

FINE WINE & GOOD SPIRITS



# ANNUAL

PENNSYLVANIA  
LIQUOR

FISCAL  
**2024**  
**2025**  
YEAR

CONTROL  
BOARD

# REPORT

# OUR MISSION

The Pennsylvania Liquor Control Board serves as the commonwealth's responsible seller of wines and spirits, regulates Pennsylvania's beverage alcohol industry and promotes social responsibility and alcohol education, while maximizing financial returns for the benefit of all Pennsylvanians.

**04-11**  
Introduction

**04-05**  
Message from the Board

**06-07**  
Board Biographies

**08**  
Executive Director  
Biography

**09**  
Executive Team

**10-11**  
Organizational Structure

**12-13**  
Financial Highlights

**14-15**  
Legislative Synopsis

**16-25**  
Sales Highlights

**26-27**  
Bottle Signings, Tastings  
& Events

**28-29**  
E-Commerce

**30-31**  
Facilities

**32-36**  
Sales to Licensees

**37-41**  
Licensing

**42-44**  
Alcohol Education

**45-46**  
Employment

**47-50**  
Financial Summary

**51-64**  
Appendix: Stores Ranked by  
Total Dollar Sales, FY 2024-25

**65**  
Research Notes

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# MESSAGE FROM THE BOARD

Dear Fellow Pennsylvanians:

We are pleased to present you with the Pennsylvania Liquor Control Board's (PLCB) Fiscal Year 2024-25 Annual Report. This publication outlines PLCB operations, highlights popular products and sales trends and shares financial results for the period of July 1, 2024, to June 30, 2025.

In fiscal year 2024-25, the PLCB achieved total sales of \$3.16 billion (including liquor and sales taxes), a decrease of \$20.7 million or 0.65% as compared to the prior fiscal year. Net income for the year totaled \$135.2 million, a decrease of \$106.9 million or 44.2% as compared to fiscal year 2023-24. Increases in payroll and benefits and unfavorable changes to PLCB's pension and other post-employment benefit actuarial valuation expenses were the biggest contributing factors to the decrease in net income. Contributions to state and local governments and other beneficiaries totaled \$876.6 million for the fiscal year. A financial summary is available on pages 47-50.

Fiscal year 2024-25 brought liquor reform introducing the private sale of ready-to-drink cocktails (RTDC). Act 86 of 2024 expanded the network of retailers allowed to sell RTDCs to go to include beer distributors, restaurants, hotels, grocery stores and convenience stores.

Implementation of the new law necessitated the creation of a new permit authorizing the sale of spirits-based RTDCs ranging from 0.5% alcohol by volume (ABV) to 12.5% ABV in original containers up to 16 ounces for off-premises consumption. On Sept. 16, 2024, the day the new law became effective, more than 1,400 RTDC permits were issued. See pages 35-36 for more information.

The Stop-and-Go Legislative Task Force, of which the PLCB was part, developed a number of recommendations to the Pennsylvania legislature to address problem businesses with restaurant or eating place retail liquor licenses that operate as convenience stores or delis but fail to maintain minimum licensure requirements. Through the recommendations, the task force aims to address non-compliance among problem establishments and remediate the threats they bring to neighborhoods and communities. The complete report and recommendations can be viewed under About Us/Reports & Publications on [pa.gov/lcb](http://pa.gov/lcb).

In November 2024, former Philadelphia Council president and PLCB board member Darrell Clarke assumed the role of chairman of the Board, succeeding Tim Holden who retired after serving as Board chair for nearly 10 years.

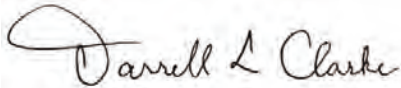
Additional PLCB activities and key accomplishments for the fiscal year include:

- In June 2025, the PLCB welcomed former state senator Jim Brewster as a new board member. See page 7 for an introduction.
- California cabernet sauvignon, spirits-based RTDCs and reposado tequila topped the list of product categories with the highest year-over-year dollar gains. Increases ranged from 10.4% to 39.1%. More on these top product categories can be found on page 23.
- Stateside, High Noon and Cutwater were the most popular RTDCs purchased by permit holders. See page 33 for the detailed product list.
- More than \$1.7 million in alcohol education grants to support the development of programs to reduce underage and dangerous drinking was awarded to 86 organizations across Pennsylvania. Details are available on page 42.
- The release of the PLCB's biennial Report on Underage and High-Risk Drinking provided a snapshot of underage and dangerous drinking statistics in Pennsylvania and an outline of alcohol education programming and prevention initiatives throughout the state. The report is available under the Alcohol Education & Training section of [pa.gov/lcb](http://pa.gov/lcb).

This report outlines our continued efforts to expand and improve in our service to Pennsylvania consumers, licensees, prevention stakeholders, beverage alcohol industry members and other stakeholders.

We're thankful for the opportunity to share this information with you.

Sincerely,



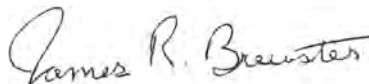
Darrell L. Clarke  
Chairman



Tim Holden  
Chairman (Outgoing)



Randy Vulakovich  
Member



James R. Brewster  
Member

# BOARD BIOGRAPHIES

## DARRELL CLARKE **CHAIRMAN**

Darrell Clarke, a resident of Philadelphia, was nominated to the Pennsylvania Liquor Control Board by Governor Josh Shapiro on Sept. 1, 2023, and was confirmed to a four-year term by the state Senate on Feb. 8, 2024. He was named chairman of the PLCB by Governor Shapiro on Nov. 22, 2024.

A product of Philadelphia public schools, Darrell grew up in its Strawberry Mansion neighborhood. He began his service to North Philadelphia as a community activist and was eventually recruited to serve as a constituent service representative for a member of Philadelphia City Council in 1980. Darrell rose to become the member's chief of staff before being elected to represent the 5th District. In 2012, Darrell became Philadelphia Council president, the second-most powerful position in the sixth largest city in the country. He remained Council president until January 2024.



During his years on Council, Darrell advanced a legislative agenda that included initiatives to increase affordable housing opportunities, preserve neighborhoods, reform government and improve efficiencies, reduce poverty, prevent violence and increase public safety, increase public education funding, provide tax relief for homeowners and property owners, support energy and sustainability efforts, create job opportunities and modernize Council's staff's technical abilities.

Darrell served as Philadelphia Council's budget chairman, leading public review and discussion before the adoption of the City's annual budget. Despite topping \$6 billion, City budgets were always on time and balanced during his tenure.

## TIM HOLDEN **CHAIRMAN (OUTGOING)**

Tim Holden was first nominated to the Pennsylvania Liquor Control Board by Governor Tom Corbett on June 14, 2013, and was unanimously confirmed by the state Senate on Nov. 13, 2013.

Tim was named chairman of the PLCB by Governor Tom Wolf on Feb. 17, 2015. He was nominated to a second term by Governor Wolf on May 18, 2016, and was unanimously confirmed by the state Senate on June 29, 2016. He was nominated to serve a third term by Governor Wolf on May 21, 2020, and was unanimously confirmed by the state Senate on Oct. 21, 2020.

He is a native of St. Clair, Schuylkill County. After attending St. Mary's Elementary School and St. Clair Area High School, Tim received an athletic scholarship to Fork Union Military Academy, completing one year of college prep. He earned a football scholarship to the University of Richmond, but an illness cut short his football career. Tim completed his education at Bloomsburg University, receiving a Bachelor of Arts degree in sociology.

In 1980, Tim earned his license as an insurance broker and real estate agent. He went on to work as a probation officer, was



sergeant-at-arms for the Pennsylvania House of Representatives and served as sheriff of Schuylkill County from 1985 to 1992.

Tim was a member of Congress for 10 terms, representing the Sixth District from 1993 to 2002 and the 17th District from 2003 to 2012. The Sixth District was comprised of Schuylkill and Berks counties, as well as parts of Northumberland and Montgomery counties. The 17th District was comprised of Schuylkill, Dauphin and Lebanon counties, as well as parts of Perry and Berks counties.

Tim was a member of the House Agriculture Committee, and served as vice chairman of that committee in the 110th and 111th Congresses. He was named chairman of the committee's Subcommittee on Conservation, Credit, Energy and Research during the 110th and 111th Congresses, and he served on the Livestock, Dairy and Poultry subcommittee. In the 105th Congress, Tim was appointed to the Transportation and Infrastructure committee.

He and his wife, Gwen, live in St. Clair.

**RANDY VULAKOVICH BOARD MEMBER**

Randy Vulakovich was nominated to the Pennsylvania Liquor Control Board by Governor Tom Wolf on Oct. 14, 2022, and was confirmed to a four-year term by the state Senate on Oct. 26, 2022.

A lifelong resident of Allegheny County, Randy retired after a 27-year career in law enforcement (where he was known as Officer V and spent five years as a D.A.R.E. instructor), then was elected to the Pennsylvania House of Representatives in 2006. During his three terms, he served on the Aging and Older Adult Services, Finance, Environmental Resources and Energy, Gaming Oversight, Veterans Affairs and Emergency Preparedness committees. Randy won a special election to the Pennsylvania Senate in August 2012. As a state senator, he served as Chairman of the Veterans Affairs & Emergency Preparedness Committee, the Aging & Youth Committee and the Communications and Technology Committee. In addition, he was a member of the Appropriations (including the Subcommittee on Public Safety), Community Economic and Recreational Development, Judiciary, Senate Majority Policy and Transportation committees.

Randy serves as a board member of the Allegheny County Airport Authority and the 3 Rivers Wet Weather Board of Directors. Other boards and authorities on which he served include the Pennsylvania Commission on Crime



and Delinquency, the Advisory Board of the Southwestern Pennsylvania Veterans Center, the Port of Pittsburgh Commission, the Carnegie Library Board of Trustees, the Pittsburgh Ballet Theater Board of Trustees and the University of Pittsburgh's Institute of Politics Board of Fellows (where he served as co-chair of the Public Safety and Emergency Preparedness Committee).

Randy's earned numerous awards during his career, including the Pittsburgh Coalition Against Rape's Ambassador for Social Change Award, for his legislative work to prevent sexual violence and protect victims; the ACHIEVA Excellence in Legislation Award, for his efforts to promote legislation supporting children and adults with intellectual disabilities and their families; the ACTION-Housing Inc. Legislator of the Year award, for his efforts to defeat Pay-Day Lending legislation; the Pennsylvania Fire & Emergency Services Institute (PFESI) Legislator of the Year Award in 2018, for his unwavering commitment to first responders; and the Pennsylvania Meritorious Service Medal by the Adjutant General of the Pennsylvania National Guard, on behalf of Governor Wolf, for his commitment to servicemen and -women and all veterans.

Randy lives in Shaler Township with his wife, Bobbie. They have been married for 51 years and have two children, Stacy and Randy Jr. He is the proud grandfather to Tyler, Emmy and Drew.

**JIM BREWSTER BOARD MEMBER**

Jim Brewster, a resident of McKeesport, Allegheny County, was nominated to the Pennsylvania Liquor Control Board by Governor Josh Shapiro on March 24, 2025, and was unanimously confirmed to a four-year term by the state Senate on June 11, 2025.

Jim served for 14 years as a state senator representing 55 communities in Pennsylvania's 45th District (Allegheny and Westmoreland counties). During his terms, he served as chairman of the Law & Justice, Housing & Urban Affairs and Game & Fisheries committees; vice chairman of the Legislative Budget & Finance Committee; and member of the Appropriations, Banking & Insurance, Education, Local Government and Transportation committees. Before becoming a state senator, Jim fulfilled a lifelong dream by serving for seven years as mayor of McKeesport. Prior to entering public service, he was an executive at Mellon Bank, one of the largest financial institutions in the country at the time.



A graduate of California University of Pennsylvania, Jim served as chairman, trustee, officer or member of the boards of the Pennsylvania League of Cities and Municipalities, Pennsylvania Higher Education Assistance Association, Penn State Greater Allegheny, Pittsburgh Regional Transit, McKeesport Housing Authority, Allegheny League of Municipalities, Allegheny County Air Quality Control, Soldiers and Sailors Memorial Hall and Museum Trust and many other community, civic and professional organizations.

Jim was named "Champion of Public Education" by the Pennsylvania School Boards Association in 2025 and the Mayor of the Year in 2010 by the Pennsylvania Mayor's Association. He also received the NAACP President's Award. A community center in McKeesport bears his name – the Senator James R. Brewster Community Center.

Jim and his wife, Linda, have been married for 55 years and have three daughters. He is the proud grandfather of seven.

# EXECUTIVE DIRECTOR BIOGRAPHY

## RODRIGO DIAZ

Rodrigo Diaz has been with the Pennsylvania Liquor Control Board since 1992, serving most recently as the agency's chief counsel, from 2016 through 2023, and acting executive director. He was named Executive Director of the PLCB in January 2024.

Since joining the PLCB, Rod has served as assistant counsel, legislative counsel and deputy chief counsel. From 2008 through early 2016, he served as executive deputy chief counsel, directly overseeing all legal functions in the agency.

During his career, Rod has represented the PLCB before numerous tribunals, including Commonwealth Court and the Pennsylvania Supreme Court, in cases involving significant issues like liquid fuels and alcohol sales by supermarkets. He has been instrumental in drafting PLCB regulations and representing the agency before the



Independent Regulatory Review Commission. Rod has drafted numerous legislative proposals ultimately enacted into law and has provided testimony in legislative hearings involving the beer distribution system.

Rod served on the faculty of the Pennsylvania Bar Institute, where he taught liquor licensing matters, and he has planned and moderated panels for the National Alcohol Beverage Control Association (NABCA) and the National Conference of State Liquor Administrators (NCSLA). He also serves on the executive board of NCSLA as 3rd vice-president.

A cum laude graduate of the University of Pittsburgh School of Law who received a Bachelor of Arts degree in political science at Yale University, Rod lives in Carlisle with his wife, Sara Meng, Ph.D., and two sons, Christopher and Elijah.

# EXECUTIVE TEAM

(AS OF JUNE 30, 2025)



*ROW ONE, left to right*

**Director of  
Regulatory Affairs**  
Tisha Albert

**Executive  
Director**  
Rodrigo Diaz

**Chief  
Counsel**  
Jason Worley

**Director of Policy &  
Communications**  
Elizabeth Brassell

*ROW TWO, left to right*

**Deputy  
Executive Director**  
Doug Hitz

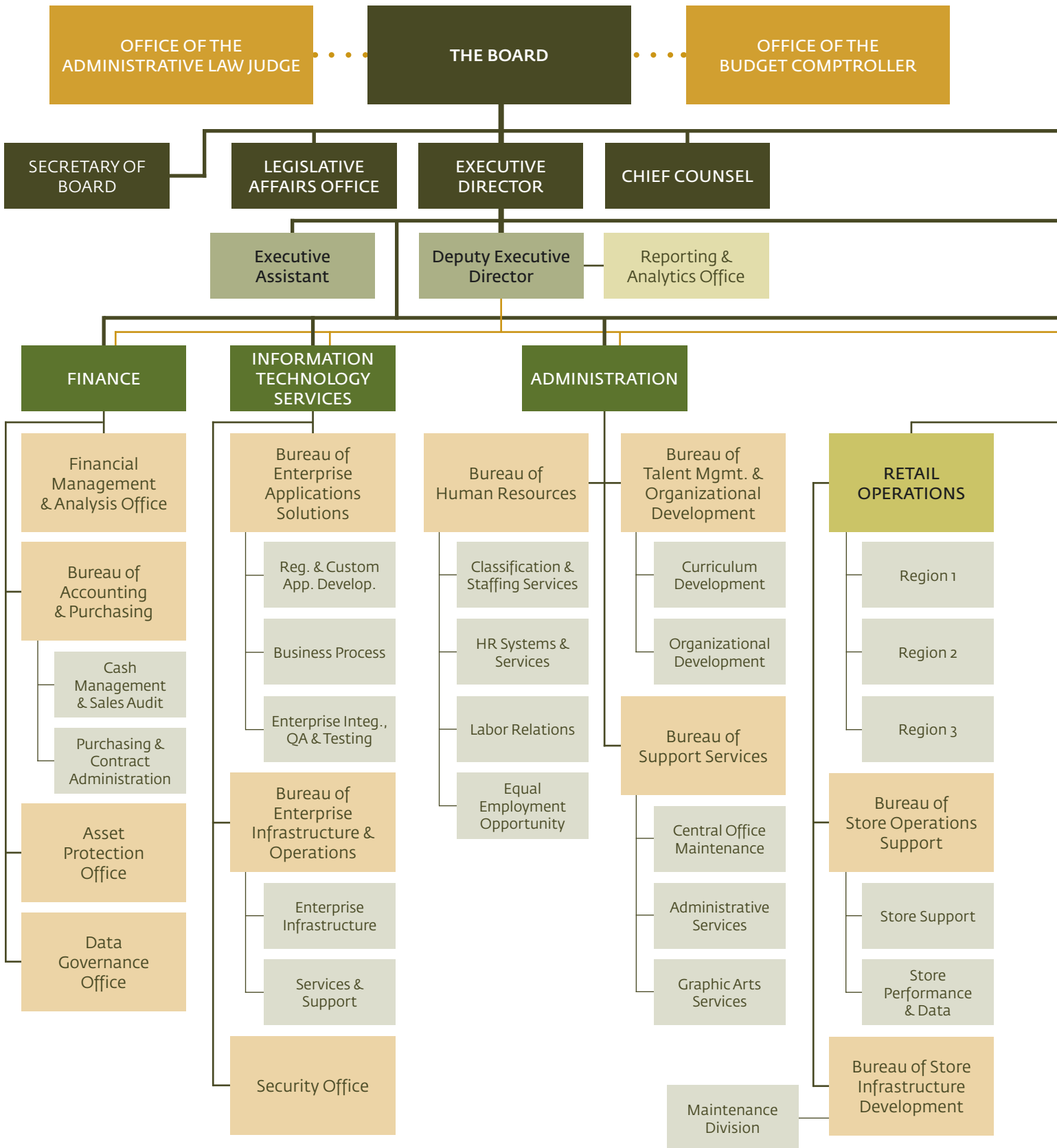
**Chief  
Information Officer**  
Brian Coons

**Chief  
Operating Officer**  
Andrew Collins

**Chief  
Financial Officer**  
Angela Bond Blecher

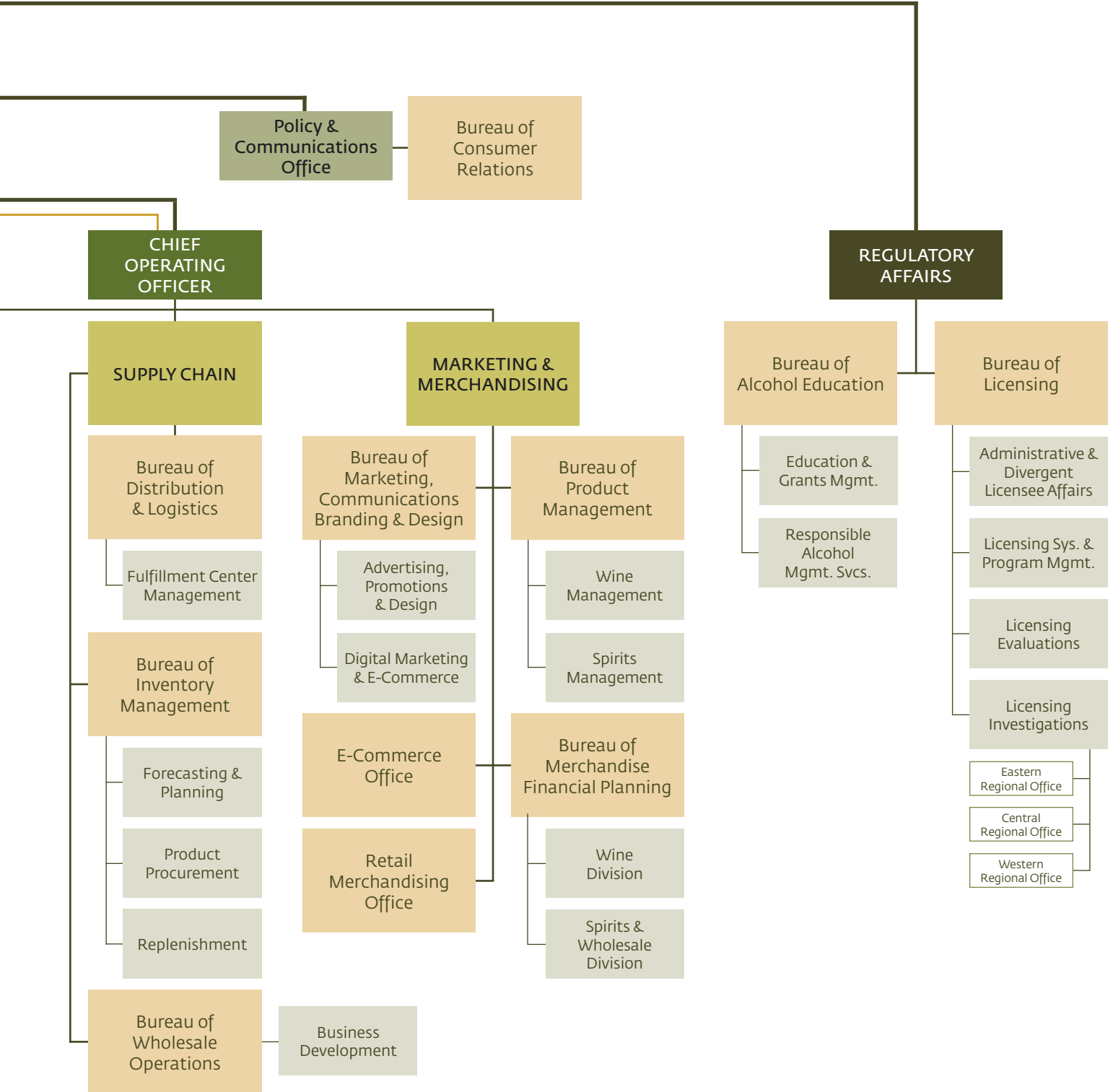
**Director of Legislative &  
Governmental Affairs/  
Board Secretary**  
Michael Vigoda

**Director of  
Administration**  
Jason Lutcavage



# ORGANIZATIONAL STRUCTURE

(AS OF JUNE 30, 2025)



# FINANCIAL HIGHLIGHTS

In fiscal year 2024-25, **\$876.6 MILLION** was returned to state and local government and other beneficiaries.

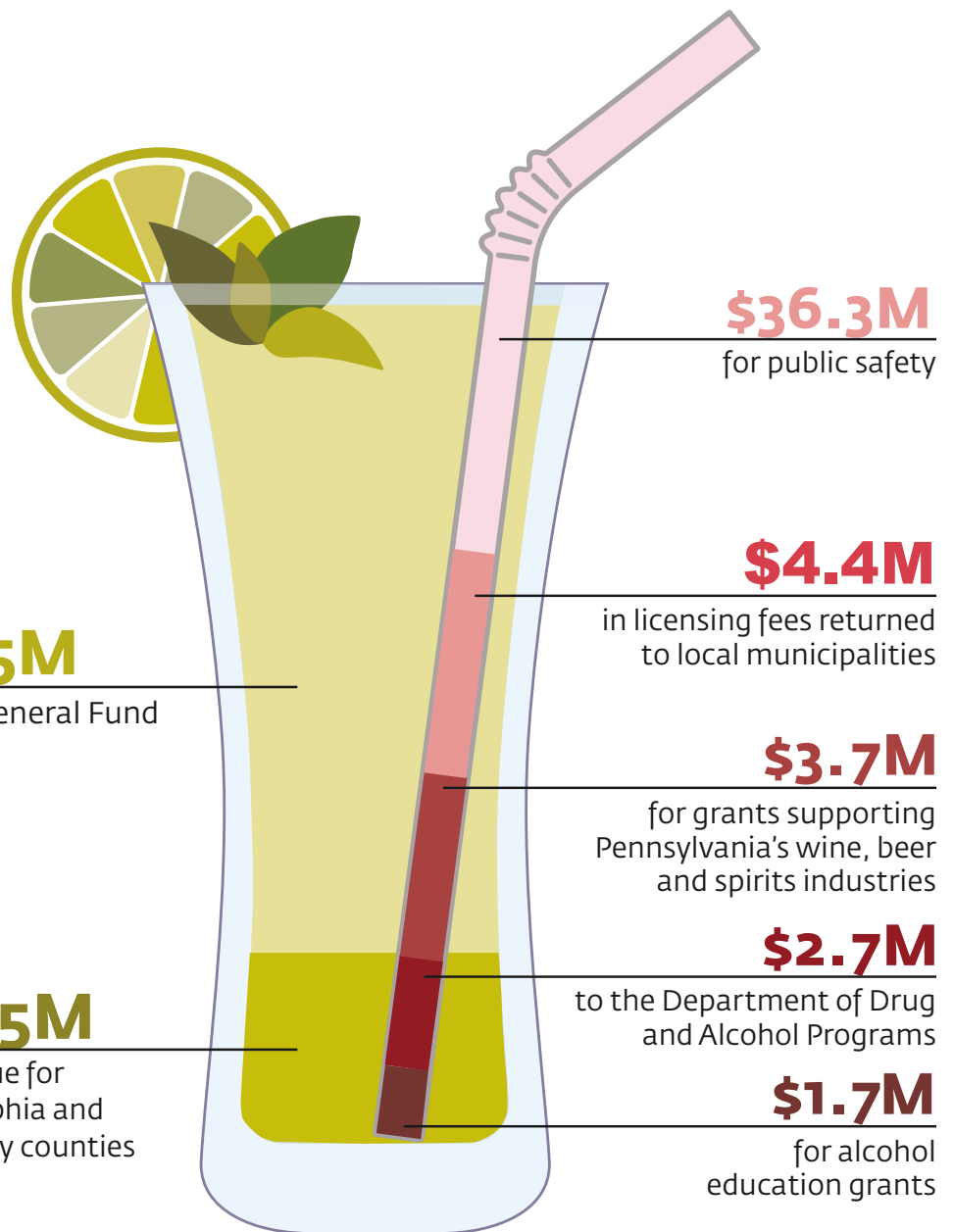
The PLCB generated more than

**\$3.16 BILLION**

in sales and taxes from Fine Wine & Good Spirits stores, direct deliveries to licensees and its e-commerce website. Through every retail store, wholesale relationship, license granted and educational initiative, we ensure the benefits of the beverage alcohol industry flow back to the people and places that make our commonwealth strong.

**\$815M**  
to the General Fund

**\$11.5M**  
in revenue for Philadelphia and Allegheny counties



**SUPPORTS ECONOMIC DEVELOPMENT AND LOCAL COMMUNITIES**



Unparalleled product selection & education for consumers



Fair-wage, family-sustaining jobs for your family, friends & neighbors



560+ stores keeping communities connected



Financial support for local government initiatives



Community alcohol education and prevention initiatives



Projects promoting and growing the Pennsylvania wine, beer and spirits industries

**PLCB SUMMARY FINANCIAL INFORMATION (IN THOUSANDS EXCEPT AS INDICATED)**

	FY 2024-25*	FY 2023-24	FY 2022-23	FY 2021-22	FY 2020-21	CAGR **
Sales Net of Taxes	\$2,530,584	\$2,545,114	\$2,513,588	\$2,405,547	\$2,317,842	2%
Gross Profit	\$780,325	\$819,781	\$764,198	\$752,013	\$743,476	1%
Gross Margin	30.8%	32.2%	30.4%	31.3%	32.1%	-1%
Operating Expenses	\$659,086	\$592,145	\$514,967	\$419,853	\$469,467	9%
Operating Income	\$121,239	\$227,636	\$249,231	\$332,160	\$274,009	-18%
Other Revenues	\$50,275	\$47,484	\$43,860	\$29,425	\$20,085	26%
Transfers to State Police	\$36,343	\$33,035	\$32,320	\$30,734	\$29,236	6%
Net Income	\$135,171	\$242,085	\$260,771	\$330,851	\$264,858	-15%
Transfers to General Fund	\$194,627	\$185,100	\$185,100	\$185,100	\$185,100	1%
Drug & Alcohol Transfers	\$2,703	\$4,842	\$5,215	\$6,617	\$5,297	-15%
Liquor Tax	\$444,404	\$448,755	\$450,755	\$431,264	\$415,839	2%
State Sales Tax	\$175,969	\$177,386	\$177,567	\$169,651	\$163,878	2%
Local Sales Tax	\$11,491	\$11,855	\$11,534	\$10,669	\$9,643	4%
License Fees For Return ^	\$4,407	\$4,413	\$4,261	\$2,697	\$1,812	25%
Grants	\$2,880	\$2,951	\$2,934	\$2,606	\$2,643	2%
Operating Exp./Net Sales	26.0%	23.3%	20.5%	17.5%	20.3%	
Contributions/Net Sales ^^	34.5%	34.1%	34.6%	34.9%	35.1%	
Return on Assets	38.3%	29.5%	28.8%	44.1%	30.8%	

\*Financial results for fiscal year 2024-25 are unaudited.

\*\*CAGR - Compound Annual Growth Rate.

^As provided by statute, a portion of license fees are returned to municipalities. Rates have not changed since 1991, but some license renewal fees were waived in calendar 2021.

^^Contributions are transfers, taxes, license fees for return and grants.

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# LEGISLATIVE SYNOPSIS

## In fiscal year 2024-25, two new laws impacting the Liquor Code were enacted.

**Act 57 of 2024.** Signed by Governor Shapiro on July 15, 2024, Act 57 amended a number of sections of the Liquor Code.

Some of the most notable changes made by Act 57 included clubs' safekeeping period and extended hours food permit; happy hour and food/drink combination specials; manufacturers' hours and extended hours permit; self-sponsored events; and temporary extensions.

