



Virginia Department of Alcoholic Beverage Control 2002 Annual Report

Charting the Right Course



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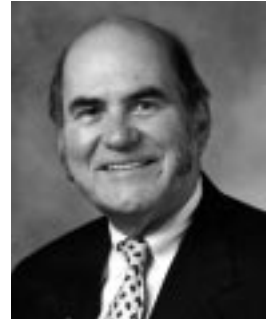
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Crossing the Horizon



Letter from the Chairman

Vernon M. Danielsen

A fourth record-breaking year in 2002 provides revenue that will greatly benefit the citizens of Virginia. Two-thirds of ABC profits, after statutory adjustments, are distributed to localities for education, police, fire, rescue, public works and other projects. The remaining one-third goes to the state's General Fund. As a revenue-producing agency, we play an important role in combating the fiscal problems currently facing the Commonwealth.

Virginia ABC remains committed to serving the Commonwealth in a positive manner by charting a course for growth and innovation. There are currently 261 state operated stores with plans to open an additional 10 stores during Fiscal Year 2003 and to operate a total of 300 stores by the end of Fiscal Year 2006.

Two important market development plans utilized by ABC in its store network expansion planning endeavors are the Market Location Strategy (MLS) and Rural Location Strategy (RLS). MLS considers characteristics of each locality that are most vital to the success of a retail liquor store and prioritizes localities on the basis of service conditions and new store market potential. RLS is used by ABC to provide superior customer service to the entire Commonwealth and provides statistics that assist in planning for and operating rural liquor stores. With efficiency as a key measure, ABC has many profitable stores operating in towns with limited market population.

It's not all about revenue at ABC. Public safety is also an important aspect of our service to the Commonwealth. The agency continues to lead in alcohol prevention and community education initiatives. Our special agents are enforcing ABC laws and combating underage drinking throughout the state.

One of our first steps as a new ABC Board was to ensure a strong initiative is developed to dramatically reduce the sales to, and consumption of, alcoholic beverages by underage people in Virginia. Non-compliance rates from our underage buyer program have remained level at 23 to 24 percent for the last three years. This rate of non-compliance is unacceptable to the Board. We are developing new ways to combat the purchase of alcoholic beverages by underage persons.

Three major aspects of our mission statement: to provide excellent customer service, a reliable source of revenue, and effective public safety, say it all.

A handwritten signature in dark ink that reads "Vernon M. Danielsen". The signature is fluid and cursive, with a long horizontal stroke at the end.

Vernon M. Danielsen, Chairman
Virginia Department of Alcoholic Beverage Control



2002 Annual Report



Executive Information

Governor

Mark R. Warner

ABC Board Fiscal Year 2002

Clarence W. Roberts, *Chairman*

Sandra C. Canada, *Member*

Clater C. Mottinger, *Member*

Executive Staff

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

Ronald K. Layne, *Chief Financial Officer*

John W. Wszelaki, *Internal Audit Director*



Current ABC Board

On June 4, 2002, Governor Mark R. Warner announced his appointments to the three-member Alcoholic Beverage Control Board.

Pictured above are **Vernon M. Danielsen**, Chairman (left), **Esther H. Vassar**, Member (seated) and **Warren E. Barry**, Member.

Division Directors

Virginia A. Adams
Wholesale/Retail Operations

S. Christopher Curtis
Bureau of Law Enforcement

Robert S. O'Neal
Hearings and Appeals

J. Craig Vanderland
*Policy, Analysis & Support
Services*

Chris N. Saneda
Information Technology Services

Nancy A. Murphy
Financial Management Services

Kimberly W. Ackerman
*Acting Director
Human Resources*

Robert W. Southall
Property Management Services

Sara M. Gilliam
Board Administration

Rebecca V. Gettings
Public Affairs



Governor
Mark R. Warner

*Governor Warner is dedicated to
seeing Virginia lead the nation in the
new century and in the new economy.*



Charting the Right Course

Strategic Planning and the 2002 ABC Survey

The first step in charting your course is to determine where you're starting from.

Building on successful, earlier efforts (2000-2002 strategic plan), the Virginia Department of Alcoholic Beverage Control (ABC) began a four-year strategic plan in March of 2002. "Strategic planning is a long-term, ongoing process," said W. Curtis Coleburn, Chief Operating Officer of ABC. "Successful strategic planning is a living, evolving and continually improving process. ABC developed a successful strategic plan for 2000-2002 with mission, values, goals, strategies and implementation steps. With many accomplishments successfully achieved in the past two years, implementation is continuing. It is now time to build on this foundation to define and develop our vision for the future of ABC."

Between April and May, important constituent, stakeholder and customer survey work was implemented. The purpose of this research is to inform the planning process and identify critical issues from various customers, community members and employees. This data will also be used to improve public safety programs and increase revenue for the Commonwealth, as well as identify critical issues ABC will address in the next four years of agency operations planning.

Telephone surveys of a random sampling of 800 citizens older than 21 were conducted, and included the topics of responsible sale and consumption of alcohol, ABC programs and services and the use of the ABC Web site. ABC licensed establishments were also targeted. Telephone surveys of a random sampling of 800 ABC licensees were conducted with owners, managers, or the ABC manager of the establishment. Topics included the agency mission, the ABC Web site, services provided by special agents and services offered by the agency as a whole.

Mail surveys were also utilized. Community groups, media representatives, law enforcement professionals and ABC employees all received surveys to respond to such issues as education, prevention, defining newsworthy stories, communication, services and overall organizational effectiveness.

Public Safety

Majorities of Virginians feel that drunk driving and underage drinking are problems in their communities. Fifty-five percent consider drunk driving to be either a big or moderate problem in their community. Nearly six in 10 (58%) consider underage drinking to be a big or moderate problem.

Community and law enforcement groups surveyed also indicated that both drunk driving and violations of underage drinking laws were a very serious or somewhat serious problem in their communities (90%).

When it comes to underage use of tobacco products, 62% consider this a big or moderate problem in their community.

Education and Training

Public awareness of government agencies or services in general is often low. Given this, public awareness of ABC services and programs is surprisingly high. More than four in 10 had heard of publications or educational programs by ABC related to alcohol laws or safe and responsible use of alcohol. More than half of the Community Group respondents (59%) used educational materials provided by the Department. Of those who used the materials, 81% found them to be “very” or “somewhat useful.”

On average, licensees evaluated the customer service provided by the Department as “very good.” The Department was, on average, seen as “very effective” at promoting the responsible sale and consumption of alcoholic beverages. These responses suggest that most licensees perceive the Department to be meeting the key elements of its mission.

Enforcement

Overall, police chiefs and sheriffs are very satisfied with how ABC regulates alcohol laws and feel that the enforcement services are very beneficial to their respective jurisdictions.


The top three reasons for the law enforcement contacts with ABC — applications, illegal alcohol activity and underage purchase — were license related. The respondents strongly agreed that the ABC agents acted professionally and responded to the issues in a timely manner.

Ninety-seven percent of the police chiefs and sheriffs surveyed would like to be notified of ABC license applications made in their jurisdiction.

Customer Satisfaction

About half of Virginians (49%) indicated they purchase liquor or Virginia wines from an ABC store. This group of respondents was asked to evaluate the stores on a number of different features. Product variety and customer service were the most likely to be given “excellent” or “very good” ratings.

Licensees’ evaluation of ABC stores was, on average, seen as “very good” in terms of product variety, store hours, store locations, and access to pickup areas. For licensees, the most positive ratings were for the staff at ABC stores. Fifty-five percent of licensees considered the staff at ABC stores to “always” offer helpful service. The clear majority of licensees considered staff to be helpful either “always,” or “most of the time.” Similarly, 77% of licensees considered staff to be well-informed about the products either “always” or “most of the time.”

The majority of Virginians (79%) believe it would not be a good idea to sell distilled spirits in grocery and convenience stores along with beer and wine. Reasons provided included increased youth access to alcohol, public safety concerns and decreased revenue for the Commonwealth. 



Exploring ABC



A Review of Mission, Goals and Agency Operations

Mapping the course for a fourth record-breaking year in Fiscal Year 2002, employees of Virginia ABC continued to dedicate themselves to furthering the vision of the agency while carrying out its mission.

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

As one of 18 control states across the United States, Virginia shares a common goal of safely and responsibly administering the sale and distribution of alcoholic beverages. This is achieved through regulation of a three-tier system involving wholesalers, distributors and retailers. ABC serves as the wholesaler and retailer of distilled spirits in Virginia, administered by the Wholesale/Retail Operations Division. Goods are purchased from domestic and international vendors and shipped from all over the world to a seven-acre central warehouse facility in Richmond.

Retail outlets include 261 state-operated ABC stores that sell packaged distilled spirits and Virginia wines to the public and to 3,500 mixed beverage licensees for sale/consumption in their restaurants throughout the state. Licensees (also considered retailers) include over 15,000 private or corporate owners of establishments, holding approximately 17,000 ABC licenses allowing sales and/or consumption of beer and wine or mixed beverages on or off-premise. Licensees, as well as ABC store employees, are required to comply with ABC laws.

In Fiscal Year 2002, 261 ABC stores were responsible for over \$405 million in gross sales and the sale of approximately 2,919,348 million cases of distilled spirits, Virginia wines and assorted mixers.

Considerable effort is expended to support the agency's goal to expand the retail store network to improve customer convenience. Market plans, management reports, operational studies, real estate location studies and a wide array of data come into play in the decision-making process to ensure optimum customer service and profitability for the Commonwealth.

Product merchandising and category development also require constant review in order to stay on top of the latest industry trends in merchandising and shelf management.

Implementation of a new Point of Sale (POS) system for all retail stores and testing for upcoming implementation of a Management of Inventory and Product Sales (MIPS) began in Fiscal Year 2002. Both are Web-enabled systems that enhance the efficiency of ABC's business activities and provide a platform for well-informed decision making and improved customer service.

A major source of revenue for the Commonwealth, ABC provided over \$189 million in contributions for Fiscal Year 2002. Revenues and taxes are split between local governments and the state General Fund. In Fiscal Year 2002, approximately \$18.8 million of profits were distributed directly to localities for education, police, fire, rescue, public works and other projects.

The agency is dedicated to ensuring that legal-aged adults who choose to responsibly consume alcohol can do so in a safe environment – one that is compliant with the laws and regulations of the Commonwealth. ABC's Bureau of Law Enforcement has eight regional offices and 145 special agents and supervisors located throughout Virginia.

ABC special agents have full police powers with a diverse range of duties – from investigating license applicants, to detecting illegal distilleries, to enforcing criminal and ABC laws in more than 15,000 licensed establishments. Criminal activities ranging from drugs and vice, to money laundering and tax evasion are investigated and prosecuted through the state court system. ABC special agents also participate in federal task forces investigating illegal liquor manufacture and distribution and cigarette smuggling.


Illegal activities in licensed establishments may lead to criminal charges and/or to administrative charges against the license(s). ABC violations investigated by ABC Enforcement are reported to the Hearings and

Spotlight: Information Technology Services Rolls Out New Systems

Virginia ABC retail stores experienced rollout of a new Point Of Sale (POS) system in Fiscal Year 2002. Averaging seven stores per night, it took a broad cross-agency team to prepare, train, and deploy the new system. The aggressive implementation was 72 percent faster than the 18-month rollout experienced with the previous system seven years ago. The POS system experienced credit card scalability problems after 140 stores were installed. A dedicated vendor and ABC staff worked to identify, fix, and stabilize credit card processing. The rollout was completed five weeks later. The streamlined rollout was necessary to support deployment of another major ABC system, Management of Inventory and Product Sales (MIPS). The POS system includes greatly enhanced functionality, touch screen interface and digitized signature-capture. These features improve usability and save time in back-end reconciliation.

The Information Technology Services Division (ITSD) made an assertive move to deploy Web-based applications that increase service and improve ABC productivity. Web-based tax management reports have reduced telephone calls to approximately 50 per

day, down significantly from a high of 300 per day. This has provided the opportunity to redirect staff, resulting in an increase in label approval throughput by at least 30 percent. The Mixed Beverage Annual Report (MBAR) is also now available via the ABC web site. This statutory reporting requirement can now be accomplished with 15 percent less data entry, one-third the processing time, and an anticipated 15 percent increase in rate of compliance. ITSD will continue to deploy citizen-centric systems to the Web in order to increase productivity, reduce cost, and create revenue opportunity.

MIPS moved into its final stages of development and rollout preparation near the end of Fiscal Year 2002. The Web-based system represents a major change in ITSD development tools and approach to application deployment. A five-person quality control group tested every module before passing the application over for User Acceptance Testing. This quality check identified nearly 1,000 inconsistencies that would have otherwise been experienced by the end user. The quality group ensures standards are maintained and requirements are satisfied. 



Appeals Division to be placed on the docket for an administrative hearing. Opposing sides introduce evidence in support of their case before an administrative law judge or hearing officer who weighs the evidence presented and issues a decision a short time later. Administrative hearings can result in dismissal, fines, suspension or revocation of a license.

Once the decision is issued, either party has 30 days to appeal the case to the ABC Board. In an appeal hearing, arguments are presented summarizing each side of the case, but no new evidence is introduced. The Board may uphold the hearing officer's decision, alter it or dismiss it. The Board issues a final order and again each party has 30 days to appeal, this time to the Circuit Court in the locality where the licensed establishment is located.

Some of the most common violations include selling to an intoxicated person, allowing disorderly or lewd conduct, allowing distribution and/or use of illegal narcotics on the premises and selling to an underage person.

Committed to preventing sales of alcoholic beverages and tobacco to underage persons, ABC special agents conduct continuous alcohol and tobacco enforcement operations. Underage buyers are utilized to conduct checks on retail licensees that sell alcohol, including ABC stores, and on retail establishments that sell tobacco products. Random samples from the Underage Buyer Program found compliance rates to be 76 percent, an improvement of seven percentage points over the previous year. Unfortunately, more than half the clerks/servers who sold to underage buyer operatives did so after checking valid identification.

ABC continues to lead the Commonwealth in alcohol prevention and community education initiatives. ABC Enforcement's Education Section provides training to local law enforcement agencies on the alcohol laws of Virginia and to provide compliance training for licensees. In addition, the agency provides thousands of dollars in grant funding to enhance community prevention coalitions, and produces prevention materials and hosts training sessions and conferences for communities, colleges and universities throughout Virginia.

ABC Enforcement's Tax Management section audits and collects the wholesale wine liter and malt beverage taxes for all wine and beer sold in the Commonwealth, amounting to \$61,933,345 in Fiscal Year 2002.

ABC is a multi-faceted agency requiring much business support as it carries out its mission. In addition to Wholesale/Retail Operations, the Bureau of Law Enforcement and Hearings and Appeals, many employees offer their expertise through support divisions.

The Division of Policy, Analysis and Support Services provides program and decision support services to internal and external customers. Staff manages the procurement of goods and coordinates the analysis, development and maintenance of agency policies. The division also leads the agency in developing, updating and reviewing its strategic plan.

The Division of Information Technology Services offers support to all agency divisions by providing sound technology solutions. The division has

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Spotlight: ABC Special Agents Respond In Time Of Crisis

The tragic attacks on the Pentagon and the World Trade Center on the morning of Tuesday, Sept. 11, 2001, had a significant effect on the life of every American. But for 14 special agents from Virginia ABC assigned to the Alexandria Regional Office, what took place on this day will never be forgotten. Located only a few minutes away from the Pentagon, they earned the difficult distinction of being one of the first law enforcement groups to arrive on the scene, which one agent simply described as, "complete pandemonium."

Agents witnessed people running in all directions trying to escape the smoke and the battered structure. The odor of jet fuel was overpowering as the injured screamed for help. ABC special agents immediately began assisting the injured, focusing mainly on the nursery and daycare divisions. Working straight through the day and into the evening, agents picked up rescue and recovery efforts again in the morning. Agents assisted with traffic control, survivor evacuation, transportation of the wounded to hospitals and evidence collection. Agents also helped with the extremely demanding responsibilities of body retrieval and the creation of a temporary morgue.

The Alexandria ABC agents who initially responded continued working into the week and were joined by additional ABC special agents. All other agents from the Alexandria regional office and agents from Fredericksburg and Richmond arrived to offer assistance as needed.

"It gives me a great deal of pride to see the unselfish way these agents reacted," says ABC Director of the Bureau of Law Enforcement S. Christopher Curtis. "They displayed no concern for their own personal welfare, put themselves directly in harm's way and performed admirably under stressful conditions. This was an extremely taxing situation – both mentally and



Photo by VA Dept. of ABC


ABC agents assist at the Pentagon after the Sept. 11 attack.

physically – and they have earned the entire agency's admiration and gratitude."

ABC agents who responded to the Sept. 11, 2001, terrorist attack on the Pentagon are P.G. Disharoon, ASAC, J.H. Holland, ASAC; S.I. Cheatham, SA; C.D. Dillard, SA; R.L. Funkhouser, SA; W.H. Gholson, SA; S.B. Hardeman, SA; K.E. Hudak, SA; D.D. Hunt, SA; R.S. Kehoe, SA; S.M. Meador, SA; L.S. Reinhardt, SA; B.A. Storm, SA and D.F. Vinson, SA.

Alexandria Office Receives Commonwealth Valor Award

The ABC Alexandria Regional Office of the Bureau of Law Enforcement Operations was recently awarded the 2001 Commonwealth Valor award from the Department of Transportation. The plaque is inscribed: "In recognition of the uncommon valor and intrepidity of its personnel in response to the crash of hijacked American Airlines Flight 77 into the Pentagon on September 11, 2001."

"We did not respond as individual agents as much as we responded as a region," said Philip Disharoon, ASAC of the Alexandria Regional Office. "While certain agents responded to the initial crash, the region as a whole joined together to contribute and assist where possible." 

During 2002, ABC special agents and staff of the Bureau of Law Enforcement issued 10,002 one-day banquet and special event licenses; 2,209 new retail, wholesale and special permit licenses; and 2,196 written warnings and violation reports.

The Bureau conducted 12,937 criminal investigations; 8,498 inspections of licensed establishments; 16 illegal still investigations; 2,220 public and licensee training presentations; 4,560 alcohol Under Age Buyer compliance checks at licensees; and 4,260 tobacco Under Age Buyer compliance checks at tobacco retailers. During the year they made 3,397 arrests.

revamped its development environment and has taken the lead in preparing the agency for Internet-based transactions through implementation of major new computer-based systems.

The Financial Management Services Division is responsible for all fiscal functions of the agency including payroll, budgeting, cash receipts, cash disbursements and financial reporting. The division processed payments of \$223.5 million in purchases of merchandise for resale in Fiscal Year 2002, and also processed receipts of \$360 million in revenues and an additional \$143 million in taxes for a total of \$503 million in deposits.

Property Management Services Division maintains rented and owned properties including the Central Office, Warehouse, Regional Enforcement offices and ABC stores. Staff performs renovations, upgrades and repairs for these properties. The division negotiates leases for all agency-leased space and takes the lead in preparing contracts for work that is outsourced.


The Human Resources Division screens thousands of applications and consults with managers who are hiring staff to fill vacancies that further enhance the agency's work force. During the fiscal year, 108 new employees joined ABC. The division's Training Section offers new and existing employees professional development and hands-on training in areas such as retail management and technology.

In Fiscal Year 2002, the Hearings and Appeals Division received and processed 1,789 cases resulting in \$2,714,500 in penalties and fines. In addition to administrative violations, the division docketed contested license applications referred for hearing. In most cases, the hearing officer and court reporter travel to the community where the licensee is located to conduct the hearing. The division processes all consent settlement offers and offers in compromises – two methods of resolving hearings issues before the case goes to trial.

The Board Administration Division processes modifications to administrative hearings decisions, late appeals, reconsiderations and all decisions on appeals, known as board orders. Staff is also responsible for processing all Freedom of Information Act (FOIA) requests from citizens.

The Internal Audit Division has agency-wide responsibility for identifying risk, assisting line managers in developing a proper internal control environment, and offering recommendations for creative business solutions to enhance agency business practices and policies. The division is also responsible for conducting agency administrative reviews and investigating all state hotline complaints.

The Public Affairs Division is charged with disseminating information to the news media and to the public. Publicizing agency programs and activities resulted in 73 news releases and staff responded to 770 media inquiries in Fiscal Year 2002. The division also provides writing, graphics, marketing and photographic support to all agency divisions, striving for a unified message.

Throughout the Commonwealth, ABC employees are partnering in charting the course for the agency. Through development of visionary strategic planning and by staying on course throughout the year, all compasses at ABC point to excellence. It was a great year, and agency employees are proud of it. It takes teamwork to accomplish excellence. And the best part is, the ABC team is optimistic that they can do even more next year. 




Spotlight: Store Network Expansion Planning

Two important market development plans that have proven to aid in the mission of ABC are the Market Location Strategy (MLS) and Rural Location Strategy (RLS). The first plan, MLS, is a sound, practical process by which localities are ranked to the degree they can accommodate ABC's stated mission of providing convenient retail outlets and a reliable source of revenue to the Commonwealth of Virginia. MLS considers characteristics of each locality that are most vital to the success of a retail liquor store and prioritizes localities on the basis of service conditions and new store market potential. The final compilation guides real estate evaluations while the various tables of demographic, psycho graphic and qualitative data provide insight into advantages and disadvantages of each locality.

The second plan that is used by ABC to provide superior customer service to the entire Commonwealth is the Rural Location Strategy (RLS). RLS provides the

Department with a quantifiable method to evaluate and prioritize rural service needs that may be more dependent upon geography than population density or growth. Even though rural areas have lower population densities, rural customers are just as likely to buy competitive goods if access to an ABC store is not convenient. The following insight into RLS details how ABC has demonstrated that it can plan for and operate rural liquor stores. With efficiency as a key measure, ABC now has many profitable stores operating in towns with limited population.

Consistent, yet adaptable, the formation of annually updated location strategies allows ABC to maximize its resources while effectively placing retail liquor outlets throughout the state. Utilization of both market development plans allows ABC to expand its store network to both urban and rural locations, helping to achieve its strategic goal of providing excellent customer service and revenue to the Commonwealth. 



