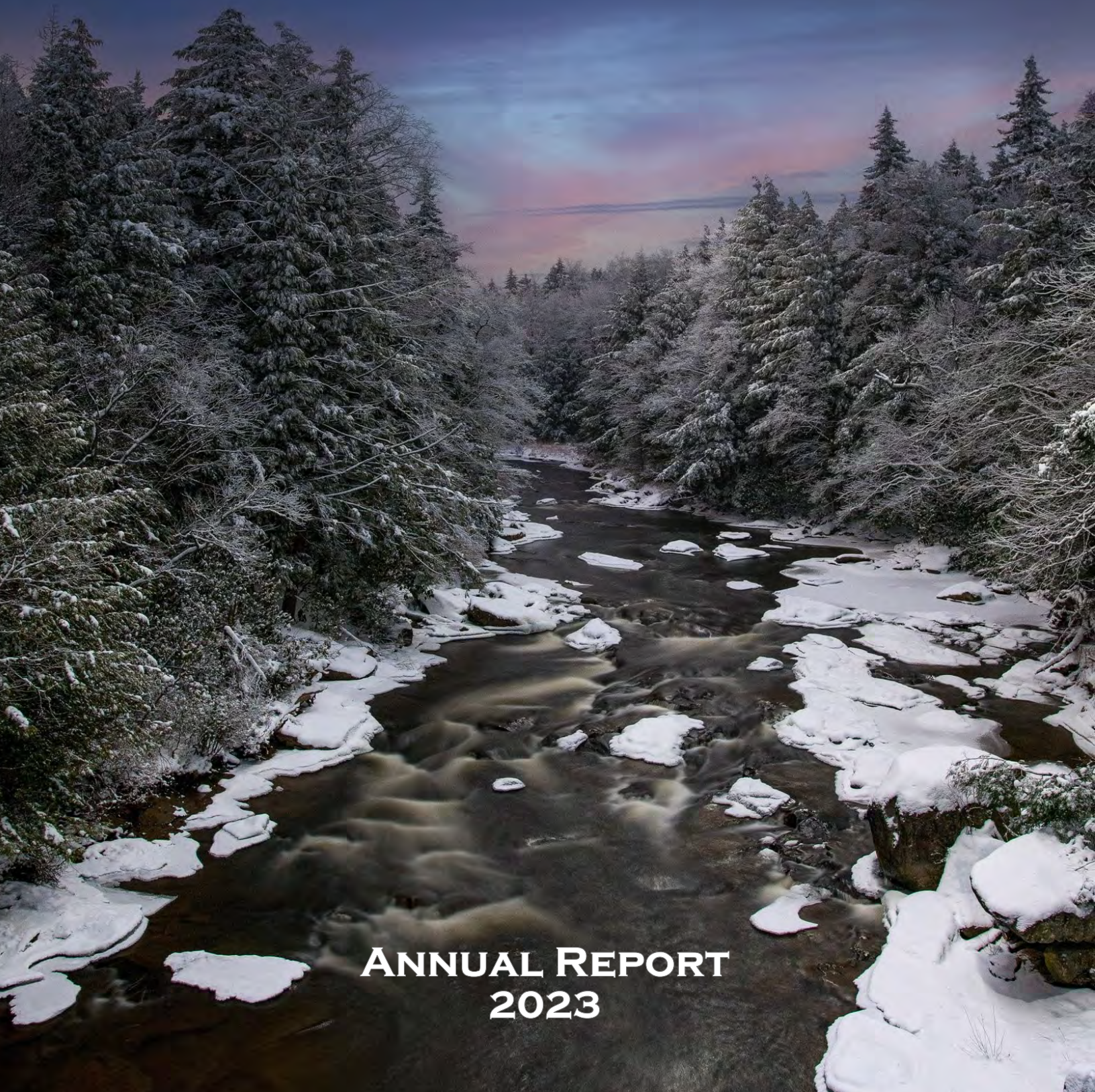


WEST VIRGINIA

ALCOHOL BEVERAGE CONTROL ADMINISTRATION



**ANNUAL REPORT
2023**

OUR MISSION

The mission of the West Virginia Alcohol Beverage Control Administration is to regulate, enforce, control the sales,, distribution, transportation, storage, and consumption of alcoholic liquors and nonintoxicating beer as mandated by the West Virginia Liquor Control and Nonintoxicating Beer Act.

OUR PURPOSE

The West Virginia Legislature created the West Virginia Alcohol Beverage Control in 1935. The WVABCA was organized to give effect to the mandate of the people expressed in the repeal of the state prohibition amendment, and to assure the greatest degree of freedom that is consistent with the health, safety, and good morals of the people of West Virginia.

2023 Fiscal Year Report July 1, 2022 — June 30, 2023

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WEST VIRGINIA
ALCOHOL BEVERAGE CONTROL ADMINISTRATION
FREDRIC L. WOOTON, COMMISSIONER

December 15, 2023

The Honorable Jim Justice, Governor
Building 1, Capital Complex
1900 Kanawha Boulevard, East
Charleston, West Virginia 25305

Re: WVABCA 2023 Fiscal Year Annual Report

Dear Governor Justice:

The West Virginia Alcohol Beverage Control Administration is pleased to submit the Annual Report for Fiscal Year 2023, in compliance with W.Va. Code §60-2-11(9).

Sincerely,

Fredric L. Wooton
Commissioner

cc: Dave Hardy, Cabinet Secretary, Department of Revenue
Donna Calvert, Executive Director, Library Commission

FLW/cjc



Message from Fredric L. Wooton, Commissioner

I am pleased to provide the West Virginia Alcohol Beverage Control Administration's (WVABCA) *Annual Report for Fiscal Year (FY) 2023*.

Bailment sales for FY23 were \$136,486,664.76 up 4.28% over FY22 at \$130,640,184.69 ([see page 40](#)). This accounts for 900,247 cases sold, which was an increase of 23,748 cases over FY22. The dramatic increase in case sales is due in part to the availability of new, seasonal and allocated products. Maintaining a robust product portfolio at the Distribution Center entails adding listed product codes and special order codes along with delisting products that are not in-demand. It is all about managing space that contributes to our growth in sales. Additionally, I have actively requested increased allocations and shipments from bourbon distilleries.

The bid process for retail liquor outlets for the 2020-2030 licensing period generated over 54.5M, which includes financed amounts, interest, and license fee revenue for the aforementioned licensing period. Phase V of the bid process was completed in FY23 resulting in 182 retail liquor outlets in West Virginia ([see page 42](#)).

Fiscal Year 2023 brought new legislation with the passage of Senate Bill (SB) 534 and House Bill (HB) 3311. The Enrolled Bills along with helpful summaries are available on the WVABCA website www.abca.wv.gov Highlights include:

- Created Private Outdoor Designated Area (PODA) license;
- Clarified sampling for brewers, wineries and distilleries;
- Created private food court license;
- Created private coliseum or center license;
- Increased table wine ABV to 15.5% and addressed other wine related ABV levels.

The WVABCA is committed to providing excellence in customer service and keeping communities safe. New license types and services along with an increase in fairs, festivals, outdoor dining, outdoor street dining, floor plan extensions and other seasonal special events continues to expand year after year.

The proper licensing of businesses recognizes the economic impact while simultaneously realizing the need to prevent underage sales and sales to intoxicated patrons. To meet this challenge, the WVABCA

Enforcement Division received grant funding from the Governor Highway Safety Program and the Commission on Drunk Driving Prevention (CDDP) to perform a variety of compliance activities for new applications and existing businesses ([see page 30](#)).

The WVABCA held their second annual statewide Alcohol Prevention, Enforcement, Education, and Policy (PEEP) Conference ([see page 36](#)) which was funded by an award from the National Alcohol Beverage Control Association (NABCA) and co-hosted with Community Connections, Inc. Over 110 people from law enforcement agencies, and people working in the fields of education, prevention, and health gathered in September 2022 at Stonewall Resort to learn more about underage drinking prevention programs, education best practices and enforcement strategies. In January 2023, the WVABCA was approved for a new NABCA award to hold the third annual conference in the fall of 2023.

The DUI Simulator program ([see page 33](#)) visits high schools across the state and attends other special events. This state of the art program allows students to experience first hand the impact alcohol can have on a driver's coordination and reaction time. In a safe setting, the driver will encounter various courses and driving conditions at different BAC levels.

The WVABCA held their 10th annual NO School Spirit Public Service Announcement (PSA) contest for middle and high school students who attend both public and private schools. Nearly 400 students competed for \$10,000 in cash prizes provided with a grant from State Farm. This education and prevention program addresses the risks of underage drinking and drinking while driving. The WVABCA received 52 entities, a 10% increase from the previous year and 36 schools participated, a 20% increase. The PSA from the winning school aired a fantastic 8,832 times on television and radio stations across the state during prom and graduation season. An award from NABCA allowed for a \$12,000 media buy and the *Return on Investment (ROI)* was \$184,772 ([see page 34](#)).

Finally, in May 2023 I assumed the duties and responsibilities of Chairman of the Board of Directors of the National Alcohol Beverage Control Association (NABCA). The NABCA is an industry association that was established in 1938. I am the first Chairman elected from West Virginia.

The *Fiscal Year 2023 Annual Report* will highlight and provide more information about the operations and activities at the WVABCA.

Best Wishes,



*WVABCA Commissioner Wooton, joined by
West Virginia Governor Jim Justice,
and Babydog.*





A LIFETIME *of* SERVICE

FRED WOOTON BECOMES NABCA CHAIRMAN

by **MELISSA SHERWIN**

Fred Wooton is widely known among colleagues as “The Commissioner of Change.” Currently serving as Commissioner of the West Virginia Alcohol Beverage Control Administration (WVABCA), he has devoted his entire professional career to the beverage alcohol industry, and has a reputation of being a leader who always gets results. In May 2023, Wooton will assume a new leadership role when he becomes Chairman of the National Alcoholic Beverage Control Association (NABCA).

His theme for the upcoming year, “New Horizons, New Opportunities,” illustrates his plans to apply his get-it-done mantra on a national level.

FOCUS ON MODERNIZATION AND COLLABORATION

Wooton has been connected to the beverage alcohol industry throughout his career. Early on, he worked in the hospitality industry as a bartender, lounge coordinator and, eventually, as an assistant manager of a Holiday Inn hotel. In 1991, he joined the Charleston-based WVABCA, and held multiple roles within the agency’s Enforcement Division, before Governor Jim Justice appointed him to serve as commissioner in 2017.

“My career has allowed me to experience this industry from a variety of angles, and also helped me understand the different aspects of the WVABCA’s work from the perspective of a server and as a regulator,” Wooton says. “Part of our responsibility as an agency is to look out for the public health and safety of the citizens of West Virginia, but it’s also to help put people in business and to support them along the way.”

A year prior to Wooton’s arrival to the agency, the WVABCA privatized its retail stores, which it now bids out every 10 years in partnership with the state’s Retail Liquor Licensing Board. As part of the rebidding process, the agency also reviews overall sales performance to determine if any areas of the state are currently over- or underserved, and makes licensing adjustments as needed.



Cindy Clark - Beer Division Administrator, Kim Hayes - Spirits and Wine Division Administrator, Anoop Bhasin - General Counsel, Fred Wooton - Commissioner, Shawn Smith - Licensing and Education Administrator, Gig Robinson - Spokesman, Andrea Cummings - Executive Secretary, Julia Jones - Comptroller

Stores can opt to terminate their licenses prior to the 10-year renewal period by selling them to another retailer within the same designated market zone. This sale must be reviewed and approved by the WVABCA. The most recent bid cycle for the state's 182 licensed retail liquor outlets took place in 2020. It garnered more than \$53 million for West Virginia's general revenue fund — an increase of \$15 million over the previous licensing period.

Retail licensing is not the only way the WVABCA's revenue is growing. Bailment sales in West Virginia have also grown consistently in the last several years, with fiscal year 2022 sales totaling more than \$130.6 million — up by 2.03% from the year prior. The number of total case sales between fiscal year 2017 and 2022 increased by more than 186,000 (nearly 200,000 during the same calendar year period). Total annual revenue sales have also increased dramatically, from approximately \$93.2 million in fiscal year 2017 to approximately \$130.6 million in fiscal year 2022 — an increase of \$37.4 million.

Wooton attributes all of these increases to good product management.

In addition to propelling growth, Wooton has focused much of his energy on infrastructure improvements.

