

Maine State Liquor and Lottery Commission

Minutes of Meeting

Tuesday, May 13, 2025

Virtual Component using Zoom

Call to Order:

Commission Chair Fitzgerald called the meeting to order at approximately 10:00 A.M.

Roll Call

Commissioners in Attendance: Chair Elizabeth Fitzgerald, Julie Sheehan, Kim Monaghan, Stacey Fitts, John Schneck

BABLO/DAFS Staff in Attendance:

Louis Luchini, Director; Michael Boardman, Deputy Director; Tracy Willett, Acting Deputy Director; Daniel Meaney, Marketing Specialist; Judy Thomas, Marketing Specialist; Nicholle Clark, Liquor Operations Associate and Acting Clerk for the Commission; Nicole Sawyer, Department of the Attorney General; Terry Meehan, Financial Analyst; Jennifer Griffin, DAFS

Pine State Spirits in attendance (Spirits portion only): Sheila Gibbons, Don Potter and Tammy Tyler

Scientific Games in attendance (Lottery portion only): Greta Cerce and Darrell Frecker

Fuseideas in attendance (Lottery portion only): Steve Mason

Approval of Minutes:

Commission Chair Fitzgerald asked for a motion that the minutes of the April 8, 2025, meeting be approved. A motion was made by Commissioner Sheehan to accept the minutes; the motion was seconded by Commissioner Schneck. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

Liquor Operations:

Director Louis Luchini reported that the spirits pricing review is currently in open comment period. A hearing will be held on Friday, May 16, 2025. The Bureau will internally review submitted comments and testimony and then present a report to the commission members and Veterans and Legal Affairs Committee. The commission may act based on the report. Director Luchini reported on the ongoing tariff pricing and rulemaking process. The Bureau is in the drafting and filing phase of the process. Once that is complete, BABLO will open the comment period. Director Luchini reported that BABLO opened the following municipalities for agency liquor store licenses: Blue Hill, Brunswick, Eagle Lake, Farmington, Northport, Sanford, and Topsham. Many of these came from municipal requests and legislative requests. The application period is now closed. A hearing will be held in June and then an award selection will be made. At

this time, the liquor inspectors will visit all applicants, verify their applications and prepare them for the hearing. Director Luchini provided a legislative update regarding the department Bill LD 494. The Bill passed in committee with an emergency preamble. Director Luchini reported that BABLO is working with Hospitality Maine on another proposal to allow pop up restaurants in an establishment with an existing liquor license, which has not been allowed in the past. Director Luchini stated that hopefully this will pass tomorrow (May 14, 2025) in committee and that they will put an emergency preamble on it. Director Luchini reported that BABLO is still working on one Bill that we testified against, LD 1376. This would take low alcohol spirits beverages between 8-15% from the state and move it into the private wholesaler beer and wine markets. This would also take it away from agency resellers. Agency stores would no longer be able to resell to on-premises accounts. Most of the committee voted against it, however this Bill still has legs.

Sales Report for April:

- Shipping days: 22 TY vs. 22 LY
- Cases sold were 98,541 TY vs. 106,174 LY; down -7.19%
- Dollar Sales were \$17,121,535 TY vs. \$18,443,999 LY; down -7.17%
- Bailment collected \$232,308
- Depletion Allowances \$856,544

Sales Report for YTD:

- Shipping days YTD: 216 TY vs. 214 LY
- Cases sold YTD: 1,158,943 TY vs. 1,173,865 LY; down -1.27%
- Dollar sales YTD: \$201,973,626 TY vs. \$201,704,166 LY; up +0.13%%
- Spirits Financial Activity YTD - FY 2025 vs FY 2024
 - Spirits Operating Profits - \$4,701,071 vs. \$5,044,356; down -6.81%
 - Spirits Profit Transfer - \$3,698,773 vs. \$5,917,046; down -37.49%
 - Budget to Actual Financial Performance
- Acting Deputy Director Tracy Willett presented:
 - Sales Comparisons by County for Maine
 - Top 25 Agents in 3 Month Case Sales Increase

New Business: None

Old Business: None

New Product Listings:

Director Louis Luchini presented eighty-three (83) new products listings for April 2025. A motion was made by Commissioner Schneck to approve all the items presented for listing; the motion was seconded by Commissioner Sheehan. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously. (New product listings distributed and attached to the minutes.)

Label/Package Changes: None

Value Added Packs: None

Rebates:

Acting Deputy Director Willett presented twenty-nine (29) rebates/coupons for April 2025. These rebates/coupons were standard in nature. A motion was made by Commissioner Sheehan to accept these rebates/coupons; the motion was seconded by Commissioner Monaghan. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously. (Rebates/coupons distributed and attached to the minutes.)

Pine State Spirits:

- Sheila Gibbons reported on the following:
 - Summer Cocktails
 - Summer Food
 - Instagram Top performing posts
 - Facebook Top performing posts
 - April App Content Trends
 - Top Recipe Favorited
 - Top Recipe
 - Top Mood
 - April 2025 Email Marketing
 - Total Subscribers – 14,982
 - 28% Open Rate Last Month
 - Top Campaign – 30.2% Open Rate
 - April In The Know Newsletter
 - 35% Open Rate
 - Maine Spirits App – Launched January 2018, Total Downloads – 155,319; New Downloads – 2,186
 - April 2025 Push Notification Results
 - April Katya Videos
 - April Happy Hour Videos
 - Katya's Amaro Green Tea Cocktail Recipe
 - BABLO approved Planogram
 - Discontinued items to resets: **101**
 - New items added to resets: **325**
 - Number of discounted items removed: **206**

- Linear feet added to 1 agency store: **32'**
- Number of Business Reviews conducted for April: **34**
- Percentage of Sales by Size FY 25
- Maine Spirits Aperitif Commercial

Other Business: None

Public Comments: None

The next Commission Meeting is scheduled for Tuesday, June 10, 2025, at 10:00 A.M.

The July 2025 meeting is tentatively scheduled for Tuesday, July 8, 2025, at 10:00 A.M.

Lottery Operations:

Director Louis Luchini introduced a new staff member, Calvin Rinck. Calvin is the new Lottery Marketing Manager. He has a great deal of experience in the Lottery having spent more than ten years doing lottery marketing across the country. The Bureau is excited to have him join our lottery team. Director Luchini reported that some Bureau staff recently attended a Tri-State Lottery meeting where vendors presented new game options and the Tri-State Commission conducted the business of the commission. Director Luchini provided a legislative update.

Director Luchini reported on YTD (through May 3, 2025) sales as follows:

- Draw Sales FY25 \$57,821,988; down \$20,071,885 from FY24, or -25.77%
- Fast Play Sales FY25 \$17,761,138; up \$4,219,758 from FY24, or 31.16%
- Instant Sales FY25 \$290,343,647; down \$5,292,224 from FY24, or 1.79%
- Total Combined Sales FY25 \$365,926,773; down \$21,144,351 from FY24, or -5.46%

Lottery Profit Transfer to General Fund

- April Actual FY25 \$5,749,618; +\$365,003 to Budget +6.78%
- YTD Actual FY25 \$64,199,365; +\$6,314,753 to Budget +10.91%

Profit Transfer to Outdoor Heritage Fund

- April Actual FY25 \$82,258; +\$20,720 to Budget +33.67%
- YTD Actual FY25 \$511,406; -\$150,129 to Budget -22.69%

Deputy Director Boardman spoke to the recent Mega Millions game change and introduced Calvin Rinck to report further on this game change. Marketing Manager Calvin Rinck reported that the \$5 game change went into effect April 5, 2025. Calvin reported that in the four weeks post-game change Maine is ranked #4 nationally. In looking at the four weeks prior to the game change and the four weeks post, Maine sales are up 22.9% which translates to \$140,616. Industry wise overall sales are down 3.1%. Industry-wise the total plays are down 44.9%. Maine total plays are down 44.9%. Calvin reported that post game change nine jurisdictions have shown double digit growth. Maine is one of the nine.

New Business: None

Old Business: None

Approval of New Games: None

Deputy Director Boardman presented ten (10) new games for approval.

- (\$1) \$
- (\$1) CASH IN
- (\$2) LUCKY DOG
- (\$2) 2 FOR \$2
- (\$5) DUCE\$ WILD POKER
- (\$5) WINNING STREAK
- (\$5) MONEY VAULT MULTIPLIER

- (\$2) 10X TIMES THE WIN
- (\$5) 20X THE WIN
- (\$10) 25X THE WIN

A motion was made by Commissioner Sheehan to accept these games as presented; the motion was seconded by Commissioner Schneck. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously. (Games attached to the minutes.)

Report on Tri-State Activities

Commissioner Julie Sheehan reported that a Tri-State meeting was held in New Hampshire. Day one there were some great vendor presentations. The following day was the Tri-State business meeting. It was nice to welcome Calvin Rinck to the Maine team. Calvin was nominated and accepted a leadership position to be the Chair of the Marketing and Product Development Committee. A commissioner from New Hampshire retired from Tri-State and their replacement, Earl Pierce was introduced. There was a report from US Bank on all Lottery investments. All committee reports were standard in nature providing the committees activities. The next Tri-State meeting will be in August.

Report From Scientific Games

Darrell Frecker reported that sales have been soft lately with all products. He reported that when Powerball added double play the average weekly sales went up 2.5%. Cash Pop is performing at eight cents weekly per cap. Mega Millions changed to a \$5 price point. There has been no big net increase with that.

Greta Cerce presented the following:

- Recent Winner Highlights
- May new games
 - Ace in the Hole
 - Lady Luck
 - Fabulous 5's
- Active Points for Drawings
 - Biking Adventure Challenge
 - Patio Living Set
 - Kayaking Adventure Bundle
- First Ticket Entered Report April 2025
 - First Ticket Entered Month-Over-Month
 - First Ticket Entered Year-Over-Year
- RewardME: Tickets Entered & Tickets Entered Value
 - April 2025: Month-Over-Month & Year-Over-Year
- Gimme a Camping Trip Promotion for Gimme 5
 - Ultimate Camping Bundle Prize Details
- The Maine Lottery Minute

- YouTube Performance Snapshot
- May 2025 In-Tents-Fun!

Report From Fuseideas

Steve Mason reported on the following:

- April 2025
 - Powerball NASCAR Promotion 4/1/25 thru 4/30/25
 - TV & Radio
 - Mega Millions Game Change 4/5/25 – 4/30/25
 - Radio (promoting the good parts of the Mega Millions game change)
- May 2025
 - Fast Play 5/5/25 thru 5/31/25
 - TV, Radio, POS
 - Digital
- June 2025
 - Tri-State Megabucks 6/9/25 thru 6/29/25
 - TV, Radio & Digital
- FY25 Q4 Messaging Plan

Other Business: None

Public Comments: None

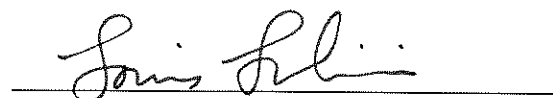
Adjournment:

The next Commission Meeting is scheduled for Tuesday, June 10, 2025, at 10:00 A.M.

The July 2025 meeting is tentatively scheduled for Tuesday, July 8, 2025, at 10:00 A.M.

There being no further business, Commissioner Schneck made a motion to adjourn; the motion was seconded by Commissioner Sheehan. The meeting adjourned at 11:40 a.m.


Elizabeth Fitzgerald, Chair
Maine State Liquor & Lottery Commission


Louis Luchini, Director
Bureau of Alcoholic Beverages & Lottery Operations

Maine State Liquor and Lottery Commission
19 Union St. 3rd floor
Augusta, ME

Zoom Meeting using the following link:

<https://mainestate.zoom.us/j/86375746193>

Meeting ID: 863 7574 6193

Tuesday, June 10, 2025, 10:00 a.m.

Agenda

Please note: Meeting materials will be available on Monday, June 9th on the Commission's webpage on the Bureau's website. The link to the materials is under [Additional Resources - Meeting Materials for June 10, 2025](#) (use this link to open the page).

- 1. Call the meeting to order**
- 2. Approve the minutes of the May 13, 2025, meeting**
- 3. Liquor Operations**
 - a. Director's Report
 - b. New Business
 - c. Old Business
 - d. New Product Listings
 - e. Label Changes
 - f. Value Added Packs
 - g. Quarterly Price Adjustments
 - h. Delisted Items
 - i. Coupons/Rebates
 - j. Report from Pine State Spirits
 - k. Other business that may properly come before the Commission
 - l. Public Comments
- 4. Confirm and set next meeting dates**
 - a. Confirm July meeting – July 8, 2025
 - b. Set August 2025 tentative meeting date (August 12, 2025)
- 5. Lottery Operations**
 - a. Director's Report
 - b. New Business
 - i. Lottery Gaming System Contract Extension
 - c. Old Business
 - d. Approval of New Games
 - e. Report on Tri-State Activities
 - f. Report from Scientific Games International, Inc.
 - g. Report from Fuseideas
 - h. Other business that may properly come before the Commission
 - i. Public Comments
- 6. Confirm next meeting dates**
 - a. Confirm July meeting – July 8, 2025
 - b. Set August 2025 tentative meeting date (August 12, 2025)
- 7. Adjournment**

