237	5.9%	208,325
99	Palisade	On- & Off-Sale	---	162	277,890	155,910	121,980	43.9%	129,555	(7,575)	23,879	---	16,304	5.9%	---
100	Osakis	On- & Off-Sale	[0]	1,771	864,153	591,487	272,666	31.6%	258,160	14,506	35,643	---	50,149	5.8%	---
101	Saint Anthony	Off-Sale Only	---	9,257	7,015,974	5,252,004	1,763,970	25.1%	1,380,231	383,739	22,621	---	406,360	5.8%	250,000
102	Dassel	Off-Sale Only	---	1,472	1,541,232	1,198,717	342,515	22.2%	266,743	75,772	15,678	6,637	84,813	5.5%	---
103	Edina	Off-Sale Only	---	53,494	12,117,414	8,744,414	3,373,000	27.8%	2,777,603	595,397	59,180	---	654,577	5.4%	596,774
104	Hadley	On- & Off-Sale	---	54	206,806	91,946	114,860	55.5%	129,182	(14,322)	25,617	347	10,948	5.3%	---
105	Eagle Bend	On- & Off-Sale	---	546	232,576	136,277	96,299	41.4%	102,974	(6,675)	18,807	---	12,132	5.2%	(2,424)
106	Brandon	On- & Off-Sale	---	501	459,863	282,091	177,772	38.7%	175,933	1,839	22,030	---	23,869	5.2%	11,776
107	Frazee	On- & Off-Sale	---	1,335	584,847	387,314	197,533	33.8%	167,853	29,680	112	---	29,792	5.1%	---
108	Robbinsdale	Off-Sale Only	---	14,646	3,899,916	2,799,568	1,100,348	28.2%	938,891	161,457	27,126	---	188,583	4.8%	190,670
109	Akeley	On- & Off-Sale	---	404	400,532	214,376	186,156	46.5%	168,152	18,004	1,327	---	19,331	4.8%	---
110	Olivia	Off-Sale Only	---	2,343	1,217,612	893,578	324,034	26.6%	275,662	48,372	7,662	---	56,034	4.6%	---
111	Le Center	On- & Off-Sale	---	2,517	1,026,932	709,897	317,035	30.9%	334,975	(17,940)	68,759	3,695	47,124	4.6%	16,530
112	Nevis	On- & Off-Sale	---	377	723,259	443,101	280,158	38.7%	257,434	22,724	9,981	---	32,705	4.5%	35,000

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113	Ogema	On- & Off-Sale	[0]	208	351,815	184,672	167,143	47.5%	160,019	7,124	8,425	---	15,549	4.4%	5,000
114	North Branch	Off-Sale Only	---	10,787	4,163,141	3,055,470	1,107,671	26.6%	932,158	175,513	665	---	176,178	4.2%	176,178
115	Elmore	Off-Sale Only	---	549	102,956	74,434	28,522	27.7%	25,501	3,021	1,321	---	4,342	4.2%	---
116	Isle	On- & Off-Sale	[38]	803	940,140	648,640	291,500	31.0%	253,428	38,072	35	---	38,107	4.1%	(5,636)
117	Mazeppa	On- & Off-Sale	---	874	537,605	350,476	187,129	34.8%	192,852	(5,723)	30,063	3,166	21,174	3.9%	(6,356)
118	Silver Bay	On- & Off-Sale	---	1,857	1,169,510	761,450	408,060	34.9%	365,922	42,138	4,414	2,972	43,580	3.7%	---
119	Waverly	On- & Off-Sale	---	1,900	964,790	711,663	253,127	26.2%	218,633	34,494	---	55	34,439	3.6%	---
120	Beaver Bay	On- & Off-Sale	---	120	472,878	312,799	160,079	33.9%	148,945	11,134	5,579	---	16,713	3.5%	---
121	Proctor	Off-Sale Only	---	3,120	1,078,483	794,135	284,348	26.4%	242,128	42,220	151	4,287	38,084	3.5%	5,286
122	Mentor	On- & Off-Sale	---	104	432,885	220,304	212,581	49.1%	209,195	3,386	11,895	---	15,281	3.5%	23,500
123	Dawson	Off-Sale Only	---	1,466	563,202	401,910	161,292	28.6%	142,998	18,294	1,201	---	19,495	3.5%	---
124	Kelliher	On- & Off-Sale	---	258	684,494	431,974	252,520	36.9%	231,048	21,472	2,060	---	23,532	3.4%	20,000
125	Gilman	On- & Off-Sale	---	226	297,826	137,724	160,102	53.8%	184,857	(24,755)	35,937	1,156	10,026	3.4%	---
126	Columbia Heights	Off-Sale Only	---	21,973	7,585,383	5,649,325	1,936,058	25.5%	1,654,790	281,268	20,191	53,489	247,970	3.3%	90,900
127	Mapleton	On- & Off-Sale	---	1,710	509,312	327,667	181,645	35.7%	215,553	(33,908)	49,891	---	15,983	3.1%	---
128	Orr	On- & Off-Sale	---	211	599,637	372,787	226,850	37.8%	210,878	15,972	2,124	---	18,096	3.0%	34,100
129	Kenyon	On- & Off-Sale	---	1,894	787,063	557,396	229,667	29.2%	235,106	(5,439)	28,475	143	22,893	2.9%	---
130	Hitterdal	On- & Off-Sale	---	199	358,678	188,241	170,437	47.5%	160,983	9,454	---	---	9,454	2.6%	---
131	Wells	Off-Sale Only	---	2,410	1,240,320	945,928	294,392	23.7%	241,073	53,319	7,091	30,069	30,341	2.4%	---
132	Ranier	On- & Off-Sale	---	569	270,474	121,793	148,681	55.0%	154,461	(5,780)	11,622	---	5,842	2.2%	---
133	Tracy	Off-Sale Only	---	2,076	870,812	578,826	291,986	33.5%	277,282	14,704	3,913	---	18,617	2.1%	(88,668)
134	Elizabeth	Off-Sale Only	---	168	487,958	384,347	103,611	21.2%	94,847	8,764	---	---	8,764	1.8%	---
135	Howard Lake	On- & Off-Sale	---	2,071	1,086,183	827,797	258,386	23.8%	239,419	18,967	190	---	19,157	1.8%	---
136	Dalton	Off-Sale Only	---	215	290,827	219,414	71,413	24.6%	67,639	3,774	698	---	4,472	1.5%	---
137	De Graff	On- & Off-Sale	---	110	287,511	153,036	134,475	46.8%	178,279	(43,804)	58,305	10,569	3,932	1.4%	---
138	Ada	Off-Sale Only	---	1,740	629,979	467,631	162,348	25.8%	162,756	(408)	6,581	---	6,173	1.0%	---
139	Verndale	On- & Off-Sale	---	511	233,165	125,468	107,697	46.2%	114,878	(7,181)	9,302	---	2,121	0.9%	---
140	Blackduck	On- & Off-Sale	---	845	1,289,600	816,140	473,460	36.7%	474,042	(582)	11,217	---	10,635	0.8%	76,781

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141	Wayzata	On- & Off-Sale	---	4,434	5,300,300	3,064,216	2,236,084	42.2%	2,112,067	124,017	42,811	124,369	42,459	0.8%	41,000
142	Kiester	Off-Sale Only	---	488	229,323	171,338	57,985	25.3%	61,382	(3,397)	4,952	500	1,055	0.5%	---
143	Sebeka	On- & Off-Sale	---	741	521,413	332,784	188,629	36.2%	188,782	(153)	---	116	(269)	-0.1%	---
144	Heron Lake	On- & Off-Sale	---	602	299,604	165,006	134,598	44.9%	136,381	(1,783)	1,063	---	(720)	-0.2%	(7,107)
145	Goodridge	On- & Off-Sale	---	112	324,019	183,629	140,390	43.3%	142,184	(1,794)	1,000	---	(794)	-0.2%	---
146	Callaway	On- & Off-Sale	---	178	363,268	183,623	179,645	49.5%	185,054	(5,409)	4,287	---	(1,122)	-0.3%	3,330
147	Browerville	On- & Off-Sale	---	839	470,774	298,304	172,470	36.6%	192,347	(19,877)	15,262	---	(4,615)	-1.0%	(14,835)
148	Lake Park	On- & Off-Sale	---	728	821,220	559,464	261,756	31.9%	277,066	(15,310)	2,170	---	(13,140)	-1.6%	---
149	Northome	On- & Off-Sale	---	155	295,861	189,959	105,902	35.8%	128,753	(22,851)	17,646	---	(5,205)	-1.8%	---
150	Avoca	On- & Off-Sale	---	111	145,798	65,802	79,996	54.9%	101,165	(21,169)	20,790	2,433	(2,812)	-1.9%	36,525
151	Brooklyn Center	Off-Sale Only	---	33,782	5,490,543	3,989,186	1,501,357	27.3%	1,590,440	(89,083)	103,771	121,689	(107,001)	-1.9%	---
152	Lancaster	On- & Off-Sale	---	364	241,990	137,425	104,565	43.2%	116,163	(11,598)	6,838	---	(4,760)	-2.0%	10,000
153	Silver Lake	On- & Off-Sale	---	866	554,218	328,465	225,753	40.7%	252,237	(26,484)	15,703	541	(11,322)	-2.0%	10,000
154	Big Falls	On- & Off-Sale	---	175	247,502	121,841	125,661	50.8%	132,073	(6,412)	611	---	(5,801)	-2.3%	---
155	Mahnomen	On- & Off-Sale	---	1,240	1,005,817	653,891	351,926	35.0%	411,131	(59,205)	27,966	---	(31,239)	-3.1%	---
156	Clarissa	On- & Off-Sale	---	661	395,727	248,095	147,632	37.3%	164,068	(16,436)	3,960	---	(12,476)	-3.2%	---
157	Miltona	On- & Off-Sale	---	431	618,690	394,977	223,713	36.2%	244,184	(20,471)	---	---	(20,471)	-3.3%	---
158	Russell	On- & Off-Sale	---	348	247,774	153,733	94,041	38.0%	123,935	(29,894)	21,649	---	(8,245)	-3.3%	---
159	Spring Grove	On- & Off-Sale	---	1,256	422,431	318,469	103,962	24.6%	124,573	(20,611)	4,096	---	(16,515)	-3.9%	26,800
160	Lewisville	On- & Off-Sale	---	204	132,709	75,113	57,596	43.4%	83,201	(25,605)	20,002	---	(5,603)	-4.2%	---
161	Butterfield	Off-Sale Only	---	601	221,835	160,910	60,925	27.5%	74,723	(13,798)	2,975	---	(10,823)	-4.9%	---
162	Finlayson	On- & Off-Sale	---	295	701,012	431,487	269,525	38.4%	300,907	(31,382)	75	5,576	(36,883)	-5.3%	---
163	Sherburn	On- & Off-Sale	---	1,058	891,658	587,465	304,193	34.1%	354,615	(50,422)	---	91	(50,513)	-5.7%	---
164	Balaton	On- & Off-Sale	---	595	344,781	230,544	114,237	33.1%	139,125	(24,888)	3,110	---	(21,778)	-6.3%	1
165	Medford	On- & Off-Sale	---	1,315	226,387	137,523	88,864	39.3%	123,946	(35,082)	19,455	---	(15,627)	-6.9%	---
166	Ulen	On- & Off-Sale	---	476	332,110	169,989	162,121	48.8%	185,420	(23,299)	60	---	(23,239)	-7.0%	---
167	Buffalo Lake	On- & Off-Sale	---	660	398,144	234,838	163,306	41.0%	201,152	(37,846)	9,677	---	(28,169)	-7.1%	---
168	Ivanhoe	On- & Off-Sale	[38]	560	405,843	287,323	118,520	29.2%	147,340	(28,820)	7	18	(28,831)	-7.1%	---

Footnotes:

[0] Information is taken from a cash receipts and disbursements statement.

[21] The enterprise fund discontinued operations during the current year.

[32] The enterprise fund was not in operation.

[38] Unaudited numbers used.

* Net transfers are calculated by subtracting transfers in from transfers out. A positive amount indicates a greater level of transfers out than in.

Table 7
Comparison of City Liquor Store Operations - 2020
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)		Net Transfers* (\$)
							Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
169	Cleveland	On- & Off-Sale	---	747	208,765	137,527	71,238	34.1%	121,022	(49,784)	32,715	---	(17,069)	-8.2%	---
170	Boyd	On- & Off-Sale	---	141	444,750	271,900	172,850	38.9%	227,862	(55,012)	27,377	8,792	(36,427)	-8.2%	---
171	Holdingsford	On- & Off-Sale	[38]	743	290,284	175,831	114,453	39.4%	159,975	(45,522)	20,563	---	(24,959)	-8.6%	---
172	Barnum	On- & Off-Sale	---	620	401,732	235,523	166,209	41.4%	232,946	(66,737)	22,000	---	(44,737)	-11.1%	190,000
173	Okabena	On- & Off-Sale	---	203	225,586	118,775	106,811	47.3%	135,985	(29,174)	---	---	(29,174)	-12.9%	---
174	Wolf Lake	On- & Off-Sale	---	71	235,279	152,692	82,587	35.1%	133,257	(50,670)	19,815	---	(30,855)	-13.1%	(2,700)
175	Remer	On- & Off-Sale	---	391	834,052	555,519	278,533	33.4%	391,352	(112,819)	---	---	(112,819)	-13.5%	2,500
176	Walnut Grove	On- & Off-Sale	---	751	330,833	180,918	149,915	45.3%	220,869	(70,954)	9,323	---	(61,631)	-18.6%	---
177	Littlefork	On- & Off-Sale	---	553	230,203	145,874	84,329	36.6%	127,933	(43,604)	---	---	(43,604)	-18.9%	(15,000)
178	West Concord	On- & Off-Sale	---	861	165,942	110,089	55,853	33.7%	105,278	(49,425)	5,577	---	(43,848)	-26.4%	---
179	Ellendale	On- & Off-Sale	[32]	676	900	1,237	(337)	-37.4%	1,237	(1,574)	1	---	(1,573)	-174.8%	(963)
Off-Sale Only				891,634	\$341,873,930	\$251,334,241	\$90,539,689	26.5%	\$58,954,965	\$31,584,724	\$2,072,233	\$721,117	\$32,935,840	9.6%	\$18,787,664
On- & Off-Sale				87,173	\$68,718,922	\$44,571,313	\$24,147,609	35.1%	\$22,466,103	\$1,681,506	\$1,621,603	\$196,967	\$3,106,142	4.5%	\$2,533,422
All Stores				978,807	\$410,592,852	\$295,905,554	\$114,687,298	27.9%	\$81,421,068	\$33,266,230	\$3,693,836	\$918,084	\$36,041,982	8.8%	\$21,321,086

Footnotes:

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[32] The enterprise fund was not in operation.

[38] Unaudited numbers used.

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Table 8
Comparison of Metro Area City Liquor Store Operations - 2020

Name of City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)
						Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Anoka	Off-Sale Only	---	17,921	4,876,807	3,728,642	1,148,165	23.5%	859,260	288,905	42,148	26,384	304,669	6.2%	260,500
Apple Valley	Off-Sale Only	---	56,374	10,878,589	7,726,224	3,152,365	29.0%	1,807,010	1,345,355	99,930	---	1,445,285	13.3%	660,000
Brooklyn Center	Off-Sale Only	---	33,782	5,490,543	3,989,186	1,501,357	27.3%	1,590,440	(89,083)	103,771	121,689	(107,001)	-1.9%	---
Columbia Heights	Off-Sale Only	---	21,973	7,585,383	5,649,325	1,936,058	25.5%	1,654,790	281,268	20,191	53,489	247,970	3.3%	90,900
Eden Prairie	Off-Sale Only	---	64,198	11,711,560	8,299,999	3,411,561	29.1%	2,297,060	1,114,501	63,860	---	1,178,361	10.1%	850,000
Edina	Off-Sale Only	---	53,494	12,117,414	8,744,414	3,373,000	27.8%	2,777,603	595,397	59,180	---	654,577	5.4%	596,774
Farmington	Off-Sale Only	---	23,632	5,347,194	3,984,504	1,362,690	25.5%	974,201	388,489	48,176	---	436,665	8.2%	536,452
Fridley	Off-Sale Only	---	29,590	6,708,539	4,906,841	1,801,698	26.9%	1,233,172	568,526	21,473	---	589,999	8.8%	257,504
Lakeville	Off-Sale Only	---	69,490	18,262,397	13,491,472	4,770,925	26.1%	3,263,124	1,507,801	149,486	---	1,657,287	9.1%	1,126,089
Lexington	Off-Sale Only	---	2,248	4,255,639	3,198,144	1,057,495	24.8%	699,523	357,972	6,176	---	364,148	8.6%	125,000
Mound	Off-Sale Only	---	9,398	3,838,205	2,760,265	1,077,940	28.1%	636,575	441,365	1,399	---	442,764	11.5%	175,000
Richfield	Off-Sale Only	---	36,994	13,262,924	9,886,359	3,376,565	25.5%	2,469,884	906,681	73,344	---	980,025	7.4%	768,210
Robbinsdale	Off-Sale Only	---	14,646	3,899,916	2,799,568	1,100,348	28.2%	938,891	161,457	27,126	---	188,583	4.8%	190,670
Rogers	On- & Off-Sale	---	13,295	4,451,110	3,019,305	1,431,805	32.2%	949,907	481,898	5,200	---	487,098	10.9%	302,579
Saint Anthony	Off-Sale Only	---	9,257	7,015,974	5,252,004	1,763,970	25.1%	1,380,231	383,739	22,621	---	406,360	5.8%	250,000
Saint Francis	Off-Sale Only	---	8,142	2,777,610	2,031,338	746,272	26.9%	478,437	267,835	39,504	---	307,339	11.1%	60,000
Savage	Off-Sale Only	---	32,465	7,386,979	5,312,509	2,074,470	28.1%	1,216,465	858,005	4,366	---	862,371	11.7%	400,000
Wayzata	On- & Off-Sale	---	4,434	5,300,300	3,064,216	2,236,084	42.2%	2,112,067	124,017	42,811	124,369	42,459	0.8%	41,000
Off-Sale Only			483,604	\$125,415,673	\$91,760,794	\$33,654,879	26.8%	\$24,276,666	\$9,378,213	\$782,751	\$201,562	\$9,959,402	7.9%	\$6,347,099
On- & Off-Sale			17,729	\$9,751,410	\$6,083,521	\$3,667,889	37.6%	\$3,061,974	\$605,915	\$48,011	\$124,369	\$529,557	5.4%	\$343,579
All Stores			501,333	\$135,167,083	\$97,844,315	\$37,322,768	27.6%	\$27,338,640	\$9,984,128	\$830,762	\$325,931	\$10,488,959	7.8%	\$6,690,678

Footnote:

* Net transfers are calculated by subtracting transfers in from transfers out. A positive amount indicates a greater level of transfers out than in.

