

Effective December 17, 2010

### Spirits, Refreshment Beverages & Wines

Mark-up Per Litre

|   |                |
|---|----------------|
| <b>Spirits GT 60%</b><br>(greater than 60%)   | <b>\$17.87</b> |
| <b>Spirits – GT 22% &amp; LTE 60%</b><br>(greater than 22% and less than or equal to 60%)             | <b>\$13.30</b> |
| <b>Spirits – LTE 22%</b><br>(less than or equal to 22%)   | <b>\$9.90</b>  |
| <b>Refreshment Beverages – GT 8% &amp; LTE 16%</b><br>(greater than 8% and less than or equal to 16%) | <b>\$4.05</b>  |
| <b>Refreshment Beverages – GT 1% &amp; LTE 8%</b><br>(greater than 1% and less than or equal to 8%)   | <b>\$1.35</b>  |
| <b>Wine &amp; Sake – GT 16%</b><br>(greater than 16%)   | <b>\$6.10</b>  |
| <b>Wine &amp; Sake – LTE 16%</b><br>(less than or equal to 16%)                                       | <b>\$3.45</b>  |
| <b>Wine &amp; Mead</b><br>(sold from cottage winery/meadery farm gates and/or farmer's markets)       | <b>\$0.70</b>  |

### Beer - LTE (less than or equal to) 11.9% Alcohol by Volume

Annual Worldwide Production\*

Markup on Alberta Sales  
Per Litre

|   |  |
|---|--|
| <b>LTE 20,000 HL (hectolitres) (small brewer mark-up)</b><br>(less than or equal to 20,000 HL)  | <b>\$0.20**</b>  |
| <b>GT 20,000 HL &amp; LTE 200,000 HL (small brewer mark-up)</b><br>(greater than 20,000 HL & less than or equal to 200,000 HL)          | <b>\$0.40**</b>  |
| <b>GT 200,000 HL &amp; LTE 400,000 HL (transition mark-up rates)***</b><br>(greater than 200,000 HL & less than or equal to 400,000 HL) | <b>\$0.40</b><br>on sales in Alberta up to and<br>and including the first 200,000HL<br><b>\$0.98</b><br>on sales in Alberta for the next<br>200,000 HL up to and including<br>400,000 HL |
| <b>GT 400,000 HL</b>  | <b>\$0.98</b>  |

### Beer - GT (greater than) 11.9% Alcohol by Volume

Mark-up Per Litre

|  |                |
|--|----------------|
| <b>Beer – GT 11.9% &amp; LTE 16%</b><br>(greater than 11.9% and less than or equal to 16%) | <b>\$4.05</b>  |
| <b>Beer – GT 16% &amp; LTE 22%</b><br>(greater than 16% and less than or equal to 22%)     | <b>\$9.90</b>  |
| <b>Beer – GT 22% &amp; LTE 60%</b><br>(greater than 22% and less than or equal to 60%)     | <b>\$13.30</b> |

\* Annual worldwide production includes the volume of all liquor and non-liquor products manufactured where the beer is produced, as well as all contracted or leased volumes.

\*\* All manufacturers/liquor suppliers/liquor agencies are subject to the standard mark-up rate of \$0.98 per litre. A qualified manufacturer may be eligible for the small brewer mark-up if it meets, to the satisfaction of the AGLC, the following criteria:

1. A qualified manufacturer, under the beer mark-up policy, is defined as:
  - a) An Alberta licensee holding a Class E Manufacturer (Brewery) Licence issued in accordance with the Gaming and Liquor Act, Gaming and Liquor Regulation and related AGLC policies; or
  - b) A person who owns/leases, operates and controls an establishment for making liquor outside of Alberta who meets the following requirements of a class E Manufacturer (Brewery) in Alberta:
    - i) 5000 hectolitres minimum annual production capacity;
    - ii) all beer must be manufactured on site;
    - iii) fermentation, maturation and storage tanks with a minimum of 10 hectolitres capacity each;
    - iv) there must be a weekly minimum of 50 hectolitres overall fermentation, maturation and storage capability and there must be space available to add additional tanks to achieve overall annual capacity, and
    - v) The person must have the continuous right to solely occupy and control the facility whether or not the facility is owned or leased by the person.
2. A qualified manufacturer is eligible for the small brewer rates on products for distribution in Alberta only if it is either:
  - a) the owner of the trade/brand names it manufactures; or
  - b) the registered agency in Alberta of the products it manufactures.
3. A registered agency that has a product produced at only one qualified manufacturer, that qualified Manufacturer having annual world-wide production of all products less than 20,000hl, is eligible for the small brewer rate.

\*\*\* Only those beer manufacturers and suppliers whose annual worldwide production was less than 200,000 hectolitres when they entered the Alberta market are eligible for the transition mark-up rates.