Spotlight: Legislation – 2002 General Assembly

As revenue shortfall figures increased rapidly, the biennial budget was the primary concern of the 2002 session of Virginia's General Assembly. Along the way, however, legislators found time to consider 25 bills touching on the manufacture, sale, or use of alcoholic beverages. Seven of these were enacted into law and became effective July 1, 2002.

Most license applications are required to be made under oath, and a material false statement would be punishable as perjury. Licensees who falsify their applications can be subject to disciplinary proceedings which may result in the suspension or revocation of their license. However, applications for banquets and special events do not require an oath, and after these one-day events are over, there is no license to suspend or revoke. It is now a Class 3 misdemeanor to knowingly make a false statement to secure a banquet or special event license, or to alter, change, borrow, or lend a license. A new section was added to the Code to create this offense by House Bill 248, sponsored by Delegate Winsome Sears.


The issue of consumption of alcoholic beverages by employees of licensed on-premise retailers was the subject of House Bill 249, also introduced by Delegate Sears. Under the previous law, the rule was different for mixed beverage establishments and wine and beer restaurants. While the mixed beverage laws contained an absolute ban on consumption by an employee while on duty, the wine and beer laws had no such prohibition. The new law rewrites the mixed beverage provisions of the Code, with identical provisions for wine and beer licensees. Under the new provisions no licensee or employee shall consume any alcoholic beverages while on duty in a position involved in the selling or serving of alcoholic beverages to customers. There are exceptions created for consuming product samples provided by a wholesaler or manufacturer, and for tasting a beverage that has been delivered to a customer for quality control purposes.

Concessionaires at coliseums, stadia, or similar facilities will have additional opportunities to sell wine and beer under House Bill 437, introduced by Delegate Clifton "Chip" Woodrum. Until July 1, these licensees could only exercise the privileges of the license during professional sporting events or performances immediately subsequent thereto. The new law eliminates the required connection to a sporting event, and allows the sale of wine and beer at any event held at the coliseum or stadium.

The Board is now required to consider objections filed by local residents in determining whether the number of licenses existent in the locality is such that the granting of a license is detrimental to the interest, morals, safety or welfare of the public. The former provision of the Code only required the Board to consider objections of the local governing body. This change was brought about by House Bill 786, sponsored by Delegate Dwight Jones.

Delegate Jim Almand introduced House Bill 1193, which gives courts the authority to place first-time offenders of the under-age possession of alcoholic beverage statute on probation. Under the amendment to the Code, if the court chooses to use this option, the charges would be dismissed upon fulfillment of the conditions of probation, which must include a treatment or education program or both, if available.

By law, ABC does not enforce local ordinances, and in most cases, except for safety and health code violations, violations of local ordinances do not constitute grounds for disciplinary actions against licensees. House Bill 1365, introduced by Delegate Dwight Jones, adds local public nudity ordinances to the list. Under the revision to the Code, the Board may suspend or revoke a license if the licensee, his employees, or any entertainer performing on the licensed premises has been convicted of a violation of a local public nudity ordinance for conduct occurring on the licensed premises, if the licensee allowed the conduct to occur.

The final new alcohol law was this year's attempt to enact legislation dealing with open containers of alcohol in motor vehicles. The former law makes it unlawful to consume an alcoholic beverage while driving a motor vehicle upon a public highway. Senate Bill 148, sponsored by Senator Thomas Norment, creates a rebuttable presumption that the driver has consumed an alcoholic beverage in violation of this section if there is an open, partially empty, alcoholic beverage container located in the passenger area of the vehicle, and the appearance, conduct, odor of alcohol, speech or other physical characteristic of the driver indicates the consumption of an alcoholic beverage. 



W. Curtis Coleburn

Teamwork and Pride

A Tribute to the ABC Team

It takes teamwork to accomplish excellence. Throughout the Commonwealth, each and every member of the team is partnering in charting the course for the agency. Without the hard work and dedication of our employees, ABC could not have achieved a fourth record year. Featured is a small sampling of employees representing the team, in a tribute to all those who make it work for the agency.

"Being part of a revenue-producing agency is unique. What we do at ABC affects many Virginians and we try never to lose sight of that."

"It's nice to work for a state agency that is run much like private sector enterprises, as far as planning and process."

"The best part of working for ABC is the people."

"The working environment here is ideal. It's conducive to creativity, teamwork and success."

"At ABC we have a chance to make a difference by working with students and teaching them about alcohol prevention. I like that."

"As a part of ABC Enforcement, I appreciate being able to work with licensees toward compliance. It's important to public safety in Virginia."

"Providing customer service in all areas of the agency is what counts. It begins before they even walk in our door."



▲ Margie Green, Receptionist & Office Services Specialist



▲ Rhonda Wells, Administrative & Program Support Technician Senior



▲ Wilson Jones, Asst. Director Wholesale/Retail Operations



▲ Tuan Nguyen, ITSD Project Manager



▲ Kenneth Clark, Warehouse Specialist II



▲ Joan Stromberg, Executive Secretary



▲ Ashley Lombard, Education Coordinator



▲ Joe Cannon, Special Agent



**VIRGINIA DEPARTMENT OF
ALCOHOLIC BEVERAGE CONTROL**



▲ Cornelia Carter, Administrative Specialist III



▲ Linda Wine, Public Relations Asst. Specialist



▲ Larry Bates, Warehouse Supervisor



▲ Phillip Shelton, Trades Technician III



▲ Catherine Reid, Regional Manager



▲ Annie P. Mickleberry, Mail Room Supervisor



▲ Anne Perkins, Training Coordinator Senior



▲ Dale Springborn, Admin. Program Specialist



▲ Mike Morgan, Senior Accountant



▲ Gopal Kandasamy, ITSD Project Manager



▲ Bonnie Tarabay, Senior Statistical Analyst



▲ Renaita Zlalkin, Senior Application Engineer

Spotlight: Alcohol Education/Prevention Initiatives

This past year, the Office of Juvenile Justice and Delinquency Prevention (OJJDP) awarded the Department of ABC \$760,000 in federal grant funds. The grant funding was used to address alcohol prevention issues, including availability, regulation and norms using the environmental approach. Through the OJJDP grant program, ABC awarded over \$160,000 in grant funding to communities in the Commonwealth for alcohol prevention community coalition building, social norms marketing campaigns and enforcement of underage drinking laws for institutions of higher education. One-day drive-in trainings were offered for communities, colleges and universities and law enforcement on grant writing, evaluation, coalition building, facilitating focus groups and policy options. In addition, educational materials were developed on drinking and driving and blood alcohol concentration.


Virginia ABC also received \$100,000 in grant funding from the National Highway Traffic Safety Administration through the Virginia Department of Motor Vehicles. Through this grant funding, a program was developed for college and university law enforcement agencies called *Partners in Progress*. This four-part training series aimed to motivate Virginia's colleges, universities and communities to collaborate with law enforcement, prevention professionals, students and Virginia citizens in an effort to address community roadway safety issues as they relate to alcohol use. The series of trainings focused on grant writing, evaluation, TIPS (an alcohol seller/server training), and an equipment clinic, where instruction on impairment goggles and breathalyzers was provided. Over 25 colleges and universities participated in this series. In addition, DMV collaborated with ABC as the lead agency on the statewide *None for the Road* program. ABC partners with 10 other state agencies to develop, design and implement this statewide campaign. The *None for the Road* campaign was

honored by receiving the Governor's Highway Traffic Safety award.

In the fall of 2001, the 16th Annual College Conference was held in Richmond, Virginia, with over 30 colleges and universities participating in the two- and one-half-day prevention conference. Each team developed a strategic plan on alcohol prevention for their campus. In the spring of 2002, a two-day training on vision was held for the colleges and universities and communities that gave insight to the importance of vision within any strategic plan at the community level. Secretary of Education, Belle Wheelan, was the opening keynote speaker.

A report on drinking from Virginia College Campuses was released in the fall of 2001. This report looked at 1999 and 2000 data collected at over 20 colleges and universities by using the Core Behavioral survey. In the spring of 2002, colleges and universities had the opportunity to again participate in the statewide data collection on drinking at no cost to them through a U.S. Department of Education grant. Eighteen colleges and universities participated in 2002. Analysis of this new data will take place during the fall of 2002.

TIPS (Training for Intervention Procedures) training was offered in the fall of 2001 and by individual call-in in 2001 and 2002 for ABC licensees. There were 32 on-premise classes and 13 off-premise classes held. A total of 994 participants were trained, 706 in on-premise TIPS and 288 in off-premise TIPS.


Through a grant from the Office of Juvenile Justice and Delinquency Prevention, ABC Education produced a 20-minute video titled "Prevent Underage Sales: Virginia's Alcohol Laws" and accompanying training packet. ABC special agents are delivering the packets to over 15,000 licensees across Virginia and encouraging them to incorporate the program into their in-house server/seller training. 



Spotlight: Record Sales and Store Activities

The 261 ABC retail stores were responsible for over \$405 million in gross sales and the sale of approximately 2,904,466 million cases of distilled spirits, Virginia wines, and assorted mixers. The ABC warehouse received 2,902,796 million cases and shipped 2,931,183 million cases during the fiscal year. The freight cost for shipping the cases of merchandise to our stores was \$1,919,217, with an average cost of 65.4 cents per case. Approximately 76,790 cases were pur-

chased in advance of price increases at a savings of \$485,056 or an average of \$6.32 per case.

At the close of the fiscal year, ABC carried 2,240 items on our price list, an increase of 208 since last fiscal year. Our Special Order Catalog contains an additional 304 items. 4,055 cases were purchased through the use of our special order process, resulting in \$786,205 in revenue. 

Store Activity FY2002

7/01/01 through 6/30/02

STORE #	LOCATION	ACTIVITY	CLOSED	OPENED	TOTAL
263	Norfolk	Relocation		7/18/01	254
253	Charlottesville	Remodeled		7/21/01	254
205	Pound	Permanently Closed	8/04/01		253
319	Haysi	Permanently Closed	8/04/01		252
365	Clintwood	New Self-Service		8/06/01	253
200	Stafford	Relocation		8/07/01	253
146	Danville	Relocation		8/15/01	253
369	Falls Church	New Self-Service		8/22/01	254
204	Suffolk	Permanently Closed	8/29/01		253
120	Kingstown	Relocation	9/10/01		253
303	Warrenton	Remodeled		9/29/01	253
373	Danville	New Self-Service		10/22/01	254
135	Marion	Relocation		11/14/01	254
144	Emporia	Relocation		12/11/01	254
371	Burke	New Self-Service		1/07/02	255
372	Alexandria	New Self-Service		1/07/02	256
315	Chesterfield	Relocation		2/19/02	256
267	McLean	Remodeled	2/11/02	2/21/02	256
202	Norfolk	Permanently closed	2/25/02		255
257	Central Garage	New Self-Service		3/05/02	256
370	Virginia Beach	New Self-Service		3/21/02	257
374	Arlandria	New Self-Service		4/01/02	258
212	Falls Church	Remodeled		4/22/02	258
071	Virginia Beach	New Self-Service		5/24/02	259
256	Virginia Beach	Relocation		6/12/02	259
056	Winchester	New Self-Service		6/17/02	260
060	Dinwiddie	New Self-Service		6/26/02	261

A Message from the Chairman, Chief Operating Officer and Chief Financial Officer

We are pleased to present the Fiscal Year 2002 Annual Report for the Virginia Department of Alcoholic Beverage Control. These facts and figures represent a fourth record-breaking year for retail sales by our agency. We stand behind these figures with pride in the accomplishments made possible by the hard working and dedicated employees of ABC. To the best of our knowledge, these figures accurately represent the operations of our agency during the fiscal year. The financial statements of the agency are audited annually by the Auditor of Public Accounts as required by the Code of Virginia.



Chairman Vernon M. Danielsen, seated, confers with Chief Financial Officer Ronald K. Layne, left, and Chief Operating Officer W. Curtis Coleburn.

Discovery and Excellence



Fiscal Year 2002 was the most profitable in the history of ABC. ABC stores grossed over \$405 million and produced net profits of over \$46 million while per capita consumption remained relatively constant. In addition, Virginia ABC collected \$66 million in excise taxes, \$14.7 million in sales taxes, \$19.9 million in wine taxes, and \$41.9 million in malt beverage taxes for a record total of \$189 million in contributions to the General Fund and the Commonwealth's localities.

2002 Financial Highlights*

* Before audit.

Results in Brief

	FY 2002		
ABC PROFITS	46,167,507		
STATE TAXES	66,431,712		
GENERAL SALES TAX	14,723,005		
WINE LITER TAX	19,982,878		
MALT BEVERAGE TAX	41,950,467		
	189,255,569		
	General Fund	Localities	
ABC PROFITS	27,376,233	18,791,274	
STATE TAXES	66,431,712		
GENERAL SALES TAX	14,723,005		
WINE LITER TAX	9,991,439	9,991,439	
MALT BEVERAGE TAX	41,950,467		
	160,472,856	28,782,713	189,255,569

(1) Profits are reported in accordance with GAAP. Profits include licensing fees and ABC's portion (12%) of the Wine Liter Tax.

(2) State Taxes (20%) on distilled spirits and (4%) on wine sold in ABC stores.

(3) General Sales Tax (4.5%).

(4) The non-ABC portion (88%) of the Wine Liter Tax. (rate=40¢ per liter)

2002 Fiscal Year

Complete Financials and Statistics



For a downloadable, printable version of Virginia ABC's
2002 Annual Report with complete financials, please visit our Web site.

www.abc.state.va.us

Sales of All Beverages – Fiscal Year 2002*

State Store Sales	Gallons	Liters	Percent of Total	Gross Sales	Percent of Total
Distilled Spirits	7,227,470	27,358,938	95.7	\$400,082,718	98.7
Virginia Wines	49,122	185,948	0.7	2,028,757	0.5
Vermouth	40,733	154,192	0.5	1,052,098	0.3
Alcohol	112	423	0.0	8,067	0.0
Non-Alcohol Mixers	236,915	896,819	3.1	2,236,785	0.6
Total	7,554,352	28,596,320	100.0	\$405,408,425	100.0

Direct Sales from Wholesalers	Gallons	Liters	Percent of Total	Gross Tax	Percent of Total
Wines (\$0.40 Liter)**	14,868,124	56,281,944	9.0	\$19,982,878	32.3
Beer (\$7.95 Barrel)	150,319,156	569,019,636	91.0	41,950,467	67.7
Total	165,187,280	625,301,581	100.0	\$61,933,345	100.0

* Breakdown by category is estimated based on total sales.

Source: Policy Analysis & Support Services

** Gross Liter Tax for Wines after 12% allocated to ABC Revenue.

Comparison of Cases Sold – Fiscal Year 2002 v Fiscal Year 2001

	FY 2002	FY 2001	Difference	% Chg	2002 % of Total Cases Sold
Distilled Spirits					
Straight Bourbon Whiskey	331,294.0	335,491.2	(4,197.1)	(1.3%)	11.4%
Canadian Whisky	176,226.7	179,787.2	(3,560.5)	(2.0%)	6.1%
Scotch Whiskey	140,819.3	140,493.8	325.4	0.2%	4.8%
Tennessee Whiskey	85,610.7	82,868.1	2,742.6	3.3%	2.9%
Blended Whiskey	79,878.2	81,745.3	(1,867.1)	(2.3%)	2.8%
Domestic Whiskey	46,202.0	45,454.4	747.6	1.6%	1.6%
Irish Whiskey	8,012.3	7,706.9	305.4	4.0%	0.3%
Corn Whiskey	3,050.5	2,896.4	154.1	5.3%	0.1%
Bottled in Bond	1,806.9	1,818.5	(11.6)	(0.6%)	0.1%
Straight Rye Whiskey	544.5	559.4	(14.9)	(2.7%)	0.0%
Samples-Spirits	90.0	433.0	(343.0)	(79.2%)	0.0%
Vodka - Domestic	516,489.9	506,043.9			
Vodka - Imported	106,750.0	89,908.9			
Vodka - Flavored	42,377.7	32,042.4			
Vodka Total	665,617.6	627,995.2	37,622.4	6.0%	22.9%
Cordials - Imported	132,963.9	124,170.8			
Cordials - Domestic	126,501.7	118,648.9			
Cordials Total	259,465.7	242,819.7	16,645.9	6.9%	8.9%
Rum - Domestic	269,752.2	256,160.2			
Rum - Imported	33,589.9	28,351.6			
Rum Total	303,342.1	284,511.7	18,830.3	6.6%	10.4%
Cognac/Armagnac	60,266.8	53,561.0			
Brandy - Grape	132,561.4	124,093.5			
Brandy - Imported	8,256.9	7,568.0			
Brandy - Flavored	10,912.3	11,068.0			
Cognac & Brandy Total	211,997.4	196,290.6	15,706.7	8.0%	7.3%

Comparison of Cases Sold – Fiscal Year 2002 v Fiscal Year 2001

(continued)

	FY 2002	FY 2001	Difference	% Chg	2002 % of Total Cases Sold
Distilled Spirits					
Gin - Domestic	206,815.8	215,710.5			
Gin - Imported	47,240.4	44,602.4			
Gin - Flavored	4,925.5	4,863.3			
Gin - Sloe	1,273.2	1,476.6			
Gin Total	260,254.9	266,652.8	(6,397.9)	(2.4%)	9.0%
Cocktails - Domestic	58,100.5	55,804.8			
Cocktails - Imported	13,791.7	12,796.1			
Cocktails Total	71,892.2	68,600.9	3,291.3	4.8%	2.5%
Specialty Bottles - Imported	10,541.9	8,226.2			
Specialty Bottles - Domestic	11,568.9	7,948.5			
Specialty Bottles Total	22,110.8	16,174.7	5,936.1	36.7%	0.8%
Tequila	103,066.6	99,212.9	3,853.7	3.9%	3.5%
Rock & Rye	1,150.3	1,146.8	3.5	0.3%	0.0%
Miscellaneous Mixers	9,315.6	8,519.8	795.8	9.3%	0.3%
Egg Nog	8,633.7	8,337.1	296.6	3.6%	0.3%
Alcohol	42.9	155.6	(112.7)	(72.4%)	0.0%
Distilled Spirit Total	2,790,424.8	2,699,672.0	90,752.8	3.4%	96.1%
Vermouth Sweet - Imported	9,811.7	9,648.9			
Vermouth Sweet - Domestic	6,920.6	6,904.3			
Vermouth Total	16,732.3	16,553.3	179.0	1.1%	0.6%
Virginia Wine	20,944.0	19,812.5	1,131.5	5.7%	0.7%
Non-Alcoholic Mixers	76,365.3	67,168.5	9,196.8	13.7%	2.6%
Total Cases Sold	2,904,466.5	2,803,206.3	101,260.2	3.6%	100.0%

Source: Wholesale/Retail Operations

Distribution of Profits and Wine Taxes to Cities

Cities	Total Profits FY 2002	Total Profits FY 2001	Wine Tax FY 2002	Wine Tax FY 2001
Alexandria	\$340,551.92	\$302,202.45	\$181,073.65	\$177,296.69
Bedford	16,721.91	16,194.75	8,891.15	9,308.09
Bristol	46,104.05	47,315.14	24,513.82	26,847.16
Buena Vista	16,854.65	16,663.31	8,961.73	9,533.03
Charlottesville	119,591.24	108,828.23	63,587.44	63,462.48
Chesapeake	528,772.27	430,215.99	281,151.62	257,955.05
Clifton Forge	0	9,906.87	0	5,376.98
Colonial Heights	44,856.33	42,486.81	23,850.41	24,544.36
Covington	16,732.54	18,126.52	8,896.79	10,167.69
Danville	128,516.33	135,011.73	68,332.96	76,223.18
Emporia	15,038.83	14,420.62	7,996.25	8,307.20
Fairfax	57,070.58	53,027.76	30,344.79	30,770.96
Falls Church	27,547.75	25,443.72	14,647.31	14,785.23
Franklin	22,156.06	21,728.98	11,780.52	12,453.53
Fredericksburg	51,179.81	49,795.74	27,212.64	28,590.65
Galax	18,150.14	17,567.41	9,650.54	10,098.42
Hampton	388,745.20	357,995.03	206,698.33	208,174.25
Harrisonburg	107,424.02	87,083.43	57,116.50	52,264.91

Distribution of Profits and Wine Taxes to Cities

(continued)

Cities	Total Profits FY 2002	Total Profits FY 2001	Wine Tax FY 2002	Wine Tax FY 2001
Hopewell	59,342.99	59,701.42	31,553.06	34,023.12
Lexington	18,229.79	18,080.17	9,692.89	10,336.29
Lynchburg	173,269.13	171,668.72	92,128.31	98,164.35
Manassas	93,272.63	77,140.72	49,593.65	46,058.55
Manassas Park	27,316.79	20,114.08	14,524.51	12,388.17
Martinsville	40,924.73	41,608.05	21,759.94	23,657.13
Newport News	478,242.85	453,301.19	254,284.80	261,826.38
Norfolk	622,267.89	661,948.12	330,863.85	372,724.19
Norton	10,363.92	10,828.05	5,510.56	6,120.35
Petersburg	89,569.32	94,190.13	47,624.58	53,165.36
Poquoson	30,704.17	29,099.58	16,325.60	16,808.34
Portsmouth	266,969.15	268,552.25	141,949.22	153,048.33
Radford	42,100.78	41,506.88	22,385.25	23,760.80
Richmond	525,071.63	525,217.46	279,183.96	299,695.00
Roanoke	251,959.51	250,508.44	133,968.49	143,135.09
Salem	65,695.67	62,735.39	34,930.82	36,173.79
Staunton	63,322.39	63,347.61	33,668.92	36,145.90
Suffolk	169,042.86	144,253.50	89,881.17	85,450.19
Virginia Beach	1,128,926.57	1,048,125.42	600,257.53	608,319.23
Waynesboro	51,819.60	49,065.81	27,552.82	28,347.21
Williamsburg	31,851.01	30,173.17	16,935.38	17,430.22
Winchester	62,610.92	58,405.58	33,290.63	33,860.33
TOTAL	\$6,248,887.93	\$5,933,586.23	\$3,322,572.39	\$3,426,798.18

