

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

April 1, 2020

**Liquor Operations Monthly and Annual Net Receipts Budget and Actual Performance Comparison
State Fiscal Year 2020, as of March 31, 2020**

| | July 2019 | August 2019 | September 2019 | October 2019 | November 2019 | December 2019 | January 2020 | February 2020 | March 2020 | April 2020 | May 2020 | June 2020 | Total |
|--------------------------------------|------------------|---------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| Budget Projection | | | | | | | | | | | | | |
| Gross Sales | 19,383,280 | 21,339,438 | 15,124,702 | 16,266,418 | 16,454,223 | 18,409,889 | 14,633,782 | 13,745,963 | 14,161,522 | 14,262,488 | 17,957,370 | 18,437,570 | 200,176,646 |
| Cost of Goods Sold | (12,357,000) | (13,604,000) | (9,642,000) | (10,370,000) | (10,490,000) | (11,736,000) | (9,329,000) | (8,763,000) | (9,028,000) | (9,092,000) | (11,448,000) | (11,754,000) | (127,613,000) |
| Warehousing & Distribution | (1,029,583) | (1,126,583) | (819,583) | (875,583) | (884,583) | (981,583) | (794,583) | (750,583) | (771,583) | (776,583) | (959,583) | (983,583) | (10,754,000) |
| Trade Marketing | (436,000) | (480,000) | (340,000) | (366,000) | (370,000) | (414,000) | (329,000) | (309,000) | (319,000) | (321,000) | (404,000) | (415,000) | (4,503,000) |
| Gross Profit | 5,560,697 | 6,128,855 | 4,323,119 | 4,654,835 | 4,709,640 | 5,278,306 | 4,181,199 | 3,923,380 | 4,042,939 | 4,072,905 | 5,145,787 | 5,284,987 | 57,306,646 |
| BABLO Operating Costs | (310,000) | (341,000) | (242,000) | (260,000) | (263,000) | (295,000) | (234,000) | (220,000) | (227,000) | (228,000) | (287,000) | (295,000) | (3,202,000) |
| DAFS Operating Costs | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Operating Profit | 5,250,697 | 5,787,855 | 4,081,119 | 4,394,835 | 4,446,640 | 4,983,306 | 3,947,199 | 3,703,380 | 3,815,939 | 3,844,905 | 4,858,787 | 4,989,987 | 54,104,646 |
| Actual Performance | | | | | | | | | | | | | |
| Gross Sales | 21,759,393 | 22,045,712 | 16,154,457 | 17,776,091 | 16,296,022 | 20,811,309 | 15,094,382 | 14,731,177 | 16,409,415 | | | | 161,077,960 |
| Cost of Goods Sold | (14,456,540) | (14,389,105) | (9,604,646) | (11,468,402) | (10,383,845) | (13,836,131) | (8,916,403) | (9,423,364) | (10,631,762) | | | | (103,110,198) |
| Warehousing & Distribution | (1,049,758) | (1,037,011) | (741,223) | (870,433) | (780,378) | (1,008,591) | (686,425) | (716,725) | (798,548) | | | | (7,689,092) |
| Trade Marketing | (467,593) | (461,633) | (328,342) | (386,885) | (345,214) | (448,366) | (304,273) | (317,458) | (354,308) | | | | (3,414,073) |
| Gross Profit | 5,785,502 | 6,157,962 | 5,480,246 | 5,050,370 | 4,786,585 | 5,518,222 | 5,187,281 | 4,273,631 | 4,624,797 | - | - | - | 46,864,597 |
| BABLO Operating Costs | (181,922) | (202,351) | (348,131) | (173,435) | (230,745) | (89,533) | (313,901) | (269,968) | (78,907) | | | | (1,888,893) |
| DAFS Operating Costs | - | - | - | - | - | - | - | - | - | | | | - |
| Operating Profit | 5,603,580 | 5,955,611 | 5,132,116 | 4,876,936 | 4,555,840 | 5,428,689 | 4,873,381 | 4,003,662 | 4,545,890 | - | - | - | 44,975,704 |
| Variance | | | | | | | | | | | | | |
| Gross Sales | 2,376,113 | 706,274 | 1,029,755 | 1,509,673 | (158,201) | 2,401,420 | 460,600 | 985,214 | 2,247,893 | - | - | - | 11,558,743 |
| Cost of Goods Sold | (2,099,540) | (785,105) | 37,354 | (1,098,402) | 106,155 | (2,100,131) | 412,597 | (660,364) | (1,603,762) | - | - | - | (7,791,198) |
| Warehousing & Distribution | (20,174) | 89,572 | 78,360 | 5,150 | 104,205 | (27,008) | 108,158 | 33,859 | (26,964) | - | - | - | 345,158 |
| Trade Marketing | (31,593) | 18,367 | 11,658 | (20,885) | 24,786 | (34,366) | 24,727 | (8,458) | (35,308) | - | - | - | (51,073) |
| Gross Profit | 224,805 | 29,108 | 1,157,128 | 395,536 | 76,945 | 239,916 | 1,006,083 | 350,251 | 581,859 | - | - | - | 4,061,630 |
| BABLO Operating Costs | 128,078 | 138,649 | (106,131) | 86,565 | 32,255 | 205,467 | (79,901) | (49,968) | 148,093 | - | - | - | 503,107 |
| DAFS Operating Costs | - | - | - | - | - | - | - | - | - | | | | - |
| Operating Profit | 352,883 | 167,757 | 1,050,997 | 482,101 | 109,200 | 445,383 | 926,182 | 300,283 | 729,952 | - | - | - | 4,564,737 |
| Transfer to MMBB | | | | | | | | | | | | | |
| Operating Profit | 5,603,580 | 5,955,611 | 5,132,116 | 4,876,936 | 4,555,840 | 5,428,689 | 4,873,381 | 4,003,662 | 4,545,890 | - | - | - | 44,975,704 |
| Outstanding Receivables | 1,253,529 | (2,260,440) | 3,211,504 | (692,441) | (395,458) | 21,264 | (196,537) | 155,838 | 1,871,284 | | | | 2,968,543 |
| Other Adjustments | (5,538) | | | | | | (5,233) | | | | | | (10,771) |
| Transfer to MMBB | 6,851,571 | 3,695,171.85 | 8,343,620 | 4,184,494 | 4,160,381 | 5,449,953 | 4,671,610 | 4,159,500 | 6,417,175 | - | - | - | 47,933,476 |
| Performance Indicators | | | | | | | | | | | | | |
| <u>Actual/Budget Indicators</u> | | | | | | | | | | | | | |
| Sales | 112.3% | 103.3% | 106.8% | 109.3% | 99.0% | 113.0% | 103.1% | 107.2% | 115.9% | | | | 80.5% |
| COGS | 117.0% | 105.8% | 99.6% | 110.6% | 99.0% | 117.9% | 95.6% | 107.5% | 117.8% | | | | 80.8% |
| Operating Profit | 106.7% | 102.9% | 125.8% | 111.0% | 102.5% | 108.9% | 123.5% | 108.1% | 119.1% | | | | 83.1% |
| <u>Actual Performance Indicators</u> | | | | | | | | | | | | | |
| COGS/Sales | 66.4% | 65.3% | 59.5% | 64.5% | 63.7% | 66.5% | 59.1% | 64.0% | 64.8% | | | | 64.0% |
| Operating Profit/Sales | 25.8% | 27.0% | 31.8% | 27.4% | 28.0% | 26.1% | 32.3% | 27.2% | 27.7% | | | | 27.9% |