

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

Sales Data 5/1/2023 - 5/31/2023		Monthly							
				Variance					
		Prior Year	Current Year	Actual	%				
<b>Shipping Days</b>		22	23	1					
						<b>Cs/Day LY</b>	<b>Cs/Day TY</b>	<b>Variance %</b>	
<b>Cases Sold</b>		123,249	129,005	5,756	4.67%	5,602	5,609	0.12%	
						<b>\$/Day LY</b>	<b>\$/Day TY</b>	<b>Variance %</b>	
<b>Dollar Sales</b>		\$ 20,146,154	\$ 21,894,962	\$ 1,748,809	8.68%	\$ 915,734	\$ 951,955	3.96%	
<b>Cost of Goods Sold</b>		\$ 13,862,962	\$ 15,064,735	\$ 1,201,773	8.67%				
<b>Depletion Allowances</b>		\$ (724,971)	\$ (761,583)						
<b>Total Cost of Good Sold</b>		\$ 13,137,991	\$ 14,303,153	\$ 1,165,161	8.87%				
Sales Data 7/1/2022 - 5/31/2023		Year to Date							
				Variance					
		Prior Year	Current Year	Actual	%				
<b>Shipping Days</b>		237	237	0					
						<b>Cs/Day LY</b>	<b>Cs/Day TY</b>	<b>Variance %</b>	
<b>Cases Sold</b>		1,319,874	1,321,006	1,132	0.09%	5,569	5,574	0.09%	
						<b>\$/Day LY</b>	<b>\$/Day TY</b>	<b>Variance %</b>	
<b>Dollar Sales</b>		\$ 210,020,783	\$ 221,402,312	\$11,381,529	5.42%	\$ 886,164	\$ 934,187	5.42%	
<b>Cost of Goods Sold</b>		\$ 146,332,585	\$ 153,155,518	\$ 6,822,933	4.66%				
<b>Depletion Allowances</b>		\$ (12,828,821)	\$ (12,852,406)						
<b>Total Cost of Good Sold</b>		\$ 133,503,764	\$ 140,303,112	\$ 6,799,348	5.09%				
Other Revenue		Monthly Data			Year to Date Data				
				Variance				Variance	
		Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%
<b>Premium Tax</b>		\$ 264,849	\$ 279,503	\$ 14,654	5.53%	\$ 2,853,153	\$ 2,854,636	\$ 1,482	0.05%
<b>Bailment</b>		\$ 256,524	\$ 249,494	\$ (7,031)	-2.74%	\$ 2,591,530	\$ 2,809,316	\$ 217,786	8.40%
<b>Depletion Allowances</b>		\$ 724,971	\$ 761,583	\$ 36,612	5.05%	\$12,828,821	\$12,852,406	\$ 23,585	0.18%