Maine Spirits Business Activity for
May 2025
Prepared by Pine State Spirits

Sales Data 5/1/2025 - 5/31/2025		Monthly							
				Variance					
	Prior Year	Current Year	Actual	%					
Shipping Days	23	22	-1						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	125,704	116,401	(9,303)	-7.40%	5,465	5,291	-3.19%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 21,781,643	\$ 20,267,879	\$ (1,513,764)	-6.95%	\$ 947,028	\$ 921,267	-2.72%		
Cost of Goods Sold	\$ 14,991,130	\$ 13,959,252	\$ (1,031,878)	-6.88%					
Depletion Allowances	\$ (869,845)	\$ (773,117)							
Total Cost of Good Sold	\$ 14,121,285	\$ 13,186,135	\$ (935,150)	-6.62%					
Sales Data 7/1/2024 - 5/31/2025		Year to Date							
				Variance					
	Prior Year	Current Year	Actual	%					
Shipping Days	237	238	1						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	1,299,568	1,275,344	(24,224)	-1.86%	5,483	5,359	-2.28%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 223,485,809	\$ 222,241,505	\$ (1,244,305)	-0.56%	\$ 942,978	\$ 933,788	-0.97%		
Cost of Goods Sold	\$ 154,627,847	\$ 153,692,777	\$ (935,070)	-0.60%					
Depletion Allowances	\$ (13,054,559)	\$ (12,766,593)							
Total Cost of Good Sold	\$ 141,573,288	\$ 140,926,184	\$ (647,104)	-0.46%					
Other Revenue		Monthly Data			Year to Date Data				
				Variance				Variance	
	Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%	
Premium Tax	\$ 272,816	\$ 253,950	\$ (18,866)	-6.92%	\$ 2,831,159	\$ 2,784,695	\$ (46,465)	-1.64%	
Bailment	\$ 252,752	\$ 237,042	\$ (15,711)	-6.22%	\$ 2,822,528	\$ 2,885,426	\$ 62,898	2.23%	
Depletion Allowances	\$ 869,845	\$ 773,117	\$ (96,728)	-11.12%	\$13,054,559	\$12,766,593	\$ (287,966)	-2.21%	

SPIRITS FINANCIAL ACTIVITY - FY 2025 VS FY 2024

	Spirits Sales Budgets		Spirits Sales			Expenses			Operating Profits			Outstanding Receivables/ Adjustments		Transfers to Undedicated Revenue		
	FY25	FY24	FY25	FY24	% Variance vs Prior FY	FY25	FY24	% Variance vs Prior FY	FY25	FY24	% Variance vs Prior FY	FY25	FY24	FY25*	FY24*	% Variance vs Prior FY
July	\$ 25,124,692	\$ 23,839,331	\$ 27,724,122	\$ 25,124,692	10.35%	\$ 20,997,542	\$ 18,933,365	10.90%	\$ 6,726,580	\$ 6,191,327	8.65%	\$ 1,347,160	\$ 2,519,283	\$ 8,073,739	\$ 8,710,610	-7.31%
August	\$ 27,407,361	\$ 22,779,895	\$ 26,217,478	\$ 27,407,361	-4.34%	\$ 19,593,940	\$ 20,581,546	-4.80%	\$ 6,623,538	\$ 6,825,814	-2.96%	\$ (2,252,500)	\$ (2,680,780)	\$ 4,371,038	\$ 4,145,035	5.45%
September	\$ 21,788,181	\$ 19,549,404	\$ 21,572,706	\$ 21,788,181	-0.99%	\$ 15,280,441	\$ 15,363,844	-0.54%	\$ 6,292,265	\$ 6,424,337	-2.06%	\$ 3,032,287	\$ 518,802	\$ 9,324,552	\$ 6,943,139	34.30%
October	\$ 20,445,885	\$ 19,364,299	\$ 21,274,890	\$ 20,445,885	4.05%	\$ 15,727,005	\$ 14,973,382	5.03%	\$ 5,547,885	\$ 5,472,503	1.38%	\$ (300,398)	\$ 2,892,251	\$ 5,247,488	\$ 8,364,754	-37.27%
November	\$ 20,797,829	\$ 18,125,677	\$ 20,721,505	\$ 20,797,829	-0.37%	\$ 15,672,601	\$ 15,433,608	1.55%	\$ 5,048,905	\$ 5,364,221	-5.88%	\$ (266,642)	\$ (1,491,929)	\$ 4,782,262	\$ 3,872,292	23.50%
December	\$ 23,019,035	\$ 23,592,555	\$ 24,909,460	\$ 23,019,035	8.21%	\$ 18,816,999	\$ 17,355,154	8.42%	\$ 6,092,461	\$ 5,663,881	7.57%	\$ (36,568)	\$ (2,079,138)	\$ 6,055,893	\$ 3,584,743	68.94%
January	\$ 18,268,178	\$ 16,751,480	\$ 18,123,914	\$ 18,268,178	-0.79%	\$ 12,775,472	\$ 12,770,251	0.04%	\$ 5,348,443	\$ 5,497,927	-2.72%	\$ (218,738)	\$ 2,539,744	\$ 5,129,704	\$ 8,037,671	-36.18%
February	\$ 18,860,218	\$ 17,165,600	\$ 17,337,061	\$ 18,860,218	-8.08%	\$ 13,098,911	\$ 14,247,927	-8.06%	\$ 4,238,150	\$ 4,612,291	-8.11%	\$ 341,057	\$ (253,109)	\$ 4,579,206	\$ 4,359,183	5.05%
March	\$ 17,737,547	\$ 19,136,483	\$ 16,967,268	\$ 17,737,547	-4.34%	\$ 12,664,377	\$ 13,078,605	-3.17%	\$ 4,302,891	\$ 4,658,942	-7.64%	\$ 1,830,653	\$ 130,398	\$ 6,133,543	\$ 4,789,340	28.07%
April	\$ 19,192,171	\$ 17,303,554	\$ 17,836,783	\$ 19,192,171	-7.06%	\$ 13,135,711	\$ 14,147,815	-7.15%	\$ 4,701,071	\$ 5,044,356	-6.81%	\$ (1,002,299)	\$ 872,690	\$ 3,698,773	\$ 5,917,046	-37.49%
May	\$ 22,454,510	\$ 19,070,481	\$ 20,849,878	\$ 22,454,510	-7.15%	\$ 15,819,106	\$ 16,905,357	-6.43%	\$ 5,030,772	\$ 5,549,153	-9.34%	\$ (1,078,966)	\$ (1,792,430)	\$ 3,951,806	\$ 3,756,723	5.19%
June	\$ 23,940,103	\$ 21,183,833	\$ -	\$ 21,452,269		\$ -	\$ 15,741,447		\$ -	\$ 5,710,822		\$ -	\$ (1,044,600)	\$ -	\$ 4,666,222	
Current FYTD	\$235,095,607	\$216,678,757	\$233,535,066	\$235,095,607	-0.66%	\$173,582,105	\$173,790,854	-0.12%	\$59,952,960	\$61,304,752	-2.21%	\$ 1,395,045	\$ 1,175,783	\$61,348,005	\$62,480,536	-1.81%

* The first \$7 million of profit each year is transferred to the General Fund with the remainder going to the Highway Fund

SPIRITS OPERATING PROFITS - BUDGET TO ACTUAL - FY 2025

	Current Fiscal Year Performance					Past Fiscal Years' Performance			
	Budget	Actual	Variance	Variance		Actual	Actual	Actual	Actual
	<u>FY25</u>	<u>FY25</u>	<u>Dollars</u>	<u>%</u>		<u>FY24</u>	<u>FY23</u>	<u>FY22</u>	<u>FY21</u>
July	\$ 6,802,618	\$ 6,726,580	\$ (76,038)	-1.12%		\$ 6,191,327	\$ 6,067,999	\$ 5,721,184	\$ 6,048,387
August	\$ 7,428,286	\$ 6,623,538	\$ (804,749)	-10.83%		\$ 6,825,814	\$ 6,693,952	\$ 6,389,136	\$ 6,060,451
September	\$ 5,886,107	\$ 6,292,265	\$ 406,158	6.90%		\$ 6,424,337	\$ 6,567,615	\$ 5,406,476	\$ 4,690,123
October	\$ 5,518,811	\$ 5,547,885	\$ 29,074	0.53%		\$ 5,472,503	\$ 5,354,796	\$ 4,880,468	\$ 4,960,470
November	\$ 5,614,755	\$ 5,048,905	\$ (565,850)	-10.08%		\$ 5,364,221	\$ 5,339,086	\$ 4,736,689	\$ 4,571,261
December	\$ 6,224,961	\$ 6,092,461	\$ (132,500)	-2.13%		\$ 5,663,881	\$ 5,907,314	\$ 5,685,526	\$ 5,478,292
January	\$ 4,921,104	\$ 5,348,443	\$ 427,338	8.68%		\$ 5,497,927	\$ 5,568,271	\$ 5,022,547	\$ 5,310,870
February	\$ 5,083,144	\$ 4,238,150	\$ (844,995)	-16.62%		\$ 4,612,291	\$ 4,510,531	\$ 4,330,259	\$ 3,975,319
March	\$ 4,774,473	\$ 4,302,891	\$ (471,582)	-9.88%		\$ 4,658,942	\$ 4,894,100	\$ 4,927,032	\$ 4,769,398
April	\$ 5,174,097	\$ 4,701,071	\$ (473,026)	-9.14%		\$ 5,044,356	\$ 4,558,763	\$ 4,794,707	\$ 5,101,498
May	\$ 6,070,436	\$ 5,030,772	\$ (1,039,663)	-17.13%		\$ 5,549,153	\$ 5,529,234	\$ 5,176,444	\$ 4,866,595
June	<u>\$ 6,477,029</u>	<u>\$ -</u>				<u>\$ 5,710,822</u>	<u>\$ 6,185,931</u>	<u>\$ 5,990,848</u>	<u>\$ 5,950,215</u>
Current FY YTD	\$ 63,498,792	\$ 59,952,960	\$ (3,545,831)	-5.58%		\$ 67,015,575	\$ 67,177,591	\$ 63,061,316	\$ 61,782,878
Budget	\$ 69,975,821								
		FY24	Variance	%					
		YTD Profit	Dollars	Variance					
YOY Comparison		\$ 61,304,752	\$ (1,351,792)	-2.21%					
Projected	\$ 65,537,857								

SPIRITS PROFIT TRANSFERS - BUDGET TO ACTUAL - FY 2025

	Current Fiscal Year Performance					Past Fiscal Years' Performance			
	Budget	Actual	Variance	Variance		Actual	Actual	Actual	Actual
	<u>FY25</u>	<u>FY25</u>	<u>Dollars</u>	<u>%</u>		<u>FY24</u>	<u>FY23</u>	<u>FY22</u>	<u>FY21</u>
July	\$ 5,000,000	\$ 8,073,739	\$ 3,073,739	61.47%		\$ 8,710,610	\$ 5,606,743	\$ 4,704,158	\$ 4,183,060
August	\$ 6,000,000	\$ 4,371,038	\$ (1,628,962)	-27.15%		\$ 4,145,035	\$ 7,385,895	\$ 7,356,027	\$ 7,102,434
September	\$ 5,500,000	\$ 9,324,552	\$ 3,824,552	69.54%		\$ 6,943,139	\$ 6,230,689	\$ 4,961,833	\$ 4,795,086
October	\$ 5,500,000	\$ 5,247,488	\$ (252,512)	-4.59%		\$ 8,364,754	\$ 8,482,477	\$ 5,452,318	\$ 4,833,933
November	\$ 5,500,000	\$ 4,782,262	\$ (717,738)	-13.05%		\$ 3,872,292	\$ 3,969,443	\$ 6,417,132	\$ 7,077,873
December	\$ 5,500,000	\$ 6,055,893	\$ 555,893	10.11%		\$ 3,584,743	\$ 3,837,013	\$ 3,086,738	\$ 1,893,254
January	\$ 5,500,000	\$ 5,129,704	\$ (370,296)	-6.73%		\$ 8,037,671	\$ 8,039,596	\$ 7,169,313	\$ 6,995,925
February	\$ 5,500,000	\$ 4,579,206	\$ (920,794)	-16.74%		\$ 4,359,183	\$ 5,146,656	\$ 5,115,925	\$ 3,374,817
March	\$ 5,500,000	\$ 6,133,543	\$ 633,543	11.52%		\$ 4,789,340	\$ 3,707,910	\$ 3,635,081	\$ 5,874,603
April	\$ 5,500,000	\$ 3,698,773	\$ (1,801,227)	-32.75%		\$ 5,917,046	\$ 4,087,320	\$ 4,110,132	\$ 3,679,997
May	\$ 5,500,000	\$ 3,951,806	\$ (1,548,194)	-28.15%		\$ 3,756,723	\$ 5,964,292	\$ 5,873,898	\$ 3,391,606
June	\$ 5,500,000	\$ -				\$ 4,666,222	\$ 4,222,768	\$ 4,205,352	\$ 7,516,843
Current FY YTD	\$ 60,500,000	\$ 61,348,005	\$ 848,005	1.40%		\$ 67,146,758	\$ 66,680,803	\$ 62,087,907	\$ 60,719,430
Budget	\$ 66,000,000								
YOY Comparison		FY24 YTD Profit	Variance Dollars	% Variance					
		\$ 62,480,536	\$ (1,132,530)	-1.81%					
Projected	\$ 65,929,647								

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

June 5, 2025

Liquor Operations Monthly and Annual Net Receipts Budget and Actual Performance Comparison
State Fiscal Year 2025, as of May 2025