Table 9
Comparison of Greater Minnesota City Liquor Store Operations - 2020

Name of City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)
						Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Ada	Off-Sale Only	---	1,740	629,979	467,631	162,348	25.8%	162,756	(408)	6,581	---	6,173	1.0%	---
Aitkin	Off-Sale Only	---	2,168	1,604,961	1,270,704	334,257	20.8%	213,928	120,329	23,514	---	143,843	9.0%	75,000
Akeley	On- & Off-Sale	---	404	400,532	214,376	186,156	46.5%	168,152	18,004	1,327	---	19,331	4.8%	---
Alexandria	Off-Sale Only	---	14,335	7,182,563	5,504,035	1,678,528	23.4%	1,098,771	579,757	10,626	7,022	583,361	8.1%	240,000
Appleton	Off-Sale Only	---	1,392	708,921	491,150	217,771	30.7%	139,944	77,827	---	159	77,668	11.0%	---
Avoca	On- & Off-Sale	---	111	145,798	65,802	79,996	54.9%	101,165	(21,169)	20,790	2,433	(2,812)	-1.9%	36,525
Bagley	Off-Sale Only	---	1,285	1,912,628	1,375,797	536,831	28.1%	329,964	206,867	358	25,711	181,514	9.5%	---
Balaton	On- & Off-Sale	---	595	344,781	230,544	114,237	33.1%	139,125	(24,888)	3,110	---	(21,778)	-6.3%	1
Barnesville	Off-Sale Only	---	2,759	749,942	574,086	175,856	23.4%	97,406	78,450	2,511	---	80,961	10.8%	---
Barnum	On- & Off-Sale	---	620	401,732	235,523	166,209	41.4%	232,946	(66,737)	22,000	---	(44,737)	-11.1%	190,000
Battle Lake	Off-Sale Only	---	857	1,991,442	1,469,834	521,608	26.2%	386,953	134,655	2,858	---	137,513	6.9%	96,000
Baudette	On- & Off-Sale	---	966	1,778,672	1,190,743	587,929	33.1%	444,075	143,854	9,275	---	153,129	8.6%	115,000
Beaver Bay	On- & Off-Sale	---	120	472,878	312,799	160,079	33.9%	148,945	11,134	5,579	---	16,713	3.5%	---
Bemidji	Off-Sale Only	---	14,574	8,423,238	5,871,394	2,551,844	30.3%	1,609,741	942,103	36,013	150,374	827,742	9.8%	516,867
Benson	On- & Off-Sale	---	3,480	1,341,749	940,109	401,640	29.9%	343,786	57,854	28,150	---	86,004	6.4%	76,773
Big Falls	On- & Off-Sale	---	175	247,502	121,841	125,661	50.8%	132,073	(6,412)	611	---	(5,801)	-2.3%	---
Big Lake	Off-Sale Only	---	11,686	5,751,171	4,148,340	1,602,831	27.9%	780,926	821,905	16,964	10,235	828,634	14.4%	448,881
Blackduck	On- & Off-Sale	---	845	1,289,600	816,140	473,460	36.7%	474,042	(582)	11,217	---	10,635	0.8%	76,781
Blue Earth	Off-Sale Only	---	3,174	2,006,057	1,513,775	492,282	24.5%	358,083	134,199	4,236	---	138,435	6.9%	50,000
Boyd	On- & Off-Sale	---	141	444,750	271,900	172,850	38.9%	227,862	(55,012)	27,377	8,792	(36,427)	-8.2%	---
Braham	Off-Sale Only	---	1,769	2,025,160	1,473,615	551,545	27.2%	386,959	164,586	21,536	---	186,122	9.2%	193,300
Brandon	On- & Off-Sale	---	501	459,863	282,091	177,772	38.7%	175,933	1,839	22,030	---	23,869	5.2%	11,776
Browerville	On- & Off-Sale	---	839	470,774	298,304	172,470	36.6%	192,347	(19,877)	15,262	---	(4,615)	-1.0%	(14,835)
Buffalo	Off-Sale Only	---	16,168	6,579,097	4,835,906	1,743,191	26.5%	1,378,294	364,897	32,405	729	396,573	6.0%	475,000
Buffalo Lake	On- & Off-Sale	---	660	398,144	234,838	163,306	41.0%	201,152	(37,846)	9,677	---	(28,169)	-7.1%	---
Butterfield	Off-Sale Only	---	601	221,835	160,910	60,925	27.5%	74,723	(13,798)	2,975	---	(10,823)	-4.9%	---
Caledonia	Off-Sale Only	---	2,847	1,044,595	786,457	258,138	24.7%	173,243	84,895	1,241	---	86,136	8.2%	---
Callaway	On- & Off-Sale	---	178	363,268	183,623	179,645	49.5%	185,054	(5,409)	4,287	---	(1,122)	-0.3%	3,330
Cambridge	Off-Sale Only	---	9,611	6,817,078	5,139,310	1,677,768	24.6%	977,456	700,312	18,190	---	718,502	10.5%	715,000

Footnotes:

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Table 9
Comparison of Greater Minnesota City Liquor Store Operations - 2020

Name of City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)
						Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Clarissa	On- & Off-Sale	---	661	395,727	248,095	147,632	37.3%	164,068	(16,436)	3,960	---	(12,476)	-3.2%	---
Clearbrook	On- & Off-Sale	---	464	505,821	292,137	213,684	42.2%	174,342	39,342	---	---	39,342	7.8%	(10,000)
Cleveland	On- & Off-Sale	---	747	208,765	137,527	71,238	34.1%	121,022	(49,784)	32,715	---	(17,069)	-8.2%	---
Cook	Off-Sale Only	---	534	1,753,359	1,290,351	463,008	26.4%	331,354	131,654	14,250	---	145,904	8.3%	---
Cromwell	On- & Off-Sale	---	240	368,677	157,377	211,300	57.3%	170,403	40,897	4,424	---	45,321	12.3%	---
Dalton	Off-Sale Only	---	215	290,827	219,414	71,413	24.6%	67,639	3,774	698	---	4,472	1.5%	---
Darwin	Off-Sale Only	---	348	1,005,284	808,267	197,017	19.6%	139,363	57,654	10,587	---	68,241	6.8%	100,000
Dassel	Off-Sale Only	---	1,472	1,541,232	1,198,717	342,515	22.2%	266,743	75,772	15,678	6,637	84,813	5.5%	---
Dawson	Off-Sale Only	---	1,466	563,202	401,910	161,292	28.6%	142,998	18,294	1,201	---	19,495	3.5%	---
De Graff	On- & Off-Sale	---	110	287,511	153,036	134,475	46.8%	178,279	(43,804)	58,305	10,569	3,932	1.4%	---
Delano	Off-Sale Only	---	6,484	3,692,544	2,655,394	1,037,150	28.1%	608,492	428,658	40,995	---	469,653	12.7%	100,000
Detroit Lakes	Off-Sale Only	---	9,869	8,900,464	6,528,784	2,371,680	26.6%	1,069,957	1,301,723	90,540	84,090	1,308,173	14.7%	585,717
Eagle Bend	On- & Off-Sale	---	546	232,576	136,277	96,299	41.4%	102,974	(6,675)	18,807	---	12,132	5.2%	(2,424)
Elizabeth	Off-Sale Only	---	168	487,958	384,347	103,611	21.2%	94,847	8,764	---	---	8,764	1.8%	---
Elk River	Off-Sale Only	---	25,835	7,927,706	5,679,211	2,248,495	28.4%	1,440,451	808,044	215,252	---	1,023,296	12.9%	740,942
Ellendale	On- & Off-Sale	[32]	676	900	1,237	(337)	-37.4%	1,237	(1,574)	1	---	(1,573)	-174.8%	(963)
Elmore	Off-Sale Only	---	549	102,956	74,434	28,522	27.7%	25,501	3,021	1,321	---	4,342	4.2%	---
Fairmont	Off-Sale Only	---	10,487	4,631,500	3,298,602	1,332,898	28.8%	614,697	718,201	41,040	---	759,241	16.4%	830,000
Fergus Falls	Off-Sale Only	---	14,119	7,569,406	5,270,390	2,299,016	30.4%	1,218,297	1,080,719	42,277	---	1,122,996	14.8%	603,530
Fifty Lakes	On- & Off-Sale	---	443	545,158	284,130	261,028	47.9%	227,569	33,459	21,422	591	54,290	10.0%	816
Finlayson	On- & Off-Sale	---	295	701,012	431,487	269,525	38.4%	300,907	(31,382)	75	5,576	(36,883)	-5.3%	---
Foreston	On- & Off-Sale	---	559	340,203	170,469	169,734	49.9%	154,092	15,642	19,396	---	35,038	10.3%	27,093
Frazee	On- & Off-Sale	---	1,335	584,847	387,314	197,533	33.8%	167,853	29,680	112	---	29,792	5.1%	---
Gilman	On- & Off-Sale	---	226	297,826	137,724	160,102	53.8%	184,857	(24,755)	35,937	1,156	10,026	3.4%	---
Glencoe	Off-Sale Only	---	5,744	2,531,225	1,881,095	650,130	25.7%	343,226	306,904	163	14,736	292,331	11.5%	325,000
Glenwood	Off-Sale Only	---	2,657	1,794,172	1,328,464	465,708	26.0%	231,835	233,873	3,087	---	236,960	13.2%	60,000
Goodridge	On- & Off-Sale	---	112	324,019	183,629	140,390	43.3%	142,184	(1,794)	1,000	---	(794)	-0.2%	---
Grand Marais	Off-Sale Only	---	1,337	2,123,342	1,530,189	593,153	27.9%	389,589	203,564	5,746	---	209,310	9.9%	200,000
Granite Falls	Off-Sale Only	---	2,737	1,395,644	1,031,356	364,288	26.1%	214,370	149,918	6,819	2,231	154,506	11.1%	68,275

Footnotes:

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Table 9
Comparison of Greater Minnesota City Liquor Store Operations - 2020

Name of City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)
						Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Hackensack	On- & Off-Sale	---	294	1,743,453	1,277,357	466,096	26.7%	294,594	171,502	---	---	171,502	9.8%	26,240
Hadley	On- & Off-Sale	---	54	206,806	91,946	114,860	55.5%	129,182	(14,322)	25,617	347	10,948	5.3%	---
Hanley Falls	On- & Off-Sale	---	243	152,598	80,893	71,705	47.0%	73,188	(1,483)	13,155	433	11,239	7.4%	---
Hanska	On- & Off-Sale	---	382	213,079	118,457	94,622	44.4%	88,401	6,221	9,472	531	15,162	7.1%	---
Hawley	Off-Sale Only	---	2,219	1,505,391	1,095,704	409,687	27.2%	307,548	102,139	164	7,938	94,365	6.3%	10,000
Heron Lake	On- & Off-Sale	---	602	299,604	165,006	134,598	44.9%	136,381	(1,783)	1,063	---	(720)	-0.2%	(7,107)
Hinckley	On- & Off-Sale	---	1,904	2,921,543	2,129,857	791,686	27.1%	570,507	221,179	37,006	9,317	248,868	8.5%	120,000
Hitterdal	On- & Off-Sale	---	199	358,678	188,241	170,437	47.5%	160,983	9,454	---	---	9,454	2.6%	---
Holdingford	On- & Off-Sale	[38]	743	290,284	175,831	114,453	39.4%	159,975	(45,522)	20,563	---	(24,959)	-8.6%	---
Howard Lake	On- & Off-Sale	---	2,071	1,086,183	827,797	258,386	23.8%	239,419	18,967	190	---	19,157	1.8%	---
Hutchinson	Off-Sale Only	---	14,599	7,667,360	5,994,877	1,672,483	21.8%	947,384	725,099	3,355	4,792	723,662	9.4%	500,000
Isanti	Off-Sale Only	---	6,804	3,975,267	2,886,887	1,088,380	27.4%	571,770	516,610	12,629	---	529,239	13.3%	350,000
Isle	On- & Off-Sale	[38]	803	940,140	648,640	291,500	31.0%	253,428	38,072	35	---	38,107	4.1%	(5,636)
Ivanhoe	On- & Off-Sale	[38]	560	405,843	287,323	118,520	29.2%	147,340	(28,820)	7	18	(28,831)	-7.1%	---
Jackson	Off-Sale Only	---	3,323	1,482,868	1,073,364	409,504	27.6%	257,064	152,440	8,469	25,228	135,681	9.1%	41,000
Kasson	Off-Sale Only	---	6,851	1,766,088	1,359,974	406,114	23.0%	252,055	154,059	16,791	---	170,850	9.7%	16,000
Kelliher	On- & Off-Sale	---	258	684,494	431,974	252,520	36.9%	231,048	21,472	2,060	---	23,532	3.4%	20,000
Kenyon	On- & Off-Sale	---	1,894	787,063	557,396	229,667	29.2%	235,106	(5,439)	28,475	143	22,893	2.9%	---
Kiester	Off-Sale Only	---	488	229,323	171,338	57,985	25.3%	61,382	(3,397)	4,952	500	1,055	0.5%	---
Lake Park	On- & Off-Sale	---	728	821,220	559,464	261,756	31.9%	277,066	(15,310)	2,170	---	(13,140)	-1.6%	---
Lakefield	Off-Sale Only	---	1,735	731,924	538,574	193,350	26.4%	141,064	52,286	8,684	---	60,970	8.3%	6,000
Lancaster	On- & Off-Sale	---	364	241,990	137,425	104,565	43.2%	116,163	(11,598)	6,838	---	(4,760)	-2.0%	10,000
Le Center	On- & Off-Sale	---	2,517	1,026,932	709,897	317,035	30.9%	334,975	(17,940)	68,759	3,695	47,124	4.6%	16,530
Lewisville	On- & Off-Sale	---	204	132,709	75,113	57,596	43.4%	83,201	(25,605)	20,002	---	(5,603)	-4.2%	---
Lindstrom	On- & Off-Sale	---	4,888	2,764,557	1,892,481	872,076	31.5%	765,227	106,849	55,388	---	162,237	5.9%	208,325
Litchfield	Off-Sale Only	---	6,624	2,936,976	2,197,018	739,958	25.2%	453,603	286,355	7,155	---	293,510	10.0%	295,318
Littlefork	On- & Off-Sale	---	553	230,203	145,874	84,329	36.6%	127,933	(43,604)	---	---	(43,604)	-18.9%	(15,000)
Long Prairie	Off-Sale Only	---	3,661	2,100,791	1,591,436	509,355	24.2%	274,192	235,163	3,868	---	239,031	11.4%	106,000
Longville	On- & Off-Sale	---	153	1,981,518	1,302,823	678,695	34.3%	454,644	224,051	512	---	224,563	11.3%	---

Footnotes:

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Table 9
Comparison of Greater Minnesota City Liquor Store Operations - 2020

Name of City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)
						Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Lonsdale	Off-Sale Only	---	4,686	2,110,860	1,640,376	470,484	22.3%	307,151	163,333	577	---	163,910	7.8%	103,500
Luverne	Off-Sale Only	---	4,946	1,747,699	1,303,643	444,056	25.4%	316,660	127,396	12,763	254	139,905	8.0%	45,000
Madelia	Off-Sale Only	---	2,396	766,909	572,884	194,025	25.3%	137,434	56,591	3,192	---	59,783	7.8%	---
Madison	Off-Sale Only	---	1,518	503,756	366,106	137,650	27.3%	104,153	33,497	1,663	---	35,160	7.0%	30,000
Mahnomen	On- & Off-Sale	---	1,240	1,005,817	653,891	351,926	35.0%	411,131	(59,205)	27,966	---	(31,239)	-3.1%	---
Maple Lake	Off-Sale Only	---	2,159	2,359,008	1,779,342	579,666	24.6%	360,475	219,191	5,897	---	225,088	9.5%	50,000
Mapleton	On- & Off-Sale	---	1,710	509,312	327,667	181,645	35.7%	215,553	(33,908)	49,891	---	15,983	3.1%	---
Marshall	Off-Sale Only	---	13,628	6,860,252	4,923,147	1,937,105	28.2%	855,089	1,082,016	31,342	69,254	1,044,104	15.2%	300,000
Mazeppa	On- & Off-Sale	---	874	537,605	350,476	187,129	34.8%	192,852	(5,723)	30,063	3,166	21,174	3.9%	(6,356)
Medford	On- & Off-Sale	---	1,315	226,387	137,523	88,864	39.3%	123,946	(35,082)	19,455	---	(15,627)	-6.9%	---
Mentor	On- & Off-Sale	---	104	432,885	220,304	212,581	49.1%	209,195	3,386	11,895	---	15,281	3.5%	23,500
Milaca	Off-Sale Only	---	3,021	2,894,083	2,135,436	758,647	26.2%	524,059	234,588	12,460	---	247,048	8.5%	92,650
Millerville	On- & Off-Sale	---	100	301,971	173,616	128,355	42.5%	102,347	26,008	2,594	---	28,602	9.5%	---
Miltona	On- & Off-Sale	---	431	618,690	394,977	223,713	36.2%	244,184	(20,471)	---	---	(20,471)	-3.3%	---
Montevideo	Off-Sale Only	---	5,398	2,791,462	2,066,954	724,508	26.0%	465,393	259,115	4,555	---	263,670	9.4%	255,000
Monticello	Off-Sale Only	---	14,455	7,405,960	5,502,228	1,903,732	25.7%	885,605	1,018,127	66,806	---	1,084,933	14.6%	660,000
Moose Lake	On- & Off-Sale	---	2,789	1,659,852	1,182,035	477,817	28.8%	379,316	98,501	---	---	98,501	5.9%	---
Mora	Off-Sale Only	---	3,665	4,438,807	3,259,400	1,179,407	26.6%	553,295	626,112	9,115	32,500	602,727	13.6%	295,539
Morris	Off-Sale Only	---	5,105	2,552,685	1,961,111	591,574	23.2%	357,744	233,830	13,435	---	247,265	9.7%	171,728
Nevis	On- & Off-Sale	---	377	723,259	443,101	280,158	38.7%	257,434	22,724	9,981	---	32,705	4.5%	35,000
New York Mills	On- & Off-Sale	---	1,294	717,645	463,574	254,071	35.4%	203,771	50,300	4,326	---	54,626	7.6%	18,500
Nisswa	On- & Off-Sale	---	1,967	4,834,445	3,299,670	1,534,775	31.7%	1,083,717	451,058	5,593	---	456,651	9.4%	260,000
North Branch	Off-Sale Only	---	10,787	4,163,141	3,055,470	1,107,671	26.6%	932,158	175,513	665	---	176,178	4.2%	176,178
Northfield	Off-Sale Only	---	20,790	2,803,834	2,051,782	752,052	26.8%	502,358	249,694	26,934	---	276,628	9.9%	50,000
Northome	On- & Off-Sale	---	155	295,861	189,959	105,902	35.8%	128,753	(22,851)	17,646	---	(5,205)	-1.8%	---
Ogema	On- & Off-Sale	[0]	208	351,815	184,672	167,143	47.5%	160,019	7,124	8,425	---	15,549	4.4%	5,000
Ogilvie	On- & Off-Sale	---	388	672,214	403,091	269,123	40.0%	203,114	66,009	12,032	---	78,041	11.6%	5,000
Okabena	On- & Off-Sale	---	203	225,586	118,775	106,811	47.3%	135,985	(29,174)	---	---	(29,174)	-12.9%	---
Olivia	Off-Sale Only	---	2,343	1,217,612	893,578	324,034	26.6%	275,662	48,372	7,662	---	56,034	4.6%	---