Distribution of Profits and Taxes to Counties & Towns

Counties/ Towns	Total Profits FY 2002	Total Profits FY 2001	Wine Tax FY 2002	Wine Tax FY 2001
Accomack	\$72,820.87	\$60,618.67	\$38,719.33	\$36,133.73
Accomac	1,452.12	1,273.32	772.10	749.20
Belle Haven	1,274.26	1,338.54	677.53	755.72
Bloxom	1,048.60	958.20	557.55	558.22
Chincoteague	11,460.30	9,849.52	6,093.52	5,824.13
Hallwood	769.86	639.07	409.34	381.22
Keller	459.26	568.25	244.19	310.50
Melfa	1,194.61	1,131.86	635.17	653.82
Onancock	4,048.40	3,804.66	2,152.57	2,201.91
Onley	1,316.72	1,361.37	700.11	771.22
Painter	653.06	666.03	347.23	378.43
Parksley	2,221.98	2,072.98	1,181.44	1,201.76
Saxis	894.64	935.43	475.68	528.64
Tangier	1,603.44	1,678.90	852.56	948.53
Wachapreague	626.52	719.29	333.12	398.74
Subtotal	101,844.64	87,616.09	54,151.44	51,795.77
Albermarle	208,940.23	184,383.89	111,094.87	108,321.01
Scottsville	1,473.36	1,382.99	783.39	800.61
Subtotal	210,413.59	185,766.88	111,878.26	109,121.62

Distribution of Profits and Taxes to Counties & Towns

(continued)

Counties/ Towns	Total Profits FY 2002	Total Profits FY 2001	Wine Tax FY 2002	Wine Tax FY 2001
Alleghany	33,242.06	32,708.98	17,675.01	18,732.62
Clifton Forge	11,385.97	2,013.90	6,054.01	1,357.98
Iron Gate	1,072.50	1,078.03	570.25	614.47
Subtotal	45,700.53	35,800.91	24,299.27	20,705.07
Amelia	30,263.50	24,790.04	16,091.30	14,837.99
Subtotal	30,263.50	24,790.04	16,091.30	14,837.99
Amherst	78,693.05	71,502.68	41,841.60	41,711.33
Amherst	5,975.71	5,399.28	3,177.33	3,153.92
Subtotal	84,668.76	76,901.96	45,018.93	44,865.25
Appomattox	31,197.94	28,107.23	16,588.14	16,429.85
Appomattox	4,674.92	4,489.96	2,485.68	2,585.55
Pamplin City	528.29	534.92	280.90	304.86
Subtotal	36,401.15	33,132.11	19,354.72	19,320.26
Arlington	502,939.45	458,960.24	267,416.15	267,461.33
Subtotal	502,939.45	458,960.24	267,416.15	267,461.33
Augusta	171,578.08	148,166.35	91,229.17	87,508.96
Craigsville	2,598.94	2,237.33	1,381.88	1,322.42
Subtotal	174,177.02	150,403.68	92,611.05	88,831.38
Bath	13,400.89	12,692.73	7,125.34	7,332.54
Subtotal	13,400.89	12,692.73	7,125.34	7,332.54
Bedford	160,266.43	129,426.68	85,214.70	77,753.87
Subtotal	160,266.43	129,426.68	85,214.70	77,753.87
Bland	18,240.40	17,242.34	9,698.53	9,965.39
Subtotal	18,240.40	17,242.34	9,698.53	9,965.39
Botetourt	75,584.41	64,054.85	40,188.71	38,009.58
Buchanan	3,273.24	3,194.37	1,740.40	1,832.82
Fincastle	953.03	703.75	506.73	433.10
Troutville	1,146.83	1,169.94	609.78	664.70
Subtotal	80,957.51	69,122.91	43,045.62	40,940.20
Brunswick	43,977.63	38,054.95	23,383.19	22,464.32
Alberta	812.33	856.49	431.93	483.18
Brodnax	841.54	960.75	447.45	533.17
Lawrenceville	3,384.73	3,723.32	1,799.68	2,081.91
Subtotal	49,016.23	43,595.51	26,062.25	25,562.58
Buchanan	68,684.86	75,316.04	36,520.18	42,140.89
Grundy	2,933.44	3,259.24	1,559.72	1,818.71
Subtotal	71,618.30	78,575.28	38,079.90	43,959.60
Buckingham	40,287.62	34,356.71	21,421.18	20,354.98
Dillwyn	1,186.65	1,186.37	630.95	677.03
Subtotal	41,474.27	35,543.08	22,052.13	21,032.01

Distribution of Profits and Taxes to Counties & Towns

(continued)

Counties/ Towns	Total Profits FY 2002	Total Profits FY 2001	Wine Tax FY 2002	Wine Tax FY 2001
Campbell	123,161.81	113,699.47	65,485.93	66,077.88
Altavista	9,092.32	9,424.10	4,834.44	5,335.91
Brookneal	3,342.26	3,443.53	1,777.10	1,952.25
Subtotal	135,596.39	126,567.10	72,097.47	73,366.04
Caroline	55,788.36	49,197.06	29,663.04	28,907.02
Bowling Green	2,484.79	2,491.73	1,321.18	1,421.00
Port Royal	451.30	507.53	239.96	282.52
Subtotal	58,724.45	52,196.32	31,224.18	30,610.54
Carroll	70,233.70	64,719.15	37,338.21	37,689.49
Hillsville	7,402.77	6,476.84	3,941.60	3,752.08
Subtotal	77,636.47	71,195.99	41,279.81	41,441.57
Charles City	18,386.41	16,843.54	9,776.16	9,806.67
Subtotal	18,386.41	16,843.54	9,776.16	9,806.67
Charlotte	27,974.69	25,828.45	14,868.16	15,013.20
Charlotte Court House	1,096.45	1,293.40	589.05	710.16
Drakes Branch	1,337.96	1,429.47	711.40	804.17
Keysville	2,168.89	1,854.58	1,153.21	1,098.03
Phenix	530.94	634.87	282.31	349.15
Subtotal	33,108.93	31,040.77	17,604.13	17,974.71
Chesterfield	689,962.54	582,620.06	366,857.53	346,034.13
Subtotal	689,962.54	582,620.06	366,857.53	346,034.13
Clarke	24,574.49	22,362.64	13,066.41	13,040.65
Berryville	7,881.78	8,299.28	4,190.79	4,683.20
Boyce	1,130.89	1,290.43	601.32	715.33
Subtotal	33,587.16	31,952.35	17,858.52	18,439.18
Craig	13,039.85	11,501.17	6,933.38	6,757.53
New Castle	475.20	415.75	252.66	244.75
Subtotal	13,515.05	11,916.92	7,186.04	7,002.28
Culpeper	65,300.12	53,962.47	34,720.50	32,226.14
Culpeper	25,654.95	23,153.77	13,640.91	13,528.67
Subtotal	90,955.07	77,116.24	48,361.41	45,754.81
Cumberland	22,671.07	20,145.36	12,054.35	11,815.03
Subtotal	22,671.07	20,145.36	12,054.35	11,815.03
Dickenson	37,792.19	38,259.04	20,094.36	21,773.39
Clinchco	1,125.59	2,227.83	598.48	1,132.02
Clintwood	4,112.11	4,025.94	2,186.43	2,308.28
Haysi	493.78	553.03	262.55	308.10
Subtotal	43,523.67	45,065.84	23,141.82	25,521.79
Dinwiddie	63,956.85	58,743.34	34,006.26	34,180.47
McKenney	1,170.72	1,046.04	622.47	612.67
Subtotal	65,127.57	59,789.38	34,628.73	34,793.14

Distribution of Profits and Taxes to Counties & Towns

(continued)

Counties/ Towns	Total Profits FY 2002	Total Profits FY 2001	Wine Tax FY 2002	Wine Tax FY 2001
Essex	21,027.82	19,028.14	11,180.62	11,111.04
Tappahannock	5,489.91	4,563.13	2,919.02	2,721.05
Subtotal	26,517.73	23,591.27	14,099.64	13,832.09
Fairfax	2,478,038.64	2,157,747.64	1,317,589.10	1,271,783.77
Clifton	491.12	465.41	261.13	268.83
Herndon	57,487.37	46,046.50	30,566.40	27,721.97
Vienna	38,368.27	38,441.36	20,400.65	21,927.19
Subtotal	2,574,385.40	2,242,700.91	1,368,817.28	1,321,701.76
Fauquier	126,307.61	115,791.96	67,158.58	67,405.05
Remington	1,656.53	1,317.30	880.78	794.58
The Plains	706.16	604.83	375.46	357.95
Warrenton	17,706.80	14,203.65	9,414.82	8,547.93
Subtotal	146,377.10	131,917.74	77,829.64	77,105.51
Floyd	35,684.38	31,512.77	18,973.62	18,509.79
Floyd	1,146.83	1,058.48	609.78	615.17
Subtotal	36,831.21	32,571.25	19,583.40	19,124.96
Fluvanna	53,022.17	37,683.71	28,192.23	23,442.28
Columbia	130.09	144.78	69.16	80.75
Subtotal	53,152.26	37,828.49	28,261.39	23,523.03
Franklin	113,979.23	97,366.61	60,603.48	57,661.12
Boones Mill	756.58	656.26	402.29	387.17
Rocky Mount	10,793.99	10,662.93	5,739.22	6,101.33
Subtotal	125,529.80	108,685.80	66,744.99	64,149.62
Frederick	151,444.90	123,117.51	80,524.22	73,836.09
Middletown	2,694.51	2,733.61	1,432.69	1,554.99
Stephens City	3,042.28	3,063.87	1,617.59	1,745.65
Subtotal	157,181.69	128,914.99	83,574.50	77,136.73
Giles	26,193.85	25,530.78	13,927.44	14,652.83
Glen Lyn	400.85	429.64	213.15	241.54
Narrows	5,604.06	5,449.85	2,979.71	3,129.42
Pearisburg	7,244.65	6,906.42	3,852.04	3,983.86
Pembroke	3,010.43	2,824.77	1,600.66	1,635.41
Rich Creek	1,765.38	1,743.50	938.66	997.68
Subtotal	44,219.22	42,884.96	23,511.66	24,640.74
Gloucester	92,330.20	81,909.15	49,092.55	48,057.99
Subtotal	92,330.20	81,909.15	49,092.55	48,057.99
Goochland	44,766.07	38,870.97	23,802.42	22,926.50
Subtotal	44,766.07	38,870.97	23,802.42	22,926.50
Grayson	40,091.16	38,061.22	21,316.73	21,976.00
Fries	1,629.99	1,744.65	866.67	981.08
Independence	2,577.71	2,564.09	1,370.59	1,464.91
Troutdale	2,844.74	1,253.88	1,406.11	969.69
Subtotal	47,143.60	43,623.84	24,960.10	25,391.68

Distribution of Profits and Taxes to Counties & Towns

(continued)

Counties/ Towns	Total Profits FY 2002	Total Profits FY 2001	Wine Tax FY 2002	Wine Tax FY 2001
Greene	39,204.49	29,576.70	20,845.27	18,094.43
Stanardsville	1,263.63	827.48	671.89	527.31
Subtotal	40,468.12	30,404.18	21,517.16	18,621.74
Greensville	29,578.59	23,510.83	15,727.12	14,183.11
Subtotal	29,578.59	23,510.83	15,727.12	14,183.11
Halifax	72,130.65	66,874.14	38,352.33	38,825.71
Halifax	3,687.38	3,160.98	1,960.60	1,870.32
Scottsburg	384.93	391.32	204.68	222.50
South Boston	22,540.98	24,058.66	11,985.18	13,537.20
Virgilina	422.09	418.39	224.44	239.21
Subtotal	99,166.03	94,903.49	52,727.23	54,694.94
Hanover	211,581.65	165,316.57	112,499.32	100,183.49
Ashland	17,571.41	16,292.39	9,342.83	9,458.81
Subtotal	229,153.06	181,608.96	121,842.15	109,642.30
Henrico	696,325.84	599,994.21	370,240.93	354,557.26
Subtotal	696,325.84	599,994.21	370,240.93	354,557.26
Henry	151,728.96	147,213.99	80,675.26	84,577.66
Ridgeway	2,057.38	1,977.43	1,093.93	1,138.52
Subtotal	153,786.34	149,191.42	81,769.19	85,716.18
Highland	6,312.85	6,266.98	3,356.58	3,582.02
Monterey	419.44	532.91	223.02	289.77
Subtotal	6,732.29	6,799.89	3,579.60	3,871.79
Isle of Wight	56,848.60	52,031.08	30,194.24	30,660.26
Smithfield	16,788.28	14,060.89	8,926.43	8,368.44
Windsor	5,281.82	2,594.48	2,840.91	1,459.95
Subtotal	78,918.70	68,686.45	41,961.58	40,488.65
James City	127,696.03	100,621.22	67,896.79	60,840.38
Subtotal	127,696.03	100,621.22	67,896.79	60,840.38
King and Queen	17,600.61	16,644.13	9,358.36	9,618.77
Subtotal	17,600.61	16,644.13	9,358.36	9,618.77
King George	44,606.80	37,626.32	23,717.72	22,353.40
Subtotal	44,606.80	37,626.32	23,717.72	22,353.40
King William	27,290.25	22,451.41	14,510.40	13,423.27
West Point	7,608.34	7,609.40	4,045.40	4,342.14
Subtotal	34,898.59	30,060.81	18,555.80	17,765.41
Lancaster	24,794.83	23,665.37	13,183.58	13,647.28
Irvington	1,786.61	1,420.52	949.95	856.87
Kilmarnock	3,302.43	2,988.80	1,755.92	1,745.18
White Stone	950.38	959.97	505.31	546.59
Subtotal	30,834.25	29,034.66	16,394.76	16,795.92

Distribution of Profits and Taxes to Counties & Towns

(continued)

Counties/ Towns	Total Profits FY 2002	Total Profits FY 2001	Wine Tax FY 2002	Wine Tax FY 2001
Lee	54,830.02	55,344.09	29,153.47	31,516.95
Jonesville	2,641.42	2,466.10	1,404.46	1,429.43
Pennington Gap	4,728.01	4,910.51	2,513.92	2,779.10
Saint Charles	422.09	503.40	224.44	276.99
Subtotal	62,621.54	63,224.10	33,296.29	36,002.47
Loudoun	358,545.43	220,941.78	190,640.91	143,467.62
Hamilton	1,491.94	1,726.19	793.28	955.44
Hillsboro	254.85	204.99	135.50	123.28
Leesburg	75,157.00	50,946.99	39,961.46	32,131.96
Lovettsville	2,264.45	2,027.80	1,204.02	1,187.06
Middleburg	1,677.76	1,491.19	892.08	874.52
Purcellville	9,514.41	5,882.67	5,058.88	3,815.84
Round Hill	1,327.35	1,330.24	705.76	758.73
Subtotal	450,233.19	284,551.85	239,391.89	183,314.45
Louisa	63,157.79	52,543.93	33,581.41	31,325.20
Louisa	3,719.23	3,061.93	1,977.53	1,830.33
Mineral	1,125.59	1,194.41	598.48	672.90
Subtotal	68,002.61	56,800.27	36,157.42	33,828.43
Lunenburg	26,621.99	22,963.21	14,132.41	13,580.87
Kenbridge	3,442.40	3,288.10	1,853.03	1,881.17
Victoria	4,834.19	4,765.44	2,570.37	2,728.07
Subtotal	34,898.58	31,016.75	18,555.81	18,190.11
Madison	32,679.26	30,837.49	17,375.77	17,830.03
Madison	557.48	730.85	296.41	395.15
Subtotal	33,236.74	31,568.34	17,672.18	18,225.18
Mathews	24,441.76	22,385.28	12,995.82	13,033.95
Subtotal	24,441.76	22,385.28	12,995.82	13,033.95
Mecklenburg	61,245.05	54,868.37	32,562.02	32,117.39
Boydton	1,214.56	1,181.96	648.16	677.42
Chase City	6,522.58	6,378.52	3,468.09	3,658.09
Clarksville	3,528.09	3,303.01	1,875.90	1,913.31
LaCrosse	1,640.60	1,481.13	872.32	865.36
South Hill	11,688.60	11,129.84	6,214.90	6,421.82
Subtotal	85,839.48	78,342.83	45,641.39	45,653.39
Middlesex	24,924.90	22,092.83	13,252.74	12,965.06
Urbanna	1,441.50	1,389.48	766.45	799.47
Subtotal	26,366.40	23,482.31	14,019.19	13,764.53
Montgomery	71,966.06	65,240.77	38,264.81	38,079.23
Blacksburg	105,054.15	93,953.93	55,857.97	55,017.13
Christiansburg	44,989.07	40,520.15	23,920.98	23,687.38
Subtotal	222,009.28	199,714.85	118,043.76	116,783.74
Nelson	38,347.03	34,517.37	20,389.37	20,181.14
Subtotal	38,347.03	34,517.37	20,389.37	20,181.14

Distribution of Profits and Taxes to Counties & Towns

(continued)

Counties/ Towns	Total Profits FY 2002	Total Profits FY 2001	Wine Tax FY 2002	Wine Tax FY 2001
New Kent	35,737.48	29,403.65	19,001.85	17,579.45
Subtotal	35,737.48	29,403.65	19,001.85	17,579.45
Northampton	25,193.03	24,164.20	13,395.29	13,919.22
Cape Charles	3,010.43	3,467.10	1,600.66	1,920.79
Cheriton	1,324.70	1,350.32	704.35	767.31
Eastville	538.90	495.34	286.54	288.16
Exmore	3,015.74	2,922.56	1,603.48	1,679.52
Nassawadox	1,518.49	1,476.42	807.39	847.83
Subtotal	34,601.29	33,875.94	18,397.71	19,422.83
Northumberland	32,416.44	28,548.42	17,236.03	16,779.83
Subtotal	32,416.44	28,548.42	17,236.03	16,779.83
Nottoway	24,378.03	22,301.91	12,961.97	12,988.86
Blackstone	9,755.99	9,949.43	5,187.32	5,653.15
Burkeville	1,298.14	1,362.02	690.23	769.17
Crewe	6,312.85	6,008.16	3,356.58	3,467.03
Subtotal	41,745.01	39,621.52	22,196.10	22,878.21
Orange	53,813.27	45,717.29	28,612.86	27,111.42
Gordonsville	3,976.73	3,628.46	2,114.46	2,114.58
Orange	10,945.30	9,723.37	5,819.68	5,703.02
Subtotal	68,735.30	59,069.12	36,547.00	34,929.02
Page	40,091.16	36,738.77	21,316.73	21,388.46
Luray	12,931.01	12,165.06	6,875.50	7,038.73
Shenandoah	4,985.51	5,529.95	2,650.83	3,086.86
Stanley	3,520.12	3,193.18	1,871.68	1,863.49
Subtotal	61,527.80	57,626.96	32,714.74	33,377.54
Patrick	48,968.47	44,438.37	26,036.84	25,931.03
Stuart	2,551.16	2,513.47	1,356.47	1,439.05
Subtotal	51,519.63	46,951.84	27,393.31	27,370.08
Pittsylvania	153,637.67	139,041.95	81,690.15	81,188.13
Chatham	3,551.97	3,519.09	1,888.61	2,012.36
Gretna	3,336.94	3,610.25	1,774.28	2,025.65
Hurt	3,387.39	3,361.30	1,801.09	1,921.41
Subtotal	163,913.97	149,532.59	87,154.13	87,147.55
Powhatan	59,404.05	45,033.00	31,585.52	27,513.88
Subtotal	59,404.05	45,033.00	31,585.52	27,513.88
Prince Edward	35,426.87	30,728.96	18,836.69	18,129.02
Farmville	18,171.37	17,219.88	9,661.84	9,946.68
Subtotal	53,598.24	47,948.84	28,498.53	28,075.70
Prince George	87,729.61	75,493.40	46,646.41	44,626.23
Subtotal	87,729.61	75,493.40	46,646.41	44,626.23

Distribution of Profits and Taxes to Counties & Towns

(continued)

Counties/ Towns	Total Profits FY 2002	Total Profits FY 2001	Wine Tax FY 2002	Wine Tax FY 2001
Prince William	726,528.28	594,048.92	386,299.77	355,732.33
Dumfries	13,106.22	11,636.25	6,968.66	6,825.94
Haymarket	2,333.48	1,543.94	1,240.72	980.82
Occoquan	2,014.91	1,208.36	1,071.34	791.46
Quantico	1,489.28	1,667.79	791.86	929.60
Subtotal	745,472.17	610,105.26	396,372.35	365,260.15
Pulaski	62,029.55	59,291.11	32,981.51	34,180.29
Dublin	6,073.94	5,444.76	3,229.55	3,186.52
Pulaski	25,147.90	25,669.02	13,371.30	14,582.09
Subtotal	93,251.39	90,404.89	49,582.36	51,948.90
Rappahannock	18,051.90	17,021.30	9,598.32	9,843.37
Washington	485.81	505.52	258.31	285.98
Subtotal	18,537.71	17,526.82	9,856.63	10,129.35
Richmond	19,734.98	17,210.36	10,493.22	10,140.05
Warsaw	3,650.19	2,858.09	1,940.84	1,731.05
Subtotal	23,385.17	20,068.45	12,434.06	11,871.10
Roanoke	207,055.39	191,394.85	110,092.68	111,197.69
Vinton	20,658.81	20,029.71	10,984.43	11,509.37
Subtotal	227,714.20	211,424.56	121,077.11	122,707.06
Rockbridge	51,384.22	45,726.87	27,321.32	26,808.75
Glasgow	2,776.81	2,905.14	1,476.44	1,641.58
Goshen	1,077.80	983.12	573.08	572.99
Subtotal	55,238.83	49,615.13	29,370.84	29,023.32
Rockingham	140,276.60	123,696.20	74,585.98	72,681.93
Bridgewater	13,812.37	11,143.44	7,344.13	6,696.22
Broadway	5,819.09	5,090.51	3,094.04	2,996.95
Dayton	3,567.91	3,079.52	1,897.08	1,819.04
Elkton	5,420.88	5,122.56	2,882.33	2,960.87
Grottoes	5,612.02	4,267.46	2,983.95	2,605.11
Mount Crawford	674.29	613.21	358.52	357.65
Timberville	4,616.51	4,264.45	2,454.63	2,477.98
Subtotal	179,799.67	157,277.35	95,600.66	92,595.75
Russell	67,868.41	63,678.61	35,978.18	36,921.26
Castlewood	0.00		0.00	
Cleveland	392.90	510.62	208.90	276.50
Honaker	2,508.69	2,473.62	1,333.89	1,416.00
Lebanon	8,688.81	8,772.71	4,619.90	4,995.51
Subtotal	79,458.81	75,435.56	42,140.87	43,609.27
Scott	50,457.75	48,876.77	26,828.70	28,091.13
Clinchport	204.41	181.89	108.68	106.64
Duffield	164.60	146.55	87.52	85.92
Dungannon	841.54	700.04	447.45	417.35
Gate City	5,731.48	5,733.70	3,047.46	3,271.63
Nickelsville	1,189.30	1,098.31	632.36	638.24
Weber City	3,538.70	3,912.33	1,881.55	2,185.35
Subtotal	62,127.78	60,649.59	33,033.72	34,796.26