After being appointed commissioner, he was tasked with



completing a comprehensive warehouse renovation project that had been in process for more than a decade. As part of the effort to modernize the 153,000-square-foot facility located in Putnam County, Wooton led an initiative to install a new security system equipped with state-of-the-art camera technology throughout the warehouse.

To replace the warehouse's former, privately owned water system, Wooton oversaw the removal of an outdated 300,000-gallon water tank, and installation of more than 3,300 feet of new water lines, while also fixing a number of breaks and leaks created by the old system. Wooton is also in the final stages of installing a new fire



After being appointed commissioner, Wooton was tasked with completing a comprehensive warehouse renovation project that had been in process for more than a decade.

suspension system that includes the replacement of 1,600 sprinkler heads, a process that should be completed within the next two years.

Looking ahead, Wooton plans to continue these improvement efforts by conducting preventive maintenance on the warehouse's fork trucks and pallet jacks, modernizing equipment used to transport product the agency's 2,600 listed products and 2,000 annual special orders throughout the warehouse.

Wooton has also focused on working with the state legislature to enact positive changes to alcohol-related regulations across the state.

In the first major licensing change in West Virginia in more than 50 years, the state's Class A private club licenses were modified in 2017. This allowed licensees operating resort facilities and other large tourism-related locations to obtain a single private license for alcohol sales and consumption within designated areas across the entire premises — rather than requiring a separate license for different areas of the property.

“This new policy has had a huge positive impact on West Virginia tourism, and it also gives additional opportunities to new businesses,” Wooton explains. Over the years, these changes have resulted in new licenses and new opportunities such as private manufacture clubs at breweries, wineries and distilleries, along with private food trucks, golf courses and sports stadiums.

Additional legislation passed during Wooton's tenure as commissioner includes a 2019 bill allowing the retail sale of liquor on Sundays, which had previously been prohibited, and has contributed to the WVABC's steady revenue growth. The additional day of Sunday sales, and the convenience of being able to purchase liquor on all days of the week, have helped increase the agency's bottom line.

In 2020, the legislature passed a bill allowing the off-premises sale of liquor in every county and municipality across the state. A number of areas had previously been designated as dry counties, and this new law permitted all municipalities to immediately become wet (although individual municipalities had the right to opt out and remain dry, which only one did).

During the Covid-19 pandemic, temporary legislation was enacted to support on-premise licensees, including third-party delivery, curbside pickup, a streamlined application process for outdoor dining, floor plan extensions and other temporary permits. Many of these provisions later be-



**“I HOPE TO MODEL MY
ROLE AS CHAIRMAN
AFTER TIM HOLDEN,
WHO HAS BEEN AN
OUTSTANDING
LEADER AND
MENTOR IN HELPING
CONTROL STATES
CONTINUE TO
MODERNIZE AND
COME OUT STRONGER
AFTER COVID.”**

– Fred Wooton

came permanent.

The state has also seen successful growth by its resident brewers and distilleries. Recent legislation to ease the sale of beer and liquor in growlers and allow some exceptions for on-premises consumption has helped brewers and distillers expand.

Along with growth and innovation, much of the WVABCA's work remains focused on enforcement, education and licensing — specifically on underage drinking prevention initiatives.

Since 2010, the DUI Simulator Program has visited high schools and colleges across the state to educate young people about the dangers of driving under the influence. In 2019, a new simulator was commissioned, featuring state-of-the-art graphics and a moving seat to create a more realistic experience. More than 67,000 students have participated in the DUI Simulator Program to date, which is also offered at county and safety fairs throughout the year.

Another popular prevention initiative is the NO School Spirits public service announcement (PSA) contest.

Now in its tenth year, the program encourages middle and high school students to create videos that emphasize the dangers of drinking and driving. Entrants compete for the top prize of \$5,000, and a chance for their video to become a televised and radio PSA that runs during prom and graduation season. Second- and third-place prizes are also awarded. All funds go to the schools to be used primarily for programming related to under-

age drinking and prevention. Both the DUI Simulator Program and the NO School Spirits PSA contest receive funding from State Farm Insurance, NABCA, and the West Virginia Governor's Highway Safety Program.

Across all areas of work at the agency, Wooton attributes much of his success during the years to one thing: relationships.

“I still work with some of the same people I did 30-some years ago,” he says. “You get to know people, and you maintain those relationships throughout your career. Staying in contact with people across many different areas of this industry helps me learn about things that are going on, and also gives me great insight into our business from many different angles.”

EXPANDING TO THE NATIONAL STAGE

Wooton looks forward to contributing to the work of NABCA in his upcoming role as chairman. As the first West Virginian to hold the position, he will succeed Tim Holden, Chairman of the Pennsylvania Liquor Control Board, who has been in the role since last spring. Having been involved with NABCA for many years, Wooton reflected on seeing many chairmen come and go, and said that he has learned a lot from all of them.

“NABCA is a truly wonderful organization, and I am proud to be a part of it,” he says. “I hope to model my role as chairman after Tim Holden, who has been an outstanding leader and mentor in helping control states continue to modernize and come out stron-



Wooton overaw numerous significant upgrades to the warehouse.

ger after Covid.”

Holden, who said it has been an honor to serve as NABCA Chairman, thinks Wooton is well positioned to take the reins.

“Fred’s qualifications are beyond question,” Holden says. “He has more than 30 years of experience in West Virginia, came up through the ranks, and has so much knowledge across many areas of the business. I am glad to pass the torch to him.”

Wooton also received a strong endorsement from J. Neal Insley, President and CEO of NABCA.

“Fred is a seasoned leader and understands the importance of collaboration and information sharing within our industry,” Insley said. “He has a unique perspective on the issues that our stakeholders face. His enforcement background, coupled with his business acumen, strikes that perfect balance between commerce and public health within the alcohol industry.”

Wooton’s NABCA theme, “New Horizons, New Opportunities,” is timely, as the nation continues moving into the post-Covid era. Despite the many challenges of the past several years, the pandemic has also resulted in a number of positive outcomes that have changed the beverage alcohol industry for the better, from new licensing options to additional consumer trends to innovative modernization opportunities and delivery models.

“Every control state is going through so many of the same things right now,” Wooton says. “At this point in time and al-

ways, NABCA allows each of the 18 jurisdictions to learn what works best at other places, discuss the different trends people are seeing,

and interact with industry suppliers. Now more than ever, we have an opportunity to learn from one another and help each other move forward.”

Insley agrees, and says that Wooton’s theme exemplifies how NABCA is preparing to move into the future.

“Fred chose this theme because it captures the essence of how change can bring about new opportunities,” Insley says. “We all continue to work in the ever-changing landscape of the alcohol industry since the pandemic. Over the next year, NABCA will work diligently to explore and seek out these new opportunities that have now appeared on our horizon.” •



Melissa Sherwin is a freelance writer and marketing communications strategist from Chicago, IL. Her work has appeared in Chicago’s Daily Herald newspaper, Time Out Chicago, Suburban Life newspapers, and various magazines. She is also the author of several children’s books. Follow her @MelissaNSherwin.

WVABCA HISTORY



The West Virginia Legislature created the West Virginia Alcohol Beverage Control Commission ("**WVABCC**") in 1935 (See *W.Va. Const. Art. IV §46 and W.Va. Code §60-1-1 et seq.*) The WVABCC was organized to give effect to the mandate of the people expressed in the repeal of the state prohibition amendment, and to assure the greatest degree of personal freedom that is consistent with the health, safety, and good morals of the people of West Virginia. During the WVABCC's first 56 years of existence, the WVABCC functioned as the exclusive wholesaler and retailer of liquor in West Virginia; non-fortified wines were "privatized" in 1981.

With the repeal of Prohibition, the three-tier system of distribution was established in West Virginia. This distribution format regulates the three tiers: manufacturer, wholesaler and licensed retailer. Laws, rules and regulations provide protection for each tier. By eliminating the connection between the tiers, the WVABCA provides and promotes greater fairness and equality. In 1937, the term nonintoxicating beer was enacted which would allow for the product to be consumed in public. At conception, the authority to regulate beer was the responsibility of the State Tax Commissioner. In 1945, the West Virginia Nonintoxicating Beer Commission was established to regulate and enforce beer laws. The Nonintoxicating Beer Commission was a stand-alone independent agency until it merged with the West Virginia Alcohol Beverage Control Commission in 1990 to form a united West Virginia Alcohol Beverage Control Administration ("**WVABCA**") with a single Commissioner over all aspects of the alcohol industry in West Virginia.

On February 27, 1990, SB 337 discontinued the retail sale of alcoholic liquor by the State through state stores. This legislation *created the Retail Liquor Licensing Board ("**RLLB**" or "**Board**") to establish market zones and bid retail liquor outlets throughout West Virginia. Currently, the RLLB is comprised of the Chairman of the Board who is the Secretary of Revenue, the Secretary of the Board who is the WVABCA Commissioner and three gubernatorial board appointees. During Fiscal Year 1991, public bids were held in August 1990, January 1991, and May 1991. This resulted in the sale of retail liquor outlet licenses in all 98 market zones offered and the possibility of 214 privately owned liquor stores being opened in West Virginia. The revenue generated for the 1990 to 2000 license period was **\$15,300,000.***

In 2000, the RLLB's license bid process utilized minimum bids which were calculated based on demographics, population and other factors. The bidding generated revenue from all issued licenses which was deposited into the State's General Revenue Fund based on the minimum bids and the Governor's official revenue estimate. The licenses were issued for a 10-year period and expired June 30, 2010. During the 2000 bid process, a few licenses were never issued, and some licenses were abandoned. In 2006, the RLLB approved an Interim Bid and the splitting of certain licenses. The licenses were rebid on a prorated minimum bid basis and two licenses were awarded in 2007 for the remainder of the ten-year period ending June 30, 2010. The total revenue generated from the bid process for 168 retail outlets for the 2000 to 2010 license period was **\$22,395,695.**

In 2009, HB 105 changed the Retail Liquor License Bid process by creating Class A freestanding liquor retail outlets and Class B mixed retail liquor outlets (See *W.Va. Code of State Rules at 175 CSR 1 and 175 CSR 5*). The RLLB and WVABCA were authorized to initiate Purchase Option and License Bid Process (See *West Virginia §60-3A-1, et seq., as amended*). In addition, retail liquor outlets closing hours for Monday through Saturday were extended from 10:00 p.m. to midnight (12:00 a.m.). No sales continued for Sundays, Christmas and on a statewide Election Day. **HB 2719** increased the alcohol by volume (ABV) for nonintoxicating beer from 6% to 12% and created a new beer category of nonintoxicating craft beer.

The 2010 to 2020 license period for retail liquor outlets resulted in awarding 178 licenses across 98 market zones. The revenue generated from the purchase option, initial bid, subsequent bids, financed amounts, interest and license fee revenue totaled **\$38,031,478.**

Effective June 10, 2011, HB 3100 allowed for Election Day sales of liquor at retail liquor outlets. **SB 2020** went into effect on September 27, 2021 and changed the opening time to 6:00 a.m. with no change to the midnight closing time.

In 2012, HB 3174 permitted Class A liquor retail outlets to conduct responsible nonintoxicating beer and liquor sampling events with certain requirements on any day but Sunday. **HB 4376** allowed licensed wine sales at certain professional baseball stadiums.

In 2013, HB 2956 amended the sections of the Code relating to resident brewers and brewpubs.

In 2014, HB 3145 removed the limit of nonintoxicating beer that may be sold to an individual for off-premises consumption by a Class B retailer. **SB 172** allowed trusts and limited liability companies to be listed as the owner of a beer distributor. **SB 470** permitted only licensed farm wineries and wineries to sell wine and wine samples during fairs or festivals and on Sunday mornings, subject to requirements. Finally, **SB 450** allowed the sale of alcoholic liquors in specific outdoor dining areas that are adjoining an establishment with a liquor license. This bill also creates a special license to allow the sale of wine at NCAA Division I college and university sports stadiums.

In 2015, SB 273 permitted licensed brewers and resident brewers to conduct nonintoxicating beer sampling on their brewery premises and allowed resident brewers to sell growlers for off-premises consumption. The bill also removed the brewpub bond requirement. **SB 574** promoted the distilling industry in West Virginia by reducing the markup imposed on mini-distillers from 28% to 5% (the mini-distillery could retain the 23% difference) and eliminated the transportation fee of \$2.30 per case on certain distillery sales. The Market Zone Fee was also reduced from 10% of gross sales at the distillery to 2% of gross sales and capped at a total of \$15,000.