	July 2024	August 2024	September 2024	October 2024	November 2024	December 2024	January 2025	February 2025	March 2025	April 2025	May 2025	June 2025	Total
Budget Projection													
Gross Sales	25,124,692	27,407,361	21,788,181	20,445,885	20,797,829	23,019,035	18,268,178	18,860,218	17,737,547	19,192,171	22,454,510	23,940,103	259,035,710
Cost of Goods Sold	(16,017,000)	(17,472,000)	(13,890,000)	(13,034,000)	(13,259,000)	(14,675,000)	(11,646,000)	(12,023,000)	(11,308,000)	(12,235,000)	(14,315,000)	(15,262,000)	(165,136,000)
Warehousing & Distribution	(1,338,074)	(1,451,074)	(1,173,074)	(1,106,074)	(1,123,074)	(1,233,074)	(998,074)	(1,028,074)	(972,074)	(1,044,074)	(1,205,074)	(1,279,074)	(13,950,889)
Trade Marketing	(565,000)	(617,000)	(490,000)	(460,000)	(468,000)	(518,000)	(411,000)	(424,000)	(399,000)	(432,000)	(505,000)	(539,000)	(5,828,000)
Gross Profit	7,204,618	7,867,286	6,235,107	5,845,811	5,947,755	6,592,961	5,213,104	5,385,144	5,058,473	5,481,097	6,429,436	6,860,029	74,120,821
BABLO Operating Costs	(402,000)	(439,000)	(349,000)	(327,000)	(333,000)	(368,000)	(292,000)	(302,000)	(284,000)	(307,000)	(359,000)	(383,000)	(4,145,000)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	6,802,618	7,428,286	5,886,107	5,518,811	5,614,755	6,224,961	4,921,104	5,083,144	4,774,473	5,174,097	6,070,436	6,477,029	69,975,821
Actual Performance													
Gross Sales	27,724,122	26,217,478	21,572,706	21,274,890	20,721,505	24,909,460	18,123,914	17,337,061	16,967,268	17,836,783	20,849,878	-	233,535,066
Cost of Goods Sold	(18,939,800)	(17,460,314)	(13,630,482)	(13,822,537)	(13,857,381)	(16,837,546)	(11,101,021)	(11,534,257)	(11,047,166)	(11,503,027)	(13,959,252)	-	(153,692,783)
Warehousing & Distribution	(1,339,657)	(1,229,570)	(999,408)	(1,029,586)	(1,007,915)	(1,830,540)	(1,267,909)	(1,291,000)	(1,246,145)	(1,313,044)	(1,551,740)	-	(14,106,514)
Trade Marketing	(596,515)	(546,601)	(442,938)	(457,687)	(447,389)	-	-	-	-	-	-	-	(2,491,130)
Gross Profit	6,848,149	6,980,993	6,499,879	5,965,080	5,408,820	6,241,374	5,754,984	4,511,804	4,673,957	5,020,712	5,338,886	-	63,244,639
BABLO Operating Costs	(121,570)	(357,455)	(207,614)	(417,195)	(359,916)	(148,914)	(406,542)	(273,654)	(371,066)	(319,640)	(308,113)	-	(3,291,679)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	6,726,580	6,623,538	6,292,265	5,547,885	5,048,905	6,092,461	5,348,443	4,238,150	4,302,891	4,701,071	5,030,772	-	59,952,960
Variance													
Gross Sales	2,599,430	(1,189,882)	(215,475)	829,005	(76,324)	1,890,425	(144,264)	(1,523,158)	(770,278)	(1,355,388)	(1,604,632)	-	(1,560,541)
Cost of Goods Sold	(2,922,800)	11,686	259,518	(788,537)	(598,381)	(2,162,546)	544,979	488,743	260,834	731,973	355,748	-	(3,818,783)
Warehousing & Distribution	(1,583)	221,504	173,666	76,488	115,159	(597,466)	(269,835)	(262,926)	(274,071)	(268,970)	(346,666)	-	(1,434,699)
Trade Marketing	(31,515)	70,399	47,063	2,313	20,611	-	-	-	-	-	-	-	108,870
Gross Profit	(356,468)	(886,293)	264,772	119,269	(538,935)	(869,586)	130,880	(1,297,341)	(783,516)	(892,385)	(1,595,550)	-	(6,705,152)
BABLO Operating Costs	280,430	81,545	141,386	(90,195)	(26,916)	219,086	(114,542)	28,346	(87,066)	(12,640)	50,887	-	470,321
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	(76,038)	(804,749)	406,158	29,074	(565,850)	(650,500)	16,338	(1,268,995)	(870,582)	(905,026)	(1,544,663)	-	(6,234,831)
Transfer to Undedicated revenue													
Operating Profit	6,726,580	6,623,538	6,292,265	5,547,885	5,048,905	6,092,461	5,348,443	4,238,150	4,302,891	4,701,071	5,030,772	-	59,952,960
Outstanding Receivables	1,347,160	(2,252,500)	3,032,287	(300,398)	(266,642)	(36,568)	(218,738)	341,057	1,830,653	(1,002,299)	(1,078,966)	-	1,395,045
Other Adjustments	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer to Undedicated revenue	8,073,739	4,371,038	9,324,552	5,247,488	4,782,262	6,055,893	5,129,704	4,579,206	6,133,543	3,698,773	3,951,806	-	61,348,005
Performance Indicators													
<u>Actual/Budget Indicators</u>													
Sales	110.3%	95.7%	99.0%	104.1%	99.6%	108.2%	99.2%	91.9%	95.7%	92.9%	92.9%		90.2%
COGS	118.2%	99.9%	98.1%	106.0%	104.5%	114.7%	95.3%	95.9%	97.7%	94.0%	97.5%		93.1%
Operating Profit	98.9%	89.2%	106.9%	100.5%	89.9%	97.9%	108.7%	83.4%	90.1%	90.9%	82.9%		85.7%
<u>Actual Performance Indicators</u>													
COGS/Sales	68.3%	66.6%	63.2%	65.0%	66.9%	67.6%	61.3%	66.5%	65.1%	64.5%	67.0%		65.8%
Operating Profit/Sales	24.3%	25.3%	29.2%	26.1%	24.4%	24.5%	29.5%	24.4%	25.4%	26.4%	24.1%		25.7%

Maine County Case Analysis through May 2025

Sales Region	Cases Last 3 Months	Cases Last 3 Months Prior Year	% Change	Case Diff vs. Prior Year	Cases Last 6 Months	Cases Last 6 Months Prior Year	% Change	Case Diff vs. Prior Year	Cases Last 9 Months	Cases Last 9 Month Prior Year	% Change	Case Diff vs. Prior Year
State of Maine	307,898	329,420	-6.53%	-21,523	633,877	659,442	-3.88%	-25,566	972,868	1,000,232	-2.74%	-27,364
ANDROSCOGGIN	26,590	28,541	-6.84%	-1,951	55,767	59,592	-6.42%	-3,825	82,741	87,022	-4.92%	-4,281
AROOSTOOK	11,788	13,287	-11.29%	-1,500	25,185	26,845	-6.18%	-1,660	38,272	40,424	-5.32%	-2,152
CUMBERLAND	85,826	88,839	-3.39%	-3,012	173,333	176,009	-1.52%	-2,677	267,714	265,365	0.89%	2,349
FRANKLIN	7,871	8,545	-7.89%	-675	17,875	18,575	-3.77%	-700	26,016	26,766	-2.80%	-750
HANCOCK	14,094	14,899	-5.40%	-805	26,674	27,956	-4.59%	-1,283	43,910	45,756	-4.03%	-1,846
KENNEBEC	28,029	30,808	-9.02%	-2,778	59,221	62,013	-4.50%	-2,792	89,634	93,779	-4.42%	-4,144
KNOX	7,962	8,485	-6.16%	-523	16,544	17,398	-4.91%	-853	25,688	26,592	-3.40%	-905
LINCOLN	7,765	8,487	-8.51%	-722	15,443	16,511	-6.47%	-1,068	24,313	25,585	-4.97%	-1,272
OXFORD	9,479	10,311	-8.07%	-832	20,158	21,046	-4.22%	-888	30,927	32,086	-3.61%	-1,159
PENOBSCOT	36,506	38,843	-6.02%	-2,338	76,023	78,255	-2.85%	-2,232	116,557	119,741	-2.66%	-3,184
PISCATAQUIS	3,175	3,575	-11.18%	-399	6,656	7,262	-8.35%	-607	10,378	11,368	-8.71%	-990
SAGadahoc	7,428	8,033	-7.53%	-605	15,873	16,499	-3.79%	-626	24,027	24,903	-3.52%	-876
SOMERSET	10,499	11,109	-5.49%	-610	21,356	22,115	-3.43%	-759	32,440	33,098	-1.99%	-657
WALDO	6,250	6,491	-3.70%	-240	12,734	13,032	-2.29%	-298	19,689	19,935	-1.23%	-246
WASHINGTON	6,667	7,283	-8.46%	-616	13,540	14,497	-6.60%	-956	21,260	22,543	-5.69%	-1,283
YORK	37,968	41,885	-9.35%	-3,917	77,497	81,838	-5.30%	-4,341	119,301	125,269	-4.76%	-5,968
Months Included:	May 25, Apr 25, Mar 25	May 24, Apr 24, Mar 24			May 25, Apr 25, Mar 25, Feb 25, Jan 25, Dec 24	May 24, Apr 24, Mar 24, Feb 24, Jan 24, Dec 23			May 25, Apr 25, Mar 25, Feb 25, Jan 25, Dec 24, Nov 24, Oct 24, Sep 24	May 24, Apr 24, Mar 24, Feb 24, Jan 24, Dec 23, Nov 23, Oct 23, Sep 23		

Jan. 2023 + 1 day vs Jan. 2022, August 2022 +1 day vs August 2021, July 2022 -1 day vs July 2021, May 2022 +1 day vs May 2021

*Cases are 9Lt Equivalent

*Excludes Bailments, Depletions, and In-State Distillers

Maine County Case Analysis with 9LT Equiv - Top 25

Rank #	Acct #	Customer	License #	Location	County	May-25	Apr-25	Mar-25	Cases Last 3 Months	Cases Last 3 Months Prior Year	% Change	Case Diff
1	932210	OQUOSSOC GROCERY	AGN-09-101358	OQUOSSOC ,ME	FRANKLIN	139.41	93.27	290.56	523.23	291.17	79.70%	232.06
2	928127	SAM'S CLUB #6333 BANGOR	AGN-01-100721	BANGOR ,ME	PENOBSCOT	433.18	546.48	433.81	1,413.47	1,196.91	18.09%	216.56
3	939694	HILLTOP SUPERETTE	AGN-21-105721	PORTLAND ,ME	CUMBERLAND	387.40	374.47	318.47	1,080.33	899.76	20.07%	180.58
4	941476	C FARMS #5584 BERWICK	AGN-23-106793	BERWICK ,ME	YORK	124.82	164.43	126.88	416.12	293.61	41.72%	122.51
5	932780	SAM'S CLUB #6462 AUGUSTA	AGN-09-104536	AUGUSTA ,ME	KENNEBEC	572.22	478.36	435.17	1,485.75	1,363.37	8.98%	122.38
6	941161	C FARMS #5604 PORTLAND	AGN-23-107316	PORTLAND ,ME	CUMBERLAND	159.67	135.41	155.79	450.86	342.65	31.58%	108.21
7	940551	RUSTY LANTERN MARKET#1051	AGN-22-106335	TURNER ,ME	ANDROSCOGGIN	85.70	106.88	95.05	287.63	201.26	42.91%	86.36
8	932772	WALMART #2013 WATERVILLE	AGN-09-101494	WATERVILLE ,ME	KENNEBEC	310.81	394.70	260.10	965.61	893.53	8.07%	72.08
9	926139	FRESHIES - SOMESVILLE	AGN-97-100506	MOUNT DESERT ,ME	HANCOCK	136.23	65.68	66.99	268.89	198.20	35.67%	70.70
10	940437	ACTON TRADING POST	AGN-22-105451	ACTON ,ME	YORK	134.56	90.16	58.75	283.47	213.25	32.93%	70.22
11	929950	JOHN'S SHURFINE FOOD	AGN-04-100936	FORT KENT ,ME	AROOSTOOK	124.37	111.71	115.78	351.86	284.72	23.58%	67.14
12	930438	WENTWORTH FAMILY GROC BRO	AGN-07-101132	BROOKS ,ME	WALDO	102.12	97.85	109.83	309.80	243.20	27.39%	66.60
13	926220	DIPIETRO'S MARKET-S PORTL	AGN-94-100402	S PORTLAND ,ME	CUMBERLAND	674.15	649.11	485.40	1,808.66	1,742.09	3.82%	66.57
14	936393	LIL' GENERAL	AGN-16-103718	SANFORD ,ME	YORK	136.30	135.90	99.09	371.29	304.95	21.76%	66.34
15	935999	C FARMS #5606 WINSLOW	AGN-15-102394	WINSLOW ,ME	KENNEBEC	152.22	175.97	157.33	485.52	420.31	15.52%	65.22
16	940338	FOUR CORNER VARIETY	AGN-22-107934	UNION ,ME	KNOX	167.62	96.01	128.50	392.14	333.88	17.45%	58.26
17	927798	HANNAFORD #8220 GARDINER	AGN-92-100355	GARDINER ,ME	KENNEBEC	357.28	324.32	289.39	970.99	918.70	5.69%	52.29
18	941906	HANNAFORD #8453 FORT KENT	AGN-24-107173	FORT KENT ,ME	AROOSTOOK	210.08	153.10	200.91	564.08	512.04	10.16%	52.05
19	932061	FOOD CITY TURNER	AGN-08-101295	TURNER ,ME	ANDROSCOGGIN	132.42	121.87	118.68	372.98	322.75	15.56%	50.23
20	937821	LEADBETTER QUICK STOP	AGN-18-103188	ORONO ,ME	PENOBSCOT	69.85	60.93	52.63	183.40	138.98	31.97%	44.43
21	928242	SHAW'S #4543 PORT WESTGAT	AGN-01-100726	PORTLAND ,ME	CUMBERLAND	243.25	201.61	206.74	651.60	607.51	7.26%	44.10
22	937557	WALGREENS #17708 BLUE HIL	AGN-18-104896	BLUE HILL ,ME	HANCOCK	80.88	90.01	108.30	279.20	236.94	17.83%	42.25
23	940288	TOOT'S DELI	AGN-22-105236	DEXTER ,ME	PENOBSCOT	126.95	132.07	110.15	369.17	332.84	10.92%	36.33
24	939710	BELFAST VARIETY	AGN-21-104846	BELFAST ,ME	WALDO	158.51	201.01	146.61	506.12	471.52	7.34%	34.60
25	937250	WALGREENS #18416 FAIRFIEL	AGN-18-103724	FAIRFIELD ,ME	SOMERSET	64.85	66.93	93.00	224.78	191.57	17.34%	33.21
					TOTAL	5,284.83	5,068.24	4,663.90	15,016.97	12,955.69	15.91%	2,061.28

Sales Region				Cases Last 3 Months	Cases Last 3 Months Prior Year	% Change	Case Diff vs. Prior Year
State of Maine				307,898	329,420	-6.53%	-21,522