Distribution of Profits and Taxes to Counties & Towns

(continued)

Counties/ Towns	Total Profits FY 2002	Total Profits FY 2001	Wine Tax FY 2002	Wine Tax FY 2001
Shenandoah	60,359.75	55,151.48	32,093.66	32,130.12
Edinburg	2,158.25	2,208.76	1,147.56	1,254.04
Mount Jackson	4,417.41	4,186.01	2,348.76	2,417.97
New Market	4,345.73	3,887.00	2,310.65	2,276.07
Strasburg	10,663.90	9,992.95	5,670.07	5,787.23
Toms Brook	676.95	612.05	359.93	357.46
Woodstock	10,491.34	8,926.08	5,578.31	5,291.43
Subtotal	93,113.33	84,964.33	49,508.94	49,514.32
Smyth	60,967.66	57,543.39	32,416.90	33,269.62
Chilhowie	4,850.13	5,036.12	2,578.84	2,850.34
Marion	16,854.65	17,086.50	8,961.73	9,721.05
Saltville	5,850.94	5,928.50	3,110.99	3,373.28
Subtotal	88,523.38	85,594.51	47,068.46	49,214.29
Southampton	39,019.11	37,910.34	20,745.48	21,774.12
Boykins	1,645.90	1,688.50	875.13	958.15
Branchville	326.54	192.26	173.62	126.67
Capron	445.77	392.01	237.64	230.20
Courtland	3,371.46	2,973.47	1,792.63	1,747.09
Ivor	849.51	841.99	451.68	481.43
Newsoms	751.06	839.25	399.96	467.46
Subtotal	46,409.35	44,837.82	24,676.14	25,785.12
Spotsylvania	239,970.92	173,384.22	127,594.08	107,355.17
Subtotal	239,970.92	173,384.22	127,594.08	107,355.17
Stafford	245,415.71	182,099.00	130,489.11	111,915.02
Subtotal	245,415.71	182,099.00	130,489.11	111,915.02
Surry	15,734.36	14,251.79	8,366.06	8,320.07
Claremont	910.56	922.76	484.16	525.02
Dendron	788.45	789.58	419.23	450.42
Surry	695.52	550.94	369.81	332.66
Subtotal	18,128.89	16,515.07	9,639.26	9,628.17
Sussex	23,318.82	18,684.58	12,398.77	11,247.89
Jarratt	1,563.61	1,473.52	831.39	852.25
Stony Creek	536.25	657.09	285.13	359.70
Wakefield	2,755.57	2,767.14	1,465.15	1,577.60
Waverly	6,129.68	5,858.47	3,259.20	3,377.38
Subtotal	34,303.93	29,440.80	18,239.64	17,414.82
Tazewell	78,695.71	78,278.17	41,843.00	44,721.92
Bluefield	13,480.52	13,779.80	7,167.68	7,825.57
Ceder Bluff	2,880.35	3,216.53	1,531.50	1,793.02
Pocahantas	1,170.72	1,285.97	622.47	719.28
Richlands	11,001.04	11,395.31	5,849.33	6,452.88
Tazewell	11,165.64	10,910.97	5,936.84	6,258.44
Subtotal	118,393.98	118,866.75	62,950.82	67,771.11
Warren	47,771.19	39,891.98	25,400.25	23,759.85
Front Royal	36,074.62	32,185.14	19,181.11	18,857.83
Subtotal	83,845.81	72,077.12	44,581.36	42,617.68

Distribution of Profits and Taxes to Counties & Towns

(continued)

Counties/ Towns	Total Profits FY 2002	Total Profits FY 2001	Wine Tax FY 2002	Wine Tax FY 2001
Washington	108,053.95	97,741.23	57,452.97	57,078.82
Abingdon	20,653.50	18,819.17	10,981.61	10,970.88
Damascus	2,604.26	2,439.03	1,384.71	1,412.70
Glade Spring	3,647.55	3,698.07	1,939.42	2,103.91
Subtotal	134,959.26	122,697.50	71,758.71	71,566.31
Westmoreland	34,975.57	32,114.44	18,596.74	18,687.53
Colonial Beach	8,569.35	8,235.95	4,556.38	4,741.94
Montross	836.23	904.52	444.63	507.53
Subtotal	44,381.15	41,254.91	23,597.75	23,937.00
Wise	70,249.56	67,356.52	37,458.60	38,749.18
Appalachia	4,881.98	5,088.19	2,595.78	2,877.49
Big Stone Gap	13,317.40	12,458.44	7,188.84	7,164.06
Coeburn	5,298.77	5,524.03	2,817.39	3,123.81
Pound	2,890.96	2,662.08	1,537.13	1,548.03
Saint Paul	2,654.68	2,620.82	1,411.51	1,499.85
Wise	8,641.03	8,370.59	4,594.49	4,810.82
Subtotal	107,934.38	104,080.67	57,603.74	59,773.24
Wythe	48,965.81	43,821.76	26,035.43	25,656.74
Rural Retreat	3,583.83	3,337.00	1,905.54	1,935.43
Wytheville	20,717.22	20,787.97	11,015.47	11,853.64
Subtotal	73,266.86	67,946.73	38,956.44	39,445.81
York	148,912.32	119,870.39	79,177.64	72,073.43
Yorktown	538.90	739.05	286.54	396.44
Subtotal	149,451.22	120,609.44	79,464.18	72,469.87
Total	\$12,542,386.31	\$10,844,191.96	\$6,668,867.39	\$6,401,812.01

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Analysis of Store Performance – Fiscal Year 2002

ABC Stores by Planning District	Locality	Gallons Sold	Gross Sales (1)	Less State Tax (2)	Net Sales
137 692 Highway 58 East	Norton City	16,782	\$846,500	\$141,750	\$704,750
194 16427-E Wise St. (Saint Paul)	Wise County	7,348	\$366,896	\$60,954	\$305,942
C 205 Main St (Pound)	Wise County	635	\$28,452	\$4,712	\$23,739
206 18 East 4th St, N (Big Stone Gap)	Wise County	11,162	\$530,532	\$87,890	\$442,642
218 Main St, Route 23 S (Gate City)	Scott County	11,888	\$551,846	\$91,464	\$460,382
Planning District 1 - - Far Southwest		47,814	\$2,324,225	\$386,770	\$1,937,455
174 South Main St, Route 460 (Grundy)	Buchanan County	7,117	\$356,356	\$58,769	\$297,587
197 2004 Second St (Richlands)	Tazewell County	13,605	\$653,943	\$108,508	\$545,435
230 722 East Riverside	Tazewell County	9,999	\$509,540	\$83,963	\$425,577
C 319 Main St (Haysi) (conv)	Dickenson County	303	\$13,976	\$2,322	\$11,654
NS 365 Food City Shp. Cntr.	Dickenson County	6,464	\$302,684	\$50,120	\$252,565
Planning District 2 - - Southwest		37,488	\$1,836,498	\$303,681	\$1,532,817
R 135 1173 N Main St (Marion)	Smyth County	21,843	\$1,011,847	\$167,249	\$844,598
141 441 W Stuart Dr (Hillsville)	Carroll County	23,892	\$1,075,211	\$177,659	\$897,551
153 325 West Main St (Wytheville)	Wythe County	20,617	\$1,015,800	\$168,135	\$847,664
201 545 West Main St (Abingdon)	Washington County	39,338	\$1,996,979	\$328,535	\$1,668,444
343 2123 Euclid Ave	Bristol City	39,883	\$1,955,812	\$322,826	\$1,632,985
Planning District 3 - - Wytheville/Hillsville		145,573	\$7,055,648	\$1,164,405	\$5,891,242
195 100 North Franklin St (Christiansburg)	Montgomery County	32,401	\$1,602,162	\$264,797	\$1,337,365
199 3745 Virginia Ave (Pearisburg)	Giles County	13,314	\$604,607	\$100,127	\$504,480
327 1300 South Main St (Blacksburg)	Montgomery County	68,669	\$3,574,048	\$589,194	\$2,984,854
345 1072 Memorial Square Drive	Pulaski County	19,440	\$872,727	\$144,450	\$728,276
356 97 Walker St	Radford City	33,007	\$1,561,153	\$257,944	\$1,303,209
Planning District 4 - - Radford/Blacksburg		166,831	\$8,214,697	\$1,356,512	\$6,858,185
115 1423 Williamson Road NE	Roanoke City	56,704	\$3,133,355	\$519,636	\$2,613,719
123 531 Main St	Clifton Forge City	6,833	\$321,948	\$53,324	\$268,624
124 123 West Main St	Covington City	13,480	\$641,189	\$106,350	\$534,838
186 1483 West Main St	Salem City	37,123	\$1,780,108	\$294,323	\$1,485,785
229 3434 Orange Ave, NE	Roanoke City	12,229	\$566,783	\$93,777	\$473,006
259 1507 Hershberger Road, NW	Roanoke City	40,724	\$1,990,381	\$327,728	\$1,662,653
269 602 Brandon Ave, SW	Roanoke City	58,434	\$3,002,256	\$493,669	\$2,508,587
289 3341 Melrose Ave, NW	Roanoke City	30,966	\$1,601,128	\$265,449	\$1,335,679
300 19758 Main St (Buchanan) (conv)	Botetourt County	2,543	\$112,002	\$18,513	\$93,489
309 3901 Brambleton Ave, SW	Roanoke County	44,930	\$2,149,611	\$353,755	\$1,795,856
337 1113 Vinyard Road (Vinton)	Roanoke County	24,864	\$1,111,976	\$183,758	\$928,218
364 56 Kingston Dr (Daleville)	Botetourt County	14,882	\$736,661	\$120,867	\$615,794
Planning District 5 - - Roanoke		343,713	\$17,147,395	\$2,831,149	\$14,316,247
113 39 1/2 East Main St (Hot Springs)	Bath County	7,595	\$503,661	\$82,292	\$421,369
122 201 State St	Staunton City	21,371	\$1,036,603	\$170,599	\$866,004
140 445 East Nelson St	Lexington City	34,961	\$1,696,119	\$279,925	\$1,416,195
145 398 North Main St	Harrisonburg City	34,763	\$1,703,162	\$281,787	\$1,421,375
147 Water St, PO Box 111 (Monterey)	Highland County	2,212	\$98,859	\$16,047	\$82,812
184 2035 East Market St	Rockingham County	56,699	\$2,945,260	\$482,390	\$2,462,870

- (1) Does not include General Sales Tax (4.5%).
- (2) State taxes on distilled spirits (20%) and wine (4%) sold in ABC Stores.
- (3) Store expenses include miscellaneous revenue and net cash overages.
- (4) Rate of return is calculated by adding Adjusted Net Profits and State taxes then dividing result by Gross Sales.

NS = New Store; R = Relocation; C = Closed
CONV = Conventional Store

NEW STORES:		RELOCATED:		CLOSED:	
Date	Store	Date	Store	Date	Store
08/06/01	365	07/18/01	263	08/29/01	204
08/22/01	369	08/07/01	200	08/04/01	205
10/22/01	373	08/15/01	146	08/04/01	319
01/07/02	371	11/14/01	135	02/25/02	202
01/07/02	372	12/11/01	144		
03/05/02	257	02/19/02	315		
03/21/02	370	06/12/02	256		
05/24/02	71	09/10/01	120		
04/01/02	374				
06/17/02	56				
06/26/02	60				
Totals	11		8		4

Cost of Goods Sold	Gross Profit on Sales	Store Expenses (3)	Net Store Profit	Alloc. of Gen. & Admin. Expenses	Adj. Net Store Profit	% Rate of Return to the Commonwealth (4)
\$459,774	\$244,976	\$140,114	\$104,861	\$42,835	\$62,026	24.1%
\$198,351	\$107,590	\$79,681	\$27,910	\$18,595	\$9,315	19.2%
\$15,383	\$8,356	\$18,594	(\$10,238)	\$1,443	(\$11,681)	(24.5%)
\$288,225	\$154,417	\$79,992	\$74,425	\$26,904	\$47,521	25.5%
\$301,388	\$158,994	\$103,281	\$55,713	\$27,982	\$27,731	21.6%
\$1,263,121	\$674,334	\$421,663	\$252,670	\$117,759	\$134,911	22.4%
\$193,666	\$103,921	\$97,729	\$6,191	\$18,087	(\$11,896)	13.2%
\$354,958	\$190,477	\$111,418	\$79,058	\$33,152	\$45,907	23.6%
\$277,453	\$148,124	\$115,682	\$32,442	\$25,867	\$6,575	17.8%
\$7,557	\$4,097	\$14,408	(\$10,311)	\$708	(\$11,019)	(62.2%)
\$164,467	\$88,098	\$114,976	(\$26,878)	\$15,351	(\$42,229)	2.6%
\$998,101	\$534,716	\$454,214	\$80,502	\$93,165	(\$12,663)	15.8%
\$551,161	\$293,437	\$146,067	\$147,369	\$51,335	\$96,034	26.0%
\$587,197	\$310,355	\$123,147	\$187,208	\$54,553	\$132,655	28.9%
\$553,630	\$294,035	\$102,041	\$191,994	\$51,521	\$140,473	30.4%
\$1,090,711	\$577,732	\$182,324	\$395,408	\$101,408	\$293,999	31.2%
\$1,068,065	\$564,920	\$175,961	\$388,959	\$99,253	\$289,706	31.3%
\$3,850,764	\$2,040,478	\$729,540	\$1,310,938	\$358,071	\$952,867	30.0%
\$872,617	\$464,748	\$173,400	\$291,348	\$81,285	\$210,062	29.6%
\$329,762	\$174,718	\$100,304	\$74,414	\$30,662	\$43,751	23.8%
\$1,947,500	\$1,037,355	\$281,922	\$755,432	\$181,420	\$574,012	32.5%
\$474,486	\$253,791	\$157,193	\$96,598	\$44,265	\$52,333	22.5%
\$850,426	\$452,783	\$177,664	\$275,120	\$79,209	\$195,911	29.1%
\$4,474,790	\$2,383,395	\$890,483	\$1,492,912	\$416,842	\$1,076,070	29.6%
\$1,696,862	\$916,857	\$223,727	\$693,131	\$158,862	\$534,268	33.6%
\$174,979	\$93,645	\$77,891	\$15,754	\$16,327	(\$573)	16.4%
\$349,300	\$185,538	\$92,186	\$93,352	\$32,508	\$60,844	26.1%
\$970,239	\$515,546	\$189,554	\$325,992	\$90,306	\$235,686	29.8%
\$308,919	\$164,087	\$91,578	\$72,509	\$28,749	\$43,759	24.3%
\$1,081,195	\$581,458	\$250,448	\$331,010	\$101,056	\$229,954	28.0%
\$1,642,977	\$865,610	\$278,637	\$586,973	\$152,472	\$434,500	30.9%
\$868,062	\$467,617	\$153,909	\$313,708	\$81,183	\$232,525	31.1%
\$60,964	\$32,524	\$46,398	(\$13,874)	\$5,682	(\$19,556)	(0.9%)
\$1,177,388	\$618,468	\$203,713	\$414,755	\$109,153	\$305,603	30.7%
\$606,052	\$322,166	\$148,505	\$173,661	\$56,417	\$117,244	27.1%
\$402,463	\$213,331	\$127,996	\$85,335	\$37,428	\$47,907	22.9%
\$9,339,399	\$4,976,848	\$1,884,541	\$3,092,307	\$870,145	\$2,222,162	29.5%
\$276,004	\$145,365	\$88,560	\$56,805	\$25,611	\$31,194	22.5%
\$566,827	\$299,178	\$111,520	\$187,658	\$52,636	\$135,022	29.5%
\$927,470	\$488,724	\$183,596	\$305,128	\$86,077	\$219,052	29.4%
\$939,740	\$481,635	\$194,879	\$286,756	\$86,392	\$200,364	28.3%
\$54,323	\$28,489	\$39,169	(\$10,680)	\$5,033	(\$15,713)	0.3%
\$1,610,426	\$852,445	\$244,923	\$607,522	\$149,694	\$457,828	31.9%

Analysis of Store Performance – Fiscal Year 2002

(continued)

ABC Stores by Planning District	Locality	Gallons Sold	Gross Sales (1)	Less State Tax (2)	Net Sales
302 1331 Greenville Ave	Staunton City	30,186	\$1,471,055	\$242,199	\$1,228,857
338 801-B West Broad St	Waynesboro City	39,233	\$1,858,372	\$305,753	\$1,552,619
339 Augusta Plaza, Rt 612 (Verona)	Augusta County	12,174	\$568,904	\$93,863	\$475,041
Planning District 6 - - Staunton/Waynesboro		239,194	\$11,881,997	\$1,954,854	\$9,927,143
NS 56 182 Delco Plaza	Frederick County	205	\$10,687	\$1,660	\$9,027
139 235 Sunnyside Circle	Frederick County	32,280	\$1,643,020	\$269,996	\$1,373,024
142 411-F South St (Front Royal)	Warren County	36,713	\$1,848,596	\$305,556	\$1,543,040
167 21 Crowe St (Berryville)	Clarke County	12,236	\$594,965	\$98,116	\$496,849
173 611 South 3rd St (Shenandoah)	Page County	6,670	\$292,701	\$48,831	\$243,870
193 1412 West 211 Bypass (Luray)	Page County	14,297	\$654,049	\$107,907	\$546,142
261 2218 Valley Ave	Winchester City	53,508	\$2,723,353	\$447,740	\$2,275,613
293 5814 Main St (Mount Jackson)	Shenandoah County	10,678	\$482,718	\$79,865	\$402,853
318 462 North Main St (Woodstock)	Shenandoah County	16,642	\$766,049	\$126,727	\$639,322
Planning District 7 - - Winchester/Front Royal		183,230	\$9,016,137	\$1,486,398	\$7,529,740
109 1731 Wilson Boulevard	Arlington County	20,510	\$1,271,876	\$205,992	\$1,065,884
119 901 North St Asaph St	Alexandria City	45,398	\$2,712,050	\$445,856	\$2,266,194
R 120 Kingstowne Shopping Center	Fairfax County	35,398	\$2,102,262	\$345,390	\$1,756,872
133 9130 Mathis Ave	Manassas City	49,942	\$2,810,599	\$464,210	\$2,346,389
136 18 Fairfax St SE (Leesburg)	Loudoun County	34,089	\$1,987,872	\$327,786	\$1,660,086
166 210 Fort Evans Rd (Leesburg)	Loudoun County	22,029	\$1,306,906	\$214,009	\$1,092,898
168 1039 N Highland St	Arlington County	22,817	\$1,284,872	\$211,683	\$1,073,189
170 1238 Elden St (Herndon)	Fairfax County	44,178	\$2,591,621	\$426,949	\$2,164,672
181 106 Washington St (Middleburg)	Loudoun County	11,395	\$646,067	\$106,506	\$539,561
203 3678 King St	Alexandria City	35,652	\$2,093,092	\$339,378	\$1,753,715
208 4410 Ashburn Village SC Unit 154	Loudoun County	22,763	\$1,404,773	\$230,395	\$1,174,378
212 167 Hillwood Ave	Falls Church City	23,294	\$1,226,729	\$201,605	\$1,025,125
219 8520 Tyco Road (Vienna) (conv)	Fairfax County	101,309	\$7,723,290	\$1,282,572	\$6,440,718
224 13944 Lee Jackson Highway	Fairfax County	55,611	\$3,256,248	\$534,945	\$2,721,302
228 1524 Belle View Boulevard	Fairfax County	36,137	\$1,985,974	\$325,726	\$1,660,248
231 436 East Maple Ave (Vienna)	Fairfax County	50,920	\$2,880,909	\$471,079	\$2,409,829
234 9574 Old Keene Mill Road	Fairfax County	34,797	\$1,956,501	\$321,403	\$1,635,099
235 8628 Richmond Highway	Fairfax County	53,516	\$3,230,808	\$533,710	\$2,697,098
236 7200 Little River Tnpk., East	Fairfax County	43,987	\$2,504,821	\$412,336	\$2,092,485
241 11260 James Swart Circle	Fairfax City	57,041	\$3,323,960	\$546,780	\$2,777,179
248 4709 Lee Highway	Arlington County	41,450	\$2,321,872	\$379,474	\$1,942,399
260 6198 Arlington Boulevard	Fairfax County	26,609	\$1,513,799	\$248,694	\$1,265,105
264 16661 Rivers Ridge Blvd (Dumfries)	Prince William County	23,544	\$1,331,086	\$220,458	\$1,110,628
267 1446 Chain Bridge Road	Fairfax County	48,210	\$2,964,950	\$486,706	\$2,478,244
268 6400 Springfield Plaza	Fairfax County	43,285	\$2,481,174	\$408,781	\$2,072,393
271 13586 Jefferson Davis Hwy	Prince William County	47,724	\$2,771,949	\$458,544	\$2,313,405
273 7778 Gunston Plaza	Fairfax County	17,069	\$941,587	\$154,996	\$786,591
286 7555 New Linton Hall Road, Gateway S C	Prince William County	27,035	\$1,510,183	\$247,012	\$1,263,171
294 3556-E S. Jefferson St	Fairfax County	43,313	\$2,514,830	\$412,683	\$2,102,146
295 8095 Sudley Road	Prince William County	67,377	\$3,883,670	\$640,515	\$3,243,155
296 8966 Burke Lake Road	Fairfax County	29,537	\$1,583,605	\$260,297	\$1,323,308
297 4647 Duke St	Alexandria City	34,565	\$1,996,613	\$329,562	\$1,667,051
301 12381 Dillingham Square	Prince William County	35,473	\$2,005,436	\$329,746	\$1,675,690

