

Utah Department of Alcoholic Beverage Control



Mission Statement

Conduct, license, and regulate the sale of alcoholic products in a manner and at prices that reasonably satisfy the public demand and protect the public interest...

Promote the reduction of the harmful effects of:

- (a) over consumption of alcoholic products
- (b) consumption of alcoholic products by minors, and
- (c) impaired driving

Enforcing the Alcoholic Beverage Control Act in a way that is fair, impartial, consistent and equitable.

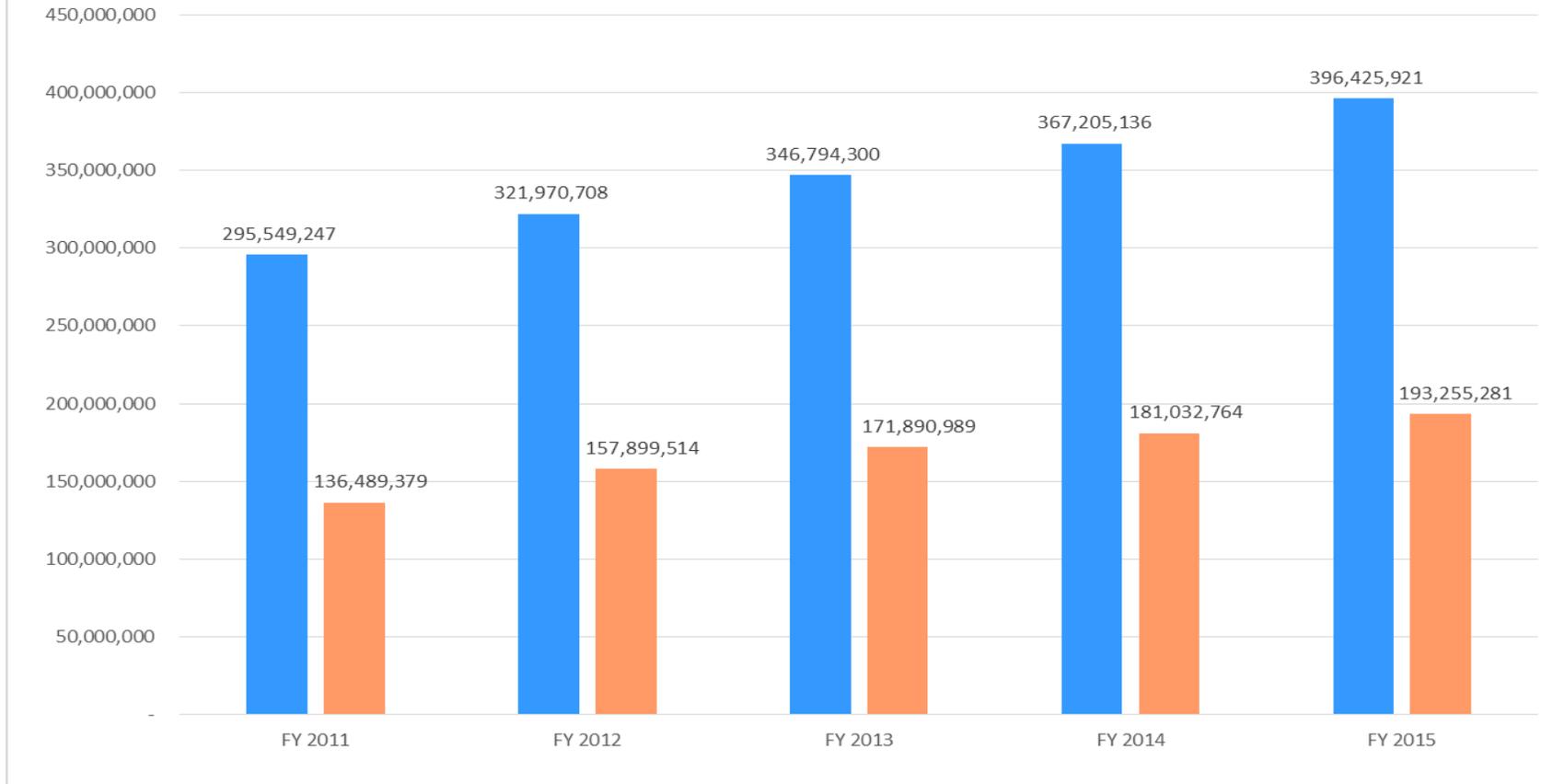
- Operations – Warehouse and Retail Stores
- Regulatory – Licensing and Compliance
- Alcohol Education – Parents Empowered