Top 25 Agents % of 3 month Business

4.88%

3.93%

New Items for Commission Approval
June 10, 2025

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class	Approved
MARTIGNETTI	E.J. GALLO WINERY	64753	CHUM CHURUM SOJU	375	20	\$47.57	\$5.99	CORDIALS	
MARTIGNETTI	E.J. GALLO WINERY	76729	SAERO ZERO SUGAR KOREAN SOJU	375	20	\$47.60	\$5.99	CORDIALS	
MARTIGNETTI	E.J. GALLO WINERY	66463	SOON HARI CITRON SOJU	375	20	\$56.05	\$5.99	CORDIALS	
MARTIGNETTI	E.J. GALLO WINERY	69728	SOON HARI LYCHEE SOJU	375	20	\$56.05	\$5.99	CORDIALS	
MARTIGNETTI	E.J. GALLO WINERY	69741	SOON HARI PLUM SOJU	375	20	\$56.05	\$5.99	CORDIALS	
MARTIGNETTI	PROXIMO SPIRITS, INC.	75275	KRAKEN GOLD SPICED RUM 4-15B CLUSTER PET	50	60	\$66.86	\$2.29	RUM	
MS WALKER	M.S. WALKER	78389	KOTA PANDAN LIQUEUR 700ML	700	6	\$135.31	\$39.99	CORDIALS	
MS WALKER	M.S. WALKER	45503	PLANTERAY SEALANDER RUM 700ML	700	6	\$155.18	\$46.99	RUM	
MS WALKER	ROYAL WINE CORP	16914	BOONDOCKS 6 YR SBW	750	6	\$141.60	\$41.99	BOURBON	
MS WALKER	ROYAL WINE CORP	84763	MEXXO ARTESANAL ESPADIN MEZCAL JOVEN	750	6	\$82.45	\$24.99	TEQUILA	
MS WALKER	ROYAL WINE CORP	84762	MEXXO X 100% AGAVE BLANCO TEQUILA	1000	12	\$131.57	\$19.99	TEQUILA	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	6562	GLENDRONACH 12 YR SGL MLT SCOTCH	700	6	\$237.87	\$69.99	SCOTCH	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	76010	JACK DANIEL'S TENN BLACKBERRY LIQ	750	12	\$188.65	\$27.99	WHISKEY	
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	21054	PENELOPE MARSHMELLOW TOAST PRIVATE BATC	750	6	\$236.36	\$69.99	BOURBON	
RNDC NEW HAMPSHIRE LLC	TEMPERANCE DISTILLING CO	72303	WHIP SHOTS CHOCOLATE (CAN)	200	12	\$95.04	\$14.99	VODKA	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	88685	PATRON BARREL SELECT ANEJO TEQUILA	750	12	\$445.34	\$66.99	TEQUILA	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	85335	PATRON SILVER TEQUILA	1000	6	\$232.45	\$69.99	TEQUILA	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	24579	LITTLE BOOK CHAPTER 9 BLENDED WHISKEY	750	6	\$541.34	\$159.99	WHISKEY	

New Items for Commission Approval
June 10, 2025

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class	Approved
SOUTHERN GLAZERS LLC	DISTILLER SALES CO.	75988	MEMBER'S MARK TRIPLE SEC ORANGE LIQ	1000	12	\$48.00	\$9.49	CORDIALS	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	17231	ELIJAH CRAIG SB MAPLE&APPLWD RYDER CUP	750	3	\$118.24	\$69.99	BOURBON	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	18120	EVAN WILLIAMS SINGLE BARREL VINTAGE BBN	750	6	\$117.91	\$34.99	BOURBON	
SOUTHERN GLAZERS LLC	MHW, LTD	84671	CONTRALUZ CRISTALINO REPOSADO TEQ 700ML	700	6	\$132.00	\$39.99	TEQUILA	
SOUTHERN GLAZERS LLC	MHW, LTD	22069	WHISTLEPIG PIGGYBACK 6 YR SGL BRL BBN	750	6	\$202.00	\$59.99	BOURBON	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	21275	1792 KSBW COGNAC CASK FINISH	750	6	\$168.69	\$49.99	BOURBON	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	21276	1792 SMALL BATCH KSBW	200	24	\$112.31	\$8.99	BOURBON	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	21277	1792 SMALL BATCH KSBW	50	120	\$84.26	\$1.79	BOURBON	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	75983	BLACK MAGIC BLACK SPICED RUM DSS (US)	1750	6	\$88.66	\$25.99	RUM	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	79999	BUFFALO TRACE BOURBON CREAM LIQUEUR	375	12	\$81.44	\$12.99	CORDIALS	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	76000	RECIPE 21 COCONUT RUM W/NATURAL FLV	1000	12	\$52.57	\$10.99	RUM	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	76004	RECIPE 21 PREM CHERRY VDK W/NAT FLV	1000	12	\$51.85	\$10.99	VODKA	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	76003	RECIPE 21 PREM GRAPE VDK W/NAT FLV	1000	12	\$51.85	\$10.99	VODKA	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	76002	RECIPE 21 PREM ORANGE VDK W/NAT FLV	1000	12	\$51.85	\$10.99	VODKA	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	76001	RECIPE 21 PREM RASPBERRY VDK W/NAT FLV	1000	12	\$51.85	\$10.99	VODKA	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	47039	RON CORINA BLACK RUM	1000	12	\$41.22	\$9.99	RUM	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	22400	SAZERAC RYE WHISKEY	200	12	\$68.73	\$10.99	WHISKEY	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	42779	RON ZACAPA XO SOLERA GRAN RESERVA ESPSCL	750	6	\$413.70	\$124.99	RUM	

New Items for Commission Approval
June 10, 2025

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class	Approved
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	78556	SMIRNOFF ELECTRIC GUAVA INFUSED VODKA	750	12	\$98.10	\$14.99	VODKA	
SOUTHERN GLAZERS LLC	PERNOD RICARD USA	67533	KAHLUA DUNKIN CARAMEL SWIRL CREAM LIQ	750	12	\$196.00	\$28.99	CORDIALS	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	76085	1911 CIDER DONUT BOURBON DSS	750	6	\$101.10	\$29.99	BOURBON	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	38260	1911 ESTABLISHED HONEYCRISP FLV VODKA	750	6	\$101.68	\$29.99	VODKA	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	76268	1911 ESTABLISHED SMB BOURBON CREAM WHK	750	6	\$101.44	\$29.99	CORDIALS	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	84798	ARETTE BLANCO TEQUILA CLASICA	700	12	\$225.43	\$33.99	TEQUILA	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	85504	ARETTE REPOSADO TEQ CLASICA 700ML	700	12	\$238.76	\$35.99	TEQUILA	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	68087	BILLY'S IRISH CREAM LIQUEUR	750	12	\$196.10	\$28.99	CORDIALS	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	10857	CASK & CREW DOUBLE OAKED STRAIGHT RYE	750	6	\$100.88	\$29.99	WHISKEY	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	66575	LIMONCELLO DEL MEDITERRANEO SERVIRE FRDO	1000	12	\$91.61	\$14.99	CORDIALS	
UNBROKERED	N.E. DISTILLING, LLC	75989	RACK IV WHITE SPIRIT DISTILLED LIMIT RLS	750	6	\$214.82	\$59.99	CORDIALS	
Total New Items - 47									

Label Changes for Commission Approval
June 10, 2025

Broker	Supplier	Code	Description	Size	Retail	Change	Approved
SOUTHERN GLAZERS	BEAM SUNTORY	19061	JIM BEAM KSBW	50ML	\$1.99	PACKAGE CHANGE (Temp - square to round)	
SOUTHERN GLAZERS	DIAGEO NORTH AMERICA INC	87103	ASTRAL BLANCO TEQUILA 80P	750ML	\$31.99	PACKAGE AND LABEL CHANGE	
MS WALKER	M.S. WALKER, INC.	78163	ST ELDER ELDERFLOWER 40P	375ML	\$13.99	LABEL CHANGE	
MS WALKER	M.S. WALKER, INC.	77474	ST ELDER ELDERFLOWER 40P	750ML	\$21.99	LABEL CHANGE	
MS WALKER	M.S. WALKER, INC.	78097	ST ELDER BLOOD ORANGE 70P	750ML	\$21.99	LABEL CHANGE	
MS WALKER	M.S. WALKER, INC.	72143	ST ELDER ESPRESSO 53P	375ML	\$13.99	LABEL CHANGE	
MS WALKER	M.S. WALKER, INC.	72123	ST ELDER ESPRESSO 53P	750ML	\$21.99	LABEL CHANGE	
MS WALKER	M.S. WALKER, INC.	64219	ST ELDER HAZELNUT 40P	750ML	\$21.99	LABEL CHANGE	
MS WALKER	M.S. WALKER, INC.	78099	ST ELDER PINK GRAPEFR 40P	750ML	\$21.99	LABEL CHANGE	
MARTIGNETTI	PROXIMO SPIRITS, INC.	27605	TINCUP AMERICAN WHISKEY 84P	750ML	\$29.99	LABEL CHANGE	
Total Label Changes - 10							

Quarterly Price Adjustments for Commission Approval
June 9, 2025 (effective August 1, 2025)

Broker	Vendor	Item #	Description	Size	Pack	Current FOB	Current Retail	New FOB	New Retail	FOB Diff	Retail Diff	Category	Changed By	Approved
EASTERLY WINE	MHW, LTD	64305	BATAVIA ARR VON OOST 100P	750ML	12	\$213.00	\$32.49	\$217.00	\$32.99	\$4.00	\$0.50	RUM	Supplier	
EASTERLY WINE	MHW, LTD	30548	HAYMANS NAVY STR 114P	750ML	12	\$193.00	\$29.99	\$200.00	\$30.99	\$7.00	\$1.00	GIN	Supplier	
EASTERLY WINE	MHW, LTD	30543	HAYMANS SLOE GIN 52P	750ML	12	\$183.00	\$27.99	\$193.00	\$29.49	\$10.00	\$1.50	GIN	Supplier	
EASTERLY WINE	MHW, LTD	42249	SMITH&CROSS JAMAICAN 114P	750ML	12	\$217.00	\$33.49	\$220.00	\$33.49	\$3.00	\$0.00	RUM	Supplier	
LISA CZUBAK	GLOBAL CRAFT SPIRITS	85128	ANCLA ULTRA BLANCO 80P	750ML	4	\$350.00	\$157.99	\$300.00	\$135.49	(\$50.00)	(\$22.50)	TEQUILA	Supplier	
LISA CZUBAK	GLOBAL CRAFT SPIRITS	85131	CENTELLA 4 VARIEDADES 88P	750ML	4	\$450.00	\$202.99	\$320.00	\$144.49	(\$130.00)	(\$58.50)	TEQUILA	Supplier	
LISA CZUBAK	GLOBAL CRAFT SPIRITS	85130	CENTELLA ESPADIN MEZ 84P	750ML	4	\$375.00	\$168.99	\$288.00	\$129.99	(\$87.00)	(\$39.00)	TEQUILA	Supplier	
MARTIGNETTI	E.J. GALLO WINERY	85782	DERRUMBES POTOSI MZCL 86P	750ML	6	\$159.28	\$47.99	\$199.27	\$59.99	\$39.99	\$12.00	TEQUILA	Supplier	
MARTIGNETTI	E.J. GALLO WINERY	31473	NEW AMSTERDAM GIN 80P	1.75L	6	\$94.41	\$27.99	\$97.84	\$28.99	\$3.43	\$1.00	GIN	Supplier	
MARTIGNETTI	MARTIGNETTI	22492	BIB & TUCKER DBL CHAR 88P	750ML	6	\$202.61	\$59.99	\$185.70	\$54.99	(\$16.91)	(\$5.00)	WHISKEY	Supplier	
MARTIGNETTI	MARTIGNETTI	16814	BIB & TUCKER SM BATCH 92P	750ML	6	\$202.61	\$59.99	\$185.65	\$54.99	(\$16.96)	(\$5.00)	BOURBON	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	4698	BRUICH SCOTTISH BARL 100P	750ML	6	\$210.50	\$61.99	\$168.52	\$49.99	(\$41.98)	(\$12.00)	SCOTCH	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	64774	COINTREAU 80P	375ML	24	\$338.00	\$26.99	\$300.32	\$23.99	(\$37.68)	(\$3.00)	CORDIALS	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	64774	COINTREAU 80P	375ML	24	\$338.00	\$26.99	\$300.32	\$23.99	(\$37.68)	(\$3.00)	CORDIALS	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	65897	METAXA OUZO 80P	700ML	12	\$154.67	\$22.99	\$147.89	\$21.99	(\$6.78)	(\$1.00)	CORDIALS	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	42668	MT GAY ECLIPSE DARK 80P	1.75L	6	\$148.38	\$42.99	\$137.85	\$39.99	(\$10.53)	(\$3.00)	RUM	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	44840	MT GAY NAVY RUM 114P	700ML	12	\$197.14	\$29.99	\$163.99	\$24.99	(\$33.15)	(\$5.00)	RUM	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	49066	REMY MARTIN LOUIS 13 80P	700ML	1	\$2,499.88	\$4,499.99	\$2,333.23	\$4,199.99	(\$166.65)	(\$300.00)	COGNAC	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	49156	REMY MARTIN XO EXCEL 80P	750ML	12	\$1,565.34	\$234.99	\$1,465.34	\$219.99	(\$100.00)	(\$15.00)	COGNAC	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	28907	THE BOTANIST ISLAY GIN92P	1.75L	6	\$272.46	\$79.99	\$248.46	\$72.99	(\$24.00)	(\$7.00)	GIN	Supplier	
MARTIGNETTI	REMY AMERIQUE INC	28904	THE BOTANIST ISLAY GIN92P	375ML	12	\$133.99	\$21.99	\$121.75	\$19.99	(\$12.24)	(\$2.00)	GIN	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	74867	ICE 101 APPLE 101P	50ML	120	\$84.12	\$1.79	\$54.60	\$1.49	(\$29.52)	(\$0.30)	CORDIALS	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	74868	ICE 101 BANANA 101P	50ML	120	\$84.12	\$1.79	\$54.60	\$1.49	(\$29.52)	(\$0.30)	CORDIALS	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	74869	ICE 101 GRAPE 101P	50ML	120	\$84.12	\$1.79	\$54.60	\$1.49	(\$29.52)	(\$0.30)	CORDIALS	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	74870	ICE 101 PEACH 101P	50ML	120	\$84.12	\$1.79	\$54.60	\$1.49	(\$29.52)	(\$0.30)	CORDIALS	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	74871	ICE 101 WATERMELON 101P	50ML	120	\$84.12	\$1.79	\$54.60	\$1.49	(\$29.52)	(\$0.30)	CORDIALS	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	86546	RAMS POINT PB WHISKEY 70P	50ML	120	\$84.73	\$1.79	\$55.21	\$1.49	(\$29.52)	(\$0.30)	WHISKEY	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	86887	SOUTHERN COMFORT 70P	1L	12	\$133.96	\$19.99	\$127.24	\$18.99	(\$6.72)	(\$1.00)	WHISKEY	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	86881	SOUTHERN COMFORT 70P	50ML	120	\$84.73	\$1.79	\$55.21	\$1.49	(\$29.52)	(\$0.30)	WHISKEY	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	86916	SOUTHERN COMFORT 100 100P	750ML	12	\$133.84	\$19.99	\$106.46	\$15.99	(\$27.38)	(\$4.00)	WHISKEY	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	86914	SOUTHERN COMFORT 100 100P	375ML	24	\$136.66	\$10.99	\$111.52	\$8.99	(\$25.14)	(\$2.00)	WHISKEY	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	86918	SOUTHERN COMFORT 100 100P	1.75L	6	\$121.48	\$34.99	\$103.84	\$29.99	(\$17.64)	(\$5.00)	WHISKEY	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	86911	SOUTHERN COMFORT 100 100P	50ML	120	\$84.14	\$1.79	\$54.62	\$1.49	(\$29.52)	(\$0.30)	WHISKEY	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	86998	SOUTHERN COMFORT 100 100P	100ML	48	\$54.08	\$2.99	\$45.82	\$2.79	(\$8.26)	(\$0.20)	WHISKEY	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	86913	SOUTHERN COMFORT 100 100P	200ML	48	\$128.97	\$5.99	\$109.04	\$5.29	(\$19.93)	(\$0.70)	WHISKEY	Supplier	

