



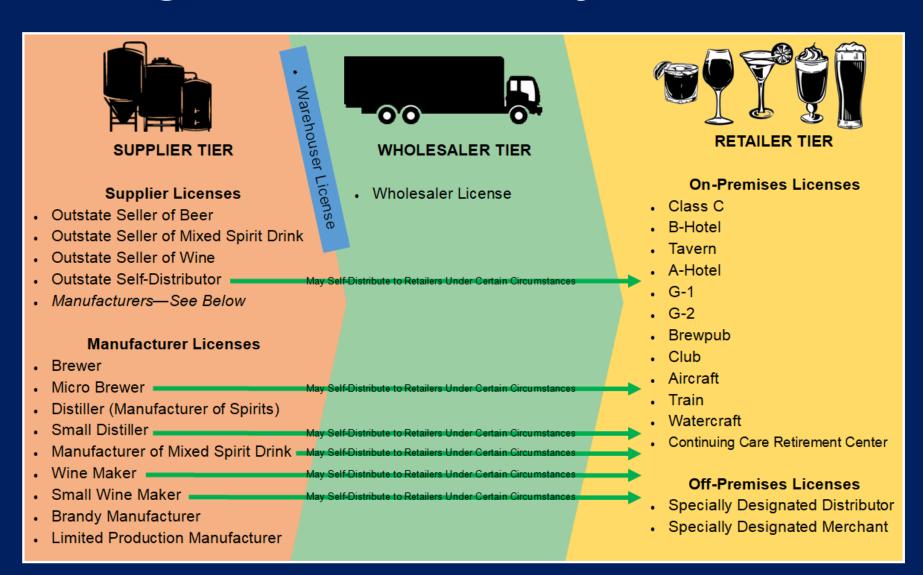


Article IV, Section 40 of the Michigan Constitution of 1963 and the Michigan Liquor Control Code empower the Michigan Liquor Control Commission to regulate alcoholic beverage traffic within the State of Michigan.

The mission of the Liquor Control Commission is to make alcoholic beverages available for consumption while protecting the consumer and the general public through regulation of those involved in the sale and distribution of these alcohol beverage products.



#### Michigan's Three-Tier System



Number of Licenses

1,200+
Manufacturers

100+ Wholesalers

20,000+ Retailers

#### **Total Licenses & Permits**

# The MLCC currently has over 110,800\* licenses and permits issued:

- 42,825 Licenses
- 68,046 Permits

The annual renewal period for these licenses occurs from March to April 30



#### **Spirits Retailers**



14,400+ Retailers Can Order **Spirits** Weekly



# Spirits Merchandising Statistics for Michigan

(2023 Financial Report)



