

State of Maine



Department of Administrative and Financial Services

Bureau of Alcoholic Beverages and Lottery Operations

Financial Statements
Fiscal Year Ending June 30, 2022



JANET T. MILLS
GOVERNOR

STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES
DIVISION OF FINANCIAL AND PERSONNEL SERVICES
74 STATE HOUSE STATION, AUGUSTA, MAINE 04333

KIRSTEN LC FIGUEROA
COMMISSIONER

September 1, 2022

Gregory R. Mineo, Director
Timothy R. Poulin, Deputy Director
Michael Boardman, Deputy Director
Bureau of Alcoholic Beverages and Lottery Operations
8 State House Station
Augusta, Maine 04333-0008

Dear Mr. Mineo, Mr. Poulin and Mr. Boardman:

Submitted herein is the annual report for the Bureau of Alcoholic Beverages and Lottery Operations for the fiscal year ended June 30, 2022. This report presents the financial position of lottery and spirits operations.

If you have any suggestions or comments about these schedules, please contact us at your earliest convenience. Please advise if there are other schedules you wish included in the next annual report.

Sincerely,

Laurie A. Andre
Deputy Director,
General Government Service Center



The Bureau is proud of its commitment to providing the citizens of Maine with fun and exciting entertainment through the responsible sale of lottery games.

The Bureau is committed to generating important revenue for the citizens of Maine in a fiscally and socially responsible manner. We are proud to take a leadership role in promoting responsible gaming in Maine and across the nation. In addition to promoting responsible play on lottery games, sales materials and our website, the Bureau partners with the Maine CDC, Maine's Gambling Control Board, the National Council on Problem Gambling, and the National Association of State and Provincial Lottery's Responsible Gaming Committee to promote responsible gaming and provide resources to those in need.

As part of its fiscal responsibility, since 1974, the Maine Lottery has generated more than \$7.2 billion in sales revenues, \$4.5 billion in prize money and \$490 million in commissions and bonuses to our network of lottery retail agents. Over \$1.687 billion has been transferred to the State's General Fund to support programs and services across Maine. In FY22, for the eighth consecutive year, the Maine Lottery achieved a record transfer to the General Fund totaling nearly \$71.4 million. Additionally, the Maine Lottery achieved the second-highest-ever total sales, instant sales, commissions to lottery retail agents and prize money to winners. In FY22, the Lottery transferred \$741,928 to Maine's Outdoor Heritage Fund, an increase of 57% over the prior year. Since the Heritage Fund's inception in 1996, the Lottery has transferred more than \$22.9 million to the fund that supports important wildlife conservation programs in Maine.

The Bureau is pleased that the Maine Lottery business has a positive impact for our citizens and supports our local economy in a responsible manner.

mainelottery.com



Maine Spirits is a partnership between the Bureau and its vendor, Pine State Spirits, a subsidiary of Pine State Trading Co. created as a result of a competitive bidding process in FY14. Prior to this new contractual fee for services partnership, Maine created a 10-year lease arrangement with Maine Beverage Company. During the 10-year lease arrangement, the State realized approximately \$189 million in profit for the General Fund. This amount included \$125 million in up-front money paid in FY03 and FY04 and profit sharing when the spirits business generated profits over a guaranteed amount to Maine Beverage Company.

For the seventh consecutive year in FY22, Maine's spirits business achieved record sales of nearly \$247 million, a 4.2% growth rate, which delivered an operating profit of \$63.1 million. Operating profit grew 2.1% compared to FY21, while spirits case sales grew .86% on top of 6.48% growth in FY21.

The Bureau through its partnerships with suppliers, suppliers' representatives and our network of agency liquor stores continues to responsibly grow the business. Maine consumers receive more value in their spirits purchases than ever before due to the Bureau's progressive pricing model.

In addition to its fiscal obligation, the Bureau has a social commitment to the citizens of Maine to promote the sale of spirits in a responsible manner.

The Bureau in partnership with Pine State Spirits continued to create unique social responsibility messaging programs using Maine Spirits' social media platforms.

The Bureau is confident that the Maine spirits business has a positive impact and supports our local economy in an orderly and responsible path to market while satisfying the Bureau's legislative mandate.