Quarterly Price Adjustments for Commission Approval
June 9, 2025 (effective August 1, 2025)

Broker	Vendor	Item #	Description	Size	Pack	Current FOB	Current Retail	New FOB	New Retail	FOB Diff	Retail Diff	Category	Changed By	Approved
MARTIGNETTI	SAZERAC CO., INC.	86873	SOUTHERN COMFORT BLK 80P	750ML	12	\$120.62	\$17.99	\$107.06	\$15.99	(\$13.56)	(\$2.00)	WHISKEY	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	86867	SOUTHERN COMFORT BLK 80P	50ML	120	\$84.54	\$1.79	\$55.02	\$1.49	(\$29.52)	(\$0.30)	WHISKEY	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	86872	SOUTHERN COMFORT BLK 80P	1.75L	6	\$114.83	\$32.99	\$104.25	\$29.99	(\$10.58)	(\$3.00)	WHISKEY	Supplier	
MARTIGNETTI	SAZERAC CO., INC.	100526	SOUTHERN COMFORT W/GL 80P	750ML	6	\$60.34	\$17.99	\$55.53	\$16.99	(\$4.81)	(\$1.00)	WHISKEY	Supplier	
MS WALKER	M.S. WALKER, INC.	87210	BANHEZ JOVEN MEZCAL 84P	1L	12	\$264.81	\$39.99	\$298.15	\$44.99	\$33.34	\$5.00	MEZCAL	Supplier	
MS WALKER	M.S. WALKER, INC.	64531	COMBIER CREME DE CASS 40P	750ML	6	\$108.13	\$31.99	\$114.91	\$33.99	\$6.78	\$2.00	CORDIALS	Supplier	
MS WALKER	M.S. WALKER, INC.	64534	COMBIER CRM PAMPLMOUS 32P	750ML	6	\$108.20	\$31.99	\$114.98	\$33.99	\$6.78	\$2.00	CORDIALS	Supplier	
MS WALKER	M.S. WALKER, INC.	64537	COMBIER D ORANGE 80P	1L	6	\$144.86	\$42.99	\$151.64	\$44.99	\$6.78	\$2.00	CORDIALS	Supplier	
MS WALKER	M.S. WALKER, INC.	64769	COMBIER DORANGE 80P	750ML	12	\$242.68	\$35.99	\$256.28	\$37.99	\$13.60	\$2.00	COCKTAILS	Supplier	
MS WALKER	M.S. WALKER, INC.	64535	COMBIER LIQUER DE ROSE50P	750ML	6	\$152.12	\$44.99	\$158.90	\$46.99	\$6.78	\$2.00	COCKTAILS	Supplier	
MS WALKER	M.S. WALKER, INC.	64487	COMBIER PECHE LIQUEUR 40P	750ML	6	\$108.13	\$31.99	\$114.91	\$33.99	\$6.78	\$2.00	CORDIALS	Supplier	
MS WALKER	M.S. WALKER, INC.	88694	LIBELULA JOVEN GOLD 80P	1L	12	\$204.90	\$30.99	\$218.23	\$32.99	\$13.33	\$2.00	TEQUILA	Supplier	
MS WALKER	M.S. WALKER, INC.	66781	SIBONA CAMOMILLA 64P	1L	6	\$148.43	\$43.99	\$165.38	\$48.99	\$16.95	\$5.00	CORDIALS	Supplier	
MS WALKER	M.S. WALKER, INC.	51626	SIBONA GRAPPA 88P	1L	6	\$142.61	\$43.99	\$149.13	\$45.99	\$6.52	\$2.00	CORDIALS	Supplier	
MS WALKER	M.S. WALKER, INC.	51628	SIBONA UVE DI LANGHE 80P	1L	6	\$260.00	\$79.99	\$266.52	\$81.99	\$6.52	\$2.00	BRANDY	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	26885	JACK DANIELS SB SLCT 94P	750ML	6	\$168.70	\$49.99	\$168.70	\$49.99	\$0.00	\$0.00	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	BULLY BOY DISTILLERS	37849	BULLY BOY SEACOAST VD 80P	1L	6	\$68.95	\$20.49	\$65.54	\$19.49	(\$3.41)	(\$1.00)	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	CONSTELLATION BRANDS	18603	HIGH WEST BOURBON 92P	375ML	12	\$125.00	\$20.49	\$124.93	\$19.99	(\$0.07)	(\$0.50)	BOURBON	Supplier	
RNDC NEW HAMPSHIRE LLC	DISARONNO INTERNATIONAL	64135	DISARONNO AMARETTO 56P	375ML	12	\$116.07	\$18.99	\$129.20	\$20.99	\$13.13	\$2.00	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	DISARONNO INTERNATIONAL	64136	DISARONNO AMARETTO 56P	750ML	12	\$220.10	\$32.99	\$236.30	\$34.99	\$16.20	\$2.00	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	DISARONNO INTERNATIONAL	64138	DISARONNO AMARETTO 56P	1.75L	6	\$211.00	\$59.99	\$211.86	\$59.99	\$0.86	\$0.00	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	EDRINGTON AMERICAS	42458	BRUGAL ANEJO 80P	750ML	12	\$157.50	\$23.99	\$164.43	\$24.99	\$6.93	\$1.00	RUM	Supplier	
RNDC NEW HAMPSHIRE LLC	KOBRAND CORPORATION	65521	AMARO LUCANO LIQ 56P	750ML	12	\$216.00	\$31.99	\$222.78	\$32.99	\$6.78	\$1.00	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	68846	ST BRENDANS IRISH CRM 34P	750ML	12	\$114.68	\$16.99	\$121.46	\$17.99	\$6.78	\$1.00	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	68848	ST BRENDANS IRISH CRM 34P	1.75L	6	\$105.80	\$29.99	\$112.90	\$31.99	\$7.10	\$2.00	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	MARUSSIA BEVERAGES USA II	64363	BARENJAGER HONEY/BOUR 70P	750ML	6	\$94.27	\$27.99	\$111.27	\$32.99	\$17.00	\$5.00	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	MARUSSIA BEVERAGES USA II	16026	HATOZAKI FINEST 80P	750ML	6	\$151.87	\$44.99	\$134.92	\$39.99	(\$16.95)	(\$5.00)	JAPANESE WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	MARUSSIA BEVERAGES USA II	16193	HATOZAKI SB 12YR 92P	750ML	6	\$372.10	\$109.99	\$338.21	\$99.99	(\$33.89)	(\$10.00)	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	MARUSSIA BEVERAGES USA II	103123	MOZART CHOCOLATE W/GL 34P	750ML	6	\$97.18	\$28.99	\$101.40	\$29.99	\$4.22	\$1.00	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	MARUSSIA BEVERAGES USA II	6059	TORABHAIG SGL MALT 92P	750ML	6	\$212.78	\$62.99	\$168.71	\$49.99	(\$44.07)	(\$13.00)	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	18353	FOUR ROSES 80P	1L	12	\$218.43	\$32.49	\$208.26	\$30.99	(\$10.17)	(\$1.50)	BOURBON	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	18352	FOUR ROSES BOURBON 80P	750ML	12	\$195.18	\$28.99	\$181.62	\$26.99	(\$13.56)	(\$2.00)	BOURBON	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	18351	FOUR ROSES BOURBON 80P	1.75L	6	\$185.42	\$52.99	\$157.19	\$44.99	(\$28.23)	(\$8.00)	BOURBON	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	18351	FOUR ROSES BOURBON 80P	1.75L	6	\$185.42	\$52.99	\$157.19	\$44.99	(\$28.23)	(\$8.00)	BOURBON	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	18376	FOUR ROSES SELECT 80P	750ML	6	\$239.96	\$70.99	\$212.84	\$62.99	(\$27.12)	(\$8.00)	WHISKEY	Supplier	

Quarterly Price Adjustments for Commission Approval
June 9, 2025 (effective August 1, 2025)

Broker	Vendor	Item #	Description	Size	Pack	Current FOB	Current Retail	New FOB	New Retail	FOB Diff	Retail Diff	Category	Changed By	Approved
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	18348	FOUR ROSES SML BATCH 90P	750ML	6	\$151.72	\$44.99	\$131.38	\$38.99	(\$20.34)	(\$6.00)	BOURBON	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	18350	FOUR ROSES SNGL BRRL 100P	750ML	6	\$192.33	\$56.99	\$178.77	\$52.99	(\$13.56)	(\$4.00)	BOURBON	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	65069	GIFFARD ABRICOT 50P	750ML	6	\$152.12	\$44.99	\$141.95	\$41.99	(\$10.17)	(\$3.00)	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	65011	GIFFARD BANANE 50P	750ML	6	\$158.90	\$46.99	\$141.95	\$41.99	(\$16.95)	(\$5.00)	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	65073	GIFFARD BLACKBERRY LIQ32P	750ML	6	\$135.32	\$39.99	\$125.15	\$36.99	(\$10.17)	(\$3.00)	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	65059	GIFFARD BLUE CURACAO 50P	750ML	6	\$135.17	\$39.99	\$125.00	\$36.99	(\$10.17)	(\$3.00)	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	68426	GIFFARD CR DECACAO BL 50P	750ML	6	\$131.78	\$38.99	\$125.00	\$36.99	(\$6.78)	(\$2.00)	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	65083	GIFFARD CREME PECHE 32P	750ML	6	\$128.54	\$37.99	\$125.15	\$36.99	(\$3.39)	(\$1.00)	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	65071	GIFFARD FRAISE D BOIS 32P	750ML	6	\$128.54	\$37.99	\$125.15	\$36.99	(\$3.39)	(\$1.00)	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	65072	GIFFARD FRAMBOISE 32P	750ML	6	\$128.54	\$37.99	\$125.15	\$36.99	(\$3.39)	(\$1.00)	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	65077	GIFFARD LICI LILYCHEE36P	750ML	6	\$131.90	\$38.99	\$125.12	\$36.99	(\$6.78)	(\$2.00)	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	72098	GIFFARD MANGO LIQUEUR 40P	750ML	6	\$131.86	\$38.99	\$125.08	\$36.99	(\$6.78)	(\$2.00)	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	65074	GIFFARD PAMPLEMOUSE 32P	750ML	6	\$128.54	\$37.99	\$125.15	\$36.99	(\$3.39)	(\$1.00)	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	65064	GIFFARD PASSION FRUIT 32P	750ML	6	\$128.54	\$37.99	\$125.15	\$36.99	(\$3.39)	(\$1.00)	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	65062	GIFFARD PINEAPPLE 40P	750ML	6	\$162.33	\$47.99	\$142.03	\$41.99	(\$20.30)	(\$6.00)	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	65325	GIFFARD RHUBARBE LIQ 40P	750ML	6	\$128.47	\$37.99	\$125.08	\$36.99	(\$3.39)	(\$1.00)	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	65087	GIFFARD VANILLE 40P	750ML	6	\$158.98	\$46.99	\$142.03	\$41.99	(\$16.95)	(\$5.00)	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	65088	GIFFARD WLD ELDERFLWR 40P	750ML	6	\$158.98	\$46.99	\$142.03	\$41.99	(\$16.95)	(\$5.00)	CORDIALS	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	86503	HOWLER HEAD BANANA 80P	750ML	12	\$222.38	\$32.99	\$147.80	\$21.99	(\$74.58)	(\$11.00)	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	66941	STOLI CHAMOY FLV VODKA70P	750ML	12	\$148.68	\$21.99	\$156.35	\$23.49	\$7.67	\$1.50	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34744	STOLICHNAYA 80P	375ML	12	\$81.79	\$12.99	\$85.62	\$13.99	\$3.83	\$1.00	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34746	STOLICHNAYA 80P	750ML	12	\$148.51	\$21.99	\$156.35	\$23.49	\$7.84	\$1.50	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34747	STOLICHNAYA 80P	1L	12	\$189.00	\$27.99	\$206.08	\$30.49	\$17.08	\$2.50	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34748	STOLICHNAYA 80P	1.75L	6	\$127.67	\$35.99	\$136.61	\$38.49	\$8.94	\$2.50	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34786	STOLICHNAYA BLUEBERI 70P	750ML	12	\$148.68	\$21.99	\$156.35	\$23.49	\$7.67	\$1.50	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34787	STOLICHNAYA BLUEBERI 75P	1L	12	\$189.14	\$27.99	\$206.19	\$30.49	\$17.05	\$2.50	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34788	STOLICHNAYA BLUEBERI 75P	1.75L	6	\$127.78	\$35.99	\$136.72	\$38.49	\$8.94	\$2.50	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34712	STOLICHNAYA CITROS 70P	1L	12	\$189.20	\$27.99	\$206.30	\$30.49	\$17.10	\$2.50	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	36808	STOLICHNAYA CUCUMBER 75P	750ML	12	\$148.68	\$21.99	\$156.35	\$23.49	\$7.67	\$1.50	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34726	STOLICHNAYA GOLD 80P	750ML	6	\$84.51	\$24.99	\$89.71	\$26.99	\$5.20	\$2.00	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34679	STOLICHNAYA KARAMEL 75P	750ML	12	\$148.63	\$21.99	\$156.35	\$23.49	\$7.72	\$1.50	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	37044	STOLICHNAYA LIME 75P	750ML	12	\$148.68	\$21.99	\$156.35	\$23.49	\$7.67	\$1.50	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34736	STOLICHNAYA OHRANJ 70P	750ML	12	\$148.68	\$21.99	\$156.35	\$23.49	\$7.67	\$1.50	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34737	STOLICHNAYA OHRANJ 70P	1L	12	\$189.20	\$27.99	\$206.30	\$30.49	\$17.10	\$2.50	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34738	STOLICHNAYA OHRANJ 75P	1.75L	6	\$127.78	\$35.99	\$136.72	\$38.49	\$8.94	\$2.50	VODKA	Supplier	

