SENATE FINANCE & CLAIMS

Exhibit No. 1

Date 4-23-13

Bill No. HB 284

Kadas, Mike

From: Helfert, Shauna
Sent: Monday, April 01, 2013 7:06 PM
To: Kadas, Mike
Subject: RE: HB 284
Attachments: HB 284 current agency store commissions.xlsx

Hi Mike

Please find the attached spreadsheet with the current commission rates for each store. You will see 3 commission and discounts for each store then a percentage total and the total actual dollars. The following columns are the cost for each store for the next two years if this bill passes. I will also bring you a copy of this to our Tuesday noon meeting.

The number of agency liquor stores has declined from 106 in 1996 when the stores were privatized to 96 today. I will get you a list of those communities in which a store was closed. They have all been in communities with a very small population.

		Total Stores
1996	-	106
1997	-	104
1998	-	104
1999	-	102
2000	-	101
2001	-	99
2002	-	98
2003	-	98
2004	-	99
2005	-	99
2006	-	98
2007	-	99
2008	-	96
2009	-	96
2010	-	97
2011	-	97
2012	-	96
2013	-	96

Let me know if you would like additional information. Thanks, Shauna

From: Kadas, Mike
Sent: Friday, March 29, 2013 8:49 AM
To: Helfert, Shauna
Subject: HB 284

Shauna,
Thanks for sheet on HB 284.

Could you add a couple of pieces of information:

- What are the current commission rates (Fy 13)
- A history of the number of agency stores by year