Retail Sales and Gross Profit Growth

Retail Sales increased 34% from FY 2011 - FY 2015

Gross Profit increased 42% from FY 2011 - FY 2015

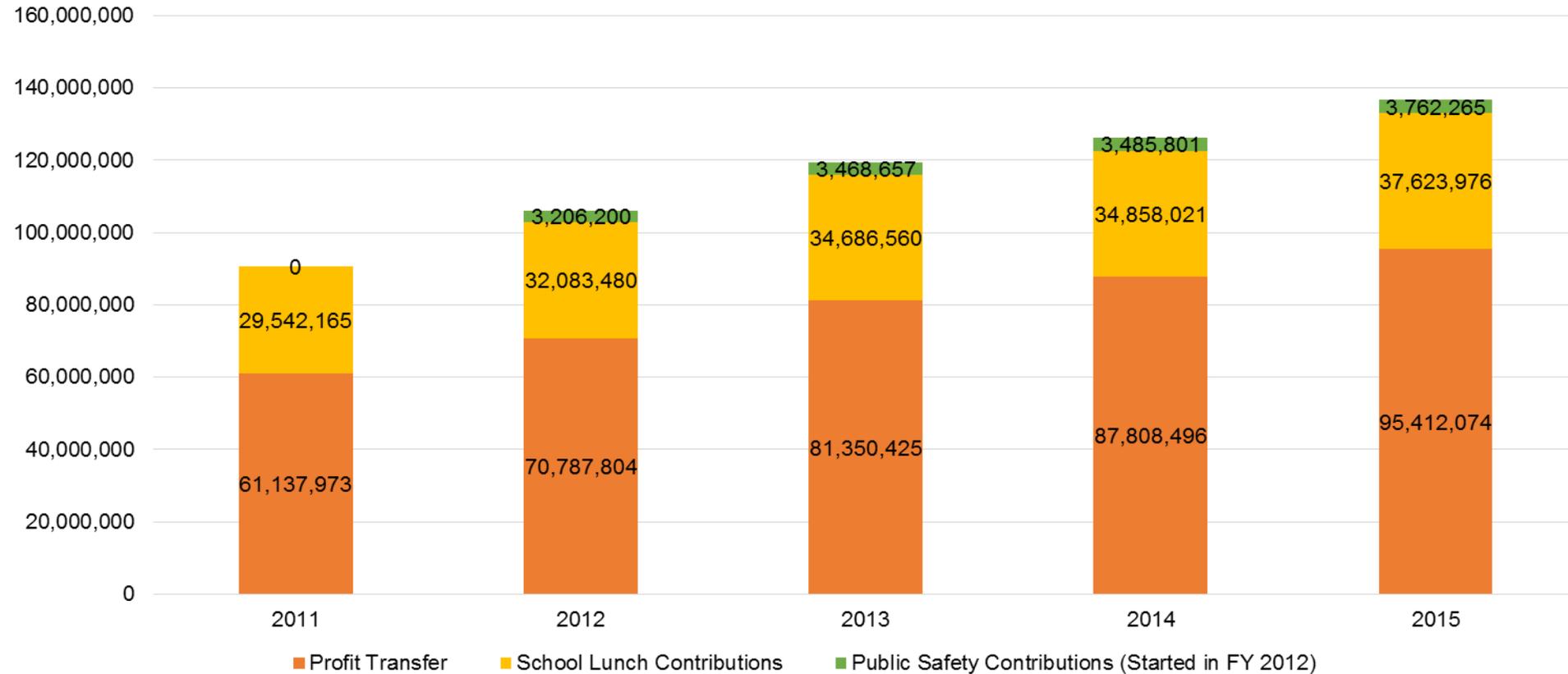
■ Total Retail Sales ■ Gross Profit



Liquor Fund Distributions

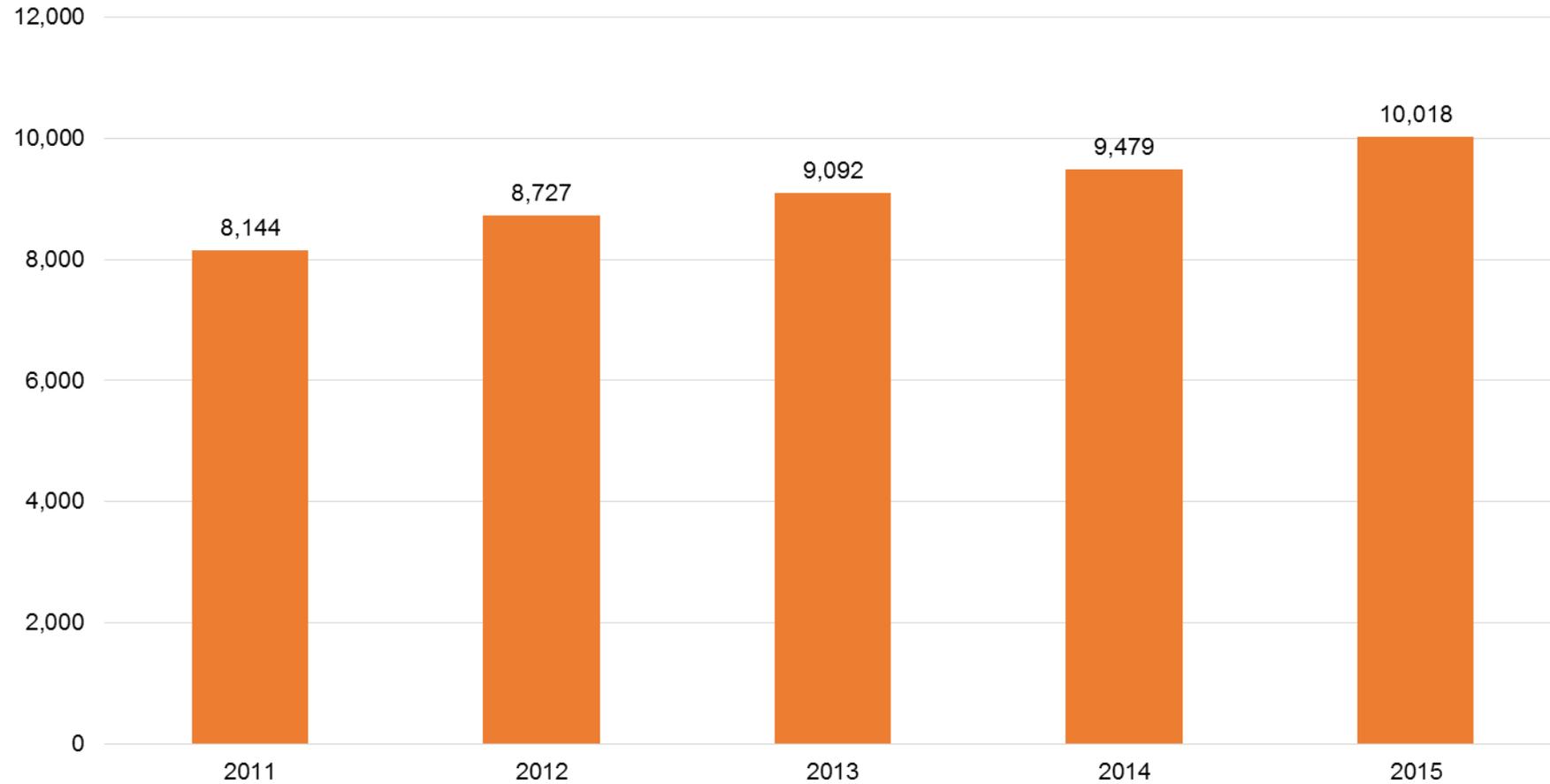
Total contributions increased 51% from FY 2011 to FY 2015

Profit Transfer, School Lunch and Public Safety Contributions



Cases Sold per FTE

Cases sold per FTE increased 23% from FY 2011 to FY 2015



Staffing

- Pay
- Additional Staff
 - Stores
 - Warehouse
 - Finance
 - Admin- IT Security Officer



DABC Infrastructure Needs

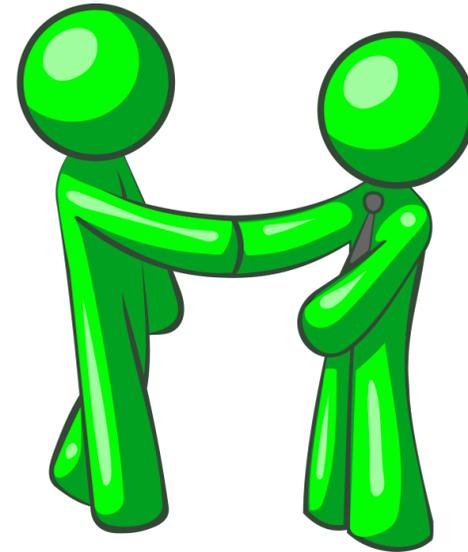
- Master Planning
 - Additional Stores
 - West Valley
 - Syracuse
 - Expansion and Replacement of Current Stores
 - Warehouse Capacity