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RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34870	STOLICHNAYA RAZBERI 70P	750ML	12	\$148.68	\$21.99	\$156.35	\$23.49	\$7.67	\$1.50	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34871	STOLICHNAYA RAZBERI 75P	1L	12	\$189.14	\$27.99	\$206.19	\$30.49	\$17.05	\$2.50	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34869	STOLICHNAYA RAZBERI 75P	1.75L	6	\$127.78	\$35.99	\$136.72	\$38.49	\$8.94	\$2.50	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34880	STOLICHNAYA VANIL 75P	750ML	12	\$148.63	\$21.99	\$156.35	\$23.49	\$7.72	\$1.50	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34881	STOLICHNAYA VANIL 75P	1L	12	\$189.14	\$27.99	\$206.19	\$30.49	\$17.05	\$2.50	VODKA	Supplier	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34883	STOLICHNAYA VANILLA 75P	1.75L	6	\$127.78	\$35.99	\$136.72	\$38.49	\$8.94	\$2.50	VODKA	Supplier	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	27380	ANGELS ENVY RYE 100P	750ML	6	\$321.19	\$94.99	\$270.34	\$79.99	(\$50.85)	(\$15.00)	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	28207	BOMBAY GIN 86P	1L	12	\$169.45	\$25.99	\$176.14	\$26.99	\$6.69	\$1.00	GIN	Supplier	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	87304	CAZADORES BLANCO TEQ 80P	375ML	24	\$209.08	\$16.99	\$122.48	\$9.99	(\$86.60)	(\$7.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	89120	CAZADORES REPOSADO 80P	375ML	24	\$209.08	\$16.99	\$122.48	\$9.99	(\$86.60)	(\$7.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	4866	DEWARS WHITE LABEL 80P	750ML	12	\$175.92	\$25.99	\$169.10	\$24.99	(\$6.82)	(\$1.00)	SCOTCH	Supplier	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	88294	PATRON SILVER 80P	375ML	12	\$197.25	\$31.99	\$184.95	\$29.99	(\$12.30)	(\$2.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	87619	ESPOLON BLANCO TEQ 80P	750ML	12	\$225.34	\$33.99	\$198.67	\$29.99	(\$26.67)	(\$4.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	89286	ESPOLON REPOSADO TEQ 80P	750ML	12	\$238.67	\$35.99	\$218.67	\$32.99	(\$20.00)	(\$3.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	87103	ASTRAL BLANCO TEQUILA 80P	750ML	6	\$106.00	\$31.99	\$66.00	\$19.99	(\$40.00)	(\$12.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	10838	CROWN ROYAL BLACK 90P	1.75L	6	\$182.31	\$53.99	\$185.72	\$54.99	\$3.41	\$1.00	CANADIAN WHISKE	Supplier	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	89164	DON JULIO ANEJO 1942 80P	750ML	6	\$666.00	\$199.99	\$599.33	\$179.99	(\$66.67)	(\$20.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	89154	DON JULIO REPOSADO 80P	750ML	6	\$209.33	\$62.99	\$212.67	\$63.99	\$3.34	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	22404	BERNHEIM WHEAT WHSKY 119P	750ML	3	\$113.03	\$66.99	\$114.72	\$67.99	\$1.69	\$1.00	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	MHW, LTD	87182	818 ANEJO 100% 80P	750ML	6	\$199.33	\$59.99	\$175.00	\$52.99	(\$24.33)	(\$7.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	MHW, LTD	87194	818 BLANCO 100% 80P	750ML	6	\$132.67	\$39.99	\$108.00	\$32.99	(\$24.67)	(\$7.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	MHW, LTD	85324	818 BLANCO TEQUILA 80P	375ML	12	\$154.02	\$24.99	\$108.99	\$17.99	(\$45.03)	(\$7.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	MHW, LTD	87181	818 REPOSADO 100% 80P	750ML	6	\$166.00	\$49.99	\$141.00	\$42.99	(\$25.00)	(\$7.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	MHW, LTD	85325	818 REPOSADO TEQUILA 80P	375ML	12	\$184.95	\$29.99	\$133.00	\$21.99	(\$51.95)	(\$8.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	MHW, LTD	37248	BROKEN SHED VODKA 80P	1.75L	6	\$116.90	\$32.99	\$120.49	\$33.99	\$3.59	\$1.00	VODKA	Supplier	
SOUTHERN GLAZERS LLC	MHW, LTD	37061	BROKEN SHED VODKA 80P	750ML	6	\$84.55	\$24.99	\$87.96	\$25.99	\$3.41	\$1.00	VODKA	Supplier	
SOUTHERN GLAZERS LLC	MHW, LTD	87705	CASA DRAGONES ANEJO 80P	375ML	12	\$587.00	\$94.99	\$556.00	\$89.99	(\$31.00)	(\$5.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	MHW, LTD	87231	CASA DRAGONES BLANCO 80P	375ML	12	\$277.00	\$44.99	\$246.50	\$39.99	(\$30.50)	(\$5.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	MHW, LTD	85719	CASA DRAGONES REPOSADO80P	750ML	3	\$266.00	\$159.99	\$249.00	\$149.99	(\$17.00)	(\$10.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	33423	BELVEDERE ORG VODKA 80P	375ML	12	\$110.35	\$17.49	\$113.65	\$17.99	\$3.30	\$0.50	VODKA	Supplier	
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	38285	BELVEDERE ORG VODKA 80P	1L	6	\$125.23	\$36.99	\$132.05	\$38.99	\$6.82	\$2.00	VODKA	Supplier	
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	33419	BELVEDERE PURE ORGANIC80P	1L	6	\$125.23	\$36.99	\$132.05	\$38.99	\$6.82	\$2.00	VODKA	Supplier	
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	33418	BELVEDERE PURE ORGANIC80P	1.75L	6	\$210.30	\$58.99	\$213.90	\$59.99	\$3.60	\$1.00	VODKA	Supplier	
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	38287	BELVEDERE VODKA 80P	750ML	6	\$101.55	\$29.99	\$108.38	\$31.99	\$6.83	\$2.00	VODKA	Supplier	
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	5105	GLENMORANGIE QUINTA 92P	750ML	6	\$254.65	\$74.99	\$237.85	\$69.99	(\$16.80)	(\$5.00)	SCOTCH	Supplier	

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SOUTHERN GLAZERS LLC	MOET HENNESSY USA	48107	HENNESSY VS 80P	1L	12	\$364.90	\$54.99	\$378.23	\$56.99	\$13.33	\$2.00	COGNAC	Supplier	
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	88598	VOLCAN BLANCO 80P	750ML	6	\$189.25	\$56.99	\$166.00	\$49.99	(\$23.25)	(\$7.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	26974	WOODINVILLE PORT FNSH 90P	750ML	12	\$337.46	\$49.99	\$303.56	\$44.99	(\$33.90)	(\$5.00)	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	26975	WOODINVILLE RYE 90P	750ML	12	\$283.20	\$41.99	\$269.67	\$39.99	(\$13.53)	(\$2.00)	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	PARK STREET IMPORTS	85524	EL TEQUILENO BLANCO 80P	750ML	12	\$172.01	\$25.99	\$145.34	\$21.99	(\$26.67)	(\$4.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	PARK STREET IMPORTS	85461	EL TEQUILENO REPOSADO 80P	750ML	12	\$198.67	\$29.99	\$165.34	\$24.99	(\$33.33)	(\$5.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	PARK STREET IMPORTS	18522	HEAVENS DOOR ASCENSION92P	750ML	6	\$168.50	\$49.99	\$151.00	\$44.99	(\$17.50)	(\$5.00)	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	PARK STREET IMPORTS	26670	HEAVENS DOOR BOURBON 92P	750ML	6	\$168.50	\$49.99	\$134.00	\$39.99	(\$34.50)	(\$10.00)	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	PARK STREET IMPORTS	74299	HEAVENS DOOR CALVAD 108P	750ML	6	\$269.00	\$79.99	\$235.00	\$69.99	(\$34.00)	(\$10.00)	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	PERNOD RICARD USA	15639	JAMESON 18Y IRISH WHS 92P	750ML	3	\$294.50	\$179.99	\$311.04	\$189.99	\$16.54	\$10.00	IRISH WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	PERNOD RICARD USA	28699	MONKEY 47 94P	375ML	6	\$131.00	\$42.99	\$122.00	\$39.99	(\$9.00)	(\$3.00)	GIN	Supplier	
SOUTHERN GLAZERS LLC	PHILLIPS PRODUCTS CO	68587	MEMBERS MARK CHURRO 34P	1L	12	\$98.10	\$15.99	\$91.50	\$14.99	(\$6.60)	(\$1.00)	CORDIALS	Supplier	
SOUTHERN GLAZERS LLC	PHILLIPS PRODUCTS CO	6320	TOMATIN 36YR SGL MALT 92P	750ML	3	\$2,556.00	\$1,499.99	\$3,067.00	\$1,799.99	\$511.00	\$300.00	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	PHILLIPS PRODUCTS CO	6316	TOMATIN SCOTCH 86P	750ML	6	\$142.25	\$41.99	\$145.25	\$42.99	\$3.00	\$1.00	SCOTCH	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	44343	CALYPSO SPICED RUM 70P	50ML	120	\$84.73	\$1.79	\$55.21	\$1.49	(\$29.52)	(\$0.30)	RUM	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	42136	MARGARITAVLLE SPICED 70P	50ML	120	\$84.73	\$1.79	\$55.21	\$1.49	(\$29.52)	(\$0.30)	RUM	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	38081	PLATINUM 7X VODKA 80P	50ML	120	\$84.54	\$1.79	\$55.02	\$1.49	(\$29.52)	(\$0.30)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	21538	STAGG STRAIGHT BRBN127.8P	750ML	6	\$202.27	\$59.99	\$219.26	\$64.99	\$16.99	\$5.00	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	38412	SVEDKA 100 PROOF 100P	50ML	120	\$84.14	\$1.79	\$54.62	\$1.49	(\$29.52)	(\$0.30)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	36315	SVEDKA 100 PROOF 100P	750ML	12	\$101.54	\$15.49	\$67.10	\$11.99	(\$34.44)	(\$3.50)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	38411	SVEDKA 100 PROOF 100P	1.75L	6	\$93.37	\$26.99	\$78.61	\$23.99	(\$14.76)	(\$3.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	36578	SVEDKA BLUE RASPBERRY 70P	1.75L	6	\$94.41	\$26.99	\$69.18	\$21.99	(\$25.23)	(\$5.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	36576	SVEDKA BLUE RASPBERRY 70P	750ML	12	\$102.43	\$15.49	\$67.60	\$11.99	(\$34.83)	(\$3.50)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	36575	SVEDKA BLUE RASPBERRY 70P	375ML	12	\$62.50	\$9.99	\$47.67	\$7.99	(\$14.83)	(\$2.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	36577	SVEDKA BLUE RASPBERRY 70P	1L	12	\$105.48	\$16.49	\$95.64	\$15.49	(\$9.84)	(\$1.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	37302	SVEDKA CHERRY LIMEADE 70P	750ML	12	\$102.43	\$15.49	\$67.99	\$11.99	(\$34.44)	(\$3.50)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	37304	SVEDKA CHERRY LIMEADE 70P	1.75L	6	\$94.41	\$26.99	\$69.81	\$21.99	(\$24.60)	(\$5.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	34769	SVEDKA CITRON 70P	1.75L	6	\$94.41	\$26.99	\$69.81	\$21.99	(\$24.60)	(\$5.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	34840	SVEDKA CITRON 70P	1L	12	\$115.42	\$17.49	\$95.64	\$15.49	(\$19.78)	(\$2.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	35244	SVEDKA CLEMENTINE 70P	1.75L	6	\$94.41	\$26.99	\$69.81	\$21.99	(\$24.60)	(\$5.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	34824	SVEDKA CLEMENTINE 70P	1L	12	\$115.42	\$17.49	\$95.64	\$15.49	(\$19.78)	(\$2.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	33660	SVEDKA MANGO PINEAPPL 70P	1.75L	6	\$94.41	\$26.99	\$69.81	\$21.99	(\$24.60)	(\$5.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	33656	SVEDKA MANGO PINEAPPL 70P	50ML	120	\$84.73	\$1.79	\$55.21	\$1.49	(\$29.52)	(\$0.30)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	33658	SVEDKA MANGO PINEAPPL 70P	750ML	12	\$102.43	\$15.49	\$67.99	\$11.99	(\$34.44)	(\$3.50)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	33569	SVEDKA PEACH 70P	1.75L	6	\$94.41	\$26.99	\$69.81	\$21.99	(\$24.60)	(\$5.00)	VODKA	Supplier	