Thanks.
Mke

Mike Kadas
Director
Montana Department of Revenue
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Store Name	FY 2014 Projected Sales 7% increase	Commission Discount	Weighted Average Discount	Sales Volume Discount Rate for FY 2014	Total Discounts	FY 2014 $ Discounts	HB 284.02			HB 284.02 (YEAR 2)			
							Latest Proposal	Difference in current rate	Cost	FY 2015 Projected Sales 7% increase	Latest Proposal	Difference in current rate	Cost
WINNETT #39	29,134.04	10.12%	1.430%	1.50%	13.050%	$3,801.99	2.250%	0.750%	$219	31,173.42	3.000%	1.500%	$468
LIMA #82	60,343.16	10.12%	1.292%	1.50%	12.912%	$7,791.51	2.250%	0.750%	$453	64,567.18	3.000%	1.500%	$969
NASHUA #95	74,926.15	10.12%	1.844%	1.50%	13.464%	$10,088.06	2.250%	0.750%	$562	80,170.98	3.000%	1.500%	$1,203
ALBERTON #138	75,023.87	10.12%	0.160%	1.50%	11.780%	$8,837.81	2.250%	0.750%	$563	80,275.54	3.000%	1.500%	$1,204
FAIRFIELD #130	80,011.62	10.12%	0.914%	1.50%	12.534%	$10,028.66	2.250%	0.750%	$600	85,612.44	3.000%	1.500%	$1,284
WINIFRED #160	89,053.07	10.12%	2.236%	1.50%	13.856%	$12,339.19	2.250%	0.750%	$668	95,286.78	3.000%	1.500%	$1,429
AUGUSTA #81	92,597.62	10.12%	1.244%	1.50%	12.864%	$11,911.76	2.250%	0.750%	$694	99,079.46	3.000%	1.500%	$1,486
CIRCLE #47	92,599.91	10.00%	1.200%	1.50%	12.700%	$11,760.19	2.250%	0.750%	$694	99,081.91	3.000%	1.500%	$1,486
CHESTER #35	96,569.68	10.12%	0.876%	1.50%	12.496%	$12,067.35	2.250%	0.750%	$724	103,329.56	3.000%	1.500%	$1,550
VALIER #78	101,025.17	10.12%	0.646%	1.50%	12.266%	$12,391.75	2.250%	0.750%	$758	108,096.94	3.000%	1.500%	$1,621
POPLAR #100	105,985.40	10.16%	3.318%	1.50%	14.978%	$15,874.49	2.250%	0.750%	$795	113,404.37	3.000%	1.500%	$1,701
TWIN BRIDGES #77	132,338.08	10.00%	0.037%	1.50%	11.537%	$15,267.84	2.250%	0.750%	$993	141,601.74	3.000%	1.500%	$2,124
BOULDER #56	134,826.46	10.16%	1.693%	1.50%	13.353%	$18,003.38	2.250%	0.750%	$1,011	144,264.31	3.000%	1.500%	$2,164
STANFORD #43	154,169.20	10.22%	0.570%	1.50%	12.290%	$18,947.39	2.250%	0.750%	$1,156	164,961.04	3.000%	1.500%	$2,474
SCOBEY #51	158,873.25	10.12%	1.005%	1.50%	12.625%	$20,057.75	2.250%	0.750%	$1,192	169,994.38	3.000%	1.500%	$2,550
CHOTEAU #34	161,239.82	10.12%	1.462%	1.50%	13.082%	$21,093.39	2.250%	0.750%	$1,209	172,526.60	3.000%	1.500%	$2,588
W. SULPHUR SPRINGS #36	165,954.40	10.16%	1.458%	1.50%	13.118%	$21,769.90	2.250%	0.750%	$1,245	177,571.21	3.000%	1.500%	$2,664
ST IGNATIUS #74	188,603.63	10.22%	0.923%	1.50%	12.643%	$23,845.16	2.250%	0.750%	$1,415	201,805.89	3.000%	1.500%	$3,027
HARLOWTON #38	192,349.10	10.00%	1.401%	1.50%	12.901%	$24,814.96	2.250%	0.750%	$1,443	205,813.53	3.000%	1.500%	$3,087
WILSALL #117	200,853.87	10.22%	1.703%	1.50%	13.423%	$26,960.62	2.250%	0.750%	$1,506	214,913.64	3.000%	1.500%	$3,224
SUPERIOR #30	202,907.71	10.22%	1.401%	1.50%	13.121%	$26,623.52	2.250%	0.750%	$1,522	217,111.25	3.000%	1.500%	$3,257
FORT BENTON #31	210,317.33	10.16%	1.529%	1.50%	13.189%	$27,738.75	2.250%	0.750%	$1,577	225,039.54	3.000%	1.500%	$3,376
HOT SPRINGS #61	230,889.01	10.32%	0.149%	1.50%	11.969%	$27,635.11	2.250%	0.750%	$1,732	247,051.24	3.000%	1.500%	$3,706
SHERIDAN #105	278,335.61	10.22%	0.904%	1.50%	12.624%	$35,137.09	2.250%	0.750%	$2,088	297,819.10	3.000%	1.500%	$4,467
CHINOOK #28	278,351.24	10.22%	3.183%	1.50%	14.903%	$41,482.68	2.250%	0.750%	$2,088	297,835.82	3.000%	1.500%	$4,468
LINCOLN #112	279,652.42	10.22%	2.046%	1.50%	13.766%	$38,496.95	2.250%	0.750%	$2,097	299,228.08	3.000%	1.500%	$4,488
ROUNDUP #44	335,037.18	10.22%	0.835%	1.50%	12.555%	$42,063.92	2.250%	0.750%	$2,513	358,489.78	3.000%	1.500%	$5,377
BIG TIMBER #17	353,680.68	10.22%	1.053%	1.50%	12.773%	$45,175.63	2.250%	0.750%	$2,653	378,438.32	3.000%	1.500%	$5,677
CONRAD #33	371,444.94	10.22%	1.586%	1.50%	13.306%	$49,424.46	2.250%	0.750%	$2,786	397,446.09	3.000%	1.500%	$5,962