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Table 9
Comparison of Greater Minnesota City Liquor Store Operations - 2020

Name of City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)
						Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Orr	On- & Off-Sale	---	211	599,637	372,787	226,850	37.8%	210,878	15,972	2,124	---	18,096	3.0%	34,100
Osakis	On- & Off-Sale	[0]	1,771	864,153	591,487	272,666	31.6%	258,160	14,506	35,643	---	50,149	5.8%	---
Palisade	On- & Off-Sale	---	162	277,890	155,910	121,980	43.9%	129,555	(7,575)	23,879	---	16,304	5.9%	---
Park Rapids	Off-Sale Only	---	4,142	3,429,983	2,531,849	898,134	26.2%	649,617	248,517	10,480	---	258,997	7.6%	33,810
Paynesville	Off-Sale Only	---	2,388	1,956,680	1,530,308	426,372	21.8%	331,675	94,697	40,767	---	135,464	6.9%	37,500
Pelican Rapids	Off-Sale Only	---	2,577	1,612,029	1,149,157	462,872	28.7%	273,951	188,921	3,273	8,721	183,473	11.4%	109,302
Perham	Off-Sale Only	---	3,512	4,434,307	3,183,071	1,251,236	28.2%	591,610	659,626	25,480	2,713	682,393	15.4%	196,555
Pine City	Off-Sale Only	---	3,130	2,417,996	1,722,525	695,471	28.8%	403,321	292,150	59,036	---	351,186	14.5%	350,000
Pipestone	Off-Sale Only	---	4,215	1,980,348	1,446,249	534,099	27.0%	286,022	248,077	9,958	---	258,035	13.0%	80,167
Plainview	On- & Off-Sale	[21]	3,483	735,130	488,407	246,723	33.6%	231,659	15,064	445,038	---	460,102	62.6%	720,274
Princeton	Off-Sale Only	---	4,819	5,615,635	4,241,204	1,374,431	24.5%	710,614	663,817	59,736	---	723,553	12.9%	158,350
Proctor	Off-Sale Only	---	3,120	1,078,483	794,135	284,348	26.4%	242,128	42,220	151	4,287	38,084	3.5%	5,286
Randall	On- & Off-Sale	---	607	713,562	492,378	221,184	31.0%	197,529	23,655	27,447	---	51,102	7.2%	10,000
Ranier	On- & Off-Sale	---	569	270,474	121,793	148,681	55.0%	154,461	(5,780)	11,622	---	5,842	2.2%	---
Redwood Falls	Off-Sale Only	---	5,102	2,656,817	1,985,058	671,759	25.3%	509,019	162,740	19,681	7,385	175,036	6.6%	120,000
Remer	On- & Off-Sale	---	391	834,052	555,519	278,533	33.4%	391,352	(112,819)	---	---	(112,819)	-13.5%	2,500
Roseau	Off-Sale Only	---	2,744	2,168,664	1,589,875	578,789	26.7%	294,578	284,211	321	---	284,532	13.1%	200,000
Russell	On- & Off-Sale	---	348	247,774	153,733	94,041	38.0%	123,935	(29,894)	21,649	---	(8,245)	-3.3%	---
Sacred Heart	On- & Off-Sale	---	510	570,519	356,606	213,913	37.5%	206,655	7,258	31,319	---	38,577	6.8%	---
Saint James	Off-Sale Only	---	4,793	1,098,655	733,713	364,942	33.2%	269,263	95,679	4,157	---	99,836	9.1%	69,102
Sauk Rapids	Off-Sale Only	---	13,862	3,618,973	2,771,180	847,793	23.4%	560,063	287,730	42,469	---	330,199	9.1%	90,000
Sebeka	On- & Off-Sale	---	741	521,413	332,784	188,629	36.2%	188,782	(153)	---	116	(269)	-0.1%	---
Sherburn	On- & Off-Sale	---	1,058	891,658	587,465	304,193	34.1%	354,615	(50,422)	---	91	(50,513)	-5.7%	---
Silver Bay	On- & Off-Sale	---	1,857	1,169,510	761,450	408,060	34.9%	365,922	42,138	4,414	2,972	43,580	3.7%	---
Silver Lake	On- & Off-Sale	---	866	554,218	328,465	225,753	40.7%	252,237	(26,484)	15,703	541	(11,322)	-2.0%	10,000
Spring Grove	On- & Off-Sale	---	1,256	422,431	318,469	103,962	24.6%	124,573	(20,611)	4,096	---	(16,515)	-3.9%	26,800
Stacy	On- & Off-Sale	---	1,703	3,690,157	2,604,292	1,085,865	29.4%	858,790	227,075	36,655	22,056	241,674	6.5%	140,000
Thief River Falls	Off-Sale Only	---	8,749	5,837,878	4,401,933	1,435,945	24.6%	892,055	543,890	23,040	---	566,930	9.7%	431,307
Tracy	Off-Sale Only	---	2,076	870,812	578,826	291,986	33.5%	277,282	14,704	3,913	---	18,617	2.1%	(88,668)

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Table 9
Comparison of Greater Minnesota City Liquor Store Operations - 2020

Name of City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit		Operating		Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)
						Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Twin Valley	On- & Off-Sale	---	723	587,489	349,230	238,259	40.6%	190,169	48,090	1,901	---	49,991	8.5%	25,000
Two Harbors	Off-Sale Only	---	3,633	2,810,384	2,060,782	749,602	26.7%	486,226	263,376	19,452	---	282,828	10.1%	1,520
Ulen	On- & Off-Sale	---	476	332,110	169,989	162,121	48.8%	185,420	(23,299)	60	---	(23,239)	-7.0%	---
Underwood	Off-Sale Only	---	356	777,172	544,908	232,264	29.9%	136,512	95,752	1,043	---	96,795	12.5%	23,646
Vergas	Off-Sale Only	---	348	736,331	532,594	203,737	27.7%	121,484	82,253	2,442	---	84,695	11.5%	24,797
Verndale	On- & Off-Sale	---	511	233,165	125,468	107,697	46.2%	114,878	(7,181)	9,302	---	2,121	0.9%	---
Wadena	Off-Sale Only	---	4,325	2,566,183	1,929,884	636,299	24.8%	446,539	189,760	11,366	---	201,126	7.8%	182,458
Walker	Off-Sale Only	---	966	1,125,138	821,502	303,636	27.0%	219,158	84,478	2,200	---	86,678	7.7%	53,508
Walnut Grove	On- & Off-Sale	---	751	330,833	180,918	149,915	45.3%	220,869	(70,954)	9,323	---	(61,631)	-18.6%	---
Warroad	Off-Sale Only	---	1,830	2,082,265	1,532,455	549,810	26.4%	321,717	228,093	---	---	228,093	11.0%	85,000
Waverly	On- & Off-Sale	---	1,900	964,790	711,663	253,127	26.2%	218,633	34,494	---	55	34,439	3.6%	---
Wells	Off-Sale Only	---	2,410	1,240,320	945,928	294,392	23.7%	241,073	53,319	7,091	30,069	30,341	2.4%	---
West Concord	On- & Off-Sale	---	861	165,942	110,089	55,853	33.7%	105,278	(49,425)	5,577	---	(43,848)	-26.4%	---
Windom	Off-Sale Only	---	4,798	2,335,855	1,710,204	625,651	26.8%	460,526	165,125	4,194	---	169,319	7.2%	100,000
Wolf Lake	On- & Off-Sale	---	71	235,279	152,692	82,587	35.1%	133,257	(50,670)	19,815	---	(30,855)	-13.1%	(2,700)
Worthington	Off-Sale Only	---	13,947	5,035,805	3,751,609	1,284,196	25.5%	742,062	542,134	6,437	23,990	524,581	10.4%	199,500
Off-Sale Only			408,030	\$216,458,257	\$159,573,447	\$56,884,810	26.3%	\$34,678,299	\$22,206,511	\$1,289,482	\$519,555	\$22,976,438	10.6%	\$12,440,565
On- & Off-Sale			69,444	\$58,967,512	\$38,487,792	\$20,479,720	34.7%	\$19,404,129	\$1,075,591	\$1,573,592	\$72,598	\$2,576,585	4.4%	\$2,189,843
All Stores			477,474	\$275,425,769	\$198,061,239	\$77,364,530	28.1%	\$54,082,428	\$23,282,102	\$2,863,074	\$592,153	\$25,553,023	9.3%	\$14,630,408

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Appendix 2

2020 Liquor Store Tables and Maps by Economic Development Region

Table 10

Comparison of Off-Sale City Liquor Store Operations - 2020
Average Per Store by Economic Development Region

Region	Population	Number of Stores	Sales (\$)	Cost of Sales (\$)	Gross Profit		Operating		Nonoperating		Net Income/(Loss) (\$)	Net Transfers* (\$)
					Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)		
1 - Northwest	15,063	4	2,679,697	1,997,974	681,723	25.4%	417,777	263,947	7,486	---	271,432	179,077
2 - Headwaters	20,001	4	3,441,462	2,444,760	996,702	29.0%	647,331	349,372	11,713	44,021	317,063	137,669
3 - Arrowhead	10,792	5	1,874,106	1,389,232	484,874	25.9%	332,645	152,229	12,623	857	163,994	56,361
4 - West Central	59,096	16	2,536,543	1,859,119	677,424	26.7%	378,410	299,015	12,402	6,905	304,512	132,580
5 - North Central	8,952	3	1,930,704	1,447,607	483,097	25.0%	313,296	169,800	5,811	---	175,612	113,989
6E - Southwest Central	31,130	6	2,816,615	2,162,259	654,356	23.2%	404,330	250,026	7,433	4,361	253,099	203,386
6W - Upper Southwest	12,511	5	1,192,597	871,495	321,102	26.9%	213,372	107,730	2,848	478	110,100	70,655
7E - East Central	43,606	9	3,594,130	2,657,094	937,036	26.1%	562,181	374,854	21,485	3,611	392,728	259,002
7W - Central	93,037	10	3,929,114	2,890,191	1,038,923	26.4%	634,598	404,325	46,156	1,096	449,384	260,232
8 - Southwest	53,770	9	2,633,598	1,923,408	710,190	27.0%	427,199	282,991	11,716	14,012	280,694	89,222
9 - South Central	24,898	8	1,287,194	933,948	353,246	27.4%	222,770	130,477	8,621	3,821	135,276	118,638
10 - Southeast	35,174	4	1,931,344	1,459,647	471,697	24.4%	308,702	162,995	11,386	---	174,381	42,375
11 - 7-County Twin Cities	483,604	35	3,583,305	2,621,737	961,568	26.8%	693,619	267,949	22,364	5,759	284,554	181,346
Average for Off-Sale	891,634	118	\$2,897,237	\$2,129,951	\$767,286	26.5%	\$499,618	\$267,667	\$17,561	\$6,111	\$279,117	\$159,217

*Net transfers are calculated by subtracting transfers in from transfers out. A negative amount generally indicates that the enterprise is not self-supporting and requires transfers from other funds to maintain operations.

Table 11

Comparison of On-Sale City Liquor Store Operations - 2020
Average Per Store by Economic Development Region

Region	Population	Number of Stores	Sales (\$)	Cost of Sales (\$)	Gross Profit		Operating		Nonoperating		Net Income/(Loss) (\$)	Net Transfers* (\$)
					Amount (\$)	Percent of Sales	Expenses (\$)	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)		
1 - Northwest	1,303	4	396,596	222,647	173,949	43.9%	164,428	9,521	5,409	---	14,930	14,625
2 - Headwaters	4,554	9	709,799	449,151	260,648	36.7%	240,025	20,623	6,870	---	27,493	26,309
3 - Arrowhead	7,451	11	544,929	341,577	203,352	37.3%	198,290	5,062	8,391	270	13,183	19,009
4 - West Central	7,292	12	500,795	310,978	189,817	37.9%	187,837	1,979	8,289	---	10,268	2,992
5 - North Central	7,153	14	893,275	596,629	296,646	33.2%	243,747	52,899	7,308	51	60,156	20,164
6E - Southwest Central	2,036	3	507,627	306,636	200,991	39.6%	220,015	(19,024)	18,900	180	(305)	3,333
6W - Upper Southwest	3,974	5	445,322	289,188	156,134	35.1%	164,623	(8,489)	25,397	3,959	12,950	15,355
7E - East Central	10,540	9	1,336,647	920,035	416,612	31.2%	345,118	71,494	17,843	4,105	85,231	54,976
7W - Central	4,940	4	659,771	463,254	196,517	29.8%	200,721	(4,204)	14,173	303	9,666	---
8 - Southwest	3,224	8	275,878	161,756	114,122	41.4%	141,748	(27,626)	10,195	350	(17,780)	3,677
9 - South Central	6,618	6	497,076	326,021	171,055	34.4%	199,628	(28,573)	30,140	720	847	2,755
10 - Southeast	10,359	7	410,780	280,514	130,266	31.7%	144,950	(14,684)	76,101	473	60,944	105,679
11 - 7-County Twin Cities	17,729	3	3,250,470	2,027,840	1,222,630	37.6%	1,020,658	201,972	16,004	41,456	176,519	114,526
Average for On-Sale	87,173	95	\$723,357	\$469,172	\$254,185	35.1%	\$236,485	\$17,700	\$17,070	\$2,073	\$32,696	\$26,668

*Net transfers are calculated by subtracting transfers in from transfers out. A negative amount generally indicates that the enterprise is not self-supporting and requires transfers from other funds to maintain operations.

Table 12
Comparison of City Liquor Store Operations - 2020
Listed by Economic Development Region and City

Region and City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit (\$)	Operating			Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)
							Expenses (\$)	Expenses as a Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
1 - Northwest														
Ada	Off-Sale Only	---	1,740	629,979	467,631	162,348	162,756	25.8%	(408)	6,581	---	6,173	1.0%	---
Goodridge	On- & Off-Sale	---	112	324,019	183,629	140,390	142,184	43.9%	(1,794)	1,000	---	(794)	-0.2%	---
Lancaster	On- & Off-Sale	---	364	241,990	137,425	104,565	116,163	48.0%	(11,598)	6,838	---	(4,760)	-2.0%	10,000
Mentor	On- & Off-Sale	---	104	432,885	220,304	212,581	209,195	48.3%	3,386	11,895	---	15,281	3.5%	23,500
Roseau	Off-Sale Only	---	2,744	2,168,664	1,589,875	578,789	294,578	13.6%	284,211	321	---	284,532	13.1%	200,000
Thief River Falls	Off-Sale Only	---	8,749	5,837,878	4,401,933	1,435,945	892,055	15.3%	543,890	23,040	---	566,930	9.7%	431,307
Twin Valley	On- & Off-Sale	---	723	587,489	349,230	238,259	190,169	32.4%	48,090	1,901	---	49,991	8.5%	25,000
Warroad	Off-Sale Only	---	1,830	2,082,265	1,532,455	549,810	321,717	15.5%	228,093	---	---	228,093	11.0%	85,000
Total for Region			16,366	\$12,305,169	\$8,882,482	\$3,422,687	\$2,328,817	18.9%	\$1,093,870	\$51,576	\$---	\$1,145,446	9.3%	\$774,807
Percent of Total MLS Operations			1.7%	3.0%	3.0%	3.0%	2.9%		3.3%	1.4%	---	3.2%		3.6%
2 - Headwaters														
Akeley	On- & Off-Sale	---	404	400,532	214,376	186,156	168,152	42.0%	18,004	1,327	---	19,331	4.8%	---
Bagley	Off-Sale Only	---	1,285	1,912,628	1,375,797	536,831	329,964	17.3%	206,867	358	25,711	181,514	9.5%	---
Baudette	On- & Off-Sale	---	966	1,778,672	1,190,743	587,929	444,075	25.0%	143,854	9,275	---	153,129	8.6%	115,000
Bemidji	Off-Sale Only	---	14,574	8,423,238	5,871,394	2,551,844	1,609,741	19.1%	942,103	36,013	150,374	827,742	9.8%	516,867
Blackduck	On- & Off-Sale	---	845	1,289,600	816,140	473,460	474,042	36.8%	(582)	11,217	---	10,635	0.8%	76,781
Clearbrook	On- & Off-Sale	---	464	505,821	292,137	213,684	174,342	34.5%	39,342	---	---	39,342	7.8%	(10,000)
Kelliher	On- & Off-Sale	---	258	684,494	431,974	252,520	231,048	33.8%	21,472	2,060	---	23,532	3.4%	20,000
Mahnomen	On- & Off-Sale	---	1,240	1,005,817	653,891	351,926	411,131	40.9%	(59,205)	27,966	---	(31,239)	-3.1%	---
Nevis	On- & Off-Sale	---	377	723,259	443,101	280,158	257,434	35.6%	22,724	9,981	---	32,705	4.5%	35,000

Footnotes:

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[32] The enterprise fund was not in operation.