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SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	34813	SVEDKA RASPBERRY 70P	1L	12	\$115.42	\$17.49	\$95.64	\$15.49	(\$19.78)	(\$2.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	33663	SVEDKA STRAW LEMONADE 70P	750ML	12	\$102.43	\$15.49	\$67.99	\$11.99	(\$34.44)	(\$3.50)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	33662	SVEDKA STRAW LEMONADE 70P	375ML	12	\$62.50	\$9.99	\$47.67	\$7.99	(\$14.83)	(\$2.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	33661	SVEDKA STRAW LEMONADE 70P	50ML	120	\$84.73	\$1.79	\$55.21	\$1.49	(\$29.52)	(\$0.30)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	33665	SVEDKA STRAW LEMONADE 70P	1.75L	6	\$94.41	\$26.99	\$69.81	\$21.99	(\$24.60)	(\$5.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	67357	SVEDKA STRAWBERRY GUA 60P	750ML	12	\$102.73	\$15.49	\$67.99	\$11.99	(\$34.74)	(\$3.50)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	34820	SVEDKA VODKA 80P	750ML	12	\$102.14	\$15.49	\$67.70	\$11.99	(\$34.44)	(\$3.50)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	34818	SVEDKA VODKA 80P	50ML	120	\$84.54	\$1.79	\$55.02	\$1.49	(\$29.52)	(\$0.30)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	34821	SVEDKA VODKA 80P	1.75L	6	\$94.06	\$26.99	\$79.30	\$23.99	(\$14.76)	(\$3.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	36482	SVEDKA VODKA 80P	375ML	24	\$112.78	\$8.99	\$95.06	\$7.99	(\$17.72)	(\$1.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	34819	SVEDKA VODKA 80P	1L	12	\$115.02	\$17.49	\$95.25	\$15.49	(\$19.77)	(\$2.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	35435	SVEDKA VODKA TRAVLR 80P	750ML	12	\$102.14	\$15.49	\$67.70	\$11.99	(\$34.44)	(\$3.50)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	21030	VAN WINKLE 23YR 95.6P	750ML	3	\$762.31	\$449.99	\$847.05	\$499.99	\$84.74	\$50.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	20146	VAN WINKLE RSV 10 YR 107P	750ML	3	\$219.88	\$129.99	\$253.78	\$149.99	\$33.90	\$20.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	21906	VAN WINKLE RSV 12YR 90.4P	750ML	3	\$253.85	\$149.99	\$287.75	\$169.99	\$33.90	\$20.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	20150	VAN WINKLE RSV 15 YR 107P	750ML	3	\$338.53	\$199.99	\$406.33	\$239.99	\$67.80	\$40.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	21016	VAN WINKLE RSV 20YR 90.4P	750ML	3	\$541.99	\$319.99	\$609.78	\$359.99	\$67.79	\$40.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	22040	WELLER 107 BARREL 107P	750ML	12	\$377.86	\$55.99	\$418.54	\$61.99	\$40.68	\$6.00	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	22026	WELLER 12YR 90P	750ML	12	\$269.30	\$39.99	\$303.28	\$44.99	\$33.98	\$5.00	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	22036	WELLER ANTIQUE BOURB 107P	750ML	12	\$398.20	\$58.99	\$404.98	\$59.99	\$6.78	\$1.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	38515	WHEATLEY VODKA 82P	50ML	120	\$84.50	\$1.79	\$54.98	\$1.49	(\$29.52)	(\$0.30)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	38516	WHEATLEY VODKA 82P	750ML	12	\$148.61	\$21.99	\$128.15	\$18.99	(\$20.46)	(\$3.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	38519	WHEATLEY VODKA 82P	1.75L	6	\$124.04	\$34.99	\$106.08	\$29.99	(\$17.96)	(\$5.00)	VODKA	Supplier	
UNBROKERED	BARTLETT SPIRITS OF MAINE	53610	BARTLETT APPLE BRANDY 80P	375ML	12	\$261.09	\$35.99	\$275.64	\$37.99	\$14.55	\$2.00	BRANDY	Supplier	
UNBROKERED	BARTLETT SPIRITS OF MAINE	53611	BARTLETT PEAR DBL WD 80P	375ML	12	\$261.09	\$35.99	\$275.64	\$37.99	\$14.55	\$2.00	BRANDY	Supplier	
UNBROKERED	BARTLETT SPIRITS OF MAINE	53612	BARTLETT PEAR EDV 80P	375ML	12	\$268.20	\$36.99	\$282.91	\$38.99	\$14.71	\$2.00	BRANDY	Supplier	
UNBROKERED	BARTLETT SPIRITS OF MAINE	72514	BARTLETT RASPBERRY 80P	375ML	12	\$261.09	\$35.99	\$275.64	\$37.99	\$14.55	\$2.00	BRANDY	Supplier	
UNBROKERED	BARTLETT SPIRITS OF MAINE	46026	RUSTICATOR RUM 90P	750ML	6	\$167.06	\$46.99	\$170.63	\$47.99	\$3.57	\$1.00	RUM	Supplier	
UNBROKERED	MOSSY LEDGE SPIRITS	73239	MOSSY LEDGE AMARETTO 40P	50ML	20	\$25.00	\$2.49	\$17.00	\$1.99	(\$8.00)	(\$0.50)	CORDIALS	Supplier	
UNBROKERED	MOSSY LEDGE SPIRITS	73237	MOSSY LEDGE BLD ORNG 40P	50ML	20	\$25.00	\$2.49	\$17.00	\$1.99	(\$8.00)	(\$0.50)	CORDIALS	Supplier	
UNBROKERED	MOSSY LEDGE SPIRITS	73227	MOSSY LEDGE BRCH BEER 40P	50ML	20	\$25.00	\$2.49	\$17.00	\$1.99	(\$8.00)	(\$0.50)	CORDIALS	Supplier	
UNBROKERED	MOSSY LEDGE SPIRITS	73245	MOSSY LEDGE CHERRY 40P	50ML	20	\$25.00	\$2.49	\$17.00	\$1.99	(\$8.00)	(\$0.50)	CORDIALS	Supplier	
UNBROKERED	MOSSY LEDGE SPIRITS	73243	MOSSY LEDGE CINNAMON 40P	50ML	20	\$25.00	\$2.49	\$17.00	\$1.99	(\$8.00)	(\$0.50)	CORDIALS	Supplier	
UNBROKERED	MOSSY LEDGE SPIRITS	73231	MOSSY LEDGE COCONUT 40P	50ML	20	\$25.00	\$2.49	\$17.00	\$1.99	(\$8.00)	(\$0.50)	CORDIALS	Supplier	
UNBROKERED	MOSSY LEDGE SPIRITS	102239	MOSSY LEDGE CORDIAL6PK40P	50ML	6	\$71.00	\$19.99	\$64.00	\$17.99	(\$7.00)	(\$2.00)	CORDIALS	Supplier	

Quarterly Price Adjustments for Commission Approval
June 9, 2025 (effective August 1, 2025)

Broker	Vendor	Item #	Description	Size	Pack	Current FOB	Current Retail	New FOB	New Retail	FOB Diff	Retail Diff	Category	Changed By	Approved
UNBROKERED	MOSSY LEDGE SPIRITS	81111	MOSSY LEDGE PEPPERMINT40P	50ML	20	\$25.00	\$2.49	\$17.00	\$1.99	(\$8.00)	(\$0.50)	CORDIALS	Supplier	
UNBROKERED	MOSSY LEDGE SPIRITS	73246	MOSSY LEDGE PINAPPLE 40P	50ML	20	\$25.00	\$2.49	\$17.00	\$1.99	(\$8.00)	(\$0.50)	CORDIALS	Supplier	
UNBROKERED	MOSSY LEDGE SPIRITS	73235	MOSSY LEDGE SWEET TEA 40P	50ML	20	\$25.00	\$2.49	\$17.00	\$1.99	(\$8.00)	(\$0.50)	CORDIALS	Supplier	
UNBROKERED	SWEETGRASS FARM	29124	BACK RIVER GIN 86P	750ML	12	\$200.00	\$28.49	\$212.76	\$29.99	\$12.76	\$1.50	GIN	Supplier	
UNBROKERED	SWEETGRASS FARM	33229	CRANBERRY GIN 80P	750ML	12	\$200.00	\$28.49	\$212.76	\$29.99	\$12.76	\$1.50	GIN	Supplier	
UNBROKERED	TREE SPIRITS, LLC	77629	TREE SPIRITS ABSINTHE130P	750ML	12	\$572.00	\$79.99	\$507.00	\$70.99	(\$65.00)	(\$9.00)	CORDIALS	Supplier	
UNBROKERED	TREE SPIRITS, LLC	77506	TREE SPIRITS LIMONCEL 60P	750ML	12	\$228.00	\$31.99	\$207.00	\$28.99	(\$21.00)	(\$3.00)	CORDIALS	Supplier	
UNBROKERED	TREE SPIRITS, LLC	73042	TREE SPIRITS ORANGE 60P	750ML	12	\$228.00	\$31.99	\$207.00	\$28.99	(\$21.00)	(\$3.00)	CORDIALS	Supplier	
Total Quarterly Price Adjustments - 218														

Delisted Items for Commission Approval

June 10, 2025

Item	Description	Size	UPC	Retail	Approved
54602	//ALLENS BLACKBERRY	100ML	89552600098	\$3.49	
80516	//ALLENS PEPPERMINT 30P	750ML	89552900907	\$8.49	
57661	//BACARDI OCEAN PUNCH 25P	1.75L	0-80480-989132	\$19.99	
100533	//BACARDI RSVR 8YR W BOX80P	750ML	0-80480-505400	\$29.99	
43201	//BACARDI SPICED RUM 70P	50ML	0-80480-001902	\$1.79	
43831	//BACARDI SUPERIOR 80P	200ML	0-80480-015701	\$5.49	
30924	//BARRENS LUKES GIN 80P	750ML	8-50008-606403	\$34.99	
33420*	//BELVEDERE PURE ORGAN80P	750ML	0-81753-837822	29.99	
34158*	//BELVEDERE VODKA 80P	1.75L	0-81753-837808	\$58.99	
34154*	//BELVEDERE VODKA 80P	375ML	0-87116-069657	\$17.49	
28893	//BOMBAY BRAMBLE BLKBRY 86P	750ML	0-80480-986001	\$26.99	
72652	//BOSFORD ROSE GIN 75P	750ML	0-80480-983901	\$15.49	
64620*	//CAPEL PISCO 80P	750ML	0-88320-152012	\$19.99	
58003	//CAZADORES MARGARITA 25P	1.75L	0-80480-987589	\$21.99	
58004	//CAZADORES PALOMA RTD 25P	1.75L	0-80480-987596	\$21.99	
28303	//CLOVER GIN LUCKY NO.4 88P	750ML	6-99176-584331	\$49.99	
39485	//COLADKA COLA VODKA 72P	750ML	0-51497-061272	\$18.99	
58071	//CRYSTAL HEAD COSMO 40P	100ML	7-20815-281004	\$5.99	
58073	//CRYSTAL HEAD ESPRESS40P	100ML	7-20815-281011	\$6.99	
58895	//CUERVO RED SANGRIA 20P	1.75L	8-11538-019446	\$19.99	
73516	//DEKUYPER CACTUS JUICE 30P	750ML	0-80686-322405	\$13.99	
59553	//DELOLA LIGHT MARGARITA25P	750ML	0-80686-008736	\$22.99	
59534	//DELOLA SPRITZ BERRY 21P	750ML	0-80686-004752	\$22.99	
59535	//DELOLA SPRITZ BERRY 21P	375ML	0-80686-004769	\$11.99	
59551	//DELOLA SPRITZ ORANGE 21P	750ML	0-80686-004738	\$22.99	
59550	//DELOLA SPRITZ ORANGE 21P	375ML	0-80686-004745	\$11.99	
59536	//DELOLA SPRITZ PALOMA 23P	750ML	0-80686-004776	\$22.99	
59537	//DELOLA SPRITZ PALOMA 23P	375ML	0-80686-004783	\$11.99	
65293	//EFFEN ROSE 75P	750ML	0-80686-938989	\$22.99	
72108	//FRENET GANCIA	700ML	8000420923295	\$24.99	
65015*	//GALLIANO LAUTENTIC 84.6P	750ML	0-80915-112128	\$29.99	
28518	//GIN LANE OLD TOM	750ML	5060119770305	\$43.99	
4987	//GLENGOYNE 12Y SINGLE 86P	750ML	0-88320-004366	\$64.99	
5133*	//GLENMORANGIE ORIG 10Y 86P	750ML	0-81753-810818	\$48.99	
39409	//GRAVES 151 PROOF 151P	1.75L	89552911156	\$29.99	
13244	//HARWOOD CANADIAN 80P	375ML	0-96749-004317	\$6.99	
26315	//JIM BEAM ORANGE PET 65P	1.75L	0-80686-043584	\$34.99	
5895	//LAPHROAIG 16Y ISLAY 96P	750ML	0-80686-812104	\$124.99	
24578	//LITTLE BOOK CH 8 118.4P	750ML	0-80686-007814	\$159.99	
19503	//MAKERS MARK PVT SELC 112P	700ML	0-85246-502730	\$74.99	
62788	//ON THE ROCKS MIDORI 40P	375ML	0-80686-004561	\$13.99	
101871	//ON THE ROCKS SUMMER PK40P	200ML	8558800008495	\$25.99	