In 2016, SB 298 allowed county commissions to conduct a county option election on the question of whether to allow restaurants, private clubs, Class A retailers, wineries and wine serving entities to sell alcoholic liquors, wine and non-intoxicating beer on Sundays. The bill also permitted distilleries and mini-distilleries to offer alcohol beginning at 10:00 a.m. on Sundays for on-premises consumption only. An expansion of licenses allowed to operate extended hours on Sunday occurred when "Home Rule" municipalities petitioned the Home Rule Board for the "Brunch Bill" hours.

Effective May 1, 2017, the mark-up for spirits from 28% to 32%. The mark-up had not changed since 2003. In 1990, at the beginning of bailment, the markup was 25%. The WVABCA receives no excise tax on the production of spirits.

In 2017, SB 637 modified the Class A private club licenses which was the first major change to the Private Club Act in nearly 50 years. The new license categories were aimed at Licensees operating tourist destinations and resort facilities by permitting the Licensee to obtain one private resort hotel license for the lawful sale and consumption of alcoholic liquors and nonintoxicating beer in designated and approved areas throughout the licensed premises but within the confines of the property. The bill also created a private golf club license.

In 2019, SB 561 created licenses for a private fair & festival and a private nine-hole golf course. This bill addressed frozen drink machines and allowed bottle sales at certain Class A on-premises licenses. SB 561 addressed law enforcement assistance during certain WVABCA enforcement activities and clarified that the operation of BYOB's are illegal as is the consumption of alcoholic liquors in public. **SB 529** created a one-day charitable beer license and wine license for certain nonprofits and permitted wine auctions. This bill created a license for beer representatives and a nonintoxicating beer transportation permit and increased the alcohol

content to 15% ABV. **SB 511** dealt with the wine industry and created new opportunities for wineries, farm wineries and licensure. The bill clarified tasting, sampling and sales procedures for wineries and farm wineries.

On March 3, 2019, HB 2481 went into effect to allow Sunday retail sales of spirits to start at 1:00 p.m. and end at midnight (12:00 a.m.). The Christmas Day restriction remained in effect, and Easter Sunday was added as a restricted day.

In 2019, the “RLLB” voted to proceed with the 2020 Purchase Option and License Bid Process as authorized in the West Virginia State Code and Legislative Rules. The process began on December 5, 2019, with the **2020 Purchase Option** – Phase I with 49 retail liquor outlets exercising the Purchase Option, and 28 utilizing the Deferred Payment Financing Option. Phase II – 2020 License Bidding Process completed on January 9, 2020, with 128 successful bidders. Phase III – 2020 License Bidding Process completed on April 1, 2020, with two successful bidders. The Purchase Option (Phase I), Bid Process Phase II and Bid Process Phase III awarded a total of 179 retail liquor outlet licenses and generated **\$52,223,715**. This amount includes finance amounts, interest, future license fee revenue for the 2020-2030 license period.

In 2020, HB 4524 made the entire state “wet” for the retail sale of spirits, while still allowing counties or municipalities the option to remain dry. **SB 610** removed the out-of-state licensure limitation and set forth manager requirements. New licensees and changes to existing licenses resulted from the passage of **HB 4388, HB 4560, HB 3098, HB 4882, and HB 4697**. During the COVID-19 pandemic a special temporary outdoor authorization was created and the process to apply was streamlined. Additionally, *State of Emergency Declaration and Governor’s Emergency Executive Orders were established which impacted most WVABCA licenses*.

In 2021, the passage of **HB 2025** resulted in significant changes to the Private Club license. Two new license categories were created based on the service the business provides. A Private Club license for businesses primarily engaged in food service and a Private Club license for businesses primarily designated as an entertainment/nightclub venue with limited food services. In addition, new licenses for private caterer, private wedding venues or barn, and others were created. Legislation also addressed curbside in-person or in-vehicle pickup, third party delivery, outside dining, and outside street dining. **SB 2020** allowed retail liquor outlets to open at 6:00 a.m. and was effective September 22, 2021 (next fiscal year).

On March 23, 2021, the “RLLB” completed Phase IV of the License Bid Process for retail liquor outlets. This resulted in awarding two additional licenses and generated an additional \$1,165,000. The total revenue guaranteed from the Purchase Option and Phases I - IV for 181 retail liquor outlets was **\$53,388,715**. The “RLLB” approved Phase V to take place in FY 2023.

In 2022, the “RLLB” completed Phase V of the License Bid Process for retail liquor outlets. A license was awarded in Calhoun County which had never had a retail liquor outlet store since privatization in 1990. This new license brings the total number of retail liquor outlets in the state to 182. The total revenue generated from Phases 1 through V was approximately 54.5M. This amount includes finance amounts, interest, and licensed future license fee revenue for the 2020-2030 license period.

In 2022, HB 4848 created new license types (see FY22 Annual Report) and addressed new delivery rules.

FINANCIAL INFORMATION



WEST VIRGINIA ALCOHOL BEVERAGE CONTROL ADMINISTRATION
 MANAGEMENT COMPARISON TO PREVIOUS YEAR ANALYSIS
 June 30, 2023, 2022 and 2021

STATEMENTS OF NET POSITION

	<u>2023</u>	<u>2022</u>	<u>2021</u>
Current assets	\$ 23,470,426	\$ 22,979,939	\$ 23,079,351
Capital assets, net	2,486,837	2,599,676	1,898,760
Notes and accrued interest receivable	1,571,086	2,400,094	3,166,370
Restricted assets	-	1,585,934	-
Total assets	<u>27,528,349</u>	<u>29,565,643</u>	<u>28,144,481</u>
Deferred outflows of resources	<u>810,860</u>	<u>863,530</u>	<u>918,852</u>
Current liabilities	\$ 5,058,810	\$ 4,657,770	\$ 5,144,598
Noncurrent Liabilities	\$ 588,060	\$ 265,387	\$ 1,584,157
Total liabilities	<u>5,646,870</u>	<u>4,923,157</u>	<u>6,728,755</u>
Deferred inflows of resources	<u>401,649</u>	<u>2,934,593</u>	<u>1,238,421</u>
Net position, net investment in capital assets	2,486,837	2,599,676	1,898,760
Net position, restricted by enabling legislation	1,571,086	2,400,094	3,166,370
Net position, restricted by pension and OPEB	-	1,585,934	-
Net position, unrestricted net position	<u>18,232,767</u>	<u>15,985,719</u>	<u>16,031,027</u>
Total net position	<u>22,290,690</u>	<u>22,571,423</u>	<u>21,096,157</u>

WEST VIRGINIA ALCOHOL BEVERAGE CONTROL ADMINISTRATION
 MANAGEMENT COMPARISON TO PREVIOUS YEAR ANALYSIS
 Years Ended June 30, 2023, 2022 and 2021

STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN NET POSITION

	<u>2023</u>	<u>2022</u>	<u>2021</u>
Sales	\$ 136,005,376	\$ 130,209,299	\$ 127,796,199
Licenses, permits and fees	4,760,681	3,959,388	4,443,237
Administrative hearing fines	<u>174,825</u>	<u>131,450</u>	<u>86,050</u>
Total operating revenues	<u>140,940,882</u>	<u>134,300,137</u>	<u>132,325,486</u>
Cost of sales	102,867,492	98,364,979	97,082,727
General and administrative	5,189,202	4,134,249	4,986,354
Depreciation	<u>232,763</u>	<u>175,725</u>	<u>175,974</u>
Total operating expenses	<u>108,289,457</u>	<u>102,674,953</u>	<u>102,245,055</u>
Operating income	32,651,425	31,625,184	30,080,431
Nonoperating revenues (expenses):			
Retail liquor license renewal fee	108,400	-	1,165,000
Interest income	-	-	-
Grants	128,024	109,796	71,236
Other	76,821	(19,517)	31,423
Loss of disposal of assets	-	-	-
Receipts (Transfers in) from primary government	-	-	-
Statutory distributions	<u>(33,245,403)</u>	<u>(30,240,197)</u>	<u>(27,537,225)</u>
	<u>(32,932,158)</u>	<u>(30,149,918)</u>	<u>(26,269,566)</u>
Change in net position	<u>\$ (280,733)</u>	<u>\$ 1,475,266</u>	<u>\$ 3,810,865</u>

WEST VIRGINIA ALCOHOL BEVERAGE CONTROL ADMINISTRATION
STATEMENT OF CASH FLOW
Year Ended June 30, 2023

Cash flows from operating activities:	
Cash received from customers and users	\$ 141,003,422
Cash paid to employees	(4,189,846)
Cash paid to suppliers	<u>(103,952,366)</u>
Net cash provided by operating activities	<u>32,861,210</u>
Cash flows from noncapital financing activities	
Receipts on nonoperating grants	128,024
Receipts from notes receivable and accrued interest receivable	829,008
Proceeds from liquor license renewals	108,400
Payments to primary government	<u>(33,245,403)</u>
Net cash used by noncapital financial activities	<u>(32,179,971)</u>
Cash flows from capital and related financing activities:	
Purchases of capital assets	<u>(119,924)</u>
Increase (decrease) in cash and cash equivalents	561,315
Cash and cash equivalents, beginning of year	<u>22,395,522</u>
Cash and cash equivalents, end of year	<u>\$ 22,956,837</u>
Supplemental Disclosure of Cash Flow Information	
Non-cash special funding contribution related to OPEB	<u>\$ 76,821</u>
Reconciliation of operating income to net cash provided by operating activities:	
Operating income	\$ 32,651,425
Adjustments to reconcile operating income to net cash provided by operating activities:	
Depreciation	232,763
Special Funding contribution related to OPEB	76,821
Change in assets and liabilities:	
Decrease in accounts receivable	62,540
Decrease in deferred outflows of resources	52,670
(Increase) Decrease in inventory	8,288
Increase in net pension and net OPEB liabilities	1,911,106
Increase (decrease) in accounts payable and accrued expense	401,040
Increase (decrease) in deferred inflows of resources	(2,532,944)
Decrease in accrued annual leave	<u>(2,499)</u>
Net cash provided by operating activities	<u>\$ 32,861,210</u>

WEST VIRGINIA ALCOHOL BEVERAGE CONTROL ADMINISTRATION
STATEMENT OF REVENUE, EXPENSES, AND CHANGES IN FUND NET POSITION
Year Ended June 30, 2023

Operating revenues:	
Sales	\$ 136,005,376
Licenses, permits and fees	4,760,681
Administrative hearing fines	<u>174,825</u>
	<u>140,940,882</u>
Operating expenses:	
Cost of sales	102,867,492
General and administrative	5,189,202
Depreciation	<u>232,763</u>
	<u>108,289,457</u>
Operating income	32,651,425
Nonoperating revenues (expenses):	
Retail liquor license renewal - financing option	-
Retail liquor license renewal	108,400
Interest income	-
Grants	128,024
Loss of disposal of assets	-
Other (Special funding contributions related to OPEB)	76,821
Statutory distributions	<u>(33,245,403)</u>
	<u>(32,932,158)</u>
Change in net position	(280,733)
Net position, beginning of year	22,571,423
Net position, end of year	<u>\$ 22,290,690</u>
Net position, end of year	<u>\$ 22,290,690</u>

WEST VIRGINIA ALCOHOL BEVERAGE CONTROL ADMINISTRATION
 COMBINING STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN FUND NET POSITION
 Year Ended June 30, 2023

	<u>Administrative / Liquor Fund #7352</u>	<u>Enforcement Fund #7356</u>
Operating revenues:		
Sales	\$ 136,005,376	\$ -
Licenses, permits and fees	3,619,356	-
Administrative hearing fines	-	174,825
Total revenues	139,624,732	174,825
Operating expenses:		
Cost of sales	102,867,477	-
General and administrative	4,479,328	127,965
Depreciation	131,342	6,461
	107,478,147	134,426
Operating income	32,146,585	40,399
Nonoperating revenues (expenses):		
Grants	78,024	-
Retail liquor license renewal - financing option	-	-
Retail liquor license renewal	108,400	-
Interest income	-	-
Other	71,459	-
Statutory distributions	(33,212,300)	(27,853)
	(32,954,417)	(27,853)
Change in net position	(807,832)	12,546
Net position, beginning of year	16,232,650	66,132
Net position, end of year	\$ 15,424,818	\$ 78,678