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**Department of Administrative and Financial Services
Bureau of Alcoholic Beverages and Lottery Operations
Historical Gross Sales as Compared to Total Transfers**

For Fiscal Years 2008 - 2022

Fiscal Year	Liquor Sales	Lottery Sales	Heritage Sales	Total Sales
2022	\$ 246,966,767	\$ 382,227,445	\$ 3,593,028	\$ 632,787,241
2021	\$ 236,999,257	\$ 388,729,054	\$ 2,007,601	\$ 627,735,911
2020	\$ 218,520,081	\$ 311,597,206	\$ 2,514,102	\$ 532,631,389
2019	\$ 201,783,015	\$ 297,598,818	\$ 1,852,878	\$ 501,234,711
2018	\$ 187,115,708	\$ 291,591,666	\$ 2,542,027	\$ 481,249,401
2017	\$ 178,914,574	\$ 264,405,447	\$ 1,542,308	\$ 444,862,329
2016	\$ 165,366,535	\$ 270,047,651	\$ 2,291,833	\$ 437,706,018
2015	\$ 156,136,691	\$ 250,671,431	\$ 2,400,612	\$ 408,585,278
2014	\$ 143,966,700	\$ 227,937,715	\$ 2,021,379	\$ 373,925,794
2013	\$ 138,357,900	\$ 225,640,604	\$ 2,083,042	\$ 366,081,546
2012	\$ 132,497,500	\$ 226,395,960	\$ 1,966,301	\$ 357,899,879
2011	\$ 126,149,900	\$ 214,100,781	\$ 2,325,493	\$ 342,576,174
2010	\$ 122,610,900	\$ 214,746,476	\$ 2,286,077	\$ 339,643,453
2009	\$ 119,050,100	\$ 208,027,407	\$ 2,643,774	\$ 329,721,281
2008	\$ 114,169,100	\$ 225,503,048	\$ 3,018,616	\$ 342,690,764

Fiscal Year	Liquor Transfer	Lottery Transfer	Heritage Transfer	Total Transfers
2022	\$ -	\$ 71,351,415	\$ 741,928	\$ 72,093,343
2021	\$ -	\$ 70,647,717	\$ 472,336	\$ 71,120,053
2020	\$ -	\$ 64,589,742	\$ 651,148	\$ 65,240,891
2019	\$ -	\$ 62,675,109	\$ 520,809	\$ 63,195,918
2018	\$ -	\$ 62,307,123	\$ 722,863	\$ 63,029,985
2017	\$ 9,817,000 *	\$ 58,219,690	\$ 441,357	\$ 68,478,047
2016	\$ 9,639,000 *	\$ 56,972,851	\$ 603,833	\$ 67,215,684
2015	\$ 9,714,884 *	\$ 54,002,444	\$ 647,458	\$ 64,364,786
2014	\$ 12,298,432 **	\$ 51,845,477	\$ 574,142	\$ 64,718,051
2013	\$ 10,979,738 **	\$ 52,908,602	\$ 593,629	\$ 64,481,969
2012	\$ 10,254,968 **	\$ 53,785,567	\$ 530,622	\$ 64,571,157
2011	\$ 9,405,382 **	\$ 49,547,800	\$ 645,824	\$ 59,599,007
2010	\$ 8,823,077 **	\$ 52,201,531	\$ 669,789	\$ 61,694,397
2009	\$ 8,217,940 **	\$ 49,839,434	\$ 734,120	\$ 58,791,494
2008	\$ 7,513,763 **	\$ 49,491,086	\$ 811,844	\$ 57,816,693

*These amounts represent annual transfers from the MMBB to the General Fund per the Liquor Revenue Bond. The annual transfers ended in FY2017.

**These amounts include listing fees, premium tax and the profit sharing amount received from Maine Beverage Company; and the Liquor Sales, are calculated on a calendar year basis.

