



Sale of All Beverages
Fiscal Year 2011 v. Fiscal Year 2010
July - June

Report reflects retail sales in state stores, audited beer sales and audited wine sales from distributors to retail licensees

Percent (%) Change - This Year vs Last Year (JULY - MARCH)

| FY11 v FY10 | Distilled Spirits | Vermouth | Virginia Wine (ABC Stores) | Alcohol | Subtotal |
|-------------|-------------------|----------|----------------------------|---------|----------|
| 7/2010 | 3.2 | (3.6) | 1.9 | (66.5) | 3.2 |
| 8/2010 | 0.1 | (1.2) | (2.1) | (38.5) | 0.0 |
| 9/2010 | 2.8 | (0.2) | (4.9) | (24.7) | 2.8 |
| 10/2010 | (1.0) | (4.2) | (6.7) | 7.8 | (1.1) |
| 11/2010 | 15.4 | 3.6 | (7.7) | (69.6) | 15.2 |
| 12/2010 | 11.8 | (1.0) | (6.1) | (19.5) | 11.7 |
| 1/2011 | 10.0 | (3.4) | (8.5) | 135.5 | 9.9 |
| 2/2011 | 7.7 | (8.3) | (9.3) | 0.0 | 7.6 |
| 3/2011 | 4.8 | (2.2) | (0.2) | 32.7 | 4.7 |
| 4/2011 | 4.6 | 0.4 | 2.0 | (50.2) | 4.5 |
| 5/2011 | 1.7 | (1.9) | (4.0) | 3.2 | 1.7 |
| 6/2011 | 6.0 | (1.9) | 0.7 | (4.6) | 6.0 |
| Subtotal | 5.7 | (2.0) | (4.0) | (17.9) | 5.6 |

| FY11 v FY10 | Wines (State) | Beer (inc malt coolers) | Subtotal |
|-------------|---------------|-------------------------|----------|
| 7/2010 | 1.8 | (4.8) | (4.1) |
| 8/2010 | 8.6 | 2.1 | 2.8 |
| 9/2010 | 6.3 | 2.2 | 2.6 |
| 10/2010 | 2.5 | (5.9) | (4.8) |
| 11/2010 | 10.4 | 4.3 | 5.2 |
| 12/2010 | 4.2 | (3.7) | (2.5) |
| 1/2011 | 7.1 | (2.5) | (1.3) |
| 2/2011 | 6.0 | 0.9 | 1.5 |
| 3/2011 | 3.9 | (0.7) | (0.1) |
| 4/2011 | 1.3 | (10.0) | (8.7) |
| 5/2011 | 10.3 | 1.7 | 2.6 |
| 6/2011 | 3.4 | 1.3 | 1.5 |
| Subtotal | 5.4 | (1.3) | (0.5) |

| FY11 v FY10 | Total Gallons Sold* | Non-Alcohol | Grand Total |
|-------------|---------------------|-------------|-------------|
| 7/2010 | (3.7) | 4.5 | (3.5) |
| 8/2010 | 2.7 | (4.2) | 2.8 |
| 9/2010 | 2.7 | (0.5) | 2.8 |
| 10/2010 | (4.6) | (4.5) | (4.4) |
| 11/2010 | 5.7 | (1.0) | 5.7 |
| 12/2010 | (1.6) | (1.5) | (1.6) |
| 1/2011 | (0.7) | (3.7) | (0.7) |
| 2/2011 | 1.9 | (13.2) | 1.9 |
| 3/2011 | 0.1 | (4.5) | 0.1 |
| 4/2011 | (8.1) | (7.2) | (8.1) |
| 5/2011 | 2.6 | (8.7) | 2.6 |
| 6/2011 | 1.7 | (2.5) | 1.7 |
| Total | (0.2) | (3.7) | (0.1) |

*excludes Non Alcoholic Beverages

Actuals - FY2011 Gallons Sold (July '10 -June '11)

| FY11 | Distilled Spirits | Vermouth | Virginia Wine (ABC Stores) | Alcohol | Subtotal |
|----------|-------------------|----------|----------------------------|---------|-----------|
| 7/2010 | 834,346 | 3,002 | 2,300 | 4 | 839,652 |
| 8/2010 | 741,567 | 2,893 | 2,061 | 7 | 746,528 |
| 9/2010 | 749,280 | 2,926 | 1,987 | 4 | 754,197 |
| 10/2010 | 800,879 | 3,254 | 3,055 | 10 | 807,198 |
| 11/2010 | 858,323 | 3,365 | 2,243 | 4 | 863,935 |
| 12/2010 | 1,187,271 | 4,275 | 3,955 | 8 | 1,195,509 |
| 1/2011 | 739,488 | 2,951 | 1,635 | 14 | 744,088 |
| 2/2011 | 773,064 | 2,822 | 1,763 | 9 | 777,658 |
| 3/2011 | 782,409 | 3,107 | 2,001 | 7 | 787,523 |
| 4/2011 | 807,336 | 3,150 | 2,224 | 4 | 812,714 |
| 5/2011 | 808,860 | 3,027 | 2,077 | 10 | 813,974 |
| 6/2011 | 802,460 | 2,965 | 1,926 | 7 | 807,358 |
| Subtotal | 9,885,284 | 37,737 | 27,226 | 87 | 9,950,334 |