WEST VIRGINIA ALCOHOL BEVERAGE CONTROL ADMINISTRATION
 COMBINING STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN FUND NET POSITION (continued)
 Year Ended June 30, 2023

<u>Wine Fund #7351</u>	<u>Grants / Gift #7357</u>	<u>Beer Operations Fund #7358</u>	<u>Wine & Liquor Operations Fund #7359</u>	<u>Total</u>
\$ -	\$ -	\$ -	\$ -	\$ 136,005,376
609,875	-	304,350	227,100	4,760,681
<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>174,825</u>
<u>609,875</u>	<u>-</u>	<u>304,350</u>	<u>227,100</u>	<u>140,940,882</u>
-	-	-	15	102,867,492
115,606	40,426	425,307	570	5,189,202
<u>49,641</u>	<u>17,783</u>	<u>-</u>	<u>27,536</u>	<u>232,763</u>
<u>165,247</u>	<u>58,209</u>	<u>425,307</u>	<u>28,121</u>	<u>108,289,457</u>
444,628	(58,209)	(120,957)	198,979	32,651,425
-	50,000	-	-	128,024
-	-	-	-	-
-	-	-	-	108,400
-	-	-	-	-
1,744	-	3,618	-	76,821
<u>(5,250)</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>(33,245,403)</u>
<u>(3,506)</u>	<u>50,000</u>	<u>3,618</u>	<u>-</u>	<u>(32,932,158)</u>
441,122	(8,209)	(117,339)	198,979	(280,733)
<u>4,554,555</u>	<u>141,164</u>	<u>868,956</u>	<u>707,966</u>	<u>22,571,423</u>
<u>\$ 4,995,677</u>	<u>\$ 132,955</u>	<u>\$ 751,617</u>	<u>\$ 906,945</u>	<u>\$ 22,290,690</u>

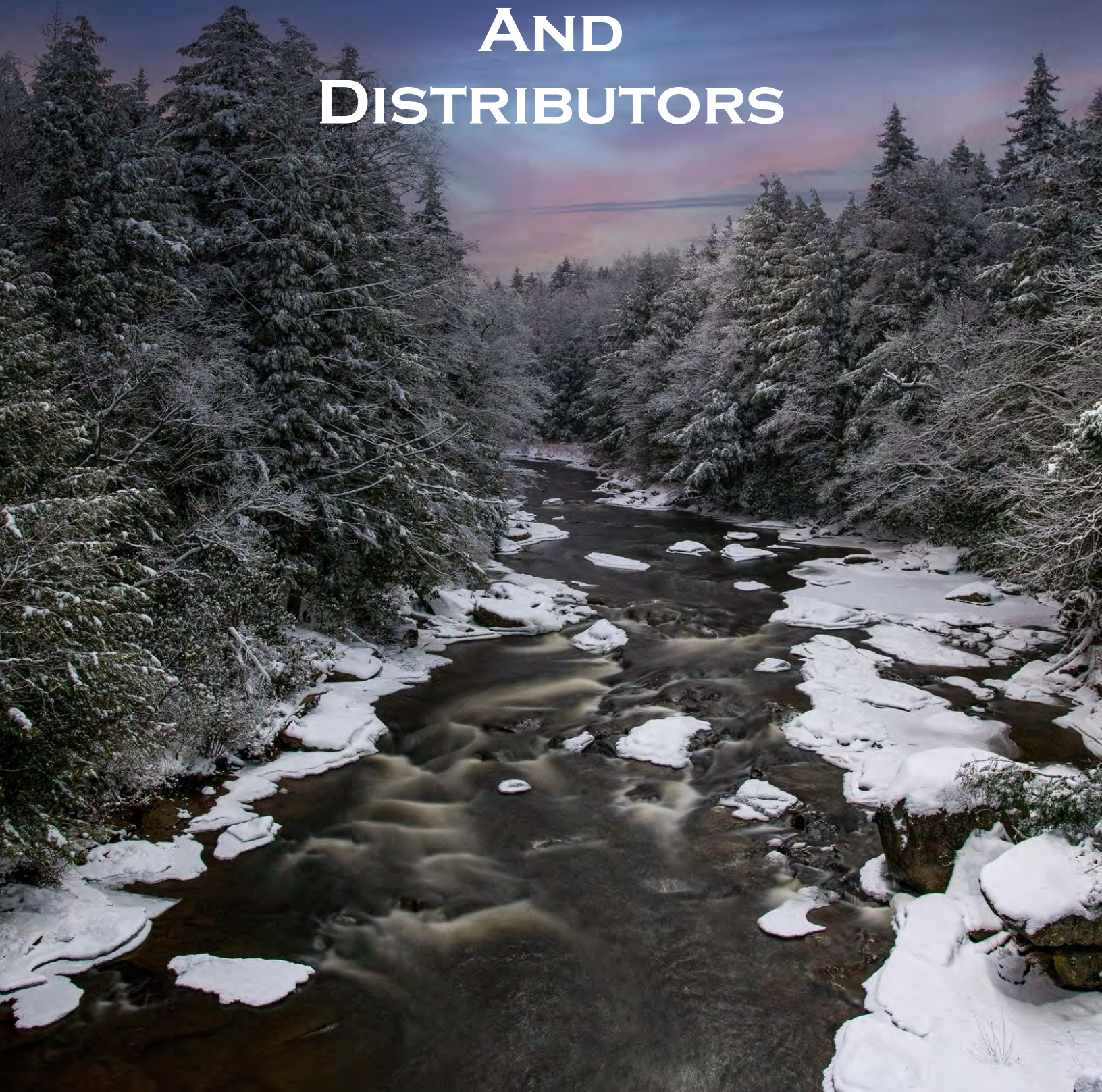
WEST VIRGINIA ALCOHOL BEVERAGE CONTROL ADMINISTRATION
 COMBINING STATEMENT OF NET POSITION
 June 30, 2023

	<u>Administrative / Liquor Fund #7352</u>	<u>Enforcement Fund #7356</u>
<u>ASSETS</u>		
Current assets:		
Cash and cash equivalents	\$ 16,840,224	\$ 53,136
Inventory	41,590	-
Accounts Receivable	471,999	-
Notes receivable - current, restricted	687,656	-
Accrued interest - current, restricted	48,508	-
Total current assets	18,089,977	53,136
Noncurrent assets:		
Notes receivable - noncurrent, restricted	813,893	-
Accrued interest - noncurrent, restricted	21,029	-
Capital assets, net	1,723,320	25,542
Total noncurrent assets	2,558,242	25,542
Total assets	\$ 20,648,219	\$ 78,678
 <u>DEFERRED OUTFLOWS OF RESOURCES</u>		
Deferred outflows from OPEB and pension amounts	\$ 760,130	\$ -
 <u>LIABILITIES</u>		
Current liabilities:		
Accrued expenses	168,585	-
Accounts payable	\$ 4,874,423	\$ -
Total current liabilities	\$ 5,043,008	\$ -
Noncurrent liabilities:		
Net OPEB Liability	73,636	-
Accrued annual leave	262,888	-
Net pension liability	229,773	-
Total noncurrent liabilities	566,297	-
Total liabilities	5,609,305	-
 <u>DEFERRED INFLOWS OF RESOURCES</u>		
Deferred inflows from OPEB and pension amounts	374,226	-
Net position:		
Net investment in capital assets	1,723,320	25,542
Restricted by enabling legislation	1,571,086	-
Unrestricted	12,130,412	53,136
Total net position	15,424,818	78,678

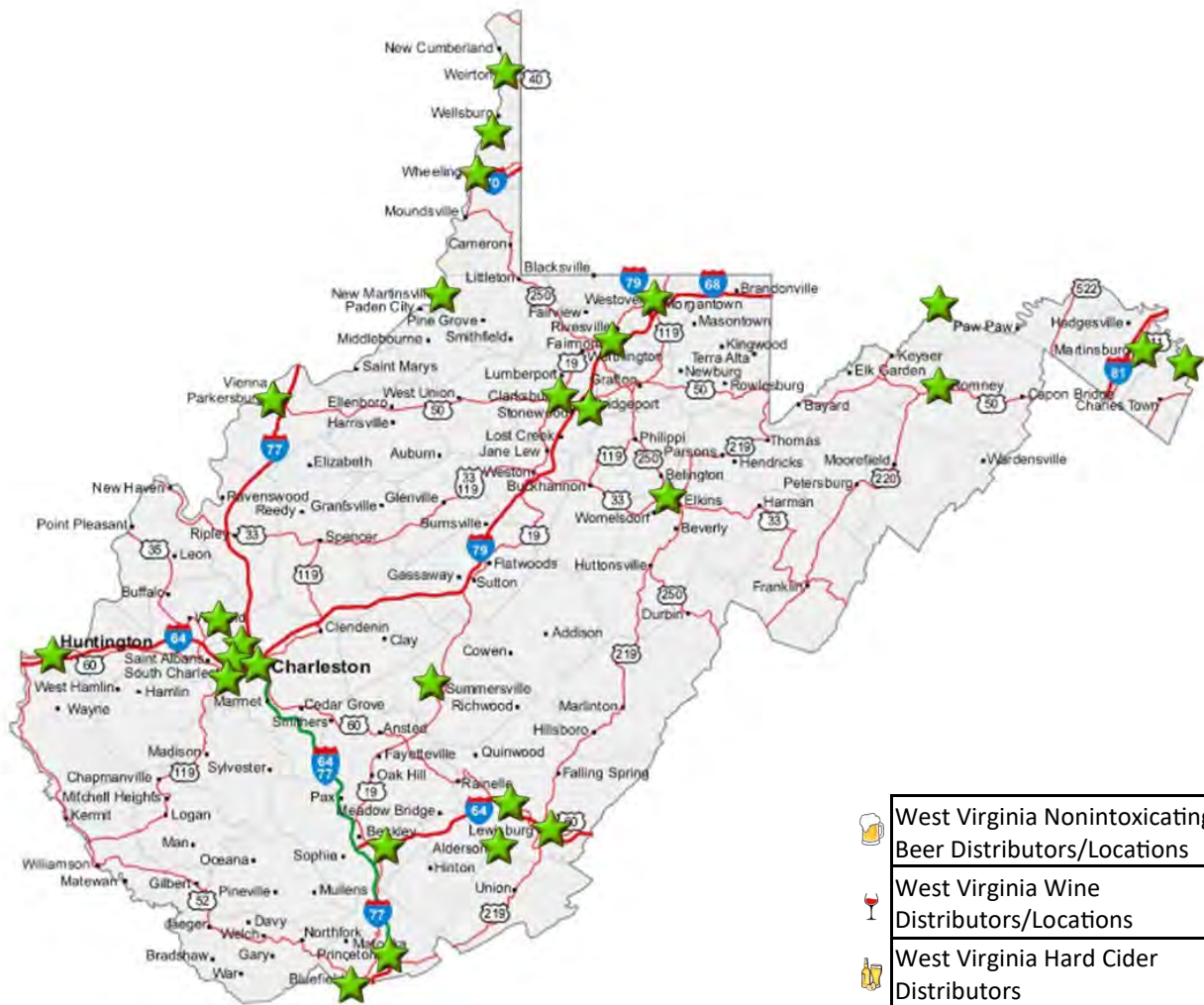
WEST VIRGINIA ALCOHOL BEVERAGE CONTROL ADMINISTRATION
 COMBINING STATEMENT OF NET POSITION (continued)
 June 30, 2023