Department of Administrative and Financial Services
 Bureau of Alcoholic Beverages and Lottery Operations
 Lottery Operations
 Enterprise Fund - 067 - State Lottery Fund
 Balance Sheet
 As of June 30,

	2022	% of 2022 Total	2021	% of 2021 Total
Assets				
Current Assets				
Cash	\$ -	N/A	\$ -	N/A
Petty Cash - Imprest Fund	750,400	2.31%	750,400	2.04%
Accounts Receivable	31,868,426	98.22%	36,218,437	98.61%
Reserve for Doubtful Accounts	(55,729)	-0.17%	(123,274)	-0.34%
Due from Other Funds	(118,122)	-0.36%	(118,122)	-0.32%
Suspense Account Miscellaneous	(1)	N/A	-	N/A
Total Current Assets	\$ 32,444,975	100.00%	\$ 36,727,442	100.00%
Fixed Assets				
Equipment	(1) \$ 24,587		\$ 24,587	
Less: Reserve for Depreciation	(24,587)		(24,587)	
Total Fixed Assets	\$ -		\$ -	
Total Assets	\$ 32,444,975	100.00%	\$ 36,727,442	100.00%
Liabilities:				
Accounts Payable	\$ 2,812,673	42.69%	\$ 2,114,069	18.80%
Accrued Payroll	(2) 98,151	1.49%	88,400	0.79%
Accrued Subscriptions	229,268	3.48%	218,088	1.94%
Accrued Vacation Liability	114,415	1.74%	142,853	1.27%
Due to Other Funds	(3) 3,334,318	50.61%	8,684,458	77.21%
Total Liabilities	\$ 6,588,824	100.00%	\$ 11,247,868	100.00%
Reserves:				
Powerball Prize Reserve	(4) \$ 2,967,679	11.48%	\$ 2,676,707	10.51%
Expired Powerball Prize Reserve	489,891	1.89%	768,311	3.02%
Prize Reserve - Lucky for Life	(5) 1,493,282	5.78%	1,385,748	5.44%
Expired Reserve - Lucky for Life	(6) 182,893	0.71%	117,428	0.46%
Instant Ticket Prize Reserve	(7) 20,078,432	77.65%	-	N/A
Vending Machine Voucher Liability	(8) 643,974	2.49%	449,886	1.77%
Total Reserves	\$ 25,856,150	100.00%	\$ 25,479,574	100.00%
Total Liabilities and Reserves	\$ 32,444,975		\$ 36,727,442	

Department of Administrative and Financial Services
 Bureau of Alcoholic Beverages and Lottery Operations
 Lottery Operations
 Enterprise Fund - 067 - State Lottery Fund
 Comparative Statements of Income and Expense
 For Fiscal Years ending: June 30,