							HB 284.02			HB 284.02 (YEAR 2)			
Store Name	FY 2014 Projected Sales 7% increase	Commission Discount	Weighted Average Discount	Sales Volume Discount Rate for FY 2014	Total Discounts	FY 2014 $ Discounts	Latest Proposal	Difference in current rate	Cost	FY 2015 Projected Sales 7% increase	Latest Proposal	Difference in current rate	Cost
WHITEHALL #104	373,332.43	10.22%	0.516%	1.50%	12.236%	$45,680.96	2.250%	0.750%	$2,800	399,465.70	3.000%	1.500%	$5,992
TROY #70	377,192.00	10.22%	0.702%	1.50%	12.422%	$46,854.79	2.250%	0.750%	$2,829	403,595.44	3.000%	1.500%	$6,054
PLAINS #108	395,306.21	10.22%	0.386%	1.50%	12.106%	$47,855.77	2.250%	0.750%	$2,965	422,977.64	3.000%	1.500%	$6,345
TOWNSEND #49	397,291.75	10.22%	1.467%	1.50%	13.187%	$52,390.86	2.250%	0.750%	$2,980	425,102.17	3.000%	1.500%	$6,377
COLUMBUS # 16	416,793.92	10.22%	2.177%	1.50%	13.897%	$57,921.85	2.250%	0.750%	$3,126	445,969.49	3.000%	1.500%	$6,690
GARDINER #58	418,391.00	13.10%	1.154%	1.50%	15.754%	$65,913.32	2.250%	0.750%	$3,138	447,678.37	3.000%	1.500%	$6,715
DARBY #85	491,092.03	10.22%	0.919%	1.50%	12.639%	$62,069.12	2.250%	0.750%	$3,683	525,468.47	3.000%	1.500%	$7,882
SEELEY LAKE #122	493,363.57	10.22%	1.051%	1.50%	12.771%	$63,007.46	2.250%	0.750%	$3,700	527,899.02	3.000%	1.500%	$7,918
FORSYTH #23	531,400.70	10.12%	2.992%	1.50%	14.612%	$77,648.27	2.250%	0.750%	$3,986	568,598.75	3.000%	1.500%	$8,529
WEST YELLOWSTONE #59	543,375.09	10.12%	2.604%	1.50%	14.224%	$77,289.67	2.250%	0.750%	$4,075	581,411.35	3.000%	1.500%	$8,721
RONAN #101	587,109.24	10.16%	1.179%	1.50%	12.839%	$75,378.96	2.250%	0.750%	$4,403	628,206.89	3.000%	1.500%	$9,423
DEER LODGE #11	591,284.18	10.22%	0.925%	1.50%	12.645%	$74,767.88	2.250%	0.750%	$4,435	632,674.07	3.000%	1.500%	$9,490
STEVENSVILLE #115	592,319.74	10.22%	0.127%	1.50%	11.847%	$70,172.12	2.250%	0.750%	$4,442	633,782.12	3.000%	1.500%	$9,507
PLENTYWOOD #53	599,659.92	10.22%	3.254%	1.50%	14.974%	$89,793.08	2.250%	0.750%	$4,497	641,636.12	3.000%	1.500%	$9,625
ENNIS #60	612,695.64	10.12%	1.154%	1.50%	12.774%	$78,265.74	2.250%	0.750%	$4,595	655,584.33	3.000%	1.500%	$9,834
SHELBY #29	618,443.04	10.22%	1.765%	1.50%	13.485%	$83,397.04	2.250%	0.750%	$4,638	661,734.05	3.000%	1.500%	$9,926
HARDIN #37	622,726.80	10.22%	1.984%	1.50%	13.704%	$85,338.48	2.250%	0.750%	$4,670	666,317.67	3.000%	1.500%	$9,995
HUNGRY HORSE #62	625,163.77	10.12%	2.101%	.875%	13.096%	$81,871.45	2.250%	1.375%	$8,596	668,925.24	3.000%	2.125%	$14,215
MALTA #22	631,935.28	10.22%	1.136%	.875%	12.231%	$77,292.00	2.250%	1.375%	$8,689	676,170.75	3.000%	2.125%	$14,369
THOMPSON FALLS #7	635,794.68	10.12%	1.033%	.875%	12.028%	$76,473.38	2.250%	1.375%	$8,742	680,300.31	3.000%	2.125%	$14,456
BRIDGER #91	637,386.72	10.16%	0.823%	.875%	11.858%	$75,581.32	2.250%	1.375%	$8,764	682,003.80	3.000%	2.125%	$14,493
GLASGOW #24	644,579.22	10.22%	1.496%	.875%	12.591%	$81,158.97	2.250%	1.375%	$8,863	689,699.76	3.000%	2.125%	$14,656
GREAT FALLS #141	646,043.37	10.12%	2.371%	.875%	13.366%	$86,350.16	1.000%	0.125%	$808	691,266.41	1.000%	0.125%	$864
LIBBY #6	697,179.36	10.12%	1.621%	.875%	12.616%	$87,956.15	2.250%	1.375%	$9,586	745,981.91	3.000%	2.125%	$15,852
EUREKA #69	712,521.02	10.22%	1.021%	.875%	12.116%	$86,329.05	2.250%	1.375%	$9,797	762,397.49	3.000%	2.125%	$16,201
GLENDIVE #21	734,960.20	10.12%	2.480%	.875%	13.475%	$99,035.89	2.250%	1.375%	$10,106	786,407.41	3.000%	2.125%	$16,711
ABSAROKEE #167	746,658.96	10.09%	2.006%	.875%	12.971%	$96,849.13	2.250%	1.375%	$10,267	798,925.08	3.000%	2.125%	$16,977
ST REGIS #185	785,914.32	10.22%	3.527%	.875%	14.622%	$114,916.39	2.250%	1.375%	$10,806	840,928.32	3.000%	2.125%	$17,870