<u>Wine Fund #7351</u>	<u>Grants / Gift #7357</u>	<u>Beer Operations Fund #7358</u>	<u>Wine & Liquor Operations Fund #7359</u>	<u>Total</u>
\$ 4,731,714	\$ 47,188	\$ 759,613	\$ 524,962	\$ 22,956,837
-	-	-	-	\$ 41,590
-	-	-	-	\$ 471,999
-	-	-	-	\$ 687,656
-	-	-	-	\$ 48,508
<u>4,731,714</u>	<u>47,188</u>	<u>759,613</u>	<u>524,962</u>	<u>24,206,590</u>
-	-	-	-	813,893
-	-	-	-	21,029
<u>270,225</u>	<u>85,767</u>	<u>-</u>	<u>381,983</u>	<u>2,486,837</u>
<u>270,225</u>	<u>85,767</u>	<u>-</u>	<u>381,983</u>	<u>3,321,759</u>
<u>\$ 5,001,939</u>	<u>\$ 132,955</u>	<u>\$ 759,613</u>	<u>\$ 906,945</u>	<u>\$ 27,528,349</u>
<u>\$ 15,913</u>	<u>\$ -</u>	<u>\$ 34,817</u>	<u>\$ -</u>	<u>\$ 810,860</u>
2,038	-	4,493	-	\$ 175,116
<u>\$ 3,923</u>	<u>\$ -</u>	<u>\$ 5,348</u>	<u>\$ -</u>	<u>\$ 4,883,694</u>
<u>\$ 5,961</u>	<u>\$ -</u>	<u>\$ 9,841</u>	<u>\$ -</u>	<u>\$ 5,058,810</u>
1,797	-	3,729	-	79,162
-	-	-	-	262,888
<u>5,880</u>	<u>-</u>	<u>10,357</u>	<u>-</u>	<u>246,010</u>
<u>7,677</u>	<u>-</u>	<u>14,086</u>	<u>-</u>	<u>588,060</u>
<u>13,638</u>	<u>-</u>	<u>23,927</u>	<u>-</u>	<u>5,646,870</u>
<u>8,537</u>	<u>-</u>	<u>18,886</u>	<u>-</u>	<u>401,649</u>
270,225	85,767	-	381,983	2,486,837
-	-	-	-	1,571,086
<u>4,725,452</u>	<u>47,188</u>	<u>751,617</u>	<u>524,962</u>	<u>18,232,767</u>
<u>4,995,677</u>	<u>132,955</u>	<u>751,617</u>	<u>906,945</u>	<u>22,290,690</u>



**WEST VIRGINIA
SPIRITS, WINE, BEER
MANUFACTURERS
AND
DISTRIBUTORS**



WEST VIRGINIA DISTRIBUTORS OF BEER, WINE, AND HARD CIDER



American Beer


Smoot, WV  

Princeton, WV  

Atomic Distributing

Huntington, WV  

Beverage Distributors



Clarksburg, WV 

Blue Ridge Beverage

Morgantown, WV 


Capitol Beverage/

The Beverage Market


Charleston (Tuppers Creek), WV  

Charleston (Kanawha City), WV 


Carenbauer Distributing

Wheeling, WV 



Country Vintner of WV

Lewisburg, WV 

French Wine Connection

Alderson, WV 



J.C. Mensore Distributor

New Martinsville, WV  



Jefferson Distributing

Martinsburg, WV  



Jo's Globe

Morgantown, WV  



Martin Distributing

Martinsburg, WV  



McCann Distributing

Wheeling, WV  



Mercer Wholesale

Bluefield, WV  



Mona Supply



Morgantown, WV  



Mountain Eagle



Beaver, WV  

Mountain State Beverage



Morgantown, WV  



Poca, WV  

Romney, WV  

Summersville, WV  



North Central Distributors



Bridgeport, WV  

Dunbar, WV  



Shepherdstown, WV  

Northern Eagle



Elkins, WV  

Romney, WV  



Ralph's Beer

Morgantown, WV  


Reid's Distributor


Martinsburg, WV  

Ridgeley Distributors



Ridgeley, WV  

Spriggs Distributing

Parkersburg, WV 

South Charleston, WV 

State Distributing

Clarksburg, WV  

Tygart Valley Distributors

Elkins, WV  


Valley Dist. Co. of Fairmont

Fairmont, WV  

Waldorf Distributing

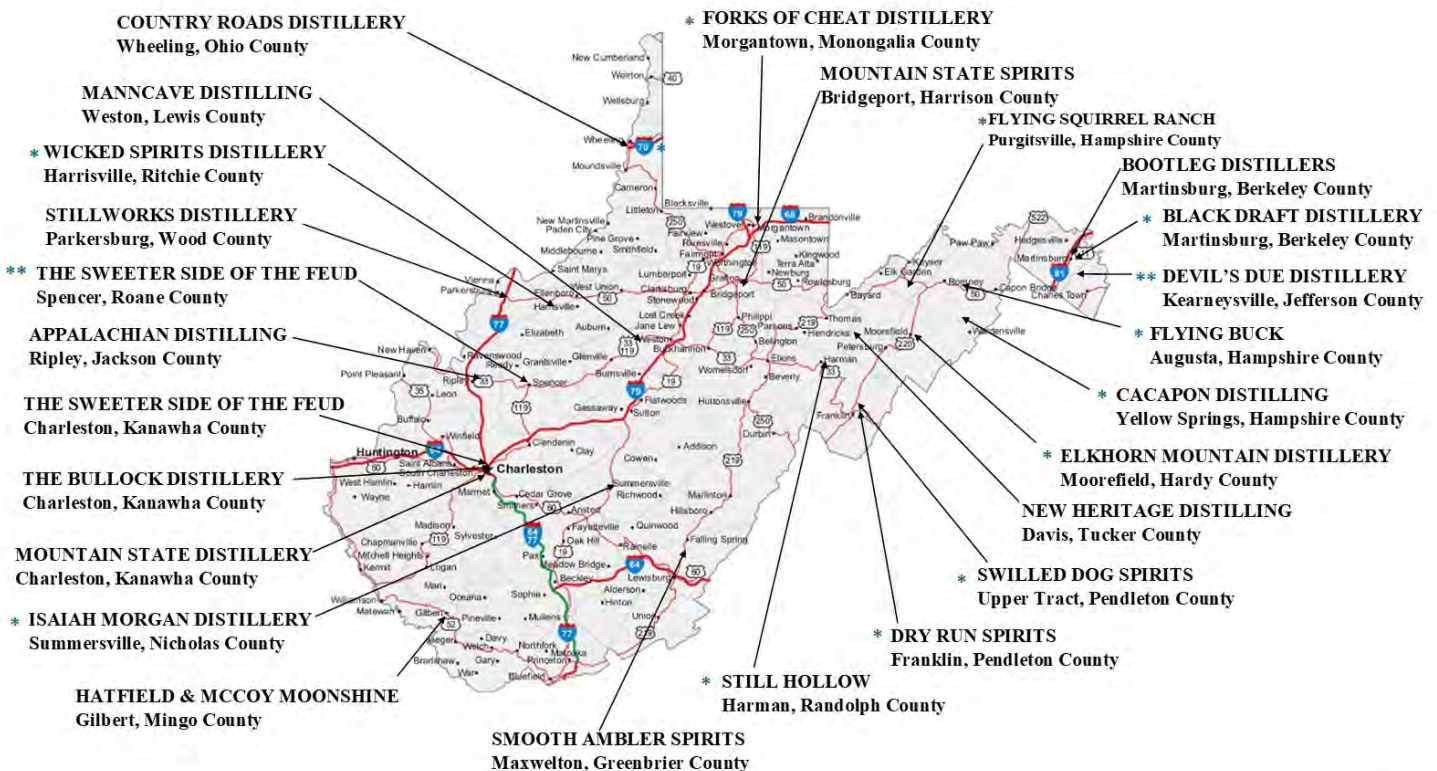
Beech Bottom, WV 

Wine & Beverage Merchants

Weirton, WV  

WEST VIRGINIA DISTILLERIES, MINI-DISTILLERIES & MICRO-DISTILLERIES

- * Denotes Mini-Distillery
- ** Denotes Micro Distillery



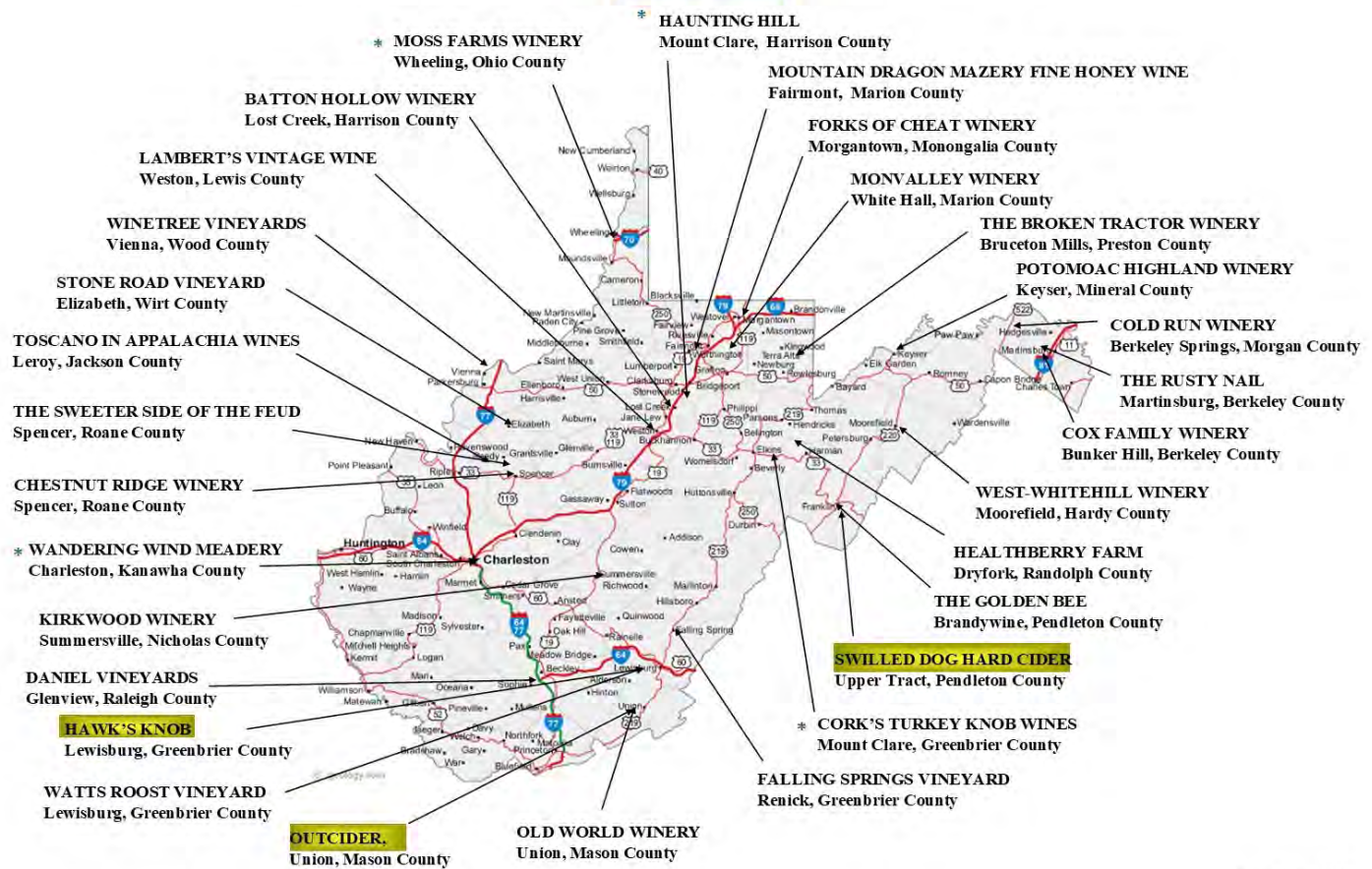
As of June 2023

West Virginia Distilleries	12
West Virginia Mini-Distilleries	11
West Virginia Micro-Distilleries	2

WEST VIRGINIA WINERIES & WEST VIRGINIA FARM WINERIES

* Denotes Winery

Denotes Cider Producer



As of June 2023

West Virginia Wineries	4
West Virginia Farm Wineries (Includes Cideries)	26

WEST VIRGINIA RESIDENT BREWERS

* Denotes Brew Pub



As of June, 2023

ENFORCEMENT



Duties and Responsibilities

The mission of the WVABCA Enforcement Division is to ensure adherence to W.Va. State Code and Legislative Rules. The enforcement staff live and work in the communities they serve and are committed to enforcing state laws pertaining to the sale, purchase, transportation, manufacture, consumption, and possession of alcoholic beverages. The duties performed (see illustration below) are crucial to protecting the public, patrons, and licensees.



