

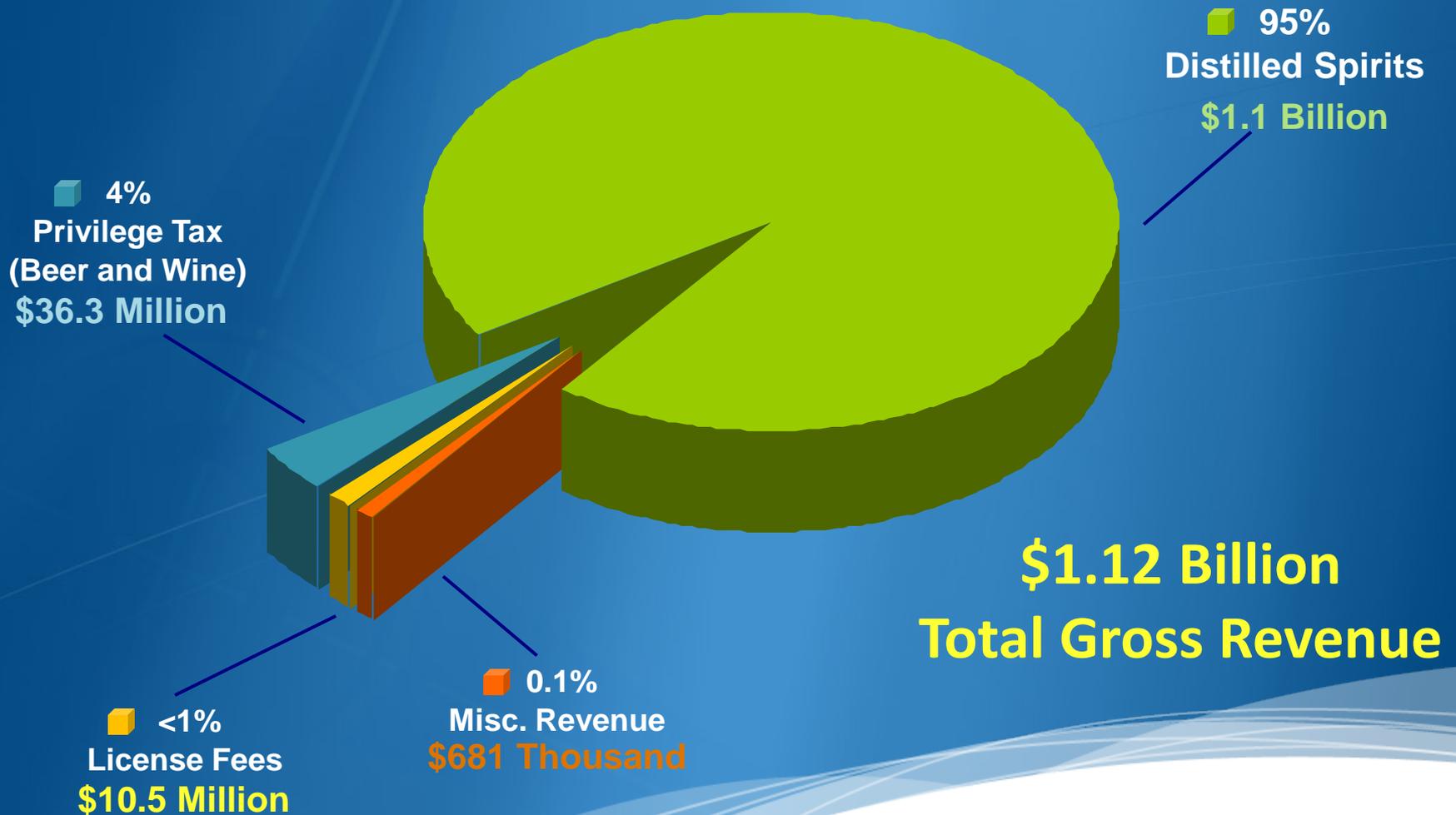


Oregon Liquor Control Commission

Investing in Oregon



Projected Gross Revenue Sources 2013-2015 Biennium

