

**State of Maine Department of Administrative and Financial Services (DAFS)
Bureau of Alcoholic Beverages and Lottery Operations (BABLO)**

June 1, 2023

**Liquor Operations Monthly and Annual Net Receipts Budget and Actual Performance Comparison
State Fiscal Year 2023, as of May 31, 2023**

	July 2022	August 2022	September 2022	October 2022	November 2022	December 2022	January 2023	February 2023	March 2023	April 2023	May 2023	June 2023	Total
Budget Projection													
Gross Sales	22,629,769	22,927,540	16,800,636	18,487,135	16,947,863	21,643,762	15,698,158	15,320,424	17,065,792	15,221,714	18,721,227	18,063,493	219,527,512
Cost of Goods Sold	(14,426,000)	(14,616,000)	(10,710,000)	(11,786,000)	(10,804,000)	(13,798,000)	(10,008,000)	(9,767,000)	(10,879,000)	(9,704,000)	(11,935,000)	(11,515,000)	(139,948,000)
Warehousing & Distribution	(1,214,074)	(1,229,074)	(926,074)	(1,009,074)	(933,074)	(1,165,074)	(871,074)	(852,074)	(939,074)	(847,074)	(1,021,074)	(988,074)	(11,994,889)
Trade Marketing	(509,000)	(516,000)	(378,000)	(416,000)	(381,000)	(487,000)	(353,000)	(345,000)	(384,000)	(342,000)	(421,000)	(406,000)	(4,938,000)
Gross Profit	6,480,695	6,566,466	4,786,561	5,276,061	4,829,789	6,193,687	4,466,083	4,356,350	4,863,718	4,328,640	5,344,153	5,154,419	62,646,623
BABLO Operating Costs	(362,000)	(367,000)	(269,000)	(296,000)	(271,000)	(346,000)	(251,000)	(245,000)	(273,000)	(244,000)	(300,000)	(289,000)	(3,513,000)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	6,118,695	6,199,466	4,517,561	4,980,061	4,558,789	5,847,687	4,215,083	4,111,350	4,590,718	4,084,640	5,044,153	4,865,419	59,133,623
Actual Performance													
Gross Sales	24,661,558	26,650,192	22,374,356	19,653,886	20,541,666	23,535,552	17,854,978	18,355,879	19,208,025	17,668,337	22,465,626	-	232,970,054
Cost of Goods Sold	(16,670,028)	(17,908,709)	(14,100,220)	(12,738,560)	(13,638,306)	(15,918,750)	(10,929,367)	(12,234,495)	(12,609,281)	(11,343,380)	(15,064,735)	-	(153,155,831)
Warehousing & Distribution	(1,180,752)	(1,263,262)	(1,038,495)	(948,662)	(999,963)	(1,134,573)	(818,474)	(897,520)	(927,781)	(847,277)	(1,099,824)	-	(11,156,582)
Trade Marketing	(524,813)	(562,978)	(460,979)	(420,635)	(443,215)	(504,685)	(361,817)	(398,026)	(412,566)	(374,938)	(489,016)	-	(4,953,667)
Gross Profit	6,285,964	6,915,243	6,774,663	5,546,030	5,460,183	5,977,544	5,745,320	4,825,839	5,258,397	5,102,743	5,812,051	-	63,703,975
BABLO Operating Costs	(217,966)	(221,291)	(207,047)	(191,233)	(121,097)	(70,230)	(177,049)	(315,308)	(364,297)	(543,980)	(282,817)	-	(2,712,315)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	6,067,999	6,693,952	6,567,615	5,354,796	5,339,086	5,907,314	5,568,271	4,510,531	4,894,100	4,558,763	5,529,234	-	60,991,660
Variance													
Gross Sales	2,031,789	3,722,651	5,573,721	1,166,751	3,593,803	1,891,790	2,156,820	3,035,455	2,142,233	2,446,623	3,744,399	-	31,506,035
Cost of Goods Sold	(2,244,028)	(3,292,709)	(3,390,220)	(952,560)	(2,834,306)	(2,120,750)	(921,367)	(2,467,495)	(1,730,281)	(1,639,380)	(3,129,735)	-	(24,722,831)
Warehousing & Distribution	33,322	(34,188)	(112,420)	60,412	(66,889)	30,501	52,600	(45,446)	11,293	(203)	(78,750)	-	(149,767)
Trade Marketing	(15,813)	(46,978)	(82,979)	(4,635)	(62,215)	(17,685)	(8,817)	(53,026)	(28,566)	(32,938)	(68,016)	-	(421,667)
Gross Profit	(194,731)	348,776	1,988,101	269,969	630,394	(216,144)	1,279,236	469,489	394,679	774,103	467,898	-	6,211,771
BABLO Operating Costs	144,034	145,709	61,953	104,767	149,903	275,770	73,951	(70,308)	(91,297)	(299,980)	17,183	-	511,685
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	(50,696)	494,485	2,050,054	374,736	780,297	59,626	1,353,187	399,181	303,382	474,123	485,081	-	6,723,456
Transfer to MMBB													
Operating Profit	6,067,999	6,693,952	6,567,615	5,354,796	5,339,086	5,907,314	5,568,271	4,510,531	4,894,100	4,558,763	5,529,234	-	60,991,660
Outstanding Receivables	(461,255)	691,943	(336,926)	3,127,680	(1,369,644)	(2,070,300)	2,471,325	636,133	(1,186,189)	(471,443)	435,058	-	1,466,383
Other Adjustments	-	-	-	-	-	-	-	(8)	-	-	-	-	(8)
Transfer to MMBB	5,606,743	7,385,895	6,230,689	8,482,477	3,969,443	3,837,013	8,039,596	5,146,656	3,707,910	4,087,320	5,964,292	-	62,458,035
Performance Indicators													
<u>Actual/Budget Indicators</u>													
Sales	109.0%	116.2%	133.2%	106.3%	121.2%	108.7%	113.7%	119.8%	112.6%	116.1%	120.0%	-	106.1%
COGS	115.6%	122.5%	131.7%	108.1%	126.2%	115.4%	109.2%	125.3%	115.9%	116.9%	126.2%	-	109.4%
Operating Profit	99.2%	108.0%	145.4%	107.5%	117.1%	101.0%	132.1%	109.7%	106.6%	111.6%	109.6%	-	103.1%
<u>Actual Performance Indicators</u>													
COGS/Sales	67.6%	67.2%	63.0%	64.8%	66.4%	67.6%	61.2%	66.7%	65.6%	64.2%	67.1%	-	65.7%
Operating Profit/Sales	24.6%	25.1%	29.4%	27.2%	26.0%	25.1%	31.2%	24.6%	25.5%	25.8%	24.6%	-	26.2%