Improving Employee Relations

- **DABC Work Group**

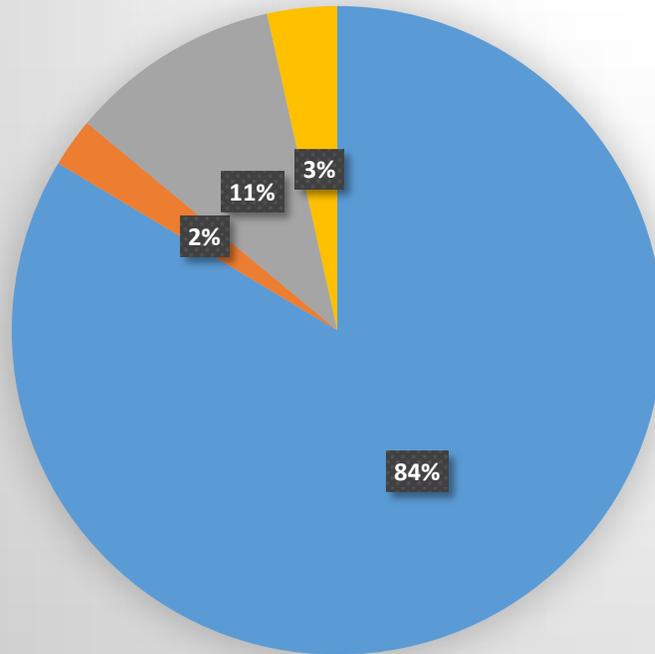
- Core of 13 employees, with other invitees.
- Objective = Collaborative effort between Admin and Stores on key topics
- Accomplishments to date:
 - Updates to Best Practices
 - Quarterly Cycle counts
 - Employee Quarterly Status review
 - Updates to Employee Training program