Licensed locations are visited a minimum of two times per year. In FY23, agents achieved an inspection rate of 98.37%. During these inspections, agents provide educational and training material to ensure that licensees are provided with the information necessary to successfully operate their licensed establishment. The WVABCA provides posters for proper carding procedures and a carding video is available on the WVABCA website. The training video can be shown during inspections, or a DVD can be provided to licensees. Enforcement agents also disseminate educational material such the Blood Alcohol Content (BAC) chart, Fetal Alcohol Syndrome (FAS) poster, and the Human Trafficking poster, all of which are required to be posted by the licensee in a location accessible for patron viewing. In addition, the WVABCA Hours of Operation form and the EMS/Law Enforcement Notification posters are also provided to licensees.

**EDUCATION, GRANTS,
AND
“WVABCA IN THE NEWS”**



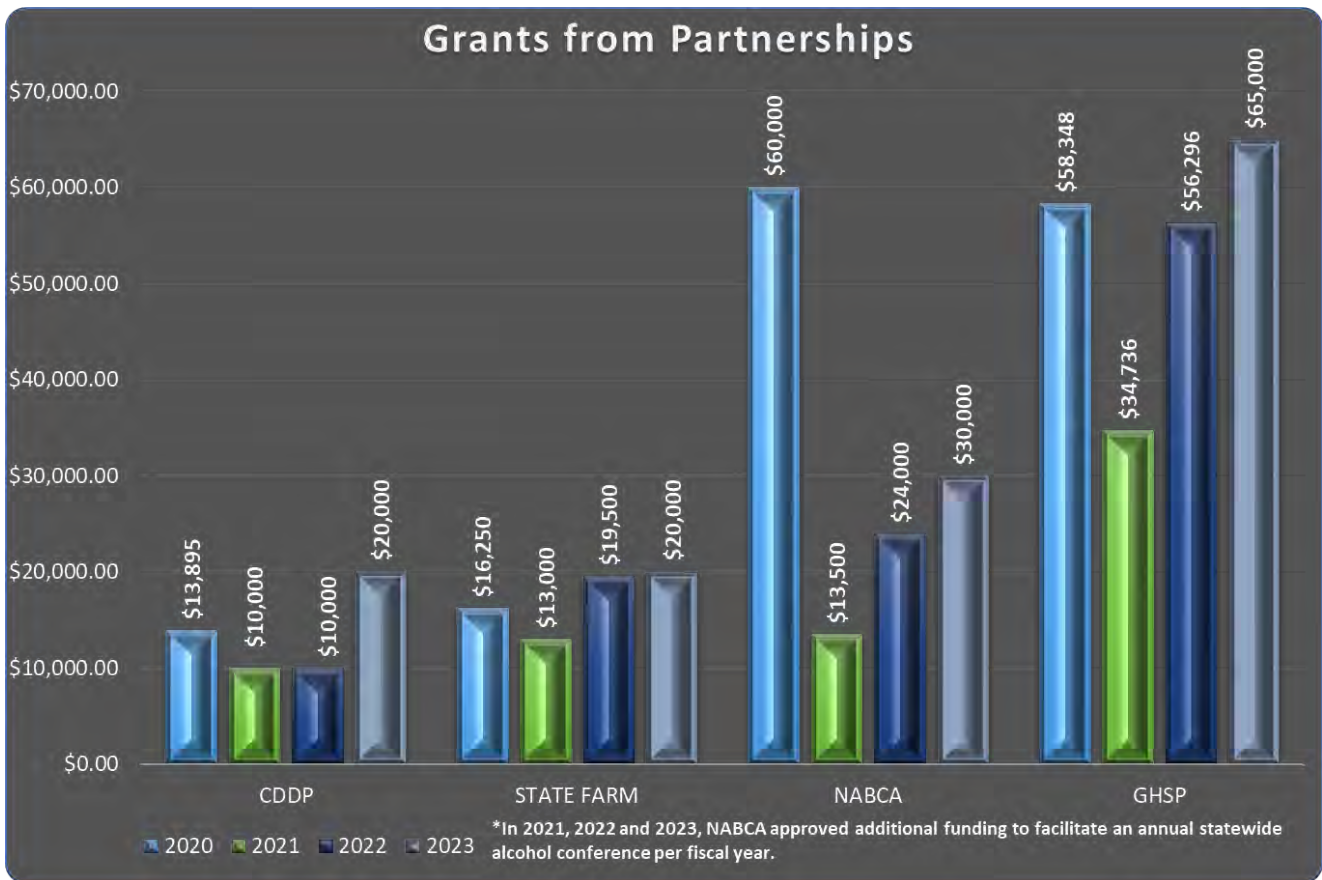


The WVABCA received a total of \$135,000 in direct grant and award funding.

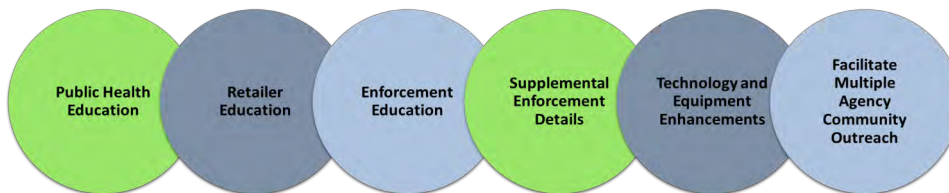
The National Alcohol Beverage Control Association (NABCA) provided an educational award of \$10,000 and a supplemental award of \$20,000. In addition, NABCA approved an award for \$30,000 to hold a Statewide Alcohol Prevention, Enforcement, Education, and Policy (PEEP) conference. This award and event was facilitated with by an Memorandum of Understanding (MOU) with Community Connections Inc. who served as the fiscal agent.

The West Virginia Governor’s Highway Safety Program (GHSP) provided the WVABCA with a grant for \$65,000 to support enforcement and educational activities. A \$20,000 grant was provided by the Commission on Drunk Driving Prevention (CDDP). These funds were used by the enforcement division to carry out underage compliance checks.

State Farm® provided a grant for \$20,000 and the funds were used for the DUI Simulator program and the NO School Spirits PSA contest.



Grant Funding Activities



DUI Simulator



The WVABCA DUI Simulator program was launched in November 2010. The program travels the state visiting high schools, institutions of higher learning and other venues to educate our youth about the harmful effects of drinking and distractive driving. The program provides youth with the opportunity to experience various driving conditions, hazards and scenarios while safely operating a simulation system. The program mimics the difficulties drivers would encounter at various blood alcohol content (BAC) levels. By engaging the youth in this interactive manner, the WVABCA can provide valuable tools to combat underage drinking and distractive driving.

The DUI Simulator program also includes a classroom lecture. On June 10, 2019, the WVABCA commissioned a new simulator to replace the simulator and trailer purchased in 2010. The simulator has state of the art graphics and the seat has motion to help create a more realistic experience. This program is a fantastic tool to use to educate participants concerning the risks associated with drunk driving. The simulator is in very high demand with multiple events scheduled weekly. There has been positive feedback from educators, law enforcement, students, and the general public. Several comments have been made by students that they, "will never drink and drive". There has been extensive media coverage of simulator events that have all been very positive.

A total of 70,195 students have taken part in this life saving program.



The 10th annual “NO” School Spirits PSA contest for the 2022-2023 academic school year was open to middle school and high school students who attend public or private schools in West Virginia. The contest received video entries that addressed the dangers of underage drinking or drinking and driving.

The WVABCA received 52 entries from nearly 400 students from 36 schools. Students competed for \$10,000 and the top five schools were selected to receive a cash prize, with first-place winning \$5,000.00 The schools were required to use the prize money for a school sanctioned event and/or school equipment.

The first-place winning PSA was edited for television and a radio spot was created. The PSA aired across the state during prom/graduation season, and at the start of the 2022 school year. A \$12,000 media buy yielded a \$184,772 *Return on Investment (ROI)* and accounted for 8,832 placements.



**Shady Spring High School
1st Place Winner
\$5,000 Prize**



The program is sponsored by State Farm®, National Alcohol Beverage Control Administration (NABCA), and the Governor’s Highway Safety Program.

**Ten Year
Program Highlights**
2013—2023
\$76,800 in Prize Money
63,451 PSA’s (Radio/TV)

Past First Place Winners

- 2021-2022 **Clay County High School**
- 2020-2021 **Point Pleasant High School**
- 2019-2020 **Mt. Hope Christian Academy**

School assemblies were held with the media and special guests to present the monetary awards to the winning schools. Students also received a personalized *Certificate of Recognition* from West Virginia Governor Jim Justice.



Wheeling Central Catholic High School
2nd Place Winner
\$2,500 Prize

Hurricane High School
3rd Place Winner



South Charleston High School
4th Place Winner

Tolsia High School
5th Place Winner



Past Winners

2021-2022	Lewis County H. S.	Shady Spring H.S.	Tolsia H.S.	Tyler Consolidated M.S.
2020-2021	Morgantown H.S.	Cabell Midland H.S.	Morgantown H.S.	Wheeling Park H.S.
2019-2020	Nitro H.S.	Cabell Midland H.S.	Cabell Midland H.S.	Independence M.S.

WVABCA IN THE NEWS

The West Virginia Democrat

From Staff Reports Jun 14, 2023

CHARLESTON — The West Virginia Alcohol Beverage Control Administration (WVABCA) is uniting with the West Virginia Division of Natural Resources (WVDNR) and the West Virginia Fire Commission Office of the State Fire Marshal to remind the public of potential hazards that can occur during the summer as many West Virginians and tourists are more active outdoors.



West Virginia governor declares April as Alcohol Awareness Month

by: [Amanda Barber](#)

Posted: Mar 30, 2023 / 01:02 PM EDT

Updated: Mar 30, 2023 / 04:08 PM EDT

Now, Gov. Justice's proclamation will allow the WVABCA to even further emphasize the importance of alcohol awareness and regulations in West Virginia.



"We are grateful for Governor Justice's proclamation. The WVABCA is committed to addressing the dangers associated with alcohol misuse by working with community leaders and law enforcement on a local, county and state level as we strengthen our collective ability to protect our youth and families."

- WVABCA COMMISSIONER FRED WOOTON



Second Annual WV Alcohol Enforcement, Education, and Prevention Conference held

by: [Makayla Schindler](#)

Posted: Sep 27, 2022 / 08:56 PM EDT

Updated: Sep 27, 2022 / 08:56 PM EDT

ROANOKE, W.Va. — The West Virginia Alcohol Beverage Control Administration (WVABCA) partnered with Community Connections Inc. and held its second annual "Alcohol Enforcement, Education, and Prevention Conference" at Stonewall Resort on Sept. 26 and 27.



Shady Spring High School wins the NO School Spirits PSA Contest

by: [Matt Cassada](#)
Posted: Apr 3, 2023 / 07:08 PM EDT
Updated: Apr 3, 2023 / 07:13 PM EDT

Shady Spring, WV (WVNS) - Big news for the tigers as Shady Spring High School in Raleigh County wins top award in a statewide contest.

The school finished first in the 10th annual NO School Spirits Public Service Announcement contest.

Students across the state submitted videos that address the dangers of underage drinking and driving. Shady Spring took home the \$5,000 first-place award.

THE LOGAN BANNER

Local high school students get hands-on drunk driving experience

By DYLAN VIDOVIK dvidovich@hdmediallc.com Apr 5, 2023

The Intelligencer.
Wheeling News-Register

November 20, 2023 | Today's Paper | Submit News | Subscribe Today | Login

Central Students Awarded For Video Production

WHEELING — A project from the Wheeling Central Catholic High School's video production class earned the group statewide recognition this past week.

The students received a second-place award and a \$2,500 check as the result of their entry in the "No School Spirits Public Service Contest" sponsored by the West Virginia Alcohol Beverage Control Administration. The video urges youths not to drink and drive.



W.Va. ABCA: Huntington's Premier Pub & Grill to surrender liquor license

HUNTINGTON, W.Va. (WCHS) - A Huntington bar will lose its license to serve alcohol following multiple shooting incidents. The most recent shooting occurred Nov. 4 and killed a worker at a nearby restaurant.



DUI Simulator visits Lincoln High School

by: [Joe Lint](#)
Posted: Oct 13, 2022 / 09:43 AM EDT
Updated: Oct 13, 2022 / 09:43 AM EDT

RETAIL LIQUOR OUTLETS



The mission of the WVABCA Spirits Division is to maintain and promote a robust portfolio of spirits to licensed retail liquor outlets across the state. The WVABCA meets and exceeds consumer demands by working with 244 active vendors (suppliers), 12 in-state distilleries, 11 in-state mini-distilleries, 2 in-state micro-distilleries, 106 liquor representatives, and 182 licensed liquor retail outlets.