	FY 2022	% of Sales	FY 2021	% of Sales	% Change FY 2021 to FY 2022
SALES					
Instant Tickets					
\$1 Instant	\$ 6,452,572	1.67%	\$ 7,978,806	2.04%	(19.13%)
Heritage Fund	3,593,028	0.93%	2,007,601	0.51%	78.97%
\$2 Instant	17,667,712	4.58%	19,504,236	4.99%	(9.42%)
\$3 Instant	16,379,223	4.25%	22,391,040	5.73%	(26.85%)
\$5 Instant	88,293,845	22.89%	93,651,270	23.97%	(5.72%)
\$10 Instant	69,383,370	17.98%	74,960,960	19.18%	(7.44%)
\$20 Instant	30,041,160	7.79%	36,724,180	9.40%	(18.20%)
\$25 Instant	79,152,025	20.52%	57,420,675	14.70%	37.85%
Total Instant	\$ 310,962,935	80.60%	\$ 314,638,768	80.52%	(1.17%)
Draw Games					
Pick 3	\$ 6,357,640	1.65%	\$ 6,829,849	1.75%	(6.91%)
Pick 4	5,012,706	1.30%	5,243,894	1.34%	(4.41%)
Megabucks	8,580,499	2.22%	9,686,021	2.48%	(11.41%)
Powerball	22,739,300	5.89%	18,925,541	4.84%	20.15%
Lucky for Life	6,575,644	1.70%	3,542,432	0.91%	85.63%
Lotto America 2018	1,955,785	0.51%	1,723,803	0.44%	13.46%
Gimme 5	1,263,938	0.33%	1,526,344	0.39%	(17.19%)
Mega Millions	8,922,060	2.31%	13,698,534	3.51%	(34.87%)
World Poker Tour	1,111,913	0.29%	1,064,321	0.27%	4.47%
Total Draw	\$ 62,519,485	16.21%	\$ 62,240,739	15.93%	0.45%
Other					
\$1 Fast Play	\$ 369,578	0.10%	\$ 474,508	0.12%	(22.11%)
\$2 Fast Play	1,460,520	0.38%	1,664,700	0.43%	(12.27%)
\$5 Fast Play	2,986,185	0.77%	2,902,020	0.74%	2.90%
\$10 Fast Play	4,235,230	1.10%	4,636,340	1.19%	(8.65%)
\$20 Fast Play	3,262,580	0.85%	4,179,580	N/A	(21.94%)
Total Other	\$ 12,314,093	3.19%	\$ 13,857,148	3.55%	(11.14%)
Total Ticket Sales	\$ 385,796,513	100.00%	\$ 390,736,655	100.00%	(1.26%)
OTHER INCOME					
Distribution Expenses paid by IF&W	\$ 89,826	0.02%	\$ 50,190	0.01%	78.97%
Expired Instant Prize Reserve	(9) 3,168,075	0.82%	3,758,505	0.97%	(15.71%)
Expired Instant Prize Reserve - Heritage	(9) 38,038	0.01%	78,820	0.02%	(51.74%)
Interest Income - Tri State	1,262,580	0.33%	1,488,048	0.39%	(15.15%)
Misc Income	252,869	0.07%	53,581	0.01%	371.94%
Total Other Income	\$ 4,811,388	1.25%	\$ 5,429,144	1.41%	(11.38%)
Total Receipts	\$ 390,607,901		\$ 396,165,799		(1.40%)

Department of Administrative and Financial Services
 Bureau of Alcoholic Beverages and Lottery Operations
 Lottery Operations
 Enterprise Fund - 067 - State Lottery Fund
 Comparative Statements of Income and Expense
 For Fiscal Years ending: June 30,

	FY 2022	% of Sales	FY 2021	% of Sales	% Change FY 2021 to FY 2022
EXPENSES					
Cost of Goods Sold	\$ 301,746,187	78.21%	\$ 307,556,917	78.71%	(1.89%)
Maine Operating Expenses	4,927,438	1.28%	4,619,664	1.18%	6.66%
Tri-State/MUSL Operating Expenses	(10) 2,710,369	0.70%	3,009,548	0.77%	(9.94%)
Heritage Game Expenses	2,889,138	0.75%	1,614,085	0.41%	79.00%
Contractor Incentive Plan	(11) 2,615,000	0.68%	5,080,526	1.30%	(48.53%)
RewardME Lottery Club	(12) 3,627,545	0.94%	3,163,886	0.81%	14.65%
Total Expenses	\$ 318,515,677	82.56%	\$ 325,044,626	83.19%	(2.01%)
Transfer to General Fund	\$ 71,350,295	18.49%	\$ 70,647,717	18.08%	0.99%
Transfer to Fish & Wildlife	741,928	0.19%	472,336	0.12%	57.08%
Profit Due to (from) General Fund	(13) 1,120	0.00%	-	0.00%	
Total Transfer	\$ 72,093,343	18.69%	\$ 71,120,053	18.20%	1.37%
Changes from FY 2021 to FY 2022					
Sales		Dollars		Percent	
Instant	\$	(3,675,833)		(1.17%)	
Draw		278,746		0.45%	
Fast Play		(1,543,055)		(11.14%)	
Total	\$	(4,940,142)		(1.26%)	
Cost of Goods Sold	\$	(7,812,595)		(2.47%)	
Maine Operating Expenses	\$	307,774		6.66%	

Department of Administrative and Financial Services
Bureau of Alcoholic Beverages and Lottery Operations
Lottery Operations
Enterprise Fund - 067 - State Lottery Fund
Heritage Game Income Statement
For Fiscal Years ending: June 30,

