

**Maine Spirits Business Activity for**  
**March 2023**  
**Prepared by Pine State Spirits**

Sales Data    3/1/2023 - 3/31/2023		Monthly							
				Variance					
		Prior Year	Current Year	Actual	%				
Shipping Days		23	23	0					
						Cs/Day LY	Cs/Day TY	Variance %	
Cases Sold		112,282	110,441	(1,842)	-1.64%	4,882	4,802	-1.64%	
						\$/Day LY	\$/Day TY	Variance %	
Dollar Sales		\$ 18,070,235	\$ 18,487,317	\$ 417,082	2.31%	\$ 785,662	\$ 803,796	2.31%	
Cost of Goods Sold		\$ 12,248,446	\$ 12,609,281	\$ 360,835	2.95%				
Depletion Allowances		\$ (828,856)	\$ (906,221)						
Total Cost of Good Sold		\$ 11,419,590	\$ 11,703,060	\$ 283,470	2.48%				
Sales Data    7/1/2022 - 3/31/2023		Year to Date							
				Variance					
		Prior Year	Current Year	Actual	%				
Shipping Days		194	194	0					
						Cs/Day LY	Cs/Day TY	Variance %	
Cases Sold		1,095,645	1,093,150	(2,495)	-0.23%	5,648	5,635	-0.23%	
						\$/Day LY	\$/Day TY	Variance %	
Dollar Sales		\$ 173,172,184	\$ 182,720,910	\$ 9,548,726	5.51%	\$ 892,640	\$ 941,860	5.51%	
Cost of Goods Sold		\$ 121,216,358	\$ 126,747,403	\$ 5,531,046	4.56%				
Depletion Allowances		\$ (11,186,698)	\$ (11,130,961)						
Total Cost of Good Sold		\$ 110,029,660	\$ 115,616,442	\$ 5,586,782	5.08%				
Other Revenue		Monthly Data				Year to Date Data			
				Variance				Variance	
		Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%
Premium Tax		\$ 240,693	\$ 236,413	\$ (4,280)	-1.78%	\$ 2,369,136	\$ 2,360,254	\$ (8,882)	-0.37%
Bailment		\$ 225,099	\$ 201,951	\$ (23,148)	-10.28%	\$ 2,099,744	\$ 2,300,364	\$ 200,620	9.55%
Depletion Allowances		\$ 828,856	\$ 906,221	\$ 77,365	9.33%	\$ 11,186,698	\$ 11,130,961	\$ (55,737)	-0.50%