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Totals	11		8		4

Cost of Goods Sold	Gross Profit on Sales	Store Expenses (3)	Net Store Profit	Alloc. of Gen. & Admin. Expenses	Adj. Net Store Profit	% Rate of Return to the Commonwealth (4)
\$803,775	\$425,081	\$168,247	\$256,835	\$74,690	\$182,144	28.8%
\$1,013,668	\$538,951	\$208,628	\$330,323	\$94,369	\$235,954	29.1%
\$311,037	\$164,004	\$89,806	\$74,198	\$28,873	\$45,325	24.5%
\$6,503,270	\$3,423,873	\$1,329,329	\$2,094,544	\$603,374	\$1,491,170	29.0%
\$5,689	\$3,339	\$17,437	(\$14,099)	\$549	(\$14,647)	(121.5%)
\$898,608	\$474,416	\$154,629	\$319,787	\$83,453	\$236,334	30.8%
\$1,007,066	\$535,974	\$251,149	\$284,825	\$93,786	\$191,039	26.9%
\$324,429	\$172,421	\$94,901	\$77,520	\$30,199	\$47,321	24.4%
\$159,602	\$84,268	\$67,016	\$17,252	\$14,822	\$2,430	17.5%
\$356,644	\$189,498	\$91,023	\$98,475	\$33,195	\$65,281	26.5%
\$1,488,940	\$786,673	\$191,121	\$595,552	\$138,312	\$457,240	33.2%
\$263,606	\$139,247	\$25,596	\$113,651	\$24,485	\$89,166	35.0%
\$417,896	\$221,425	\$99,697	\$121,729	\$38,858	\$82,870	27.4%
\$4,922,479	\$2,607,261	\$992,568	\$1,614,693	\$457,659	\$1,157,034	29.3%
\$695,976	\$369,907	\$213,468	\$156,439	\$64,785	\$91,654	23.4%
\$1,477,347	\$788,847	\$212,012	\$576,835	\$137,740	\$439,095	32.6%
\$1,150,025	\$606,847	\$267,859	\$338,988	\$106,783	\$232,205	27.5%
\$1,529,751	\$816,638	\$208,200	\$608,438	\$142,614	\$465,824	33.1%
\$1,085,031	\$575,055	\$212,193	\$362,862	\$100,900	\$261,961	29.7%
\$715,775	\$377,123	\$188,973	\$188,149	\$66,427	\$121,723	25.7%
\$703,216	\$369,974	\$206,019	\$163,955	\$65,229	\$98,726	24.2%
\$1,412,717	\$751,955	\$264,839	\$487,116	\$131,569	\$355,547	30.2%
\$352,827	\$186,735	\$88,069	\$98,665	\$32,795	\$65,871	26.7%
\$1,145,208	\$608,507	\$281,213	\$327,294	\$106,591	\$220,703	26.8%
\$768,581	\$405,797	\$201,773	\$204,024	\$71,379	\$132,645	25.8%
\$671,965	\$353,159	\$230,144	\$123,015	\$62,307	\$60,708	21.4%
\$4,181,314	\$2,259,404	\$458,615	\$1,800,789	\$391,468	\$1,409,321	34.9%
\$1,781,168	\$940,134	\$302,431	\$637,703	\$165,401	\$472,302	30.9%
\$1,088,049	\$572,199	\$229,376	\$342,823	\$100,910	\$241,913	28.6%
\$1,582,305	\$827,525	\$370,271	\$457,254	\$146,470	\$310,784	27.1%
\$1,072,356	\$562,743	\$253,393	\$309,350	\$99,382	\$209,968	27.2%
\$1,758,755	\$938,344	\$415,029	\$523,315	\$163,930	\$359,385	27.6%
\$1,365,202	\$727,284	\$217,229	\$510,055	\$127,182	\$382,873	31.7%
\$1,817,370	\$959,809	\$287,154	\$672,655	\$168,798	\$503,857	31.6%
\$1,272,057	\$670,342	\$300,400	\$369,942	\$118,059	\$251,882	27.2%
\$827,584	\$437,520	\$215,666	\$221,854	\$76,893	\$144,961	26.0%
\$721,409	\$389,218	\$160,142	\$229,077	\$67,504	\$161,572	28.7%
\$1,626,624	\$851,620	\$314,965	\$536,654	\$150,628	\$386,026	29.4%
\$1,356,345	\$716,048	\$291,227	\$424,821	\$125,961	\$298,860	28.5%
\$1,504,427	\$808,978	\$263,029	\$545,949	\$140,609	\$405,340	31.2%
\$513,470	\$273,121	\$199,990	\$73,130	\$47,809	\$25,321	19.2%
\$827,414	\$435,757	\$196,207	\$239,551	\$76,776	\$162,775	27.1%
\$1,373,540	\$728,606	\$357,915	\$370,691	\$127,769	\$242,922	26.1%
\$2,113,676	\$1,129,479	\$333,130	\$796,349	\$197,120	\$599,230	31.9%
\$865,902	\$457,405	\$241,699	\$215,706	\$80,431	\$135,275	25.0%
\$1,090,795	\$576,256	\$261,571	\$314,685	\$101,324	\$213,361	27.2%
\$1,095,188	\$580,502	\$270,412	\$310,090	\$101,849	\$208,241	26.8%

Analysis of Store Performance – Fiscal Year 2002

(continued)

ABC Stores by Planning District	Locality	Gallons Sold	Gross Sales (1)	Less State Tax (2)	Net Sales
316 5123 Waterway Drive	Prince William County	11,858	\$660,731	\$108,245	\$552,486
317 9512 Main St	Fairfax City	36,804	\$2,026,400	\$333,390	\$1,693,010
322 14151 Germain Drive	Fairfax County	48,703	\$2,889,571	\$475,175	\$2,414,396
323 609 O E. Main St (Purcellville)	Loudoun County	15,612	\$870,019	\$143,043	\$726,976
346 8105 Lee Highway	Fairfax County	32,035	\$1,889,776	\$309,687	\$1,580,089
352 2555 John Milton Drive (Herndon)	Fairfax County	31,582	\$1,830,164	\$301,023	\$1,529,141
R 353 4112 Dale Boulevard	Prince William County	49,017	\$2,806,393	\$462,898	\$2,343,495
357 1454 N Point Village SC (Reston)	Fairfax County	42,809	\$2,668,855	\$438,531	\$2,230,324
358 2201 North Pershing Drive (conv)	Arlington County	122,445	\$8,420,000	\$1,389,625	\$7,030,375
362 100 Edds Lane	Loudoun County	63,535	\$3,854,214	\$633,148	\$3,221,065
NS 369 Barcroft Plaza Shopping Center	Falls Church City	12,158	\$715,491	\$117,349	\$598,143
NS 371 5739 Burke Centre Parkway	Fairfax County	7,169	\$404,795	\$66,487	\$338,308
NS 372 3161 Duke Street	Alexandria City	4,228	\$257,538	\$42,119	\$215,419
NS 374 2955-A South Glebe Road	Arlington County	4,038	\$226,917	\$37,434	\$189,483
Planning District 8 - - Northern Virginia		1,767,970	\$105,642,846	\$17,383,934	\$88,258,913
163 583 N. Madison Road	Orange County	15,607	\$754,685	\$124,547	\$630,137
227 South Main St (Gordonsville)	Orange County	9,684	\$448,066	\$73,881	\$374,184
274 Route 29 North	Madison County	10,781	\$510,714	\$83,653	\$427,061
303 175 Lee Highway (Warrenton)	Fauquier County	59,922	\$3,176,714	\$522,025	\$2,654,689
329 185 Southgate Shopping Center	Culpeper County	38,483	\$1,962,914	\$324,249	\$1,638,664
Planning District 9 - - Warrenton/Culpeper		134,479	\$6,853,092	\$1,128,357	\$5,724,736
125 304 Pantops Center	Albemarle County	41,420	\$2,107,596	\$347,256	\$1,760,340
126 Rt 151 (Nellysford)	Nelson County	8,745	\$467,746	\$74,736	\$393,011
138 Rts 22&23	Louisa County	20,008	\$905,706	\$150,438	\$755,268
185 500 West Main St	Charlottesville City	23,692	\$1,298,173	\$214,736	\$1,083,438
189 Scottsville Shopping Center (Scottsville)	Albemarle County	9,025	\$428,516	\$70,869	\$357,648
253 1147 Emmet St	Charlottesville City	92,483	\$5,487,999	\$903,096	\$4,584,903
321 US Route 29 (Lovingston)	Nelson County	8,007	\$381,050	\$63,171	\$317,878
359 1653 Seminole Trail	Albemarle County	48,072	\$2,454,407	\$402,858	\$2,051,549
Planning District 10 - - Charlottesville		251,451	\$13,531,194	\$2,227,159	\$11,304,035
117 309 Twelfth St	Lynchburg City	27,846	\$1,443,422	\$239,985	\$1,203,437
160 106 East Main St	Bedford City	17,227	\$788,820	\$130,266	\$658,554
176 Highways 501 & 40 South (Brookneal)	Campbell County	8,864	\$412,428	\$68,491	\$343,937
262 8437 Timberlake Road	Campbell County	38,291	\$1,850,910	\$306,275	\$1,544,635
266 2323 Memorial Dr, 3 The Plaza	Lynchburg City	40,774	\$2,026,635	\$336,202	\$1,690,433
279 18013 Forest Road	Bedford County	24,771	\$1,248,701	\$205,507	\$1,043,194
281 4049 S Amherst Hwy Ste 107 (Madison Heights)	Amherst County	16,755	\$797,974	\$132,350	\$665,624
285 Ambriar Shopping Center	Amherst County	11,361	\$545,988	\$90,305	\$455,683
287 Boonsboro Shopping Center	Lynchburg City	19,521	\$1,022,832	\$168,219	\$854,613
354 US Rt 460 West	Appomattox County	13,865	\$634,877	\$105,404	\$529,474
Planning District 11 - - Lynchburg		219,276	\$10,772,586	\$1,783,003	\$8,989,582
132 4960 Greenboro Road (Ridgeway)	Henry County	20,969	\$1,023,088	\$169,238	\$853,851
R 146 639 West Main St	Danville City	25,575	\$1,283,264	\$212,305	\$1,070,959
154 235 North Union St	Danville City	14,236	\$671,250	\$111,326	\$559,924
191 942 Tanyard Road (Rocky Mount)	Franklin County	24,749	\$1,158,659	\$192,095	\$966,564

- (1) Does not include General Sales Tax (4.5%).
- (2) State taxes on distilled spirits (20%) and wine (4%) sold in ABC Stores.
- (3) Store expenses include miscellaneous revenue and net cash overages.
- (4) Rate of return is calculated by adding Adjusted Net Profits and State taxes then dividing result by Gross Sales.

NS = New Store; R = Relocation; C = Closed
CONV = Conventional Store

NEW STORES:		RELOCATED:		CLOSED:	
Date	Store	Date	Store	Date	Store
08/06/01	365	07/18/01	263	08/29/01	204
08/22/01	369	08/07/01	200	08/04/01	205
10/22/01	373	08/15/01	146	08/04/01	319
01/07/02	371	11/14/01	135	02/25/02	202
01/07/02	372	12/11/01	144		
03/05/02	257	02/19/02	315		
03/21/02	370	06/12/02	256		
05/24/02	71	09/10/01	120		
04/01/02	374				
06/17/02	56				
06/26/02	60				
Totals	11		8		4

Cost of Goods Sold	Gross Profit on Sales	Store Expenses (3)	Net Store Profit	Alloc. of Gen. & Admin. Expenses	Adj. Net Store Profit	% Rate of Return to the Commonwealth (4)
\$361,073	\$191,413	\$164,838	\$26,575	\$33,580	(\$7,005)	15.3%
\$1,108,182	\$584,828	\$264,219	\$320,609	\$102,902	\$217,708	27.2%
\$1,576,595	\$837,801	\$299,131	\$538,670	\$146,748	\$391,923	30.0%
\$476,141	\$250,835	\$134,164	\$116,671	\$44,186	\$72,485	24.8%
\$1,030,713	\$549,375	\$255,643	\$293,732	\$96,038	\$197,694	26.8%
\$1,002,501	\$526,639	\$230,969	\$295,670	\$92,942	\$202,728	27.5%
\$1,525,509	\$817,986	\$318,154	\$499,832	\$142,438	\$357,393	29.2%
\$1,462,130	\$768,193	\$254,632	\$513,561	\$135,560	\$378,001	30.6%
\$4,537,467	\$2,492,908	\$389,419	\$2,103,488	\$427,308	\$1,676,181	36.4%
\$2,105,463	\$1,115,603	\$345,544	\$770,058	\$195,777	\$574,281	31.3%
\$390,695	\$207,448	\$176,065	\$31,383	\$36,355	(\$4,972)	15.7%
\$221,651	\$116,657	\$90,491	\$26,166	\$20,562	\$5,604	17.8%
\$140,317	\$75,102	\$104,279	(\$29,177)	\$13,093	(\$42,270)	(0.1%)
\$101,429	\$88,054	\$64,934	\$23,119	\$11,517	\$11,603	21.6%
\$57,583,235	\$30,675,677	\$11,607,094	\$19,068,584	\$5,364,397	\$13,704,187	29.4%
\$411,733	\$218,404	\$103,202	\$115,202	\$38,300	\$76,902	26.7%
\$244,735	\$129,450	\$72,212	\$57,238	\$22,743	\$34,495	24.2%
\$280,779	\$146,282	\$100,169	\$46,113	\$25,957	\$20,156	20.3%
\$1,737,697	\$916,991	\$229,665	\$687,326	\$161,353	\$525,974	33.0%
\$1,068,143	\$570,521	\$168,380	\$402,140	\$99,598	\$302,542	31.9%
\$3,743,088	\$1,981,648	\$673,629	\$1,308,019	\$347,951	\$960,068	30.5%
\$1,154,913	\$605,427	\$174,260	\$431,167	\$106,994	\$324,173	31.9%
\$259,658	\$133,352	\$95,956	\$37,396	\$23,887	\$13,509	18.9%
\$494,592	\$260,675	\$84,191	\$176,484	\$45,905	\$130,579	31.0%
\$731,115	\$352,322	\$161,969	\$190,353	\$65,852	\$124,501	26.1%
\$233,863	\$123,785	\$77,832	\$45,953	\$21,738	\$24,215	22.2%
\$2,989,908	\$1,594,995	\$474,465	\$1,120,530	\$278,671	\$841,859	31.8%
\$206,944	\$110,934	\$78,449	\$32,485	\$19,321	\$13,165	20.0%
\$1,345,769	\$705,781	\$240,238	\$465,543	\$124,694	\$340,849	30.3%
\$7,416,763	\$3,887,272	\$1,387,361	\$2,499,911	\$687,062	\$1,812,849	29.9%
\$781,067	\$422,370	\$156,263	\$266,107	\$73,145	\$192,962	30.0%
\$429,730	\$228,824	\$107,225	\$121,599	\$40,027	\$81,572	26.9%
\$222,138	\$121,799	\$95,281	\$26,518	\$20,905	\$5,614	18.0%
\$1,008,670	\$535,965	\$182,743	\$353,222	\$93,883	\$259,338	30.6%
\$1,097,861	\$592,572	\$215,417	\$377,156	\$102,745	\$274,411	30.1%
\$682,036	\$361,158	\$153,136	\$208,022	\$63,406	\$144,616	28.0%
\$433,764	\$231,859	\$130,318	\$101,541	\$40,457	\$61,085	24.2%
\$297,362	\$158,321	\$100,471	\$57,850	\$27,697	\$30,154	22.1%
\$561,476	\$293,137	\$147,444	\$145,692	\$51,944	\$93,749	25.6%
\$344,407	\$185,067	\$117,189	\$67,878	\$32,182	\$35,697	22.2%
\$5,858,511	\$3,131,072	\$1,405,486	\$1,725,586	\$546,389	\$1,179,197	27.5%
\$556,044	\$297,807	\$155,125	\$142,682	\$51,897	\$90,785	25.4%
\$698,938	\$372,021	\$224,131	\$147,890	\$65,093	\$82,797	23.0%
\$364,023	\$195,901	\$119,322	\$76,580	\$34,032	\$42,547	22.9%
\$630,222	\$336,342	\$126,331	\$210,012	\$58,748	\$151,264	29.6%

Analysis of Store Performance – Fiscal Year 2002

(continued)

ABC Stores by Planning District		Locality	Gallons Sold	Gross Sales (1)	Less State Tax (2)	Net Sales
213	13307 B T Washington Hwy (Hardy)	Franklin County	25,963	\$1,285,269	\$210,467	\$1,074,802
276	221 Nor-Dan Drive	Danville City	28,675	\$1,503,639	\$248,876	\$1,254,763
277	985 Fairystone Park Highway (Bassett)	Henry County	23,254	\$1,056,154	\$174,861	\$881,293
283	Tightsqueeze Plaza (Chatham)	Pittsylvania County	12,186	\$558,815	\$92,618	\$466,197
291	243 W. Commonwealth Boulevard	Martinsville City	39,858	\$2,000,886	\$330,351	\$1,670,534
324	301 S. Main St (Stuart)	Patrick County	9,053	\$415,128	\$67,714	\$347,414
347	Staunton Plaza, PO Box 356 (Hurt)	Pittsylvania County	16,051	\$780,483	\$129,237	\$651,246
NS 373	3308 Riverside Drive	Danville City	10,014	\$533,516	\$87,994	\$445,522
Planning District 12 -- Danville/Martinsville			250,583	\$12,270,151	\$2,027,082	\$10,243,070
131	309 Main St (South Boston)	Halifax County	25,488	\$1,236,090	\$205,345	\$1,030,745
143	812 East Atlantic St (South Hill)	Mecklenburg County	34,006	\$1,622,294	\$268,728	\$1,353,565
157	302 New Hicks St (Lawrenceville)	Brunswick County	12,921	\$610,496	\$101,316	\$509,180
172	112 North Main St (Chase City)	Mecklenburg County	11,934	\$542,991	\$90,466	\$452,525
210	60 S. Main St	Halifax County	9,743	\$446,330	\$73,830	\$372,500
214	608 Virginia Ave (Clarksville)	Mecklenburg County	13,407	\$638,230	\$105,538	\$532,693
Planning District 13 -- South Boston			107,499	\$5,096,431	\$845,224	\$4,251,207
152	110 South Main St (Farmville)	Prince Edward County	35,109	\$1,691,938	\$280,738	\$1,411,200
159	1801 Main St (Victoria) (conv)	Lunenburg County	6,402	\$299,918	\$49,729	\$250,189
161	501 F Main St (Kenbridge)	Lunenburg County	5,721	\$264,953	\$44,003	\$220,950
164	107 East Carolina Ave (Crewe)	Nottoway County	8,945	\$429,766	\$71,174	\$358,591
178	Main St, PO Box 264 (Dillwyn)	Buckingham County	10,174	\$474,494	\$78,981	\$395,513
196	Main St (Drakes Branch)	Charlotte County	7,379	\$331,964	\$55,164	\$276,800
275	1527 S. Main St (Blackstone)	Nottoway County	14,380	\$673,311	\$111,938	\$561,373
351	15127 Patrick Henry Hwy	Amelia County	9,183	\$424,813	\$70,608	\$354,206
Planning District 14 -- Farmville			97,291	\$4,591,157	\$762,334	\$3,828,823
101	3100-A West Broad St	Richmond City	30,372	\$1,713,533	\$281,888	\$1,431,645
102	1901 West Main St	Richmond City	10,770	\$530,078	\$87,479	\$442,598
104	6645 Lake Harbour Dr (Midlothian)	Chesterfield County	36,948	\$1,909,467	\$312,384	\$1,597,083
105	2005 Hull St (conv)	Richmond City	9,967	\$496,022	\$82,738	\$413,284
116	12635 Jefferson Davis Hwy (Chester)	Chesterfield County	40,305	\$2,064,229	\$340,210	\$1,724,019
150	5208 Chamberlayne Rd	Henrico County	27,994	\$1,495,681	\$246,269	\$1,249,412
169	10 North Thompson St	Richmond City	38,133	\$2,245,402	\$364,932	\$1,880,470
171	8700 West Broad St	Henrico County	39,234	\$2,171,812	\$357,830	\$1,813,982
180	500 Goddin St	Henrico County	11,763	\$595,631	\$98,862	\$496,769
182	1217 West Broad St (conv)	Richmond City	12,500	\$570,354	\$94,813	\$475,540
187	2421 Venable St (conv)	Richmond City	26,004	\$1,305,728	\$217,452	\$1,088,277
207	10106 Brook Road (Glen Allen)	Henrico County	25,497	\$1,434,211	\$233,772	\$1,200,440
242	1601 Willow Lawn Drive	Henrico County	29,189	\$1,543,015	\$253,802	\$1,289,212
243	209 North Washington Hwy (Ashland)	Hanover County	36,483	\$1,791,704	\$294,413	\$1,497,290
247	9685 West Broad St	Henrico County	22,435	\$1,222,024	\$200,408	\$1,021,617
251	2924 North Ave (conv)	Richmond City	13,786	\$703,675	\$117,179	\$586,496
252	618 W. Southside Plaza	Richmond City	48,067	\$2,808,369	\$465,936	\$2,342,433
254	7015 Three Chopt Road	Henrico County	25,033	\$1,320,649	\$214,863	\$1,105,786
270	809 East Parham Road	Henrico County	38,234	\$1,935,785	\$318,432	\$1,617,353
284	13214 Midlothian Turnpike (Midlothian)	Chesterfield County	26,341	\$1,314,483	\$215,833	\$1,098,650
292	1521 Parham Road	Henrico County	25,529	\$1,270,180	\$207,974	\$1,062,206

