

Liquor Operations Monthly and Annual Net Receipts Budget and Actual Performance Comparison
State Fiscal Year 2025, as of November 30 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	20,721,505	-	-	-	-	-	-	-	117,510,702
Cost of Goods Sold	(18,939,800)	(17,460,314)	(13,630,482)	(13,822,537)	(13,857,381)	-	-	-	-	-	-	-	(77,710,514)
Warehousing & Distribution	(1,339,657)	(1,229,570)	(999,408)	(1,029,586)	(1,007,915)	-	-	-	-	-	-	-	(5,606,136)
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	-	-	-	-	-	-	-	31,702,923
BABLO Operating Costs	(121,570)	(357,455)	(207,614)	(417,195)	(359,916)	-	-	-	-	-	-	-	(1,463,750)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	6,726,580	6,623,538	6,292,265	5,547,885	5,048,905	-	-	-	-	-	-	-	30,239,173
Variance													
Gross Sales	2,599,430	(1,189,882)	(215,475)	829,005	(76,324)	-	-	-	-	-	-	-	1,946,754
Cost of Goods Sold	(2,922,800)	11,686	259,518	(788,537)	(598,381)	-	-	-	-	-	-	-	(4,038,514)
Warehousing & Distribution	(1,583)	221,504	173,666	76,488	115,159	-	-	-	-	-	-	-	585,235
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)	-	-	-	-	-	-	-	(1,397,655)
BABLO Operating Costs	280,430	81,545	141,386	(90,195)	(26,916)	-	-	-	-	-	-	-	386,250
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	(76,038)	(804,749)	406,158	29,074	(565,850)	-	-	-	-	-	-	-	(1,011,405)
Transfer to Undedicated revenue													
Operating Profit	6,726,580	6,623,538	6,292,265	5,547,885	5,048,905	-	-	-	-	-	-	-	30,239,173
Outstanding Receivables	1,347,160	(2,252,500)	3,032,287	(300,398)	(266,642)	-	-	-	-	-	-	-	1,559,907
Other Adjustments	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer to Undedicated revenue	8,073,739	4,371,038	9,324,552	5,247,488	4,782,262	-	-	-	-	-	-	-	31,799,080
Performance Indicators													
<u>Actual/Budget Indicators</u>													
Sales	110.3%	95.7%	99.0%	104.1%	99.6%								45.4%
COGS	118.2%	99.9%	98.1%	106.0%	104.5%								47.1%
Operating Profit	98.9%	89.2%	106.9%	100.5%	89.9%								43.2%
<u>Actual Performance Indicators</u>													
COGS/Sales	68.3%	66.6%	63.2%	65.0%	66.9%								66.1%
Operating Profit/Sales	24.3%	25.3%	29.2%	26.1%	24.4%								25.7%