Clubs and catering clubs may apply for an additional year of safekeeping after the initial two-year period. The fee for an additional year of safekeeping is \$5,000 for club or catering club licenses located in counties of the first through fourth classes, and \$1,000 for club or catering club licenses located in counties of the fifth through eighth classes. Act 57 also allows a club licensee to use an extended hours food permit an unlimited number of times during its license term.

The maximum number of happy hours retail licensees can offer each week increased from 14 to 24 hours per week. In addition, retail licensees may offer up to two food and drink combination specials each day.

Act 57 expanded certain manufacturers' hours and created an extended hours permit. Breweries, limited distilleries and distilleries may operate on New Year's Eve (Dec. 31), until 2 a.m. on New Year's Day (Jan. 1). Additionally, breweries, limited distilleries and distilleries are eligible to obtain an extended hours permit, which allows the holder to remain open and sell alcohol until 2 a.m. of the following calendar day. There is a \$50 fee for an extended hours permit, it is only good for one day in the calendar year and the licensee must comply with certain requirements to notify law enforcement.

A hotel, restaurant or club licensee may self-sponsor an event where the admission ticket allows the ticketholder to receive up to two alcoholic drinks. The event must be scheduled more than 24 hours in advance.

Act 57 permanently extended the PLCB's authority to issue temporary extensions to include outside serving areas as temporarily granted during the COVID-19 pandemic. The PLCB is also authorized to require applicants for these temporary extensions to pay a filing fee.

Act 57 contained additional changes that impacted various provisions in

the Liquor Code. These amendments removed certain restrictions related to the employment of licensee employees by other licensees; changed provisions regarding quantity discounts and sales or rentals by distributors and importing distributors; modified the definition of nonalcoholic malt or brewed beverages; prohibited the co-location at retail of similar alcoholic/nonalcoholic beverages under certain conditions; amended the definition of entities eligible for special occasion permits; increased the limit on the value of inside advertisements relating to any one brand per licensed establishment; created exceptions to unlawful inducement restrictions, which included allowing limited wineries to offer certain discounts to non-licensees on products sold for off-premises consumption; authorized the PLCB to create an additional discount program for licensees that pick up their purchases at PLCB-contracted warehouses; created the Distilled Spirits Industry Promotion Board and a new spirits grant program to which the PLCB will fund \$1 million annually; and transferred the approval of grants recommended by the Malt and Brewed Beverage Industry Promotion Board and Wine Marketing and Research Board to the Department of Agriculture.

**Act 86 of 2024.** Signed by Governor Shapiro on July 17, 2024, Act 86 allows hotel, restaurant, distributor and importing distributor licensees to apply for a ready-to-drink cocktail (RTDC) permit, which allows the sale of RTDCs to go to non-licensees. RTDCs are defined as pre-mixed drinks made from distilled liquor and other nonalcoholic liquids, packaged by the manufacturer in containers of up to 16 ounces. RTDCs must have alcohol by volume in the range of 0.5% to 12.5%.

There is a \$2,500 application fee for the RTDC permit and an annual renewal fee of 2% of the cost of RTDCs purchased for off-premises consumption, whether purchased from the PLCB or a licensed Pennsylvania manufacturer, which is defined to include all active limited distillery licensees and any distillery licensee that held an active limited distillery license before July 1, 2024.

RTDC permit holders may purchase RTDCs from the PLCB or licensed Pennsylvania manufacturers. However, RTDC permit holders may not purchase RTDCs through the PLCB's Special Order process. Licensed Pennsylvania

manufacturers may not sell RTDCs to consumers or permittees at a price less than what the PLCB charges for the same RTDC. Licensed Pennsylvania manufacturers must, upon request, sell to the PLCB any RTDC that it sells. If selling to RTDC permit holders, licensed Pennsylvania manufacturers must file quarterly reports with the PLCB stating the quantity of product sold to each permittee, the purchase price to permittees and the name or brand of the product sold.

Sales of RTDCs to go are subject to requirements including:

- A restaurant or hotel licensee with an RTDC permit may sell up to 192 ounces of RTDCs in a single sale. A distributor or importing distributor with an RTDC permit may sell RTDCs in any quantity, and all sales must be in original containers.
- An RTDC permit holder may sell RTDCs to go on Mondays through Saturdays until 11 p.m. Restaurant and hotel licensees with a Sunday sales permit may sell RTDCs until 11 p.m. on Sundays. Distributor and

importing distributor licensees with a Sunday sales permit may sell RTDCs until 9 p.m. on Sundays.

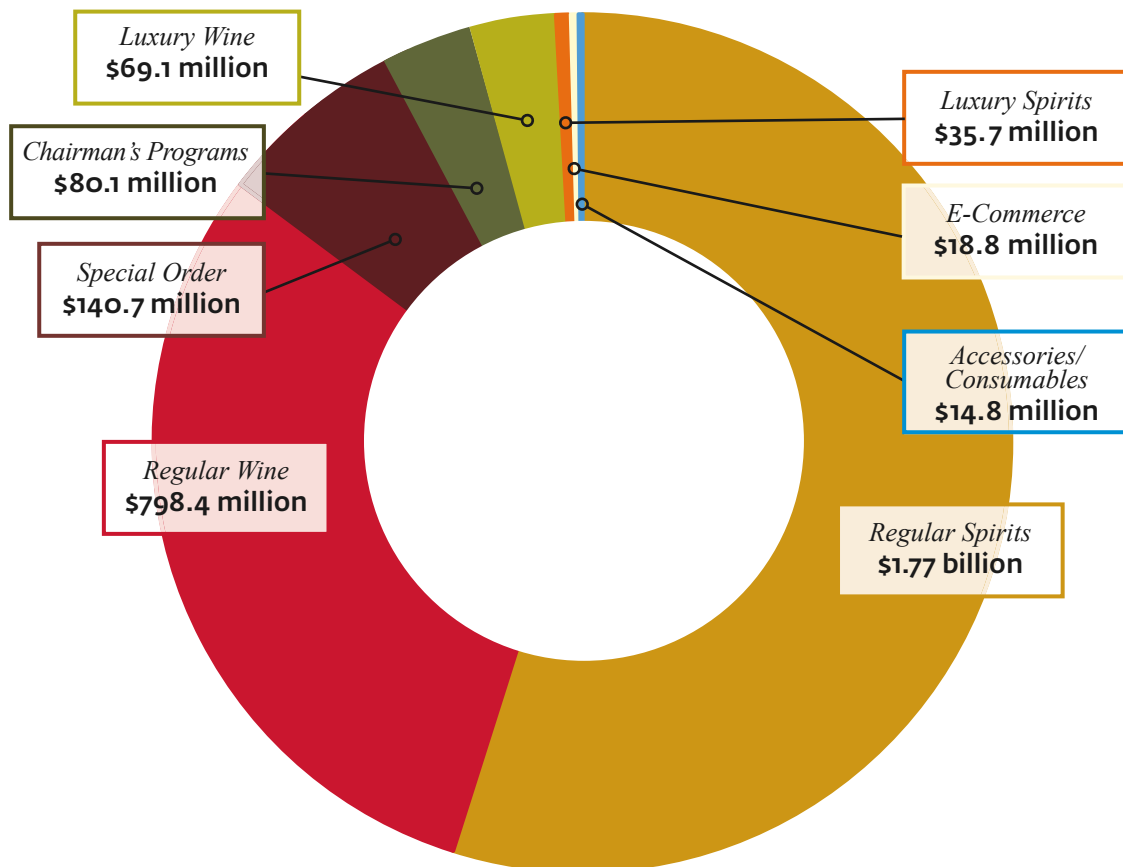
- Sales of RTDCs must occur at a designated register staffed at all times by a cashier at least 18 years old and trained through the Responsible Alcohol Management Program (RAMP). Additionally, a permittee must comply with all components of RAMP certification.
- A permittee must use a transaction scan device to verify the age of anyone who appears to be under 35 years old.
- A permittee cannot sell RTDCs to go for a price lower than the price at which it purchased the product.
- A permittee may not sell private label products.

Complete summaries of the legislative changes enacted in fiscal year 2024-25 and prior fiscal years can be accessed at [pa.gov/lcb](http://pa.gov/lcb) by selecting "Legislative & Regulatory Updates" under the "Laws, Compliance & Regulations" menu.

# SALES HIGHLIGHTS

## FISCAL YEAR DOLLAR SALES –Y DEPARTMENT

Total sales for fiscal year 2024-25\* were \$2.93 billion, a decrease of 0.65% as compared to the prior year. The compound annual growth rate (CAGR) between fiscal year 2020-21 and fiscal year 2024-25 is 1.8%.



\*E-commerce and Special Order sales were removed from all other departments. Placeholders and fees were removed from all sales. Sales data includes the 18% liquor tax but excludes state and local sales tax. Fiscal year 2023-24 to present sales data reflects changes to Accessories/Consumables, Regular Wine and Regular Spirits based on a reorganization of these departments.

SALES HIGHLIGHTS

FISCAL YEAR DOLLAR SALES BY DEPARTMENT (IN MILLIONS)

DEPARTMENT	FY 2024-25	FY 2023-24	FY 2022-23	FY 2021-22	FY 2020-21
Regular Spirits	\$1,771.93	\$1,777.25	\$1,756.60	\$1,663.54	\$1,577.98
Regular Wine	\$798.4	\$854.9	\$875.4	\$870.3	\$901.9
Special Order	\$140.7	\$123.3	\$132.2	\$116.2	\$67.2
Chairman's Programs	\$80.1	\$72.4	\$62.8	\$57.5	\$68.7
Luxury Wine	\$69.1	\$61.8	\$79.0	\$81.7	\$74.6
Luxury Spirits	\$35.7	\$25.5	\$32.0	\$23.8	\$18.6
E-Commerce	\$18.8	\$17.7	\$14.5	\$13.5	\$16.8
Accessories/Consumables	\$14.8	\$15.7	\$5.9	\$5.5	\$4.6
<b>TOTAL</b>	<b>\$2,929.44</b>	<b>\$2,948.58</b>	<b>\$2,958.50</b>	<b>\$2,832.12</b>	<b>\$2,730.36</b>

CALENDAR MONTH DOLLAR SALES AND TRANSACTION COUNT\*

December had 12.1% of yearly sales, followed by November with 9.5%.



\*Sales data excludes 18% liquor tax and sales tax.

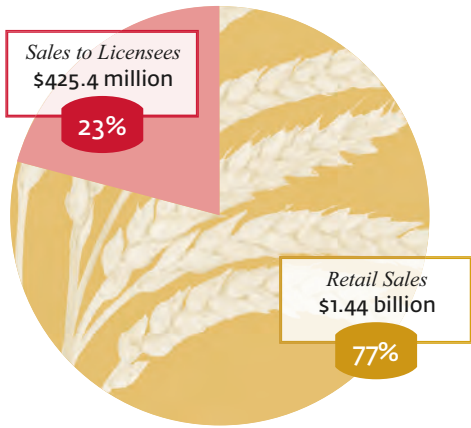
**RETAIL SALES TO INDIVIDUAL CUSTOMERS VERSUS SALES TO LICENSEES\***

Of total sales, 74% were retail sales to individual customers, while 26% were made to licensees. For spirits, 77% of sales were retail sales to individual consumers, while 23% of sales were to licensees. Sixty-nine percent of wine sales were to individual consumers, while 31% of sales were to licensees, including those selling wine to go.

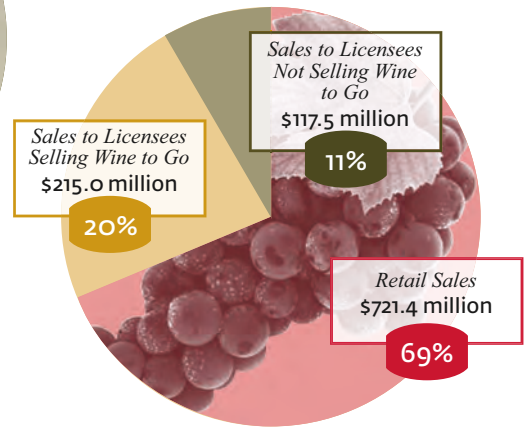
**TOTAL LICENSEE AND INDIVIDUAL CUSTOMER DOLLAR SALES  
FY 2024-25**



**SPIRITS LICENSEE AND INDIVIDUAL CUSTOMER DOLLAR SALES  
FY 2024-25**

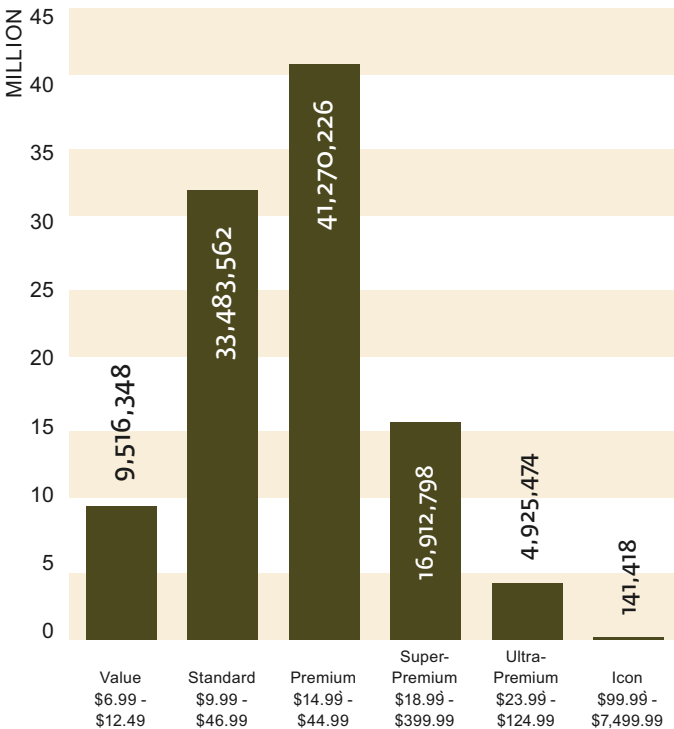


**WINE LICENSEE AND INDIVIDUAL CUSTOMER DOLLAR SALES  
FY 2024-25**

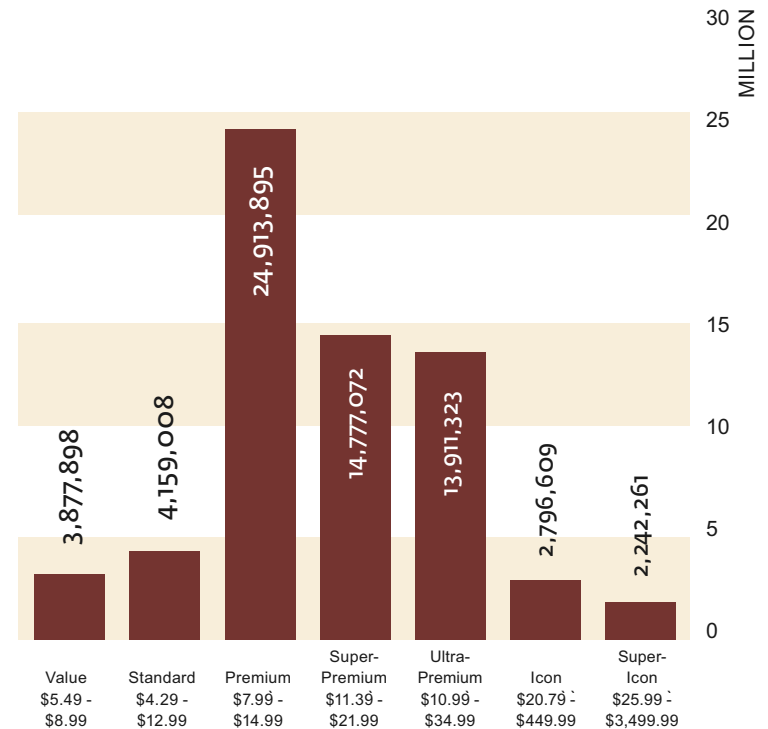


\*Total licensee and retail dollar sales include accessories and consumables.

**SPIRITS UNITS SOLD BY PRICE SEGMENT  
FY 2024-25**



**WINE UNITS SOLD BY PRICE SEGMENT  
FY 2024-25**



**COUNTY SHARES AND PERCENTAGE CHANGE BASED ON DOLLAR SALES\***

The top three counties – Allegheny, Philadelphia and Montgomery – accounted for 35.6% of statewide sales. Adams (1.4%), Clinton (1.3%) and Wyoming (1.3%) counties had the largest percentage increases over the prior year.

RANK	COUNTY	FY 2024-25 Dollar Sales	FY 2023-24 Dollar Sales	FY 2024-25 County Share	% Change	RANK	COUNTY	FY 2024-25 Dollar Sales	FY 2023-24 Dollar Sales	FY 2024-25 County Share	% Change
1	Allegheny	\$357,026,906	\$365,221,967	13.71%	-2.24%	35	Indiana	\$9,753,930	\$9,848,336	0.37%	-0.96%
2	Philadelphia	\$299,365,277	\$297,264,810	11.50%	0.71%	36	Columbia	\$9,596,934	\$9,667,245	0.37%	-0.73%
3	Montgomery	\$269,898,421	\$275,472,728	10.37%	-2.02%	37	Pike	\$8,609,982	\$8,585,683	0.33%	0.28%
4	Bucks	\$184,639,866	\$190,027,740	7.09%	-2.84%	38	Adams	\$7,709,987	\$7,606,336	0.30%	1.36%
5	Chester	\$131,829,290	\$136,522,350	5.06%	-3.44%	39	Union	\$7,274,703	\$7,383,685	0.28%	-1.48%
6	Delaware	\$110,735,826	\$113,396,807	4.25%	-2.35%	40	Northumberland	\$7,124,675	\$7,413,838	0.27%	-3.90%
7	Lancaster	\$93,268,044	\$93,116,981	3.58%	0.16%	41	Carbon	\$6,818,687	\$6,788,508	0.26%	0.44%
8	Lehigh	\$91,623,266	\$92,636,797	3.52%	-1.09%	42	Bradford	\$6,627,658	\$6,677,515	0.25%	-0.75%
9	Westmoreland	\$71,226,025	\$73,350,126	2.74%	-2.90%	43	Somerset	\$6,033,733	\$6,192,873	0.23%	-2.57%
10	York	\$69,959,161	\$72,467,464	2.69%	-3.46%	44	Venango	\$5,324,833	\$5,524,222	0.20%	-3.61%
11	Berks	\$67,566,810	\$69,017,965	2.59%	-2.10%	45	McKean	\$5,126,489	\$5,276,940	0.20%	-2.85%
12	Luzerne	\$64,817,300	\$64,744,024	2.49%	0.11%	46	Armstrong	\$4,725,835	\$4,862,882	0.18%	-2.82%
13	Dauphin	\$61,219,262	\$61,698,237	2.35%	-0.78%	47	Snyder	\$4,639,897	\$4,610,948	0.18%	0.63%
14	Northampton	\$57,861,226	\$57,860,764	2.22%	0.00%	48	Tioga	\$4,450,896	\$4,597,907	0.17%	-3.20%
15	Cumberland	\$56,215,769	\$57,275,708	2.16%	-1.85%	49	Clarion	\$4,371,955	\$4,427,148	0.17%	-1.25%
16	Erie	\$55,329,467	\$56,600,216	2.12%	-2.25%	50	Warren	\$4,359,295	\$4,414,625	0.17%	-1.25%
17	Lackawanna	\$48,530,652	\$48,857,524	1.86%	-0.67%	51	Bedford	\$4,297,597	\$4,365,669	0.17%	-1.56%
18	Monroe	\$47,568,060	\$48,541,286	1.83%	-2.00%	52	Mifflin	\$4,120,698	\$4,185,903	0.16%	-1.56%
19	Butler	\$45,338,386	\$45,819,999	1.74%	-1.05%	53	Clinton	\$4,107,587	\$4,054,459	0.16%	1.31%
20	Washington	\$37,407,995	\$37,632,169	1.44%	-0.60%	54	Wyoming	\$3,691,420	\$3,645,992	0.14%	1.25%
21	Centre	\$28,862,420	\$29,459,958	1.11%	-2.03%	55	Huntingdon	\$3,624,075	\$3,685,060	0.14%	-1.65%
22	Beaver	\$25,160,577	\$25,346,852	0.97%	-0.73%	56	Montour	\$3,470,617	\$3,547,630	0.13%	-2.17%
23	Lycoming	\$19,313,265	\$19,769,822	0.74%	-2.31%	57	Elk	\$3,190,128	\$3,265,137	0.12%	-2.30%
24	Blair	\$17,765,233	\$18,174,399	0.68%	-2.25%	58	Susquehanna	\$3,039,811	\$3,174,722	0.12%	-4.25%
25	Cambria	\$17,713,557	\$17,998,545	0.68%	-1.58%	59	Greene	\$2,997,616	\$3,106,830	0.12%	-3.52%
26	Mercer	\$17,503,529	\$17,744,052	0.67%	-1.36%	60	Jefferson	\$2,971,835	\$3,057,228	0.11%	-2.79%
27	Lebanon	\$16,699,145	\$16,926,084	0.64%	-1.34%	61	Perry	\$2,538,843	\$2,542,415	0.10%	-0.14%
28	Franklin	\$16,375,211	\$16,473,330	0.63%	-0.60%	62	Juniata	\$1,341,518	\$1,403,455	0.05%	-4.41%
29	Schuylkill	\$15,946,438	\$16,063,868	0.61%	-0.73%	63	Forest	\$1,051,943	\$1,159,870	0.04%	-9.31%
30	Wayne	\$15,749,428	\$15,757,624	0.60%	-0.05%	64	Fulton	\$836,746	\$838,045	0.03%	-0.16%
31	Fayette	\$14,006,690	\$14,356,866	0.54%	-2.44%	65	Sullivan	\$640,651	\$639,045	0.02%	0.25%
32	Lawrence	\$11,238,566	\$11,637,166	0.43%	-3.43%	66	Cameron	\$539,961	\$577,166	0.02%	-6.45%
33	Crawford	\$10,732,595	\$11,051,252	0.41%	-2.88%	67	Potter	\$486,618	\$492,861	0.02%	-1.27%
34	Clearfield	\$9,796,384	\$9,972,025	0.38%	-1.76%						

\*Sales data includes the 1.8% liquor tax but excludes state and local sales tax.

**SALES BY COUNTY AND CATEGORY IN DOLLARS FY 2024-25\***

Whiskey ranked as the top share of sales in all 67 counties. Vodka had the second-highest share of sales for 64 counties, while red table wine ranked as the second-highest share of sales in Chester and Montgomery counties. Tequila ranked second highest in Philadelphia.

	ASIAN-BEVERAGE- DESSERT WINES	BRANDY/ COGNAC	FORTIFIED WINE	GIN	LIQUEUR/ CORDIALS	PREPARED COCKTAILS	RED TABLE WINE
Adams	\$103,040	\$118,229	\$52,155	\$185,860	\$561,058	\$343,914	\$934,005
Allegheny	\$4,951,593	\$10,669,099	\$2,848,878	\$7,776,873	\$17,279,485	\$16,662,636	\$48,917,695
Armstrong	\$117,245	\$46,455	\$27,907	\$77,588	\$338,341	\$227,601	\$338,948
Beaver	\$412,951	\$740,841	\$120,799	\$395,985	\$1,262,362	\$988,033	\$2,307,055
Bedford	\$104,394	\$80,299	\$21,433	\$76,813	\$327,685	\$190,206	\$373,485
Berks	\$1,243,512	\$2,737,675	\$555,607	\$1,345,346	\$3,972,344	\$3,291,698	\$6,708,535
Blair	\$389,500	\$376,254	\$77,282	\$291,849	\$1,437,852	\$665,149	\$1,712,732
Bradford	\$140,979	\$113,990	\$34,956	\$129,101	\$527,203	\$302,895	\$584,078
Bucks	\$1,944,747	\$3,794,681	\$1,255,971	\$4,046,100	\$9,379,755	\$11,869,942	\$28,186,868
Butler	\$603,249	\$376,815	\$230,673	\$868,443	\$2,445,166	\$2,270,826	\$6,511,402
Cambria	\$515,286	\$521,767	\$105,167	\$267,341	\$1,260,261	\$759,161	\$1,436,380
Cameron	\$10,308	\$8,016	\$2,267	\$8,816	\$39,512	\$20,727	\$63,372
Carbon	\$128,813	\$159,978	\$46,922	\$135,276	\$550,614	\$303,384	\$611,266
Centre	\$406,357	\$414,804	\$212,045	\$822,820	\$1,823,914	\$1,810,281	\$3,635,475
Chester	\$1,038,464	\$2,133,398	\$950,291	\$3,152,037	\$6,027,986	\$8,775,423	\$21,627,298
Clarion	\$88,827	\$88,497	\$21,021	\$67,270	\$325,932	\$181,266	\$379,758
Clearfield	\$244,343	\$222,193	\$46,586	\$172,548	\$775,176	\$424,350	\$925,985
Clinton	\$87,424	\$87,559	\$15,495	\$71,489	\$352,615	\$181,119	\$262,176
Columbia	\$227,205	\$200,146	\$66,286	\$197,891	\$700,543	\$518,302	\$865,395
Crawford	\$218,103	\$209,664	\$44,093	\$209,675	\$741,391	\$376,341	\$960,861
Cumberland	\$847,226	\$1,482,782	\$353,082	\$1,220,555	\$3,317,924	\$2,333,579	\$7,033,084
Dauphin	\$1,088,974	\$4,706,877	\$554,959	\$1,260,783	\$3,574,983	\$2,215,543	\$5,271,463
Delaware	\$1,486,626	\$5,610,622	\$1,149,231	\$2,419,565	\$4,898,802	\$7,612,249	\$13,913,397
Elk	\$79,868	\$51,912	\$16,064	\$58,884	\$282,922	\$172,259	\$271,589
Erie	\$960,367	\$2,247,876	\$289,219	\$975,845	\$3,095,188	\$1,996,245	\$5,005,315
Fayette	\$337,635	\$443,037	\$65,925	\$216,632	\$869,001	\$547,793	\$1,035,263
Forest	\$14,462	\$13,014	\$2,025	\$16,575	\$71,450	\$32,516	\$70,098
Franklin	\$322,551	\$658,600	\$100,918	\$271,434	\$1,113,067	\$602,011	\$1,539,363
Fulton	\$18,742	\$24,179	\$3,068	\$17,112	\$74,061	\$20,560	\$66,049
Greene	\$84,439	\$42,454	\$5,044	\$29,567	\$176,655	\$129,595	\$198,153
Huntingdon	\$88,670	\$93,514	\$13,731	\$75,702	\$265,959	\$136,397	\$238,961
Indiana	\$273,017	\$153,063	\$42,049	\$152,169	\$664,338	\$448,873	\$960,234
Jefferson	\$82,358	\$64,710	\$12,852	\$45,695	\$244,559	\$97,583	\$223,583
Juniata	\$41,936	\$32,799	\$3,040	\$15,907	\$118,869	\$44,352	\$108,505
Lackawanna	\$848,355	\$1,861,047	\$512,792	\$932,530	\$3,069,385	\$3,429,253	\$5,934,917
Lancaster	\$1,413,621	\$2,913,527	\$682,034	\$2,273,556	\$5,736,789	\$5,565,249	\$10,634,887
Lawrence	\$238,122	\$398,754	\$43,050	\$154,574	\$627,658	\$516,956	\$1,030,498
Lebanon	\$334,672	\$700,505	\$113,829	\$330,787	\$1,146,447	\$744,633	\$1,461,689
Lehigh	\$1,368,927	\$4,537,140	\$692,117	\$1,900,574	\$4,890,213	\$4,025,437	\$11,446,210
Luzerne	\$1,471,424	\$2,640,122	\$602,934	\$1,032,899	\$3,905,717	\$3,599,233	\$6,918,752
Lycoming	\$346,846	\$573,147	\$105,039	\$403,919	\$1,397,005	\$693,268	\$1,632,976
McKean	\$115,872	\$88,012	\$17,431	\$77,540	\$433,352	\$233,017	\$434,542
Mercer	\$357,779	\$546,146	\$93,087	\$311,947	\$1,098,562	\$619,068	\$1,540,619
Mifflin	\$97,002	\$94,799	\$14,638	\$64,434	\$454,989	\$143,235	\$265,613
Monroe	\$832,750	\$2,242,903	\$356,646	\$866,589	\$2,700,444	\$2,626,358	\$5,679,067
Montgomery	\$3,182,254	\$8,294,844	\$2,169,061	\$6,026,488	\$12,032,391	\$16,784,023	\$39,341,328
Montour	\$59,975	\$61,592	\$21,804	\$86,641	\$212,652	\$151,867	\$379,360
Northampton	\$869,718	\$1,780,729	\$425,718	\$1,278,166	\$3,563,464	\$3,017,810	\$6,878,404
Northumberland	\$256,309	\$266,263	\$44,420	\$128,439	\$590,882	\$300,315	\$431,523
Perry	\$45,717	\$45,776	\$9,753	\$46,922	\$205,387	\$95,153	\$163,705
Philadelphia	\$6,724,295	\$33,196,568	\$4,431,388	\$6,499,044	\$13,308,787	\$14,617,589	\$24,860,803
Pike	\$117,373	\$171,415	\$65,229	\$175,643	\$500,488	\$427,142	\$1,386,827
Potter	\$15,161	\$9,946	\$3,143	\$11,485	\$40,507	\$12,537	\$34,612
Schuylkill	\$433,760	\$476,701	\$125,977	\$292,631	\$1,197,174	\$922,042	\$1,496,077
Snyder	\$115,762	\$85,998	\$20,677	\$106,720	\$350,778	\$241,204	\$458,084
Somerset	\$164,685	\$86,480	\$28,854	\$89,193	\$435,088	\$222,583	\$560,665
Sullivan	\$13,557	\$16,320	\$2,926	\$10,392	\$40,000	\$26,333	\$63,272
Susquehanna	\$66,829	\$63,708	\$24,082	\$59,385	\$208,039	\$179,570	\$334,069
Tioga	\$98,012	\$68,570	\$19,558	\$108,019	\$333,862	\$196,145	\$415,437
Union	\$131,876	\$106,511	\$48,841	\$180,220	\$482,154	\$475,734	\$810,147
Venango	\$128,246	\$85,550	\$24,756	\$101,249	\$416,793	\$185,303	\$457,458
Warren	\$92,045	\$57,541	\$18,594	\$94,603	\$291,348	\$155,836	\$378,236
Washington	\$539,900	\$666,960	\$177,390	\$608,981	\$1,859,893	\$1,934,400	\$4,772,452
Wayne	\$227,584	\$222,845	\$133,311	\$358,625	\$939,945	\$982,568	\$2,417,946
Westmoreland	\$1,410,204	\$1,053,007	\$374,929	\$1,254,712	\$4,102,447	\$3,387,385	\$8,482,561
Wyoming	\$73,461	\$64,274	\$32,325	\$82,837	\$290,212	\$208,935	\$416,558
York	\$1,225,468	\$2,890,563	\$421,569	\$1,318,444	\$4,594,528	\$2,820,342	\$6,417,747

SALES HIGHLIGHTS

\*Prepared cocktails include both wine- and spirits-based cocktails. Table wine is broken out by liquid color – red, white and rosé/blush wine.

