

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

July 1, 2022

**Liquor Operations Monthly and Annual Net Receipts Budget and Actual Performance Comparison
State Fiscal Year 2022, as of June 30, 2022**

	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
Budget Projection													
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)
Gross Profit	6,353,507	6,438,552	4,692,472	5,172,539	4,734,869	6,071,461	4,379,196	4,270,727	4,767,530	4,883,484	5,392,256	6,000,090	63,156,683
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	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	5,998,507	6,078,552	4,428,472	4,882,539	4,468,869	5,731,461	4,133,196	4,030,727	4,499,530	4,609,484	5,090,256	5,664,090	59,615,683
Actual Performance													
Gross Sales	24,192,061	24,675,947	20,273,699	18,467,512	19,011,300	23,730,121	16,302,804	17,518,392	18,719,066	17,509,078	20,709,372	23,144,640	244,253,992
Cost of Goods Sold	(16,417,586)	(16,418,827)	(13,308,406)	(12,143,634)	(12,803,838)	(16,313,045)	(9,895,361)	(11,667,119)	(12,248,358)	(11,253,179)	(13,862,264)	(15,324,297)	(161,655,914)
Warehousing & Distribution	(1,154,417)	(1,157,927)	(937,624)	(891,269)	(921,438)	(1,147,720)	(738,142)	(858,678)	(907,590)	(841,653)	(1,013,331)	(1,112,979)	(11,682,768)
Trade Marketing	(514,029)	(514,454)	(415,436)	(395,446)	(409,021)	(511,232)	(325,781)	(381,127)	(402,881)	(372,956)	(449,836)	(494,533)	(5,186,731)
Gross Profit	6,106,029	6,584,739	5,612,232	5,037,163	4,877,004	5,758,124	5,343,521	4,611,468	5,160,238	5,041,289	5,383,940	6,212,832	65,728,580
BABLO Operating Costs	(384,845)	(195,603)	(205,756)	(156,695)	(140,315)	(72,598)	(320,974)	(281,209)	(233,206)	(246,582)	(207,496)	(221,984)	(2,667,264)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	5,721,184	6,389,136	5,406,476	4,880,468	4,736,689	5,685,526	5,022,547	4,330,259	4,927,032	4,794,707	5,176,444	5,990,848	63,061,316
Variance													
Gross Sales	1,997,480	2,189,321	3,796,152	335,899	2,389,358	2,502,585	906,534	2,492,591	1,981,463	373,520	1,824,042	2,166,476	22,955,421
Cost of Goods Sold	(2,268,586)	(2,083,827)	(2,804,406)	(584,634)	(2,207,838)	(2,780,045)	(80,361)	(2,088,119)	(1,578,358)	(329,179)	(1,823,264)	(1,950,297)	(20,578,914)
Warehousing & Distribution	38,657	49,147	(27,550)	100,805	(4,364)	(2,645)	117,932	(20,604)	15,484	100,421	15,743	19,096	402,121
Trade Marketing	(15,029)	(8,454)	(44,436)	12,554	(35,021)	(33,232)	20,219	(43,127)	(25,881)	13,044	(24,836)	(22,533)	(206,731)
Gross Profit	(247,478)	146,187	919,760	(135,376)	142,136	(313,337)	964,325	340,741	392,708	157,805	(8,316)	212,742	2,571,897
BABLO Operating Costs	(29,845)	164,397	58,244	133,305	125,685	267,402	(74,974)	(41,209)	34,794	27,418	94,504	114,016	873,736
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	(277,323)	310,584	978,004	(2,071)	267,820	(45,935)	889,351	299,532	427,502	185,223	86,188	326,758	3,445,633
Transfer to MMBB													
Operating Profit	5,721,184	6,389,136	5,406,476	4,880,468	4,736,689	5,685,526	5,022,547	4,330,259	4,927,032	4,794,707	5,176,444	5,990,848	63,061,316
Outstanding Receivables	(1,074,074)	966,891	(444,644)	571,850	1,680,443	(2,598,788)	2,146,766	785,666	(1,291,951)	(684,575)	697,454	(1,785,496)	(1,030,457)
Other Adjustments	57,048	-	-	-	-	-	-	-	-	-	-	-	57,048
Transfer to MMBB	4,704,158	7,356,027	4,961,833	5,452,318	6,417,132	3,086,738	7,169,313	5,115,925	3,635,081	4,110,132	5,873,898	4,205,352	62,087,907
Performance Indicators													
<u>Actual/Budget Indicators</u>													
Sales	109.0%	109.7%	123.0%	101.9%	114.4%	111.8%	105.9%	116.6%	111.8%	102.2%	109.7%	110.3%	110.4%
COGS	116.0%	114.5%	126.7%	105.1%	120.8%	120.5%	100.8%	121.8%	114.8%	103.0%	115.1%	114.6%	114.6%
Operating Profit	95.4%	105.1%	122.1%	100.0%	106.0%	99.2%	121.5%	107.4%	109.5%	104.0%	101.7%	105.8%	105.8%
<u>Actual Performance Indicators</u>													
COGS/Sales	67.9%	66.5%	65.6%	65.8%	67.3%	68.7%	60.7%	66.6%	65.4%	64.3%	66.9%	66.2%	66.2%
Operating Profit/Sales	23.6%	25.9%	26.7%	26.4%	24.9%	24.0%	30.8%	24.7%	26.3%	27.4%	25.0%	25.9%	25.8%