Control State Data Matrix

State Name	Green Book Sales Accumulate From	Sales Reporting Period	Approx Rct Monthly Data (for GB)	CSC	SAM Granularity	Sunday Sales Allowed	Retail By	Bailment	Inventory Managed by	Warehouse Data Frequency	Daily Sales Data Lag (Days)	Spirits / Wine Reported	Pricing
Alabama	Retail C	M	2nd/3rd Week	No	1	No	State/Pvt	Yes	State/Vendor	Daily	1 to 3	S-L-F-V	Retail, Shelf
Idaho	Retail B	M	1st Week	Yes	1	Yes	State/Agency	Yes	State/Vendor	Daily	1	S-L-F-V	Retail, Shelf
Iowa	Warehouse B	M	1st Week	Yes	3	Yes	Private	Yes	State/Vendor	Daily	1	S	Wholesale
Maine	Warehouse B	M	1st Week	Yes	4	Yes	Private	Yes	Vendor	Daily	1	S	Retail, Shelf
Maryland, Montgomery Cnty	Retail D	M	1st Week	No	1	Yes	County/Pvt	No	County	Daily	2 to 4	S-T-F-V- *-M	Retail, Shelf ❸
Michigan	Warehouse A	4,4,5	3rd Week	No	2	Yes	Private	Yes	Vendor	Daily ❷	N/A	S	Min Retail
Mississippi	Warehouse A	M	3rd Week	Yes	2	No	Private	Yes	Vendor	Daily	2 to 6	S-T-F-V- *	Wholesale
Montana	Warehouse B	M	1st Week	Yes	3	No	Private	Yes	State/Vendor	Daily	2 to 4	S-F-V	Wholesale
New Hampshire	Retail C	4,4,5	1st Week	No	1	Yes	State/Agency/Pvt	Yes	State/Vendor	Daily	1	S-T-F-V- *	Retail, Shelf ❸
North Carolina	Retail A	M	3rd Week	No	1 ❶	No	State	Yes	Vendor	Daily	8 to 14	S	Retail, Shelf
Ohio	Retail A	M	2nd Week	No	1	Yes	Agency	Yes	Vendor	Daily	1	S	Retail, Shelf
Oregon	Retail A	M	3rd Week	No	1	Yes	Agency	Yes	State/Vendor	Daily	2	S-V	Retail, Shelf
Pennsylvania	Retail D	4,5,4	2nd Week	No	1	Yes	State/Pvt (WEP)	Yes	State/Vendor	Daily	1 to 2	S-T-F-V- *	Retail, Shelf ❸
Utah	Retail C	4,4,5	1st Week	Yes	1	No	State/Pvt	Yes	State/Vendor	Daily	5	S-T-F-V- *-M	Retail, Shelf
Vermont	Retail A	M	1st Week	Yes	1	Yes	Agency	Yes	Vendor	Daily	1 some, 2 most, 3-4 addtl	S-F-V	Retail, Shelf ❸
Virginia	Retail A	M	2nd Week	Yes	1	Yes	State	Yes	Vendor	Daily	3	S-L-V-D	Retail, Shelf
West Virginia	Warehouse B	M	1st Week	No	3	Yes	Private	Yes	Vendor	Daily	1	S-F-V	Wholesale
Wyoming	Warehouse A	M	1st Week	Yes	2	Yes	Private	No	State	Daily	1 Prelim; 2-6 Verified	S-T-F-V- *	Wholesale

Glossary:
State Store = Operated by state
Agency = State owned inventory, Independent retailer is paid a commission for sales
Package Store = Initially purchased thru ABC warehouse, all products are owned by Independent retailers, Supermarkets, and Convenience stores

Green Book Sales:
Retail A = Consumer takeaways from state store or agency, & wholesale sales (from st strs) to on-prem licensees
Retail B = Consumer takeaways from state store & agency, & wholesale sales (from strs) to on-prem licensees
Retail C = Consumer takeaways from state store, whls sales to package stores, & whls sales (from strs) to on-prem licensees
Retail D = Consumer takeaways from st or cty strs, whls sales to pkg str, whls sales (from wrhs) to on-prem lic., whsl sales (from st or cty strs) to on-prem licensees
Warehouse A = Warehouse depletions to on-prem and off-prem licensees
Warehouse B = Warehouse depletions to off-prem licensees

Approx Rct Monthly Data = Time after close of sales period that NABCA expects to receive Monthly Sales data

SAM Granularity:
1 = State store/agency and on-prem licensee detail
2 = Off-premise and on-prem licensee detail
3 = Total off-prem sales which include on-prem licensee purchases
4 = Total off-prem sales which include on-prem licensee purchases, on-prem licensee detail in a separate model.
❶ = N1 Model Data represents ~70% of total sales. Lowest level of granularity but not total sales
N2 is a combination of N1 Account Level Sales (where available) and NC Board Level Sales (where Account is not available).

Warehouse Data Frequency:
❷ = Withdrawals only

Spirits / Wine:
S = Distilled Spirits
T = Table Wine
L = Locally Produced Table Wine
F = Fortified Wine
V = Vermouth
* = Sole Wholesaler of Wine
M = Malt-based (MC & UT only)
D = Locally Produced Spirits (Distilleries)

Pricing:
❸ = SPA period does not overlap the reporting period
Minimum Retail Price: is the output of a mark-up formula that sets the minimum price.
Retail Price: is the output from a mark-up formula.
(see Mark-up/ Tax Procedures in NABCA Survey Book)
Shelf Price: is the lowest price the product sells for in a given time period.
Wholesale Price: is output from a mark-up formula.