ROSÉ/BLUSH	RUM	SPARKLING WINE	TEQUILA	VODKA	WHISKEY	WHITE TABLE WINE
\$114,654	\$443,090	\$224,506	\$415,704	\$1,099,096	\$2,169,282	\$893,037
\$6,209,795	\$13,815,194	\$13,846,214	\$39,892,520	\$52,217,138	\$78,452,902	\$41,192,462
\$67,906	\$416,823	\$85,921	\$169,856	\$863,722	\$1,574,429	\$350,489
\$395,953	\$1,454,705	\$527,558	\$2,537,447	\$4,614,736	\$7,377,913	\$1,901,894
\$54,774	\$349,334	\$96,131	\$160,261	\$622,595	\$1,488,711	\$317,962
\$1,130,896	\$4,423,766	\$1,928,340	\$6,201,085	\$10,625,412	\$17,157,855	\$5,918,269
\$311,507	\$1,433,010	\$434,612	\$876,081	\$2,912,390	\$5,284,478	\$1,464,685
\$93,212	\$592,103	\$101,963	\$239,290	\$1,082,493	\$1,997,973	\$660,101
\$3,201,480	\$6,052,317	\$7,899,827	\$13,791,688	\$29,302,210	\$37,605,424	\$25,313,724
\$696,093	\$2,320,613	\$1,647,798	\$2,437,376	\$7,094,137	\$12,410,032	\$5,092,520
\$338,852	\$1,447,175	\$362,727	\$1,040,215	\$3,026,519	\$5,175,936	\$1,363,958
\$6,475	\$60,398	\$6,483	\$12,745	\$90,403	\$176,245	\$31,149
\$115,124	\$467,117	\$164,270	\$272,824	\$1,351,576	\$1,830,864	\$640,909
\$534,820	\$1,493,301	\$1,138,753	\$1,769,717	\$4,419,422	\$6,923,022	\$3,285,772
\$2,504,231	\$3,776,270	\$6,038,067	\$9,177,675	\$19,559,096	\$25,883,165	\$20,349,120
\$72,565	\$417,866	\$84,421	\$164,080	\$699,512	\$1,414,147	\$336,868
\$169,756	\$788,195	\$211,131	\$310,483	\$1,624,156	\$3,088,297	\$740,367
\$54,499	\$419,580	\$68,218	\$154,459	\$743,135	\$1,314,540	\$267,839
\$150,149	\$769,287	\$228,124	\$443,528	\$1,671,018	\$2,598,323	\$907,179
\$179,217	\$854,519	\$195,373	\$463,738	\$1,864,450	\$3,407,455	\$941,646
\$923,147	\$2,979,133	\$1,778,067	\$3,235,612	\$8,938,223	\$15,063,025	\$6,400,954
\$879,693	\$3,485,993	\$1,636,488	\$6,363,819	\$9,620,281	\$15,215,514	\$5,049,916
\$2,085,527	\$3,631,520	\$4,330,624	\$12,991,674	\$17,367,823	\$19,782,251	\$12,852,214
\$44,601	\$312,524	\$70,798	\$97,345	\$490,181	\$990,726	\$231,194
\$1,009,333	\$3,491,441	\$1,313,964	\$6,050,466	\$9,571,056	\$14,130,074	\$4,901,284
\$237,817	\$931,094	\$324,933	\$1,078,980	\$2,495,566	\$4,353,591	\$989,890
\$20,226	\$86,796	\$10,153	\$28,895	\$183,151	\$438,692	\$57,086
\$239,555	\$1,240,855	\$310,561	\$1,050,228	\$2,649,897	\$4,779,428	\$1,420,962
\$9,766	\$85,573	\$12,534	\$24,777	\$135,286	\$274,025	\$58,414
\$35,067	\$221,260	\$37,085	\$116,506	\$549,868	\$1,178,665	\$178,685
\$49,718	\$366,044	\$48,511	\$122,635	\$663,744	\$1,200,491	\$245,265
\$148,459	\$757,717	\$231,674	\$505,501	\$1,624,437	\$2,980,787	\$762,928
\$54,422	\$284,880	\$47,873	\$80,219	\$527,937	\$1,033,469	\$159,559
\$20,536	\$128,339	\$15,423	\$38,900	\$226,265	\$456,982	\$84,675
\$804,278	\$1,972,421	\$1,440,733	\$2,943,539	\$8,476,841	\$10,710,291	\$5,329,218
\$1,701,301	\$5,219,925	\$2,710,530	\$6,000,818	\$14,182,517	\$23,317,046	\$10,401,088
\$178,188	\$641,398	\$246,196	\$1,094,012	\$1,992,988	\$3,319,171	\$691,527
\$264,004	\$1,310,689	\$385,996	\$1,034,193	\$2,632,029	\$4,714,837	\$1,435,796
\$1,602,165	\$4,396,317	\$3,123,050	\$8,577,035	\$13,456,650	\$21,396,580	\$9,727,584
\$1,223,324	\$3,197,171	\$1,652,238	\$5,168,404	\$10,489,296	\$16,076,278	\$6,514,128
\$265,288	\$1,585,564	\$447,632	\$1,042,489	\$3,433,237	\$5,573,358	\$1,734,450
\$83,393	\$436,005	\$88,315	\$189,851	\$823,186	\$1,634,408	\$446,522
\$271,795	\$1,119,415	\$377,953	\$1,630,556	\$2,924,158	\$5,137,432	\$1,352,108
\$56,494	\$424,286	\$51,398	\$126,085	\$665,592	\$1,373,587	\$271,655
\$862,371	\$2,383,417	\$1,691,280	\$4,560,132	\$7,824,963	\$9,921,530	\$4,746,302
\$4,979,211	\$8,545,369	\$12,197,343	\$24,729,610	\$38,123,859	\$56,409,690	\$35,522,096
\$64,130	\$249,132	\$103,148	\$127,749	\$535,471	\$994,295	\$402,577
\$1,031,500	\$2,858,980	\$1,636,734	\$3,992,992	\$10,357,197	\$13,712,799	\$6,186,767
\$119,895	\$779,605	\$106,459	\$282,883	\$1,286,179	\$1,993,750	\$512,073
\$38,740	\$280,162	\$32,333	\$72,486	\$457,985	\$870,436	\$163,096
\$5,106,477	\$11,009,384	\$11,149,546	\$58,627,108	\$40,247,557	\$47,368,791	\$20,487,414
\$171,954	\$366,171	\$289,021	\$521,127	\$1,419,428	\$1,843,847	\$1,102,776
\$10,512	\$40,358	\$5,031	\$8,831	\$75,098	\$178,274	\$39,001
\$331,726	\$1,266,603	\$367,130	\$670,447	\$2,661,764	\$4,185,273	\$1,422,091
\$63,189	\$393,887	\$112,785	\$224,109	\$755,836	\$1,278,244	\$406,459
\$110,617	\$533,229	\$123,387	\$176,988	\$1,000,551	\$1,970,108	\$494,760
\$13,581	\$46,767	\$11,782	\$11,437	\$98,605	\$213,802	\$68,887
\$59,437	\$177,098	\$59,218	\$133,074	\$518,091	\$791,143	\$347,784
\$80,046	\$384,057	\$78,457	\$111,444	\$661,972	\$1,472,040	\$400,214
\$128,360	\$443,824	\$281,064	\$305,306	\$1,109,444	\$1,881,807	\$849,164
\$100,642	\$460,398	\$95,054	\$198,710	\$897,712	\$1,704,572	\$441,411
\$67,987	\$447,308	\$65,185	\$103,850	\$736,607	\$1,463,321	\$365,824
\$609,082	\$1,957,297	\$1,181,395	\$2,296,261	\$6,126,312	\$10,255,753	\$4,180,127
\$296,297	\$682,715	\$456,360	\$716,096	\$2,543,607	\$3,531,051	\$2,142,675
\$1,254,793	\$4,031,781	\$2,041,582	\$4,127,584	\$12,005,684	\$19,994,941	\$7,268,172
\$62,280	\$212,915	\$84,947	\$117,427	\$601,318	\$1,055,661	\$368,409
\$1,058,405	\$5,166,117	\$1,777,724	\$4,804,537	\$11,811,886	\$19,430,039	\$5,844,703

TOP PRODUCTS IN FY 2024-25



NO. 1

UNFLAVORED VODKA



NO. 1

PREPARED COCKTAILS, SPIRITS-BASED



NO. 1

CALIFORNIA CABERNET SAUVIGNON



NO. 1

CANADIAN WHISKY



NO. 1

BOURBON

NO. 1

FLAVORED RUM



NO. 1

TEQUILA, SILVER OR BLANCO



NO. 1

TEQUILA, REPOSADO



NO. 1

CALIFORNIA CHARDONNAY



NO. 1

SCOTCH



**TOP 10 PRODUCT CATEGORIES BY DOLLAR SALES\***

Reposado tequila (39.1%), spirits-based prepared cocktails (33.1%) and California cabernet sauvignon (10.4%) saw the largest growth over the prior fiscal year.

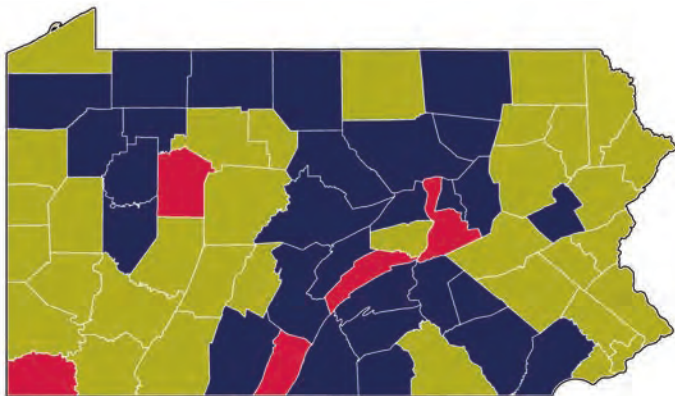
CATEGORY	FY 2024-25 DOLLAR SALES	FY 2023-24 DOLLAR SALES	FY 2022-23 DOLLAR SALES	FY 2021-22 DOLLAR SALES
Unflavored Vodka	\$333,345,856	\$340,928,110	\$335,839,030	\$323,887,781
Bourbon*	\$208,091,605	\$198,820,151	\$190,246,087	\$173,939,009
Prepared Cocktails, Spirits-based	\$153,267,454	\$115,125,566	\$89,150,186	\$62,172,935
Tequila, Silver or Blanco	\$128,984,005	\$132,222,598	\$110,573,327	\$96,274,382
California Cabernet Sauvignon	\$120,601,588	\$109,286,897	\$95,418,781	\$94,254,064
Canadian Whisky	\$109,564,299	\$117,231,177	\$107,689,254	\$113,099,303
California Chardonnay	\$102,673,271	\$101,899,191	\$78,932,313	\$77,030,083
Tequila, Reposado	\$80,991,614	\$58,234,967	\$42,112,731	\$30,219,942
Flavored Rum*	\$76,227,197	\$86,382,126	\$88,390,494	\$89,905,778
Scotch	\$74,744,621	\$78,550,877	\$81,043,832	\$83,768,320

\*Fiscal year 2022-23 and prior year dollar sales contain changes for Flavored Rum and Bourbon product categories due to the adoption of a new merchandise hierarchy. Flavored and spiced rums are now combined within a single Flavored Rum product category, whereas previously they were two separate categories - Flavored Rum and Spiced Rum. The Bourbon product category now includes bourbon only, whereas previously the Bourbon category included bourbon and American Whiskey, which is now its own separate product category.

**TOP-SELLING PRODUCT CATEGORIES BY COUNTY**

**TOP-SELLING WINE IN EACH COUNTY**

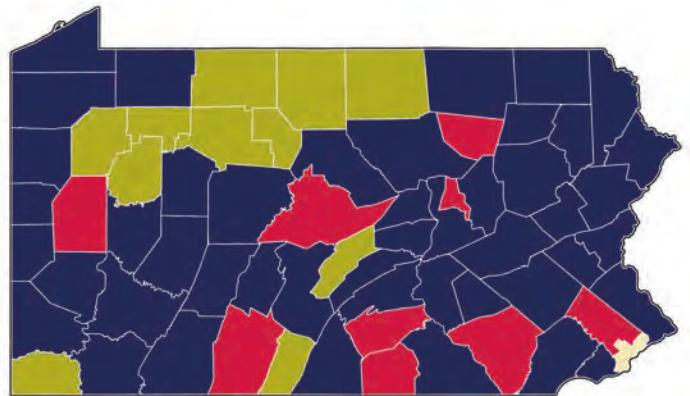
California cabernet sauvignon was the top-selling wine category in 34 counties. California chardonnay (28) and Asian-beverage-dessert wine (5) were the highest in the remaining counties.



- California Cabernet Sauvignon — 34
- California Chardonnay — 28
- Asian – Beverage – Dessert Wine — 5

**TOP-SELLING SPIRIT IN EACH COUNTY**

In 46 counties, unflavored vodka was the top spirits category, while Canadian whisky (11), bourbon (9) and reposado tequila (1) were the top categories in the remaining counties.



- Unflavored Vodka — 46
- Canadian Whisky — 11
- Bourbon — 9
- Reposado Tequila — 1

## TOP 10 WINE ITEMS BY UNITS

Wines that exhibited the most unit sales growth in fiscal year 2024-25 include Josh Cellars Pinot Grigio (750 mL) (18.0%), Kendall-Jackson Vintner's Reserve Chardonnay (750 mL) (14.2%) and Kim Crawford Sauvignon Blanc Marlborough (750 mL) (12.0%).

RANK	PRODUCT	SIZE	DOLLAR SALES	UNIT SALES	UNIT SALES — LY	% CHANGE
1	La Marca Prosecco	750 mL	\$16,250,086	945,904	924,868	2.27%
2	Cavit Pinot Grigio	1.5 L	\$7,629,188	534,224	569,598	-6.21%
3	Josh Cellars Cabernet Sauvignon	750 mL	\$7,527,912	484,860	481,328	0.73%
4	Kendall-Jackson Vintner's Reserve Chardonnay	750 mL	\$7,045,675	450,533	394,627	14.17%
5	Josh Cellars Chardonnay	750 mL	\$5,831,858	426,154	445,313	-4.30%
6	Kim Crawford Sauvignon Blanc Marlborough	750 mL	\$5,861,688	370,165	330,629	11.96%
7	Woodbridge by Robert Mondavi Chardonnay	1.5 L	\$4,397,437	330,177	349,041	-5.40%
8	Josh Cellars Sauvignon Blanc North Coast	750 mL	\$4,567,589	327,517	312,245	4.89%
9	Barefoot Pinot Grigio	1.5 L	\$3,972,304	305,586	298,529	2.36%
10	Josh Cellars Pinot Grigio	750 mL	\$4,020,668	300,672	254,831	17.99%

## TOP 10 SPIRITS ITEMS BY UNITS

Spirits that exhibited the most unit sales growth in fiscal year 2024-25 include Yukon Jack Liqueur (50 mL) (15.9%), New Amsterdam Vodka (50 mL) (14.7%) and New Amsterdam Pink Whitney Pink Lemonade Vodka (50 mL) (6.2%).

RANK	PRODUCT	SIZE	DOLLAR SALES	UNIT SALES	UNIT SALES — LY	% CHANGE
1	Fireball Cinnamon Whisky	50 mL	\$3,048,461	3,082,282	3,592,382	-14.20%
2	New Amsterdam Vodka	50 mL	\$3,194,267	2,998,226	2,614,475	14.68%
3	New Amsterdam Pink Whitney Pink Lemonade Vodka	50 mL	\$1,909,253	1,791,956	1,686,791	6.23%
4	Tito's Handmade Vodka	1 L	\$42,964,932	1,707,345	1,630,929	4.69%
5	Tito's Handmade Vodka	750 mL	\$28,176,317	1,399,958	1,559,760	-10.25%
6	Tito's Handmade Vodka	1.75 L	\$50,762,568	1,358,680	1,446,093	-6.04%
7	Yukon Jack Liqueur	50 mL	\$1,307,191	1,269,236	1,095,431	15.87%
8	99 Long Island Iced Tea Schnapps	50 mL	\$1,247,890	1,211,596	1,240,168	-2.30%
9	99 Peaches Schnapps	50 mL	\$1,201,676	1,167,138	1,163,917	0.28%
10	Crown Russe Vodka	1.75 L	\$10,029,762	1,071,754	1,020,806	4.99%

**TOP 10 PENNSYLVANIA WINE ITEMS BY UNIT SALES\***

Below are the top 10 Pennsylvania-made wine items sold by FW&GS in fiscal year 2024-25.

RANK	PRODUCT	SIZE	DOLLAR SALES	UNIT SALES
1	Daily's Strawberry Daiquiri Frozen Cocktail Pouch	296 mL	\$155,206	53,003
2	Daily's Wild Berry Margarita Frozen Cocktail Pouch	296 mL	\$127,832	43,652
3	Daily's Pina Colada Frozen Cocktail Pouch	296 mL	\$112,013	38,168
4	Clover Hill Vineyards & Winery Concord Lehigh Valley	750 mL	\$452,177	36,337
5	Daily's Bahama Mama Frozen Cocktail Pouch	296 mL	\$105,652	36,258
6	Daily's Margarita Frozen Cocktail Pouch	296 mL	\$105,161	35,979
7	Daily's Jamaican Smile Frozen Cocktail Pouch	296 mL	\$89,848	30,649
8	Franklin Hill Vineyards Sir Walter's Red	750 mL	\$354,501	27,400
9	Daily's Blue Hawaiian Frozen Cocktail Pouch	296 mL	\$78,579	26,871
10	Daily's Peach on the Beach Frozen Cocktail Pouch	296 mL	\$75,742	25,967

**TOP 10 PENNSYLVANIA SPIRITS ITEMS BY UNIT SALES\***

Below are the top 10 Pennsylvania-made spirits sold by FW&GS in fiscal year 2024-25.

RANK	PRODUCT	SIZE	DOLLAR SALES	UNIT SALES
1	Stateside Surfside Iced Tea and Vodka (4x355 mL)	1.42 L	\$7,383,345	808,686
2	Stateside Surfside Vodka Iced Tea Variety Pack (8x355 mL)	2.84 L	\$12,002,811	641,013
3	Stateside Vodka Soda Variety Pack (8x355 mL)	2.84 L	\$6,413,159	347,954
4	Stateside Surfside Iced Tea and Lemonade and Vodka (4x355 mL)	1.42 L	\$2,668,642	297,650
5	Stateside Surfside Lemonade and Vodka (4x355 mL)	1.42 L	\$2,691,389	295,745
6	Stateside Vodka Soda Orange (4x355 mL)	1.42 L	\$1,887,140	201,523
7	Stateside Surfside Peach Tea and Vodka (4x355 mL)	1.42 L	\$1,758,697	194,203
8	Jacquin's Vodka	375 mL	\$871,986	171,160
9	Stateside Vodka Soda Black Cherry (4x355 mL)	1.42 L	\$1,523,050	163,483
10	Jacquin's Vodka	1.75 L	\$2,182,985	133,530

\*PA-made product sales reflect only those made by Fine Wine & Good Spirits and do not include sales from wineries and distilleries directly to consumers or licensees.

# BOTTLE SIGNINGS, TASTINGS & EVENTS

## ENGAGING CUSTOMERS THROUGHOUT THE COMMONWEALTH

The PLCB hosted and took part in a variety of special events throughout fiscal year 2024-25.



*Celebrity bottle signings*  
High-profile stars, musicians and athletes

### Bottle Signings & Events 2024-25

Legendary actor and blues musician Dan Aykroyd poses with bottles of his Crystal Head Vodka brand, which he signed for purchase by fans on FWGS.com.



Pittsburgh football legend J.T. Thomas signed bottles of Papa's Pilar Rum and spent time with fans at a Bethel Park Fine Wine & Good Spirits (FW&GS).



World Wrestling Entertainment superstar Braun Strowman (right) met fans and signed bottles of Wheatley Vodka at a Hummelstown FW&GS Premium Collection.



FW&GS customers and race fans attended a special tasting and bottle signing with Rebel Bourbon Master Distiller and Blender John Rempe (above right) and took advantage of the chance to see a race car driven by Kyle Busch during the 2024 season.



Football star Brett Keisel (left) signs bottles of Dubliner Irish Whiskey products for fans at the FW&GS Waterworks store.

BOTTLE SIGNINGS,  
TASTINGS & EVENTS

15

*Special  
tastings*

Seasoned experts  
in wine and spirits

6

*Off-site  
events*

Community events,  
festivals and shows

Attendees shop from the wide variety of products available at the onsite FW&GS at the Philly Taste Fest in Valley Forge.



World-class chef and fitness authority Robert Irvine welcomed fans and signed bottles of his Irvine Spirits gin and vodka and espresso martini cans in Lemoyne.



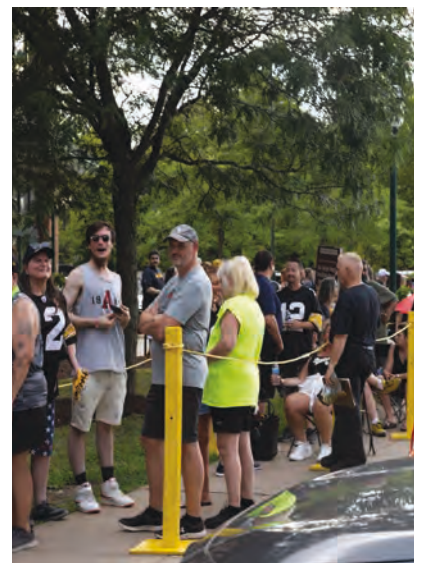
Festival goers enjoy beverages at Philadelphia Magazine's Whiskey & Fine Spirits Festival at Lincoln Financial Field.



Pro wrestler Bron Breakker (center) welcomed fans and signed bottles of Wheatley Vodka at a Pittsburgh FW&GS Premium Collection.



Fans stood in line for the opportunity to meet Pittsburgh football legend Terry Bradshaw (above left) and get their bottles of Bradshaw Straight Bourbon signed at the Homestead FW&GS.



# E-COMMERCE

## TOP 10 E-COMMERCE WINE ITEMS BY UNITS

Wines that exhibited the most unit sales growth during fiscal year 2024-25 included Montechiara Prosecco Extra Dry Nonvintage (750 mL) (143.9%), Kim Crawford Sauvignon Blanc Marlborough (750 mL) (79.7%) and Woodbridge by Robert Mondavi Chardonnay (1.5 L) (53.4%).

RANK	PRODUCT	SIZE	DOLLAR SALES	UNIT SALES	UNIT SALES - LY	% CHANGE
1	La Marca Prosecco	750 mL	\$124,941	6,972	5,909	17.99%
2	Woodbridge by Robert Mondavi Chardonnay	1.5 L	\$62,012	4,474	2,917	53.38%
3	Josh Cellars Chardonnay	750 mL	\$47,351	3,328	2,257	47.45%
4	Josh Cellars Cabernet Sauvignon	750 mL	\$53,654	3,327	2,677	24.28%
5	Montechiara Prosecco Extra Dry Nonvintage	750 mL	\$32,681	3,280	1,345	143.87%
6	Kim Crawford Sauvignon Blanc Marlborough	750 mL	\$52,792	3,217	1,790	79.72%
7	Cavit Pinot Grigio	1.5 L	\$40,728	2,747	2,854	-3.75%
8	Josh Cellars Pinot Grigio	750 mL	\$36,260	2,665	1,773	50.31%
9	Kendall-Jackson Vintner's Reserve Chardonnay	750 mL	\$37,763	2,345	1,764	32.94%
10	Vialoni Pinot Grigio delle Venezie 2023	750 mL	\$13,259	2,221	-	-

## TOP 10 E-COMMERCE SPIRITS ITEMS BY UNITS

Spirits that exhibited the most unit sales growth during fiscal year 2024-25 included Colonel E. H. Taylor Jr. Straight Bourbon Small Batch Bottled in Bond (750 mL) (486.0%), Weller Special Reserve Straight Bourbon (750 mL) (262.8%) and Fireball Cinnamon Whisky (50 mL) (235.2%).

RANK	PRODUCT	SIZE	DOLLAR SALES	UNIT SALES	UNIT SALES - LY	% CHANGE
1	Blanton's Single Barrel Straight Bourbon	50 mL	\$76,820	9,616	5,554	73.14%
2	Crown Russe Vodka	1.75 L	\$81,838	8,744	6,577	32.95%
3	Colonel E. H. Taylor Jr. Straight Bourbon Small Batch Bottled in Bond	750 mL	\$454,428	8,321	1,420	485.99%
4	Tito's Handmade Vodka	1.75 L	\$249,693	6,642	5,479	21.23%
5	Weller Special Reserve Straight Bourbon	750 mL	\$198,288	6,621	1,825	262.79%
6	Tito's Handmade Vodka	750 mL	\$87,554	4,318	5,012	-13.85%
7	Tito's Handmade Vodka	1 L	\$95,039	3,655	2,157	69.45%
8	Fireball Cinnamon Whisky	50 mL	\$3,377	3,422	1,021	235.16%
9	Bacardi Superior Rum	1.75 L	\$63,056	2,544	2,495	1.96%
10	Pinnacle Vodka	1.75 L	\$47,985	2,536	2,359	7.50%

**JULY 1, 2024 – JUNE 30, 2025**  
**FWGS.COM**

*Visits*

**25,239,797**

*Avg. Monthly Clicks*

**72,498**

### TOP 10 FW&GS STORES BY FW&GS PICKUP ORDERS

RANK	STORE ADDRESS	CITY	DOLLAR SALES	UNIT SALES	TRANSACTIONS
1	35 Briar Creek Plaza	Berwick	\$36,241.52	1,772	781
2	5956 Centre Avenue	Pittsburgh	\$128,605.55	5,969	567
3	Cranberry Mall, 20111 Route 19	Cranberry Township	\$94,813.03	4,339	561
4	125 Towne Centre Drive	Wexford	\$88,021.52	4,288	516
5	Trinity Point Shopping Center, 50 Trinity Point Drive	Washington	\$63,064.19	2,911	510
6	212 South State Street	Newtown	\$51,388.72	3,464	484
7	Village Square, 5000 Oxford Drive	Bethel Park	\$72,643.09	3,610	476
8	Robinson Plaza Town Center, 1106 Park Manor Boulevard	Pittsburgh	\$111,744.67	4,871	464
9	3845 Northern Pike	Monroeville	\$76,234.80	3,891	428
10	Shoppes at Belmont, 1565 Fruitville Pike	Lancaster	\$61,418.41	3,072	386

### FW&GS E-COMMERCE SALES INSIGHTS AT A GLANCE\*

FWGS.com dollar sales for fiscal year 2024-25 increased 5.9% over the prior year. While transactions increased 5.6%, the average transaction value remained flat with a 0.3% increase and a 5.8% decrease to the average price per item as compared to fiscal year 2023-24.

FISCAL YEAR	TOTAL FWGS.COM SALES	TOTAL FWGS.COM TRANSACTIONS	YEAR-OVER-YEAR REVENUE GROWTH	AVERAGE TRANSACTION VALUE
FY 2024-25	\$18,785,185	136,904	5.90%	\$137.21
FY 2023-24	\$17,738,331	129,626	22.54%	\$136.84
FY 2022-23	\$14,475,885	101,292	6.84%	\$142.91

\*Sales data includes accessories with placeholders and fees removed. E-commerce sales include FW&GS Pickup orders but exclude Special Order sales.

# FACILITIES

AS OF JUNE 30, 2025, THE AGENCY OPERATED 576 SALES FACILITIES

<b>452</b> <i>Standard Stores</i>	<b>110</b> <i>Premium Collection Stores</i>
<b>13</b> <i>Licensee Service Centers</i>	<b>1</b> <i>E-Commerce Fulfillment Center</i>

## PLCB<sup>®</sup> RETAIL OPERATIONS FIVE-YEAR SUMMARY

	FY 2024-25	FY 2023-24	FY 2022-23	FY 2021-22	FY 2020-21
Total Units Sold*	157.8 million	169.8 million	175.3 million	169.9 million	161.5 million
Average Retail Price Per Item**	\$14.86	\$16.21	\$15.81	\$15.58	\$15.67
Wage % of Net Sales***	9.5%	8.7%	8.0%	7.2%	7.3%

\* Total Units Sold includes wine and spirits products sold by Fine Wine & Good Spirits, Licensee Service Centers and E-Commerce (excludes accessories).