Licensing and Compliance

Assisting licensees to remain in compliance and in business

Total Licensee and Permits = 2,182



■ Retail Licenses = 1857

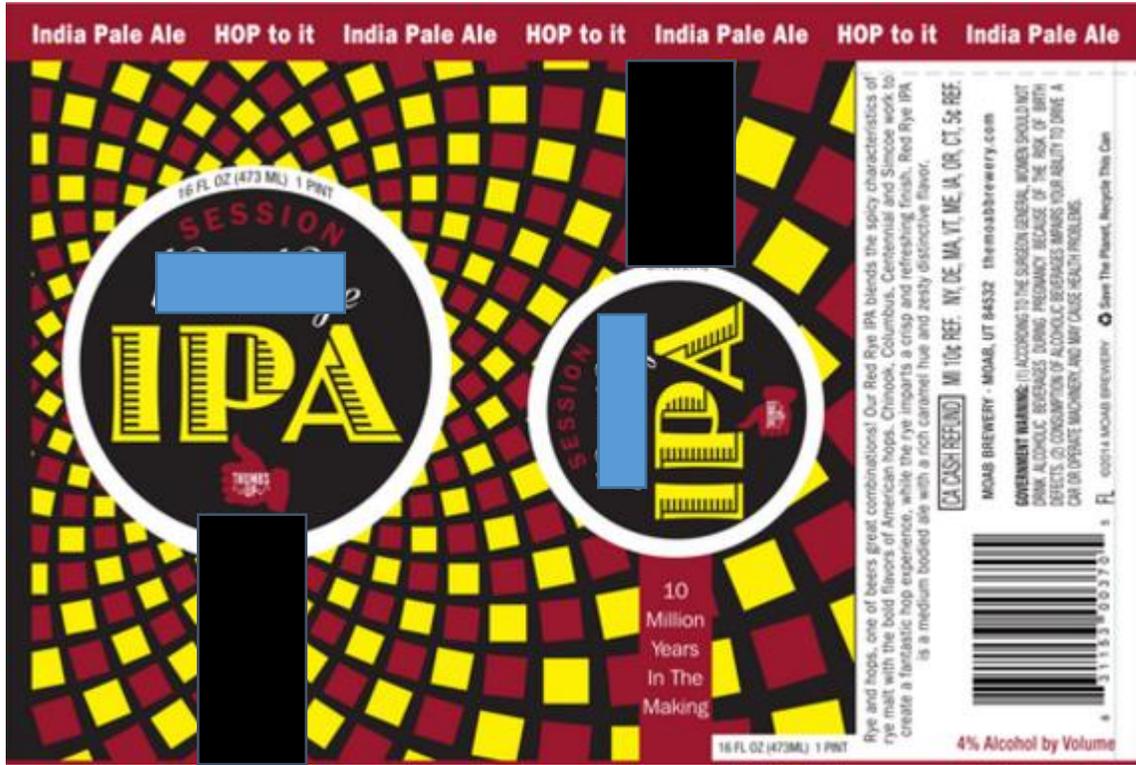
■ Manufacturing License = 54

■ Special Use Permits = 233

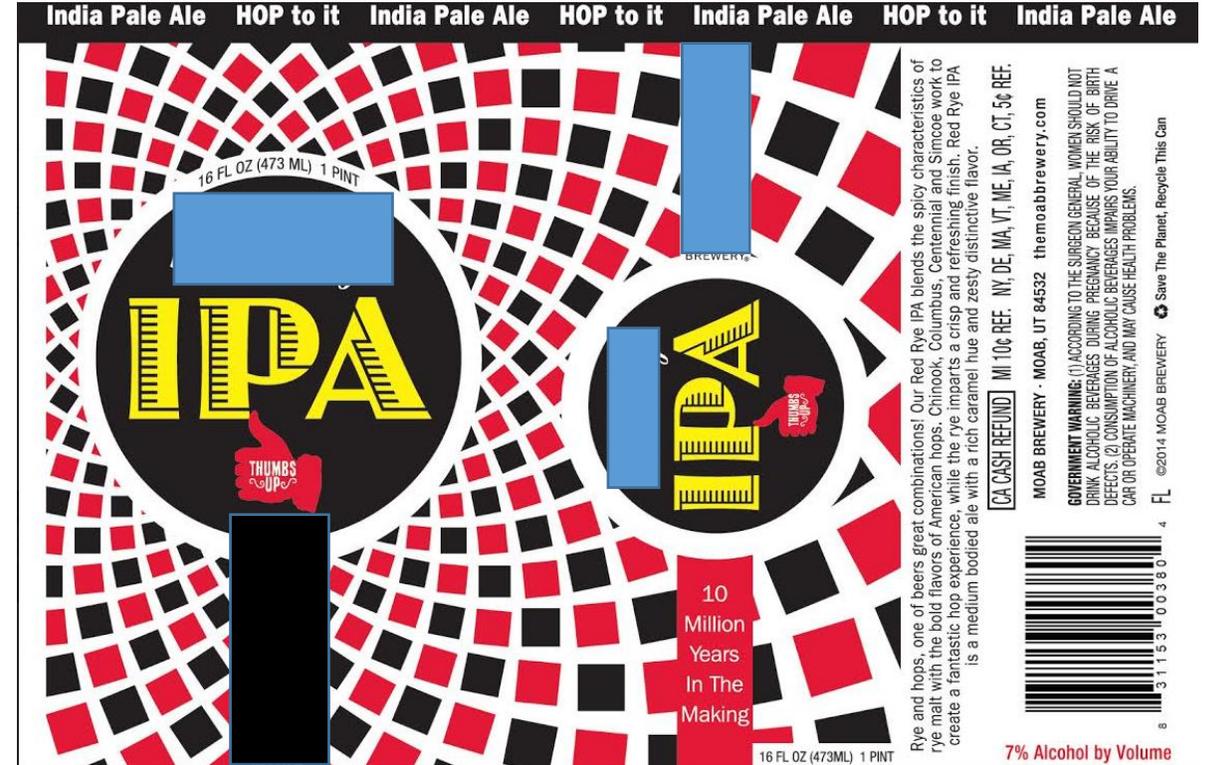
■ Distribution Licenses = 77

Areas for Possible Future Legislation

- **Manufacturing**
 - Label issues -
 - Beer and Heavy beer products with similar labels
 - Label approval for non-traditional “beer”
 - COLA requirements for innovative malted products
 - Brewer certificates, label approval and special orders
 - Product innovations
 - Home Distilling



- 4% Alcohol By Volume
- Includes word “session”
- Red stripe at the top
- Includes yellow in background



- 7% Alcohol By Volume
- Word “session” not included
- Black stripe at the top
- No yellow in background

Areas for Possible Future Legislation

- **Distribution**
 - Licensee direct shipment
 - Sales to distributors when ultimate destination is authorized customer
 - Beer defined
 - Delivery Services