[38] Unaudited numbers used.

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Table 12
Comparison of City Liquor Store Operations - 2020
Listed by Economic Development Region and City

Region and City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit (\$)	Operating			Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)
							Expenses (\$)	Expenses as a Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Park Rapids	Off-Sale Only	---	4,142	3,429,983	2,531,849	898,134	649,617	18.9%	248,517	10,480	---	258,997	7.6%	33,810
Total for Region			24,555	\$20,154,044	\$13,821,402	\$6,332,642	\$4,749,546	23.6%	\$1,583,096	\$108,677	\$176,085	\$1,515,688	7.5%	\$787,458
Percent of Total MLS Operations			2.5%	4.9%	4.7%	5.5%	5.8%	4.8%	2.9%	19.2%	4.2%	3.7%		
3 - Arrowhead														
Aitkin	Off-Sale Only	---	2,168	1,604,961	1,270,704	334,257	213,928	13.3%	120,329	23,514	---	143,843	9.0%	75,000
Barnum	On- & Off-Sale	---	620	401,732	235,523	166,209	232,946	58.0%	(66,737)	22,000	---	(44,737)	-11.1%	190,000
Beaver Bay	On- & Off-Sale	---	120	472,878	312,799	160,079	148,945	31.5%	11,134	5,579	---	16,713	3.5%	---
Big Falls	On- & Off-Sale	---	175	247,502	121,841	125,661	132,073	53.4%	(6,412)	611	---	(5,801)	-2.3%	---
Cook	Off-Sale Only	---	534	1,753,359	1,290,351	463,008	331,354	18.9%	131,654	14,250	---	145,904	8.3%	---
Cromwell	On- & Off-Sale	---	240	368,677	157,377	211,300	170,403	46.2%	40,897	4,424	---	45,321	12.3%	---
Grand Marais	Off-Sale Only	---	1,337	2,123,342	1,530,189	593,153	389,589	18.3%	203,564	5,746	---	209,310	9.9%	200,000
Littlefork	On- & Off-Sale	---	553	230,203	145,874	84,329	127,933	55.6%	(43,604)	---	---	(43,604)	-18.9%	(15,000)
Moose Lake	On- & Off-Sale	---	2,789	1,659,852	1,182,035	477,817	379,316	22.9%	98,501	---	---	98,501	5.9%	---
Northome	On- & Off-Sale	---	155	295,861	189,959	105,902	128,753	43.5%	(22,851)	17,646	---	(5,205)	-1.8%	---
Orr	On- & Off-Sale	---	211	599,637	372,787	226,850	210,878	35.2%	15,972	2,124	---	18,096	3.0%	34,100
Palisade	On- & Off-Sale	---	162	277,890	155,910	121,980	129,555	46.6%	(7,575)	23,879	---	16,304	5.9%	---
Proctor	Off-Sale Only	---	3,120	1,078,483	794,135	284,348	242,128	22.5%	42,220	151	4,287	38,084	3.5%	5,286
Ranier	On- & Off-Sale	---	569	270,474	121,793	148,681	154,461	57.1%	(5,780)	11,622	---	5,842	2.2%	---
Silver Bay	On- & Off-Sale	---	1,857	1,169,510	761,450	408,060	365,922	31.3%	42,138	4,414	2,972	43,580	3.7%	---

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Table 12
Comparison of City Liquor Store Operations - 2020
Listed by Economic Development Region and City

Region and City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit (\$)	Operating			Nonoperating		Net Profit/(Loss)		
							Expenses (\$)	Expenses as a Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	Net Transfers* (\$)
Two Harbors	Off-Sale Only	---	3,633	2,810,384	2,060,782	749,602	486,226	17.3%	263,376	19,452	---	282,828	10.1%	1,520
Total for Region			18,243	\$15,364,745	\$10,703,509	\$4,661,236	\$3,844,410	25.0%	\$816,826	\$155,412	\$7,259	\$964,979	6.3%	\$490,906
Percent of Total MLS Operations			1.9%	3.7%	3.6%	4.1%	4.7%		2.5%	4.2%	0.8%	2.7%		2.3%
4 - West Central														
Alexandria	Off-Sale Only	---	14,335	7,182,563	5,504,035	1,678,528	1,098,771	15.3%	579,757	10,626	7,022	583,361	8.1%	240,000
Barnesville	Off-Sale Only	---	2,759	749,942	574,086	175,856	97,406	13.0%	78,450	2,511	---	80,961	10.8%	---
Battle Lake	Off-Sale Only	---	857	1,991,442	1,469,834	521,608	386,953	19.4%	134,655	2,858	---	137,513	6.9%	96,000
Brandon	On- & Off-Sale	---	501	459,863	282,091	177,772	175,933	38.3%	1,839	22,030	---	23,869	5.2%	11,776
Callaway	On- & Off-Sale	---	178	363,268	183,623	179,645	185,054	50.9%	(5,409)	4,287	---	(1,122)	-0.3%	3,330
Dalton	Off-Sale Only	---	215	290,827	219,414	71,413	67,639	23.3%	3,774	698	---	4,472	1.5%	---
Detroit Lakes	Off-Sale Only	---	9,869	8,900,464	6,528,784	2,371,680	1,069,957	12.0%	1,301,723	90,540	84,090	1,308,173	14.7%	585,717
Elizabeth	Off-Sale Only	---	168	487,958	384,347	103,611	94,847	19.4%	8,764	---	---	8,764	1.8%	---
Fergus Falls	Off-Sale Only	---	14,119	7,569,406	5,270,390	2,299,016	1,218,297	16.1%	1,080,719	42,277	---	1,122,996	14.8%	603,530
Frazee	On- & Off-Sale	---	1,335	584,847	387,314	197,533	167,853	28.7%	29,680	112	---	29,792	5.1%	---
Glenwood	Off-Sale Only	---	2,657	1,794,172	1,328,464	465,708	231,835	12.9%	233,873	3,087	---	236,960	13.2%	60,000
Hawley	Off-Sale Only	---	2,219	1,505,391	1,095,704	409,687	307,548	20.4%	102,139	164	7,938	94,365	6.3%	10,000
Hitterdal	On- & Off-Sale	---	199	358,678	188,241	170,437	160,983	44.9%	9,454	---	---	9,454	2.6%	---
Lake Park	On- & Off-Sale	---	728	821,220	559,464	261,756	277,066	33.7%	(15,310)	2,170	---	(13,140)	-1.6%	---
Millerville	On- & Off-Sale	---	100	301,971	173,616	128,355	102,347	33.9%	26,008	2,594	---	28,602	9.5%	---
Miltona	On- & Off-Sale	---	431	618,690	394,977	223,713	244,184	39.5%	(20,471)	---	---	(20,471)	-3.3%	---

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Table 12
Comparison of City Liquor Store Operations - 2020
Listed by Economic Development Region and City

Region and City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit (\$)	Operating			Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)
							Expenses (\$)	Expenses as a Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Morris	Off-Sale Only	---	5,105	2,552,685	1,961,111	591,574	357,744	14.0%	233,830	13,435	---	247,265	9.7%	171,728
New York Mills	On- & Off-Sale	---	1,294	717,645	463,574	254,071	203,771	28.4%	50,300	4,326	---	54,626	7.6%	18,500
Ogema	On- & Off-Sale	[0]	208	351,815	184,672	167,143	160,019	45.5%	7,124	8,425	---	15,549	4.4%	5,000
Osakis	On- & Off-Sale	[0]	1,771	864,153	591,487	272,666	258,160	29.9%	14,506	35,643	---	50,149	5.8%	---
Pelican Rapids	Off-Sale Only	---	2,577	1,612,029	1,149,157	462,872	273,951	17.0%	188,921	3,273	8,721	183,473	11.4%	109,302
Perham	Off-Sale Only	---	3,512	4,434,307	3,183,071	1,251,236	591,610	13.3%	659,626	25,480	2,713	682,393	15.4%	196,555
Ulen	On- & Off-Sale	---	476	332,110	169,989	162,121	185,420	55.8%	(23,299)	60	---	(23,239)	-7.0%	---
Underwood	Off-Sale Only	---	356	777,172	544,908	232,264	136,512	17.6%	95,752	1,043	---	96,795	12.5%	23,646
Vergas	Off-Sale Only	---	348	736,331	532,594	203,737	121,484	16.5%	82,253	2,442	---	84,695	11.5%	24,797
Wolf Lake	On- & Off-Sale	---	71	235,279	152,692	82,587	133,257	56.6%	(50,670)	19,815	---	(30,855)	-13.1%	(2,700)
Total for Region			66,388	\$46,594,228	\$33,477,639	\$13,116,589	\$8,308,601	17.8%	\$4,807,988	\$297,896	\$110,484	\$4,995,400	10.7%	\$2,157,181
Percent of Total MLS Operations			6.8%	11.3%	11.3%	11.4%	10.2%	14.5%	8.0%	12.0%	13.9%	10.1%		
5 - North Central														
Browerville	On- & Off-Sale	---	839	470,774	298,304	172,470	192,347	40.9%	(19,877)	15,262	---	(4,615)	-1.0%	(14,835)
Clarissa	On- & Off-Sale	---	661	395,727	248,095	147,632	164,068	41.5%	(16,436)	3,960	---	(12,476)	-3.2%	---
Eagle Bend	On- & Off-Sale	---	546	232,576	136,277	96,299	102,974	44.3%	(6,675)	18,807	---	12,132	5.2%	(2,424)
Fifty Lakes	On- & Off-Sale	---	443	545,158	284,130	261,028	227,569	41.7%	33,459	21,422	591	54,290	10.0%	816
Hackensack	On- & Off-Sale	---	294	1,743,453	1,277,357	466,096	294,594	16.9%	171,502	---	---	171,502	9.8%	26,240
Long Prairie	Off-Sale Only	---	3,661	2,100,791	1,591,436	509,355	274,192	13.1%	235,163	3,868	---	239,031	11.4%	106,000
Longville	On- & Off-Sale	---	153	1,981,518	1,302,823	678,695	454,644	22.9%	224,051	512	---	224,563	11.3%	---
Nisswa	On- & Off-Sale	---	1,967	4,834,445	3,299,670	1,534,775	1,083,717	22.4%	451,058	5,593	---	456,651	9.4%	260,000
Randall	On- & Off-Sale	---	607	713,562	492,378	221,184	197,529	27.7%	23,655	27,447	---	51,102	7.2%	10,000

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Table 12
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Listed by Economic Development Region and City

Region and City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit (\$)	Operating			Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)
							Expenses (\$)	Expenses as a Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Remer	On- & Off-Sale	---	391	834,052	555,519	278,533	391,352	46.9%	(112,819)	---	---	(112,819)	-13.5%	2,500
Sebeka	On- & Off-Sale	---	741	521,413	332,784	188,629	188,782	36.2%	(153)	---	116	(269)	-0.1%	---
Verndale	On- & Off-Sale	---	511	233,165	125,468	107,697	114,878	49.3%	(7,181)	9,302	---	2,121	0.9%	---
Wadena	Off-Sale Only	---	4,325	2,566,183	1,929,884	636,299	446,539	17.4%	189,760	11,366	---	201,126	7.8%	182,458
Walker	Off-Sale Only	---	966	1,125,138	821,502	303,636	219,158	19.5%	84,478	2,200	---	86,678	7.7%	53,508
Total for Region			16,105	\$18,297,955	\$12,695,627	\$5,602,328	\$4,352,343	23.8%	\$1,249,985	\$119,739	\$707	\$1,369,017	7.5%	\$624,263
Percent of Total MLS Operations			1.6%	4.4%	4.3%	4.9%	5.3%		3.8%	3.2%	0.1%	3.8%		2.9%
6E - Southwest Central														
Buffalo Lake	On- & Off-Sale	---	660	398,144	234,838	163,306	201,152	50.5%	(37,846)	9,677	---	(28,169)	-7.1%	---
Darwin	Off-Sale Only	---	348	1,005,284	808,267	197,017	139,363	13.9%	57,654	10,587	---	68,241	6.8%	100,000
Dassel	Off-Sale Only	---	1,472	1,541,232	1,198,717	342,515	266,743	17.3%	75,772	15,678	6,637	84,813	5.5%	---
Glencoe	Off-Sale Only	---	5,744	2,531,225	1,881,095	650,130	343,226	13.6%	306,904	163	14,736	292,331	11.5%	325,000
Hutchinson	Off-Sale Only	---	14,599	7,667,360	5,994,877	1,672,483	947,384	12.4%	725,099	3,355	4,792	723,662	9.4%	500,000
Litchfield	Off-Sale Only	---	6,624	2,936,976	2,197,018	739,958	453,603	15.4%	286,355	7,155	---	293,510	10.0%	295,318
Olivia	Off-Sale Only	---	2,343	1,217,612	893,578	324,034	275,662	22.6%	48,372	7,662	---	56,034	4.6%	---
Sacred Heart	On- & Off-Sale	---	510	570,519	356,606	213,913	206,655	36.2%	7,258	31,319	---	38,577	6.8%	---
Silver Lake	On- & Off-Sale	---	866	554,218	328,465	225,753	252,237	45.5%	(26,484)	15,703	541	(11,322)	-2.0%	10,000
Total for Region			33,166	\$18,422,570	\$13,893,461	\$4,529,109	\$3,086,025	16.8%	\$1,443,084	\$101,299	\$26,706	\$1,517,677	8.2%	\$1,230,318
Percent of Total MLS Operations			3.4%	4.5%	4.7%	3.9%	3.8%		4.4%	2.7%	2.9%	4.2%		5.8%
6W - Upper Southwest														
Appleton	Off-Sale Only	---	1,392	708,921	491,150	217,771	139,944	19.7%	77,827	---	159	77,668	11.0%	---
Benson	On- & Off-Sale	---	3,480	1,341,749	940,109	401,640	343,786	25.6%	57,854	28,150	---	86,004	6.4%	76,773

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							Expenses (\$)	Expenses as a Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Boyd	On- & Off-Sale	---	141	444,750	271,900	172,850	227,862	51.2%	(55,012)	27,377	8,792	(36,427)	-8.2%	---
Dawson	Off-Sale Only	---	1,466	563,202	401,910	161,292	142,998	25.4%	18,294	1,201	---	19,495	3.5%	---
De Graff	On- & Off-Sale	---	110	287,511	153,036	134,475	178,279	62.0%	(43,804)	58,305	10,569	3,932	1.4%	---
Granite Falls	Off-Sale Only	---	2,737	1,395,644	1,031,356	364,288	214,370	15.4%	149,918	6,819	2,231	154,506	11.1%	68,275
Hanley Falls	On- & Off-Sale	---	243	152,598	80,893	71,705	73,188	48.0%	(1,483)	13,155	433	11,239	7.4%	---
Madison	Off-Sale Only	---	1,518	503,756	366,106	137,650	104,153	20.7%	33,497	1,663	---	35,160	7.0%	30,000
Montevideo	Off-Sale Only	---	5,398	2,791,462	2,066,954	724,508	465,393	16.7%	259,115	4,555	---	263,670	9.4%	255,000
Total for Region			16,485	\$8,189,593	\$5,803,414	\$2,386,179	\$1,889,973	23.1%	\$496,206	\$141,225	\$22,184	\$615,247	7.5%	\$430,048
Percent of Total MLS Operations			1.7%	2.0%	2.0%	2.1%	2.3%		1.5%	3.8%	2.4%	1.7%		2.0%
7E - East Central														
Braham	Off-Sale Only	---	1,769	2,025,160	1,473,615	551,545	386,959	19.1%	164,586	21,536	---	186,122	9.2%	193,300
Cambridge	Off-Sale Only	---	9,611	6,817,078	5,139,310	1,677,768	977,456	14.3%	700,312	18,190	---	718,502	10.5%	715,000
Finlayson	On- & Off-Sale	---	295	701,012	431,487	269,525	300,907	42.9%	(31,382)	75	5,576	(36,883)	-5.3%	---
Foreston	On- & Off-Sale	---	559	340,203	170,469	169,734	154,092	45.3%	15,642	19,396	---	35,038	10.3%	27,093
Hinckley	On- & Off-Sale	---	1,904	2,921,543	2,129,857	791,686	570,507	19.5%	221,179	37,006	9,317	248,868	8.5%	120,000
Isanti	Off-Sale Only	---	6,804	3,975,267	2,886,887	1,088,380	571,770	14.4%	516,610	12,629	---	529,239	13.3%	350,000
Isle	On- & Off-Sale	[38]	803	940,140	648,640	291,500	253,428	27.0%	38,072	35	---	38,107	4.1%	(5,636)
Lindstrom	On- & Off-Sale	---	4,888	2,764,557	1,892,481	872,076	765,227	27.7%	106,849	55,388	---	162,237	5.9%	208,325
Milaca	Off-Sale Only	---	3,021	2,894,083	2,135,436	758,647	524,059	18.1%	234,588	12,460	---	247,048	8.5%	92,650
Mora	Off-Sale Only	---	3,665	4,438,807	3,259,400	1,179,407	553,295	12.5%	626,112	9,115	32,500	602,727	13.6%	295,539
North Branch	Off-Sale Only	---	10,787	4,163,141	3,055,470	1,107,671	932,158	22.4%	175,513	665	---	176,178	4.2%	176,178
Ogilvie	On- & Off-Sale	---	388	672,214	403,091	269,123	203,114	30.2%	66,009	12,032	---	78,041	11.6%	5,000

