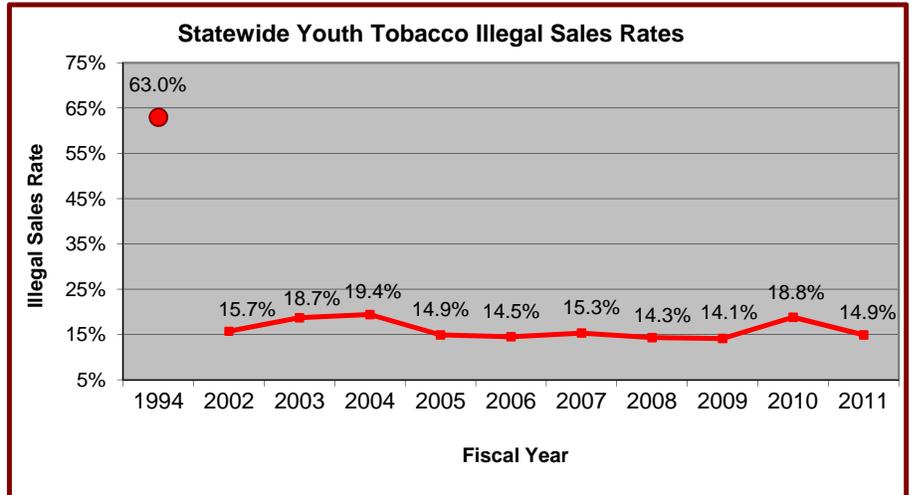


Michigan Department of Community Health, Behavioral Health and Developmental Disabilities Administration
Bureau of Substance Abuse & Addiction Services
Report for Fiscal Year 2012
Prevention - - Youth Tobacco Sales Rates, Synar

Agency	Fiscal Year 2011
BABH/Riverhaven	10.3%
Detroit	12.5%
Genesee	18.5%
Kalamazoo	12.9%
Lakeshore	13.8%
Macomb	5.3%
Mid-South	17.8%
network180	10.0%
Northern	14.0%
Oakland	6.7%
Pathways	29.2%
Saginaw	18.5%
SEMCA	18.8%
St. Clair	25.0%
Washtenaw	34.6%
Western UP	10.7%
Statewide Rate	14.9%



Statewide Sales Rates, by Fiscal Year, 1994 and the last 10 years:

1994	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
63.0%	15.7%	18.7%	19.4%	14.9%	14.5%	15.3%	14.3%	14.1%	18.8%	14.9%



Background: Federal law requires all states that receive Substance Abuse Prevention and Treatment Block Grant funds to conduct an annual "survey" of tobacco retailers to determine the percentage of retailers who would sell cigarettes to people under age 18. These surveys involve under-age persons attempting to purchase cigarettes. If a state's illegal sales rate is higher than 20%, the state stands to lose 40% of its block grant funds. This would amount to about \$23,000,000 for Michigan.

Since the mid-1990's, Coordinating Agencies (CAs), in partnership with local law enforcement and community anti-smoking groups, have been implementing strategies aimed at persuading retailers to come into wider compliance with state law prohibiting sales of tobacco products to people under age 18. The initial statewide survey found an illegal sales rate of greater than 60%. The 2000 rate was above the 20% federal target, which resulted in a negotiated agreement that the state would expand its anti-illegal sales efforts by \$2.7M in state funds. Since 2001, the rates have been below 20%, with the 2010 rate of 18.8%.

The annual survey is based on a statewide sample of approximately 688 tobacco retailers. The number of retailers surveyed in each CA region is not necessarily proportionate to size of region, and the number surveyed per CA is not necessarily consistent from year to year. This is one factor accounting for the variation in rates within CAs over time.

Beginning in 2007, the sample methodology was changed to include additional sites in the sample for smaller agencies and the statewide rate was weighted by the number of tobacco retailers in each agency.