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Totals	11		8		4

Cost of Goods Sold	Gross Profit on Sales	Store Expenses (3)	Net Store Profit	Alloc. of Gen. & Admin. Expenses	Adj. Net Store Profit	% Rate of Return to the Commonwealth (4)
\$704,237	\$370,565	\$108,701	\$261,864	\$65,327	\$196,537	31.7%
\$815,746	\$439,016	\$140,145	\$298,871	\$76,265	\$222,606	31.4%
\$574,504	\$306,789	\$140,376	\$166,413	\$53,565	\$112,847	27.2%
\$303,618	\$162,580	\$108,624	\$53,955	\$28,336	\$25,620	21.2%
\$1,089,629	\$580,905	\$215,468	\$365,437	\$101,535	\$263,902	29.7%
\$226,028	\$121,386	\$95,957	\$25,429	\$21,116	\$4,313	17.4%
\$423,325	\$227,921	\$104,112	\$123,809	\$39,583	\$84,226	27.4%
\$290,452	\$155,070	\$92,793	\$62,277	\$27,079	\$35,199	23.1%
\$6,676,766	\$3,566,304	\$1,631,085	\$1,935,219	\$622,576	\$1,312,643	27.2%
\$670,506	\$360,239	\$144,936	\$215,303	\$62,649	\$152,654	29.0%
\$885,175	\$468,390	\$167,468	\$300,922	\$82,270	\$218,652	30.0%
\$330,904	\$178,276	\$115,971	\$62,305	\$30,948	\$31,357	21.7%
\$292,948	\$159,577	\$112,389	\$47,187	\$27,505	\$19,683	20.3%
\$241,914	\$130,586	\$102,789	\$27,796	\$22,641	\$5,156	17.7%
\$346,612	\$186,081	\$80,907	\$105,174	\$32,377	\$72,797	27.9%
\$2,768,059	\$1,483,148	\$724,460	\$758,688	\$258,389	\$500,299	26.4%
\$900,211	\$510,989	\$193,689	\$317,300	\$85,773	\$231,527	30.3%
\$161,842	\$88,348	\$78,037	\$10,311	\$15,207	(\$4,896)	14.9%
\$143,533	\$77,418	\$60,561	\$16,857	\$13,429	\$3,428	17.9%
\$231,130	\$127,462	\$87,018	\$40,444	\$21,795	\$18,648	20.9%
\$256,636	\$138,877	\$115,209	\$23,668	\$24,039	(\$371)	16.6%
\$181,183	\$95,617	\$87,085	\$8,532	\$16,824	(\$8,292)	14.1%
\$365,082	\$196,292	\$134,549	\$61,742	\$34,120	\$27,622	20.7%
\$230,665	\$123,541	\$97,669	\$25,871	\$21,529	\$4,343	17.6%
\$2,470,280	\$1,358,542	\$853,817	\$504,725	\$232,717	\$272,009	22.5%
\$930,386	\$501,259	\$233,500	\$267,759	\$87,016	\$180,743	27.0%
\$287,268	\$155,330	\$114,415	\$40,915	\$26,901	\$14,014	19.1%
\$1,172,888	\$424,194	\$197,278	\$226,916	\$97,071	\$129,845	23.2%
\$266,465	\$146,819	\$127,986	\$18,833	\$25,120	(\$6,286)	15.4%
\$1,127,379	\$596,640	\$216,422	\$380,218	\$104,786	\$275,432	29.8%
\$815,088	\$434,324	\$193,004	\$241,320	\$75,940	\$165,381	27.5%
\$1,191,392	\$689,078	\$220,235	\$468,843	\$114,295	\$354,547	32.0%
\$1,184,698	\$629,284	\$231,241	\$398,043	\$110,254	\$287,789	29.7%
\$323,043	\$173,727	\$106,466	\$67,260	\$30,194	\$37,066	22.8%
\$308,159	\$167,382	\$104,863	\$62,519	\$28,903	\$33,615	22.5%
\$714,488	\$373,789	\$161,616	\$212,173	\$66,146	\$146,027	27.8%
\$785,801	\$414,639	\$194,350	\$220,289	\$72,963	\$147,326	26.6%
\$846,880	\$442,333	\$231,192	\$211,141	\$78,359	\$132,782	25.1%
\$976,967	\$520,324	\$182,211	\$338,113	\$91,006	\$247,107	30.2%
\$667,836	\$353,781	\$168,160	\$185,620	\$62,094	\$123,526	26.5%
\$377,599	\$208,897	\$107,648	\$101,249	\$35,647	\$65,601	26.0%
\$1,518,182	\$824,250	\$239,243	\$585,007	\$142,374	\$442,633	32.4%
\$725,893	\$379,893	\$175,682	\$204,211	\$67,210	\$137,001	26.6%
\$1,057,132	\$560,221	\$247,962	\$312,259	\$98,303	\$213,956	27.5%
\$720,750	\$377,900	\$143,429	\$234,470	\$66,776	\$167,694	29.2%
\$692,625	\$369,581	\$179,898	\$189,682	\$64,561	\$125,121	26.2%

Analysis of Store Performance – Fiscal Year 2002

(continued)

ABC Stores by Planning District	Locality	Gallons Sold	Gross Sales (1)	Less State Tax (2)	Net Sales
304 2922 River Road West	Goochland County	10,191	\$477,219	\$78,891	\$398,328
305 3910 Mechanicsville Tnpk	Henrico County	33,789	\$1,829,140	\$303,317	\$1,525,823
308 11268 Patterson Ave	Henrico County	14,724	\$699,995	\$114,637	\$585,358
314 4338 S. Laburnum Ave	Henrico County	55,826	\$2,989,178	\$491,286	\$2,497,893
R 315 7048 Commons Plaza (Chester)	Chesterfield County	21,818	\$1,109,533	\$182,797	\$926,736
326 2105 Academy Rd	Powhatan County	15,510	\$767,277	\$126,825	\$640,452
330 5722 Hopkins Road	Chesterfield County	35,837	\$1,847,694	\$305,403	\$1,542,291
331 3406 Pump Road (Short Pump)	Henrico County	47,014	\$2,670,377	\$432,830	\$2,237,547
332 4018 Glenside Drive	Henrico County	19,341	\$909,600	\$150,104	\$759,495
334 7057 Mechanicsville Tnpk (Mechanicsville)	Hanover County	36,131	\$1,776,717	\$293,286	\$1,483,431
348 7036 Forest Hill Ave	Richmond City	48,361	\$2,489,645	\$408,311	\$2,081,335
350 11108 Midlothian Tnpk	Chesterfield County	75,370	\$4,298,789	\$707,879	\$3,590,909
360 2901 Hermitage Road (conv)	Richmond City	108,338	\$6,872,514	\$1,141,723	\$5,730,791
363 9949 Hull St	Chesterfield County	39,830	\$2,016,888	\$332,292	\$1,684,596
366 1370 Gaskins Road, Gayton Crossing SC	Henrico County	25,295	\$1,350,983	\$219,155	\$1,131,828
Planning District 15 -- Richmond		1,161,958	\$62,547,582	\$10,296,206	\$52,251,376
103 6348 Jefferson Davis Highway	Spotsylvania County	16,922	\$853,999	\$140,772	\$713,227
121 507 William St	Fredericksburg City	37,581	\$1,956,528	\$322,698	\$1,633,830
183 736 Warrenton Road, Suite 114	Stafford County	18,217	\$966,461	\$158,946	\$807,514
R 200 356 Garrisonville Road, (Doc Stone Commons)	Stafford County	40,162	\$2,152,636	\$354,347	\$1,798,289
209 5055 Jefferson Davis Highway	Spotsylvania County	36,840	\$1,881,978	\$310,136	\$1,571,842
221 15423 Dahlgren Road (Dahlgren)	King George County	6,371	\$305,342	\$51,735	\$253,607
239 Caroline Square (Bowling Green)	Caroline County	9,199	\$446,204	\$74,033	\$372,170
245 1271 Jefferson Davis Highway	Fredericksburg City	28,590	\$1,510,943	\$249,236	\$1,261,706
313 4189 Plank Road (Fredericksburg)	Spotsylvania County	48,031	\$2,438,657	\$400,840	\$2,037,817
Planning District 16 -- Fredericksburg		241,913	\$12,512,747	\$2,062,744	\$10,450,003
130 Beachgate Shopping Ct (Colonial Beach)	Westmoreland County	7,311	\$348,988	\$57,197	\$291,791
149 Times Square Shopping Ctr (Warsaw)	Richmond County	10,252	\$471,209	\$78,001	\$393,208
192 101 South Main St (Kilmarnock)	Lancaster County	35,423	\$1,679,766	\$277,132	\$1,402,634
220 109 East End Place (Montross)	Westmoreland County	6,307	\$307,551	\$50,379	\$257,172
238 Rt 360 (Callao)	Northumberland County	14,143	\$653,068	\$107,310	\$545,758
Planning District 17 -- Northern Neck		73,435	\$3,460,583	\$570,019	\$2,890,563
155 York River Shop Ctr, PO Box 303 (Hayes)	Gloucester County	24,295	\$1,199,668	\$198,314	\$1,001,355
175 14th & Kirby St (West Point)	King William County	19,715	\$943,134	\$155,100	\$788,034
179 Virginia St, PO Box 238 (Urbanna)	Middlesex County	12,949	\$606,499	\$100,099	\$506,400
198 Rappahannock Shp Ctr. (Tappahannock)	Essex County	16,508	\$758,896	\$125,728	\$633,169
233 Main St	Gloucester County	15,299	\$729,984	\$121,027	\$608,956
NS 257 4915 Tappahannock Highway	King William County	3,043	\$149,923	\$24,562	\$125,361
333 Route 198 (Gloucester Point)	Mathews County	13,434	\$604,080	\$99,503	\$504,577
Planning District 18 -- West Point/Mathews		105,243	\$4,992,185	\$824,333	\$4,167,852
NS 60 4330 Westgate Drive	Dinwiddie County	202	\$10,362	\$1,720	\$8,642
118 18 Washington St W (conv)	Petersburg City	34,362	\$1,904,941	\$316,129	\$1,588,813
R 144 301 Market Drive Suite H	Emporia City	26,330	\$1,283,407	\$213,309	\$1,070,098
151 210 North Main St	Hopewell City	17,898	\$817,195	\$135,128	\$682,067
232 3107-3 Boulevard	Colonial Heights City	33,631	\$1,627,706	\$268,530	\$1,359,175

- (1) Does not include General Sales Tax (4.5%).
- (2) State taxes on distilled spirits (20%) and wine (4%) sold in ABC Stores.
- (3) Store expenses include miscellaneous revenue and net cash overages.
- (4) Rate of return is calculated by adding Adjusted Net Profits and State taxes then dividing result by Gross Sales.

NS = New Store; R = Relocation; C = Closed
CONV = Conventional Store

NEW STORES:		RELOCATED:		CLOSED:	
Date	Store	Date	Store	Date	Store
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08/22/01	369	08/07/01	200	08/04/01	205
10/22/01	373	08/15/01	146	08/04/01	319
01/07/02	371	11/14/01	135	02/25/02	202
01/07/02	372	12/11/01	144		
03/05/02	257	02/19/02	315		
03/21/02	370	06/12/02	256		
05/24/02	71	09/10/01	120		
04/01/02	374				
06/17/02	56				
06/26/02	60				
Totals	11		8		4

Cost of Goods Sold	Gross Profit on Sales	Store Expenses (3)	Net Store Profit	Alloc. of Gen. & Admin. Expenses	Adj. Net Store Profit	% Rate of Return to the Commonwealth (4)
\$264,516	\$133,812	\$90,426	\$43,386	\$24,210	\$19,176	20.5%
\$987,280	\$538,543	\$201,009	\$337,533	\$92,740	\$244,793	30.0%
\$385,071	\$200,287	\$108,568	\$91,718	\$35,578	\$56,140	24.4%
\$1,628,728	\$869,164	\$248,982	\$620,182	\$151,822	\$468,360	32.1%
\$605,622	\$321,114	\$184,918	\$136,196	\$56,327	\$79,869	23.7%
\$417,680	\$222,772	\$119,206	\$103,566	\$38,927	\$64,639	25.0%
\$1,004,605	\$537,686	\$195,777	\$341,910	\$93,741	\$248,169	30.0%
\$1,466,337	\$771,210	\$275,751	\$495,459	\$135,999	\$359,461	29.7%
\$495,688	\$263,807	\$128,440	\$135,367	\$46,162	\$89,205	26.3%
\$978,152	\$505,280	\$176,959	\$328,320	\$90,163	\$238,157	29.9%
\$1,361,042	\$720,292	\$225,793	\$494,500	\$126,504	\$367,996	31.2%
\$2,345,368	\$1,245,542	\$257,981	\$987,561	\$218,256	\$769,305	34.4%
\$3,732,050	\$1,998,741	\$239,885	\$1,758,856	\$348,319	\$1,410,537	37.1%
\$1,101,536	\$583,060	\$215,899	\$367,161	\$102,390	\$264,771	29.6%
\$744,840	\$386,988	\$215,207	\$171,781	\$68,793	\$102,988	23.8%
\$34,209,433	\$18,041,943	\$6,661,606	\$11,380,337	\$3,175,851	\$8,204,487	29.6%
\$464,365	\$248,862	\$147,710	\$101,153	\$43,350	\$57,802	23.3%
\$1,065,395	\$568,435	\$142,655	\$425,780	\$99,305	\$326,476	33.2%
\$526,792	\$280,722	\$160,957	\$119,765	\$49,081	\$70,684	23.8%
\$1,172,193	\$626,096	\$221,008	\$405,088	\$109,300	\$295,787	30.2%
\$1,024,121	\$547,722	\$231,012	\$316,709	\$95,537	\$221,172	28.2%
\$180,124	\$73,483	\$55,775	\$17,708	\$15,414	\$2,294	17.7%
\$242,068	\$130,102	\$86,196	\$43,906	\$22,621	\$21,285	21.4%
\$822,213	\$439,494	\$214,667	\$224,827	\$76,687	\$148,140	26.3%
\$1,330,005	\$707,812	\$206,838	\$500,974	\$123,859	\$377,115	31.9%
\$6,827,275	\$3,622,728	\$1,466,819	\$2,155,909	\$635,154	\$1,520,756	28.6%
\$189,470	\$102,321	\$80,878	\$21,443	\$17,735	\$3,708	17.5%
\$256,630	\$136,578	\$115,250	\$21,328	\$23,899	(\$2,572)	16.0%
\$918,863	\$483,770	\$217,948	\$265,822	\$85,252	\$180,570	27.2%
\$167,418	\$89,755	\$56,332	\$33,423	\$15,631	\$17,792	22.2%
\$357,248	\$188,511	\$99,581	\$88,930	\$33,171	\$55,758	25.0%
\$1,889,629	\$1,000,934	\$569,989	\$430,945	\$175,689	\$255,256	23.8%
\$653,862	\$347,493	\$147,538	\$199,955	\$60,863	\$139,092	28.1%
\$515,340	\$272,694	\$155,972	\$116,721	\$47,897	\$68,825	23.7%
\$331,124	\$175,276	\$97,838	\$77,438	\$30,779	\$46,659	24.2%
\$412,839	\$220,329	\$132,270	\$88,059	\$38,484	\$49,575	23.1%
\$399,679	\$209,277	\$75,045	\$134,232	\$37,012	\$97,219	29.9%
\$86,755	\$38,606	\$49,871	(\$11,265)	\$7,619	(\$18,884)	3.8%
\$332,127	\$172,450	\$102,530	\$69,920	\$30,668	\$39,251	23.0%
\$2,731,727	\$1,436,125	\$761,065	\$675,060	\$253,323	\$421,737	25.0%
\$5,637	\$3,005	\$20,879	(\$17,874)	\$525	(\$18,399)	(161.0%)
\$1,031,167	\$557,646	\$198,063	\$359,582	\$96,568	\$263,014	30.4%
\$698,930	\$371,168	\$190,506	\$180,663	\$65,041	\$115,622	25.6%
\$445,799	\$236,268	\$73,686	\$162,581	\$41,456	\$121,125	31.4%
\$886,440	\$472,735	\$209,528	\$263,207	\$82,611	\$180,596	27.6%

Analysis of Store Performance – Fiscal Year 2002

(continued)

ABC Stores by Planning District		Locality	Gallons Sold	Gross Sales (1)	Less State Tax (2)	Net Sales
240	Route 460 (Waverly)	Sussex County	12,315	\$562,600	\$93,881	\$468,720
255	3330 South Crater Road	Petersburg City	37,689	\$1,930,258	\$318,224	\$1,612,033
310	5232 Oaklawn Boulevard	Prince George County	31,040	\$1,663,344	\$275,209	\$1,388,135
Planning District 19 - - Petersburg/Hopewell			193,465	\$9,799,812	\$1,622,130	\$8,177,682
NS 71	Ocean Cove Shops (17th St)	Virginia Beach City	310	\$17,907	\$2,889	\$15,018
106	2973 Shore Drive	Virginia Beach City	32,037	\$1,681,146	\$275,884	\$1,405,262
107	434 St. Paul's Boulevard	Norfolk City	39,486	\$2,171,611	\$360,191	\$1,811,420
110	1136 London Boulevard (conv)	Portsmouth City	13,829	\$732,204	\$121,732	\$610,472
128	159 West Ocean View Drive	Norfolk City	36,381	\$1,796,812	\$297,616	\$1,499,196
129	1615 General Booth Boulevard	Virginia Beach City	36,406	\$1,874,200	\$308,377	\$1,565,823
134	2301 Colley Ave	Norfolk City	39,724	\$2,093,710	\$347,177	\$1,746,533
165	550 East Liberty St	Chesapeake City	21,491	\$1,094,116	\$181,826	\$912,290
188	4334 Holland Road	Virginia Beach City	31,018	\$1,610,577	\$265,271	\$1,345,306
C 202	154 East Little Creek Rd	Norfolk City	16,235	\$877,269	\$145,305	\$731,965
C 204	1226 White Marsh Road (conv)	Suffolk City	1,293	\$52,514	\$8,751	\$43,762
216	1100 Armory Drive	Franklin City	27,609	\$1,309,953	\$217,450	\$1,092,503
225	405 30th St	Virginia Beach City	70,164	\$3,919,265	\$644,097	\$3,275,167
226	7525 Tidewater Drive	Norfolk City	41,715	\$2,175,961	\$361,126	\$1,814,835
237	3812 George Washington Hwy	Portsmouth City	33,035	\$1,737,411	\$288,330	\$1,449,081
246	5020 Ferrell Parkway	Virginia Beach City	19,496	\$1,072,001	\$175,823	\$896,178
249	2350 East Little Creek Road	Norfolk City	39,820	\$1,983,319	\$328,563	\$1,654,756
R 256	774 A Hilltop North SC	Virginia Beach City	126,017	\$7,382,480	\$1,224,412	\$6,158,068
R 263	5900 Virginia Beach Boulevard	Norfolk City	45,394	\$2,503,895	\$421,059	\$2,082,835
278	3333 Virginia Beach Boulevard	Virginia Beach City	67,096	\$3,607,722	\$595,766	\$3,011,957
280	1103 South Military Highway	Chesapeake City	117,909	\$6,981,016	\$1,160,357	\$5,820,659
288	5760 Churchland Boulevard	Portsmouth City	39,170	\$2,028,855	\$334,977	\$1,693,879
298	821 West Constance Road	Suffolk City	31,829	\$1,453,337	\$241,718	\$1,211,619
299	1917 S. Church St (Smithfield)	Isle of Wight County	28,028	\$1,396,679	\$231,701	\$1,164,978
306	2085 Lynnhaven Parkway	Virginia Beach City	28,000	\$1,503,257	\$247,698	\$1,255,559
307	Fairfield Shopping Center	Virginia Beach City	29,934	\$1,573,858	\$259,255	\$1,314,604
312	2815 G Godwin Boulevard	Suffolk City	23,944	\$1,197,690	\$197,903	\$999,787
325	22718 Main St (Courtland)	Southampton County	7,803	\$332,050	\$55,188	\$276,861
328	836 Eden Way Lane	Chesapeake City	32,970	\$1,800,414	\$296,965	\$1,503,449
336	1079 Independence Boulevard	Virginia Beach City	47,132	\$2,440,899	\$401,486	\$2,039,412
349	324 South Battlefield Boulevard	Chesapeake City	41,507	\$2,122,326	\$349,322	\$1,773,005
355	4300 Portsmouth Boulevard	Chesapeake City	29,794	\$1,581,481	\$260,681	\$1,320,801
361	812 Airline Boulevard	Portsmouth City	46,135	\$2,533,631	\$420,192	\$2,113,439
NS 370	1169 Nimmo Parkway	Virginia Beach City	5,016	\$254,732	\$41,394	\$213,338
Planning District 20 - - Norfolk/Virginia Beach			1,247,729	\$66,894,298	\$11,070,481	\$55,823,817
112	199 West Queen's Way	Hampton City	20,202	\$1,071,953	\$177,688	\$894,265
148	4640-3 Monticello Ave	James City County	52,789	\$2,901,199	\$474,071	\$2,427,128
158	3214 Jefferson Ave (conv)	Newport News City	25,170	\$1,379,509	\$230,175	\$1,149,334
222	209 Village Ave (Yorktown)	York County	20,761	\$1,125,118	\$184,553	\$940,564
244	4909 West Mercury Boulevard	Hampton City	38,341	\$2,077,778	\$345,091	\$1,732,687
250	2078 Nickerson Boulevard	Hampton City	27,724	\$1,412,064	\$233,062	\$1,179,002
258	3831 Kecoughtan Road	Hampton City	18,866	\$990,606	\$164,082	\$826,525
265	20 Towne Centre Way	Hampton City	13,216	\$737,114	\$121,777	\$615,337