Number of Cases Sold

10,508,503



Average Case Price

\$179.02



Items Available

12,498



Number of Bottles Sold

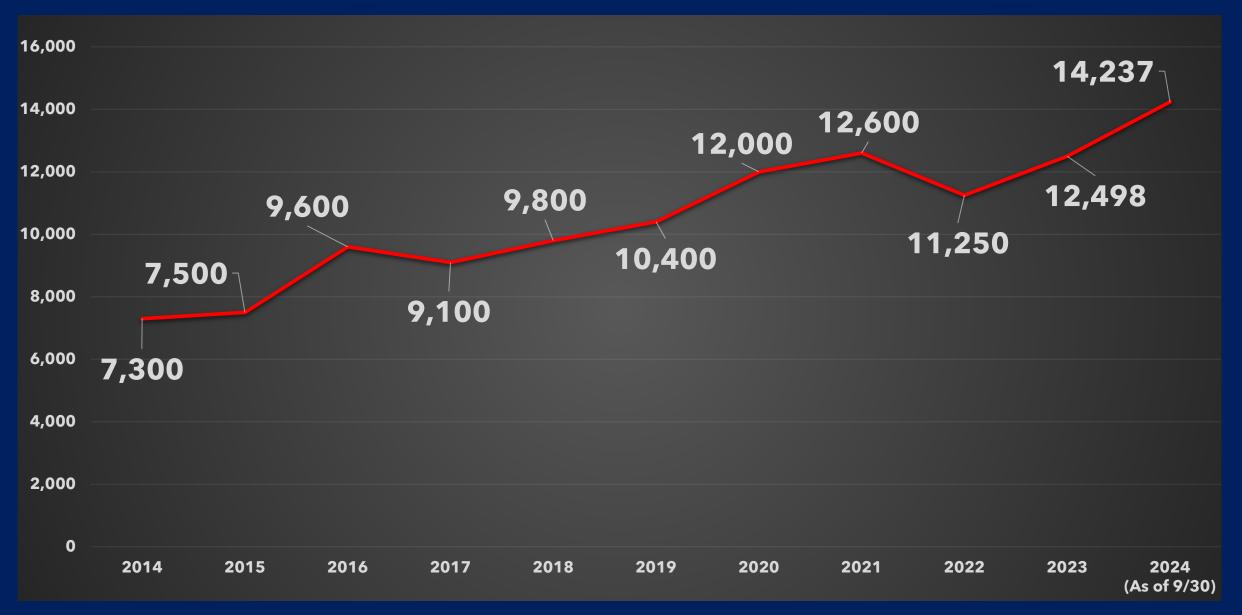
173,441,206



Average Price Per Bottle

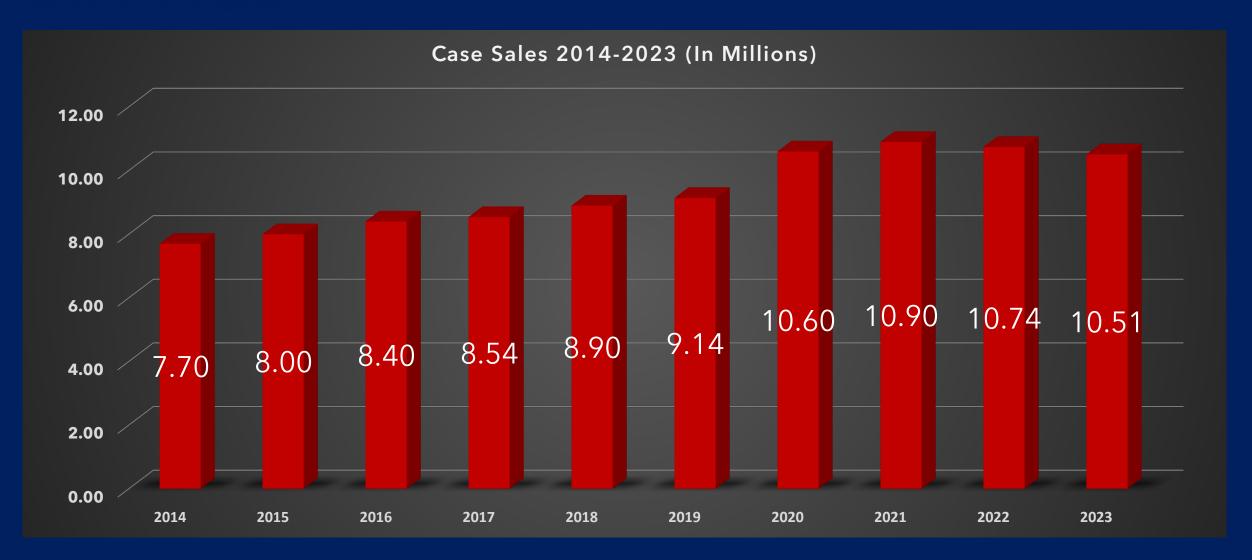
\$10.85

## Number of Spirits SKUs Listed in Michigan

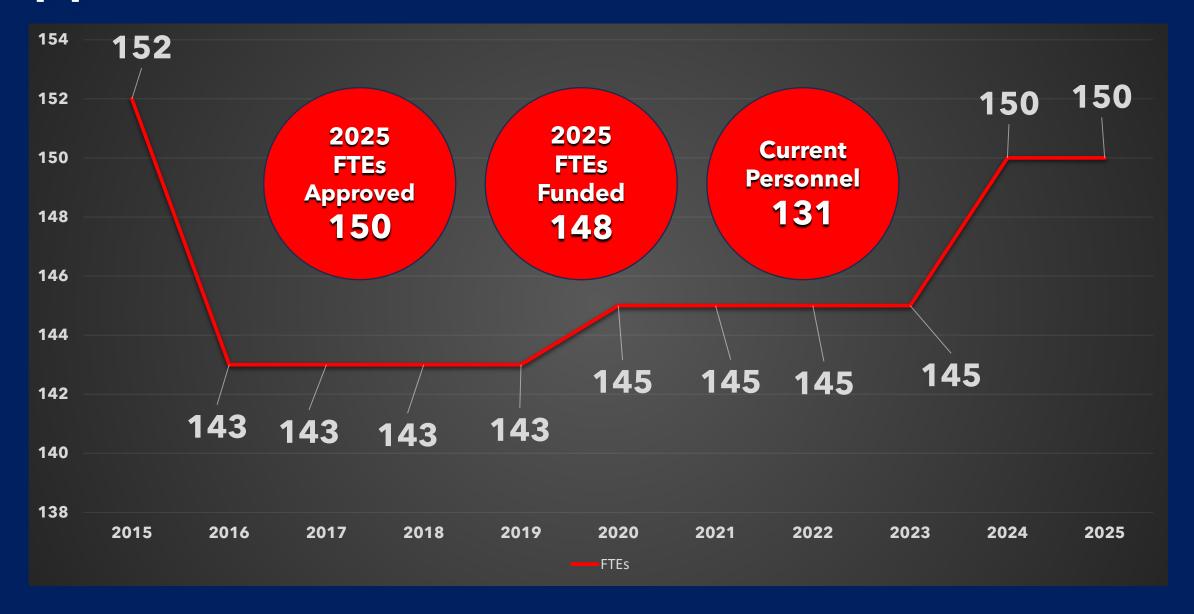


## Spirits Sales Trends in Michigan - Case Sales

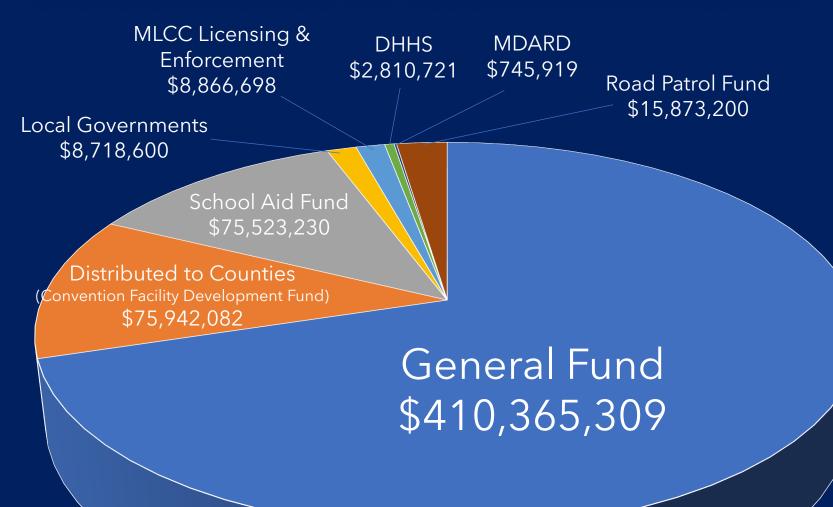
(2023 Financial Report)



#### Approved FTEs 2015 to 2025



#### Distribution of MLCC Revenue



The MLCC collected total revenue of \$598,845,759 during Fiscal Year 2024\*

#### 2025-26 Budget

8. Michigan Liquor Control Commission (MLCC)	FTE	31.0	2.0
Includes \$297,300 in state restricted funding and authorization for 2.0	Gross	\$4,921,600	\$297,300
FTEs within the Management Support Services line item to support	Restricted	4,921,600	297,300
oversight and management of the MLCC's inventory. The positions	GF/GP	\$0	\$0
would include one accountant and one department technician.			

#### **Current Work Projects**

#### SIPS+

- \$161,000 from IT Line Item
- \$1.8 Million from Liquor Licensing & Enforcement Line Item Savings

#### 2024 MLCC Accomplishments

- Launched MLCC on the Road, an opportunity for licensees, local governments, and business organizations to ask questions, make suggestions, and share information about liquor licensing issues with the MLCC through listening and learning sessions around Michigan. The program focuses on listening and educating and is a pro-active approach to providing excellent customer services to industry stakeholders.
- Developed the MLCC on The Road Podcast and recorded several episodes for the podcast launch in 2025. The MLCC On The Road Podcast provides helpful facts, unique interviews, and important information to all who are interested in the alcoholic beverage industry in Michigan.
- Annual renewal of all licensees was streamlined. Renewal for 2024 was the earliest processing in decades with reduced backlogs and review time for staff and eliminated most of the scanning of paper applications.
- Initiated a process improvement to streamline the Enforcement Division portion of the MLCC application process to tailor what documents are requested for each individual application based on the unique circumstances of each applicant. The topic most affected by this process improvement is the financial verification section.
- Coordinated a pilot program with the goal of making Enforcement Division investigators more efficient by specializing their duties.
- SIPS will replace the current 50-year-old system that allows the MLCC to verify its sales, balance its inventory and enable the MLCC to purchase spirits.

#### Michigan Liquor Control Commission Contacts



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