

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

January 3, 2022

Liquor Operations Monthly and Annual Net Receipts Budget and Actual Performance Comparison  
State Fiscal Year 2022, as of December 31, 2021

	July 2021	August 2021	September 2021	October 2021	November 2021	December 2021	January 2022	February 2022	March 2022	April 2022	May 2022	June 2022	Total
<b>Budget Projection</b>													
Gross Sales	22,194,581	22,486,626	16,477,546	18,131,613	16,621,943	21,227,535	15,396,270	15,025,801	16,737,604	17,135,558	18,885,330	20,978,164	221,298,572
Cost of Goods Sold	(14,149,000)	(14,335,000)	(10,504,000)	(11,559,000)	(10,596,000)	(13,533,000)	(9,815,000)	(9,579,000)	(10,670,000)	(10,924,000)	(12,039,000)	(13,374,000)	(141,077,000)
Warehousing & Distribution	(1,193,074)	(1,207,074)	(910,074)	(992,074)	(917,074)	(1,145,074)	(856,074)	(838,074)	(923,074)	(942,074)	(1,029,074)	(1,132,074)	(12,084,889)
Trade Marketing	(499,000)	(506,000)	(371,000)	(408,000)	(374,000)	(478,000)	(346,000)	(338,000)	(377,000)	(386,000)	(425,000)	(472,000)	(4,980,000)
<b>Gross Profit</b>	<b>6,353,507</b>	<b>6,438,552</b>	<b>4,692,472</b>	<b>5,172,539</b>	<b>4,734,869</b>	<b>6,071,461</b>	<b>4,379,196</b>	<b>4,270,727</b>	<b>4,767,530</b>	<b>4,883,484</b>	<b>5,392,256</b>	<b>6,000,090</b>	<b>63,156,683</b>
BABLO Operating Costs	(355,000)	(360,000)	(264,000)	(290,000)	(266,000)	(340,000)	(246,000)	(240,000)	(268,000)	(274,000)	(302,000)	(336,000)	(3,541,000)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Operating Profit</b>	<b>5,998,507</b>	<b>6,078,552</b>	<b>4,428,472</b>	<b>4,882,539</b>	<b>4,468,869</b>	<b>5,731,461</b>	<b>4,133,196</b>	<b>4,030,727</b>	<b>4,499,530</b>	<b>4,609,484</b>	<b>5,090,256</b>	<b>5,664,090</b>	<b>59,615,683</b>
<b>Actual Performance</b>													
Gross Sales	24,192,061	24,675,947	20,273,699	18,467,512	19,011,300	23,730,121	-	-	-	-	-	-	130,350,640
Cost of Goods Sold	(16,417,586)	(16,418,827)	(13,308,406)	(12,143,634)	(12,803,838)	(16,313,045)	-	-	-	-	-	-	(87,405,336)
Warehousing & Distribution	(1,154,417)	(1,157,927)	(937,624)	(891,269)	(921,438)	(1,147,720)	-	-	-	-	-	-	(6,210,395)
Trade Marketing	(514,029)	(514,454)	(415,436)	(395,446)	(409,021)	(511,232)	-	-	-	-	-	-	(2,759,617)
<b>Gross Profit</b>	<b>6,106,029</b>	<b>6,584,739</b>	<b>5,612,232</b>	<b>5,037,163</b>	<b>4,877,004</b>	<b>5,758,124</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>33,975,291</b>
BABLO Operating Costs	(384,845)	(195,603)	(205,756)	(156,695)	(140,315)	(72,598)	-	-	-	-	-	-	(1,155,813)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Operating Profit</b>	<b>5,721,184</b>	<b>6,389,136</b>	<b>5,406,476</b>	<b>4,880,468</b>	<b>4,736,689</b>	<b>5,685,526</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>32,819,479</b>
<b>Variance</b>													
Gross Sales	1,997,480	2,189,321	3,796,152	335,899	2,389,358	2,502,585	-	-	-	-	-	-	13,210,796
Cost of Goods Sold	(2,268,586)	(2,083,827)	(2,804,406)	(584,634)	(2,207,838)	(2,780,045)	-	-	-	-	-	-	(12,729,336)
Warehousing & Distribution	38,657	49,147	(27,550)	100,805	(4,364)	(2,645)	-	-	-	-	-	-	154,049
Trade Marketing	(15,029)	(8,454)	(44,436)	12,554	(35,021)	(33,232)	-	-	-	-	-	-	(123,617)
<b>Gross Profit</b>	<b>(247,478)</b>	<b>146,187</b>	<b>919,760</b>	<b>(135,376)</b>	<b>142,136</b>	<b>(313,337)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>511,891</b>
BABLO Operating Costs	(29,845)	164,397	58,244	133,305	125,685	267,402	-	-	-	-	-	-	719,187
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Operating Profit</b>	<b>(277,323)</b>	<b>310,584</b>	<b>978,004</b>	<b>(2,071)</b>	<b>267,820</b>	<b>(45,935)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,231,078</b>
<b>Transfer to MMBB</b>													
Operating Profit	5,721,184	6,389,136	5,406,476	4,880,468	4,736,689	5,685,526	-	-	-	-	-	-	32,819,479
Outstanding Receivables	(1,074,074)	966,891	(444,644)	571,850	1,680,443	(2,598,788)	-	-	-	-	-	-	(898,321)
Other Adjustments	57,048	-	-	-	-	-	-	-	-	-	-	-	57,048
<b>Transfer to MMBB</b>	<b>4,704,158</b>	<b>7,356,027</b>	<b>4,961,833</b>	<b>5,452,318</b>	<b>6,417,132</b>	<b>3,086,738</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>31,978,206</b>
<b>Performance Indicators</b>													
<u>Actual/Budget Indicators</u>													
Sales	109.0%	109.7%	123.0%	101.9%	114.4%	111.8%							58.9%
COGS	116.0%	114.5%	126.7%	105.1%	120.8%	120.5%							62.0%
Operating Profit	95.4%	105.1%	122.1%	100.0%	106.0%	99.2%							55.1%
<u>Actual Performance Indicators</u>													
COGS/Sales	67.9%	66.5%	65.6%	65.8%	67.3%	68.7%							67.1%
Operating Profit/Sales	23.6%	25.9%	26.7%	26.4%	24.9%	24.0%							25.2%