Daily interaction with our suppliers includes, but is not limited to; approving the shipment of spirits to the distribution center, case pricing, product listing, product integrity, new vendor setups, and inventory fee assessments. The relationship that exists between the suppliers, bailment operations and the retail liquor outlets is enhanced by the WVABCA Order Entry Portal.

The Portal

All licensed retail liquor outlet owners and designated employees, liquor vendors, and representatives have secure online access to the WVABCA Order Entry Portal. This system was developed in-house and is a database that provides product information, bailment reports, sales data, and much more, all in real-time. The Portal allows licensed retail liquor outlets to conveniently create their weekly scheduled orders, and allows liquor vendors to enter special pricing of their products with WVABCA final approval. These functions help to maintain the Portal, in addition to keeping spirit brands in the state current and available for purchase by the citizens and private clubs. The WVABCA provides customer service to retailers with data entry, portal ordering, special pricing allowances and scheduling deliveries. The WVABCA also collects the Form 190's which are used by the retailer liquor outlets to track the purchases made by private clubs.

2,940 Active Bailment Product Codes

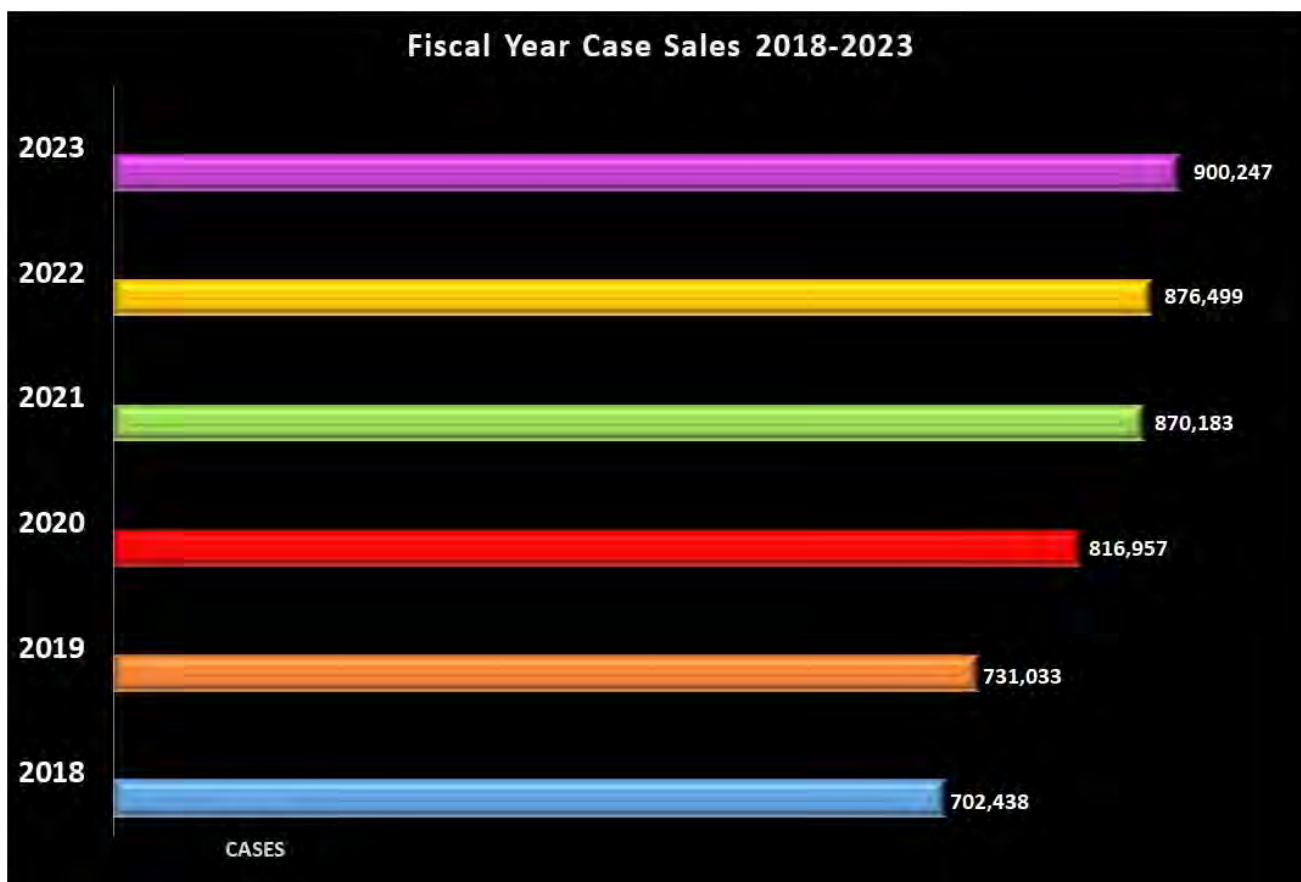


2,049 Active Special Order Product Codes

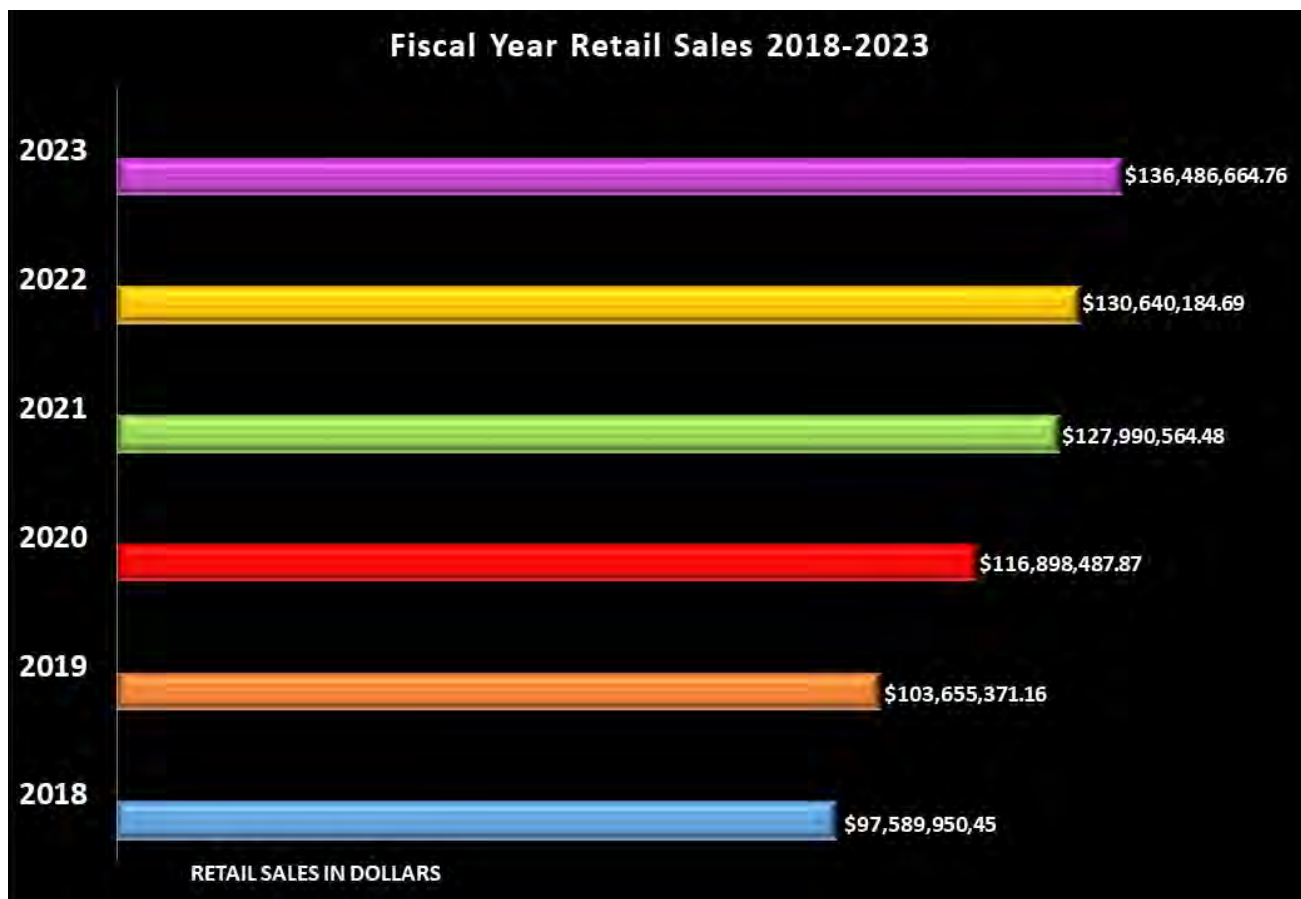


Distribution Center

The WVABCA Distribution Center is a 153,000 square foot warehouse that houses the agency's bailment operations. The Distribution Center maintains 2,940 active product codes and 2,049 special order product codes. In addition to receiving inbound products from 214 suppliers, the warehouse staff picks, assembles, and fills orders for outbound delivery to the 182 retail liquor outlet stores on a daily basis. The WVABCA performs audits and reconciliation of the WVABCA's Distribution Center's inventory.




Graphs display fiscal year sales by case and revenue generated from 2018-2023.



TOP 10 BRANDS

BY CASE SALES

<p>1</p> <p><i>Tito's</i></p>  <p>Handmade VODKA</p> <p>36,706</p>	<p>2</p> <p>FIREBALL</p>  <p>24,032</p>
<p>3</p>  <p><i>Crown Royal</i></p> <p>16,675</p>	<p>4</p> <p>JACK DANIEL'S</p> <p>15,462</p>
<p>5</p> <p>VLADIMIR</p> <p>VODKA</p> <p>14,074</p>	<p>6</p>  <p>BARTON</p> <p>13,746</p>
<p>7</p> <p><i>Crown Royal</i></p> <p>REGAL APPLE</p> <p>13,184</p>	<p>8</p>  <p>SMIRNOFF</p> <p>12,371</p>
<p>9</p> <p>Evan Williams®</p> <p>12,020</p>	<p>10</p>  <p>BACARDÍ®</p> <p>11,972</p>

2020-2030 Retail Liquor Outlets

Barbour County

- 603-Smoker Friendly #33, Philippi
- 591-Bellington Shop N Save, Bellington

Berkeley County

- 623-7-11 #28310, Hedgesville
- 624-7-11 #10670, Martinsburg
- 628-7-11 #25306, Martinsburg
- 630-7-11 #28320B, Falling Water
- 723-Smoker Friendly Penn Liquor, Martinsburg
- 732-Rutter's, Inwood
- 724-Smoker Friendly Liquor Express, Inwood
- 1025-Smoker Friendly Big Apple Liquor, Inwood

Boone County

- 403-Walgreens 17413, Danville
- 405-Walgreens 17559, Whitesville

Braxton County

- 533-Little General, Sutton
- 635-CVS Pharmacy #6307, Gassaway

Brooke County

- 406-Walgreens 19743, Follansbee
- 407-Walgreens 19991, Wellsburg
- 496-Tri-State Liquor, Weirton

Cabell County

- 492-Classic Liquors, Huntington
- 607-Julian's Market, Huntington
- 611-Saad's Wine & Spirits, Huntington
- 622-Stadium Spirits, Huntington
- 626-Huntington Beverage Center, Huntington
- 627-King Spirits, Huntington
- 633-CVS Pharmacy #4419
- 576-King Cut Rate Tobacco, Barboursville
- 641-Little General Store #5060, Barboursville

Callhoun County

- 744-Par-Mar #156, Arnoldsburg

Clay County

- 408-Walgreens 19334, Clay

Doddridge County

- 667-7-11 #35363H, West Union

Fayette County

- 409-Little General #3060, Gaulley Bridge
- 606-Video Palace, Inc., Montgomery
- 498-Comac #3, Oak Hill
- 499-Comac #4, Fayetteville

Gilmer County

- 714-Smoker Friendly Liquor Plus #43, Glenville

Grant County

- 452-7-11 #34915, Petersburg
- 657-Crown Spirits, Petersburg

Greenbrier County

- 490-Greenbrier Liquor Shoppe, White Sulphur Springs
- 491-Mountaineier Mart, Caldwell
- 506-The Loft, Lewisburg
- 507-Lewisburg Spirits & Wine, Lewisburg
- 411-Walgreens 18404, Rainelle