	FY 2022	% of Sales	FY 2021	% of Sales	% Change FY 2021 to FY 2022
SALES					
Game 433 - Lobster Loot	-	N/A	(1,000)	-0.05%	N/A
Game 460 - Big Bucks	-	N/A	(14,686)	-0.73%	N/A
Game 474 - Wild Winners (Moose)	(2,568)	-0.07%	1,070,751	53.33%	-100.24%
Game 503 - Wild Winners (Eagle)	201,426	5.61%	952,536	47.45%	-78.85%
Game 534 - Money Comb	2,970,270	82.67%	-	N/A	N/A
Game 563 - Ca\$h Lines	423,900	11.80%	-	N/A	N/A
Total Sales (14)	\$ 3,593,028	100.00%	\$ 2,007,601	100.00%	78.97%
OTHER INCOME					
Expired Prize Reserve	\$ 38,038		\$ 78,820		-51.74%
Total Other Income	\$ 38,038		\$ 78,820		-51.74%
Total Income	\$ 3,631,066		\$ 2,086,421		74.03%
EXPENSES					
Game 433 - Lobster Loot	-	N/A	(612)	-0.03%	N/A
Game 460 - Big Bucks	-	N/A	(8,966)	-0.45%	N/A
Game 474 - Wild Winners (Moose)	(1,704)	-0.05%	710,550	35.39%	-100.24%
Game 503 - Wild Winners (Eagle)	133,566	3.72%	631,627	31.46%	-78.85%
Game 534 - Money Comb	1,971,368	54.87%	-	N/A	N/A
Game 563 - Ca\$h Lines	281,470	7.83%	-	N/A	N/A
Vendor Fees	126,511	3.52%	70,688	3.52%	78.97%
Agent Commission	287,442	8.00%	160,608	8.00%	78.97%
Agent Bonus	660	0.02%	-	N/A	N/A
Distribution Expenses	89,826	2.50%	50,190	2.50%	78.97%
Total Expenses	\$ 2,889,138	80.41%	\$ 1,614,085	80.40%	79.00%
Inland Fish & Wildlife Profit	\$ 741,928	20.65%	\$ 472,336	23.53%	57.08%

Agent Commissions (currently 8%) are the difference between the retail-selling price of tickets and the agent's cost.

Agent Bonus reflects the 1% bonus given to agents who sell winning prizes of \$1,000 or more, excluding the Megabucks game.

Vendor Fees are the contractual payments made to Scientific Games for instant ticket games and draw games that utilize computer systems and technology. Fees are 3.521% of sales.

Distribution Expenses are the overhead costs incurred by Lottery for distribution of Heritage Game instant tickets. This includes mail, vending machine rental and personnel costs.

Department of Administrative and Financial Services
Bureau of Alcoholic Beverages and Lottery Operations
Lottery Operations
Enterprise Fund - 067 - State Lottery Fund
Maine Operating Expense Schedule
For Fiscal Years ending: June 30,

	FY 2022	FY 2021	% Change FY 2021 to FY 2022
Lottery Administration			
Personal Services	(15) \$ 2,261,338	\$ 2,007,383	12.65%
State Services	349,085	375,182	(6.96%)
Non-State Services	-	307	(100.00%)
Travel Expenses	2,128	483	340.24%
Rents	109,403	73,691	48.46%
Office Supplies	21,842	21,957	(0.52%)
Misc Administrative Expense	182,858	323,700	(43.51%)
Portion paid by IFW	(53,352)	(30,450)	75.21%
<i>Total Administrative</i>	\$ 2,873,302	\$ 2,772,253	3.65%
Lottery Operations			
General Operations	\$ 100,389	\$ 95,391	5.24%
Other Instant Expense	744,031	461,537	61.21%
Other Draw Expense	33,461	40,526	(17.43%)
Lucky for Life Operating Expense	8,970	6,312	42.10%
Customer Service	39,904	68,520	(41.76%)
Portion paid by IFW	(16,894)	(7,304)	131.30%
<i>Total Operational</i>	\$ 909,861	\$ 664,982	36.83%
Advertising Charges			
Ad Agency Fees	\$ 274,500	\$ 261,108	5.13%
TV/Radio Production	411,736	364,999	12.80%
TV/Radio Media	236,245	298,710	(20.91%)
Promotional Material	64,732	26,289	146.23%
Advertising Notices	2,705	-	N/A
StaCap	84,111	193,571	(56.55%)
Portion paid by IFW	(19,579)	(12,436)	57.44%
<i>Total Advertising</i>	\$ 1,054,449	\$ 1,132,240	(6.87%)
Subtotal	\$ 4,837,612	\$ 4,569,474	5.87%
Plus: IF&W Reimbursement	89,826	50,190	78.97%
Total Maine Operating Expenses	\$ 4,927,438	\$ 4,619,664	6.66%
Total Sales Including Heritage	\$ 385,820,473	\$ 390,736,655	(1.26%)
Total Operating Expense as % of Sales	1.28%	1.18%	

