

**Maine Spirits Business Activity for
September 2022
Prepared by Pine State Spirits**

Sales Data 9/1/2022 - 9/30/2022		Monthly							
		9/30/2021	9/30/2022	Variance					
		Prior Year	Current Year	Actual	%				
Shipping Days		22	22	0					
						Cs/Day LY	Cs/Day TY	Variance %	
Cases Sold		121,191	122,480	1,289	1.06%	5,509	5,567	1.06%	
						\$/Day LY	\$/Day TY	Variance %	
Dollar Sales		\$ 18,557,928	\$ 20,514,574	\$ 1,956,647	10.54%	\$ 843,542	\$ 932,481	10.54%	
Agent Credits		\$ (629,321)	\$ -						
Adjusted Dollar Sales		\$ 19,187,249	\$ 20,514,574	\$ 1,327,325	6.92%				
Cost of Goods Sold		\$ 13,308,118	\$ 14,100,220	\$ 792,102	5.95%				
Depletion Allowances		\$ (1,811,274)	\$ (1,876,124)						
Total Cost of Good Sold		\$ 11,496,844	\$ 12,224,096	\$ 727,252	6.33%				
Sales Data 7/1/2022 - 9/30/2022		Year to Date							
				Variance					
		Prior Year	Current Year	Actual	%				
Shipping Days		66	66	0					
						Cs/Day LY	Cs/Day TY	Variance %	
Cases Sold		419,689	424,360	4,671	1.11%	6,359	6,430	1.11%	
						\$/Day LY	\$/Day TY	Variance %	
Dollar Sales		\$ 64,565,128	\$ 69,098,901	\$ 4,533,773	7.02%	\$ 978,260	\$ 1,046,953	7.02%	
Agent Credits		\$ (629,321)	\$ -						
Adjusted Dollar Sales		\$ 65,194,449	\$ 69,098,901	\$ 3,904,452	5.99%				
Cost of Goods Sold		\$ 46,140,095	\$ 48,678,350	\$ 2,538,255	5.50%				
Depletion Allowances		\$ (5,117,529)	\$ (4,974,631)						
Total Cost of Good Sold		\$ 41,022,566	\$ 43,703,719	\$ 2,681,153	6.54%				
Other Revenue		Monthly Data				Year to Date Data			
				Variance				Variance	
		Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%
Premium Tax		\$ 262,650	\$ 262,158	\$ (492)	-0.19%	\$ 901,762	\$ 910,439	\$ 8,677	0.96%
Bailment		\$ 261,273	\$ 272,454	\$ 11,181	4.28%	\$ 756,197	\$ 787,712	\$ 31,516	4.17%
Depletion Allowances		\$ 1,811,274	\$ 1,876,124	\$ 64,850	3.58%	\$ 5,117,529	\$ 4,974,631	\$ (142,898)	-2.79%