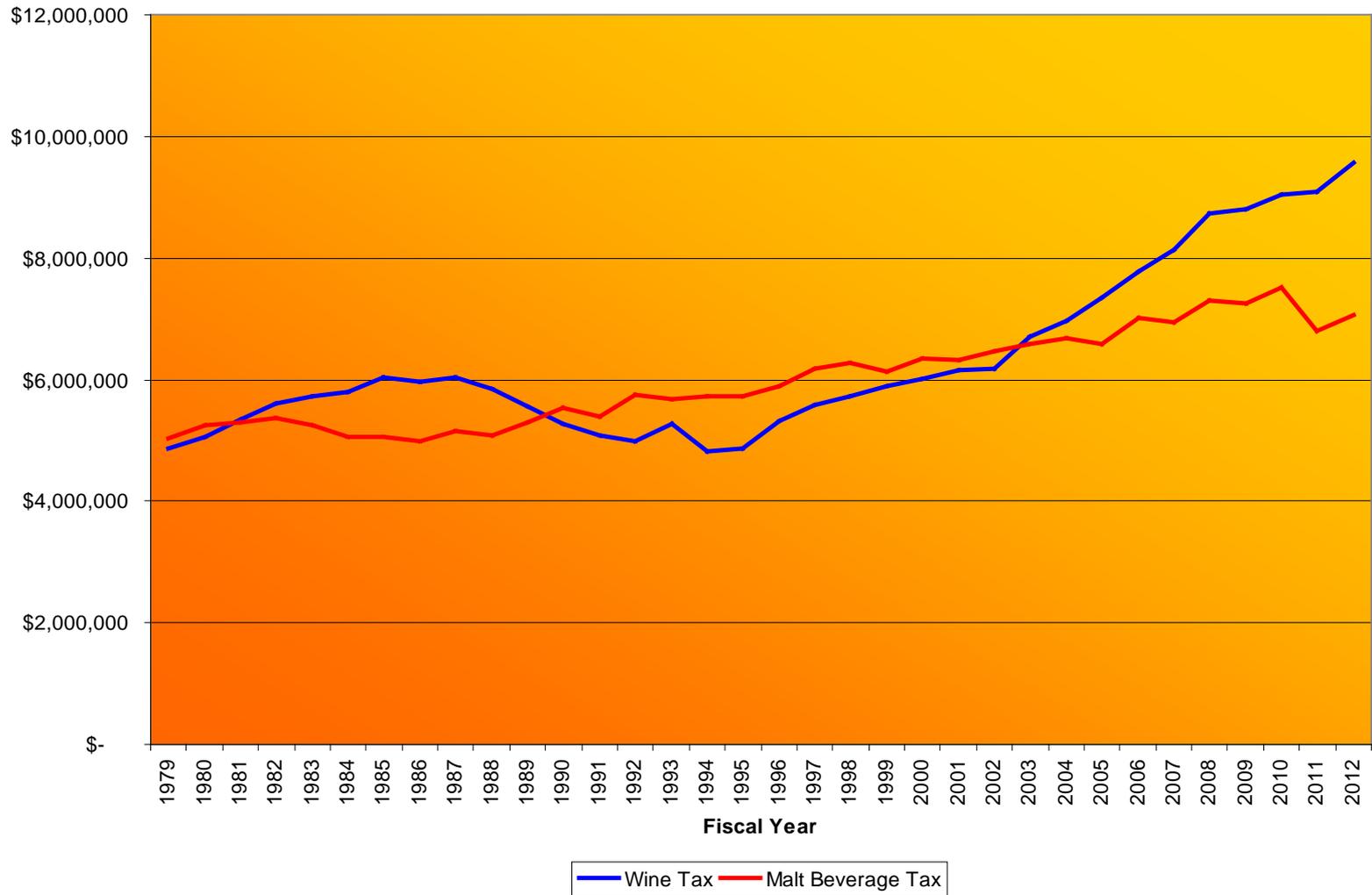


Budget Expenditures

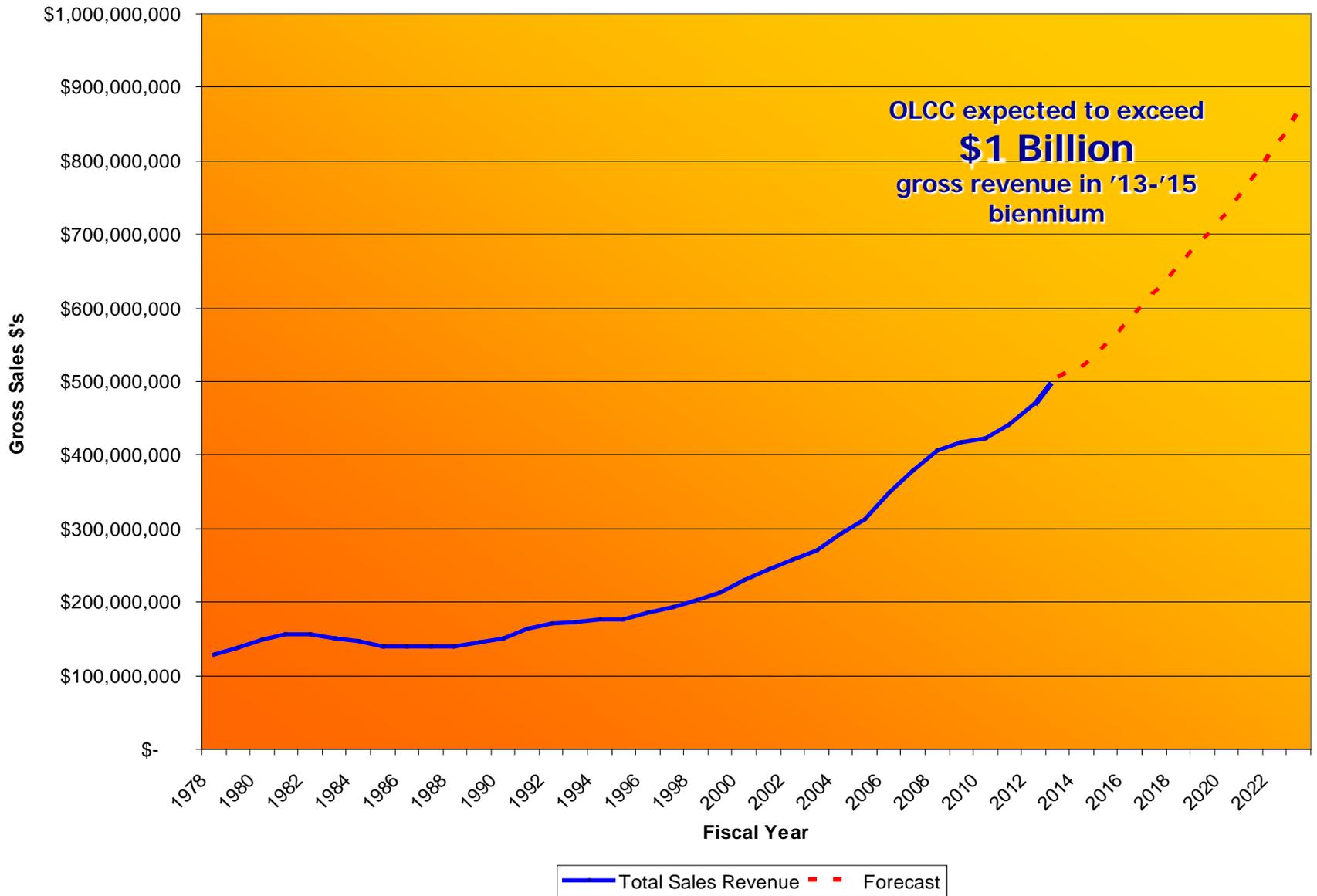
2011-2013 Biennium

OLCC Operations	\$41.8 Million
Credit Card Fees	\$ 8.3 Million
Liquor Agents Compensation	<u>\$83.2 Million</u>
	\$133.3 Million