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Totals	11		8		4

Cost of Goods Sold	Gross Profit on Sales	Store Expenses (3)	Net Store Profit	Alloc. of Gen. & Admin. Expenses	Adj. Net Store Profit	% Rate of Return to the Commonwealth (4)
\$308,766	\$159,954	\$94,171	\$65,782	\$28,489	\$37,293	23.3%
\$1,041,371	\$570,662	\$214,594	\$356,068	\$97,980	\$258,088	29.9%
\$904,601	\$483,534	\$235,023	\$248,511	\$84,371	\$164,140	26.4%
\$5,322,711	\$2,854,971	\$1,236,450	\$1,618,520	\$497,041	\$1,121,479	28.0%
\$9,460	\$5,558	\$19,178	(\$13,620)	\$913	(\$14,533)	(65.0%)
\$923,165	\$482,097	\$193,419	\$288,678	\$85,412	\$203,266	28.5%
\$1,172,345	\$639,075	\$271,301	\$367,775	\$110,099	\$257,676	28.5%
\$395,767	\$214,705	\$148,897	\$65,808	\$37,105	\$28,703	20.5%
\$972,962	\$526,234	\$201,710	\$324,524	\$91,121	\$233,403	29.6%
\$1,025,306	\$540,517	\$179,264	\$361,253	\$95,171	\$266,082	30.7%
\$1,140,253	\$606,280	\$263,583	\$342,696	\$106,155	\$236,541	27.9%
\$593,542	\$318,748	\$98,153	\$220,594	\$55,449	\$165,145	31.7%
\$876,382	\$468,924	\$172,930	\$295,994	\$81,768	\$214,226	29.8%
\$477,745	\$254,220	\$113,644	\$140,576	\$44,489	\$96,087	27.5%
\$28,564	\$15,199	\$23,477	(\$8,278)	\$2,660	(\$10,938)	(4.2%)
\$714,482	\$378,021	\$181,741	\$196,279	\$66,403	\$129,877	26.5%
\$2,107,810	\$1,167,358	\$268,336	\$899,022	\$199,065	\$699,956	34.3%
\$1,180,240	\$634,595	\$222,729	\$411,866	\$110,306	\$301,560	30.5%
\$941,172	\$507,909	\$217,226	\$290,683	\$88,075	\$202,607	28.3%
\$582,472	\$313,706	\$186,324	\$127,382	\$54,470	\$72,912	23.2%
\$1,076,920	\$577,836	\$196,940	\$380,896	\$100,576	\$280,319	30.7%
\$4,008,543	\$2,149,525	\$411,335	\$1,738,190	\$374,289	\$1,363,901	35.1%
\$1,382,244	\$700,592	\$261,073	\$439,519	\$126,595	\$312,923	29.3%
\$1,965,725	\$1,046,232	\$289,860	\$756,371	\$183,067	\$573,304	32.4%
\$3,799,571	\$2,021,088	\$296,688	\$1,724,400	\$353,781	\$1,370,619	36.3%
\$1,104,191	\$589,688	\$206,587	\$383,101	\$102,954	\$280,147	30.3%
\$790,482	\$421,137	\$134,333	\$286,804	\$73,642	\$213,162	31.3%
\$760,769	\$404,209	\$196,468	\$207,741	\$70,808	\$136,933	26.4%
\$820,546	\$435,013	\$197,397	\$237,616	\$76,313	\$161,303	27.2%
\$856,332	\$458,272	\$211,803	\$246,470	\$79,902	\$166,568	27.1%
\$652,846	\$346,941	\$177,823	\$169,118	\$60,767	\$108,350	25.6%
\$180,641	\$96,220	\$77,623	\$18,598	\$16,828	\$1,770	17.2%
\$981,584	\$521,865	\$200,561	\$321,305	\$91,380	\$229,925	29.3%
\$1,329,619	\$709,793	\$200,602	\$509,191	\$123,956	\$385,235	32.2%
\$1,159,573	\$613,432	\$206,650	\$406,782	\$107,764	\$299,018	30.5%
\$862,904	\$457,896	\$188,878	\$269,018	\$80,279	\$188,739	28.4%
\$1,406,190	\$707,249	\$275,684	\$431,565	\$128,455	\$303,110	28.5%
\$139,837	\$73,501	\$50,685	\$22,816	\$12,967	\$9,849	20.1%
\$36,420,181	\$19,403,636	\$6,542,905	\$12,860,731	\$3,392,985	\$9,467,746	30.7%
\$579,986	\$314,279	\$181,664	\$132,615	\$54,354	\$78,261	23.9%
\$1,589,774	\$837,354	\$287,637	\$549,717	\$147,521	\$402,196	30.2%
\$733,315	\$416,019	\$186,756	\$229,263	\$69,857	\$159,406	28.2%
\$614,600	\$325,964	\$110,459	\$215,505	\$57,168	\$158,337	30.5%
\$1,125,768	\$606,919	\$165,548	\$441,371	\$105,313	\$336,058	32.8%
\$768,569	\$410,433	\$181,460	\$228,972	\$71,660	\$157,312	27.6%
\$537,639	\$288,886	\$148,259	\$140,627	\$50,236	\$90,391	25.7%
\$400,723	\$214,614	\$180,616	\$33,998	\$37,400	(\$3,403)	16.1%

Analysis of Store Performance – Fiscal Year 2002

(continued)

ABC Stores by Planning District		Locality	Gallons Sold	Gross Sales (1)	Less State Tax (2)	Net Sales
272	55 Hidenwood Shop. Ctr.	Newport News City	20,158	\$1,040,446	\$172,052	\$868,394
282	1118 A&B W. Mercury Boulevard	Hampton City	52,840	\$3,123,445	\$515,288	\$2,608,158
290	5226 Geo. Washington Hwy (Grafton)	York County	24,880	\$1,243,129	\$204,808	\$1,038,321
320	1246 Richmond Road	Williamsburg City	27,240	\$1,426,495	\$232,528	\$1,193,967
335	801 F Merrimac Trail	York County	38,170	\$2,160,146	\$356,585	\$1,803,561
340	13002 Ste. A&B Warwick Boulevard	Newport News City	30,516	\$1,697,251	\$279,633	\$1,417,619
341	12725 Jefferson Ave	Newport News City	43,714	\$2,433,028	\$401,714	\$2,031,314
342	416 Warwick Village Shp. Ctr.	Newport News City	30,464	\$1,625,009	\$268,859	\$1,356,150
Planning District 21 -- Newport News/Hampton			485,050	\$26,444,288	\$4,361,963	\$22,082,325
156	Cape Charles Plaza (Cape Charles)	Northampton County	10,998	\$504,993	\$83,185	\$421,808
177	6371 Pension St (Chincoteague)	Accomack County	9,919	\$514,350	\$83,521	\$430,829
223	4090-B Lankford Highway (Exmore)	Northampton County	14,206	\$624,519	\$102,786	\$521,733
344	Four Corners Plaza Shp. Ctr. (Onley)	Accomack County	18,042	\$879,013	\$145,827	\$733,187
Planning District 22 -- Eastern Shore			53,165	\$2,522,875	\$415,319	\$2,107,556
Grand Total			7,554,352	\$405,408,425	\$66,864,058	\$338,544,368
NS 61	22330 Sterling Blvd (Sterling) (Aug 02)	Loudoun County	0	\$0	\$0	\$0
NS 62	Central Park (Sept 02)	Fredericksburg	0	\$0	\$0	\$0

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Cost of Goods Sold	Gross Profit on Sales	Store Expenses (3)	Net Store Profit	Alloc. of Gen. & Admin. Expenses	Adj. Net Store Profit	% Rate of Return to the Commonwealth (4)
\$568,217	\$300,177	\$178,506	\$121,671	\$52,781	\$68,890	23.2%
\$1,697,820	\$910,338	\$242,746	\$667,592	\$158,524	\$509,067	32.8%
\$679,495	\$358,826	\$135,556	\$223,270	\$63,109	\$160,161	29.4%
\$784,308	\$409,659	\$201,262	\$208,397	\$72,570	\$135,828	25.8%
\$1,175,935	\$627,626	\$205,757	\$421,869	\$109,621	\$312,248	31.0%
\$915,820	\$501,799	\$173,488	\$328,310	\$86,163	\$242,147	30.7%
\$1,319,635	\$711,679	\$259,299	\$452,379	\$123,464	\$328,916	30.0%
\$886,224	\$469,925	\$191,615	\$278,310	\$82,427	\$195,883	28.6%
\$14,377,829	\$7,704,496	\$3,030,629	\$4,673,867	\$1,342,169	\$3,331,698	29.1%
\$275,109	\$146,699	\$101,137	\$45,562	\$25,638	\$19,924	20.4%
\$279,766	\$151,063	\$85,170	\$65,893	\$26,186	\$39,707	24.0%
\$340,684	\$181,049	\$119,301	\$61,748	\$31,711	\$30,037	21.3%
\$477,905	\$255,282	\$133,669	\$121,612	\$44,563	\$77,049	25.4%
\$1,373,464	\$734,092	\$439,277	\$294,815	\$128,098	\$166,717	23.1%
\$0	\$0	\$109	(\$109)	\$0	(\$109)	
\$0	\$0	\$1,776	(\$1,776)	\$0	(\$1,776)	
\$221,020,874	\$117,523,493	\$45,695,895	\$71,827,599	\$20,576,805	\$51,250,793	29.1%



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

Licenses by Category

Licenses by Category

CITIES	Liquor by the drink (1)																					
	Bed & Breakfast	Beer/Wine Importers	Beer/Wine Wholesalers	Brewery	Carrier Licensee	Caterer Estab.	Clubs	Convenience Stores	Delicatessens	Distillery	Drug Stores	Gourmet/Grocery-Brew Shops	Grocery/Grocery-Gourmet Stores	Hotels/Resorts	Restaurants	Restaurants (Beer & Wine)	Restaurants (Mixed Beverage) (2)	Restaurant-Combo (3)	Winery	All Other (4)	Total Licenses (excluding Mixed Beverage)	
Alexandria	Wet		11	8	4	1	1	7	19	2		12	12	42	12	163	116	2		5	301	
Bedford	Wet								2					7	1	4	1			1	15	
Bristol	Wet			1			1		14		2	3	16	1	20	10	1				59	
Buena Vista	Wet								2		1		5		5	0					13	
Charlottesville	Wet	1	4	4	2		5	6	13		2	12	35	3	115	76	1		3	206		
Chesapeake	Wet		1	4			1	12	51		15	21	56	1	111	75			3	276		
Colonial Heights	Wet							2	7		2		10		27	16			1	49		
Covington	Wet								5		1		6		5	0				17		
Danville	Wet			1			1	8	20		3	4	44	1	35	19	1		1	119		
Emporia	Wet								14		1		6	1	5	3				27		
Fairfax	Wet						1	3	8		5	2	20	1	52	34	1			93		
Falls Church	Wet		2	2				2	2		4		12		36	13				60		
Franklin	Wet							1	5		1		5		7	5				19		
Fredericksburg	Wet		1				1	3	18	2	4	2	13	2	70	49	2			118		
Galax	Wet							2	2		1	1	6		5	3				17		
Hampton	Wet	1		1	2	2	1	18	28	1	9	1	60	5	92	50	1		7	229		
Harrisonburg	Wet				1		1	5	17	1	3	3	23	3	46	27	1		1	105		
Hopewell	Wet							5	15		1		8		16	7			1	46		
Lexington	Wet	1					2				1	4	1	1	12	6	1		2	25		
Lynchburg	Wet	2		4			2	6	20	2	4		38	4	60	39	3	1	5	151		
Manassas	Wet					1		3	11		2	1	12		30	22				60		
Manassas Park	Wet								5				2		4	2				11		
Martinsville	Wet							3	9		2	1	11		12	6			2	40		
Newport News	Wet		4	5			2	16	49	1	8	4	86	2	127	66			6	310		
Norfolk	Wet	1	2	5		4	6	33	40	1	12	8	101	4	209	141	3		14	443		
Norton	Wet			2					1	5	1		1	1	2	0				13		
Petersburg	Wet		2	2				11	27		2		22	1	33	13				100		
Poquoson	Wet							1	2		1		5		7	2			1	17		
Portsmouth	Wet					1		14	23	1	8	3	42	1	55	36			4	152		
Radford	Wet						1	1	3	2		1	10		10	5	1		1	30		
Richmond	Wet		9	11	3	1	10	28	88	9	16	13	103	9	259	188	3		14	576		
Roanoke	Wet	1		2		2	2	9	72		6	5	46	4	122	71	1		7	279		
Salem	Wet						1	5	23		3		16	1	36	14			4	89		
Staunton	Wet	2					1	5	7	1	3	2	14	2	20	9			1	58		
Suffolk	Wet							6	21	1	4		39	1	19	11	1			92		
Virginia Beach	Wet			1	1		5	17	72	2	25	26	142	15	478	334	8		13	805		
Waynesboro	Wet							2	8		1	2	10		15	5	1			39		
Williamsburg	Wet	7					2		5		2	3	4	8	51	40			8	90		
Winchester	Wet		4	2				6	8	1	1	3	19	1	41	28	1			87		
Subtotal - Cities		16	40	55	13	12	47	240	736	32	0	169	137	1,098	86	2,416	1,542	33	1	105	5,236	

(1) Liquor by the drink: Dry – not approved for liquor by the drink; Wet – approved for liquor by the drink

(2) Restaurants – Mixed Beverage: The total number of wine and beer establishments also having a mixed beverage license (not included in Total Licenses column).

(3) Combination Restaurant includes: Restaurant-Grocery Store; Restaurant-Drug Store; Restaurant-Delicatessen & Restaurant-Gourmet Shop.

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

Source: CORE, July 2002.

Licenses by Category

COUNTIES		Licenses by Category																			
		Liquor by the drink (1)	Beer & Breakfast	Beer/Wine Importers	Beer/Wine Wholesalers	Brewery	Carrier Licensee	Caterer Estab.	Clubs	Convenience Stores	Delicatessens	Distillery	Drug Stores	Gourmet/Grocery	Grocery/Brew Shops	Hotels/Resorts	Restaurants	Restaurants (Beer & Wine)	Restaurants (Mixed Beverage) (2)	Winery	All Other (4)
Accomack	Wet	2	1	2				5	28			2	3	19		42	22	1		3	108
Albemarle	Wet	5	1	3	1		1	7	21		1	1	11	44	7	54	28	1	10	6	174
Alleghany	Wet							5	8			1	1	13	2	14	5				44
Amelia	Wet							1	13			1		4		4	1				23
Amherst	Wet	1					1	2	16			2	1	19		13	7	1	1		57
Appomattox	Dry							2	3				1	15		4	0		1		26
Arlington	Wet		2	1	1	5	2	6	37	1		20	12	58	21	239	164	8		2	415
Augusta	Wet		1	4				3	16			2	2	37	1	17	8				83
Bath	Wet	2							6	1			1	8	2	9	5			2	31
Bedford	Wet	2				2		6	14			4	2	26	2	23	11		2	7	90
Bland	Dry								2	2				7		1	0				12
Botetourt	Dry		2	3				1	16			1	2	20		13	4		1		59
Brunswick	Wet	1		1				1	16			1		10	1	8	4			1	40
Buchanan	Dry							1	20	2		2	1	15		2	0			1	44
Buckingham	Wet							1	4	1				15		2	0	1		1	25
Campbell	Dry							3	24			3	1	38	1	19	6				89
Caroline	Wet							1	15			1		17		13	3		1		48
Carroll	Dry							1	17					13	1	4	0				36
Charles City	Wet	2					1		1				3	6		4	2				17
Charlotte	Dry							1	11			1		29	1	5	0				48
Chesterfield	Wet		1	1				6	75	4		20	8	84	2	163	95	5		4	373
Clarke	Wet							3	4				1	13		9	5		1	3	34
Craig	Dry								4					3		1	0				8
Culpeper	Wet	1						5	6		1	2	2	29		18	11		3		67
Cumberland	Wet								5					5		4	0				14
Dickenson	Dry							1	7	2				12		4	0				26
Dinwiddie	Wet							1	18			1		16		6	0			2	44
Essex	Wet	1						1	4	1		1		11		13	6			1	33
Fairfax	Wet		46	36	2		10	31	74	8		53	40	205	29	743	489	1		18	1296
Fauquier	Wet	2	1	1			1	4	9	1		4	4	41	5	40	26	1	4	2	120
Floyd	Dry							2	5				1	5		6	2		3		22
Fluvanna	Wet	1							4					9		8	4				22
Franklin	Dry		1	1			1	2	18			1	2	37		30	22	1		3	97
Frederick	Wet	2	1	5			1	4	23			1		36	2	20	11		1	2	98
Giles	Dry							4	7	2		2		21	1	6	1				43
Gloucester	Wet				1			4	12			3		21		25	17	1		2	69
Goochland	Wet							2	6					10		17	12		1		36
Grayson	Dry								8				1	3		3	0			1	16
Greene	Dry							2	2					10		6	4	1	2		24
Greensville	Wet							1	15					3		2	1				21
Halifax	Dry			2				3	9				1	47	1	24	6			2	89
Hanover	Wet						4	6	26			6	2	50	2	61	30	1	2		160
Henrico	Wet		5	7	3		7	18	90	1		27	11	88	14	215	147	3		6	495
Henry	Dry							9	36			1	1	40	2	23	3	1		1	114
Highland	Dry								3					6	1	1	0				11
Isle of Wight	Wet	1	1					4	13			2	1	26	1	16	6				65
James City	Wet		2	2	1		3	2	8	1	1	3	7	20	3	51	31	2	2	2	110
King & Queen	Wet								2					9		1	1				12
King George	Wet								7					10		10	1		1	1	29
King William	Dry							2	2	1		1		14		7	1				27
Lancaster	Wet	1						3	2				1	19	3	16	12			3	48
Lee	Dry							3	24	1		1		11		5	0				45
Loudoun	Wet	2	2	2	2	12	5	8	47	2		10	9	56	5	142	89		10	7	321
Louisa	Dry		2	2				3	5					29	2	8	1		1	2	54
Lunenburg	Dry							3	6					12		3	0	1			25
Madison	Wet	2	1	1					4			2		10	2	5	3		4		31
Mathews	Wet	1						2	9					2	1	5	3			1	21
Mecklenburg	Dry	1		1				11	27			1		40		16	7			2	99
Middlesex	Wet	1						1	3	1				12		11	8			4	33
Montgomery	Dry	1					3	2	23	2		1	4	39	3	64	38	1			143
Nelson	Wet	2						2	5	2		1	2	24	2	9	6	1	4	3	57

Licenses by Category (continued)

Licenses by Category (continued)																						
COUNTIES		Liquor by the drink (1)																				
		Beer & Breakfast	Beer/Wine Importers	Beer/Wine Wholesalers	Brewery	Carrier Licensee	Caterer Estab.	Clubs	Convenience Stores	Delicatessens	Distillery	Drug Stores	Gourmet/Gourmet Brew Shops	Grocery/Grocery-Gourmet Stores	Hotels/Resorts	Restaurants	Restaurants (Beer & Wine)	Restaurants (Mixed Beverage) (2)	Restaurant-Combo (3)	Winery	All Other (4)	Total Licenses (excluding Mixed Beverage)
New Kent	Wet						1	5			2		12		12	4						32
Northampton	Wet	1	2	4				3	13		2		9	2	16	10						52
Northumberland	Wet				1			2	5	1			11		14	10				1		35
Nottoway	Wet			2				4	12				9	1	11	4						39
Orange	Wet	5		1				3	10		1		13		14	7	1	3	1			52
Page	Wet	4						5	6				19	2	15	5	1	1	1			54
Patrick	Dry	2						1	8		1		16	1	6	0		1	1	1		37
Pittsylvania	Dry		1	4				4	25				55		13	0		1	1	1		104
Powhatan	Wet	1					1	1	11			1	5		6	3						26
Prince Edward	Wet						2	2	6			1	1	19		20	14			1		52
Prince George	Wet							3	10			2		12		12	7			1		40
Prince William	Wet		1	1			3	13	82	2		9	9	87	3	188	111	1		6		405
Pulaski	Dry			1				4	13	4		2	2	21		9	2			2		58
Rappahannock	Wet	6			2				1	2		1	9	1	7	4		5	1			35
Richmond	Wet			6			1		2			1	1	9		6	2			1		27
Roanoke	Wet		4	4				4	29			3	1	21	3	57	31		2			128
Rockbridge	Wet	3					1	3	13					23	3	13	5		1	2		62
Rockingham	Wet	1			2			5	19			2		24		13	6	3	1	1		71
Russell	Dry							2	14	4		2	1	10		2	0		2	1		38
Scott	Dry								9	2		1	1	20		4	1					37
Shenandoah	Wet	2						9	17			2		34	2	31	9		2	2		101
Smyth	Dry		3	4				2	25	1		1		19		12	5	1				68
Southampton	Wet							2	13			1		14		4	1			2		36
Spotsylvania	Wet	1		3	2		1	6	34	1	1	4	2	44		48	28		1	4		152
Stafford	Wet		2	3			2	3	35			6	1	27		44	29		2	6		131
Surry	Dry								4					3		3	1					10
Sussex	Wet						1	1	14				1	13		8	2	1				39
Tazewell	Dry	1	1					3	23	1		2	1	41		15	3					88
Warren	Dry	3	1	1				7	13			1	1	28		25	12					80
Washington	Dry	5	1	2				3	28	5		1	4	21	2	21	7		3	2		98
Westmoreland	Wet	2						6	6			1		21		22	15	1	1	5		65
Wise	Dry							1	21	11		3	2	14		17	4			1		70
Wythe	Dry							3	19	1		1		24	2	13	8					63
York	Wet				2			4	20	1		5	1	26	2	43	24	1		4		109
Subtotal - Counties		71	86	111	18	21	52	312	1,510	72	4	241	172	2,284	144	3,051	1,743	42	80	143	8,414	
Total - All In State		87	126	166	31	33	99	552	2,246	104	4	410	309	3,382	230	5,467	3,285	75	81	248	13,650	
Total - Out of State		0	212	0	5	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	220	
Grand Total		87	338	166	36	36	99	552	2,246	104	4	410	309	3,382	230	5,467	3,285	75	81	248	13,870	

(1) Liquor by the drink: Dry – not approved for liquor by the drink; Wet – approved for liquor by the drink

(2) Restaurants – Mixed Beverage: The total number of wine and beer establishments also having a mixed beverage license (not included in Total Licenses column).