\*\* Average retail selling price for wine and spirit products (including the 18% liquor tax).

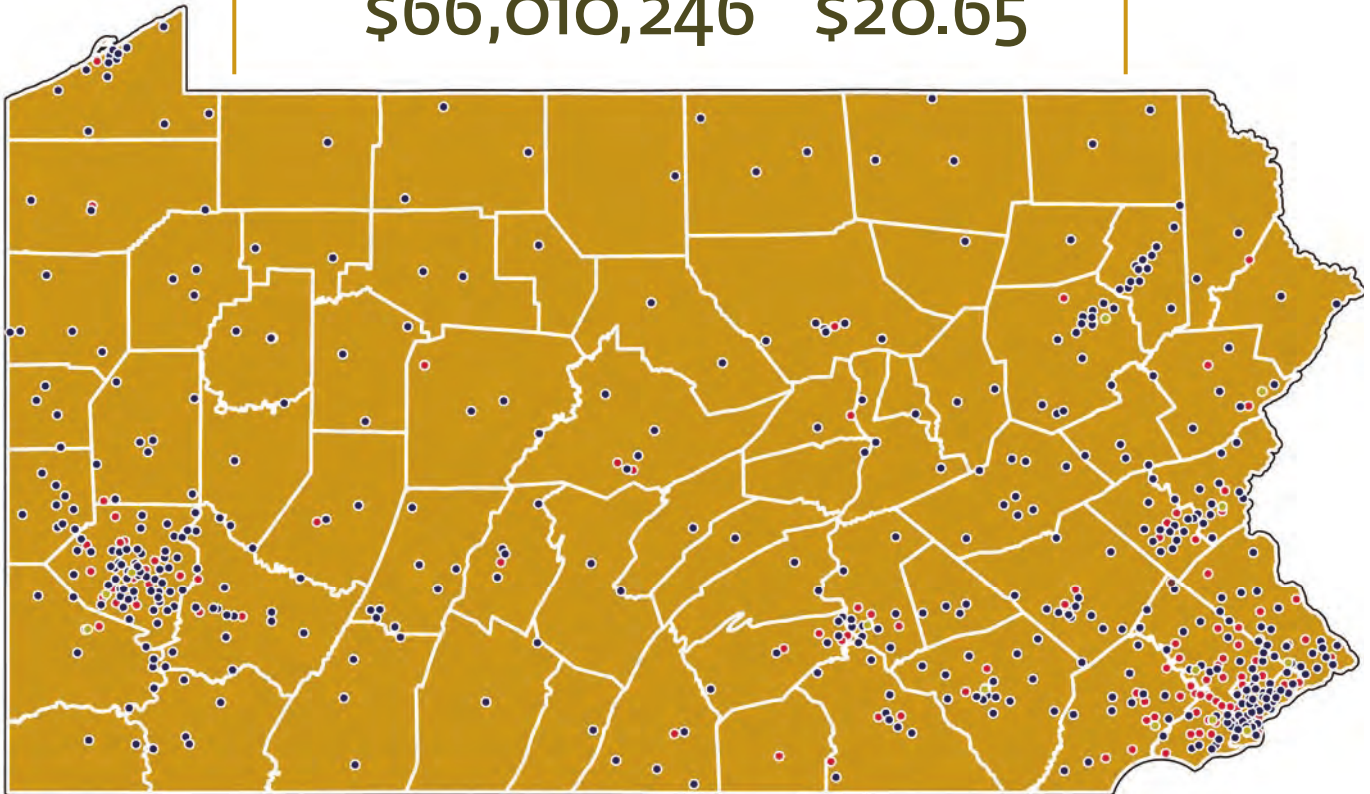
\*\*\* Wage % of Net Sales includes salary, wages and overtime paid to regional, district and store staff.

For a list of stores ranked by dollar sales for fiscal year 2024-25, see pages 51-64.



**FINE WINE & GOOD SPIRITS STORE AND LICENSEE SERVICE CENTER LOCATIONS**

<i>Statewide Stores</i>	<i>Square Feet</i>	<i>Avg. Store Size (sq. ft.)</i>
<b>576</b>	<b>3,196,085</b>	<b>5,549</b>
<i>Annual Rent*</i>	<i>Avg. Price Per Sq. Ft.</i>	
<b>\$66,010,246</b>	<b>\$20.65</b>	



● Standard Stores — 452 ● Premium Collection Stores — 110 ● Licensee Service Centers — 13 ● E-Commerce Fulfillment Center — 1

**REGION III**

*Western Region  
214 stores*

Total Square Feet	984,026
Average Store Size	4,598
Annual Rent Paid	\$17,064,662
Average Price per Sq. Ft.	\$17.34

**REGION II**

*Central Region  
202 stores*

Total Square Feet	1,029,518
Average Store Size	5,097
Annual Rent Paid	\$17,878,457
Average Price per Sq. Ft.	\$17.37

**REGION I**

*Eastern Region  
160 stores*

Total Square Feet	1,182,541
Average Store Size	7,391
Annual Rent Paid	\$31,067,127
Average Price per Sq. Ft.	\$26.27

\*Annual rent is calculated using agreements as of June 30, 2025.

# SALES TO LICENSEES

## TOP 10 WINES SOLD (BY UNITS) TO TRADITIONAL ON-PREMISES RETAILERS\*

RANK	PRODUCT	SIZE	TOTAL DOLLARS	TOTAL UNITS
1	Wycliff Brut	750 mL	\$383,497	111,241
2	Kendall-Jackson Vintner's Reserve Chardonnay	750 mL	\$1,320,346	87,311
3	Ecco Domani Pinot Grigio Delle Venezie	750 mL	\$995,785	74,799
4	Comte De Chamberi Brut	750 mL	\$204,614	66,218
5	Acinum Prosecco	750 mL	\$501,670	63,583
6	Woodbridge by Robert Mondavi Cabernet Sauvignon	1.5 L	\$811,697	62,911
7	Woodbridge by Robert Mondavi Chardonnay	1.5 L	\$809,574	62,319
8	La Marca Prosecco	750 mL	\$937,368	56,945
9	Kim Crawford Sauvignon Blanc Marlborough	750 mL	\$816,664	53,161
10	Cook's Brut Grand Reserve	750 mL	\$285,963	51,330

\*Bars and restaurants

## TOP 10 SPIRITS SOLD (BY UNITS) TO TRADITIONAL ON-PREMISES RETAILERS\*

RANK	PRODUCT	SIZE	TOTAL DOLLARS	TOTAL UNITS
1	Tito's Handmade Vodka	1 L	\$24,715,697	1,024,973
2	Tito's Handmade Vodka	750 mL	\$7,696,242	411,046
3	Jack Daniel's Old No. 7 Black Label Tennessee Whiskey	750 mL	\$7,001,923	287,617
4	Captain Morgan Original Spiced Rum	750 mL	\$3,981,686	260,581
5	Captain Morgan Original Spiced Rum	1 L	\$4,756,245	242,724
6	Jameson Irish Whiskey	750 mL	\$7,174,409	240,243
7	Tito's Handmade Vodka	1.75 L	\$7,649,930	223,749
8	Bacardi Superior Rum	750 mL	\$2,571,375	176,240
9	Jameson Irish Whiskey	1 L	\$5,443,656	167,017
10	Patrón Tequila Silver	750 mL	\$7,989,885	163,764

\*Bars and restaurants

**TOP 10 WINES SOLD (BY UNITS) TO HIGH-VOLUME WINE-TO-GO RETAILERS\***

RANK	PRODUCT	SIZE	TOTAL DOLLARS	TOTAL UNITS
1	La Marca Prosecco	750 mL	\$4,223,024	266,486
2	Cavit Pinot Grigio	1.5 L	\$2,871,378	217,000
3	Josh Cellars Cabernet Sauvignon	750 mL	\$2,314,931	161,222
4	Josh Cellars Chardonnay	750 mL	\$1,682,338	135,241
5	Kendall-Jackson Vintner's Reserve Chardonnay	750 mL	\$1,940,615	134,652
6	Barefoot Pink Moscato	750 mL	\$985,294	129,157
7	Black Box Chardonnay	500 mL	\$662,110	126,283
8	Black Box Cabernet Sauvignon	500 mL	\$635,436	120,802
9	Sutter Home Chardonnay (4x187 mL)	748 mL	\$888,038	117,751
10	Josh Cellars Sauvignon Blanc North Coast	750 mL	\$1,497,945	117,093

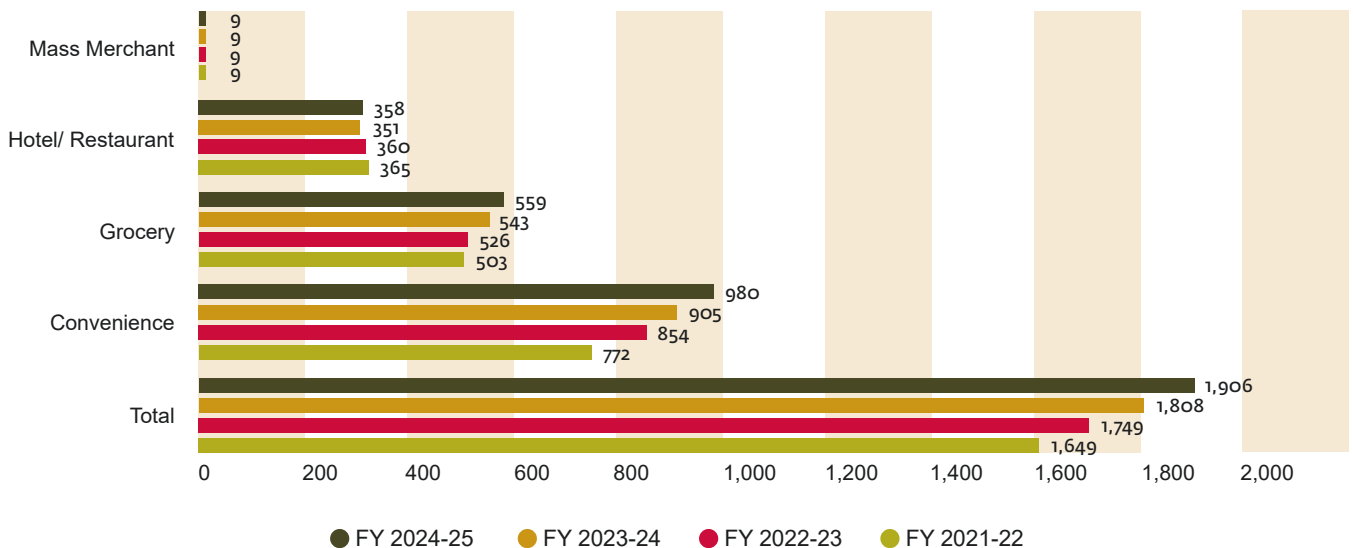
\*Mass merchants, grocery and convenience stores

**TOP 10 READY-TO-DRINK COCKTAILS SOLD (BY UNITS) TO RTDC PERMIT HOLDERS\***

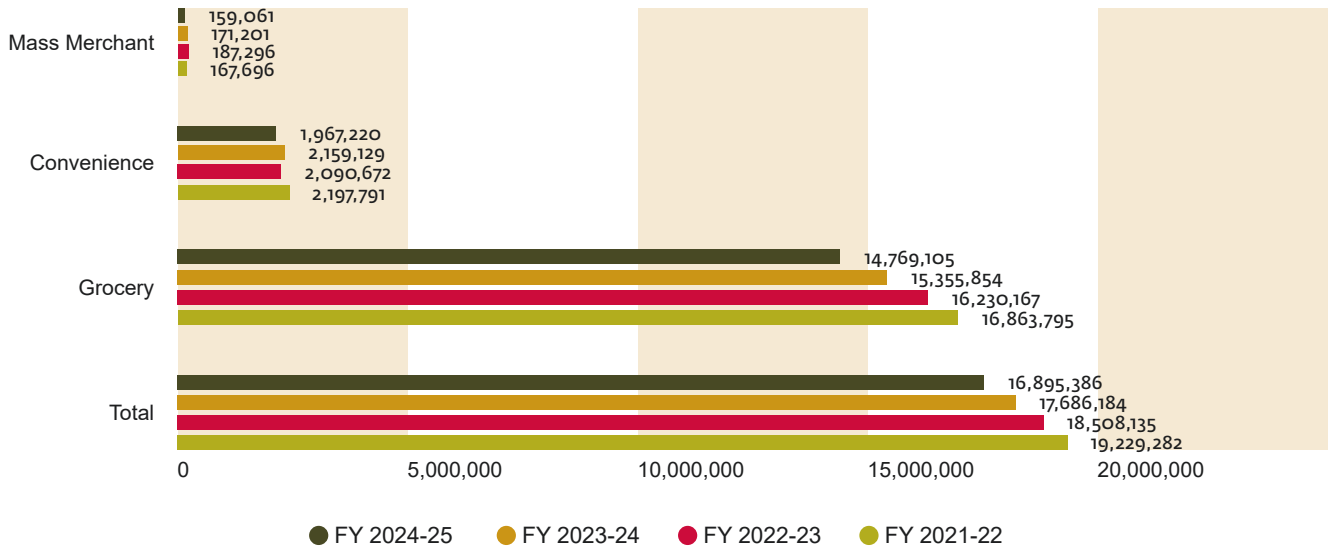
RANK	PRODUCT	SIZE	TOTAL DOLLARS	TOTAL UNITS
1	Stateside Surfside Vodka Iced Tea Variety Pack (8x355 mL)	2.84 L	\$2,658,194	153,613
2	Stateside Surfside Iced Tea and Vodka (4x355 mL)	1.42 L	\$1,008,218	120,594
3	High Noon Vodka Hard Seltzer Variety Pack (8x355 mL)	2.84 L	\$2,029,698	111,141
4	Stateside Surfside Iced Tea and Lemonade and Vodka (4x355 mL)	1.42 L	\$925,386	110,349
5	High Noon Vodka Hard Seltzer Tropical Variety Pack (8x355 mL)	2.84 L	\$1,434,109	78,656
6	Stateside Vodka Soda Variety Pack( 8x355 mL)	2.84 L	\$1,268,048	75,146
7	Stateside Surfside Lemonade and Vodka (4x355 mL)	1.42 L	\$628,296	75,072
8	Stateside Surfside Vodka and Lemonade Variety Pack (8x355 mL)	2.84 L	\$1,344,519	74,737
9	Cutwater Lime Tequila Margarita Cocktail (4x355 mL)	1.42 L	\$705,067	69,666
10	High Noon Vodka Hard Seltzer Variety Pack (12x355 mL)	4.26 L	\$1,673,685	65,353

\*Mass merchants, grocery and convenience stores, distributors and importing distributors, hotels and restaurants

**LICENSEES WITH WINE EXPANDED PERMITS**

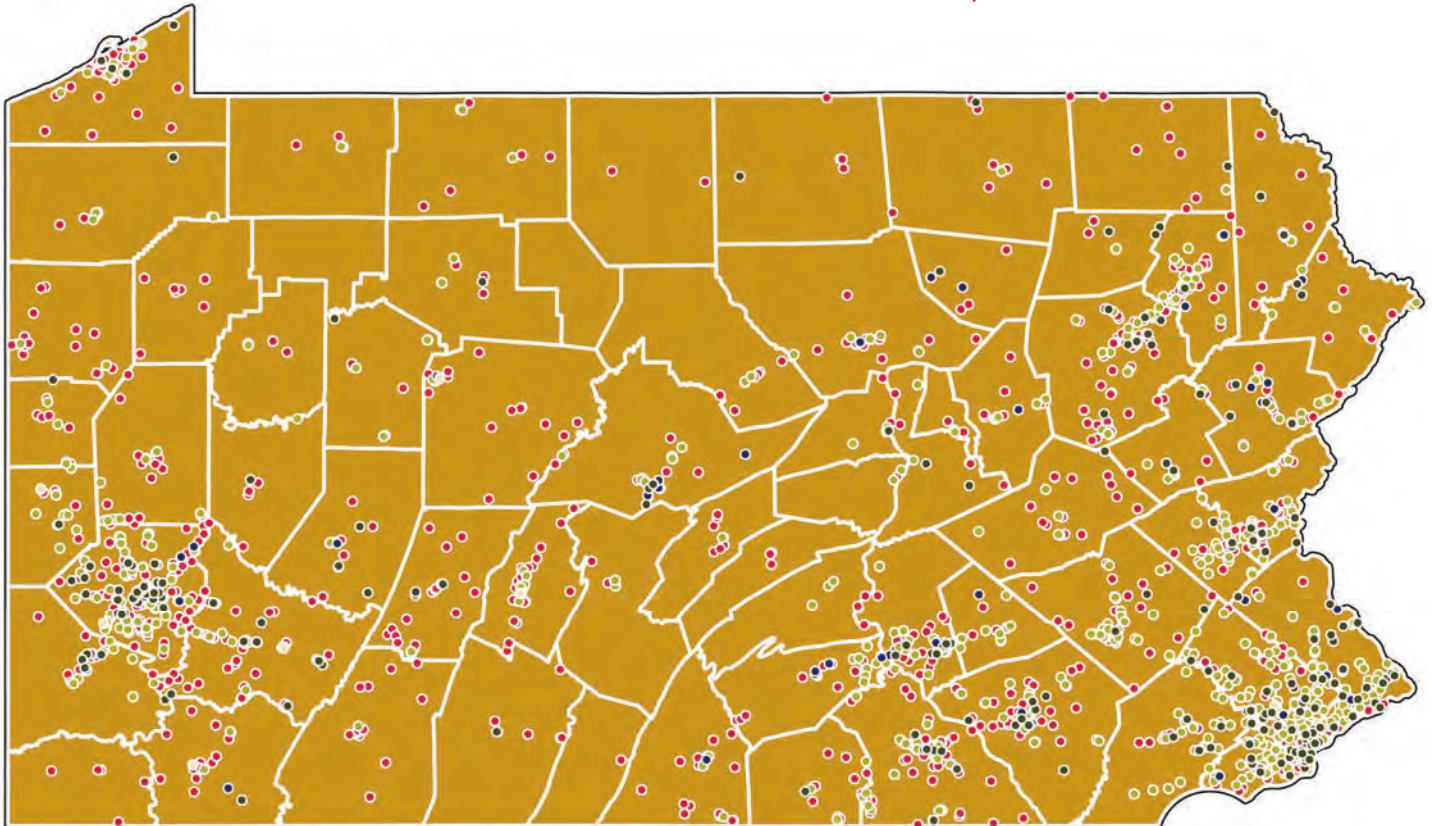


WINE PURCHASES BY HOLDERS OF WINE EXPANDED PERMITS BY RETAILER TYPE (IN UNITS)



In fiscal year 2024-25, a new ready-to-drink cocktail (RTDC) permit enabled qualifying private retailers – including beer distributors, restaurants, hotels, grocery stores and convenience stores – to sell spirits-based RTDCs to go. As a result, 72% of wine expanded permit (WEP) holders obtained RTDC permits, accounting for a decrease in wine purchases as licensees with both WEP and RTDC permits rebalanced their retail portfolios to incorporate sales of RTDCs.

WINE EXPANDED PERMITS AS OF JUNE 30, 2025



● Convenience Stores — 980 ● Grocery Stores — 559 ● Restaurants — 296 ● Hotels — 62 ● Mass Merchants — 9

## Expanded Sales of Ready-to-Drink Cocktails

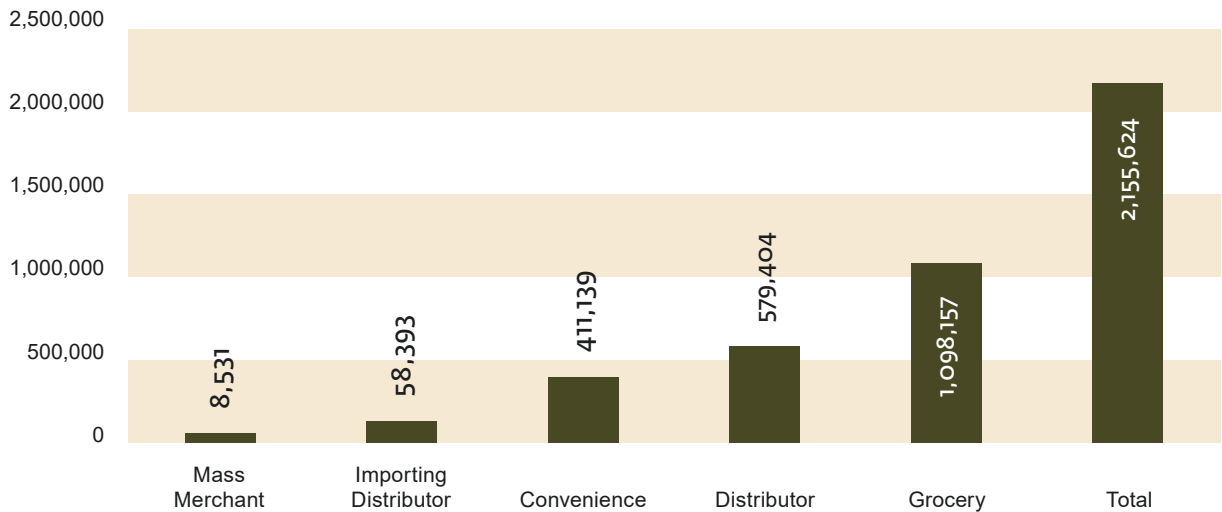
Governor Shapiro's signing into law of Act 86 in July 2024 introduced the private sale of RTDCs and expanded the network of retailers allowed to sell RTDCs to go to include beer distributors, restaurants, hotels, grocery stores and convenience stores.

The new RTDC permit authorizes permittees to sell spirits-based RTDCs ranging from 0.5% alcohol by volume (ABV) to 12.5% ABV in original containers up to 16 ounces for off-premises consumption (to go).

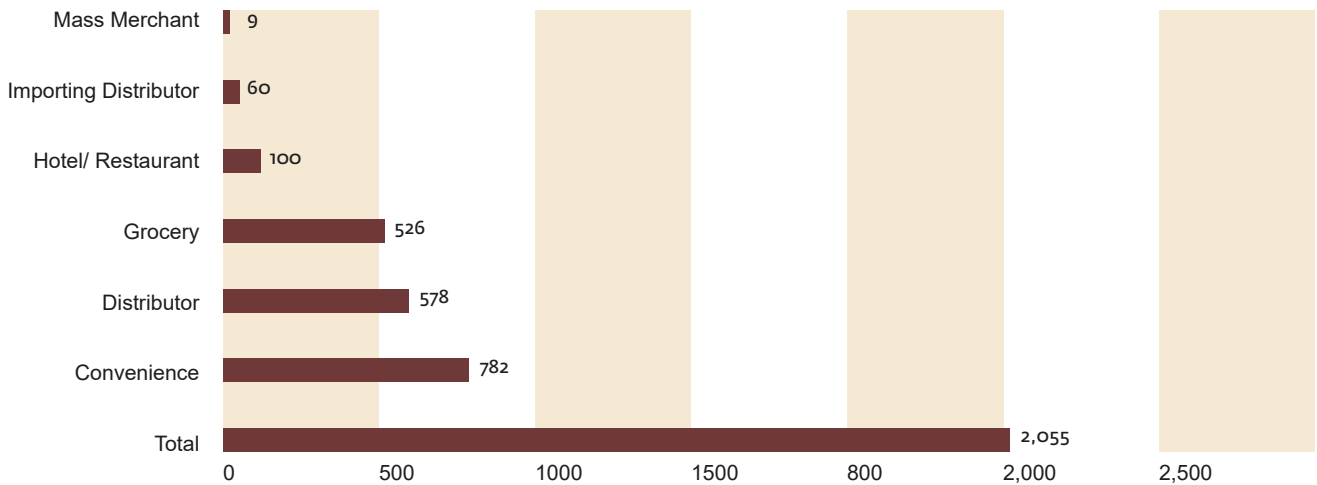
### Under the new law:

- Retail RTDC permit holders may sell RTDC to go in quantities up to 192 fluid ounces per transaction in addition to up to 192 fluid ounces of brewed or malt beverages and up to 3 liters of wine per transaction, all three of which can be maxed out in a single sale to retail customers (not licensees).
- Distributors and importing distributors may offer samples of RTDCs and sell RTDCs in any quantities to retail customers, but not to licensees, but remain prohibited from selling wine or other forms of spirits.
- RTDC permit holders are not allowed to procure RTDCs through Special Order for sales for on-premises or off-premises consumption.
- Pennsylvania licensed manufacturers producing RTDC may sell them directly to retail customers and permit holders, in any quantities, at prices equivalent to or more than what the PLCB charges, if the PLCB carries the same or substantially similar products.
- Certification through the Responsible Alcohol Management Program (RAMP) is required to be eligible for an RTDC permit.

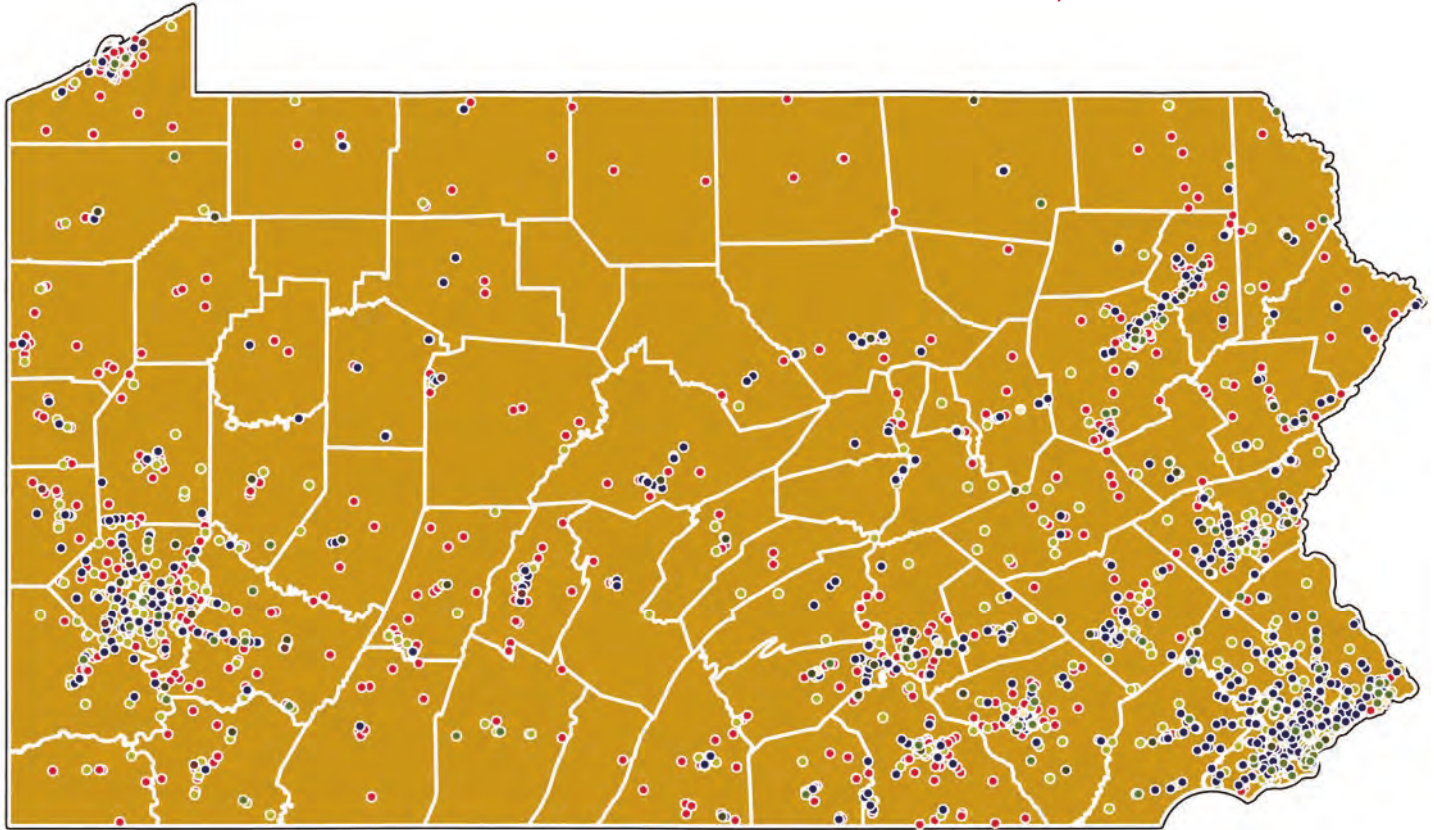
### PURCHASES BY HOLDERS OF READY-TO-DRINK COCKTAIL PERMITS BY RETAILER TYPE (IN UNITS)



### LICENSEES WITH READY-TO-DRINK COCKTAIL PERMITS



READY-TO-DRINK COCKTAIL PERMITS AS OF JUNE 30, 2025

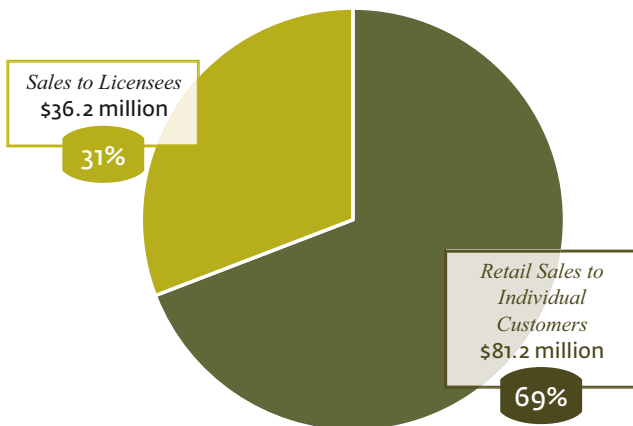


- Convenience Stores — 782
- Distributors — 578
- Grocery Stores — 526
- Restaurants — 94
- Importing Distributors — 60
- Mass Merchants — 9
- Hotels — 6

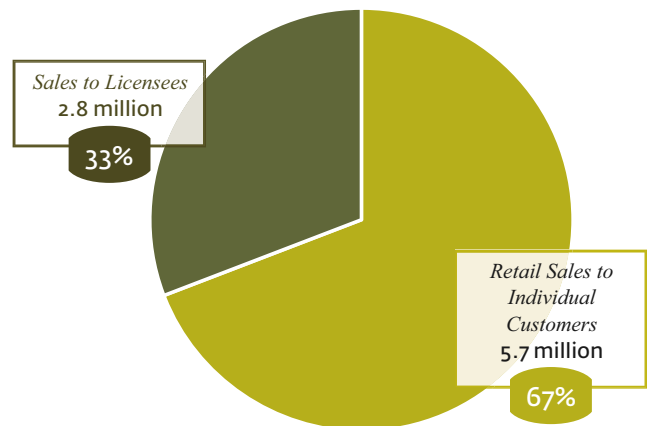
From Sept. 16, 2024 – the date the new liquor reform took effect – through June 30, 2025, 2,055 licensees received RTDC permits, significantly expanding access and convenience for Pennsylvania consumers.