Store Name	FY 2014 Projected Sales 7% increase	Commission Discount	Weighted Average Discount	Sales Volume Discount Rate for FY 2014	Total Discounts	FY 2014 $ Discounts	HB 284.02			HB 284.02 (YEAR 2)			
							Latest Proposal	Difference in current rate	Cost	FY 2015 Projected Sales 7% increase	Latest Proposal	Difference in current rate	Cost
WOLF POINT #52	885,929.40	10.22%	1.950%	.875%	13.045%	$115,569.49	2.250%	1.375%	$12,182	947,944.46	3.000%	2.125%	$20,144
MEDICINE LAKE #90	900,858.44	10.22%	3.061%	.875%	14.156%	$127,525.52	2.250%	1.375%	$12,387	963,918.53	3.000%	2.125%	$20,483
RED LODGE #27	979,870.56	10.22%	1.816%	.875%	12.911%	$126,511.09	2.250%	1.375%	$13,473	1,048,461.50	3.000%	2.125%	$22,280
LOLO #192	992,775.13	11.40%	3.869%	.875%	16.144%	$160,273.62	2.250%	1.375%	$13,651	1,062,269.39	3.000%	2.125%	$22,573
BIG SKY #190	1,003,051.36	10.12%	1.245%	.875%	12.240%	$122,773.49	2.250%	1.375%	$13,792	1,073,264.95	3.000%	2.125%	$22,807
ANACONDA #14	1,015,544.85	10.12%	1.751%	.875%	12.746%	$129,441.35	2.250%	1.375%	$13,964	1,086,632.99	3.000%	2.125%	$23,091
LEWISTOWN #15	1,028,293.42	10.12%	2.526%	.875%	13.521%	$139,035.55	2.250%	1.375%	$14,139	1,100,273.96	3.000%	2.125%	$23,381
HELENA #5	1,085,390.45	10.12%	1.879%	.875%	12.874%	$139,733.17	1.000%	0.125%	$1,357	1,161,367.78	1.125%	0.250%	$2,903
DILLON #32	1,097,186.58	10.12%	1.100%	.875%	12.095%	$132,704.72	2.250%	1.375%	$15,086	1,173,989.64	1.875%	1.000%	$11,740
VICTOR #172	1,133,481.05	11.02%	1.712%	.875%	13.607%	$154,232.77	1.375%	0.500%	$5,667	1,212,824.73	1.875%	1.000%	$12,128
BIGFORK #179	1,358,426.88	11.00%	1.244%	.875%	13.119%	$178,212.02	1.375%	0.500%	$6,792	1,453,516.77	1.875%	1.000%	$14,535
HAMILTON #18	1,397,343.47	10.03%	1.741%	.875%	12.646%	$176,708.05	1.375%	0.500%	$6,987	1,495,157.51	1.875%	1.000%	$14,952
CUT BANK #45	1,608,352.71	10.03%	2.234%	.875%	13.139%	$211,321.46	1.375%	0.500%	$8,042	1,720,937.41	1.875%	1.000%	$17,209
POLSON #54	1,617,042.74	10.12%	0.776%	.875%	11.771%	$190,342.10	1.375%	0.500%	$8,085	1,730,235.73	1.875%	1.000%	$17,302
BAKER #42	1,682,185.54	10.16%	2.396%	.875%	13.431%	$225,934.34	1.375%	0.500%	$8,411	1,799,938.53	1.875%	1.000%	$17,999
COLUMBIA FALLS #73	1,705,730.81	10.03%	1.914%	.875%	12.819%	$218,657.63	1.375%	0.500%	$8,529	1,825,131.97	1.875%	1.000%	$18,251
BUTTE #2	1,729,392.34	10.03%	0.881%	.875%	11.786%	$203,826.18	1.375%	0.500%	$8,647	1,850,449.81	1.875%	1.000%	$18,504
LIVINGSTON #8	1,759,797.11	10.03%	1.976%	.875%	12.881%	$226,679.47	1.375%	0.500%	$8,799	1,882,982.91	1.875%	1.000%	$18,830
HAVRE #26	1,765,956.33	10.03%	3.080%	.875%	13.985%	$246,968.99	1.375%	0.500%	$8,830	1,889,573.27	1.875%	1.000%	$18,896
SIDNEY #50	1,880,006.11	10.12%	1.656%	.875%	12.651%	$237,839.57	1.375%	0.500%	$9,400	2,011,606.54	1.875%	1.000%	$20,116
MILES CITY #13	1,960,425.49	10.03%	2.391%	.875%	13.296%	$260,658.17	1.375%	0.500%	$9,802	2,097,655.28	1.875%	1.000%	$20,977
KALISPELL #12	2,394,912.07	10.00%	1.214%	.875%	12.089%	$289,520.92	1.375%	0.500%	$11,975	2,562,555.91	1.875%	1.000%	$25,626
KALISPELL #195	2,483,351.51	10.03%	1.271%	.875%	12.176%	$302,372.88	1.375%	0.500%	$12,417	2,657,186.11	1.875%	1.000%	$26,572
BILLINGS #4	2,552,524.21	8.80%	4.292%	.875%	13.967%	$356,511.06	0.000%	0.000%	$0	2,731,200.90	1.000%	0.125%	$3,414
BUTTE #116	2,585,098.45	9.19%	1.475%	.875%	11.540%	$298,320.36	1.375%	0.500%	$12,925	2,766,055.34	1.875%	1.000%	$27,661
EAST HELENA #83	3,099,367.72	10.00%	1.269%	.875%	12.144%	$376,387.22	1.375%	0.500%	$15,497	3,316,323.46	1.125%	0.250%	$8,291
WHITEFISH #64	3,149,855.92	9.19%	1.858%	.875%	11.923%	$375,557.32	1.000%	0.125%	$3,937	3,370,345.83	1.125%	0.250%	$8,426
EVERGREEN #67	3,615,440.33	9.19%	0.738%	.875%	10.803%	$390,576.02	1.000%	0.125%	$4,519	3,868,521.15	1.125%	0.250%	$9,671