Department of Administrative and Financial Services
 Bureau of Alcoholic Beverages and Lottery Operations
 Lottery Operations
 Enterprise Fund - 067 - State Lottery Fund
 Cost of Goods Sold Schedule (excluding Heritage)

For Fiscal Years ending: June 30,

	FY 2022	% of Sales	FY 2021	% of Sales	% Change FY 2021 to FY 2022
Prize Expense					
\$1 Instant	\$ 3,957,406	61.33%	\$ 5,136,888	64.38%	(22.96%)
\$2 Instant	11,649,409	65.94%	12,845,323	65.86%	(9.31%)
\$3 Instant	10,853,397	66.26%	14,839,893	66.28%	(26.86%)
\$5 Instant	60,757,097	68.81%	64,835,273	69.23%	(6.29%)
\$10 Instant	50,805,815	73.22%	54,879,911	73.21%	(7.42%)
\$20 Instant	22,459,449	74.76%	27,473,939	74.81%	(18.25%)
\$25 Instant	60,942,986	76.99%	45,046,520	78.45%	35.29%
Pick 3	3,170,761	49.87%	3,415,117	50.00%	(7.16%)
Pick 4	2,501,519	49.90%	2,622,252	50.01%	(4.60%)
Megabucks	4,315,518	50.29%	4,880,440	50.39%	(11.58%)
Powerball	11,378,710	50.04%	10,471,360	55.33%	8.67%
Lucky for Life	3,797,260	57.75%	2,119,957	59.84%	79.12%
Lotto America 2018	978,415	50.03%	861,606	49.98%	13.56%
Gimme 5	664,563	52.58%	808,977	53.00%	(17.85%)
Mega Millions	4,363,150	48.90%	6,815,451	49.75%	(35.98%)
World Poker Tour	690,146	62.07%	633,760	59.55%	8.90%
\$1 Fast Play	228,313	61.78%	292,711	61.69%	(22.00%)
\$2 Fast Play	975,192	66.77%	1,113,850	66.91%	(12.45%)
\$5 Fast Play	2,096,860	70.22%	2,017,295	69.51%	3.94%
\$10 Fast Play	3,135,140	74.03%	3,430,647	73.99%	(8.61%)
\$20 Fast Play	2,675,603	82.01%	3,112,398	74.47%	(14.03%)
Total Prize Expense	\$ 262,396,707	68.65%	\$ 267,653,568	68.85%	(1.96%)
Vendor Fees					
\$1 Instant	\$ 227,195	3.52%	\$ 280,934	3.52%	(19.13%)
\$2 Instant	622,080	3.52%	686,744	3.52%	(9.42%)
\$3 Instant	576,712	3.52%	788,389	3.52%	(26.85%)
\$5 Instant	3,108,826	3.52%	3,297,461	3.52%	(5.72%)
\$10 Instant	2,442,988	3.52%	2,639,375	3.52%	(7.44%)
\$20 Instant	1,057,749	3.52%	1,293,058	3.52%	(18.20%)
\$25 Instant	2,786,943	3.52%	2,021,782	3.52%	37.85%
Pick 3	223,877	3.52%	240,493	3.52%	(6.91%)
Pick 4	176,511	3.52%	184,659	3.52%	(4.41%)
Megabucks	302,134	3.52%	341,062	3.52%	(11.41%)
Powerball	800,648	3.52%	666,368	3.52%	20.15%
Lucky for Life	231,528	3.52%	124,729	3.52%	85.63%
Lotto America 2018	68,863	3.52%	60,695	3.52%	13.46%
Gimme 5	44,507	3.52%	53,744	3.52%	(17.19%)
Mega Millions	314,144	3.52%	482,325	3.52%	(34.87%)
World Poker Tour	39,150	3.52%	37,475	3.52%	4.47%
\$1 Fast Play	13,013	3.52%	16,709	3.52%	(22.12%)
\$2 Fast Play	51,430	3.52%	58,623	3.52%	(12.27%)
\$5 Fast Play	105,152	3.52%	102,188	3.52%	2.90%
\$10 Fast Play	149,139	3.52%	163,266	3.52%	(8.65%)
\$20 Fast Play	114,890	3.52%	147,176	3.52%	(21.94%)
Total Vendor Fees	\$ 13,457,482	3.52%	\$ 13,687,255	3.52%	(1.68%)

