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

November 2, 2022

Liquor Operations Monthly and Annual Net Receipts Budget and Actual Performance Comparison
State Fiscal Year 2023, as of October 31, 2022

	July 2022	August 2022	September 2022	October 2022	November 2022	December 2022	January 2023	February 2023	March 2023	April 2023	May 2023	June 2023	Total
Budget Projection													
Gross Sales	22,629,769	22,927,540	16,800,636	18,487,135	16,947,863	21,643,762	15,698,158	15,320,424	17,065,792	15,221,714	18,721,227	18,063,493	219,527,512
Cost of Goods Sold	(14,426,000)	(14,616,000)	(10,710,000)	(11,786,000)	(10,804,000)	(13,798,000)	(10,008,000)	(9,767,000)	(10,879,000)	(9,704,000)	(11,935,000)	(11,515,000)	(139,948,000)
Warehousing & Distribution	(1,214,074)	(1,229,074)	(926,074)	(1,009,074)	(933,074)	(1,165,074)	(871,074)	(852,074)	(939,074)	(847,074)	(1,021,074)	(988,074)	(11,994,889)
Trade Marketing	(509,000)	(516,000)	(378,000)	(416,000)	(381,000)	(487,000)	(353,000)	(345,000)	(384,000)	(342,000)	(421,000)	(406,000)	(4,938,000)
Gross Profit	**6,480,695**	**6,566,466**	**4,786,561**	**5,276,061**	**4,829,789**	**6,193,687**	**4,466,083**	**4,356,350**	**4,863,718**	**4,328,640**	**5,344,153**	**5,154,419**	**62,646,623**
BABLO Operating Costs	(362,000)	(367,000)	(269,000)	(296,000)	(271,000)	(346,000)	(251,000)	(245,000)	(273,000)	(244,000)	(300,000)	(289,000)	(3,513,000)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	**6,118,695**	**6,199,466**	**4,517,561**	**4,980,061**	**4,558,789**	**5,847,687**	**4,215,083**	**4,111,350**	**4,590,718**	**4,084,640**	**5,044,153**	**4,865,419**	**59,133,623**
Actual Performance													
Gross Sales	24,661,558	26,650,192	22,374,356	19,653,886	-	-	-	-	-	-	-	-	93,339,992
Cost of Goods Sold	(16,670,028)	(17,908,709)	(14,100,220)	(12,738,560)	-	-	-	-	-	-	-	-	(61,417,517)
Warehousing & Distribution	(1,180,752)	(1,263,262)	(1,038,495)	(948,662)	-	-	-	-	-	-	-	-	(4,431,171)
Trade Marketing	(524,813)	(562,978)	(460,979)	(420,635)	-	-	-	-	-	-	-	-	(1,969,405)
Gross Profit	**6,285,964**	**6,915,243**	**6,774,663**	**5,546,030**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**25,521,899**
BABLO Operating Costs	(217,966)	(221,291)	(207,047)	(191,233)	-	-	-	-	-	-	-	-	(837,538)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	**6,067,999**	**6,693,952**	**6,567,615**	**5,354,796**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**24,684,362**
Variance													
Gross Sales	2,031,789	3,722,651	5,573,721	1,166,751	-	-	-	-	-	-	-	-	12,494,912
Cost of Goods Sold	(2,244,028)	(3,292,709)	(3,390,220)	(952,560)	-	-	-	-	-	-	-	-	(9,879,517)
Warehousing & Distribution	33,322	(34,188)	(112,420)	60,412	-	-	-	-	-	-	-	-	(52,874)
Trade Marketing	(15,813)	(46,978)	(82,979)	(4,635)	-	-	-	-	-	-	-	-	(150,405)
Gross Profit	**(194,731)**	**348,776**	**1,988,101**	**269,969**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**2,412,116**
BABLO Operating Costs	144,034	145,709	61,953	104,767	-	-	-	-	-	-	-	-	456,462
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	**(50,696)**	**494,485**	**2,050,054**	**374,736**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**2,868,579**
Transfer to MMBB													
Operating Profit	6,067,999	6,693,952	6,567,615	5,354,796	-	-	-	-	-	-	-	-	24,684,362
Outstanding Receivables	(461,255)	691,943	(336,926)	3,127,680									3,021,442
Other Adjustments	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer to MMBB	**5,606,743**	**7,385,895**	**6,230,689**	**8,482,477**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**27,705,804**
Performance Indicators													
Actual/Budget Indicators													
Sales	109.0%	116.2%	133.2%	106.3%									42.5%
COGS	115.6%	122.5%	131.7%	108.1%									43.9%
Operating Profit	99.2%	108.0%	145.4%	107.5%									41.7%
Actual Performance Indicators													
COGS/Sales	67.6%	67.2%	63.0%	64.8%									65.8%
Operating Profit/Sales	24.6%	25.1%	29.4%	27.2%									26.4%