For fiscal year 2024-25, sales to licensees comprised 31% of total RTDC dollar sales and 33% of total RTDC unit sales.

**TOTAL READY-TO-DRINK COCKTAIL LICENSEE AND RETAIL DOLLAR SALES FY 2024-25**



**TOTAL READY-TO-DRINK COCKTAIL LICENSEE AND RETAIL UNIT SALES FY 2024-25**



# LICENSING

## TOTAL LICENSE APPLICATIONS AND PERMITS RECEIVED AND PROCESSED JULY 1, 2024, THROUGH JUNE 30, 2025

Renewals/Validations	<b>21,438</b>
Catering Permits	<b>595</b>
Transfers	<b>1,090</b>
Criminal Record Checks	<b>7,836</b>
Tavern Gaming Licenses	<b>3</b>
New Licenses	<b>1,128</b>
Other Applications	<b>10,893</b>
Brand Registration	<b>16,740</b>
Special Occasion Permits	<b>3,285</b>
AP-SS-EHF Permits*	<b>23,185</b>
Wine Expanded Permits	<b>221</b>
Ready-to-Drink Cocktail Permits	<b>2,211</b>
<b>TOTAL APPLICATIONS</b>	<b>88,625</b>

\* Amusement Permit-Sunday Sales-Extended Hours Food

## INVESTIGATIONS PROCESSED

TYPE OF INVESTIGATION	2024	2023	2022	2021
New License	373	314	306	284
Renewal	5	11	34	39
Transfer – Place	82	96	70	90
Transfer – Person	651	600	582	626
Double Transfer – Person-Place	297	328	370	399
Correction	30	33	33	42
Extension (All types - Ext. & Temp., Ext. & TOE)	1,154	772	842	1,584
Manager Change	1,670	1,714	1,887	1,725
Reinvestigation	2,412	2,295	2,433	2,557
Officer Change	534	536	538	552
Reissue Safekeeping	519	570	536	605
Special Occasion Permit	0	0	3	1
Limited Winery	14	21	36	32
Non-Compliance	0	1	1	0
Miscellaneous	362	372	356	391
Nuisance Bars	413	137	164	98
Management Company	145	120	140	89
License Conversions (E to R, D to ID, C to CC, etc.)	35	31	29	28
Additional Location (BAL)	154	141	130	101
Brewery Storage	31	65	72	50
<b>TOTAL</b>	<b>8,881</b>	<b>8,157</b>	<b>8,562</b>	<b>9,293</b>

## 2024 LICENSE COMPLIANCE PROGRAM INSPECTIONS

Licensee Compliance **121**

**NUISANCE BARS** — Under the provisions of the Liquor Code, the PLCB maintains a Nuisance Bar Program to review the operational history of licensed establishments. If substantial evidence is received to support non-renewal, a notice of objection is issued.

2024 Nuisance Bars  
**203**

**BOARD CASES** — There are numerous situations that a decision of a case or request may not be handled administratively. Therefore, cases are presented at public meetings for the Board to vote in an open forum.

2024 Board Cases  
**127**

**RETAIL LICENSES IN EFFECT AS OF DECEMBER 31, 2024**

County	2020 Population	Area in Square Miles	RETAIL LIQUOR											RETAIL MALT BEVERAGE					NUMBER OF LICENSES			
			Restaurant	Hotel	Club	OWR	Airport Restaurant	Municipal	PRIVATE GOLF COURSE		Continuing Care Retirement	Economic Dev. R	Performance Arts	Public Venue	Eating Place	Economic Dev. E	Hotel	Club	GOLF COURSE		Per 3,000 Pop.	Per Square Mile
											R	C						Municipal	Private Eat.			
<b>STATE TOTAL</b>	<b>13,002,700</b>	<b>44,740</b>	<b>10,116</b>	<b>1,123</b>	<b>2,602</b>	<b>1</b>	<b>41</b>	<b>35</b>	<b>238</b>	<b>29</b>	<b>47</b>	<b>38</b>	<b>81</b>	<b>123</b>	<b>319</b>	<b>2</b>	<b>2</b>	<b>17</b>	<b>2</b>	<b>5</b>	<b>14,821</b>	<b>0.33</b>
ADAMS (1)	103,852	519	58	16	15	0	0	0	6	0	0	0	1	1	3	0	0	1	0	0	101	0.19
ALLEGHENY (2)	1,250,578	730	1,479	98	259	0	10	3	9	1	5	0	11	21	10	0	0	1	0	0	1,907	2.61
ARMSTRONG (3)	65,558	653	61	7	26	0	0	0	3	0	0	0	0	0	1	0	0	0	1	0	99	0.15
BEAVER (4)	168,215	435	145	13	60	0	0	0	4	1	0	0	1	0	0	0	0	0	0	0	224	0.51
BEDFORD (5)	47,577	1,012	25	7	13	0	0	0	2	0	0	0	0	0	1	0	0	0	0	0	48	0.05
BERKS (6)	428,849	857	280	42	107	0	1	1	6	1	2	0	3	3	5	0	2	0	0	0	453	0.53
BLAIR (7)	122,822	526	100	14	30	0	1	0	3	1	0	0	1	3	6	0	0	0	0	0	159	0.30
BRADFORD (8)	59,967	1,147	40	14	20	0	0	0	1	0	0	0	2	0	0	0	0	0	0	0	77	0.07
BUCKS (9)	646,538	604	348	57	43	0	0	4	6	1	5	3	3	0	4	0	0	0	0	0	474	0.78
BUTLER (10)	193,763	789	109	16	25	0	1	1	6	0	1	1	3	1	2	0	0	0	0	0	166	0.21
CAMBRIA (11)	133,472	688	136	17	94	0	0	0	2	0	0	0	1	3	1	0	0	0	0	0	254	0.37
CAMERON (12)	4,547	396	7	0	4	0	0	0	0	0	0	0	0	0	1	0	0	0	0	0	12	0.03
CARBON (13)	64,749	381	72	14	30	0	0	0	3	0	0	0	1	0	2	0	0	0	0	0	122	0.32
CENTRE (14)	158,172	1,110	75	27	26	0	0	0	2	0	1	0	1	4	1	0	0	0	0	0	137	0.12
CHESTER (15)	534,413	751	211	34	43	0	1	1	16	5	1	10	3	1	3	0	0	0	0	0	330	0.44
CLARION (16)	37,241	601	37	6	11	0	0	0	2	0	0	0	0	0	0	0	0	0	0	0	56	0.09
CLEARFIELD (17)	80,562	1,145	79	9	37	0	0	0	3	0	0	0	0	0	1	0	1	0	0	0	130	0.11
CLINTON (18)	37,450	888	32	6	13	0	0	1	1	0	0	0	1	1	5	0	0	0	0	0	60	0.07
COLUMBIA (19)	64,727	483	53	7	22	0	0	0	3	0	0	0	1	0	0	0	0	0	0	0	86	0.18
CRAWFORD (20)	83,938	1,012	75	5	28	0	0	0	4	0	0	1	0	1	0	0	0	0	0	0	114	0.11
CUMBERLAND (21)	259,469	545	88	22	29	0	0	1	5	0	2	4	2	0	0	1	0	0	0	0	155	0.28
DAUPHIN (22)	286,401	525	219	38	58	0	1	2	5	0	0	0	3	9	6	0	0	0	1	0	342	0.65
DELAWARE (23)	576,830	184	340	27	46	0	3	2	0	2	5	0	4	3	12	0	0	0	0	0	444	2.41
ELK (24)	30,990	827	31	10	23	0	1	1	1	0	0	0	0	0	4	0	0	1	0	0	72	0.09
ERIE (25)	270,876	799	258	16	69	0	1	2	8	0	1	0	2	6	3	0	1	1	0	0	368	0.46
FAYETTE (26)	128,804	790	139	13	64	0	0	0	2	0	0	0	0	1	2	0	0	0	0	0	221	0.28
FOREST (27)	6,973	427	9	2	1	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	13	0.03
FRANKLIN (28)	155,932	772	52	10	22	0	0	0	2	1	1	0	1	0	0	0	0	0	0	0	89	0.12
FULTON (29)	14,556	438	3	3	0	0	0	0	0	0	0	0	0	0	2	0	0	0	1	0	12	0.03



**WHOLESALE LICENSES IN EFFECT AS OF DECEMBER 31, 2024**

County	2020 Population	Area in Square Miles	WHOLESALE LICENSES		Total Wholesale Licenses	NUMBER OF LICENSES	
			Distributor	Importing Distributor		Per 30,000 Population	Per Square Mile
<b>STATE TOTAL</b>	<b>13,002,700</b>	<b>44,740</b>	<b>1,093</b>	<b>137</b>	<b>1,230</b>	<b>2.84</b>	<b>0.03</b>
ADAMS (1)	103,852	519	6	0	6	1.73	0.01
ALLEGHENY (2)	1,250,578	730	129	12	141	3.38	0.19
ARMSTRONG (3)	65,558	653	7	1	8	3.66	0.01
BEAVER (4)	168,215	435	18	0	18	3.21	0.04
BEDFORD (5)	47,577	1,012	5	0	5	3.15	0.00
BERKS (6)	428,849	857	35	5	40	2.80	0.05
BLAIR (7)	122,822	526	12	3	15	3.66	0.03
BRADFORD (8)	59,967	1,147	4	2	6	3.00	0.01
BUCKS (9)	646,538	604	29	1	30	1.39	0.05
BUTLER (10)	193,763	789	21	1	22	3.41	0.03
CAMBRIA (11)	133,472	688	22	5	27	6.07	0.04
CAMERON (12)	4,547	396	0	0	0	0.00	0.00
CARBON (13)	64,749	381	10	2	12	5.56	0.03
CENTRE (14)	158,172	1,110	4	3	7	1.33	0.01
CHESTER (15)	534,413	751	21	1	22	1.23	0.03
CLARION (16)	37,241	601	4	1	5	4.03	0.01
CLEARFIELD (17)	80,562	1,145	11	2	13	4.84	0.01
CLINTON (18)	37,450	888	4	1	5	4.01	0.01
COLUMBIA (19)	64,727	483	7	2	9	4.17	0.02
CRAWFORD (20)	83,938	1,012	13	2	15	5.36	0.01
CUMBERLAND (21)	259,469	545	11	2	13	1.50	0.02
DAUPHIN (22)	286,401	525	16	6	22	2.30	0.04
DELAWARE (23)	576,830	184	53	1	54	2.81	0.29
ELK (24)	30,990	827	4	2	6	5.81	0.01
ERIE (25)	270,876	799	37	4	41	4.54	0.05
FAYETTE (26)	128,804	790	18	2	20	4.66	0.03
FOREST (27)	6,973	427	3	1	4	17.21	0.01
FRANKLIN (28)	155,932	772	7	1	8	1.54	0.01
FULTON (29)	14,556	438	3	1	4	8.24	0.01
GREENE (30)	35,954	576	5	0	5	4.17	0.01

LICENSING

HUNTINGDON (31)	44,092	875	4	3	7	4.76	0.01
INDIANA (32)	83,246	827	5	2	7	2.52	0.01
JEFFERSON (33)	44,492	652	6	1	7	4.72	0.01
JUNIATA (34)	23,509	391	5	0	5	6.38	0.01
LACKAWANNA (35)	215,896	459	22	7	29	4.03	0.06
LANCASTER (36)	552,984	944	30	4	34	1.84	0.04
LAWRENCE (37)	86,070	358	7	1	8	2.79	0.02
LEBANON (38)	143,257	362	11	1	12	2.51	0.03
LEHIGH (39)	374,557	345	29	7	36	2.88	0.10
LUZERNE (40)	325,594	890	33	4	37	3.41	0.04
LYCOMING (41)	114,188	1,229	12	1	13	3.42	0.01
MCKEAN (42)	40,432	979	6	2	8	5.94	0.01
MERCER (43)	110,652	673	12	1	13	3.52	0.02
MIFFLIN (44)	46,143	411	4	1	5	3.25	0.01
MONROE (45)	168,327	608	7	2	9	1.60	0.01
MONTGOMERY (46)	856,553	483	55	2	57	2.00	0.12
MONTOUR (47)	18,136	130	5	0	5	8.27	0.04
NORTHAMPTON (48)	312,951	370	25	2	27	2.59	0.07
NORTHUMBERLAND (49)	91,647	458	11	2	13	4.26	0.03
PERRY (50)	45,842	551	5	0	5	3.27	0.01
PHILADELPHIA (51)	1,603,797	134	110	11	121	2.26	0.90
PIKE (52)	58,535	545	3	0	3	1.54	0.01
POTTER (53)	16,396	1,081	5	0	5	9.15	0.00
SCHULYKILL (54)	143,049	779	26	2	28	5.87	0.04
SNYDER (55)	39,736	329	4	0	4	3.02	0.01
SOMERSET (56)	74,129	1,074	7	1	8	3.24	0.01
SULLIVAN (57)	5,840	450	3	0	3	15.41	0.01
SUSQUEHANNA (58)	38,434	823	5	0	5	3.90	0.01
TIOGA (59)	41,045	1,134	3	2	5	3.65	0.00
UNION (60)	42,681	316	5	0	5	3.51	0.02
VENANGO (61)	50,454	674	3	2	5	2.97	0.01
WARREN (62)	38,587	884	5	0	5	3.89	0.01
WASHINGTON (63)	209,349	857	20	2	22	3.15	0.03
WAYNE (64)	51,155	726	5	1	6	3.52	0.01
WESTMORELAND (65)	354,663	1,028	45	5	50	4.23	0.05
WYOMING (66)	26,069	397	5	0	5	5.75	0.01
YORK (67)	456,438	904	26	4	30	1.97	0.03

# ALCOHOL EDUCATION

## Grants

Alcohol Education grants for reducing underage and dangerous drinking are awarded on a two-year cycle. The amount awarded for the first year of funding in the 2024-26 grant cycle was \$1,700,775, which went to 86 grantees.

Of the grants that were awarded:

- Twenty-three were used to fund community law-enforcement efforts for targeted underage patrols, community outreach and equipment and educational programming, including training on Pennsylvania's liquor laws and effective enforcement.
- Twenty-three grants were awarded to support community and nonprofit organizations through funding of

initiatives including MADD's Power of Parents® and Parents Who Host Lose the Most®, Project Northland, public service announcements and related enforcement efforts.

- Eight went to primary and secondary schools to fund initiatives aimed at educating students on the dangers of underage drinking through targeted social norms media campaigns, guest speakers and impaired driving simulation activities.
- Thirty-one college and university grants were used to help schools develop strategies to reduce underage and dangerous alcohol use through surveys and assessments, enforcement efforts, attendance at alcohol education conferences, training for resident assistants, peer

education programs and evidence-informed programs like EVERFI Alcohol Edu® and SafeColleges.

- One went to a for-profit organization to fund a public service announcement contest featuring local middle- and high-school students that aired on radio and social media, as well as a mock car crash as an educational and prevention tool for students.

At the completion of the first year of funding, grantees made a total of 107,994,747 contacts with the public.

## SOME OF THE WAYS PEOPLE WERE REACHED

754,228

*Public Service Announcements Aired*

222,918

*Printed Materials*

5,248

*Grantee-attended Training*

3,685

*Online Assessments Completed*

739

*Police and Campus Patrols*

614

*Peer Educators*



## Responsible Alcohol Management Program

The PLCB's Responsible Alcohol Management Program (RAMP) gives licensees the tools they need to serve alcohol responsibly. In 2000, RAMP was established as a voluntary certification consisting of four program prerequisites – Owner/Manager Training, Server/Seller Training, New Employee Orientation and Signage – that upon successful completion, enable licensees to apply for RAMP certification for approval by the PLCB.

Licensees seeking RAMP certification of their licensed premises must

successfully complete the four program prerequisites to apply. Completing either the Owner/Manager or Server/Seller Training alone does not grant certification to the establishment or the person completing training.

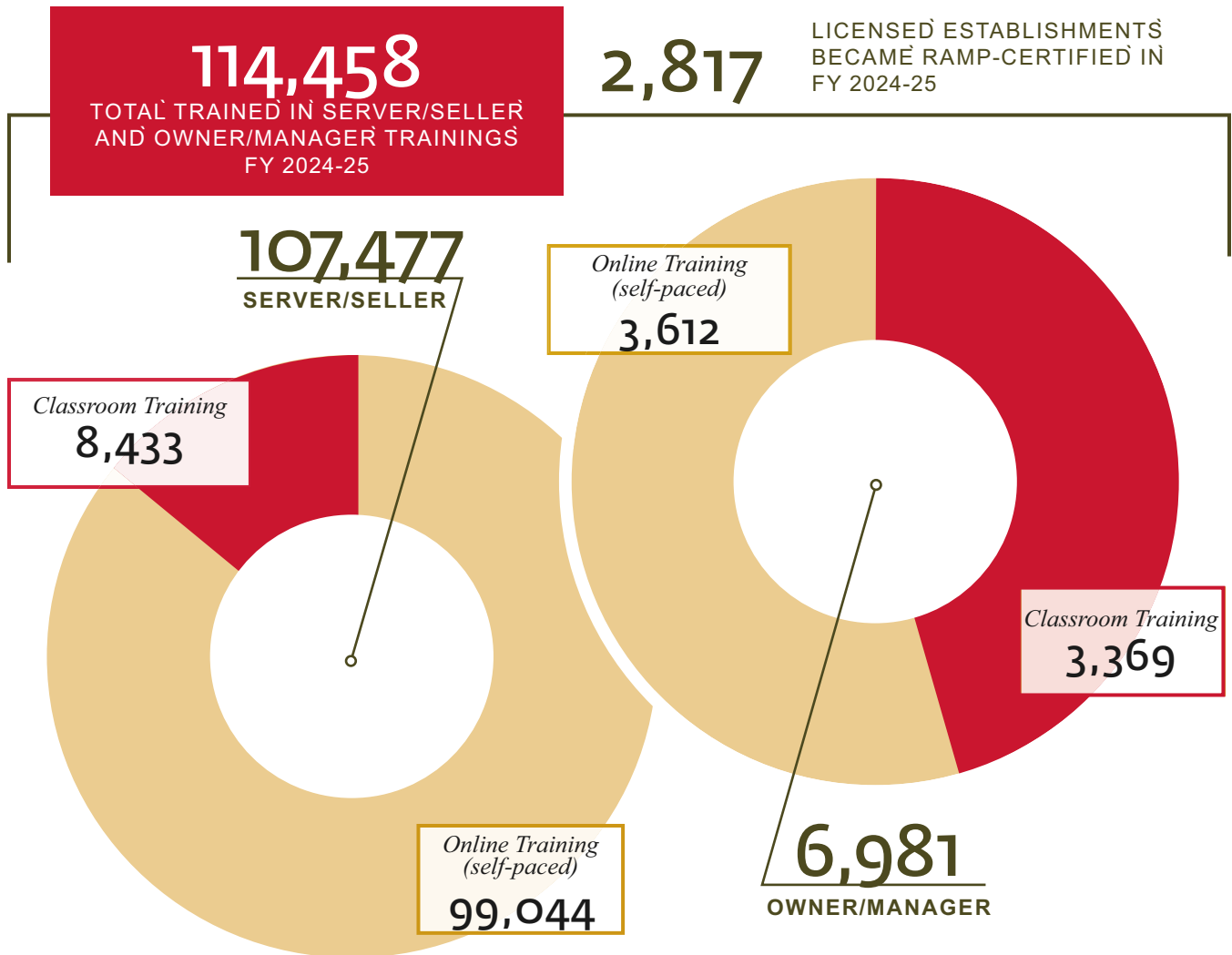
**Owner/Manager Training** – This training is offered free to license owners and PLCB-approved managers and covers topics such as liability, how to develop and implement house policies, responsibilities of licensees and information covered in server/seller training. As of Oct. 1, 2021, per regulation, the first time an individual enrolls in owner/manager training, they must attend the training in a classroom setting. Subsequent training may be completed two ways:

classroom (in-person, instructor led) or online (no instructor). The owner/manager training, whether in-person or online, is facilitated by the PLCB. Owner/manager training expires after two years. Upon recent advisement from the PLCB Chief Counsel's Office, all PLCB-approved managers who were approved on or after Feb. 20, 2012, and who are still the PLCB-approved manager on the liquor license must renew the RAMP owner/manager training every two years.

*This training is required independently for newly approved managers of certain license types within six months of being approved by the PLCB.*

**Server/Seller Training** – At least 50% of the licensee's alcohol service staff must be trained to apply for RAMP certification. This includes anyone who serves alcohol and/or checks IDs. Training includes tips on carding and spotting fake IDs, how to spot and effectively deal with visibly intoxicated persons (VIPs) and how to slow down or stop alcohol service. RAMP server/seller training, whether online or in-person, is facilitated by PLCB-approved independent providers who are observed and monitored by the Bureau of Alcohol Education to ensure quality and consistency of training.

*This training is required within six months of hire for anyone hired on or after Aug. 8, 2016, who serves or sells alcoholic beverages and/or checks IDs, unless the person*



*successfully completed the training within the previous two years. Additionally, all personnel serving or selling alcohol at an establishment with a wine expanded permit or a ready-to-drink cocktail permit must complete and maintain this training.*

**New Employee Orientation** – An owner or manager is responsible for reviewing the new employee orientation checklist, supplied by the PLCB, with every employee who serves/sells alcohol when seeking certification and every new employee in that role thereafter. The checklist includes legal information about the penalties for serving alcohol to

minors and VIPs, acceptable forms of ID, carding practices and preventing criminal activity on the premises.

**Signage** – Posters or signs defining acceptable forms of ID and the refusal of alcohol service to minors and VIPs must be displayed at the licensed establishment. Appropriate signage is available to licensees free of charge at classroom owner/manager trainings and can be ordered through PLCB+, the PLCB's external web-based regulatory system.

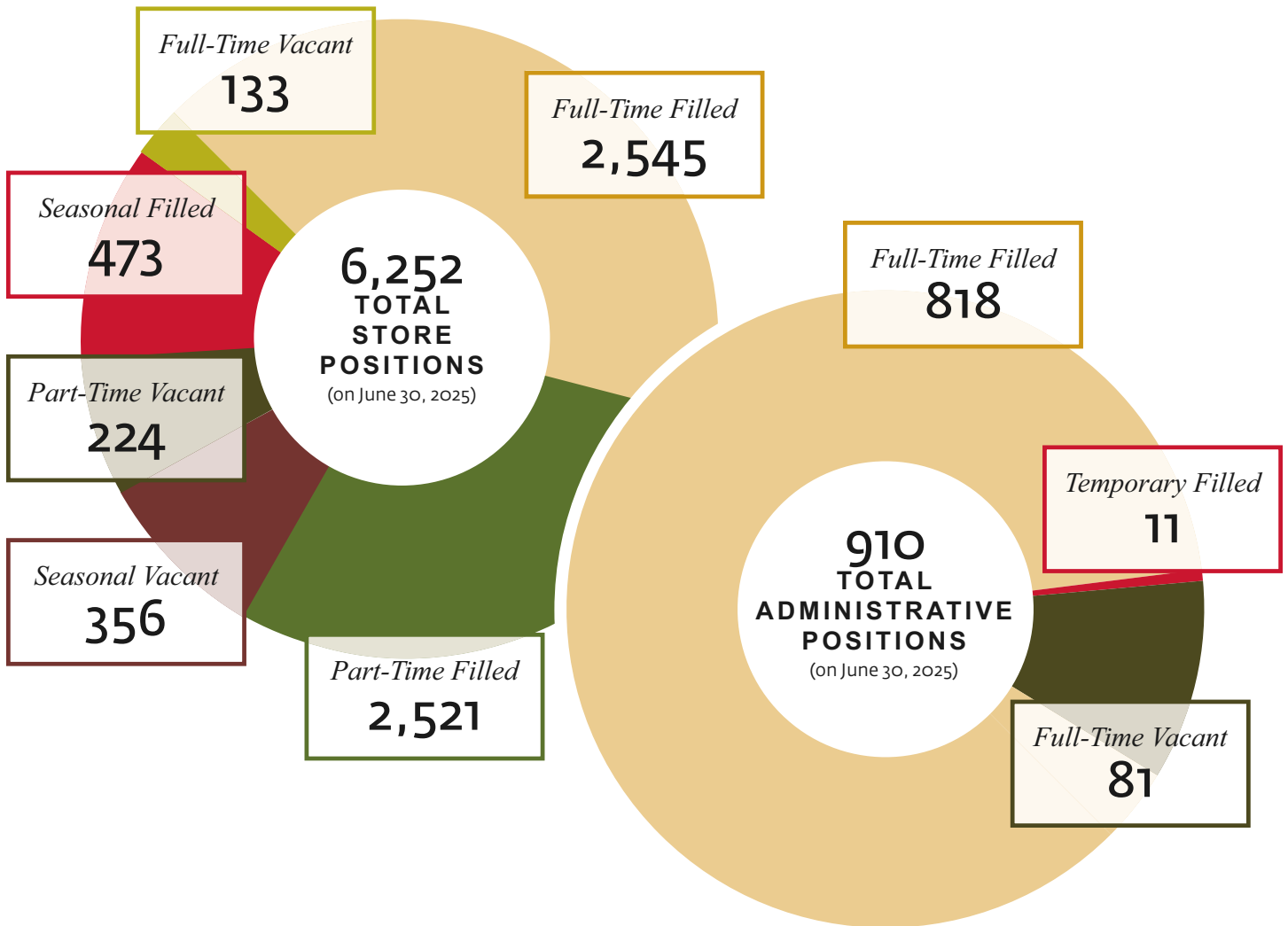
Upon completion of the prerequisites of RAMP certification, the licensee must apply for RAMP certification in PLCB+. If all requirements are met, the

licensee will receive certification valid for two years. There is no fee to apply for certification or recertification.

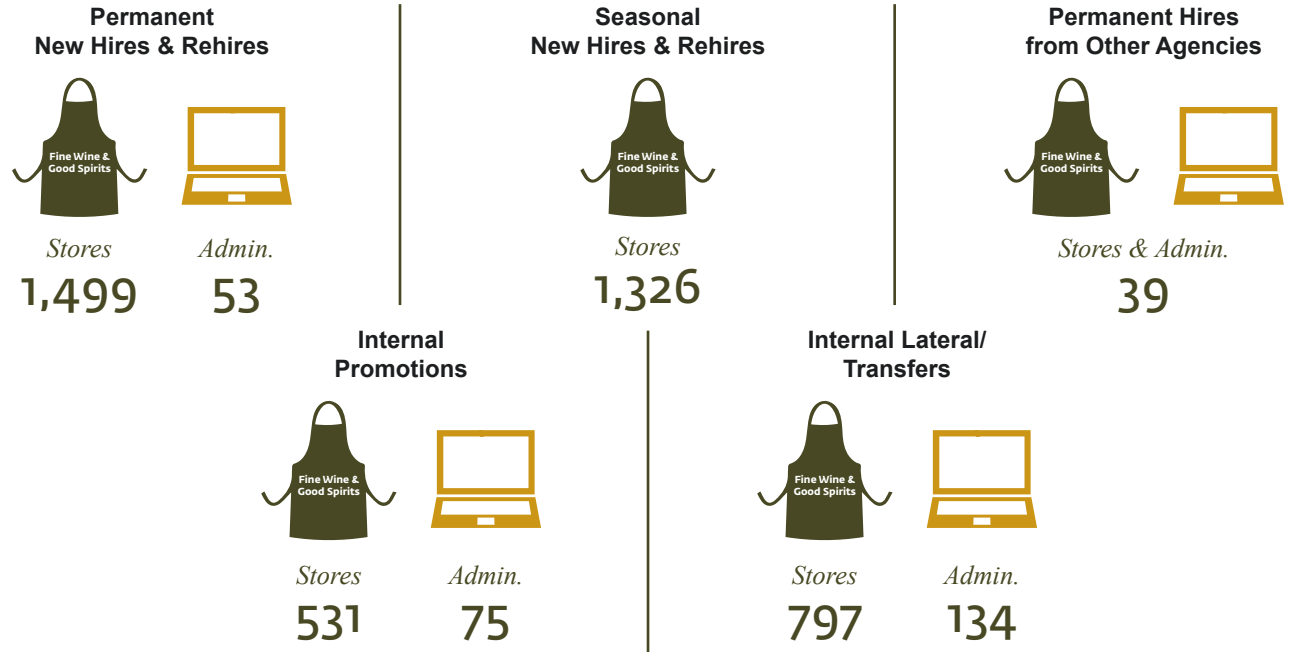
RAMP certification is typically voluntary; however, licensees may be required by the Office of Administrative Law Judge to complete all prerequisites and apply for RAMP certification if found guilty of serving alcohol to minors or VIPs. Additionally, the PLCB may require RAMP certification as part of a conditional licensing agreement and RAMP certification is mandatory prior to a licensee obtaining a wine expanded permit or ready-to-drink cocktail permit.

