

Control State Data Matrix

| State Name | Green Book Sales Accumulate From | Sales Reporting Period | Approx. Rct. | CSC | SAM Granularity | Sunday Sales | Retail By | Bailment | Inventory Managed by | Warehouse Data Frequency | Spirits / Wine | Pricing |
|---|----------------------------------|------------------------|--------------|-----|-----------------|--------------|------------------|----------|----------------------|--------------------------|----------------|----------------------------|
| Alabama | Retail C | M | 2nd Week | No | 1 | No | State/Pvt | Yes | State/Vendor | Daily | S-L-F-V | Retail, Shelf |
| Idaho | Retail B | M | 2nd Week | Yes | 1 | Yes | State/Agency | Yes | State/Vendor | Daily | S-L-F-V | Retail, Shelf |
| Iowa | Warehouse B | M | 1st Week | Yes | 4 | Yes | Private | Yes | State/Vendor | Daily | S | Wholesale |
| Maine | Warehouse B | M | 1st Week | Yes | 3 | Yes | Private | Yes | Vendor | Daily | S | Retail, Shelf |
| Maryland, Montgomery Cnty | Retail D | M | 1st Week | No | 1 | Yes | County/Pvt | No | County | Daily | S-T-F-V- * | Retail, Shelf ^③ |
| Michigan | Warehouse A | 4,4,5 | 3rd Week | No | 2 | Yes | Private | Yes | Vendor | Daily ^② | S | Min Retail |
| Mississippi | Warehouse A | M | 1st Week | Yes | 2 | No | Private | Yes | Vendor | Daily | S-T-F-V- * | Wholesale |
| Montana | Warehouse B | M | 1st Week | Yes | 4 | No | Private | Yes | State/Vendor | Daily | S-F-V | Wholesale |
| New Hampshire | Retail C | 4,4,5 | 1st Week | No | 1 | Yes | State/Agency/Pvt | Yes | State/Vendor | Daily | S-T-F-V- * | Retail, Shelf ^③ |
| North Carolina | Retail A | M | 2nd Week | No | 1 ^① | No | State | Yes | Vendor | Daily | S | Retail, Shelf |
| Ohio | Retail A | M | 2nd Week | No | 1 | Yes | Agency | Yes | Vendor | N/A | S | Retail, Shelf |
| Oregon | Retail A | M | 3rd Week | No | 1 | Yes | Agency | Yes | State/Vendor | N/A | S-V | Retail, Shelf |
| Pennsylvania | Retail C | 4,5,4 | 2nd Week | No | 1 | Yes | State/Pvt | Yes | State/Vendor | Daily | S-T-F-V- * | Retail, Shelf ^③ |
| Utah | Retail C | 4,4,5 | 1st Week | Yes | 1 | No | State/Pvt | Yes | State/Vendor | Daily | S-T-F-V- * | Retail, Shelf |
| Vermont | Retail A | M | 1st Week | Yes | 1 | Yes | Agency | Yes | Vendor | Daily | S-F-V | Retail, Shelf ^③ |
| Virginia | Retail A | M | 1st Week | Yes | 1 | Yes | State | Yes | Vendor | Daily | S-L-V | Retail, Shelf |
| West Virginia | Warehouse B | M | 1st Week | No | 3 | No | Private | Yes | Vendor | Daily | S-F-V | Wholesale |
| Wyoming | Warehouse A | M | 1st Week | Yes | 2 | Yes | Private | No | State | Daily | 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 and wholesale sales to on-prem licensees

Retail B = Consumer takeaways from state store and agency, and wholesale sales to on-prem licensees

Retail C = Consumer takeaways from state store and whs depletions to package stores & whsl sales to on-prem licensees

Retail D = Consumer takeaways from st str, whs depl to pkg str, whs depl to select on-prem lic., whsl sls from st str 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. = Time after close of sales period that NABCA expects to receive sales

SAM Granularity:

1 = State store/agency and on-prem licensee detail

2 = Off-premise and on-prem licensee detail

3 = Total wholesale sales including wholesale on-prem licensee purchases in separate model

4 = Total off-prem sales which includes on-prem licensee purchases

① = N1 Model Data represents 67% of total sales which includes 85% of on-prem sales. Lowest level of granularity but not total sales

Warehouse Data Frequency:

② = Withdrawals only

Spirits / Wine:

S = Distilled Spirits

T = Table Wine

L = Locally Produced Table Wine

F = Fortified Wine

V = Vermouth

* = Sole Wholesaler of Wine

Pricing:

③ = SPA period does not overlap the reporting period