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							Expenses (\$)	Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Pine City	Off-Sale Only	---	3,130	2,417,996	1,722,525	695,471	403,321	16.7%	292,150	59,036	---	351,186	14.5%	350,000
Princeton	Off-Sale Only	---	4,819	5,615,635	4,241,204	1,374,431	710,614	12.7%	663,817	59,736	---	723,553	12.9%	158,350
Stacy	On- & Off-Sale	---	1,703	3,690,157	2,604,292	1,085,865	858,790	23.3%	227,075	36,655	22,056	241,674	6.5%	140,000
Total for Region			54,146	\$44,376,993	\$32,194,164	\$12,182,829	\$8,165,697	18.4%	\$4,017,132	\$353,954	\$69,449	\$4,301,637	9.7%	\$2,825,799
Percent of Total MLS Operations			5.5%	10.8%	10.9%	10.6%	10.0%		12.1%	9.6%	7.6%	12.0%		13.3%
7W - Central														
Big Lake	Off-Sale Only	---	11,686	5,751,171	4,148,340	1,602,831	780,926	13.6%	821,905	16,964	10,235	828,634	14.4%	448,881
Buffalo	Off-Sale Only	---	16,168	6,579,097	4,835,906	1,743,191	1,378,294	20.9%	364,897	32,405	729	396,573	6.0%	475,000
Delano	Off-Sale Only	---	6,484	3,692,544	2,655,394	1,037,150	608,492	16.5%	428,658	40,995	---	469,653	12.7%	100,000
Elk River	Off-Sale Only	---	25,835	7,927,706	5,679,211	2,248,495	1,440,451	18.2%	808,044	215,252	---	1,023,296	12.9%	740,942
Gilman	On- & Off-Sale	---	226	297,826	137,724	160,102	184,857	62.1%	(24,755)	35,937	1,156	10,026	3.4%	---
Holdingford	On- & Off-Sale	[38]	743	290,284	175,831	114,453	159,975	55.1%	(45,522)	20,563	---	(24,959)	-8.6%	---
Howard Lake	On- & Off-Sale	---	2,071	1,086,183	827,797	258,386	239,419	22.0%	18,967	190	---	19,157	1.8%	---
Maple Lake	Off-Sale Only	---	2,159	2,359,008	1,779,342	579,666	360,475	15.3%	219,191	5,897	---	225,088	9.5%	50,000
Monticello	Off-Sale Only	---	14,455	7,405,960	5,502,228	1,903,732	885,605	12.0%	1,018,127	66,806	---	1,084,933	14.6%	660,000
Paynesville	Off-Sale Only	---	2,388	1,956,680	1,530,308	426,372	331,675	17.0%	94,697	40,767	---	135,464	6.9%	37,500
Sauk Rapids	Off-Sale Only	---	13,862	3,618,973	2,771,180	847,793	560,063	15.5%	287,730	42,469	---	330,199	9.1%	90,000
Waverly	On- & Off-Sale	---	1,900	964,790	711,663	253,127	218,633	22.7%	34,494	---	55	34,439	3.6%	---
Total for Region			97,977	\$41,930,222	\$30,754,924	\$11,175,298	\$7,148,865	17.0%	\$4,026,433	\$518,245	\$12,175	\$4,532,503	10.8%	\$2,602,323
Percent of Total MLS Operations			10.0%	10.2%	10.4%	9.7%	8.7%		12.1%	14.0%	1.3%	12.6%		12.2%
8 - Southwest														
Avoca	On- & Off-Sale	---	111	145,798	65,802	79,996	101,165	69.4%	(21,169)	20,790	2,433	(2,812)	-1.9%	36,525

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							Expenses (\$)	Expenses as a Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Balaton	On- & Off-Sale	---	595	344,781	230,544	114,237	139,125	40.4%	(24,888)	3,110	---	(21,778)	-6.3%	1
Hadley	On- & Off-Sale	---	54	206,806	91,946	114,860	129,182	62.5%	(14,322)	25,617	347	10,948	5.3%	---
Heron Lake	On- & Off-Sale	---	602	299,604	165,006	134,598	136,381	45.5%	(1,783)	1,063	---	(720)	-0.2%	(7,107)
Ivanhoe	On- & Off-Sale	[38]	560	405,843	287,323	118,520	147,340	36.3%	(28,820)	7	18	(28,831)	-7.1%	---
Jackson	Off-Sale Only	---	3,323	1,482,868	1,073,364	409,504	257,064	17.3%	152,440	8,469	25,228	135,681	9.1%	41,000
Lakefield	Off-Sale Only	---	1,735	731,924	538,574	193,350	141,064	19.3%	52,286	8,684	---	60,970	8.3%	6,000
Luverne	Off-Sale Only	---	4,946	1,747,699	1,303,643	444,056	316,660	18.1%	127,396	12,763	254	139,905	8.0%	45,000
Marshall	Off-Sale Only	---	13,628	6,860,252	4,923,147	1,937,105	855,089	12.5%	1,082,016	31,342	69,254	1,044,104	15.2%	300,000
Okabena	On- & Off-Sale	---	203	225,586	118,775	106,811	135,985	60.3%	(29,174)	---	---	(29,174)	-12.9%	---
Pipestone	Off-Sale Only	---	4,215	1,980,348	1,446,249	534,099	286,022	14.4%	248,077	9,958	---	258,035	13.0%	80,167
Redwood Falls	Off-Sale Only	---	5,102	2,656,817	1,985,058	671,759	509,019	19.2%	162,740	19,681	7,385	175,036	6.6%	120,000
Russell	On- & Off-Sale	---	348	247,774	153,733	94,041	123,935	50.0%	(29,894)	21,649	---	(8,245)	-3.3%	---
Tracy	Off-Sale Only	---	2,076	870,812	578,826	291,986	277,282	31.8%	14,704	3,913	---	18,617	2.1%	(88,668)
Walnut Grove	On- & Off-Sale	---	751	330,833	180,918	149,915	220,869	66.8%	(70,954)	9,323	---	(61,631)	-18.6%	---
Windom	Off-Sale Only	---	4,798	2,335,855	1,710,204	625,651	460,526	19.7%	165,125	4,194	---	169,319	7.2%	100,000
Worthington	Off-Sale Only	---	13,947	5,035,805	3,751,609	1,284,196	742,062	14.7%	542,134	6,437	23,990	524,581	10.4%	199,500
Total for Region			56,994	\$25,909,405	\$18,604,721	\$7,304,684	\$4,978,770	19.2%	\$2,325,914	\$187,000	\$128,909	\$2,384,005	9.2%	\$832,418
Percent of Total MLS Operations			5.8%	6.3%	6.3%	6.4%	6.1%		7.0%	5.0%	14.0%	6.6%		3.9%
9 - South Central														
Blue Earth	Off-Sale Only	---	3,174	2,006,057	1,513,775	492,282	358,083	17.9%	134,199	4,236	---	138,435	6.9%	50,000
Butterfield	Off-Sale Only	---	601	221,835	160,910	60,925	74,723	33.7%	(13,798)	2,975	---	(10,823)	-4.9%	---
Cleveland	On- & Off-Sale	---	747	208,765	137,527	71,238	121,022	58.0%	(49,784)	32,715	---	(17,069)	-8.2%	---

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							Expenses (\$)	Expenses as a Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Elmore	Off-Sale Only	---	549	102,956	74,434	28,522	25,501	24.8%	3,021	1,321	---	4,342	4.2%	---
Fairmont	Off-Sale Only	---	10,487	4,631,500	3,298,602	1,332,898	614,697	13.3%	718,201	41,040	---	759,241	16.4%	830,000
Hanska	On- & Off-Sale	---	382	213,079	118,457	94,622	88,401	41.5%	6,221	9,472	531	15,162	7.1%	---
Kiester	Off-Sale Only	---	488	229,323	171,338	57,985	61,382	26.8%	(3,397)	4,952	500	1,055	0.5%	---
Le Center	On- & Off-Sale	---	2,517	1,026,932	709,897	317,035	334,975	32.6%	(17,940)	68,759	3,695	47,124	4.6%	16,530
Lewisville	On- & Off-Sale	---	204	132,709	75,113	57,596	83,201	62.7%	(25,605)	20,002	---	(5,603)	-4.2%	---
Madelia	Off-Sale Only	---	2,396	766,909	572,884	194,025	137,434	17.9%	56,591	3,192	---	59,783	7.8%	---
Mapleton	On- & Off-Sale	---	1,710	509,312	327,667	181,645	215,553	42.3%	(33,908)	49,891	---	15,983	3.1%	---
Saint James	Off-Sale Only	---	4,793	1,098,655	733,713	364,942	269,263	24.5%	95,679	4,157	---	99,836	9.1%	69,102
Sherburn	On- & Off-Sale	---	1,058	891,658	587,465	304,193	354,615	39.8%	(50,422)	---	91	(50,513)	-5.7%	---
Wells	Off-Sale Only	---	2,410	1,240,320	945,928	294,392	241,073	19.4%	53,319	7,091	30,069	30,341	2.4%	---
Total for Region			31,516	\$13,280,010	\$9,427,710	\$3,852,300	\$2,979,923	22.4%	\$872,377	\$249,803	\$34,886	\$1,087,294	8.2%	\$965,632
Percent of Total MLS Operations			3.2%	3.2%	3.2%	3.4%	3.6%		2.6%	6.7%	3.8%	3.0%		4.5%
10 - Southeast														
Caledonia	Off-Sale Only	---	2,847	1,044,595	786,457	258,138	173,243	16.6%	84,895	1,241	---	86,136	8.2%	---
Ellendale	On- & Off-Sale	[32]	676	900	1,237	(337)	1,237	137.4%	(1,574)	1	---	(1,573)	-174.8%	(963)
Kasson	Off-Sale Only	---	6,851	1,766,088	1,359,974	406,114	252,055	14.3%	154,059	16,791	---	170,850	9.7%	16,000
Kenyon	On- & Off-Sale	---	1,894	787,063	557,396	229,667	235,106	29.9%	(5,439)	28,475	143	22,893	2.9%	---
Lonsdale	Off-Sale Only	---	4,686	2,110,860	1,640,376	470,484	307,151	14.6%	163,333	577	---	163,910	7.8%	103,500
Mazeppa	On- & Off-Sale	---	874	537,605	350,476	187,129	192,852	35.9%	(5,723)	30,063	3,166	21,174	3.9%	(6,356)
Medford	On- & Off-Sale	---	1,315	226,387	137,523	88,864	123,946	54.7%	(35,082)	19,455	---	(15,627)	-6.9%	---
Northfield	Off-Sale Only	---	20,790	2,803,834	2,051,782	752,052	502,358	17.9%	249,694	26,934	---	276,628	9.9%	50,000

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Plainview	On- & Off-Sale	[21]	3,483	735,130	488,407	246,723	231,659	31.5%	15,064	445,038	---	460,102	62.6%	720,274
Spring Grove	On- & Off-Sale	---	1,256	422,431	318,469	103,962	124,573	29.5%	(20,611)	4,096	---	(16,515)	-3.9%	26,800
West Concord	On- & Off-Sale	---	861	165,942	110,089	55,853	105,278	63.4%	(49,425)	5,577	---	(43,848)	-26.4%	---
Total for Region			45,533	\$10,600,835	\$7,802,186	\$2,798,649	\$2,249,458	21.2%	\$549,191	\$578,248	\$3,309	\$1,124,130	10.6%	\$909,255
Percent of Total MLS Operations			4.6%	2.6%	2.6%	2.4%	2.8%		1.7%	15.6%	0.4%	3.1%		4.3%
11 - 7-County Twin Cities														
Anoka	Off-Sale Only	---	17,921	4,876,807	3,728,642	1,148,165	859,260	17.6%	288,905	42,148	26,384	304,669	6.2%	260,500
Apple Valley	Off-Sale Only	---	56,374	10,878,589	7,726,224	3,152,365	1,807,010	16.6%	1,345,355	99,930	---	1,445,285	13.3%	660,000
Brooklyn Center	Off-Sale Only	---	33,782	5,490,543	3,989,186	1,501,357	1,590,440	29.0%	(89,083)	103,771	121,689	(107,001)	-1.9%	---
Columbia Heights	Off-Sale Only	---	21,973	7,585,383	5,649,325	1,936,058	1,654,790	21.8%	281,268	20,191	53,489	247,970	3.3%	90,900
Eden Prairie	Off-Sale Only	---	64,198	11,711,560	8,299,999	3,411,561	2,297,060	19.6%	1,114,501	63,860	---	1,178,361	10.1%	850,000
Edina	Off-Sale Only	---	53,494	12,117,414	8,744,414	3,373,000	2,777,603	22.9%	595,397	59,180	---	654,577	5.4%	596,774
Farmington	Off-Sale Only	---	23,632	5,347,194	3,984,504	1,362,690	974,201	18.2%	388,489	48,176	---	436,665	8.2%	536,452
Fridley	Off-Sale Only	---	29,590	6,708,539	4,906,841	1,801,698	1,233,172	18.4%	568,526	21,473	---	589,999	8.8%	257,504
Lakeville	Off-Sale Only	---	69,490	18,262,397	13,491,472	4,770,925	3,263,124	17.9%	1,507,801	149,486	---	1,657,287	9.1%	1,126,089
Lexington	Off-Sale Only	---	2,248	4,255,639	3,198,144	1,057,495	699,523	16.4%	357,972	6,176	---	364,148	8.6%	125,000
Mound	Off-Sale Only	---	9,398	3,838,205	2,760,265	1,077,940	636,575	16.6%	441,365	1,399	---	442,764	11.5%	175,000
Richfield	Off-Sale Only	---	36,994	13,262,924	9,886,359	3,376,565	2,469,884	18.6%	906,681	73,344	---	980,025	7.4%	768,210
Robbinsdale	Off-Sale Only	---	14,646	3,899,916	2,799,568	1,100,348	938,891	24.1%	161,457	27,126	---	188,583	4.8%	190,670
Rogers	On- & Off-Sale	---	13,295	4,451,110	3,019,305	1,431,805	949,907	21.3%	481,898	5,200	---	487,098	10.9%	302,579
Saint Anthony	Off-Sale Only	---	9,257	7,015,974	5,252,004	1,763,970	1,380,231	19.7%	383,739	22,621	---	406,360	5.8%	250,000
Saint Francis	Off-Sale Only	---	8,142	2,777,610	2,031,338	746,272	478,437	17.2%	267,835	39,504	---	307,339	11.1%	60,000

Footnotes:

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[21] The enterprise fund discontinued operations during the current year.

[32] The enterprise fund was not in operation.

[38] Unaudited numbers used.

* Net transfers are calculated by subtracting transfers in from transfers out. A positive amount indicates a greater level of transfers out than in.

Table 12
Comparison of City Liquor Store Operations - 2020
Listed by Economic Development Region and City

Region and City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit (\$)	Operating		Nonoperating		Net Profit/(Loss)		Net Transfers* (\$)	
							Expenses (\$)	Expenses as a Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)		Percent of Sales
Savage	Off-Sale Only	---	32,465	7,386,979	5,312,509	2,074,470	1,216,465	16.5%	858,005	4,366	---	862,371	11.7%	400,000
Wayzata	On- & Off-Sale	---	4,434	5,300,300	3,064,216	2,236,084	2,112,067	39.8%	124,017	42,811	124,369	42,459	0.8%	41,000
Total for Region			501,333	\$135,167,083	\$97,844,315	\$37,322,768	\$27,338,640	20.2%	\$9,984,128	\$830,762	\$325,931	\$10,488,959	7.8%	\$6,690,678
Percent of Total MLS Operations			51.1%	32.9%	33.0%	32.5%	33.5%		30.1%	22.4%	35.5%	29.2%		31.4%
Off-Sale Only			891,634	\$341,873,930	\$251,334,241	\$90,539,689	\$58,954,965	17.2%	\$31,584,724	\$2,072,233	\$721,117	\$32,935,840	9.6%	\$18,787,664
On- & Off-Sale			87,173	\$68,718,922	\$44,571,313	\$24,147,609	\$22,466,103	32.7%	\$1,681,506	\$1,621,603	\$196,967	\$3,106,142	4.5%	\$2,533,422
All Stores			978,807	\$410,592,852	\$295,905,554	\$114,687,298	\$81,421,068	19.8%	\$33,266,230	\$3,693,836	\$918,084	\$36,041,982	8.8%	\$21,321,086

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Table 13
Comparison of City Liquor Store Operations - 2020
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	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit (\$)	Operating			Nonoperating		Net Profit/(Loss)		Net Transfers*(\$)
								Expenses (\$)	Expenses as a Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
1 - Northwest															
1	Roseau	Off-Sale Only	---	2,744	2,168,664	1,589,875	578,789	294,578	13.6%	284,211	321	---	284,532	13.1%	200,000
2	Warroad	Off-Sale Only	---	1,830	2,082,265	1,532,455	549,810	321,717	15.5%	228,093	---	---	228,093	11.0%	85,000
3	Thief River Falls	Off-Sale Only	---	8,749	5,837,878	4,401,933	1,435,945	892,055	15.3%	543,890	23,040	---	566,930	9.7%	431,307
4	Ada	Off-Sale Only	---	1,740	629,979	467,631	162,348	162,756	25.8%	(408)	6,581	---	6,173	1.0%	---
1	Twin Valley	On- & Off-Sale	---	723	587,489	349,230	238,259	190,169	32.4%	48,090	1,901	---	49,991	8.5%	25,000
2	Mentor	On- & Off-Sale	---	104	432,885	220,304	212,581	209,195	48.3%	3,386	11,895	---	15,281	3.5%	23,500
3	Goodridge	On- & Off-Sale	---	112	324,019	183,629	140,390	142,184	43.9%	(1,794)	1,000	---	(794)	-0.2%	---
4	Lancaster	On- & Off-Sale	---	364	241,990	137,425	104,565	116,163	48.0%	(11,598)	6,838	---	(4,760)	-2.0%	10,000
Total for Region				16,366	\$12,305,169	\$8,882,482	\$3,422,687	\$2,328,817	18.9%	\$1,093,870	\$51,576	\$---	\$1,145,446	9.3%	\$774,807
Percent of Total MLS Operations				1.7%	3.0%	3.0%	3.0%	2.9%	3.3%	1.4%	---	3.2%	3.6%		
2 - Headwaters															
1	Bemidji	Off-Sale Only	---	14,574	8,423,238	5,871,394	2,551,844	1,609,741	19.1%	942,103	36,013	150,374	827,742	9.8%	516,867
2	Bagley	Off-Sale Only	---	1,285	1,912,628	1,375,797	536,831	329,964	17.3%	206,867	358	25,711	181,514	9.5%	---
3	Park Rapids	Off-Sale Only	---	4,142	3,429,983	2,531,849	898,134	649,617	18.9%	248,517	10,480	---	258,997	7.6%	33,810
1	Baudette	On- & Off-Sale	---	966	1,778,672	1,190,743	587,929	444,075	25.0%	143,854	9,275	---	153,129	8.6%	115,000
2	Clearbrook	On- & Off-Sale	---	464	505,821	292,137	213,684	174,342	34.5%	39,342	---	---	39,342	7.8%	(10,000)
3	Akeley	On- & Off-Sale	---	404	400,532	214,376	186,156	168,152	42.0%	18,004	1,327	---	19,331	4.8%	---
4	Nevis	On- & Off-Sale	---	377	723,259	443,101	280,158	257,434	35.6%	22,724	9,981	---	32,705	4.5%	35,000
5	Kelliher	On- & Off-Sale	---	258	684,494	431,974	252,520	231,048	33.8%	21,472	2,060	---	23,532	3.4%	20,000
6	Blackduck	On- & Off-Sale	---	845	1,289,600	816,140	473,460	474,042	36.8%	(582)	11,217	---	10,635	0.8%	76,781