# EMPLOYMENT

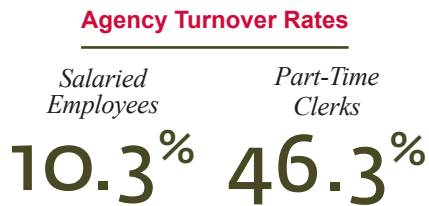
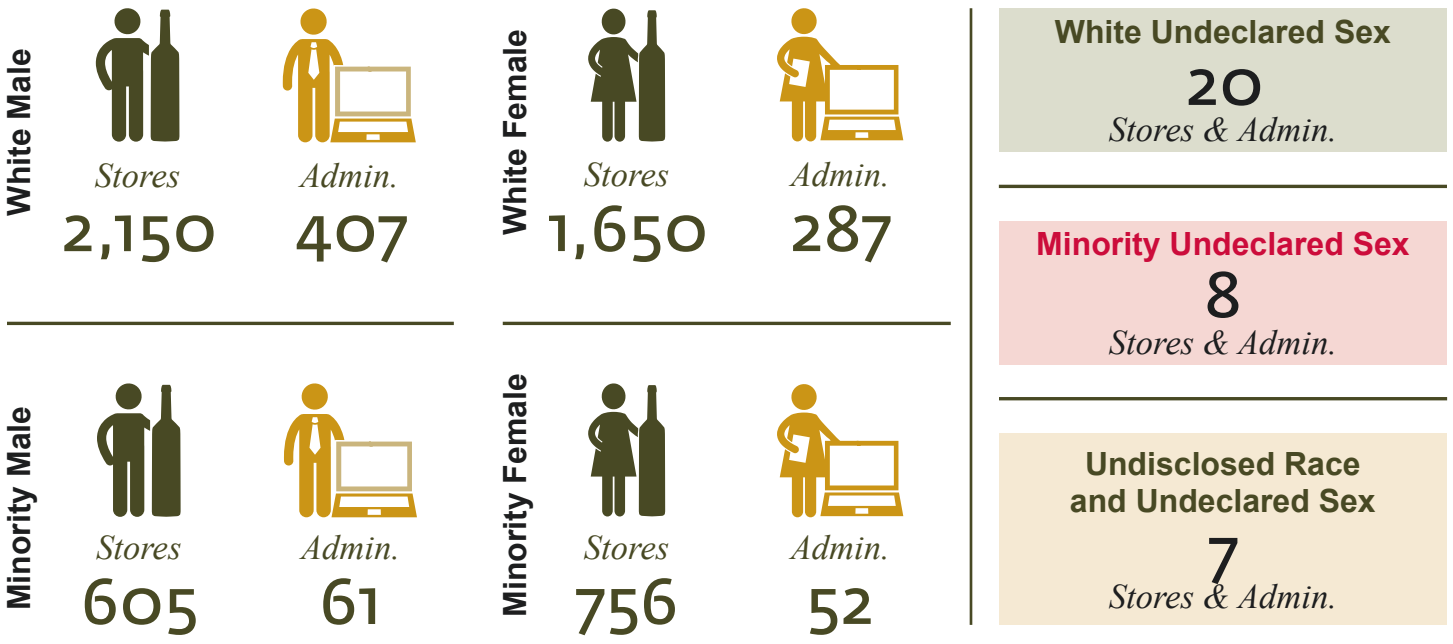
## EMPLOYMENT DEMOGRAPHICS



EMPLOYMENT ACTIONS FY 2024-25



EMPLOYMENT STATISTICS FY 2024-25



FINANCIAL SUMMARY

Commonwealth of Pennsylvania  
 Pennsylvania Liquor Control Board  
 State Stores Fund  
 Comparative Statement of Net Position  
 (Unaudited)

	<u>June 30, 2025</u>	<u>June 30, 2024</u>
<b><u>ASSETS</u></b>		
Current assets:		
Cash	\$ 51,375,638	\$ 64,713,902
Investments - short term	171,317,779	240,010,109
Accounts and claims receivable, net	943,078	1,589,459
Due from other funds - Note 9	-	-
Merchandise inventories, net	240,868,361	217,628,296
Operating supplies	712,416	704,424
Prepaid expenses	1,697,067	2,223,090
	<hr/>	<hr/>
Total current assets	466,914,339	526,869,280
Non-current assets:		
Non-depreciable capital assets:		
Land	-	322,973
Depreciable or amortizable capital assets:		
Building	2,303,472	10,837,326
Leasehold improvements	209,134	209,134
Machinery and equipment	44,006,469	45,084,347
Intangible - internally generated software	78,029,689	82,252,936
Intangible - right to use leases - Note 10	510,149,968	452,422,066
Intangible - right to use IT subscriptions - Note 11	21,533,803	20,835,288
Less: accumulated depreciation or amortization	<hr/> 376,255,890	<hr/> 317,920,756
Net depreciable or amortizable capital assets	<hr/> 279,976,645	<hr/> 293,720,340
Total non-current capital assets	<hr/> 279,976,645	<hr/> 294,043,313
Total assets	<hr/> <u>\$ 746,890,984</u>	<hr/> <u>\$ 820,912,593</u>
Total deferred outflows of resources - Notes 5, 6	\$ 157,675,444	\$ 193,316,974
<b><u>LIABILITIES</u></b>		
Current liabilities:		
Trade accounts payable	\$ 308,967,170	\$ 322,484,332
Other accounts payable	47,926,721	27,487,035
Accrued expenses	28,248,981	26,739,483
OPEB - Note 6	-	-
Self-insurance, workers' compensation - Note 7	4,656,084	4,767,807
Due to other funds - Note 9	9,816,477	6,019,139
Due to fiduciary funds - Note 9	4,331,463	4,023,696
Due to other governments - Note 9	1,294,966	1,183,798
Right to use liabilities - Note 10	63,073,841	63,474,715
Total current liabilities	<hr/> 468,315,703	<hr/> 456,180,005
Non-current liabilities:		
OPEB - Note 6	299,710,000	317,406,000
Self-insurance, workers' compensation - Note 7	46,220,064	42,229,790
Net pension liability - Note 5	526,724,463	537,784,715
Compensated absences - Note 1	28,385,848	26,266,236
Right to use liabilities - Note 10	177,365,748	176,885,959
Total non-current liabilities	<hr/> 1,078,406,123	<hr/> 1,100,572,700
Total liabilities	<hr/> <u>\$ 1,546,721,826</u>	<hr/> <u>\$ 1,556,752,705</u>
Total deferred inflows of resources - Notes 5, 6	\$ 172,955,452	\$ 206,690,667
<b><u>NET POSITION</u></b>		
Net investment in capital assets	\$ 39,537,056	\$ 53,682,639
Deficit	<hr/> (854,647,906)	<hr/> (802,896,444)
Total net position	<hr/> <u>\$ (815,110,850)</u>	<hr/> <u>\$ (749,213,805)</u>

**Commonwealth of Pennsylvania**  
**Pennsylvania Liquor Control Board**  
**State Stores Fund**  
**Comparative Statements of Revenues, Expenses, and Changes in Net Position**  
**For the Twelve Months Ending June 30, 2025 and June 30, 2024**  
**(Unaudited)**

	2024-25	2023-24
Sales net of taxes	\$ 2,530,583,669	\$ 2,545,114,055
Cost of goods sold	(1,750,258,281)	(1,725,332,882)
Gross profit from sales	780,325,388	819,781,173
Operating (expenses):		
Wholesale	(34,720,956)	(29,046,701)
Retail	(466,905,840)	(414,824,412)
E-Commerce	(2,627,592)	(2,285,715)
Regulatory	(16,977,165)	(13,436,505)
Enterprise	(113,981,393)	(113,009,823)
Commonwealth provided services - Note 2	(23,873,065)	(19,541,691)
Total	(659,086,011)	(592,144,847)
Operating profit/(loss)	121,239,377	227,636,326
Other operating revenues (expenses):		
Enforcement fines	1,281,866	1,327,067
License fees	40,853,309	32,763,562
Miscellaneous income	2,316,285	2,337,900
Total	44,451,460	36,428,529
Total operating income/(loss)	165,690,837	264,064,855
Miscellaneous revenues (expenses):		
Interest income (expense)	6,323,941	11,023,171
Other	(500,896)	31,788
Total	5,823,045	11,054,959
Income/(Loss) before operating transfers	171,513,882	275,119,814
Operating transfers out:		
PSP enforcement - Note 3	(36,343,030)	(33,034,468)
<b>Net Income/(Loss) from operations</b>	<b>135,170,852</b>	<b>242,085,346</b>
Statutory Transfers:		
General fund - Note 4	(194,627,004)	(185,100,000)
Drug and alcohol programs - Note 4	(2,703,417)	(4,841,707)
Department of Agriculture - Note 4	(3,737,476)	-
Total	(201,067,897)	(189,941,707)
Change in net position	(65,897,045)	52,143,639
Total net position - beginning	(749,213,805)	(801,357,444)
Total net position - ending	\$ (815,110,850)	\$ (749,213,805)

**Commonwealth of Pennsylvania**  
**Pennsylvania Liquor Control Board**  
**State Stores Fund**  
**Comparative Statements of Revenues, Expenses, and Changes in Net Position**  
**For the Month Ending June 30, 2025 and June 30, 2024**  
**(Unaudited)**

	2024-25	2023-24
Sales net of taxes	\$ 196,640,693	\$ 205,416,542
Cost of goods sold	(133,423,392)	(136,851,035)
Gross profit from sales	63,217,301	68,565,507
Operating (expenses):		
Wholesale	(3,470,225)	(799,038)
Retail	(44,701,786)	(31,472,057)
E-Commerce	(93,033)	(91,750)
Regulatory	(1,551,351)	26,646
Enterprise	(13,934,233)	(8,233,086)
Commonwealth provided services - Note 2	(1,989,147)	(2,213,784)
Total	(65,739,775)	(42,783,069)
Operating profit/(loss)	(2,522,474)	25,782,438
Other operating revenues (expenses):		
Enforcement fines	94,474	341,871
License fees	2,875,270	2,422,379
Miscellaneous income	516,206	166,726
Total	3,485,950	2,930,976
Total operating income/(loss)	963,476	28,713,414
Miscellaneous revenues (expenses):		
Interest income (expense)	200,160	624,593
Other	1,486	14,780
Total	201,646	639,373
Income/(Loss) before operating transfers	1,165,122	29,352,787
Operating transfers out:		
PSP enforcement - Note 3	(2,485,898)	(2,372,458)
<b>Net Income/(Loss) from operations</b>	<b>(1,320,776)</b>	<b>26,980,329</b>
Statutory Transfers:		
General fund - Note 4	(9,527,004)	-
Drug and alcohol programs - Note 4	(2,703,417)	(4,841,707)
Department of Agriculture - Note 4	(737,476)	-
Total	(12,967,897)	(4,841,707)
Change in net position	(14,288,673)	22,138,622
Total net position - beginning	(800,822,177)	(771,352,427)
Total net position - ending	\$ (815,110,850)	\$ (749,213,805)

**Commonwealth of Pennsylvania  
Pennsylvania Liquor Control Board  
State Stores Fund  
Comparative Statement of Cash Flows  
For The Twelve Months Ending June 30, 2025 and June 30, 2024  
(Unaudited)**

	FY24	FY23
Cash flows from operating activities:		
Receipts from customers	\$ 2,575,681,510	\$ 2,585,340,988
Payments to suppliers	<u>(2,356,687,600)</u>	<u>(2,369,848,556)</u>
Net cash provided by/(used for) operating activities	218,993,910	215,492,432
Cash flows from noncapital financing activities:		
PSP expenses	(36,343,030)	(33,034,468)
General fund transfer	(194,627,004)	(185,100,000)
DDAP transfer	-	(9,574,016)
Department of Agriculture transfer	<u>(3,737,476)</u>	<u>-</u>
Net cash used for noncapital financing activities	(234,707,510)	(227,708,484)
Cash flows from capital and related financing activities:		
Acquisition and construction of capital assets	(5,787,202)	(17,299,446)
Proceeds from capital assets	-	14,780
Right to use lease principal	(66,853,733)	(64,855,182)
Right to use lease interest	<u>(5,874,273)</u>	<u>(5,199,009)</u>
Net cash used for capital and related financing activities	(78,515,208)	(87,338,857)
Cash flows from investing activities:		
Purchase of investments	(1,664,842,466)	(1,670,521,425)
Proceeds from sale and maturities of investments	1,733,534,796	1,772,295,321
Investment income	<u>12,198,214</u>	<u>16,222,180</u>
Net cash provided by/(used for) investing activities	80,890,544	117,996,076
Net increase/(decrease) in cash	(13,338,264)	18,441,167
Cash - July 1	64,713,902	46,272,735
Cash - June 30	<u>\$ 51,375,638</u>	<u>\$ 64,713,902</u>
Reconciliation of operating income/(loss) to net cash provided by/(used for) operating activities:		
Operating income/(loss)	\$ 165,690,837	\$ 264,064,855
Depreciation	86,285,622	83,077,143
Change in assets and liabilities		
Accounts receivable	646,381	3,798,404
Inventory	(23,248,057)	(5,504,897)
Due from other funds	-	-
Other operating net assets	526,023	(241,063)
Deferred outflows - pension and OPEB related	35,641,530	67,767,554
Accounts payable and accrued liabilities	8,432,022	(5,098,905)
Due to other funds	1,093,921	(56,103,326)
Due to pension trust funds	307,767	375,292
Net pension liability	(11,060,252)	(31,379,615)
Due to other governments	111,168	145,784
Other post-employment benefit obligations	(17,696,000)	(98,608,000)
Self-insurance liabilities	3,878,551	(1,093,576)
Compensated Absences	2,119,612	1,781,541
Deferred inflows - pension and OPEB related	<u>(33,735,215)</u>	<u>(7,488,759)</u>
Total adjustments	<u>53,303,073</u>	<u>(48,572,423)</u>
Net cash provided by operating activities:	<u>\$ 218,993,910</u>	<u>\$ 215,492,432</u>

Noncash investing, capital and financing activities:

A \$2,703,417 Department of Drug and Alcohol Programs (DDAP) liability was accrued in June 2025 for the FY 24-25 statutory obligation. Additionally, a \$6,002,694 obligation remains to be withdrawn at June 30, 2025.

## STORES RANKED BY TOTAL DOLLAR SALES FY 2024-25

RANK	STORE	ADDRESS	CITY	ZIP CODE	TRANSACTION COUNT	AVG VALUE OF TRANSACTION	DOLLAR SALES
1	4650^	East Greenville Business Center, 668 Gravel Pike	East Greenville	18041	145,898	\$138.87	\$20,260,447
2	0247**†	5956 Centre Avenue	Pittsburgh	15206	380,504	\$51.71	\$19,676,700
3	5115*	2504 Snyder Avenue	Philadelphia	19145	14,450	\$1,334.98	\$19,290,451
4	0940*	855B Pennsylvania Boulevard	Feasterville	19053	10,648	\$1,612.81	\$17,173,220
5	0934**†	132 Veterans Lane	Doylestown	18901	258,271	\$63.26	\$16,338,669
6	1007**†	Cranberry Mall, 20111 Route 19	Cranberry Township	16066	244,251	\$66.46	\$16,232,594
7	5185**†	180 West Girard Avenue	Philadelphia	19123	334,146	\$48.54	\$16,220,326
8	9211**†	Village Square, 5000 Oxford Drive	Bethel Park	15102	232,436	\$64.34	\$14,954,159
9	0621**†	Berkshire West, 1101 Woodland Road	Wyomissing	19610	235,333	\$62.63	\$14,739,786
10	0231**†	Robinson Plaza Town Center, 1106 Park Manor Blvd.	Pittsburgh	15205	238,038	\$61.91	\$14,737,972
11	9208**†	125 Towne Centre Drive	Wexford	15090	196,192	\$70.90	\$13,909,088
12	4623**†	1440 Bethlehem Pike	Flourtown	19031	201,975	\$65.23	\$13,174,295
13	4657**†	Metroplex Mall, 2426 Chemical Road	Plymouth Meeting	19462	242,238	\$53.51	\$12,962,555
14	3616*	1190 Dillerville Road	Lancaster	17601	12,519	\$1,019.00	\$12,756,833
15	6717**†	York Marketplace, 2547 East Market Street	York	17402	256,161	\$49.74	\$12,740,258
16	2210**†	5070 Jonestown Road	Harrisburg	17112	243,901	\$51.42	\$12,541,146
17	0214**†	The Waterworks, 991 Freeport Road	Pittsburgh	15238	195,071	\$64.16	\$12,516,595
18	3627**†	Shoppes at Belmont, 1565 Fruitville Pike	Lancaster	17601	239,199	\$52.30	\$12,509,503
19	6317**	Trinity Point Shopping Center, 50 Trinity Point Drive	Washington	15301	258,851	\$46.57	\$12,053,866
20	0943**†	212 South State Street	Newtown	18940	189,321	\$63.40	\$12,003,412
21	5104**†	Columbus Commons, 1940 South Christopher Columbus Boulevard	Philadelphia	19148	215,124	\$55.04	\$11,839,995
22	4641**†	The Shoppes at Upper Providence, 1839 E. Ridge Pike	Royersford	19468	229,433	\$51.27	\$11,764,172
23	3901†	Crest Plaza, 1516 North Cedar Crest Boulevard	Allentown	18104	169,009	\$67.92	\$11,478,947
24	0222*	United Industrial Park, 98 Vanadium Road	Bridgeville	15017	8,573	\$1,316.40	\$11,285,458
25	2301*	Lawrence Park Industrial Center, 629 Parkway Drive	Broomall	19008	8,419	\$1,336.77	\$11,254,300
26	6315**†	Donaldson's Crossroads Shopping Ctr., 3929 Washington Rd.	McMurray	15317	195,793	\$57.40	\$11,237,723
27	0215*	1601 Liberty Avenue	Pittsburgh	15222	9,937	\$1,129.73	\$11,226,110
28	5146**	3903 Aramingo Avenue	Philadelphia	19137	325,410	\$34.22	\$11,135,953
29	4646**†	Ardmore Shopping Center, 62 Greenfield Avenue	Ardmore	19003	173,973	\$63.96	\$11,127,519
30	2514**†	Yorktown Centre, 2501 West 12th Street	Erie	16505	178,296	\$61.58	\$10,978,885
31	4624**†	125 West Dekalb Pike	King of Prussia	19406	224,543	\$48.54	\$10,899,400
32	1405†	1682 North Atherton Street	State College	16803	188,567	\$57.78	\$10,896,196
33	5174**	Baker's Centre, 3413 Fox Street	Philadelphia	19129	347,171	\$31.25	\$10,849,035
34	4658**†	Ralphs Corner Shopping Center, 2333 Welsh Road	Lansdale	19446	220,621	\$49.13	\$10,839,117
35	4655*	900 Forge Avenue	Norristown	19403	8,148	\$1,321.45	\$10,767,187
36	2102**†	West Shore Plaza Shopping Center, 1200 Market St.	Lemoynes	17043	223,736	\$47.91	\$10,718,279
37	6716**†	West Manchester Town Center, 880 Town Center Drive	York	17408	236,910	\$43.98	\$10,418,991
38	2211**†	1158 Mae Street	Hummelstown	17036	154,131	\$66.48	\$10,247,026
39	0260**†	1955 Wharton Street	Pittsburgh	15203	221,254	\$46.02	\$10,182,703
40	4632**†	Gwynedd Crossing, 1210 Bethlehem Pike	North Wales	19454	184,757	\$54.91	\$10,145,146
41	0227**†	3845 Northern Pike	Monroeville	15146	221,012	\$45.49	\$10,053,191

\* Licensee Service Center \*\* Remodeled † Premium Collection ^ E-Commerce

APPENDIX

RANK	STORE	ADDRESS	CITY	ZIP CODE	TRANSACTION COUNT	AVG VALUE OF TRANSACTION	DOLLAR SALES
42	0232**†	McIntyre Square, 3080 McIntyre Square Drive	Pittsburgh	15237	188,609	\$53.16	\$10,025,523
43	0284**†	Bill Green's Shopping Center, 10 Old Clairton Road	Pittsburgh	15236	208,582	\$47.88	\$9,987,394
44	6518**†	Norwin Hills Shopping Center, 8775 Norwin Avenue	Irwin	15642	204,729	\$48.49	\$9,926,942
45	0245**†	330 East Waterfront Drive	Homestead	15120	232,168	\$42.69	\$9,911,485
46	0920**†	Quakertown Shopping Center, 1465 West Broad Street	Quakertown	18951	230,396	\$42.97	\$9,900,477
47	4659**†	The Promenade at Upper Dublin, 204 Concourse Blvd.	Dresher	19025	183,750	\$53.45	\$9,820,770
48	0625**†	Town Square Plaza, 4110 North Fifth Street Highway	Temple	19560	180,447	\$53.70	\$9,690,576
49	2324**	MacDade Shopping Center, 2143 MacDade Boulevard	Holmes	19043	263,268	\$36.73	\$9,668,570
50	3622**†	Shoppes at Kissel Village, 1036 Lititz Pike	Lititz	17543	185,479	\$51.84	\$9,614,485
51	1501**†	Main Street at Exton, 132 Woodcutter Street	Exton	19341	187,972	\$51.02	\$9,589,564
52	6711**†	Hanover Crossing, 431 Eisenhower Drive	Hanover	17331	189,668	\$48.88	\$9,271,406
53	9101**†	2040 Market Street	Philadelphia	19103	242,535	\$37.98	\$9,212,002
54	4613**†	935 Old York Road	Jenkintown	19046	176,900	\$50.78	\$8,982,869
55	4814**†	Northampton Crossings, 3718 Easton-Nazareth Hwy.	Easton	18045	176,585	\$50.82	\$8,973,178
56	0929**†	4275 County Line Road	Chalfont	18914	184,905	\$48.17	\$8,906,963
57	1533**†	Phoenixville Plaza, 700 Nutt Road	Phoenixville	19460	198,901	\$44.66	\$8,882,627
58	3925**†	MacArthur Towne Centre, 2560 Macarthur Road	Whitehall	18052	195,017	\$45.37	\$8,847,355
59	4653**†	Centre Square Commons, 984 Dekalb Pike	Blue Bell	19422	146,450	\$58.55	\$8,574,182
60	4614**†	119 West City Avenue	Bala Cynwyd	19004	220,810	\$38.70	\$8,545,228
61	4502†	Pocono Village Mall, 3430 Route 940	Mount Pocono	18344	214,794	\$39.62	\$8,510,111
62	4647**	237 Harleysville Pike, Route 113	Harleysville	19438	181,208	\$46.82	\$8,483,318
63	2101**†	Carlisle Marketplace, 281 South Spring Garden Street	Carlisle	17013	210,083	\$40.18	\$8,440,532
64	3516†	222 Northern Boulevard	Clarks Summit	18411	124,426	\$67.05	\$8,342,445
65	3924**†	Hamilton Crossings, 750 North Krocks Road	Allentown	18106	157,647	\$52.89	\$8,337,779
66	9214**†	Greentree Road Shopping Center, 1956 Greentree Rd.	Pittsburgh	15220	159,590	\$51.90	\$8,282,735
67	4819**†	Madison Farms Retail Ctr., 4817 Freemansburg Ave.	Easton	18045	175,694	\$47.13	\$8,279,697
68	4306**	Hermitage Towne Plaza, 2321 East State Street	Hermitage	16148	180,351	\$45.89	\$8,276,641
69	0945**†	Addisville Commons, 890 Second Street Pike	Richboro	18954	162,237	\$50.69	\$8,223,999
70	2106**†	6560 Carlisle Pike	Mechanicsburg	17050	166,635	\$49.31	\$8,217,285
71	4652**	Upland Square, 260 Upland Square Drive	Pottstown	19464	221,727	\$36.90	\$8,182,247
72	1010**	206 Seven Fields Boulevard	Seven Fields	16046	164,392	\$49.71	\$8,172,457
73	2341**†	Ellis Preserve Town Center, 3735 West Chester Pike	Newtown Square	19073	138,931	\$58.74	\$8,161,469
74	1532*	The Campus, 100 Willowbrook Lane	West Chester	19382	6,905	\$1,177.86	\$8,133,131
75	5154**†	1112 Chestnut Street	Philadelphia	19107	255,161	\$31.85	\$8,125,967
76	5161**†	1515 Locust Street	Philadelphia	19102	241,713	\$33.42	\$8,079,204
77	1529**†	Shoppes at Longwood Village, 855 East Baltimore Pike	Kennett Square	19348	141,373	\$57.15	\$8,078,768
78	5112**†	2550 Grant Avenue	Philadelphia	19114	214,262	\$37.62	\$8,061,559
79	4501**†	Pocono Plaza, 310 Lincoln Avenue	East Stroudsburg	18301	196,522	\$40.92	\$8,042,135
80	1528**†	Paoli Shopping Center, 17-19 Leopard Road	Paoli	19301	144,088	\$55.79	\$8,038,891
81	5133**†	401 Franklin Mills Circle	Philadelphia	19154	224,579	\$35.67	\$8,010,121
82	1516**†	West Goshen Shopping Center, 927 Paoli Pike	West Chester	19380	198,538	\$40.32	\$8,004,466
83	4001**	Wilkes-Barre Twp. Marketplace, 2136 Wilkes-Barre Blvd.	Wilkes-Barre	18702	182,044	\$43.73	\$7,960,232
84	4648**†	Providence Town Center, 160 Market Street	Collegeville	19426	145,189	\$54.82	\$7,958,595
85	3918†	Promenade Shops at Saucon Valley, 3060 Ctr. Valley Pkwy.	Center Valley	18034	123,970	\$63.82	\$7,912,151

\* Licensee Service Center \*\* Remodeled † Premium Collection

APPENDIX

RANK	STORE	ADDRESS	CITY	ZIP CODE	TRANSACTION COUNT	AVG VALUE OF TRANSACTION	DOLLAR SALES
86	4110**†	Loyal Plaza, 1939 East Third Street	Williamsport	17701	157,957	\$49.91	\$7,883,381
87	5137**	5159 Lancaster Avenue	Philadelphia	19131	319,680	\$24.63	\$7,874,115
88	1527**†	821 West Lancaster Avenue	Wayne	19087	126,369	\$62.18	\$7,857,010
89	0709**†	Pleasant Valley Shopping Ctr., 3415 Pleasant Valley Blvd.	Altoona	16602	162,778	\$48.03	\$7,817,603
90	6517†	Westmoreland Mall, 5280 Route 30	Greensburg	15601	134,891	\$57.84	\$7,802,707
91	5160**	Hendrix Center, 11685 Bustleton Avenue	Philadelphia	19116	216,442	\$35.99	\$7,790,282
92	2516**	Liberty Plaza, 3702 Liberty Street	Erie	16508	207,000	\$37.51	\$7,765,400
93	2344**†	Springfield Square North, 1014 Baltimore Pike Store	Springfield	19064	187,196	\$41.43	\$7,755,150
94	9118**	Ivyridge Shopping Center, 7146 Ridge Avenue	Philadelphia	19128	201,017	\$38.47	\$7,732,347
95	0101**†	Marshalls Plaza, 1275 York Road	Gettysburg	17325	147,365	\$52.46	\$7,730,156
96	4654**†	15 West Germantown Pike	Norristown	19401	177,918	\$43.33	\$7,709,296
97	5170**†	The Granary, 411 North 20th Street	Philadelphia	19130	205,924	\$37.33	\$7,686,882
98	0298**†	Chartiers Valley Shopping Center, 1025 Washington Pk.	Bridgeville	15017	155,351	\$48.64	\$7,557,004
99	2801**†	Wayne Plaza, 987 Wayne Avenue	Chambersburg	17201	183,417	\$40.75	\$7,475,022
100	0941**	532 South Oxford Valley Road	Fairless Hills	19030	207,955	\$35.94	\$7,474,104
101	0211**	354 North Towne Square, 5600 Route 8	Gibsonia	15044	155,170	\$48.12	\$7,466,289
102	1510**	Barley Station, 2715 East Lincoln Highway	Coatesville	19320	221,447	\$33.69	\$7,461,254
103	0604**	4721 Perkiomen Avenue	Reading	19606	172,967	\$42.90	\$7,420,299
104	0915**	3920 New Falls Road	Bristol	19007	222,761	\$33.27	\$7,410,790
105	1514**†	161 East Swedesford Road	Wayne	19087	159,309	\$46.30	\$7,375,338
106	1903**	1005 Scott Town Center	Bloomsburg	17815	156,014	\$46.82	\$7,305,125
107	1530**†	Bradford Plaza, 692 Downingtown Pike	West Chester	19380	169,235	\$43.07	\$7,289,691
108	3625**†	Centerville Square, 558 Centerville Road	Lancaster	17601	167,023	\$43.30	\$7,231,404
109	0286**†	Pines Plaza, 1130 Perry Highway	Pittsburgh	15237	122,859	\$58.23	\$7,153,896
110	0912**†	Logan Square, 6542-J Lower York Road	New Hope	18938	92,866	\$76.79	\$7,131,584
111	3922**	Lehigh Shopping Center, 2154 West Union Boulevard	Bethlehem	18018	174,403	\$40.11	\$6,995,364
112	4003**†	2161 Memorial Highway	Dallas	18612	129,767	\$53.58	\$6,952,572
113	4639**	Gilbertsville Shopping Ctr., 1050 East Philadelphia Ave.	Gilbertsville	19525	150,885	\$45.32	\$6,838,277
114	6705**	Queensgate Towne Center, 2075 Springwood Road	York	17403	169,653	\$40.30	\$6,836,688
115	3206**†	Townfair Plaza, 475 Ben Franklin South	Indiana	15701	146,009	\$46.07	\$6,726,281
116	3801**	Promenade at Lebanon East, 102 North 8th Avenue	Lebanon	17046	176,603	\$37.83	\$6,681,713
117	1525**†	Lionville Shopping Center, 162 Eagleview Boulevard	Exton	19341	156,963	\$42.47	\$6,665,634
118	0910**	Hilltown Plaza, 766 Route 113	Souderton	18964	163,649	\$40.65	\$6,652,556
119	2320**	1305 West Chester Pike	Havertown	19083	158,102	\$42.07	\$6,651,054
120	5168**	The Court at Cottman, 2201 Cottman Avenue	Philadelphia	19149	204,190	\$32.41	\$6,617,242
121	5116**	101 East Olney Avenue	Philadelphia	19120	245,575	\$26.89	\$6,602,711
122	2115**†	Capital City Mall, 3725 Capital City Mall Drive	Camp Hill	17011	133,649	\$49.38	\$6,598,994
123	2612**	New Hope Commons, 99 Matthew Drive	Uniontown	15401	140,114	\$47.05	\$6,592,446
124	2215**	The Point Shopping Center, 4227 Union Deposit Road	Harrisburg	17111	201,895	\$32.40	\$6,541,469
125	4511**	Kinsley Plaza, 107 Kinsley Drive	Brodheadsville	18322	174,853	\$37.38	\$6,535,721
126	0919**	2223 Galloway Road	Bensalem	19020	165,351	\$39.52	\$6,533,982
127	0299**	Penn Hills Center, 11685 Penn Hills Drive	Pittsburgh	15235	188,630	\$34.48	\$6,503,215
128	5157**†	1237 South 11th Street	Philadelphia	19147	161,998	\$40.06	\$6,490,289
129	0939**	306 Easton Road	Warrington	18976	144,287	\$44.44	\$6,411,841