(3) Combination Restaurant includes: Restaurant-Grocery Store; Restaurant-Drug Store; Restaurant-Delicatessen & Restaurant-Gourmet Shop.

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

Source: CORE, July 2002.

Auditor's Report



Walter J. Kucharski, Auditor

Commonwealth of Virginia

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

SEPTEMBER 27, 2002

THE HONORABLE MARK R. WARNER
GOVERNOR OF VIRGINIA
STATE CAPITOL
RICHMOND, VIRGINIA

THE HONORABLE KEVIN G. MILLER
CHAIRMAN, JOINT LEGISLATIVE AUDIT
AND REVIEW COMMISSION
GENERAL ASSEMBLY BUILDING
RICHMOND, VIRGINIA

We have audited the accounts and records of the **Department of Alcoholic Beverage Control** as of and for the year ended June 30, 2002, and submit herewith our complete reports on financial statements and compliance and internal controls.

INDEPENDENT AUDITOR'S REPORT ON FINANCIAL STATEMENTS

We have audited the accompanying basic statements of the Department of Alcoholic Beverage Control as of and for the year ended June 30, 2002. The financial statements are the responsibility of the Department's management. Our responsibility is to express an opinion on these basic financial statements based on our audit.

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

As discussed in Note 1A, the basic financial statements of the Department are intended to present the financial position and changes in financial position and cash flows on only that portion of the business-type activities and the aggregate remaining fund information of the Commonwealth of Virginia that is attributable to the transactions of the Department. They do not purport to, and do not, present fairly the financial position of the Commonwealth of Virginia as of June 30, 2002, and changes in financial position and its cash flows, for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Department of Alcoholic Beverage Control as of June 30, 2002, and the changes in its financial position and cash flows for the year then ended, in conformity with accounting principles generally accepted in the United States of America.

In accordance with Government Auditing Standards, we have also issued our report dated September 27, 2002, which includes our consideration of the Department's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, and contracts.

A handwritten signature in dark ink, appearing to read "Walter J. Kucharski".

AUDITOR OF PUBLIC ACCOUNTS

Financial Statements

VIRGINIA DEPARTMENT OF ALCOHOLIC BEVERAGE CONTROL

STATEMENT OF NET ASSETS

As of June 30, 2002

ASSETS

Current assets:

Cash (Note 2)	\$ 272,981
Petty cash	130,000
Receivables	3,096,667
Inventory - Alcohol	26,991,709
Inventory - Lottery tickets	200,532
Prepaid expenses	709,406
Investments held by Treasurer of Virginia (Note 8)	20,849

Total current assets	<u>31,422,144</u>
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Long term assets (Note 3):

Land	1,577,406
Building, Net	590,302
Equipment, Net	<u>17,114,431</u>

Total long term assets	<u>19,282,139</u>
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Total assets	<u><u>\$50,704,283</u></u>
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LIABILITIES AND NET ASSETS

Current liabilities:

Accounts payable	\$10,826,297
Installment notes payable (Note 6)	1,074,768
Deferred revenue	89,886
Due to Commonwealth of Virginia (Note 4)	28,106,433
Obligations under securities lending (Note 8)	20,849
Compensated absences payable (Note 7)	<u>2,250,673</u>

Total current liabilities	<u>42,368,906</u>
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Long term liabilities:

Installment notes payable (Note 6)	4,618,882
Compensated absences payable (Note 7)	<u>3,076,690</u>

Total liabilities	<u>50,064,478</u>
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Net assets:

Invested in capital assets, net of related debt	13,588,489
Unrestricted net assets	<u>(12,948,684)</u>

Total net assets	<u>639,805</u>
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Total liabilities and net assets	<u><u>\$50,704,283</u></u>
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The accompanying Notes to Financial Statements are an integral part of this statement.

Financial Statements

VIRGINIA DEPARTMENT OF ALCOHOLIC BEVERAGE CONTROL

STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET ASSETS

For the Year Ended June 30, 2002

Operating revenues:	
Sales of alcohol	\$338,745,451
Sales of lottery tickets	7,079,411
License and permit fees	7,202,225
Wine wholesalers tax	2,780,588
Penalties	2,783,136
Federal grants and contracts	1,421,326
Mixed beverage tax on common carriers	40,169
Miscellaneous	605,535
	<hr/>
Net operating revenues	360,657,841
	<hr/>
Operating expenses:	
Cost of sales of alcohol	221,641,489
Cost of sales of lottery tickets	6,712,076
Personal services	53,559,927
Continuous charges	11,324,063
Contractual charges	11,688,412
Supplies and materials	1,858,930
Depreciation	5,060,311
Expendable equipment	1,756,949
Other	898,439
	<hr/>
Total operating expenses	314,500,596
	<hr/>
Operating income	46,157,245
	<hr/>
Nonoperating revenues (expenses):	
Rents	20,520
Seized assets	(97,299)
	<hr/>
Total nonoperating revenues (expenses)	(76,779)
	<hr/>
Net profit before transfers	46,080,466
	<hr/>
Transfers out:	
Transfers of profits to the General Fund of the Commonwealth	(28,215,242)
Appropriation Act transfers	(18,021,509)
	<hr/>
Total transfers	(46,236,751)
	<hr/>
Net income after transfers	(156,285)
	<hr/>
Total net assets - July 1, 2001	796,090
	<hr/>
Total net assets - June 30, 2002	\$639,805
	<hr/> <hr/>

The accompanying Notes to Financial Statements are an integral part of this statement.

Financial Statements

VIRGINIA DEPARTMENT OF ALCOHOLIC BEVERAGE CONTROL

STATEMENT OF CASH FLOWS

For the Year Ended June 30, 2002

Cash flows from operating activities:	
Cash received from sales	\$345,976,883
Cash received from licenses and fees	7,217,061
Cash received from other revenue	7,331,704
Cash payments for cost of sales	(228,416,537)
Cash payments for personal services	(53,477,504)
Cash payments for other expenses	<u>(27,438,297)</u>
Net cash provided by operating activities	<u>51,193,310</u>
Cash flows from noncapital financing activities:	
Net proceeds, notes payable, and other adjustments	754,403
Cash received from taxes	101,155,466
Transfers of tax collections to the General Fund of the Commonwealth	(86,341,416)
Transfers of tax collections to the Department of Taxation	(14,717,729)
Transfers of profit to the General Fund of the Commonwealth	(25,412,505)
Appropriation Act transfers	<u>(18,021,509)</u>
Net cash used for noncapital financing activities	<u>(42,583,290)</u>
Cash flows from capital financing activities:	
Acquisition of equipment	<u>(8,660,710)</u>
Net cash used for capital financing activities	<u>(8,660,710)</u>
Net decrease in cash and cash equivalents	(50,690)
Cash and cash equivalents - July 1, 2001	<u>453,671</u>
Cash and cash equivalents - June 30, 2002	<u><u>\$402,981</u></u>
Reconciliation of net profit to net cash provided by operating activities:	
Net profit before transfer	\$46,080,466
Adjustments to reconcile net profit to net cash provided by operating activities:	
Depreciation	5,060,311
Change in assets and liabilities:	
Increase in accounts receivable	(70,250)
Increase in inventory	(1,985,097)
Increase in compensated absences	82,423
Increase in accounts payable	1,922,125
Decrease in prepaid items	88,496
Increase in deferred revenue	<u>14,836</u>
Net cash provided by operating activities	<u><u>\$51,193,310</u></u>

Noncash financing activities:

The Department entered into an installment purchase agreement to purchase new point of sale cash registers and related software costing \$4,618,882.

The accompanying Notes to Financial Statements are an integral part of this statement.

Notes to Financial Statements as of June 30, 2002

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. Reporting Entity

The Department of Alcoholic Beverage Control administers ABC laws with an emphasis on public service and a focus on public safety by ensuring a safe, orderly, and regulated system for convenient distribution and responsible consumption of alcoholic beverages while generating a reasonable profit for the Commonwealth and its localities.

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

B. Fund Accounting

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

C. Basis of Accounting

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

Operating revenues and expenses include activities related to the sale of alcohol and licenses, as well as enforcement activities. Nonoperating revenues and expenses include activities that have the characteristics of noncapital financing activities, such as the collection of rent, as defined by GASB Statement 9, *Reporting Cash Flows of Proprietary and Nonexpendable Trust Funds and Governmental Entities That Use Proprietary Fund Accounting*, and GASB Statement 34.

D. Inventories

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

2. CASH WITH THE TREASURER OF VIRGINIA

All state funds of the Department are held by the Treasurer of Virginia, pursuant to Section 2.2-1800, et. seq., *Code of Virginia*, who is responsible for the collection, disbursement, custody, and investment of state funds. Each fund's equity in pooled state funds is reported as "Cash" on the balance sheet and is not categorized as to credit risk.

3. FIXED ASSETS

The following schedule presents the changes in fixed assets by category.

	Balance at June 30, 2001	Acquired	Deleted	Balance at June 30, 2002
Land	\$ 1,577,406	\$ -	\$ -	\$ 1,577,406
Buildings	9,216,382	-	-	9,216,382
Equipment	24,087,906	13,279,592	(5,989,451)	31,378,047
Total at historical cost	34,881,694	13,279,592	(5,989,451)	42,171,835
Less accumulated depreciation for:				
Building	8,478,602	(147,478)	-	8,626,080
Equipment	15,299,878	(4,869,185)	5,905,447	14,263,616
Capital assets, net	<u>\$11,103,214</u>	<u>\$8,262,929</u>	<u>(84,004)</u>	<u>\$19,282,139</u>

The Department capitalizes all property, plant, and equipment that have a cost or value equal to or greater than \$5,000. Property, plant, and equipment are stated at cost and at the time of acquisition are set up in a comprehensive fixed asset system. Depreciation of the cost of property, plant, and equipment is provided on a straight-line basis over their estimated lives of from ten to thirty years on buildings and from three to eight years on equipment.

4. DUE TO THE COMMONWEALTH

A. Note Payable

The Department has a line of credit for \$25,000,000 with the Treasurer of Virginia. Repayment is made from revenue collections pursuant to Title 4.1, Chapter 1 of the Code of Virginia. As of June 30, 2002, the Department had outstanding \$23,439,680 of its available line of credit to extinguish a cash overdraft.

B. General Fund

The Department collects certain taxes on behalf of the General Fund of the Commonwealth. The state tax on sales is collected from store sales and is paid quarterly to the General Fund of the Commonwealth. The liter tax is collected on wholesalers' direct wine shipments. Twelve percent of the liter tax is retained by the Department and reported as wine wholesalers' tax on the Department's financial statements. The remainder is paid to the General Fund of the Commonwealth quarterly. Of the liter tax paid to the General Fund, the Commonwealth subsequently transfers 50 percent to localities. Collections and transfers of state tax on sales and liter tax are not reported on the Statement of Revenues, Expenses, and Changes in Net Assets. Activity relating to the amounts due to the General Fund for the year ended June 30, 2002, is summarized below.

	State Tax on Sales	Liter Tax on Wine	Total
Balance due to the General Fund, July 1, 2001	\$ (167,706)	\$ 267,431	\$ 99,725
Receipts for fiscal year	66,432,019	20,000,442	86,432,461
Transfers to the General Fund	(66,368,852)	(19,972,564)	(86,341,416)
Balance due to the General Fund, June 30, 2002	<u>\$ (104,539)</u>	<u>\$ 295,309</u>	<u>\$ 190,770</u>

C. Department of Taxation - Sales Tax

The Department collects sales tax on all sales of alcohol and remits collections monthly to the Department of Taxation. Sales tax collections and transfers are not reported on the Statement of Revenues, Expenses, and Changes in Net Assets. Activity relating to the amounts due to the Department of Taxation for the year ended June 30, 2002, is summarized below.

Balance due to the Department of Taxation, July 1, 2001	\$ 1,173,231
Sales tax collections	14,723,005
Transfers to the Department of Taxation	<u>(14,717,729)</u>
Balance due to the Department of Taxation, June 30, 2002	<u>\$ 1,178,507</u>

D. Earned Surplus

The Appropriation Act, Chapter 814 of the 2002 Acts of Assembly, requires the Department to transfer an estimate of its fourth quarter profits in the month of June. In accordance with the Alcoholic Beverage Control Act, Section 4.1-116 of the Code of Virginia, the Department transfers any additional net profit to the General Fund of the Commonwealth 50 days after the last day of the quarter. The Department underestimated profit for the fourth quarter resulting in an additional \$3,297,476 due to the General Fund at June 30, 2002.

5. LEASE COMMITMENTS

The Department is committed under various operating lease agreements for store buildings. Rent expense under operating lease agreements amounted to \$9,147,860 for the year. A summary of future obligations under lease agreements as of June 30, 2002, follows.

Year Ending June 30,	
2003	\$ 6,625,767
2004	5,555,171
2005	4,364,599
2006	2,925,708
2007	992,029
2008	113,465
Total obligations	<u><u>\$20,576,739</u></u>

6. INSTALLMENT PURCHASES

During fiscal year 2002, the Department entered into a five-year installment purchase agreement through the Master Equipment Leasing Program offered by the Department of the Treasury in order to obtain new point of sale cash registers and software. The interest rate charges range from 4.1087 percent to 4.4192 percent. Principal and interest payments of this commitment for fiscal years subsequent to June 30, 2002 are as follows. Additional cash registers will be obtained and financed in fiscal year 2003 in order to complete the project.

Year Ending June 30,	Principal	Interest	Total Obligations
2003	\$1,074,768	\$222,103	\$1,296,871
2004	1,121,551	175,320	1,296,871
2005	1,170,372	126,499	1,296,871
2006	1,221,322	75,549	1,296,871
2007	1,105,637	22,600	1,128,238
Total	<u><u>\$5,693,650</u></u>	<u><u>\$622,071</u></u>	<u><u>\$6,315,722</u></u>

The following schedule presents the changes in long term debt.

Balance at June 30, 2001	Increase	Decrease	Balance at June 30, 2002
\$ -	<u><u>\$5,829,797</u></u>	<u><u>\$136,147</u></u>	<u><u>\$5,693,650</u></u>

7. COMPENSATED ABSENCES

Compensated absences reflected in the Statement of Net Assets represent the amounts of vacation, sick, and compensatory leave earned by employees of the Department, but not taken at June 30, 2002. The amount reflects all earned vacation, sick, and compensatory leave payable under the Commonwealth of Virginia's leave payout policies. Information on the Commonwealth's leave payout policies is available at the statewide level in the Commonwealth of Virginia's Comprehensive Annual Financial Report.

Balance as of June 30, 2001	Increases	Decreases	Balance as of June 30, 2002
\$5,235,062	\$2,693,648	\$2,601,347	\$5,327,363

8. SECURITIES LENDING TRANSACTIONS

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

9. COLLECTIONS OF MALT BEVERAGE TAX

During the year ended June 30, 2002, the Department collected \$41,950,467 in malt beverage taxes. These funds are deposited by the Department directly with the Treasurer of Virginia for credit to the General Fund of the Commonwealth and are not available to the Department to meet current operating needs and are not included in the financial statements.

10. PENSION PLAN AND OTHER POST RETIREMENT BENEFITS

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

11. RISK MANAGEMENT

The Department is exposed to various risks of loss related to torts: theft or, damage to, and destruction of assets; errors and omissions; non-performance of duty; injuries to employees; and natural disasters. The Department participates in insurance plans maintained by the Commonwealth of Virginia. The state employee health care and worker's compensation plans are administered by the Department of Human Resource Management and the risk management insurance plans are administered by the Department of Treasury, Division of Risk Management. Risk management insurance includes property, general liability, medical malpractice, faithful performance of duty bond, automobile, and air and watercraft plans. The Department pays premiums to each of these Departments for its insurance coverage. Information relating to the Commonwealth's insurance plans is available at the statewide level in the Commonwealth of Virginia's Comprehensive Annual Financial Report.

12. CONTINGENT LIABILITIES

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

ABC Central Office, Warehouse and Regional Office Information

Richmond Central Office and Warehouse

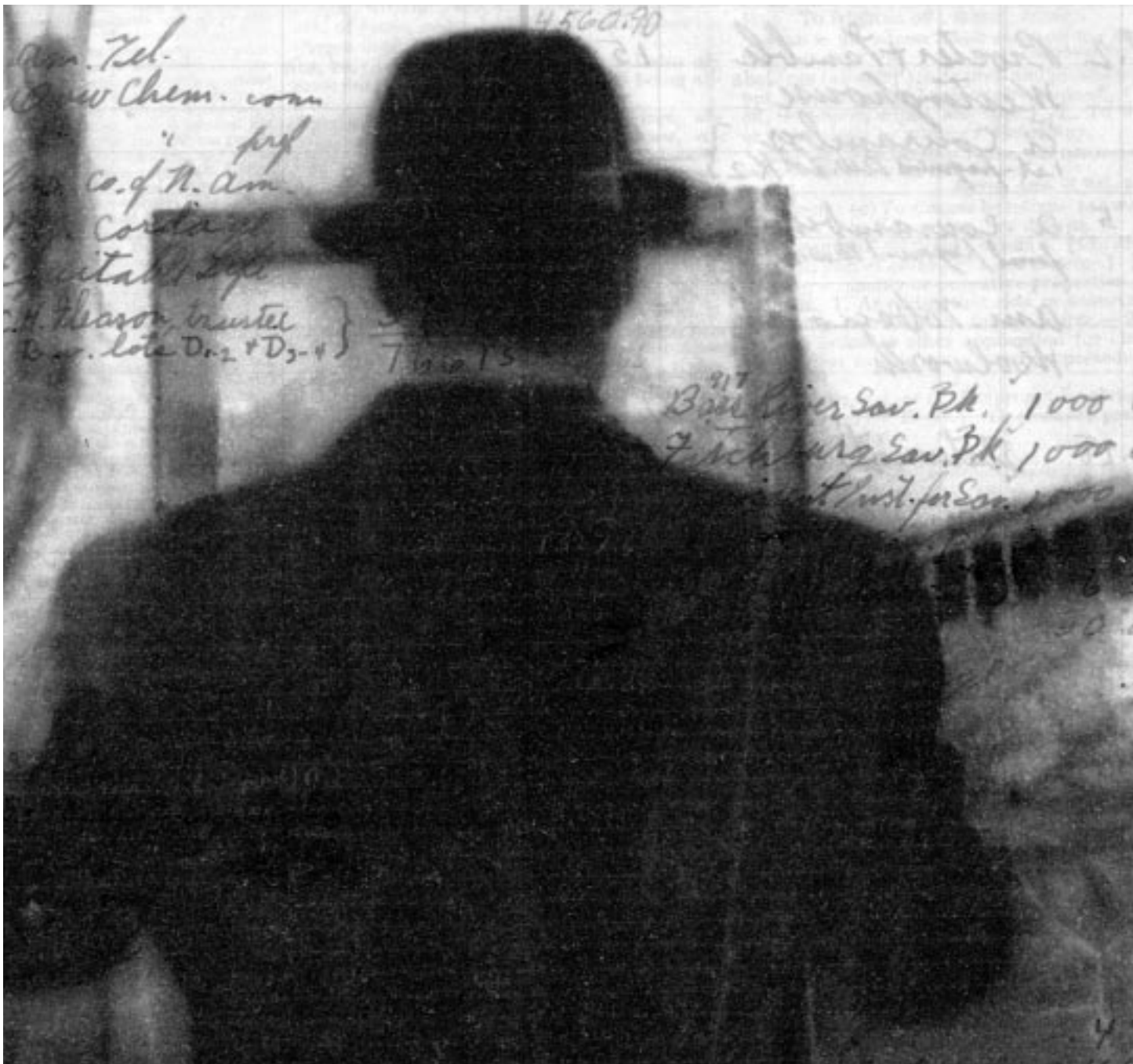
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ABC Regional Offices

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Alexandria 501 Montgomery Street Alexandria, VA 22314-1411	PO Box 25157 Alexandria, VA 22313-5157	(703) 518-8090	(703) 518-8093
Charlottesville (Satellite Office) 900 Natural Resources Dr., Suite 700 Fountaine Research Park 22903	900 Natural Resources Dr., Suite 700 Charlottesville, VA 22903	(434) 977-2974	(434) 977-4772
Chesapeake 1103 S. Military Highway Chesapeake, VA 23320	PO Box 1486 Chesapeake, VA 23327-1486	(757) 424-6700	(757) 424-6744
Hampton 4907 W. Mercury Blvd. Hampton, VA 23666	PO Box 5226 Newport News, VA 23605-0226	(757) 825-7830	(757) 825-7884
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Richmond North (Central Office) 2901 Hermitage Road Richmond, VA 23220	PO Box 27491 Richmond, VA 23261-7491	(804) 213-4620	(804) 213-4638
Richmond South (Central Office) 2901 Hermitage Road Richmond, VA 23220	PO Box 27491 Richmond, VA 23261-7491	(804) 213-4624	(804) 213-4638
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Virginia Department of Alcoholic Beverage Control 2002 Annual Report



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