Beer and Wine Tax Revenue



Ten-Year Forecast of Liquor Sales



Historical Perspective

Distilled Spirits Mark-up

Privilege Tax

Beer Tax

Wine Tax

1991 Mark-up 99% of cost + \$1.10 freight

1977 \$2.60/barrel

1977 \$0.65/gallon up to 14% ABV
\$.077/gallon over 14% ABV (but less than 21% ABV)

1993 Up to \$78.06/case (cost) x2.131 +\$1.40 freight
Over \$78.06/case (cost) x1.798 +1.40 freight

1983 \$0.67/gallon up to 14% ABV
\$.077/gallon over 14% ABV (but less than 21% ABV)

1983 - Bill passed to increase taxes on wine & dedicate an additional \$0.02 tax to the Wine Advisory Board (later renamed Oregon Wine Board)

2009 OLCC approves temp. \$0.50 surcharge/bottle

2011 OLCC extended \$0.50 surcharge per bottle thru '11-'13 biennium

2013 OLCC extended \$0.50 surcharge per bottle thru '13-'15 biennium

Distilled Spirits Sales Increase

- 1/3 sales growth from customers buying up
 - Improving economy
- 2/3 sales growth from increased volume
 - Population increase
 - Licensee sales improving
 - Washington border sales

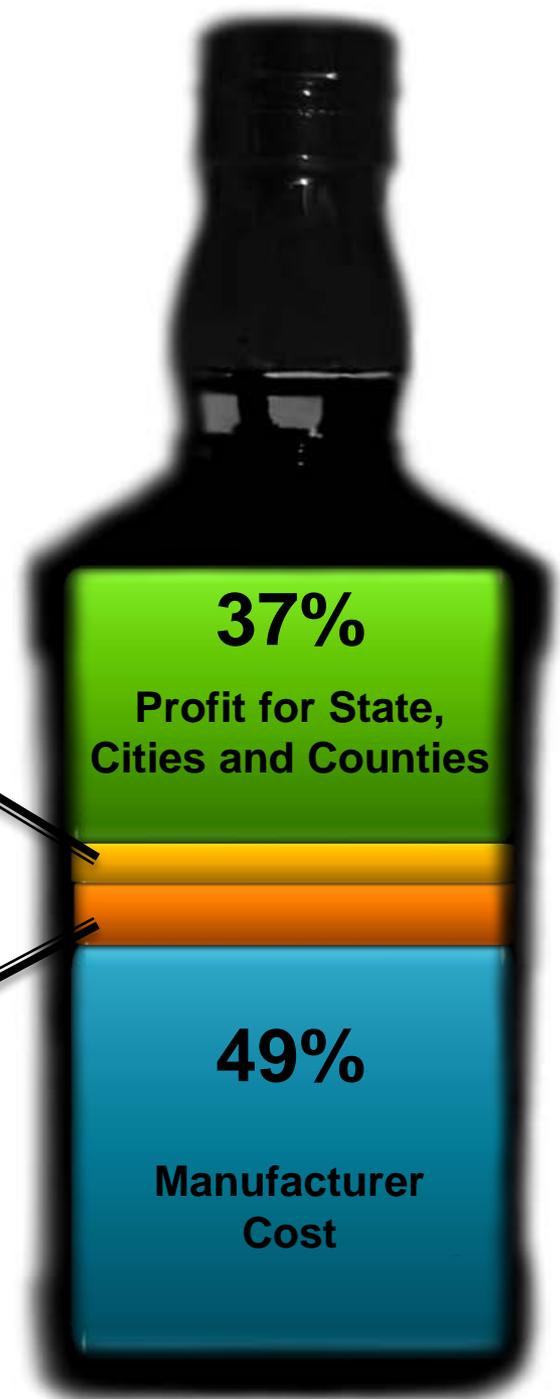
Current Distilled Spirits Model

5% OLCC Operating Expenses

Includes Enforcement & Licensing functions

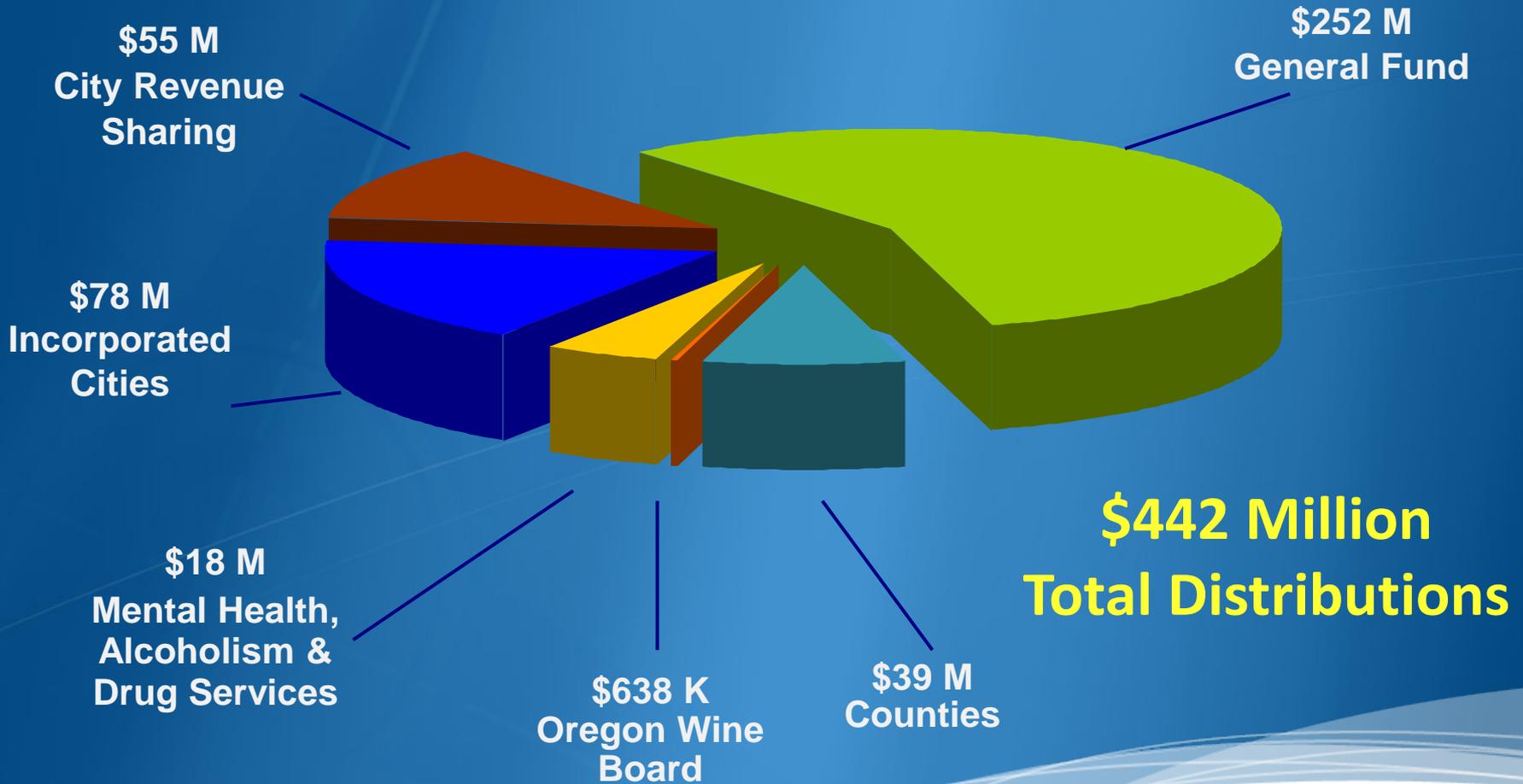
8.88% Liquor Store Operator Commission

Average Liquor Store Operator Compensation



Projected Revenue Distribution

2013-2015 Biennium
All Revenue Sources



\$397 Million for Oregon services such as:

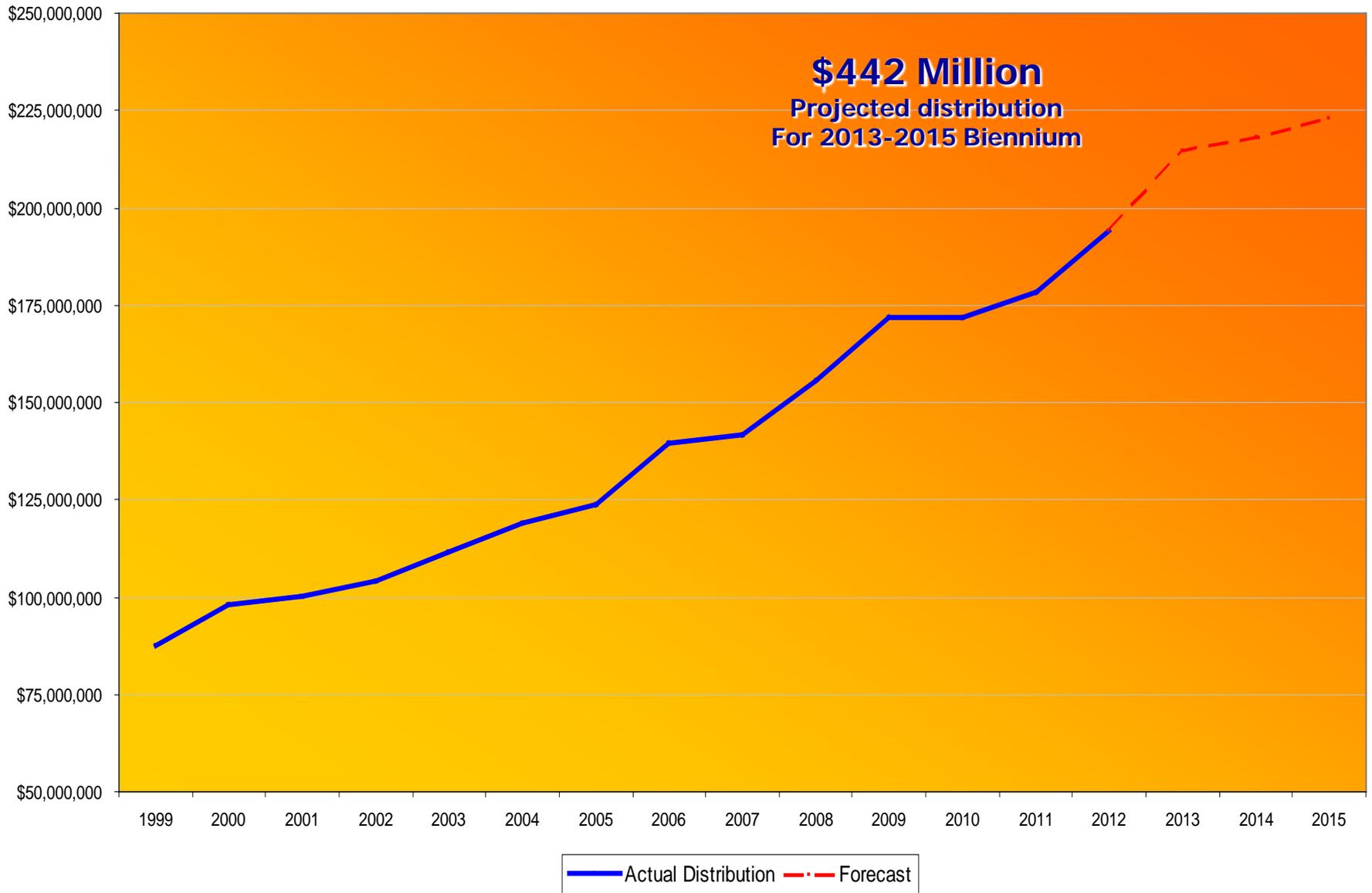


Education

**Police, Fire
& Rescue**

Healthcare

OLCC Projected Distributions



Liquor Dollars

Aged 10 years



Looking Forward

10 years

projected