Delisted Items for Commission Approval

June 10, 2025

Item	Description	Size	UPC	Retail	Approved
101872	//ON THE ROCKS SUMMER TR40P	200ML	8-55880-008499	\$25.99	
89642	//PATRON ANEJO 80P	200ML	7-21733-001088	\$23.99	
35777	//PINNACLE WHIPPED TRVL 60P	750ML	0-80686-926528	\$13.99	
46630	//PORTLAND BARREL REST 100P	750ML	8-57269-007406	\$59.99	
46493	//SEBAGO KOPI RUM 80P	750ML	8-57269-007246	\$34.99	
46256	//SEBAGO LAKE COASTAL 151P	1.75L	8-57269-007376	\$16.99	
46249	//SEBAGO ORIGINAL RUM 80P	750ML	8-57269-007000	\$34.99	
46251	//SEBAGO PORTLAND RUM 86P	750ML	8-57269-007024	\$44.99	
46252	//SEBAGO SPIDER ISL RUM 80P	750ML	8-57269-007291	\$34.99	
5806	//SHEEP DIP ISLAY BLEND 80P	750ML	0-88320-541083	\$35.49	
63063	//SIMPLY IRISH CREAM 25P	750ML	1-97644-960194	\$23.99	
86906	//STILLHOUSE APPLE CRSP 69P	750ML	8-51447-002092	\$24.99	
6260	//TAMDHU BATCH STR 117.6P	750ML	0-88320-004175	\$120.99	
6238	//TEACHERS CREAM 86P	1.75L	0-80686-805014	\$34.99	
77598*	//TEMPUS F CRM DE VIOLT 44P	750ML	0-94922-049971	\$34.99	
77598*	//TEMPUS F CRM DE VIOLT 44P	750ML	0-94922-049971	\$34.99	
63844	//THE COSMOPOLITAN 4PK 20P	355ML	7-65066-237974	\$16.99	
63848	//THE HARD ARNOLD 4PK	355ML	7-65066-237905	\$16.99	
38849	//TRULY PINE MANGO 60P	1.75L	0-80686-896180	\$29.99	
38840	//TRULY WILD BERRY 60P	375ML	0-80686-896050	\$11.99	
38839	//TRULY WILD BERRY 60P	50ML	0-80686-896043	\$1.99	
38843	//TRULY WILD BERRY VODKA60P	1.75L	0-80686-896173	\$29.99	
41360	//UV PINK LEMONADE 60P	750ML	0-87116-014879	\$11.99	
41867	//UV PINK LEMONADE 60P	1.75L	0-87116-014978	\$19.99	
40229	//UV SRIRACHA 60P	750ML	0-87116-016408	\$12.49	
40632	//UV WHIPPED VODKA 60P	750ML	0-87116-015531	\$12.49	
80490	//VESPertino TEQ CRM 30P	750ML	8-65564-000145	\$25.99	
Total Delistings - 69					

* Delisted code was replaced by a new code

Coupons/Rebates for Commission Approval
June 10, 2025

Product	Size	Offer	Effective	Expiration	Approved
JACK DANIELS TENNESSEE - APPLE, HONEY, BLACKBERRY OR FIRE	750ML OR LARGER	\$3 IRC	10/1/2025	10/31/2025	
JACK DANIELS TENNESSEE - APPLE, HONEY, BLACKBERRY OR FIRE	750ML OR LARGER	\$5 DIGITAL OR MIR	10/1/2025	10/31/2025	
BACARDI RUM - ANEJO CUATRO , RESERVA OCHO OR GRAN RESERVA DIEZ	750ML OR LARGER	\$8 DIGITAL OR MIR	7/1/2025	9/2/2025	
HERRADURA - SILVER, REPOSADO, ANEJO, ULTRA OR LEGEND	750ML OR LARGER	\$5 IRC	9/1/2025	10/31/2025	
HERRADURA - SILVER, REPOSADO, ANEJO, ULTRA OR LEGEND	750ML OR LARGER	\$5 DIGITAL OR MIR	9/1/2025	10/31/2025	
JACK DANIELS TENNESSEE - WHISKEY, APPLE, HONEY, BLACKBERRY OR FIRE	(2) 750ML OR LARGER	\$12 DITAL OR MIR	11/1/2025	12/31/2025	
JACK DANIELS TENNESSEE - WHISKEY, APPLE, HONEY, BLACKBERRY OR FIRE	(2) 750ML OR LARGER	\$8 IRC	11/1/2025	12/31/2025	
TEREMANA - ANY VARIANT	750ML OR LARGER	\$3-\$5 DIGITAL	3/15/2025	9/2/2025	
JAGERMEISTER	750ML OR LARGER	\$3-\$5 DIGITAL	1/1/2025	12/31/2025	
Total Coupons/Rebates - 9					

Fiscal Year Comparison Through May 31, 2025

Draw

Game		FY 24		FY 25	Variance	% Variance
Gimme5	\$	1,080,224	\$	1,040,546	\$ (39,678)	-3.67%
World Poker Tour	\$	998,219	\$	-		
Lotto America	\$	1,749,469	\$	2,674,278	\$ 924,809	52.86%
Lucky for Life	\$	5,971,004	\$	5,957,150	\$ (13,854)	-0.23%
Pick 4	\$	4,288,387	\$	4,140,366	\$ (148,021)	-3.45%
Pick 3	\$	5,501,889	\$	5,222,325	\$ (279,564)	-5.08%
Megabucks	\$	12,052,476	\$	8,736,794	\$ (3,315,682)	-27.51%
Mega Millions	\$	17,544,734	\$	12,998,759	\$ (4,545,975)	-25.91%
Powerball	\$	32,272,171	\$	16,618,676	\$ (15,653,495)	-48.50%
Cash POP			\$	5,109,163		
Total Draw Sales	\$	81,458,573	\$	62,498,057	\$ (18,960,516)	-23.28%

Fast Play	\$	14,567,319	\$	19,498,397	\$4,931,078	33.85%
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Instant

		FY 24		FY 25	Variance	% Variance
Price Point						
\$1	\$	4,915,147	\$	4,422,896	\$ (492,251)	-10.01%
\$2	\$	14,756,078	\$	12,410,734	\$ (2,345,344)	-15.89%
\$3	\$	18,728,331	\$	17,100,684	\$ (1,627,647)	-8.69%
\$5	\$	69,441,165	\$	75,104,380	\$ 5,663,215	8.16%
\$10	\$	73,611,480	\$	70,048,740	\$ (3,562,740)	-4.84%
\$20	\$	27,253,400	\$	28,795,840	\$ 1,542,440	5.66%
\$25	\$	37,891,550	\$	38,042,175	\$ 150,625	0.40%
\$30	\$	50,832,180	\$	46,750,830	\$ (4,081,350)	-8.03%
Total Instants	\$	297,429,331	\$	292,676,279	\$ (4,753,052)	-1.60%

Total Combined	\$	393,455,223	\$	374,672,733	\$ (18,782,490)	-4.77%
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LOTTERY PROFIT TRANSFER TO GENERAL FUND - FY 2025

	Current Fiscal Year Performance					Past Fiscal Years' Performance			
	Budget FY25	Actual FY25	Variance Dollars	Variance %		Actual FY24	Actual FY23	Actual FY22	Actual FY21
July	\$ 5,384,615	\$ 5,692,839	\$ 308,224	5.72%		\$ 9,806,382	\$ 9,717,486	\$ 6,947,748	\$ 5,271,349
August	\$ 6,730,769	\$ 7,102,466	\$ 371,697	5.52%		\$ 5,183,984	\$ 4,164,540	\$ 5,512,697	\$ 6,929,644
September	\$ 5,384,615	\$ 5,728,269	\$ 343,654	6.38%		\$ 6,731,498	\$ 3,493,085	\$ 4,726,583	\$ 4,822,725
October	\$ 5,384,615	\$ 5,799,518	\$ 414,903	7.71%		\$ 1,967,191	\$ 6,675,164	\$ 7,001,996	\$ 5,891,358
November	\$ 6,730,769	\$ 6,447,169	\$ (283,600)	-4.21%		\$ 5,635,499	\$ 7,184,011	\$ 4,207,005	\$ 4,884,356
December	\$ 5,384,615	\$ 7,648,330	\$ 2,263,715	42.04%		\$ 10,519,423	\$ 7,138,319	\$ 7,560,351	\$ 6,588,148
January	\$ 5,384,615	\$ 5,315,713	\$ (68,902)	-1.28%		\$ 13,908,262	\$ 6,858,726	\$ 5,233,306	\$ 10,216,388
February	\$ 5,384,615	\$ 6,508,073	\$ 1,123,458	20.86%		\$ 5,390,259	\$ 4,162,612	\$ 4,065,525	\$ 4,697,925
March	\$ 6,730,769	\$ 8,207,370	\$ 1,476,601	21.94%		\$ 10,132,468	\$ 5,356,396	\$ 8,336,659	\$ 7,465,530
April	\$ 5,384,615	\$ 5,749,618	\$ 365,003	6.78%		\$ 7,503,463	\$ 5,635,410	\$ 7,114,263	\$ 4,318,331
May	\$ 6,730,769	\$ 7,614,224	\$ 883,455	13.13%		\$ 5,177,697	\$ 6,231,137	\$ 5,612,671	\$ 6,444,655
June	\$ 5,384,619					\$ 6,717,158	\$ 5,467,786	\$ 5,005,102	\$ 3,117,308
Current FY YTD	\$ 64,615,381	\$ 71,813,588	\$ 7,198,207	11.14%		\$88,673,283	\$ 72,084,673	\$ 71,323,906	\$ 70,647,717
Budget	\$ 70,000,000								
		FY24 YTD Profit	Variance Dollars	% Variance					
YOY Comparison		\$ 81,956,125	\$ (10,142,537)	-12.38%					
Projected	\$ 77,699,460								

PROFIT TRANSFER TO OUTDOOR HERITAGE FUND - FY 2025

	Current Fiscal Year Performance					Past Fiscal Years' Performance			
	Budget	Actual	Variance	Variance		Actual	Actual	Actual	Actual
	<u>FY25</u>	<u>FY25</u>	<u>Dollars</u>	<u>%</u>		<u>FY24</u>	<u>FY23</u>	<u>FY22</u>	<u>FY21</u>
July	\$ 61,538	\$ 42,125	\$ (19,413)	-31.55%		\$ 153,382	\$ 89,099	\$ 31,025	\$ 44,271
August	\$ 76,923	\$ 33,059	\$ (43,864)	-57.02%		\$ 125,007	\$ 106,400	\$ 15,870	\$ 61,305
September	\$ 61,538	\$ 28,075	\$ (33,463)	-54.38%		\$ 193,218	\$ 96,902	\$ 204,657	\$ 22,000
October	\$ 61,538	\$ (7,691)	\$ (69,229)	-112.50%		\$ 80,969	\$ 159,481	\$ 39,081	\$ 30,111
November	\$ 76,923	\$ 42,048	\$ (34,875)	-45.34%		\$ 80,510	\$ 54,908	\$ 61,385	\$ 25,152
December	\$ 61,538	\$ 36,107	\$ (25,431)	-41.33%		\$ 170,836	\$ 73,814	\$ 82,083	\$ 39,372
January	\$ 61,538	\$ 70,689	\$ 9,151	14.87%		\$ 6,751	\$ 60,536	\$ 57,444	\$ 117,214
February	\$ 61,538	\$ 90,699	\$ 29,161	47.39%		\$ 100,517	\$ 61,158	\$ 24,591	\$ 13,392
March	\$ 76,923	\$ 94,036	\$ 17,113	22.25%		\$ 188,446	\$ 69,357	\$ 49,369	\$ 11,061
April	\$ 61,538	\$ 82,258	\$ 20,720	33.67%		\$ 73,441	\$ 85,448	\$ 35,089	\$ 22,323
May	\$ 76,923	\$ 111,311	\$ 34,388	44.71%		\$ 66,264	\$ 79,279	\$ 36,210	\$ 60,231
June	<u>\$ 61,542</u>					<u>\$ 169,856</u>	<u>\$ 171,189</u>	<u>\$ 105,123</u>	<u>\$ 25,904</u>
Current FY YTD	\$ 738,458	\$ 622,717	\$ (115,741)	-15.67%		\$1,409,196	\$ 1,107,570	\$ 741,928	\$ 472,336
Budget	\$ 800,000								
		FY24	Variance	%					
		YTD Profit	Dollars	Variance					
YOY Comparison		\$ 1,239,340	\$ (616,623)	-49.75%					
Projected	\$ 708,063								

New Games for Approval

June 10, 2025



- Top Prize \$30,000
- Bingo style play with DOUBLER
- Overall odds 1:3.40
- Quantity: 960,000
- Game number 695

How To Play CASH LINE BINGO TO PLAY

- 1) Scratch the CALLER'S CARD area to reveal 24 spots.
- 2) Rub corresponding numbers on CARDS 1-4. The area will turn white when rubbed. Each card has a corresponding PRIZE legend printed beside it.

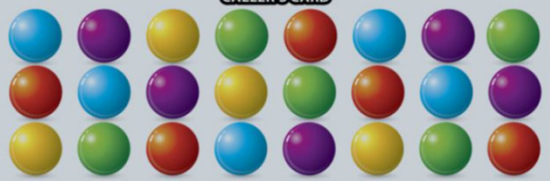
TO WIN

- 1) If on any one of "CARDS 1 through 4" you match:
 - all numbers in a complete horizontal, vertical or diagonal line;
 - or four corners;
 - or an "X" (consisting of eight numbers + "FREE"); you win corresponding PRIZE in the legend printed beside the card.
- 2) Match in TOTAL all 5 numbers and/or FREE spots in the RED LINE on any one CARD, win DOUBLE the corresponding PRIZE for that same CARD.




SEE TICKET BACK FOR PLAY INSTRUCTIONS.

CALLER'S CARD



B I N G O					B I N G O						
CARD 1	7	24	45	FREE	75	CARD 2	16	44	49	FREE	
LINE = \$3, 4 CORNERS = \$30	11	29	42	51	73	FREE	19	39	47	63	
X = \$150	13	17	FREE	46	FREE	3	27	FREE	56	69	
	FREE	21	39	47	62	13	22	35	54	62	
	6	25	36	56	66	12	FREE	31	48	70	
CARD 3	10	19	31	46	61	CARD 4	6	FREE	35	60	75
LINE = \$10, 4 CORNERS = \$100	FREE	20	33	59	66	10	23	FREE	55	73	
X = \$1,500	5	25	FREE	FREE	75	14	16	FREE	47	63	
	11	24	FREE	55	72	FREE	27	37	53	66	
	13	22	42	49	70	2	19	41	52	74	

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WIN UP TO \$30,000!

Earn Points. Learn more at club.maineLOTTERY.com.

SCRATCH TO CASH