Footnotes:

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Table 13
Comparison of City Liquor Store Operations - 2020
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	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit (\$)	Operating			Nonoperating		Net Profit/(Loss)		Net Transfers*(\$)
								Expenses (\$)	Expenses as a Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
7	Mahnomen	On- & Off-Sale	---	1,240	1,005,817	653,891	351,926	411,131	40.9%	(59,205)	27,966	---	(31,239)	-3.1%	---
Total for Region				24,555	\$20,154,044	\$13,821,402	\$6,332,642	\$4,749,546	23.6%	\$1,583,096	\$108,677	\$176,085	\$1,515,688	7.5%	\$787,458
Percent of Total MLS Operations				2.5%	4.9%	4.7%	5.5%	5.8%	4.8%	2.9%	19.2%	4.2%		3.7%	
3 - Arrowhead															
1	Two Harbors	Off-Sale Only	---	3,633	2,810,384	2,060,782	749,602	486,226	17.3%	263,376	19,452	---	282,828	10.1%	1,520
2	Grand Marais	Off-Sale Only	---	1,337	2,123,342	1,530,189	593,153	389,589	18.3%	203,564	5,746	---	209,310	9.9%	200,000
3	Aitkin	Off-Sale Only	---	2,168	1,604,961	1,270,704	334,257	213,928	13.3%	120,329	23,514	---	143,843	9.0%	75,000
4	Cook	Off-Sale Only	---	534	1,753,359	1,290,351	463,008	331,354	18.9%	131,654	14,250	---	145,904	8.3%	---
5	Proctor	Off-Sale Only	---	3,120	1,078,483	794,135	284,348	242,128	22.5%	42,220	151	4,287	38,084	3.5%	5,286
1	Cromwell	On- & Off-Sale	---	240	368,677	157,377	211,300	170,403	46.2%	40,897	4,424	---	45,321	12.3%	---
2	Moose Lake	On- & Off-Sale	---	2,789	1,659,852	1,182,035	477,817	379,316	22.9%	98,501	---	---	98,501	5.9%	---
3	Palisade	On- & Off-Sale	---	162	277,890	155,910	121,980	129,555	46.6%	(7,575)	23,879	---	16,304	5.9%	---
4	Silver Bay	On- & Off-Sale	---	1,857	1,169,510	761,450	408,060	365,922	31.3%	42,138	4,414	2,972	43,580	3.7%	---
5	Beaver Bay	On- & Off-Sale	---	120	472,878	312,799	160,079	148,945	31.5%	11,134	5,579	---	16,713	3.5%	---
6	Orr	On- & Off-Sale	---	211	599,637	372,787	226,850	210,878	35.2%	15,972	2,124	---	18,096	3.0%	34,100
7	Ranier	On- & Off-Sale	---	569	270,474	121,793	148,681	154,461	57.1%	(5,780)	11,622	---	5,842	2.2%	---
8	Northome	On- & Off-Sale	---	155	295,861	189,959	105,902	128,753	43.5%	(22,851)	17,646	---	(5,205)	-1.8%	---
9	Big Falls	On- & Off-Sale	---	175	247,502	121,841	125,661	132,073	53.4%	(6,412)	611	---	(5,801)	-2.3%	---
10	Barnum	On- & Off-Sale	---	620	401,732	235,523	166,209	232,946	58.0%	(66,737)	22,000	---	(44,737)	-11.1%	190,000
11	Littlefork	On- & Off-Sale	---	553	230,203	145,874	84,329	127,933	55.6%	(43,604)	---	---	(43,604)	-18.9%	(15,000)
Total for Region				18,243	\$15,364,745	\$10,703,509	\$4,661,236	\$3,844,410	25.0%	\$816,826	\$155,412	\$7,259	\$964,979	6.3%	\$490,906

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Rank	Region and City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit (\$)	Operating			Nonoperating		Net Profit/(Loss)		Net Transfers*(\$)
								Expenses (\$)	Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
Percent of Total MLS Operations				1.9%	3.7%	3.6%	4.1%	4.7%		2.5%	4.2%	0.8%	2.7%		2.3%
4 - West Central															
1	Perham	Off-Sale Only	---	3,512	4,434,307	3,183,071	1,251,236	591,610	13.3%	659,626	25,480	2,713	682,393	15.4%	196,555
2	Fergus Falls	Off-Sale Only	---	14,119	7,569,406	5,270,390	2,299,016	1,218,297	16.1%	1,080,719	42,277	---	1,122,996	14.8%	603,530
3	Detroit Lakes	Off-Sale Only	---	9,869	8,900,464	6,528,784	2,371,680	1,069,957	12.0%	1,301,723	90,540	84,090	1,308,173	14.7%	585,717
4	Glenwood	Off-Sale Only	---	2,657	1,794,172	1,328,464	465,708	231,835	12.9%	233,873	3,087	---	236,960	13.2%	60,000
5	Underwood	Off-Sale Only	---	356	777,172	544,908	232,264	136,512	17.6%	95,752	1,043	---	96,795	12.5%	23,646
6	Vergas	Off-Sale Only	---	348	736,331	532,594	203,737	121,484	16.5%	82,253	2,442	---	84,695	11.5%	24,797
7	Pelican Rapids	Off-Sale Only	---	2,577	1,612,029	1,149,157	462,872	273,951	17.0%	188,921	3,273	8,721	183,473	11.4%	109,302
8	Barnesville	Off-Sale Only	---	2,759	749,942	574,086	175,856	97,406	13.0%	78,450	2,511	---	80,961	10.8%	---
9	Morris	Off-Sale Only	---	5,105	2,552,685	1,961,111	591,574	357,744	14.0%	233,830	13,435	---	247,265	9.7%	171,728
10	Alexandria	Off-Sale Only	---	14,335	7,182,563	5,504,035	1,678,528	1,098,771	15.3%	579,757	10,626	7,022	583,361	8.1%	240,000
11	Battle Lake	Off-Sale Only	---	857	1,991,442	1,469,834	521,608	386,953	19.4%	134,655	2,858	---	137,513	6.9%	96,000
12	Hawley	Off-Sale Only	---	2,219	1,505,391	1,095,704	409,687	307,548	20.4%	102,139	164	7,938	94,365	6.3%	10,000
13	Elizabeth	Off-Sale Only	---	168	487,958	384,347	103,611	94,847	19.4%	8,764	---	---	8,764	1.8%	---
14	Dalton	Off-Sale Only	---	215	290,827	219,414	71,413	67,639	23.3%	3,774	698	---	4,472	1.5%	---
1	Millerville	On- & Off-Sale	---	100	301,971	173,616	128,355	102,347	33.9%	26,008	2,594	---	28,602	9.5%	---
2	New York Mills	On- & Off-Sale	---	1,294	717,645	463,574	254,071	203,771	28.4%	50,300	4,326	---	54,626	7.6%	18,500
3	Osakis	On- & Off-Sale	[0]	1,771	864,153	591,487	272,666	258,160	29.9%	14,506	35,643	---	50,149	5.8%	---
4	Brandon	On- & Off-Sale	---	501	459,863	282,091	177,772	175,933	38.3%	1,839	22,030	---	23,869	5.2%	11,776
5	Frazee	On- & Off-Sale	---	1,335	584,847	387,314	197,533	167,853	28.7%	29,680	112	---	29,792	5.1%	---
6	Ogema	On- & Off-Sale	[0]	208	351,815	184,672	167,143	160,019	45.5%	7,124	8,425	---	15,549	4.4%	5,000

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Rank	Region and City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit (\$)	Operating			Nonoperating		Net Profit/(Loss)		Net Transfers*(\$)
								Expenses (\$)	Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
7	Hitterdal	On- & Off-Sale	---	199	358,678	188,241	170,437	160,983	44.9%	9,454	---	---	9,454	2.6%	---
8	Callaway	On- & Off-Sale	---	178	363,268	183,623	179,645	185,054	50.9%	(5,409)	4,287	---	(1,122)	-0.3%	3,330
9	Lake Park	On- & Off-Sale	---	728	821,220	559,464	261,756	277,066	33.7%	(15,310)	2,170	---	(13,140)	-1.6%	---
10	Miltona	On- & Off-Sale	---	431	618,690	394,977	223,713	244,184	39.5%	(20,471)	---	---	(20,471)	-3.3%	---
11	Ulen	On- & Off-Sale	---	476	332,110	169,989	162,121	185,420	55.8%	(23,299)	60	---	(23,239)	-7.0%	---
12	Wolf Lake	On- & Off-Sale	---	71	235,279	152,692	82,587	133,257	56.6%	(50,670)	19,815	---	(30,855)	-13.1%	(2,700)
Total for Region				66,388	\$46,594,228	\$33,477,639	\$13,116,589	\$8,308,601	17.8%	\$4,807,988	\$297,896	\$110,484	\$4,995,400	10.7%	\$2,157,181
Percent of Total MLS Operations				6.8%	11.3%	11.3%	11.4%	10.2%		14.5%	8.0%	12.0%	13.9%		10.1%
5 - North Central															
1	Long Prairie	Off-Sale Only	---	3,661	2,100,791	1,591,436	509,355	274,192	13.1%	235,163	3,868	---	239,031	11.4%	106,000
2	Wadena	Off-Sale Only	---	4,325	2,566,183	1,929,884	636,299	446,539	17.4%	189,760	11,366	---	201,126	7.8%	182,458
3	Walker	Off-Sale Only	---	966	1,125,138	821,502	303,636	219,158	19.5%	84,478	2,200	---	86,678	7.7%	53,508
1	Longville	On- & Off-Sale	---	153	1,981,518	1,302,823	678,695	454,644	22.9%	224,051	512	---	224,563	11.3%	---
2	Fifty Lakes	On- & Off-Sale	---	443	545,158	284,130	261,028	227,569	41.7%	33,459	21,422	591	54,290	10.0%	816
3	Hackensack	On- & Off-Sale	---	294	1,743,453	1,277,357	466,096	294,594	16.9%	171,502	---	---	171,502	9.8%	26,240
4	Nisswa	On- & Off-Sale	---	1,967	4,834,445	3,299,670	1,534,775	1,083,717	22.4%	451,058	5,593	---	456,651	9.4%	260,000
5	Randall	On- & Off-Sale	---	607	713,562	492,378	221,184	197,529	27.7%	23,655	27,447	---	51,102	7.2%	10,000
6	Eagle Bend	On- & Off-Sale	---	546	232,576	136,277	96,299	102,974	44.3%	(6,675)	18,807	---	12,132	5.2%	(2,424)
7	Verndale	On- & Off-Sale	---	511	233,165	125,468	107,697	114,878	49.3%	(7,181)	9,302	---	2,121	0.9%	---
8	Sebeka	On- & Off-Sale	---	741	521,413	332,784	188,629	188,782	36.2%	(153)	---	116	(269)	-0.1%	---
9	Browerville	On- & Off-Sale	---	839	470,774	298,304	172,470	192,347	40.9%	(19,877)	15,262	---	(4,615)	-1.0%	(14,835)
10	Clarissa	On- & Off-Sale	---	661	395,727	248,095	147,632	164,068	41.5%	(16,436)	3,960	---	(12,476)	-3.2%	---

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Rank	Region and City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit (\$)	Operating			Nonoperating		Net Profit/(Loss)		Net Transfers*(\$)
								Expenses (\$)	Expenses as a Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
11	Remer	On- & Off-Sale	---	391	834,052	555,519	278,533	391,352	46.9%	(112,819)	---	---	(112,819)	-13.5%	2,500
Total for Region				16,105	\$18,297,955	\$12,695,627	\$5,602,328	\$4,352,343	23.8%	\$1,249,985	\$119,739	\$707	\$1,369,017	7.5%	\$624,263
Percent of Total MLS Operations				1.6%	4.4%	4.3%	4.9%	5.3%		3.8%	3.2%	0.1%	3.8%		2.9%
6E - Southwest Central															
1	Glencoe	Off-Sale Only	---	5,744	2,531,225	1,881,095	650,130	343,226	13.6%	306,904	163	14,736	292,331	11.5%	325,000
2	Litchfield	Off-Sale Only	---	6,624	2,936,976	2,197,018	739,958	453,603	15.4%	286,355	7,155	---	293,510	10.0%	295,318
3	Hutchinson	Off-Sale Only	---	14,599	7,667,360	5,994,877	1,672,483	947,384	12.4%	725,099	3,355	4,792	723,662	9.4%	500,000
4	Darwin	Off-Sale Only	---	348	1,005,284	808,267	197,017	139,363	13.9%	57,654	10,587	---	68,241	6.8%	100,000
5	Dassel	Off-Sale Only	---	1,472	1,541,232	1,198,717	342,515	266,743	17.3%	75,772	15,678	6,637	84,813	5.5%	---
6	Olivia	Off-Sale Only	---	2,343	1,217,612	893,578	324,034	275,662	22.6%	48,372	7,662	---	56,034	4.6%	---
1	Sacred Heart	On- & Off-Sale	---	510	570,519	356,606	213,913	206,655	36.2%	7,258	31,319	---	38,577	6.8%	---
2	Silver Lake	On- & Off-Sale	---	866	554,218	328,465	225,753	252,237	45.5%	(26,484)	15,703	541	(11,322)	-2.0%	10,000
3	Buffalo Lake	On- & Off-Sale	---	660	398,144	234,838	163,306	201,152	50.5%	(37,846)	9,677	---	(28,169)	-7.1%	---
Total for Region				33,166	\$18,422,570	\$13,893,461	\$4,529,109	\$3,086,025	16.8%	\$1,443,084	\$101,299	\$26,706	\$1,517,677	8.2%	\$1,230,318
Percent of Total MLS Operations				3.4%	4.5%	4.7%	3.9%	3.8%		4.4%	2.7%	2.9%	4.2%		5.8%
6W - Upper Southwest															
1	Granite Falls	Off-Sale Only	---	2,737	1,395,644	1,031,356	364,288	214,370	15.4%	149,918	6,819	2,231	154,506	11.1%	68,275
2	Appleton	Off-Sale Only	---	1,392	708,921	491,150	217,771	139,944	19.7%	77,827	---	159	77,668	11.0%	---
3	Montevideo	Off-Sale Only	---	5,398	2,791,462	2,066,954	724,508	465,393	16.7%	259,115	4,555	---	263,670	9.4%	255,000
4	Madison	Off-Sale Only	---	1,518	503,756	366,106	137,650	104,153	20.7%	33,497	1,663	---	35,160	7.0%	30,000
5	Dawson	Off-Sale Only	---	1,466	563,202	401,910	161,292	142,998	25.4%	18,294	1,201	---	19,495	3.5%	---

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Rank	Region and City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit (\$)	Operating			Nonoperating		Net Profit/(Loss)		Net Transfers*(\$)
								Expenses (\$)	Expenses as a Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
1	Hanley Falls	On- & Off-Sale	---	243	152,598	80,893	71,705	73,188	48.0%	(1,483)	13,155	433	11,239	7.4%	---
2	Benson	On- & Off-Sale	---	3,480	1,341,749	940,109	401,640	343,786	25.6%	57,854	28,150	---	86,004	6.4%	76,773
3	De Graff	On- & Off-Sale	---	110	287,511	153,036	134,475	178,279	62.0%	(43,804)	58,305	10,569	3,932	1.4%	---
4	Boyd	On- & Off-Sale	---	141	444,750	271,900	172,850	227,862	51.2%	(55,012)	27,377	8,792	(36,427)	-8.2%	---
Total for Region				16,485	\$8,189,593	\$5,803,414	\$2,386,179	\$1,889,973	23.1%	\$496,206	\$141,225	\$22,184	\$615,247	7.5%	\$430,048
Percent of Total MLS Operations				1.7%	2.0%	2.0%	2.1%	2.3%		1.5%	3.8%	2.4%	1.7%		2.0%
7E - East Central															
1	Pine City	Off-Sale Only	---	3,130	2,417,996	1,722,525	695,471	403,321	16.7%	292,150	59,036	---	351,186	14.5%	350,000
2	Mora	Off-Sale Only	---	3,665	4,438,807	3,259,400	1,179,407	553,295	12.5%	626,112	9,115	32,500	602,727	13.6%	295,539
3	Isanti	Off-Sale Only	---	6,804	3,975,267	2,886,887	1,088,380	571,770	14.4%	516,610	12,629	---	529,239	13.3%	350,000
4	Princeton	Off-Sale Only	---	4,819	5,615,635	4,241,204	1,374,431	710,614	12.7%	663,817	59,736	---	723,553	12.9%	158,350
5	Cambridge	Off-Sale Only	---	9,611	6,817,078	5,139,310	1,677,768	977,456	14.3%	700,312	18,190	---	718,502	10.5%	715,000
6	Braham	Off-Sale Only	---	1,769	2,025,160	1,473,615	551,545	386,959	19.1%	164,586	21,536	---	186,122	9.2%	193,300
7	Milaca	Off-Sale Only	---	3,021	2,894,083	2,135,436	758,647	524,059	18.1%	234,588	12,460	---	247,048	8.5%	92,650
8	North Branch	Off-Sale Only	---	10,787	4,163,141	3,055,470	1,107,671	932,158	22.4%	175,513	665	---	176,178	4.2%	176,178
1	Ogilvie	On- & Off-Sale	---	388	672,214	403,091	269,123	203,114	30.2%	66,009	12,032	---	78,041	11.6%	5,000
2	Foreston	On- & Off-Sale	---	559	340,203	170,469	169,734	154,092	45.3%	15,642	19,396	---	35,038	10.3%	27,093
3	Hinckley	On- & Off-Sale	---	1,904	2,921,543	2,129,857	791,686	570,507	19.5%	221,179	37,006	9,317	248,868	8.5%	120,000
4	Stacy	On- & Off-Sale	---	1,703	3,690,157	2,604,292	1,085,865	858,790	23.3%	227,075	36,655	22,056	241,674	6.5%	140,000
5	Lindstrom	On- & Off-Sale	---	4,888	2,764,557	1,892,481	872,076	765,227	27.7%	106,849	55,388	---	162,237	5.9%	208,325
6	Isle	On- & Off-Sale	[38]	803	940,140	648,640	291,500	253,428	27.0%	38,072	35	---	38,107	4.1%	(5,636)
7	Finlayson	On- & Off-Sale	---	295	701,012	431,487	269,525	300,907	42.9%	(31,382)	75	5,576	(36,883)	-5.3%	---

