

Current Snapshot of Dispenser Types

*All dispenser types are governed by quota

Type	#	by the drink or Package	Transfer out of LOD	Package	Price
Dispenser	798	Both	yes	yes	471k
ILD	407	drink	yes	no	\$315k
Canopy	87	both	no	yes	\$435k
Lottery	18	both	no	yes	
Retailer	71	package	yes	yes	\$1m
Rural Dispenser	26	both	no	yes	\$47k
Rural Retailer	4	package	no	yes	

Retailers and Full Dispensers are primarily used for package sales (grocery stores, convenience stores, independent liquor stores). Though some are used primarily for restaurant and some use both (Monte Carlo, Quarters, Stoneface)

New Mexico is primarily a package state with over 80% of sales are for package unlike Boston, D.C. N.Y.

ILD are primarily bars and/or restaurants with spirits –e.g. Sadies,

Most Bars are New Mexico owned and operated. They are generally family owned and the license is considered a “retirement” nest egg.

Most package stores are corporate owned and are considered an asset within the portfolio.

Hours: Monday-Sat 7am –midnight for package sales

Monday –Sat 7am -2pm for on-premises)

Sunday (where approved by LOD election) 11am to midnight

Issues: Price & Transferability

Restaurants with beer and wine

Number: 700

On Premises only

Must maintain a 60/40 food to alcohol yearly revenue

Hours: Monday –Sat 7am to 11 (or when food service ends whichever is earlier)

Sunday (if approved by LOD Election) 11am -11 pm (or when food service ends whichever is earlier)

restaurants have small margins 5%-15% -spirits provide better margins

restaurants primary business model is to turn over tables

restaurants should not morph into bars (If you want a bar license –obtain an ILD)