Hampshire County

- 453-7-11 #16924A, Romney

- 510-Cruise Thru, Romney

Hancock County

- 497-Tri-state Discount Liquor, Chester
- 537-New Cumberland Liquors, New Cumberland
- 508-Celebrations, Weirton
- 509-Weirton Shop N Save, Weirton

Hardy County

- 454-7-11 #28317A, Wardensville
- 519-A&A Spirits Shoppe, Moorefield

Harrison County

- 413-Walgreens 19852, Clarksburg
- 414-Walgreens 17405, Nutter Fort
- 536-The Spirit Shoppe, Nutter Fort
- 547-Shinnston Shop N Save, Shinnston
- 546-8FS #35, Bridgeport
- 545-8FS #19, Bridgeport
- 658-18J's Mountaineer Mart, Salem

Jackson County

- 415-Walgreens 17116, Ripley

- 416-Walgreens 17280, Ravenswood

Jefferson County

- 455-Harknshi LLC dba 7-11 #34688, Ranson
- 48-D Enterprise dba 7-11 #28315A, Harpers Ferry
- 625-7-11 #28316B, Charles Town
- 457-7-11 #20685, Shepherdstown
- 652-Shepherdstown Liquors, Shepherdstown

Kanawha County

- 417-Walgreens 12545-S, Charleston
- 418-Walgreens 17408, Charleston
- 419-Kroger #785, Charleston
- 420-Walgreens 17353, Charleston
- 421-Walgreens 19653, Charleston
- 608-Premiere Liquors, Charleston
- 622-22 Huntington Beverage Center, Charleston
- 422-Walgreens 19790, Dunbar
- 423-Walgreens 17738, South Charleston
- 424-Walgreens 17111, St. Albans
- 425-Walgreens 11750-S, Cross Lanes
- 609-Smoker Friendly #16, Dunbar
- 649-Walmart Supercenter #2576, Nitro
- 656-Walgreens 17588, Sissonville
- 426-Walgreens 19108, Big Chimney
- 554-Sam's Club #6457, South Charleston
- 589-King Cute Rate Tobaccos, Marmet
- 640-Little General Store #4095, Charleston
- 643-Little General Store #4135, Pinch
- 647-Walmart Supercenter #2036, South Charleston

Lewis County

- 527-Lewis County Liquor, Weston
- 584-8FS #14, Weston

Lincoln County

- 663-7-11 #35927H, Hamlin

Logan County

- 427-Walgreens 17792, Chapmanville
- 612-Par Mar dba L.A. Liquor & Lottery, Logan
- 720-The Liquor Lair, Man

Marion County

- 470-GDSH Distributors, Fairmont
- 634-East Fairmont Shop N Save, Fairmont
- 610-South Fairmont Shop N Save, Fairmont
- 428-Walgreens 18959, Marnington
- 728-Whitehall Liquor

Marshall County

- 429-Walgreens 19305, Benwood
- 504-CVS Pharmacy #6277, Moundsville

Mason County

- 602-Smoker Friendly #38, Point Pleasant
- 650-Walgreens 18006, Point Pleasant
- 525-Serestew Inc dba American Spirits

McDowell County

- 643-Little General Store #5400, Bradshaw
- 524-Welch Bantam Market, Welch

Mercer County

- 502-One Stop Beverage Mart, Bluefield
- 503-Hop & Go #1, Bluewell
- 548-Hop & Go #2, Bluefield
- 477-Liquors & More #1, Princeton
- 478-Liquors & More #2, Princeton
- 535-The Liquor Store, Princeton

Mineral County

- 458-7-11 #17109B, Keyser
- 653-7-11 #36952A, Keyser
- 459-7-11 #28326A, Fort Ashby

Mingo County

- 596-Trails End Souvenirs, Gilbert
- 599-H&H Spirits, Williamson
- 528-Zeek Enterprises dba Liquor Port, Kermit

Monongalia County

- 471-8FS #26, Morgantown
- 472-8FS #30, Morgantown
- 473-GDSH Distributors, Morgantown
- 516-Giant Eagle #59, Morgantown
- 544-Ashbrooke Liquor Outlet, Morgantown
- 734-8FS Foods #22, Morgantown
- 474-8FS #38, Morgantown
- 587-Walgreens 17700, Westover
- 639-Giant Eagle #58, Morgantown

Monroe County

- 620-Greenbrier Golf & Tennis Club dba Greenbrier Hotel Monroe Liquor
- 642-Little General Store #2150, Alderson

Morgan County

- 460-7-11 #28303A, Berkeley Springs
- 654-Top Shelf Liquors, Berkeley Springs

Nicholas County

- 646-Mountaineer Mart, Richwood
- 513-King Cut Rate Tobaccos #3, Summersville
- 594-Godfather Liquors No. 2, Mt. Nebo

Ohio County

- 432-Walgreens 17319, Wheeling133
- 433-Smoker Friendly #20, Wheeling
- 505-CVS Pharmacy #6278, Wheeling
- 582-Smoker Friendly #21, Wheeling
- 629-Smoker Friendly #41, Wheeling

Pendleton County

- 605-L&W Spirit Shop, Franklin

Pleasants County

- 435-Walgreens 17935, St. Marys

Pocahontas County

- 479-Liquors & More #3, Marlinton
- 670-Hops, Vines & Spirits, Snowshoe

Preston County

- 436-Walgreens 19666, Kingwood
- 475-8FS #10, Bruceton Mills
- 659-Par Mar dba 18J's Mountaineer Mart, Terra Alta

Putnam County

- 638-CVS Pharmacy #7124, Hurricane
- 655-Walgreens 17274, Eleanor
- 672-Smoker Friendly, Hurricane
- 597-Smoker Friendly #8, Scott Depot
- 665-7-11 #35915A, St Albans

Raleigh County

- 438-Smoker Friendly Liquor Plus, Beckley
- 439-Walgreens 11978-S, Beckley
- 493-CJ's Tobacco Shop, Beckley
- 549-Kroger #790, Beckley
- 574-Godfather Liquor, Bradley
- 494-CJ's Tobacco Shop, Beckley
- 495-CJ's Tobacco Shop, Sophia
- 561-Little General Store #2165, Daniels
- 636-CVS Pharmacy #6313, Beaver

Randolph County

- 562-Smoker Friendly #15, Elkins
- 590-Smoker Friendly #23, Elkins
- 614-Par Mar Store #45, Huttonsville

Ritchie County

- 440-Walgreens 18423, Harrisville

Roane County

- 531-Spencer Spirits, Spencer

Summers County

- 441-Walgreens 18344, Hinton

Taylor County

- 442-Walgreens 12277, Grafton

Tucker County

- 443-Walgreens 18187-Parsons
- 645-MK Top Cigo, Thomas
- 715-8FS #17, Davis

Tyler County

- 563-Par Mar Oil, Sistersville

Upshur County

- 444-Walgreens 17113, Buckhannon

Wayne County

- 578-Classic Liquors, Kenova
- 637-CVS Pharmacy #6350, Kenova

Webster County

- 445-Par Mar #157, Webster Springs

Wetzel County

- 648-Walmart Supercenter #2684, New Martinsville

Wirt County

- 733-Little General #7550, Elizabeth

Wood County

- 530-Mini-Giants, Parkersburg
- 545-Sam's Club #6373, Vienna
- 573-Par Mar #3, Parkersburg
- 598-Smoker Friendly #1, Parkersburg
- 661-CVS Pharmacy #7604, Parkersburg
- 713-Smoker Friendly, Parkersburg
- 524-Par Mar-Cork-N-Bottle, Williamstown

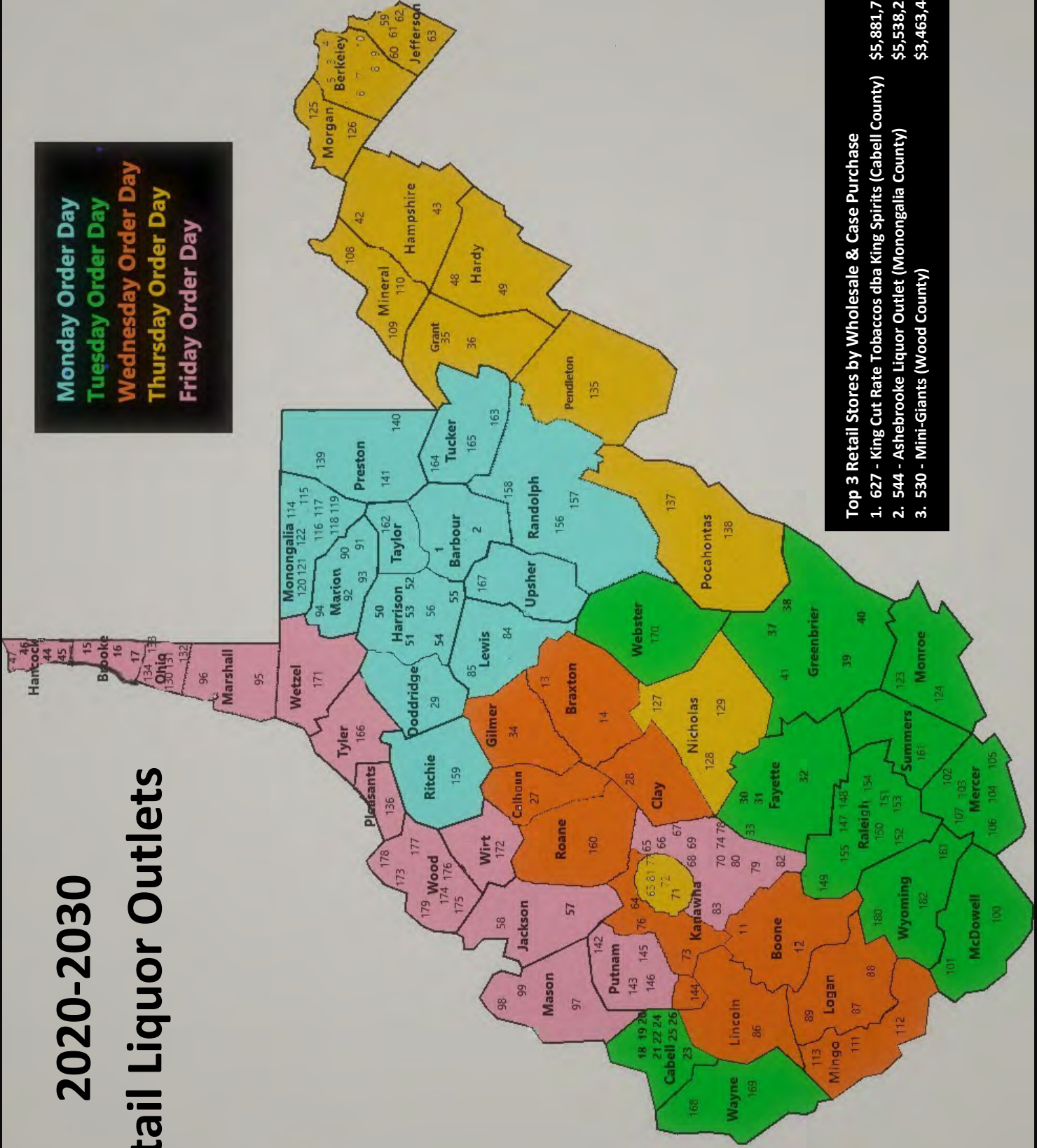
Wyoming County

- 446-Walgreens 18397, Mullens
- 447-Walgreens 19681, Pineville
- 664-7-11 #35920H, Oceana

2020-2030

Retail Liquor Outlets

Monday Order Day
 Tuesday Order Day
 Wednesday Order Day
 Thursday Order Day
 Friday Order Day



Top 3 Retail Stores by Wholesale & Case Purchase

1. 627 - King Cut Tobaccos dba King Spirits (Cabell County)	\$5,881,718.88	36,638
2. 544 - Ashebrooke Liquor Outlet (Monongalia County)	\$5,538,263.69	36,125
3. 530 - Mini-Giants (Wood County)	\$3,463,443.34	24,000



WEST VIRGINIA

ALCOHOL BEVERAGE CONTROL ADMINISTRATION

900 PENNSYLVANIA AVENUE, 4TH FLOOR
CHARLESTON, WV 25302

304-356-5500

1-800-642-8208 (TOLL FREE WITHIN WEST VIRGINIA)

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