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Rank	Region and City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit (\$)	Operating		Nonoperating		Net Profit/(Loss)		Net Transfers*(\$)	
								Expenses (\$)	Percent of Sales	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales		
Total for Region				54,146	\$44,376,993	\$32,194,164	\$12,182,829	\$8,165,697	18.4%	\$4,017,132	\$353,954	\$69,449	\$4,301,637	9.7%	\$2,825,799
Percent of Total MLS Operations				5.5%	10.8%	10.9%	10.6%	10.0%		12.1%	9.6%	7.6%	12.0%		13.3%
7W - Central															
1	Monticello	Off-Sale Only	---	14,455	7,405,960	5,502,228	1,903,732	885,605	12.0%	1,018,127	66,806	---	1,084,933	14.6%	660,000
2	Big Lake	Off-Sale Only	---	11,686	5,751,171	4,148,340	1,602,831	780,926	13.6%	821,905	16,964	10,235	828,634	14.4%	448,881
3	Elk River	Off-Sale Only	---	25,835	7,927,706	5,679,211	2,248,495	1,440,451	18.2%	808,044	215,252	---	1,023,296	12.9%	740,942
4	Delano	Off-Sale Only	---	6,484	3,692,544	2,655,394	1,037,150	608,492	16.5%	428,658	40,995	---	469,653	12.7%	100,000
5	Maple Lake	Off-Sale Only	---	2,159	2,359,008	1,779,342	579,666	360,475	15.3%	219,191	5,897	---	225,088	9.5%	50,000
6	Sauk Rapids	Off-Sale Only	---	13,862	3,618,973	2,771,180	847,793	560,063	15.5%	287,730	42,469	---	330,199	9.1%	90,000
7	Paynesville	Off-Sale Only	---	2,388	1,956,680	1,530,308	426,372	331,675	17.0%	94,697	40,767	---	135,464	6.9%	37,500
8	Buffalo	Off-Sale Only	---	16,168	6,579,097	4,835,906	1,743,191	1,378,294	20.9%	364,897	32,405	729	396,573	6.0%	475,000
1	Waverly	On- & Off-Sale	---	1,900	964,790	711,663	253,127	218,633	22.7%	34,494	---	55	34,439	3.6%	---
2	Gilman	On- & Off-Sale	---	226	297,826	137,724	160,102	184,857	62.1%	(24,755)	35,937	1,156	10,026	3.4%	---
3	Howard Lake	On- & Off-Sale	---	2,071	1,086,183	827,797	258,386	239,419	22.0%	18,967	190	---	19,157	1.8%	---
4	Holdingsford	On- & Off-Sale	[38]	743	290,284	175,831	114,453	159,975	55.1%	(45,522)	20,563	---	(24,959)	-8.6%	---
Total for Region				97,977	\$41,930,222	\$30,754,924	\$11,175,298	\$7,148,865	17.0%	\$4,026,433	\$518,245	\$12,175	\$4,532,503	10.8%	\$2,602,323
Percent of Total MLS Operations				10.0%	10.2%	10.4%	9.7%	8.7%		12.1%	14.0%	1.3%	12.6%		12.2%
8 - Southwest															
1	Marshall	Off-Sale Only	---	13,628	6,860,252	4,923,147	1,937,105	855,089	12.5%	1,082,016	31,342	69,254	1,044,104	15.2%	300,000
2	Pipestone	Off-Sale Only	---	4,215	1,980,348	1,446,249	534,099	286,022	14.4%	248,077	9,958	---	258,035	13.0%	80,167
3	Worthington	Off-Sale Only	---	13,947	5,035,805	3,751,609	1,284,196	742,062	14.7%	542,134	6,437	23,990	524,581	10.4%	199,500
4	Jackson	Off-Sale Only	---	3,323	1,482,868	1,073,364	409,504	257,064	17.3%	152,440	8,469	25,228	135,681	9.1%	41,000

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Rank	Region and City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit (\$)	Operating			Nonoperating		Net Profit/(Loss)		Net Transfers*(\$)
								Expenses (\$)	Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
5	Lakefield	Off-Sale Only	---	1,735	731,924	538,574	193,350	141,064	19.3%	52,286	8,684	---	60,970	8.3%	6,000
6	Luverne	Off-Sale Only	---	4,946	1,747,699	1,303,643	444,056	316,660	18.1%	127,396	12,763	254	139,905	8.0%	45,000
7	Windom	Off-Sale Only	---	4,798	2,335,855	1,710,204	625,651	460,526	19.7%	165,125	4,194	---	169,319	7.2%	100,000
8	Redwood Falls	Off-Sale Only	---	5,102	2,656,817	1,985,058	671,759	509,019	19.2%	162,740	19,681	7,385	175,036	6.6%	120,000
9	Tracy	Off-Sale Only	---	2,076	870,812	578,826	291,986	277,282	31.8%	14,704	3,913	---	18,617	2.1%	(88,668)
1	Hadley	On- & Off-Sale	---	54	206,806	91,946	114,860	129,182	62.5%	(14,322)	25,617	347	10,948	5.3%	---
2	Heron Lake	On- & Off-Sale	---	602	299,604	165,006	134,598	136,381	45.5%	(1,783)	1,063	---	(720)	-0.2%	(7,107)
3	Avoca	On- & Off-Sale	---	111	145,798	65,802	79,996	101,165	69.4%	(21,169)	20,790	2,433	(2,812)	-1.9%	36,525
4	Russell	On- & Off-Sale	---	348	247,774	153,733	94,041	123,935	50.0%	(29,894)	21,649	---	(8,245)	-3.3%	---
5	Balaton	On- & Off-Sale	---	595	344,781	230,544	114,237	139,125	40.4%	(24,888)	3,110	---	(21,778)	-6.3%	1
6	Ivanhoe	On- & Off-Sale	[38]	560	405,843	287,323	118,520	147,340	36.3%	(28,820)	7	18	(28,831)	-7.1%	---
7	Okabena	On- & Off-Sale	---	203	225,586	118,775	106,811	135,985	60.3%	(29,174)	---	---	(29,174)	-12.9%	---
8	Walnut Grove	On- & Off-Sale	---	751	330,833	180,918	149,915	220,869	66.8%	(70,954)	9,323	---	(61,631)	-18.6%	---
Total for Region				56,994	\$25,909,405	\$18,604,721	\$7,304,684	\$4,978,770	19.2%	\$2,325,914	\$187,000	\$128,909	\$2,384,005	9.2%	\$832,418
Percent of Total MLS Operations				5.8%	6.3%	6.3%	6.4%	6.1%		7.0%	5.0%	14.0%	6.6%		3.9%
9 - South Central															
1	Fairmont	Off-Sale Only	---	10,487	4,631,500	3,298,602	1,332,898	614,697	13.3%	718,201	41,040	---	759,241	16.4%	830,000
2	Saint James	Off-Sale Only	---	4,793	1,098,655	733,713	364,942	269,263	24.5%	95,679	4,157	---	99,836	9.1%	69,102
3	Madelia	Off-Sale Only	---	2,396	766,909	572,884	194,025	137,434	17.9%	56,591	3,192	---	59,783	7.8%	---
4	Blue Earth	Off-Sale Only	---	3,174	2,006,057	1,513,775	492,282	358,083	17.9%	134,199	4,236	---	138,435	6.9%	50,000
5	Elmore	Off-Sale Only	---	549	102,956	74,434	28,522	25,501	24.8%	3,021	1,321	---	4,342	4.2%	---
6	Wells	Off-Sale Only	---	2,410	1,240,320	945,928	294,392	241,073	19.4%	53,319	7,091	30,069	30,341	2.4%	---

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Rank	Region and City	Type of Store	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit (\$)	Operating			Nonoperating		Net Profit/(Loss)		Net Transfers*(\$)
								Expenses (\$)	Expenses as a Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
7	Kiester	Off-Sale Only	---	488	229,323	171,338	57,985	61,382	26.8%	(3,397)	4,952	500	1,055	0.5%	---
8	Butterfield	Off-Sale Only	---	601	221,835	160,910	60,925	74,723	33.7%	(13,798)	2,975	---	(10,823)	-4.9%	---
1	Hanska	On- & Off-Sale	---	382	213,079	118,457	94,622	88,401	41.5%	6,221	9,472	531	15,162	7.1%	---
2	Le Center	On- & Off-Sale	---	2,517	1,026,932	709,897	317,035	334,975	32.6%	(17,940)	68,759	3,695	47,124	4.6%	16,530
3	Mapleton	On- & Off-Sale	---	1,710	509,312	327,667	181,645	215,553	42.3%	(33,908)	49,891	---	15,983	3.1%	---
4	Lewisville	On- & Off-Sale	---	204	132,709	75,113	57,596	83,201	62.7%	(25,605)	20,002	---	(5,603)	-4.2%	---
5	Sherburn	On- & Off-Sale	---	1,058	891,658	587,465	304,193	354,615	39.8%	(50,422)	---	91	(50,513)	-5.7%	---
6	Cleveland	On- & Off-Sale	---	747	208,765	137,527	71,238	121,022	58.0%	(49,784)	32,715	---	(17,069)	-8.2%	---
Total for Region				31,516	\$13,280,010	\$9,427,710	\$3,852,300	\$2,979,923	22.4%	\$872,377	\$249,803	\$34,886	\$1,087,294	8.2%	\$965,632
Percent of Total MLS Operations				3.2%	3.2%	3.2%	3.4%	3.6%		2.6%	6.7%	3.8%	3.0%		4.5%
10 - Southeast															
1	Northfield	Off-Sale Only	---	20,790	2,803,834	2,051,782	752,052	502,358	17.9%	249,694	26,934	---	276,628	9.9%	50,000
2	Kasson	Off-Sale Only	---	6,851	1,766,088	1,359,974	406,114	252,055	14.3%	154,059	16,791	---	170,850	9.7%	16,000
3	Caledonia	Off-Sale Only	---	2,847	1,044,595	786,457	258,138	173,243	16.6%	84,895	1,241	---	86,136	8.2%	---
4	Lonsdale	Off-Sale Only	---	4,686	2,110,860	1,640,376	470,484	307,151	14.6%	163,333	577	---	163,910	7.8%	103,500
1	Plainview	On- & Off-Sale	[21]	3,483	735,130	488,407	246,723	231,659	31.5%	15,064	445,038	---	460,102	62.6%	720,274
2	Mazeppa	On- & Off-Sale	---	874	537,605	350,476	187,129	192,852	35.9%	(5,723)	30,063	3,166	21,174	3.9%	(6,356)
3	Kenyon	On- & Off-Sale	---	1,894	787,063	557,396	229,667	235,106	29.9%	(5,439)	28,475	143	22,893	2.9%	---
4	Spring Grove	On- & Off-Sale	---	1,256	422,431	318,469	103,962	124,573	29.5%	(20,611)	4,096	---	(16,515)	-3.9%	26,800
5	Medford	On- & Off-Sale	---	1,315	226,387	137,523	88,864	123,946	54.7%	(35,082)	19,455	---	(15,627)	-6.9%	---
6	West Concord	On- & Off-Sale	---	861	165,942	110,089	55,853	105,278	63.4%	(49,425)	5,577	---	(43,848)	-26.4%	---

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								Expenses (\$)	Expenses as a Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
7	Ellendale	On- & Off-Sale	[32]	676	900	1,237	(337)	1,237	137.4%	(1,574)	1	---	(1,573)	-174.8%	(963)
Total for Region				45,533	\$10,600,835	\$7,802,186	\$2,798,649	\$2,249,458	21.2%	\$549,191	\$578,248	\$3,309	\$1,124,130	10.6%	\$909,255
Percent of Total MLS Operations				4.6%	2.6%	2.6%	2.4%	2.8%		1.7%	15.6%	0.4%	3.1%		4.3%
11 - 7-County Twin Cities															
1	Apple Valley	Off-Sale Only	---	56,374	10,878,589	7,726,224	3,152,365	1,807,010	16.6%	1,345,355	99,930	---	1,445,285	13.3%	660,000
2	Savage	Off-Sale Only	---	32,465	7,386,979	5,312,509	2,074,470	1,216,465	16.5%	858,005	4,366	---	862,371	11.7%	400,000
3	Mound	Off-Sale Only	---	9,398	3,838,205	2,760,265	1,077,940	636,575	16.6%	441,365	1,399	---	442,764	11.5%	175,000
4	Saint Francis	Off-Sale Only	---	8,142	2,777,610	2,031,338	746,272	478,437	17.2%	267,835	39,504	---	307,339	11.1%	60,000
5	Eden Prairie	Off-Sale Only	---	64,198	11,711,560	8,299,999	3,411,561	2,297,060	19.6%	1,114,501	63,860	---	1,178,361	10.1%	850,000
6	Lakeville	Off-Sale Only	---	69,490	18,262,397	13,491,472	4,770,925	3,263,124	17.9%	1,507,801	149,486	---	1,657,287	9.1%	1,126,089
7	Fridley	Off-Sale Only	---	29,590	6,708,539	4,906,841	1,801,698	1,233,172	18.4%	568,526	21,473	---	589,999	8.8%	257,504
8	Lexington	Off-Sale Only	---	2,248	4,255,639	3,198,144	1,057,495	699,523	16.4%	357,972	6,176	---	364,148	8.6%	125,000
9	Farmington	Off-Sale Only	---	23,632	5,347,194	3,984,504	1,362,690	974,201	18.2%	388,489	48,176	---	436,665	8.2%	536,452
10	Richfield	Off-Sale Only	---	36,994	13,262,924	9,886,359	3,376,565	2,469,884	18.6%	906,681	73,344	---	980,025	7.4%	768,210
11	Anoka	Off-Sale Only	---	17,921	4,876,807	3,728,642	1,148,165	859,260	17.6%	288,905	42,148	26,384	304,669	6.2%	260,500
12	Saint Anthony	Off-Sale Only	---	9,257	7,015,974	5,252,004	1,763,970	1,380,231	19.7%	383,739	22,621	---	406,360	5.8%	250,000
13	Edina	Off-Sale Only	---	53,494	12,117,414	8,744,414	3,373,000	2,777,603	22.9%	595,397	59,180	---	654,577	5.4%	596,774
14	Robbinsdale	Off-Sale Only	---	14,646	3,899,916	2,799,568	1,100,348	938,891	24.1%	161,457	27,126	---	188,583	4.8%	190,670
15	Columbia Heights	Off-Sale Only	---	21,973	7,585,383	5,649,325	1,936,058	1,654,790	21.8%	281,268	20,191	53,489	247,970	3.3%	90,900
16	Brooklyn Center	Off-Sale Only	---	33,782	5,490,543	3,989,186	1,501,357	1,590,440	29.0%	(89,083)	103,771	121,689	(107,001)	-1.9%	---
1	Rogers	On- & Off-Sale	---	13,295	4,451,110	3,019,305	1,431,805	949,907	21.3%	481,898	5,200	---	487,098	10.9%	302,579

Footnotes:

- [0] Information is taken from a cash receipts and disbursements statement.
- [21] The enterprise fund discontinued operations during the current year.
- [32] The enterprise fund was not in operation.
- [38] Unaudited numbers used.
- * Net transfers are calculated by subtracting transfers in from transfers out. A positive amount indicates a greater level of transfers out than in.

Table 13
Comparison of City Liquor Store Operations - 2020
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	Footnotes	Population	Sales (\$)	Cost of Sales (\$)	Gross Profit (\$)	Operating			Nonoperating		Net Profit/(Loss)		Net Transfers*(\$)
								Expenses (\$)	Expenses as a Percent of Sales	Income/(Loss) (\$)	Revenues (\$)	Expenses (\$)	Amount (\$)	Percent of Sales	
2	Wayzata	On- & Off-Sale	---	4,434	5,300,300	3,064,216	2,236,084	2,112,067	39.8%	124,017	42,811	124,369	42,459	0.8%	41,000
Total for Region				501,333	\$135,167,083	\$97,844,315	\$37,322,768	\$27,338,640	20.2%	\$9,984,128	\$830,762	\$325,931	\$10,488,959	7.8%	\$6,690,678
Percent of Total MLS Operations				51.1%	32.9%	33.0%	32.5%	33.5%	30.1%	22.4%	35.5%	29.2%			31.4%
Off-Sale Only				891,634	\$341,873,930	\$251,334,241	\$90,539,689	\$58,954,965	17.2%	\$31,584,724	\$2,072,233	\$721,117	\$32,935,840	9.6%	\$18,787,664
On- & Off-Sale				87,173	\$68,718,922	\$44,571,313	\$24,147,609	\$22,466,103	32.7%	\$1,681,506	\$1,621,603	\$196,967	\$3,106,142	4.5%	\$2,533,422
All Stores				978,807	\$410,592,852	\$295,905,554	\$114,687,298	\$81,421,068	19.8%	\$33,266,230	\$3,693,836	\$918,084	\$36,041,982	8.8%	\$21,321,086

Footnotes:

[0] Information is taken from a cash receipts and disbursements statement.