Department of Administrative and Financial Services
 Bureau of Alcoholic Beverages and Lottery Operations
 Lottery Operations
 Enterprise Fund - 067 - State Lottery Fund
 Cost of Goods Sold Schedule (excluding Heritage)

For Fiscal Years ending: June 30,

	FY 2022	% of Sales	FY 2021	% of Sales	% Change FY 2021 to FY 2022
Agent Commissions and Bonuses					
\$1 Instant	\$ 452,828	7.02%	\$ 560,756	7.03%	(19.25%)
\$2 Instant	1,246,945	7.06%	1,378,067	7.07%	(9.51%)
\$3 Instant	1,154,781	7.05%	1,578,938	7.05%	(26.86%)
\$5 Instant	6,259,392	7.09%	6,638,289	7.09%	(5.71%)
\$10 Instant	4,904,546	7.07%	5,310,277	7.08%	(7.64%)
\$20 Instant	2,165,531	7.21%	2,641,883	7.19%	(18.03%)
\$25 Instant	5,595,932	7.07%	4,083,947	7.11%	37.02%
Pick 3	318,499	5.01%	342,049	5.01%	(6.88%)
Pick 4	260,221	5.19%	276,496	5.27%	(5.89%)
Megabucks	395,477	4.61%	471,420	4.87%	(16.11%)
Powerball	1,120,547	4.93%	953,427	5.04%	17.53%
Lucky for Life	338,625	5.15%	172,724	4.88%	96.05%
Lotto America 2018	97,784	5.00%	86,189	5.00%	13.45%
Gimme 5	63,195	5.00%	77,317	5.07%	(18.27%)
Mega Millions	465,007	5.21%	679,316	4.96%	(31.55%)
World Poker Tour	55,666	5.01%	53,207	5.00%	4.62%
\$1 Fast Play	18,473	5.00%	23,720	5.00%	(22.12%)
\$2 Fast Play	73,599	5.04%	83,989	5.05%	(12.37%)
\$5 Fast Play	152,205	5.10%	150,638	5.19%	1.04%
\$10 Fast Play	214,049	5.05%	234,974	N/A	(8.91%)
\$20 Fast Play	170,803	5.24%	215,045	N/A	(20.57%)
Total Commissions and Bonuses	\$ 25,524,105	6.68%	\$ 26,012,668	6.69%	(1.88%)
Other Expenses					
Royalty Fees	\$ 357,895	0.09%	\$ 197,725	0.05%	81.01%
Contractor Incentive Plan	(11) 2,615,000	0.68%	5,080,526	1.31%	(48.53%)
RewardME Lottery Club	(12) 3,627,545	0.95%	3,163,886	0.81%	14.65%
Postage	9,999	0.00%	5,702	0.00%	75.37%
Total Other Expenses	\$ 6,610,438	1.73%	\$ 8,447,838	2.17%	(21.75%)
Total Cost of Goods Sold	\$ 307,988,733	80.58%	\$ 315,801,328	81.24%	(2.47%)
Total Sales (excluding Heritage)	\$ 382,227,445		\$ 388,729,054		
Cost of Goods Sold as % of Sales (excluding Heritage)	80.58%		81.24%		