\*\* Remodeled † Premium Collection

APPENDIX

RANK	STORE	ADDRESS	CITY	ZIP CODE	TRANSACTION COUNT	AVG VALUE OF TRANSACTION	DOLLAR SALES
130	5126**	The Shops at Brewerytown, 3101 West Girard Avenue	Philadelphia	19130	229,340	\$27.78	\$6,370,519
131	5193**	Penrose Plaza, 2900 Island Avenue	Philadelphia	19153	221,208	\$28.69	\$6,346,666
132	0266**†	521 Beaver Street	Sewickley	15143	97,618	\$64.57	\$6,303,080
133	4033**	Church Hill Mall, 1089 North Church Street	Hazleton	18201	140,177	\$44.93	\$6,298,560
134	3522**	210 Meadow Avenue	Scranton	18505	170,197	\$36.97	\$6,292,122
135	4638**	123 South Easton Road	Glenside	19038	163,056	\$38.51	\$6,279,959
136	2501**	Summit Towne Center, 7200 Peach Street	Erie	16509	127,053	\$48.70	\$6,187,314
137	5191**	2401 Vare Avenue	Philadelphia	19145	207,034	\$29.66	\$6,140,845
138	0914**	Lower Southampton Village, 162 East Street Road	Feasterville	19053	156,835	\$39.09	\$6,129,925
139	5201**	106 West Harford Street	Milford	18337	136,940	\$44.60	\$6,107,727
140	0267**	Moon Plaza, 5990 University Boulevard	Coraopolis	15108	144,602	\$42.18	\$6,099,423
141	2334**†	Brandywine Mills, 1751 Wilmington Pike	Glen Mills	19342	106,300	\$57.27	\$6,087,542
142	5156**	4233 Chestnut Street	Philadelphia	19104	220,896	\$27.51	\$6,077,450
143	6526**†	109 Blue Spruce Way	Murrysville	15668	100,253	\$60.26	\$6,041,711
144	6401**†	74 Welwood Avenue	Hawley	18428	107,383	\$56.19	\$6,033,472
145	1506**	Ashbridge Shopping Ctr., Ashbridge Sq., 861 E. Lancaster Ave.	Downingtown	19335	141,349	\$42.63	\$6,025,327
146	5142**	Plaza Americana, 2717 North American Street	Philadelphia	19133	236,402	\$25.42	\$6,009,832
147	4622**	404 Huntingdon Pike	Rockledge	19046	154,859	\$38.69	\$5,991,636
148	3915**	Westgate Mall, 2359 Schoenersville Road	Bethlehem	18017	145,047	\$41.24	\$5,981,566
149	5167**	Lincoln Square, 1403 Washington Avenue	Philadelphia	19146	188,807	\$31.60	\$5,966,466
150	3914**	Mountainville Plaza, 1620 South Fourth Street	Allentown	18103	165,322	\$36.01	\$5,952,508
151	2305**†	315 West Baltimore Avenue	Media	19063	130,834	\$45.34	\$5,932,172
152	5190**	7161 Ogontz Avenue	Philadelphia	19138	235,712	\$25.13	\$5,923,777
153	5119**†	724 South Street	Philadelphia	19147	149,364	\$39.51	\$5,902,068
154	2343**†	127 West Lancaster Avenue	Wayne	19087	98,341	\$59.90	\$5,890,211
155	6003**†	Penn House Commons, 310 North 10th Street	Lewisburg	17837	128,852	\$45.62	\$5,877,922
156	1003**	608 Moraine Pointe Plaza	Butler	16001	137,484	\$42.74	\$5,876,341
157	0235**†	2001 Smallman Street	Pittsburgh	15222	89,543	\$64.12	\$5,741,404
158	0928**	The Shoppes at Flowers Mill, 118 North Flowers Mill Rd.	Langhorne	19047	144,433	\$39.73	\$5,737,646
159	4804**	Stefko Center, 1844A Stefko Boulevard	Bethlehem	18017	173,423	\$32.94	\$5,711,833
160	5111**	3720 Main Street	Philadelphia	19127	146,380	\$38.92	\$5,696,750
161	3903**	1918 West Allen Street	Allentown	18104	178,677	\$31.85	\$5,690,994
162	1412**†	127 Southridge Plaza	State College	16801	115,264	\$49.13	\$5,662,482
163	6523**	1038 Latrobe 30 Plaza	Latrobe	15650	128,611	\$43.94	\$5,651,475
164	5173**	Woodland Village Plaza, 6036 Woodland Avenue	Philadelphia	19142	260,942	\$21.55	\$5,624,484
165	0938**	Center Point Plaza, 748 West Street Road	Warminster	18974	151,302	\$37.17	\$5,623,571
166	0296**	5249 Library Road	Bethel Park	15102	140,455	\$39.44	\$5,539,038
167	2302	128 South 69th Street	Upper Darby	19082	229,514	\$23.89	\$5,483,051
168	2331**†	5035 Township Line Road	Drexel Hill	19026	141,903	\$38.59	\$5,476,067
169	3615**	Bridgeport Shopping Center, 1622 Lincoln Highway E.	Lancaster	17602	161,168	\$33.79	\$5,445,068
170	4626**	2501 Main Street	Norristown	19403	153,808	\$35.23	\$5,418,424
171	4627**	Hillcrest Shopping Center, 644 East Main Street	Lansdale	19446	155,783	\$34.61	\$5,391,199
172	1404**	Hamilton Square Shopping Ctr., 230 W. Hamilton Ave.	State College	16801	94,553	\$56.89	\$5,379,158
173	6404**	1199 Texas Palmyra Highway	Honesdale	18431	120,412	\$44.37	\$5,342,321

\*\* Remodeled † Premium Collection

APPENDIX

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174	4509**	Tannersville Plaza, 2838 Route 611	Tannersville	18372	134,742	\$39.49	\$5,320,323
175	1702**†	5720 Shaffer Road	Dubois	15801	111,382	\$47.71	\$5,314,142
176	0942**	Levittown Town Center, 179B Levittown Parkway	Levittown	19055	154,212	\$34.20	\$5,273,344
177	0290**	Noble Manor Shopping Center, 2350 Noblestown Road	Pittsburgh	15205	154,847	\$34.05	\$5,272,534
178	2332**†	Lawrence Park, 1991 Sproul Road	Broomall	19008	130,332	\$40.45	\$5,271,847
179	6710**	Windsor Commons, 3159 Cape Horn Road	Red Lion	17356	152,796	\$34.35	\$5,247,940
180	0228**	Edgewood Towne Centre, 1749 South Braddock Ave.	Pittsburgh	15218	175,371	\$29.67	\$5,203,366
181	2110**	Stonehedge Square, 950 Walnut Bottom Road	Carlisle	17015	120,662	\$43.12	\$5,202,645
182	0415**	Rochester Plaza, 730 Ohio River Boulevard	Rochester	15074	124,281	\$41.74	\$5,187,435
183	2342**†	1083 West Baltimore Pike	Media	19063	126,003	\$41.11	\$5,180,142
184	6524**	321 Tri-County Lane	Belle Vernon	15012	144,275	\$35.88	\$5,176,422
185	4817*	3084 Emrick Boulevard	Bethlehem	18020	5,244	\$985.54	\$5,168,158
186	4642**	The Marketplace at Huntingdon Valley, 2080 County Line Rd.	Huntingdon Valley	19006	126,663	\$40.73	\$5,159,188
187	1512**	Lincoln Court Shopping Center, 215 Lancaster Avenue	Malvern	19355	122,644	\$41.83	\$5,129,853
188	4507**	Blakeslee Plaza, 248 Route 940	Blakeslee	18610	109,434	\$46.85	\$5,127,488
189	2503**	Asbury Square, 2421 Asbury Road	Erie	16506	129,508	\$39.15	\$5,070,658
190	0932**†	1115 North Main Street	Warrington	18976	92,219	\$54.42	\$5,018,524
191	4637**	Audubon Village Shopping Ctr., 2860 Audubon Village Dr.	Audubon	19403	132,564	\$37.82	\$5,013,307
192	2105**	Mechanicsburg Plaza, 5301 Simpson Ferry Road	Mechanicsburg	17050	138,544	\$35.97	\$4,983,954
193	4640**	8156 Ogontz Avenue	Wyncote	19095	192,436	\$25.80	\$4,963,918
194	4656**	Pennsburg Square Shopping Ctr., 456 Pottstown Ave.	Pennsburg	18073	127,719	\$38.77	\$4,951,407
195	0409**	Chippewa Center, 2580 Constitution Boulevard	Beaver Falls	15010	114,928	\$43.00	\$4,941,853
196	4004*	1492 Highway 315	Wilkes-Barre	18702	4,998	\$987.75	\$4,936,751
197	4636†	1 Station Circle	Narberth	19072	97,751	\$50.44	\$4,930,355
198	5134**	32 South Second Street	Philadelphia	19106	116,697	\$42.24	\$4,929,480
199	4607**	132 East Butler Avenue	Ambler	19002	120,290	\$40.94	\$4,925,180
200	0249**	519 Towne Square Way	Pittsburgh	15227	141,209	\$34.70	\$4,900,214
201	1508**	West Sadsbury Commons, 324 Commons Drive	Parkesburg	19365	134,703	\$36.06	\$4,856,877
202	2339**	The Shoppes at Brookhaven, 4934 Edgmont Avenue	Brookhaven	19015	164,315	\$29.53	\$4,852,934
203	4605**	Melrose Shopping Center, 103 West Cheltenham Avenue	Cheltenham	19012	167,016	\$28.91	\$4,828,680
204	2220**†	Blue Mountain Commons, 2310 Linglestown Road	Harrisburg	17110	117,784	\$40.88	\$4,815,074
205	5121**†	Top Of The Hill Plaza, 8705 Germantown Avenue	Philadelphia	19118	107,022	\$44.85	\$4,799,751
206	4611**	Park Towne Plaza Shopping Ctr., 301 North Lewis Rd.	Royersford	19468	148,231	\$32.12	\$4,761,271
207	2001**†	Downtown Mall, 900 Water Street	Meadville	16335	119,614	\$39.73	\$4,752,024
208	5141**	4906-4908 Baltimore Avenue	Philadelphia	19143	191,897	\$24.63	\$4,727,101
209	3619**	2600 Willow Street Pike North	Willow Street	17584	127,188	\$37.14	\$4,723,793
210	4506**	1060 North Ninth Street	Stroudsburg	18360	134,136	\$35.18	\$4,719,294
211	5195**	7702 City Avenue	Philadelphia	19151	164,370	\$28.68	\$4,714,260
212	6519**	Crossroads Plaza, 2501 Leechburg Road	Lower Burrell	15068	122,633	\$38.38	\$4,706,372
213	0602**	Rockland Plaza, 1100 Rockland Street	Reading	19604	138,909	\$33.86	\$4,703,131
214	3508**	70 Keystone Industrial Park Road	Dunmore	18512	127,064	\$36.87	\$4,685,421
215	2221*	990 Briarsdale Road	Harrisburg	17109	4,122	\$1,136.25	\$4,683,606
216	2329**	Eddystone Crossings, 1562 Chester Pike	Eddystone	19022	181,435	\$25.80	\$4,680,618
217	2519**	Giant Eagle Plaza, 4058 Buffalo Road	Erie	16510	124,099	\$37.62	\$4,669,134

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APPENDIX

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218	5502**	244 Marketplace Boulevard	Selinsgrove	17870	105,233	\$44.32	\$4,663,888
219	4635**	Regency Square, 1029 North Easton Road	Willow Grove	19090	128,755	\$36.12	\$4,650,098
220	4629**	Fairway Shopping Center, 1825 Limekiln Pike	Dresher	19025	114,372	\$40.37	\$4,617,318
221	0292**	North Hills Village Mall, 4801 McKnight Road	Pittsburgh	15237	128,051	\$35.89	\$4,596,364
222	4608†	922 West Lancaster Avenue	Bryn Mawr	19010	93,704	\$48.99	\$4,590,831
223	5101**	135 West Cheltenham Avenue	Philadelphia	19144	225,035	\$20.32	\$4,571,712
224	5163**	Gray's Ferry Shopping Center, 3007 Gray's Ferry Ave.	Philadelphia	19146	161,036	\$28.30	\$4,557,362
225	0615**	Douglassville Shopping Center, 180 Old Swede Road	Douglassville	19518	117,887	\$38.59	\$4,548,939
226	6527**	Hollywood Square, 6750 Hollywood Boulevard	Delmont	15626	115,813	\$39.16	\$4,535,376
227	0703**	202 Hollidaysburg Plaza	Duncansville	16635	105,547	\$42.94	\$4,531,710
228	5108**	3250 North Broad Street	Philadelphia	19140	229,207	\$19.74	\$4,525,477
229	2333**	Barclay Square, 1500 Garrett Road	Upper Darby	19082	151,716	\$29.81	\$4,523,244
230	0226**	132 Ben Avon Heights Road	Pittsburgh	15237	123,237	\$36.57	\$4,506,296
231	5153**	2115 North 22nd Street	Philadelphia	19121	211,750	\$21.19	\$4,486,548
232	0237**†	339 Fifth Avenue	Pittsburgh	15222	166,629	\$26.85	\$4,474,329
233	1002**	Northgate Plaza, 115 Perry Highway	Harmony	16037	108,974	\$40.97	\$4,464,994
234	0607**	1772 Tilden Ridge Drive	Hamburg	19526	101,863	\$43.83	\$4,464,483
235	4027**	Pittston Crossing, 320 Route 315 Highway	Pittston	18640	121,752	\$36.64	\$4,461,105
236	2327†	789 East Lancaster Avenue	Villanova	19085	80,374	\$55.22	\$4,438,391
237	3923**	7801 Glenlivet West Drive	Fogelsville	18051	96,314	\$45.88	\$4,419,244
238	6403**	Hamlin Shopping Plaza, 569 Route 590	Hamlin	18427	104,480	\$42.26	\$4,415,198
239	5114**	8844 Frankford Avenue	Philadelphia	19136	158,319	\$27.83	\$4,406,173
240	6201	44 Market Street	Warren	16365	106,635	\$41.00	\$4,371,677
241	6709**	The Crossroads, 351 Loucks Road	York	17404	120,750	\$36.01	\$4,348,406
242	3904**	3300 Lehigh Street	Allentown	18103	114,850	\$37.84	\$4,346,377
243	3520**	Green Ridge Plaza, 1610 Nay Aug Avenue	Scranton	18509	120,417	\$36.04	\$4,339,254
244	6715**	Newberry Pointe, 180 Newberry Parkway	Etters	17319	117,714	\$36.85	\$4,337,423
245	1118**	Geistown Shopping Center, 2230 Ruth Way	Johnstown	15904	109,778	\$39.50	\$4,336,395
246	0937**	Oxford Oaks Shopping Center, 1601 Big Oak Road	Yardley	19067	122,085	\$35.43	\$4,325,817
247	4807**	Creekside Market Place, 1848 Leithsville Road	Hellertown	18055	106,237	\$40.62	\$4,315,262
248	0906**	Pennsbury Plaza Shopping Center, 229 Plaza Blvd.	Morrisville	19067	142,866	\$29.95	\$4,278,572
249	4651**	Village Mall, 200 Blair Mill Road	Horsham	19044	135,543	\$31.51	\$4,271,607
250	4510**	Fox Run Plaza, 232 Fox Run Lane	East Stroudsburg	18302	126,586	\$33.67	\$4,262,641
251	0608**	Springtown Shopping Center, 2671 Shillington Road	Sinking Spring	19608	107,426	\$39.49	\$4,242,247
252	2103**	Shippen Towne Centre, 109 South Conestoga Drive	Shippensburg	17257	120,621	\$35.02	\$4,224,431
253	4006**	Luzerne Shopping Center, 472 Union Street	Luzerne	18709	114,043	\$36.99	\$4,218,266
254	5602**	Somerset Commons, 1534 North Center Avenue	Somerset	15501	93,743	\$44.94	\$4,212,561
255	3803**	Palmyra Shopping Center, 901 East Main Street	Palmyra	17078	108,157	\$38.59	\$4,173,605
256	6720**	406 North US 15	Dillsburg	17019	99,080	\$42.10	\$4,171,402
257	4401**	129 South Main Street	Lewistown	17044	115,099	\$35.90	\$4,132,378
258	1518**	Marketplace at Westtown, 1502 West Chester Pike	West Chester	19382	110,593	\$37.26	\$4,120,264
259	0414**	1476 Old Brodhead Road	Monaca	15061	96,961	\$42.39	\$4,110,068
260	3608**	Manor Shopping Center, 1234 Millersville Pike	Lancaster	17603	145,999	\$27.90	\$4,073,702
261	0410**	Aliquippa Shopping Center, 2719 Brodhead Road	Aliquippa	15001	108,293	\$37.56	\$4,068,004

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262	9111**	Roosevelt Plaza, 6577 Roosevelt Boulevard	Philadelphia	19149	141,670	\$28.59	\$4,050,751
263	0309**	2 Hilltop Plaza	Kittanning	16201	92,270	\$43.67	\$4,029,478
264	0274**	Lebanon Shops, 300 Mount Lebanon Boulevard	Pittsburgh	15234	102,329	\$39.24	\$4,015,019
265	6509**	208 Countryside Plaza	Mount Pleasant	15666	99,449	\$40.18	\$3,996,309
266	1120**	1910 Minno Drive	Johnstown	15905	95,062	\$41.87	\$3,980,304
267	0256**	1020 Village Center Drive	Tarentum	15084	96,102	\$41.41	\$3,979,977
268	1523**	Shoppes at Dilworthtown Crossing, 1363 Dilworthtown Rd.	West Chester	19382	82,355	\$48.16	\$3,965,929
269	4036**	West Side Mall, 160 West Side Mall	Edwardsville	18704	126,052	\$31.41	\$3,959,865
270	5158**	McKeown'S Plaza, 6824 Rising Sun Avenue	Philadelphia	19111	149,745	\$26.44	\$3,958,875
271	0278**	4065 Butler Street	Pittsburgh	15201	94,362	\$41.88	\$3,951,644
272	3711**	Union Square Shopping Center, 2507 West State St.	New Castle	16101	102,586	\$38.48	\$3,947,448
273	1522**	Suburbia Shopping Center, 76 Glocker Way	Pottstown	19465	91,968	\$42.72	\$3,928,832
274	0503**	9613 Lincoln Highway	Bedford	15522	89,292	\$43.87	\$3,917,596
275	2201**	Kline Village, 29 Kline Village	Harrisburg	17104	147,670	\$26.34	\$3,889,307
276	3611**	1575 South Market Street	Elizabethtown	17022	114,954	\$33.56	\$3,858,285
277	3916**	The Shoppes at Trexler, 6900 Hamilton Boulevard	Trexletown	18087	100,371	\$38.30	\$3,843,826
278	4815**	Forks Town Center, 341 Town Center Boulevard	Easton	18040	113,064	\$33.97	\$3,840,855
279	1804**	Clinton Plaza, 120 East Walnut Street	Lock Haven	17745	87,178	\$43.88	\$3,824,937
280	5105**	5 North 12th Street	Philadelphia	19107	203,417	\$18.73	\$3,810,965
281	0605**	Village Square Plaza, 45 Constitution Boulevard	Kutztown	19530	95,511	\$39.47	\$3,769,421
282	0944**†	Buttonwood Park Place, 7 Buttonwood Drive	Yardley	19067	74,060	\$50.77	\$3,759,786
283	4028**	850 Sans Souci Parkway	Wilkes-Barre	18706	121,350	\$30.91	\$3,751,267
284	0272**	233 Shiloh Street	Pittsburgh	15211	94,984	\$39.40	\$3,742,689
285	4035**	223 South Mountain Boulevard	Mountain Top	18707	82,785	\$45.16	\$3,738,269
286	0917**	500 South Second Street Pike	Southampton	18966	92,980	\$40.05	\$3,723,659
287	6308*	102 Four Coins Drive	Canonsburg	15317	4,775	\$779.67	\$3,722,941
288	6601**	600 Hunter Highway	Tunkhannock	18657	91,633	\$40.45	\$3,706,596
289	0264**	Shaler Plaza, 880 Butler Street	Pittsburgh	15223	96,113	\$38.55	\$3,705,437
290	0263**	418 East Ohio Street	Pittsburgh	15212	145,828	\$25.40	\$3,703,834
291	3510**	Plaza 1500, 1531 Main Street	Peckville	18452	94,251	\$39.20	\$3,694,235
292	0946**	Marketplace at Neshaminy, 680 Rockhill Drive	Bensalem	19020	107,848	\$34.20	\$3,688,696
293	1108**	300 Walmart Drive	Ebensburg	15931	87,512	\$42.01	\$3,676,645
294	6714**†	Shrewsbury Commons Shopping Ctr., 802 Shrewsbury Commons Ave.	Shrewsbury	17361	80,969	\$45.31	\$3,668,482
295	2511**	737 East 38th Street	Erie	16504	116,812	\$31.39	\$3,666,353
296	2606**	140 Walnut Hill Road	Uniontown	15401	99,625	\$36.66	\$3,652,109
297	4032**	12 Diana Lane	West Hazleton	18202	80,283	\$45.47	\$3,650,364
298	4508*	Jay Park Plaza, Route 209 288 Dartmouth Drive	Marshalls Creek	18335	4,056	\$890.03	\$3,609,979
299	2518**	Washington Towne Plaza, 140 Washington Towne Blvd.	Edinboro	16412	89,070	\$40.45	\$3,602,582
300	1521**	Brandywine Village, 1239 Horseshoe Pike Route 322	Downingtown	19335	88,936	\$40.42	\$3,594,893
301	0927**	Plumstead Square Shopping Center, 5837 Easton Rd.	Pipersville	18947	94,591	\$37.92	\$3,586,563
302	9213**	2356 Golden Mile Highway	Pittsburgh	15239	105,745	\$33.84	\$3,578,599
303	5145**	5235 Frankford Avenue	Philadelphia	19124	205,306	\$17.42	\$3,576,354
304	0282**	Oak Park Mall, 2001 Lincoln Way	White Oak	15131	100,390	\$35.62	\$3,575,765
305	4308**	41 Pine Grove Square Drive	Grove City	16127	89,126	\$40.08	\$3,572,582

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RANK	STORE	ADDRESS	CITY	ZIP CODE	TRANSACTION COUNT	AVG VALUE OF TRANSACTION	DOLLAR SALES
306	3926**	Airport Point Shopping Center, 934 Airport Center Road	Allentown	18109	86,553	\$41.17	\$3,563,117
307	2217**	Swatara Square, 6301 Grayson Road	Harrisburg	17111	104,654	\$33.97	\$3,555,323
308	0203**	Braddock Hills Shopping Center, 230 Yost Boulevard	Pittsburgh	15221	127,377	\$27.82	\$3,543,339
309	0280**	2800 Robinson Boulevard	Pittsburgh	15235	127,694	\$27.74	\$3,542,083
310	3525**	63 South Main Street	Carbondale	18407	94,321	\$37.40	\$3,528,052
311	0285	Hampton Home Center, 4706 William Flynn Highway	Allison Park	15101	76,144	\$46.22	\$3,519,097
312	3802**	1737 Quentin Road	Lebanon	17042	84,259	\$41.76	\$3,518,460
313	1406**	The Benner Pike Shops, 323 Benner Pike	State College	16801	83,801	\$41.97	\$3,517,352
314	2107**	3760 Market Street	Camp Hill	17011	77,271	\$45.49	\$3,515,358
315	1509**	Shoppes at Jenners Village, 853 West Baltimore Pike	West Grove	19390	97,033	\$36.21	\$3,513,480
316	9206**	Kenmawr Plaza, 510 Pine Hollow Road	McKees Rocks	15136	96,190	\$36.46	\$3,507,120
317	3620**	Main Street Center, 763 East Main Street	Mount Joy	17552	91,254	\$38.32	\$3,496,832
318	3610**	Muddy Creek Shoppes, 2350 North Reading Road	Denver	17517	82,185	\$42.46	\$3,489,533
319	4701**	144 Continental Boulevard	Danville	17821	86,987	\$40.08	\$3,486,586
320	3603**	Columbia Shopping Center, 36 South 18th Street	Columbia	17512	111,327	\$31.09	\$3,461,179
321	0288**	Caste Village Shopping Center, 5301 Grove Road	Pittsburgh	15236	90,693	\$38.14	\$3,459,382
322	6703**	Grandview, 1446 Baltimore Street	Hanover	17331	92,263	\$37.44	\$3,453,915
323	3920**	East Penn Plaza, 1325 Chestnut Street	Emmaus	18049	85,172	\$40.37	\$3,438,191
324	0234**	West View Park Shopping Ctr., 1012 W.View Park Dr.	Pittsburgh	15229	90,277	\$37.78	\$3,411,077
325	2206**	Mid-Town Plaza, 430 East Main Street	Middletown	17057	117,280	\$29.06	\$3,408,111
326	0623**	Kenhorst Plaza, 1895 New Holland Road	Reading	19607	83,686	\$40.26	\$3,369,146
327	3617**	Wheatland Shopping Center, 1761A Columbia Avenue	Lancaster	17603	98,458	\$34.18	\$3,365,353
328	4805**	1910 Center Street	Northampton	18067	97,409	\$34.28	\$3,339,285
329	3621**	Shoppes at Landis Valley, 2347 Oregon Pike	Lancaster	17601	82,972	\$40.24	\$3,338,398
330	0250**	Highlands Mall, 56 Highlands Mall	Natrona Heights	15065	90,263	\$36.98	\$3,337,782
331	2312**	920 East Baltimore Avenue	Lansdowne	19050	122,771	\$27.15	\$3,332,749
332	0224**	1824 Murray Avenue	Pittsburgh	15217	103,982	\$32.01	\$3,328,571
333	6525**	6041 Route 30	Greensburg	15601	88,767	\$37.43	\$3,322,716
334	2502**	105 West 18th Street	Erie	16501	101,115	\$32.60	\$3,296,769
335	3902**	5041 Route 873	Schnecksville	18078	87,822	\$37.45	\$3,288,962
336	1407**	Weis Market Shopping Center, 178 Buckaroo Lane	Bellefonte	16823	78,348	\$41.82	\$3,276,305
337	9108**	Pennypack Circle Shopping Ctr., 8204 E. Roosevelt Blvd.	Philadelphia	19152	118,698	\$27.54	\$3,268,748
338	2006**	19017 Park Avenue Plaza	Meadville	16335	66,186	\$49.38	\$3,268,378
339	3710**	Field Club Commons, 3326 Wilmington Road	New Castle	16105	88,218	\$37.02	\$3,266,020
340	2805**	Lincoln Way East, 1660 Lincoln Way East	Chambersburg	17202	94,999	\$34.22	\$3,250,867
341	2806**	Waynesboro Shopping Center, 642 East Main Street	Waynesboro	17268	88,598	\$36.63	\$3,244,955
342	3503**	Price Chopper Shopping Ctr., 1520 S.Main Avenue	Scranton	18504	102,072	\$31.69	\$3,234,952
343	5401**	530 Pottsville Park Plaza, Route 61 North	Pottsville	17901	90,481	\$35.67	\$3,227,115
344	1520**	Ludwig's Village, 2910 Conestoga Road	Glenmoore	19343	64,895	\$49.67	\$3,223,593
345	3908**	199 West Main Street	Macungie	18062	81,440	\$39.50	\$3,217,228
346	1005**	Bon Aire Plaza, 110 Bon Aire Plaza	Butler	16001	83,659	\$37.91	\$3,171,629
347	3521**	Shop Rite Shopping Center, 921 Drinker Turnpike	Covington Township	18444	80,281	\$39.50	\$3,170,944
348	5138**	7204 Germantown Avenue	Philadelphia	19119	113,115	\$27.89	\$3,154,993
349	0931**	341 Dublin Pike	Perkasie	18944	77,128	\$40.87	\$3,152,585

