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

November 6, 2024

Liquor Operations Monthly and Annual Net Receipts Budget and Actual Performance Comparison
State Fiscal Year 2025, as of October 31, 2024

	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	-	-	-	-	-	-	-	-	96,789,196
Cost of Goods Sold	(18,939,800)	(17,460,314)	(13,630,482)	(13,822,537)	-	-	-	-	-	-	-	-	(63,853,133)
Warehousing & Distribution	(1,339,657)	(1,229,570)	(999,408)	(1,029,586)	-	-	-	-	-	-	-	-	(4,598,221)
Trade Marketing	(596,515)	(546,601)	(442,938)	(457,687)	-	-	-	-	-	-	-	-	(2,043,741)
Gross Profit	**6,848,149**	**6,980,993**	**6,499,879**	**5,965,080**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**26,294,102**
BABLO Operating Costs	(121,570)	(357,455)	(207,614)	(417,195)	-	-	-	-	-	-	-	-	(1,103,834)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	**6,726,580**	**6,623,538**	**6,292,265**	**5,547,885**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**25,190,268**
Variance													
Gross Sales	2,599,430	(1,189,882)	(215,475)	829,005	-	-	-	-	-	-	-	-	2,023,078
Cost of Goods Sold	(2,922,800)	11,686	259,518	(788,537)	-	-	-	-	-	-	-	-	(3,440,133)
Warehousing & Distribution	(1,583)	221,504	173,666	76,488	-	-	-	-	-	-	-	-	470,076
Trade Marketing	(31,515)	70,399	47,063	2,313	-	-	-	-	-	-	-	-	88,259
Gross Profit	**(356,468)**	**(886,293)**	**264,772**	**119,269**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**(858,720)**
BABLO Operating Costs	280,430	81,545	141,386	(90,195)	-	-	-	-	-	-	-	-	413,166
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	**(76,038)**	**(804,749)**	**406,158**	**29,074**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**(445,554)**
Transfer to Undedicated revenue													
Operating Profit	6,726,580	6,623,538	6,292,265	5,547,885	-	-	-	-	-	-	-	-	25,190,268
Outstanding Receivables	1,347,160	(2,252,500)	3,032,287	(300,398)	-	-	-	-	-	-	-	-	1,826,550
Other Adjustments	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer to Undedicated revenue	**8,073,739**	**4,371,038**	**9,324,552**	**5,247,488**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**27,016,818**
Performance Indicators													
Actual/Budget Indicators													
Sales	110.3%	95.7%	99.0%	104.1%									37.4%
COGS	118.2%	99.9%	98.1%	106.0%									38.7%
Operating Profit	98.9%	89.2%	106.9%	100.5%									36.0%
Actual Performance Indicators													
COGS/Sales	68.3%	66.6%	63.2%	65.0%									66.0%
Operating Profit/Sales	24.3%	25.3%	29.2%	26.1%									26.0%