Actuals - FY2009 Gallons Sold (July '09 -June '10)

| FY10 | Distilled Spirits | Vermouth | Virginia Wine (ABC Stores) | Alcohol | Subtotal |
|----------|-------------------|----------|----------------------------|---------|-----------|
| 7/2009 | 808,526 | 3,115 | 2,257 | 13 | 813,911 |
| 8/2009 | 741,172 | 2,929 | 2,104 | 11 | 746,216 |
| 9/2009 | 728,799 | 2,932 | 2,089 | 5 | 733,825 |
| 10/2009 | 809,172 | 3,396 | 3,274 | 9 | 815,852 |
| 11/2009 | 743,961 | 3,247 | 2,430 | 13 | 749,651 |
| 12/2009 | 1,062,084 | 4,317 | 4,211 | 10 | 1,070,622 |
| 1/2010 | 671,978 | 3,054 | 1,787 | 6 | 676,825 |
| 2/2010 | 777,562 | 3,078 | 1,944 | 9 | 722,593 |
| 3/2010 | 746,723 | 3,176 | 2,005 | 5 | 751,908 |
| 4/2010 | 772,044 | 3,139 | 2,179 | 9 | 777,371 |
| 5/2010 | 795,293 | 3,086 | 2,164 | 9 | 800,553 |
| 6/2010 | 757,018 | 3,023 | 1,912 | 7 | 761,961 |
| Subtotal | 9,354,333 | 38,493 | 28,355 | 106 | 9,421,287 |

| FY11 | Wines (State) | Beer (inc malt coolers) | Subtotal |
|----------|---------------|-------------------------|-------------|
| 7/2010 | 1,801,099 | 14,494,752 | 16,295,851 |
| 8/2010 | 1,747,409 | 14,441,653 | 16,189,062 |
| 9/2010 | 1,845,364 | 14,143,413 | 15,988,777 |
| 10/2010 | 1,995,306 | 12,203,376 | 14,198,682 |
| 11/2010 | 2,184,070 | 12,659,485 | 14,843,555 |
| 12/2010 | 2,444,875 | 13,042,997 | 15,487,872 |
| 1/2011 | 1,550,073 | 9,876,101 | 11,426,174 |
| 2/2011 | 1,691,652 | 10,655,213 | 12,346,865 |
| 3/2011 | 1,962,617 | 12,837,520 | 14,800,137 |
| 4/2011 | 1,911,327 | 12,863,682 | 14,775,009 |
| 5/2011 | 1,962,921 | 14,557,590 | 16,520,511 |
| 6/2011 | 1,949,346 | 15,633,674 | 17,583,020 |
| Subtotal | 23,046,058 | 157,409,456 | 180,455,514 |

| FY10 | Wines (State) | Beer (inc malt coolers) | Subtotal |
|----------|---------------|-------------------------|-------------|
| 7/2009 | 1,768,395 | 15,219,217 | 16,987,612 |
| 8/2009 | 1,609,721 | 14,140,153 | 15,749,874 |
| 9/2009 | 1,735,876 | 13,840,209 | 15,576,085 |
| 10/2009 | 1,945,939 | 12,965,469 | 14,911,408 |
| 11/2009 | 1,978,368 | 12,135,543 | 14,113,911 |
| 12/2009 | 2,346,892 | 13,540,245 | 15,887,137 |
| 1/2010 | 1,447,409 | 10,130,548 | 11,577,957 |
| 2/2010 | 1,596,359 | 10,564,987 | 12,161,346 |
| 3/2010 | 1,889,796 | 12,931,597 | 14,821,393 |
| 4/2010 | 1,886,062 | 14,289,404 | 16,175,466 |
| 5/2010 | 1,780,414 | 14,320,773 | 16,101,187 |
| 6/2010 | 1,885,497 | 15,429,691 | 17,315,188 |
| Subtotal | 21,870,729 | 159,507,836 | 181,378,565 |

| FY11 | Total Gallons Sold* | Non-Alcohol | Grand Total |
|---------|---------------------|-------------|-------------|
| 7/2010 | 17,135,503 | 35,475 | 17,170,977 |
| 8/2010 | 16,935,590 | 27,818 | 16,963,408 |
| 9/2010 | 16,742,974 | 25,489 | 16,768,463 |
| 10/2010 | 15,005,880 | 23,813 | 15,029,693 |
| 11/2010 | 15,707,490 | 20,819 | 15,707,490 |
| 12/2010 | 16,683,381 | 30,450 | 16,683,381 |
| 1/2011 | 12,170,262 | 17,701 | 12,170,262 |
| 2/2011 | 13,124,523 | 18,756 | 13,124,523 |
| 3/2011 | 15,587,660 | 21,758 | 15,587,660 |
| 4/2011 | 15,587,723 | 25,557 | 15,587,723 |
| 5/2011 | 17,334,485 | 30,811 | 17,334,485 |
| 6/2011 | 18,390,377 | 30,224 | 18,390,377 |
| Total | 190,405,848 | 308,671 | 190,518,443 |

| FY10 | Total Gallons Sold* | Non-Alcohol | Grand Total |
|---------|---------------------|-------------|-------------|
| 7/2009 | 17,801,523 | 33,949 | 17,801,523 |
| 8/2009 | 16,496,090 | 29,043 | 16,496,090 |
| 9/2009 | 16,309,910 | 25,623 | 16,309,910 |
| 10/2009 | 15,727,260 | 24,939 | 15,727,260 |
| 11/2009 | 14,863,562 | 21,021 | 14,863,562 |
| 12/2009 | 16,957,759 | 30,898 | 16,957,759 |
| 1/2010 | 12,254,783 | 18,383 | 12,254,783 |
| 2/2010 | 12,883,939 | 21,612 | 12,883,939 |
| 3/2010 | 15,573,301 | 22,790 | 15,573,301 |
| 4/2010 | 16,952,837 | 27,539 | 16,952,837 |
| 5/2010 | 16,901,739 | 33,759 | 16,901,739 |
| 6/2010 | 18,077,149 | 30,987 | 18,077,149 |
| Total | 190,799,853 | 320,542 | 190,799,853 |

*excludes Non Alcoholic Beverages

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