\*\* Remodeled

APPENDIX

RANK	STORE	ADDRESS	CITY	ZIP CODE	TRANSACTION COUNT	AVG VALUE OF TRANSACTION	DOLLAR SALES
350	0801**	2323 North Elmira Street	Sayre	18840	81,951	\$38.22	\$3,131,904
351	5152**	Erie Plaza, 3772 L Street	Philadelphia	19124	120,169	\$25.95	\$3,117,890
352	0218**	2947 West Liberty Avenue	Pittsburgh	15216	101,962	\$30.54	\$3,113,927
353	4201**	38 Davis Street	Bradford	16701	79,402	\$38.79	\$3,079,925
354	0242**	Haymaker Village Shops, 4524 Broadway Boulevard	Monroeville	15146	91,703	\$33.30	\$3,053,951
355	0294**	Olympia Shopping Center, 4313 Walnut Street	McKeesport	15132	97,049	\$31.30	\$3,037,257
356	3618	Clock Tower Plaza, 2846 Main Street	Morgantown	19543	80,729	\$37.59	\$3,034,746
357	9210**	Community Plaza, 1103 Milltown Road	Verona	15147	97,549	\$31.07	\$3,030,366
358	1308**	2 River Street	Jim Thorpe	18229	67,262	\$44.93	\$3,021,896
359	0907**	Edgewood Village Shopping Center, 635 Heacock Rd.	Yardley	19067	89,515	\$33.56	\$3,004,110
360	6302**	43 East Pike Street	Canonsburg	15317	88,371	\$33.95	\$3,000,623
361	0201**	3239 Washington Pike	Bridgeville	15017	85,135	\$35.09	\$2,987,170
362	1531**†	London Grove Village, 775 Gap Newport Pike	Avondale	19311	76,876	\$38.77	\$2,980,560
363	0904**	Perkasie Square, 511 Constitution Avenue	Perkasie	18944	86,203	\$34.46	\$2,970,425
364	6528**	250 South Third Street	Youngwood	15697	81,042	\$36.05	\$2,921,401
365	3101**	7657 Lake Raystown Shopping Center	Huntingdon	16652	73,893	\$39.48	\$2,917,504
366	4902**	The Plaza at Coal Township, 9345 State Route 61	Coal Township	17866	75,623	\$38.47	\$2,909,126
367	0624**	Shillington Shopping Center, 528 East Lancaster Ave.	Reading	19607	86,889	\$33.38	\$2,900,471
368	4801**	Walnutport Shopping Center, 200C South Best Avenue	Walnutport	18088	84,157	\$34.42	\$2,896,719
369	4816**	Wind Gap Plaza, 813 Male Road	Wind Gap	18091	81,103	\$35.22	\$2,856,745
370	0603**	Sinking Spring Plaza, 4880 Penn Avenue	Sinking Spring	19608	72,835	\$39.20	\$2,855,347
371	0901**	Hilltown Crossings, 1547 Bethlehem Pike	Hatfield	19440	87,142	\$32.73	\$2,852,357
372	9212**	Penn Lincoln Center, 440 Penn Lincoln Drive	Imperial	15126	70,605	\$40.06	\$2,828,308
373	9114**	Adams and Tabor Center, 730 Adams Avenue	Philadelphia	19124	101,234	\$27.81	\$2,814,968
374	6507**	613 West Main Street	Ligonier	15658	51,900	\$54.19	\$2,812,208
375	2208**	Uptown Plaza, 2943 North Seventh Street	Harrisburg	17110	119,149	\$23.50	\$2,799,546
376	5415**	210 Cedar Street	Tamaqua	18252	79,633	\$35.14	\$2,797,931
377	4017**	Plains Plaza, 217 Plains Plaza	Plains	18705	73,172	\$38.22	\$2,796,526
378	0935**	Warwick Square Shopping Center, 2395 Old York Road	Jamison	18929	66,685	\$41.74	\$2,783,417
379	3512**	Dickson City Commons, 1106 Commerce Boulevard	Dickson City	18519	66,070	\$42.07	\$2,779,267
380	0295**	Great Valley Mart, 355 Lincoln Highway	North Versailles	15137	104,447	\$26.60	\$2,778,482
381	3604**	31 West Main Street	Ephrata	17522	78,524	\$35.03	\$2,750,332
382	4007**	13 Weis Plaza	Nanticoke	18634	88,194	\$31.16	\$2,747,861
383	0220**	624 Allegheny River Boulevard	Oakmont	15139	60,693	\$44.92	\$2,726,523
384	4104**	1274 East Penn Street	Muncy	17756	74,014	\$36.61	\$2,709,769
385	0210**	The Bavarian Village, 2550 Brownsville Road	South Park	15129	66,031	\$40.01	\$2,642,017
386	0617**	Tulpehocken Village, 430 North Third Street	Womelsdorf	19567	64,553	\$40.81	\$2,634,636
387	2603**	808 Vanderbilt Road	Connellsville	15425	66,964	\$39.08	\$2,616,771
388	5120**	Academy Plaza, 3246 Red Lion Road	Philadelphia	19114	88,158	\$29.40	\$2,591,914
389	4303	Greenville Plaza, 100 Hadley Road	Greenville	16125	60,311	\$42.79	\$2,580,959
390	1009**	240 Buffalo Plaza	Sarver	16055	61,697	\$41.45	\$2,557,070
391	5202**	Village Center at Lords Valley, 123 Village Center Drive	Lords Valley	18428	67,603	\$37.14	\$2,510,683
392	1006**	340 Greater Butler Mart	Butler	16001	64,260	\$38.92	\$2,501,193
393	3518**	Keyser Oak Plaza, 1762 North Keyser Avenue	Scranton	18508	75,813	\$32.95	\$2,498,105

\*\* Remodeled † Premium Collection

APPENDIX

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394	3505**	305 South Main Street	Old Forge	18518	61,811	\$40.39	\$2,496,536
395	6102**	541 Allegheny Boulevard	Franklin	16323	64,123	\$38.90	\$2,494,502
396	3601**	New Holland Shopping Center, 681 West Main Street	New Holland	17557	70,661	\$34.95	\$2,469,399
397	4025**	Valley Plaza, 653 State Route 93	Conyngham	18219	60,258	\$40.96	\$2,468,380
398	4034**	1008 Wyoming Avenue	Wyoming	18644	69,312	\$35.49	\$2,459,840
399	3907	The Shops at Cedar Point, 333 South Cedar Crest Blvd.	Allentown	18103	67,486	\$36.15	\$2,439,947
400	5189**	2807 South Front Street	Philadelphia	19148	74,420	\$32.70	\$2,433,647
401	1102**	East Hills Plaza, 1513 Scalp Avenue	Johnstown	15904	67,620	\$35.83	\$2,422,679
402	4803**	1375 Blue Valley Drive	Pen Argyl	18072	70,727	\$34.24	\$2,422,027
403	3626**	Mill Creek Square, 2350 Lincoln Highway East	Lancaster	17602	64,233	\$37.53	\$2,410,824
404	2402**	St. Marys Plaza, 832 South St. Marys Road	St. Marys	15857	59,914	\$39.88	\$2,389,240
405	3806**	Cleona Square, 475 West Penn Avenue	Cleona	17042	58,240	\$41.02	\$2,388,772
406	0216**	102 East Main Street	Carnegie	15106	73,356	\$32.36	\$2,374,043
407	6511**	Willowbrook Plaza, 4627 Route 51	Rostraver Township	15012	61,124	\$38.45	\$2,350,505
408	1705**	Clearfield Mall, 1824 Daisy Street	Clearfield	16830	67,275	\$34.89	\$2,347,060
409	6514**	147 Columbia Avenue	Vandergrift	15690	64,466	\$36.27	\$2,338,373
410	2325**	Village Green Shopping Center, 3486 Concord Road	Aston	19014	71,118	\$32.82	\$2,334,090
411	1901**	35 Briar Creek Plaza	Berwick	18603	56,874	\$41.00	\$2,332,040
412	2108**	Summerdale Plaza, 443 North Enola Road	Enola	17025	67,342	\$34.57	\$2,328,334
413	4809**	Bath Shopping Center, 362 South Walnut Street	Bath	18014	62,798	\$36.83	\$2,312,950
414	0236**	820 McKeesport Road	Elizabeth	15037	63,565	\$36.36	\$2,310,957
415	0273**	3202 Brighton Road	Pittsburgh	15212	90,442	\$25.45	\$2,302,020
416	1603**	78 Clarion Plaza	Clarion	16214	53,394	\$42.88	\$2,289,650
417	3605**	Manheim Shopping Center, 97 Doe Run Road	Manheim	17545	61,577	\$37.10	\$2,284,627
418	4813**	30 East Fourth Street	Bethlehem	18015	91,317	\$24.94	\$2,277,409
419	6704**	East Manchester Village Center, 205 Glen Drive	Manchester	17345	70,696	\$31.80	\$2,248,198
420	0933**	Buckingham Green, 4950 Old York Road	Holicong	18928	53,297	\$42.05	\$2,241,203
421	4810	Bethlehem Square, 3926 Nazareth Pike	Bethlehem	18020	68,395	\$32.68	\$2,234,888
422	5903**	16 Crafton Street	Wellsboro	16901	56,911	\$39.14	\$2,227,252
423	3919**	Towne Center, 4777 Tilghman Street	Allentown	18104	65,161	\$34.04	\$2,217,762
424	2520**	Imperial Point, 9135 Ridge Road	Girard	16417	61,003	\$36.27	\$2,212,338
425	4806**	34 South Broad Street	Nazareth	18064	60,501	\$36.41	\$2,203,065
426	2111**	East Penn Center, 736 Wertzville Road	Enola	17025	59,364	\$37.11	\$2,202,744
427	6516**	Penn Crossing Shopping Center, 2014 Penny Lane	Jeannette	15644	53,195	\$41.25	\$2,194,234
428	4903**	Sunbury Plaza, 1135 North Fourth Street	Sunbury	17801	63,597	\$34.48	\$2,193,055
429	6708**	Fairview Center, 128 Old York Road	New Cumberland	17070	65,641	\$33.28	\$2,184,636
430	0213**	217 Atwood Street	Pittsburgh	15213	92,013	\$23.67	\$2,178,365
431	0407**	400 Ninth Street	New Brighton	15066	67,090	\$32.33	\$2,168,820
432	4107**	803 North Loyalsock Avenue	Montoursville	17754	63,934	\$33.87	\$2,165,262
433	0202**	River Town Shops, 90 Allegheny River Boulevard	Verona	15147	50,005	\$43.29	\$2,164,613
434	1304**	143 South Street	Lehighton	18235	56,469	\$37.84	\$2,136,681
435	3523**	Hillside Plaza, 771 Scranton Carbondale Highway	Eynon	18403	51,695	\$41.25	\$2,132,392
436	0705**	Chestnut Plaza, 220 East Chestnut Avenue	Altoona	16601	73,723	\$28.79	\$2,122,181
437	5408**	888 Gordon Nagle Trail	Pottsville	17901	56,766	\$37.26	\$2,114,991

\*\* Remodeled

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438	2223**	Meadows Marketplace, 261 Hershey Road	Hummelstown	17036	53,790	\$39.24	\$2,110,870
439	4102**	Hepburn Center, 449 Hepburn Street	Williamsport	17701	83,918	\$25.13	\$2,108,792
440	0217**	1110 Fourth Avenue	Coraopolis	15108	63,090	\$33.24	\$2,097,164
441	2317**	12 East Hinckley Avenue	Ridley Park	19078	68,041	\$30.78	\$2,094,608
442	3701**	Lawrence Village Plaza, 2656 Ellwood Road	New Castle	16101	56,741	\$36.57	\$2,075,106
443	3001**	Widewaters Commons, 55 Sugar Run Road	Waynesburg	15370	59,842	\$34.67	\$2,074,468
444	0707**	Valley View Shopping Center, 613 Pleasant Valley Blvd.	Altoona	16602	59,171	\$35.01	\$2,071,837
445	0206**	McKees Rocks Plaza, 409 Chartiers Avenue	McKees Rocks	15136	81,403	\$25.34	\$2,063,003
446	5402**	9 Gold Star Plaza	Shenandoah	17976	61,751	\$33.24	\$2,052,439
447	0252**	4643 Centre Avenue	Pittsburgh	15213	76,342	\$26.53	\$2,025,299
448	0261**	2629 Brownsville Road	Pittsburgh	15227	69,840	\$28.77	\$2,008,967
449	3702**	729 Lawrence Avenue	Ellwood City	16117	52,279	\$38.21	\$1,997,649
450	0281**	1706 Mount Royal Boulevard	Glenshaw	15116	59,731	\$33.30	\$1,989,026
451	1008**	Slippery Rock Plaza, 223 Grove City Road	Slippery Rock	16057	58,045	\$34.22	\$1,986,046
452	1706**	Peebles Plaza, 1067 North Front Street	Philipsburg	16866	55,561	\$35.74	\$1,985,680
453	2204**	325 North Front Street	Steelton	17113	75,373	\$26.31	\$1,982,777
454	5412**	515 Dock Street	Schuylkill Haven	17972	51,903	\$38.10	\$1,977,672
455	4023**	801 Wyoming Avenue	West Pittston	18643	54,876	\$35.81	\$1,965,209
456	6510**	Hillcrest Shopping Center, 3220 Leechburg Road	Lower Burrell	15068	52,742	\$36.37	\$1,918,048
457	2304**	Edgemont Square, 4839 West Chester Pike	Newtown Square	19073	46,032	\$41.64	\$1,916,589
458	2513**	East Erie Plaza, 828 East Sixth Street	Erie	16507	70,850	\$26.92	\$1,907,098
459	1515**	Marchwood Shopping Center, 23 Marchwood Road	Exton	19341	51,823	\$36.75	\$1,904,632
460	5409**	Federal Square, 705 West Market Street	Orwigsburg	17961	38,442	\$49.35	\$1,897,092
461	5802**	Price Chopper Plaza, 16750 State Route 706	Montrose	18801	44,878	\$41.93	\$1,881,695
462	2504**	10720 West Main Street	North East	16428	51,528	\$36.38	\$1,874,797
463	4106**	2067 Lycoming Creek Road	Williamsport	17701	63,368	\$29.52	\$1,870,710
464	2803**	Greencastle Market Place, 512 North Antrim Way	Greencastle	17225	57,083	\$32.34	\$1,846,066
465	3602**	252 North Queen Street	Lancaster	17603	87,160	\$21.03	\$1,833,386
466	5198**	Freedom Square, 5113 Germantown Avenue	Philadelphia	19144	86,326	\$21.01	\$1,813,636
467	2506**	Corry Plaza, 350 West Columbus Avenue	Corry	16407	44,836	\$40.27	\$1,805,330
468	0279**	722 Brookline Boulevard	Pittsburgh	15226	58,920	\$30.53	\$1,799,074
469	0802**	Colonial Plaza, 85 Reuter Boulevard	Towanda	18848	44,999	\$39.77	\$1,789,778
470	2002**	126 South Martin Street	Titusville	16354	50,989	\$34.95	\$1,781,949
471	4634**	2014 Old Arch Road	Norristown	19401	58,150	\$30.20	\$1,756,197
472	6304**	105 3rd Street	Charleroi	15022	55,132	\$31.56	\$1,740,065
473	4301**	Sharon Center City Shopping Ctr., 120 S. Water Ave.	Sharon	16146	69,931	\$24.67	\$1,725,046
474	0223**	129 Lincoln Avenue	Pittsburgh	15209	54,176	\$31.50	\$1,706,319
475	2515**	Commodore Perry Plaza, 2208 Broad Street	Erie	16503	67,619	\$25.16	\$1,701,060
476	0219**	Kennywood Shops, 1326 Hoffman Boulevard	West Mifflin	15122	71,281	\$23.69	\$1,688,464
477	5905**	Mansfield Plaza, 187 North Main Street	Mansfield	16933	41,905	\$40.14	\$1,682,140
478	0297**	The Village Shopping Center, 1874 Homeville Road	West Mifflin	15122	45,786	\$36.60	\$1,675,877
479	0930**	Doylestown Pointe Plaza, 1661 Easton Road	Warrington	18976	44,120	\$37.83	\$1,669,049
480	2213**	3775 Peters Mountain Road	Halifax	17032	44,263	\$37.69	\$1,668,285
481	5003**	Crestview Plaza, 201 Fickes Lane	Newport	17074	38,980	\$41.92	\$1,633,885

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482	6103**	17 Kimberly Lane	Cranberry	16319	49,030	\$33.05	\$1,620,523
483	4904**	Weis Market Shopping Center, 551 Mahoning Street	Milton	17847	49,748	\$32.03	\$1,593,500
484	6501**	105 Harrison Avenue	Greensburg	15601	40,524	\$39.26	\$1,591,161
485	3302**	567 West Mahoning Street	Punxsutawney	15767	43,590	\$36.20	\$1,578,057
486	4503**	1152 Route 390	Cresco	18326	44,418	\$35.41	\$1,572,989
487	6306**	245 West Main Street	Monongahela	15063	49,239	\$31.37	\$1,544,816
488	0403**	999 Merchant Street	Ambridge	15003	56,867	\$26.98	\$1,534,012
489	1524**	Oxford Square Shopping Center, 449 North Third St.	Oxford	19363	46,358	\$32.93	\$1,526,410
490	6311**	327 Third Street	California	15419	42,171	\$35.99	\$1,517,630
491	4002**	7 George Avenue	Wilkes-Barre	18705	53,943	\$27.84	\$1,501,651
492	0244**	739 Monongahela Avenue	Glassport	15045	47,024	\$31.90	\$1,500,254
493	0402**	Green Garden Shopping Ctr., 3113 Green Garden Rd.	Hopewell Township	15001	47,166	\$31.54	\$1,487,640
494	9203**	3 Quaker Village Shopping Center	Leetsdale	15056	41,249	\$35.26	\$1,454,607
495	6002**	30 East Chestnut Street	Mifflinburg	17844	37,347	\$38.02	\$1,419,914
496	5413**	16 Tremont Road	Pine Grove	17963	34,514	\$40.87	\$1,410,746
497	4304**	535 Greenville Road	Mercer	16137	38,034	\$36.90	\$1,403,397
498	5603**	1607 Jefferson Avenue	Windber	15963	35,602	\$39.30	\$1,399,181
499	3201**	215 East Market Street	Blairsville	15717	37,722	\$36.84	\$1,389,686
500	4103**	354 Allegheny Street	Jersey Shore	17740	40,989	\$33.62	\$1,378,216
501	6305**	McDonald Plaza, 301 West Barr Street	McDonald	15057	41,634	\$32.92	\$1,370,740
502	3612**	Village at Gap, 5360 Lincoln Highway	Gap	17527	42,752	\$31.86	\$1,362,271
503	3202**	575 Philadelphia Street	Indiana	15701	41,111	\$33.10	\$1,360,886
504	2202**	1200 North Third Street	Harrisburg	17102	54,263	\$24.99	\$1,356,229
505	3401**	4093 William Penn Highway	Mifflintown	17059	40,169	\$33.51	\$1,346,183
506	1601**	800 Center, 845 Main Street	Clarion	16214	33,573	\$40.04	\$1,344,259
507	6504**	114 South Fifth Street	Jeannette	15644	38,699	\$34.11	\$1,319,838
508	0704**	1260 Pennsylvania Avenue	Tyrone	16686	37,682	\$34.85	\$1,313,118
509	0412	Northern Lights Shoppers City, 1603 State Street West	Baden	15005	38,991	\$33.51	\$1,306,503
510	4020**	White Haven Shopping Center, 501 Main Street	White Haven	18661	35,701	\$36.07	\$1,287,820
511	6721**	One West, 9 West Market Street	York	17401	60,922	\$21.11	\$1,286,173
512	0601**	537 Penn Street	Reading	19601	65,453	\$19.47	\$1,274,492
513	4109**	510 West Southern Avenue	South Williamsport	17702	41,278	\$30.56	\$1,261,455
514	4802**	111 Northampton Street	Easton	18042	41,840	\$29.53	\$1,235,596
515	0903**	8794 Easton Road	Ottsville	18942	28,182	\$43.77	\$1,233,618
516	6101**	Seneca Street Plaza, 50 Seneca Street	Oil City	16301	34,208	\$35.85	\$1,226,515
517	0205	149 Fifth Avenue	McKeesport	15132	57,284	\$21.28	\$1,218,811
518	0616**	The Shops at Mark's Square, 200 West First Street	Birdsboro	19508	41,042	\$29.63	\$1,216,112
519	0212**	959 Liberty Avenue	Pittsburgh	15222	47,370	\$25.15	\$1,191,269
520	1104**	101 Park Avenue	Cresson	16630	36,337	\$31.07	\$1,129,043
521	3301**	160 Main Street	Brookville	15825	28,240	\$39.51	\$1,115,812
522	4204	66 West Mill Street	Port Allegany	16743	26,825	\$41.39	\$1,110,237
523	0271**	3408 Main Street	Munhall	15120	40,219	\$27.27	\$1,096,709
524	6505**	328 Central City Plaza	New Kensington	15068	45,833	\$22.74	\$1,042,225
525	3507**	Birney Mall, 3378 Birney Avenue	Moosic	18507	27,132	\$38.12	\$1,034,263

\*\* Remodeled

APPENDIX

RANK	STORE	ADDRESS	CITY	ZIP CODE	TRANSACTION COUNT	AVG VALUE OF TRANSACTION	DOLLAR SALES
526	2205**	529 Market Street	Lykens	17048	24,944	\$41.23	\$1,028,378
527	0804**	41871 Route 6	Wyalusing	18853	28,072	\$36.23	\$1,017,079
528	5129**	1446 Point Breeze Avenue	Philadelphia	19146	56,824	\$17.85	\$1,014,381
529	1103**	910 Philadelphia Avenue	Northern Cambria	15714	25,096	\$39.63	\$994,567
530	2004**	211 East Erie Street	Linesville	16424	22,328	\$43.24	\$965,517
531	4616**	100 Main Street	Schwenksville	19473	30,281	\$31.49	\$953,426
532	4202**	124 North Fraley Street	Kane	16735	24,227	\$39.19	\$949,491
533	3002**	Brodak Commons, 558 South 88 Road	Carmichaels	15320	29,759	\$31.32	\$932,115
534	5002**	53 South Main Street	Duncannon	17020	24,029	\$38.00	\$913,158
535	1303**	221 Delaware Avenue	Palmerton	18071	24,415	\$36.37	\$888,030
536	0265**	Deer Lakes Plaza, 908 Little Deer Creek Valley Road	Russellton	15076	21,386	\$40.35	\$862,895
537	2901**	Ayr Town Center, 362 South 2nd Street	McConnellsburg	17233	22,654	\$37.02	\$838,761
538	4618**	504 West Marshall Street	Norristown	19401	35,261	\$23.53	\$829,767
539	2512**	66 North Main Street	Union City	16438	22,127	\$37.07	\$820,209
540	2401**	305 North Broad Street	Ridgway	15853	17,476	\$46.68	\$815,725
541	2219**	333 Market Street	Harrisburg	17101	52,890	\$14.88	\$787,100
542	0303**	163 Third Street	Leechburg	15656	16,830	\$43.06	\$724,780
543	3102**	25 West Westater Street	Mt. Union	17066	23,370	\$30.66	\$716,479
544	5801**	605 Main Street	Forest City	18421	15,745	\$45.49	\$716,287
545	6307**	Kwik Stop Plaza, 2038 Smith Township Road	Burgettstown	15021	18,627	\$38.19	\$711,457
546	1101	426 Main Street	Johnstown	15901	30,607	\$23.10	\$707,143
547	6502**	313 Depot Street	Latrobe	15650	19,812	\$35.66	\$706,416
548	0803**	752 Canton Street	Troy	16947	15,797	\$44.49	\$702,807
549	6312**	524 Front Street	Fredericktown	15333	15,461	\$42.62	\$658,925
550	2702**	644 Elm Street	Tionesta	16353	14,784	\$43.49	\$643,000
551	5701**	121 West Main Street	Dushore	18614	16,766	\$38.28	\$641,776
552	0270	3643 California Avenue	Pittsburgh	15212	25,418	\$24.00	\$610,114
553	1301**	46 West Ridge Street	Lansford	18232	22,708	\$26.46	\$600,852
554	6503**	925 Donner Avenue	Monessen	15062	19,577	\$30.68	\$600,557
555	2804**	9 South Main Street	Mercersburg	17236	12,806	\$46.70	\$598,021
556	3524**	Shoppes at Montage, 2571 Shoppes Boulevard	Moosic	18507	12,577	\$47.48	\$597,191
557	1004**	102 Main Street	Petrolia	16050	10,443	\$55.14	\$575,843
558	2608**	3532 Pittsburgh Road	Perryopolis	15473	14,494	\$39.41	\$571,198
559	1111**	3670 Portage Street	Portage	15946	15,039	\$36.74	\$552,607
560	5904**	126 West Main Street	Westfield	16950	11,199	\$49.16	\$550,524
561	1201**	54 East Fourth Street	Emporium	15834	13,482	\$40.15	\$541,316
562	5132**	4229 North Broad Street	Philadelphia	19140	23,766	\$22.40	\$532,297
563	5302**	15 West Street	Galeton	16922	12,057	\$40.39	\$486,983
564	2604**	1890 McClellandtown Road	Masontown	15461	14,524	\$32.02	\$465,040
565	4901**	136 South Oak Street	Mount Carmel	17851	14,898	\$31.13	\$463,825
566	0405**	508 Midland Avenue	Midland	15059	12,445	\$36.41	\$453,158
567	5803**	The Shops, 191 Erie Boulevard	Susquehanna	18847	14,151	\$31.98	\$452,542
568	1602**	452 Broad Street	New Bethlehem	16242	10,560	\$39.95	\$421,878
569	2701**	121 Chestnut Street	Marienville	16239	9,441	\$43.55	\$411,194

\*\* Remodeled

APPENDIX

RANK	STORE	ADDRESS	CITY	ZIP CODE	TRANSACTION COUNT	AVG VALUE OF TRANSACTION	DOLLAR SALES
570	0502**	600 Main Street	Saxton	16678	9,188	\$42.59	\$391,325
571	6508	310 Main Street	Irwin	15642	9,917	\$35.20	\$349,116
572	5404**	630 Centre Street	Ashland	17921	11,414	\$30.49	\$348,063
573	1604**	506 Main Street	Knox	16232	7,662	\$43.39	\$332,421
574	6513	214 Fifth Street	Avonmore	15618	7,046	\$45.79	\$322,612
575	3203**	560 Franklin Street	Clymer	15728	8,779	\$36.47	\$320,151
576	1803**	167 Seventh Street	Renovo	17764	7,586	\$39.46	\$299,341
577	3303**	445 Main Street	Brockway	15824	7,228	\$39.92	\$288,575
578	5117**	3151 Market Street	Philadelphia	19104	8,955	\$31.52	\$282,290
579	5606**	212 Ohio Street	Boswell	15531	6,551	\$37.45	\$245,337
580	5406**	7 South Main Street	Mahanoy City	17948	6,952	\$32.90	\$228,747
581	5601**	686 Market Square	Meyersdale	15552	4,399	\$46.04	\$202,514
582	1305**	101 Blakeslee Boulevard Drive East	Lehighton	18235	5,094	\$38.98	\$198,564
583	1403**	15 West Olive Street	Snow Shoe	16874	4,713	\$41.62	\$196,139
584	1704**	449 State Street	Curwensville	16833	5,765	\$31.76	\$183,077
585	2605**	213 Penn Street	Point Marion	15474	4,522	\$33.73	\$152,509

\*\* Remodeled

These research notes document the sources and techniques used to create this annual report.

Finance reports were extracted using Oracle Cloud Financials (CFIN) and the PLCB's unaudited financial statements for fiscal year 2024-25. Financial reporting excludes liquor tax and sales tax.

Sales reports were extracted on July 25, 2025, from the retail data warehouse using MS Power BI, followed by cleaning, coding and calculations to assess and verify data. Sales data from Oracle BI includes liquor tax but excludes sales tax. Additional data was pulled later, during the editing process, with analyses also incorporating records and data from other systems.

Mapping was done using ESRI ArcGIS software.

County-level reports include retail, licensee and e-commerce sales.

Financial and sales reports use fiscal year calendar and totals unless specified otherwise, and exclude accessories, placeholders and fees as appropriate. Special order items were excluded from price segment reports because they are not classified by price segment. Sales to Licensees sales reports reference wine expanded permits and ready-to-drink cocktail permits active at the end of the fiscal year. For top Pennsylvania wine and spirits, filters were used to identify items produced in Pennsylvania.

Year-to-year comparisons were used for most reports, with share of sales as the other measure used. Analyses in the Sales Highlights section of the report have customized date ranges and sales parameters with modification as necessary for purposes of presentation. For county sales and shares information, categories with less than 1% share were excluded. Highlighted top product categories – reposado tequila, spirits-based prepared cocktails and California cabernet sauvignon – were selected according to highest dollar gains.

Appendix sales data includes the 18% liquor tax but excludes state and local sales tax.

Data is updated from year to year, and changes to sales data (including product returns accounting and modifications resulting from data reclassification) occur continuously throughout the year. Such updates and changes may result in data changes in subsequent and future extractions.





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