

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	Daily Sales Data Lag (Days)	Spirits / Wine	Pricing
Alabama	Retail C	M	2nd 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	1 to 4	S-T-F-V- *	Retail, Shelf ^③
Michigan	Warehouse A	M	3rd Week	No	2	Yes	Private	Yes	Vendor	Daily ^②	2 bus days	S	Min Retail
Mississippi	Warehouse A	M	3rd Week	Yes	2	No	Private	Yes	Vendor	Daily	1	S-T-F-V- *	Wholesale
Montana	Warehouse B	M	1st Week	Yes	3	No	Private	Yes	State/Vendor	Daily	2 bus days	S-F-V	Wholesale
New Hampshire	Retail C	M	1st Week	No	1	Yes	State/Agency/Pvt	Yes	State/Vendor	Daily	1	S-T-F-V- *	Retail, Shelf ^③
North Carolina	Retail A	M	3rd Week	No	1 ^①	No	State	Yes	Vendor	Daily	7 to 9	S	Retail, Shelf
Ohio	Retail A	M	2nd Week	No	1	Yes	Agency	Yes	Vendor	N/A	1	S	Retail, Shelf
Oregon	Retail A	M	3rd Week	No	1	Yes	Agency	Yes	State/Vendor	N/A	2	S-V	Retail, Shelf
Pennsylvania	Retail C	M	2nd Week	No	1	Yes	State/Pvt	Yes	State/Vendor	Daily	2	S-T-F-V- *	Retail, Shelf ^③
Utah	Retail C	M	1st Week	Yes	1	No	State/Pvt	Yes	State/Vendor	Daily	5	S-T-F-V- *	Retail, Shelf
Vermont	Retail A	M	1st Week	Yes	1	Yes	Agency	Yes	Vendor	Daily	1	S-F-V	Retail, Shelf ^③
Virginia	Retail A	M	2nd week	Yes	1	Yes	State	Yes	Vendor	Daily	3	S-L-V	Retail, Shelf
West Virginia	Warehouse B	M	1st Week	No	3	No	Private	Yes	Vendor	Daily	1	S-F-V	Wholesale
Wyoming	Warehouse A	M	1st Week	Yes	2	Yes	Private	No	State	Daily	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 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 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.

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