Areas for Possible Future Legislation

- **Retail**
 - Streamlining dining establishments
 - Event Center/Theater License



Eliminating Underage Drinking in Utah

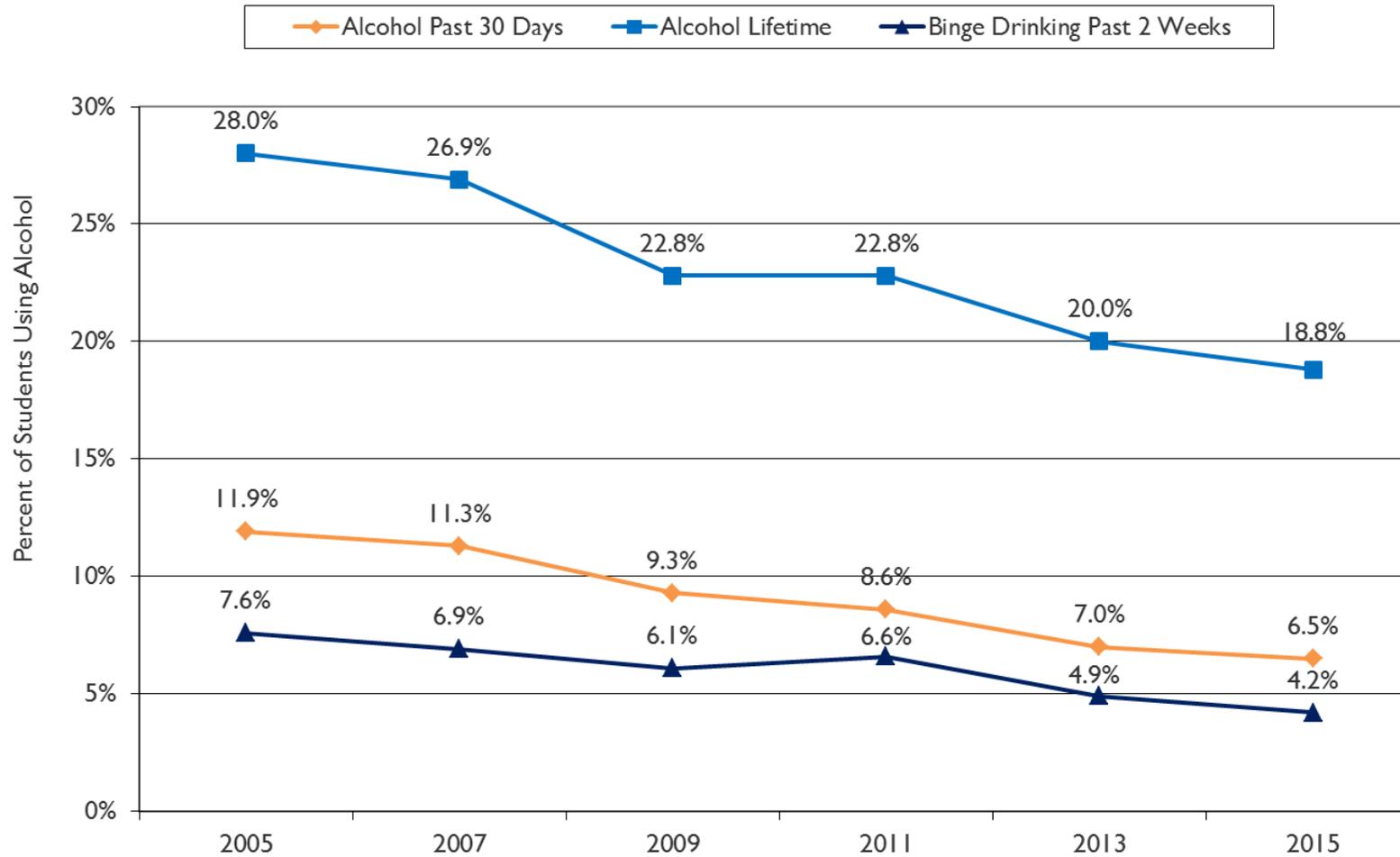
Sponsored by The Utah Department of Alcoholic Beverage Control and Utah Prevention

Alcohol

is the #1 substance abused by youth. It kills more youth under 21 than all other drugs.



Youth Alcohol Use Trends - Grades 6, 8, 10 & 12 Combined (2005-2015)



Source: Utah Data - Utah Student Health and Risk Prevention Survey (SHARP)