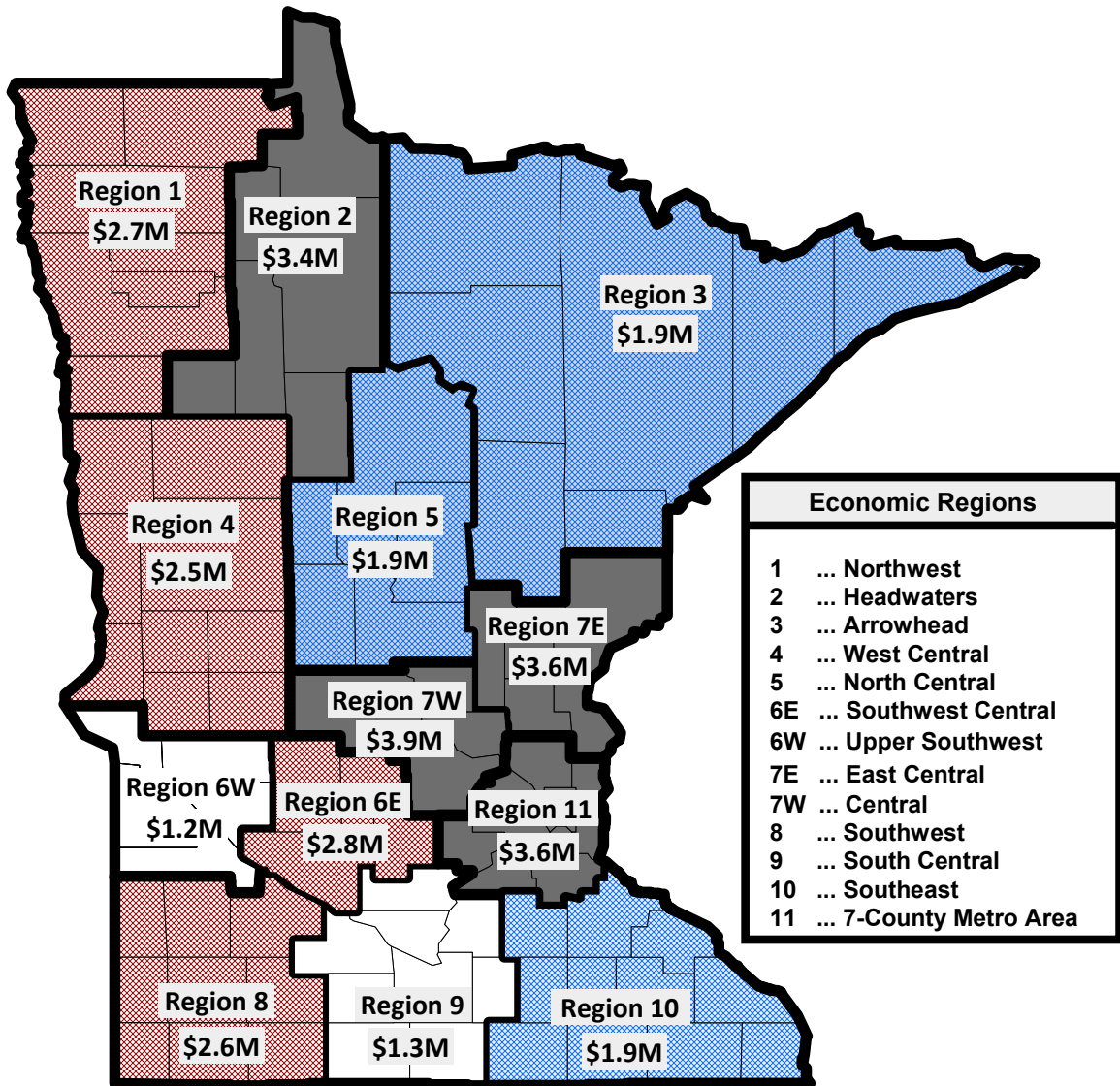
[21] The enterprise fund discontinued operations during the current year.

[32] The enterprise fund was not in operation.

[38] Unaudited numbers used.

* Net transfers are calculated by subtracting transfers in from transfers out. A positive amount indicates a greater level of transfers out than in.

Figure 8
2020 Average Sales Per Off-Sale Municipal Liquor
Establishment by Economic Development Region



Economic Regions	
1	... Northwest
2	... Headwaters
3	... Arrowhead
4	... West Central
5	... North Central
6E	... Southwest Central
6W	... Upper Southwest
7E	... East Central
7W	... Central
8	... Southwest
9	... South Central
10	... Southeast
11	... 7-County Metro Area

**All numbers are rounded.*

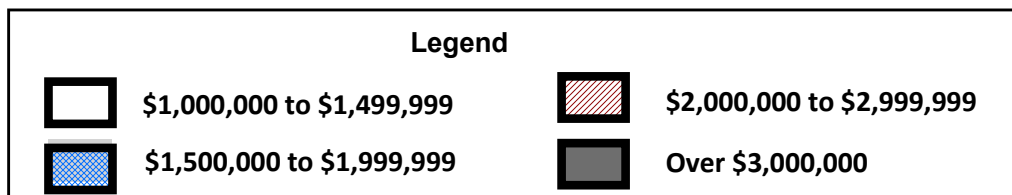
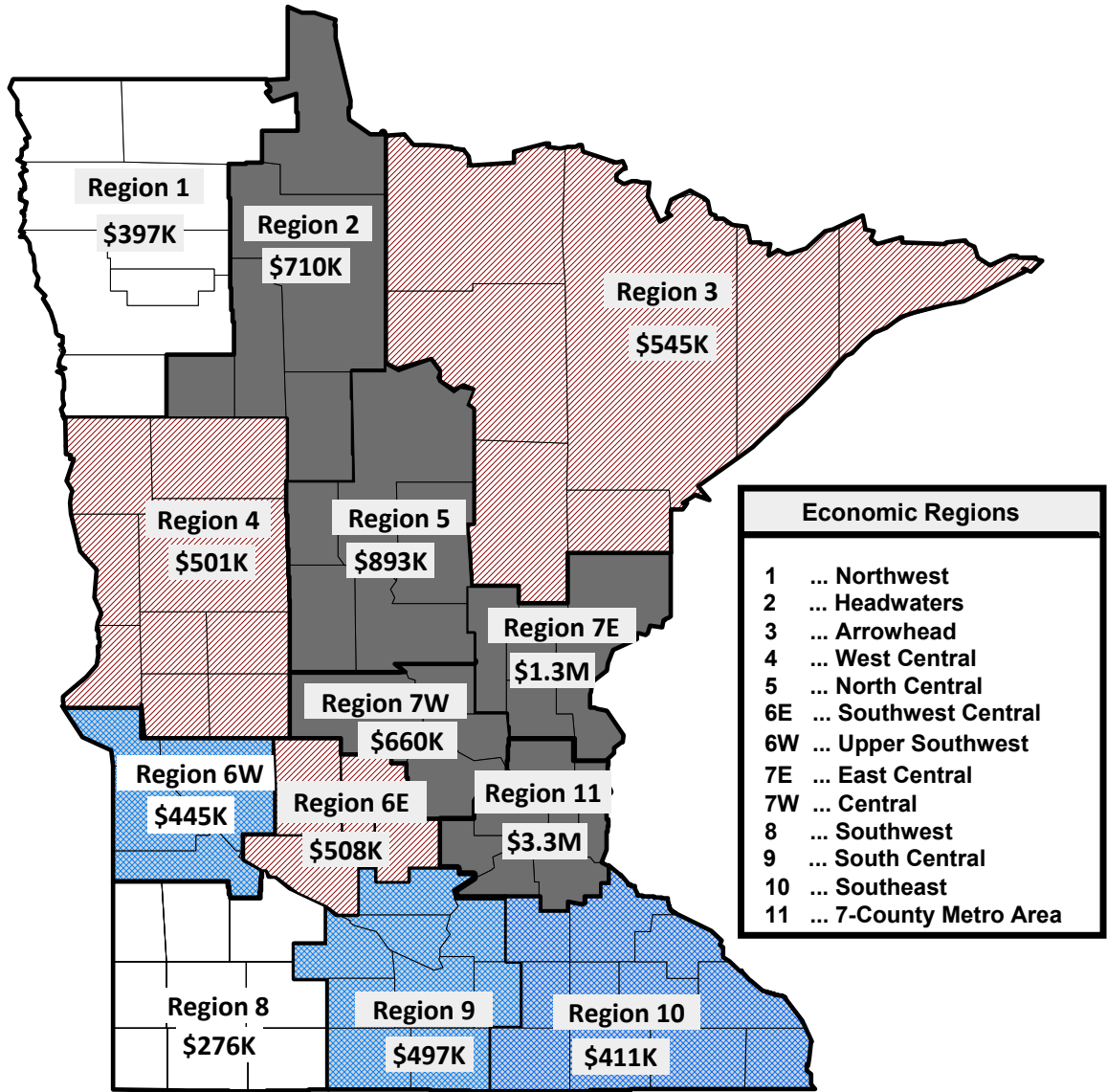


Figure 9
2020 Average Sales Per On-Sale Municipal Liquor
Establishment by Economic Development Region



*All numbers are rounded.

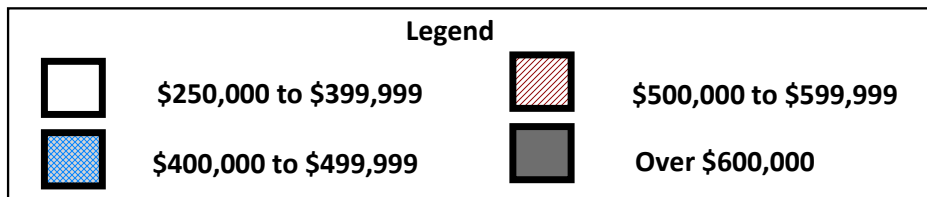
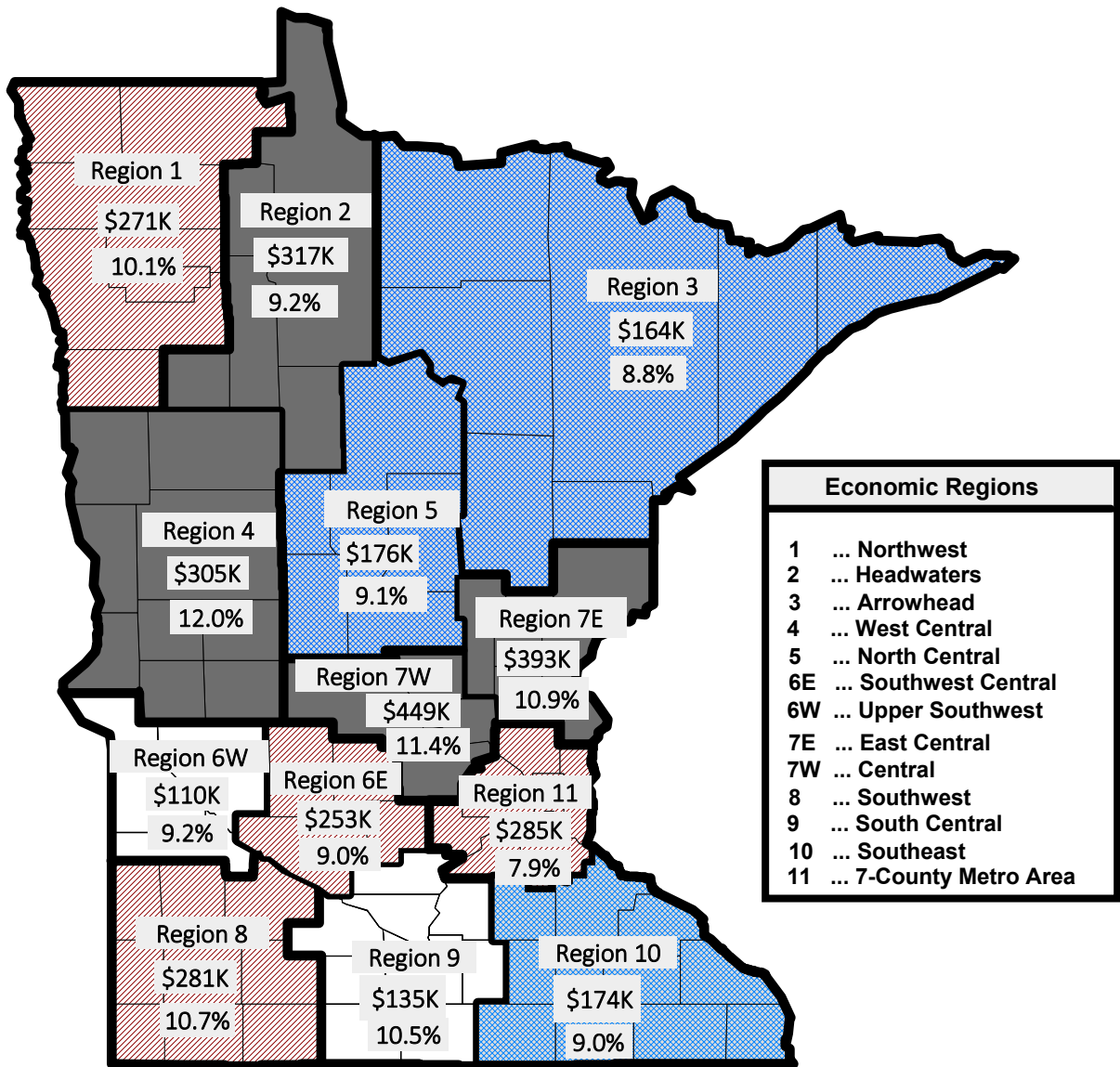


Figure 10
2020 Average Net Profit and Net Profit as a Percent of Sales
Per Off-Sale Municipal Liquor Establishment
by Economic Development Region



**All numbers are rounded.*

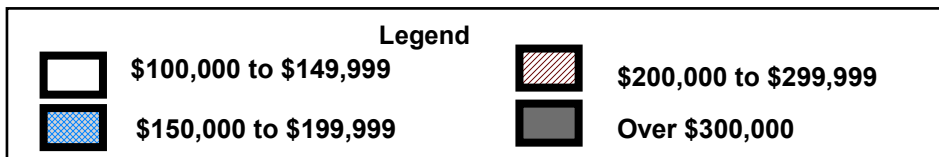
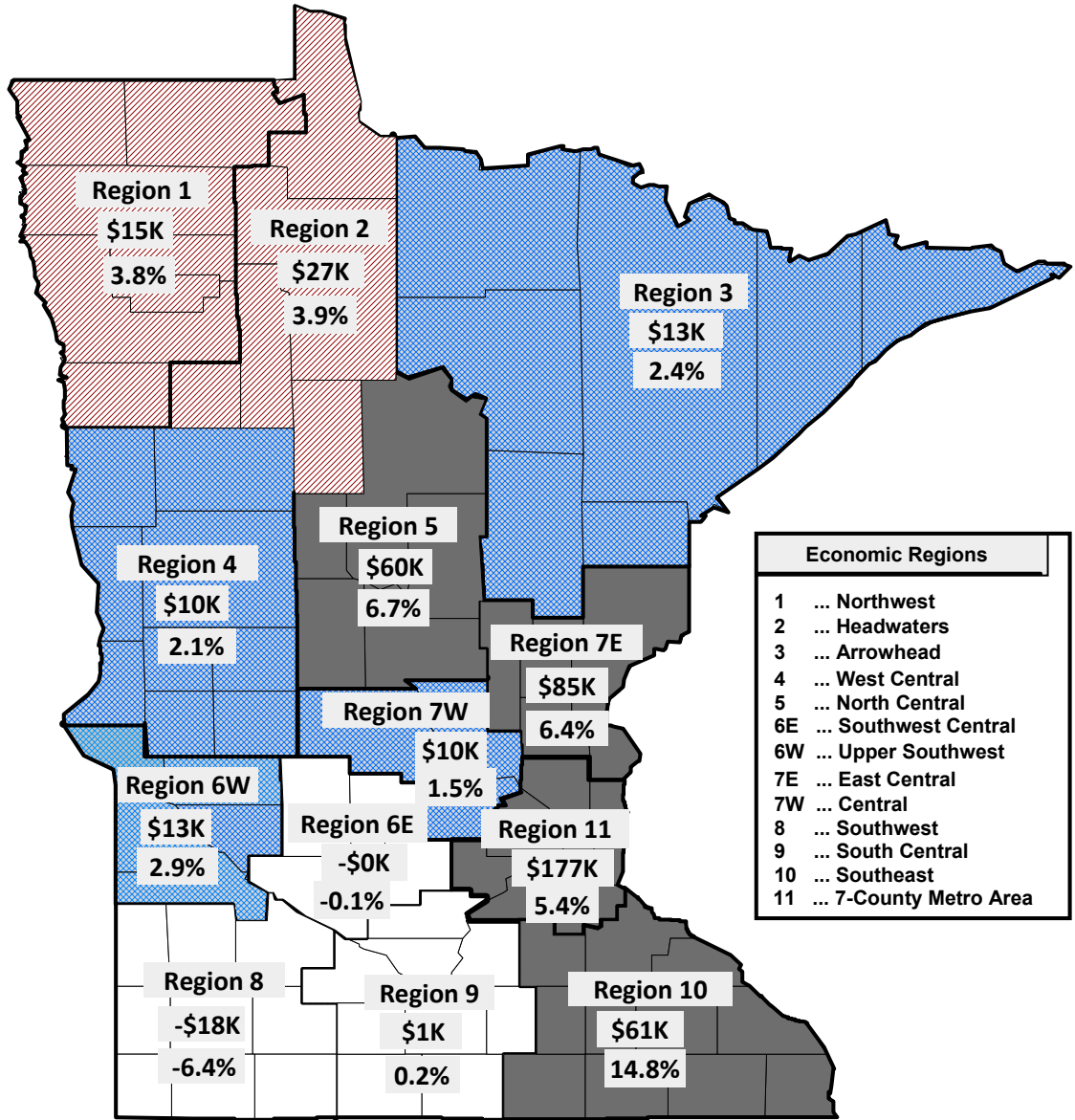


Figure 11
2020 Average Net Profit and Net Profit as a Percent of Sales
Per On-Sale Municipal Liquor Establishment
by Economic Development Region



*All numbers are rounded.