							HB 284.02			HB 284.02 (YEAR 2)			
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BOZEMAN #9	3,756,325.42	9.19%	2.516%	.875%	12.581%	$472,583.30	1.000%	0.125%	$4,695	4,019,268.20	1.125%	0.250%	$10,048
BOZEMAN #193	3,805,674.56	9.52%	2.060%	.875%	12.455%	$473,996.77	1.000%	0.125%	$4,757	4,072,071.78	1.125%	0.250%	$10,180
HELENA #1	4,227,873.04	9.19%	1.879%	.875%	11.944%	$504,977.16	1.000%	0.125%	$5,285	4,523,824.15	1.125%	0.250%	$11,310
GREAT FALLS #139	4,615,406.52	8.80%	1.783%	.875%	11.458%	$528,833.28	1.000%	0.125%	$5,769	4,938,484.98	1.000%	0.125%	$6,173
LAUREL #65	4,802,549.91	10.12%	1.818%	.875%	12.813%	$615,350.72	1.000%	0.125%	$6,003	5,138,728.41	1.125%	0.250%	$12,847
BILLINGS #196	5,001,878.90	8.80%	2.253%	.875%	11.928%	$596,624.12	0.000%	0.000%	$0	5,352,010.42	1.000%	0.125%	$6,690
GREAT FALLS #140	5,081,744.90	9.02%	2.500%	.875%	12.395%	$629,882.28	1.000%	0.125%	$6,352	5,437,467.05	1.000%	0.125%	$6,797
BILLINGS #3	6,290,702.78	8.80%	2.635%	.875%	12.310%	$774,385.51	0.000%	0.000%	$0	6,731,051.97	1.000%	0.125%	$8,414
MISSOULA #170	6,374,324.17	8.73%	1.385%	.875%	10.990%	$700,538.23	0.000%	0.000%	$0	6,820,526.87	1.000%	0.125%	$8,526
BELGRADE #76	7,627,001.51	10.00%	1.248%	.875%	12.123%	$924,621.39	0.000%	0.000%	$0	8,160,891.62	1.000%	0.125%	$10,201
MISSOULA #171	8,674,178.11	7.39%	2.320%	.875%	10.585%	$918,161.75	0.000%	0.000%	$0	9,281,370.58	1.000%	0.125%	$11,602
	129,812,258.54					$16,013,139.54			**$499,093**	138,899,116.63			**$966,314**