Department of Administrative and Financial Services
Bureau of Alcoholic Beverages and Lottery Operations
Lottery Operations
Enterprise Fund - 067 - State Lottery Fund
Cost of Goods Sold - Draw Games
For Fiscal Years ending: June 30,

FY 2022

	Megabucks	Pick 3	Pick 4	Powerball	Lucky for Life	Lotto America 2018	Gimme 5	World Poker Tour	Mega Millions	Total Draw
Sales	\$ 8,580,499	\$ 6,357,640	\$ 5,012,706	\$ 22,739,300	\$ 6,575,644	\$ 1,955,785	\$ 1,263,938	\$ 1,111,913	\$ 8,922,060	\$ 62,519,485
Prize Expense	\$ 4,315,518	\$ 3,170,761	\$ 2,501,519	\$ 11,378,710	\$ 3,797,260	\$ 978,415	\$ 664,563	\$ 690,146	\$ 4,363,150	\$ 31,860,040
Vendor Fees	302,134	223,877	176,511	800,648	231,528	68,863	44,507	39,150	314,144	2,201,363
Agent Commission	395,477	318,499	260,221	1,120,547	338,625	97,784	63,195	55,666	465,007	3,115,022
Total COGS	\$ 5,013,130	\$ 3,713,136	\$ 2,938,251	\$ 13,299,905	\$ 4,367,414	\$ 1,145,062	\$ 772,264	\$ 784,962	\$ 5,142,301	\$ 37,176,425
Gross Profit on Sales	\$ 3,567,369	\$ 2,644,504	\$ 2,074,454	\$ 9,439,395	\$ 2,208,230	\$ 810,723	\$ 491,674	\$ 326,951	\$ 3,779,759	\$ 25,343,060
Gross Profit as a % of Sales	41.58%	41.60%	41.38%	41.51%	33.58%	41.45%	38.90%	29.40%	42.36%	40.54%
Tri-State/MUSL Expense/Lucky for Life Operating Expense	\$ 686,474	\$ 508,666	\$ 401,048	\$ 27,828	\$ 8,970	\$ -	\$ 101,123	\$ -	\$ -	\$ 1,734,109
Gross Profit as a % of Sales after Tri-State/MUSL Expense	33.57%	33.59%	33.38%	41.39%	33.45%	41.45%	30.90%	29.40%	42.36%	37.76%

FY 2021

	Megabucks	Pick 3	Pick 4	Powerball	Lucky for Life	Lotto America 2018	Gimme 5	World Poker Tour	Mega Millions	Total Draw
Sales	\$ 9,686,021	\$ 6,829,849	\$ 5,243,894	\$ 18,925,541	\$ 3,542,432	\$ 1,723,803	\$ 1,526,344	\$ 1,064,321	\$ 13,698,534	\$ 62,240,739
Prize Expense	\$ 4,880,440	\$ 3,415,117	\$ 2,622,252	\$ 10,471,360	\$ 2,119,957	\$ 861,606	\$ 808,977	\$ 633,760	\$ 6,815,451	\$ 32,628,918
Vendor Fees	341,062	240,493	184,659	666,368	124,729	60,695	53,744	37,475	482,325	2,191,549
Agent Commission	471,420	342,049	276,496	953,427	172,724	86,189	77,317	53,207	679,316	3,112,145
Total COGS	\$ 5,692,921	\$ 3,997,658	\$ 3,083,407	\$ 12,091,155	\$ 2,417,409	\$ 1,008,490	\$ 940,037	\$ 724,442	\$ 7,977,091	\$ 37,932,612
Gross Profit on Sales	\$ 3,993,100	\$ 2,832,191	\$ 2,160,486	\$ 6,834,386	\$ 1,125,023	\$ 715,313	\$ 586,307	\$ 339,879	\$ 5,721,443	\$ 24,308,127
Gross Profit as a % of Sales	41.23%	41.47%	41.20%	36.11%	31.76%	41.50%	38.41%	31.93%	41.77%	39.06%
Tri-State/MUSL Expense/Lucky for Life Operating Expense	\$ 774,920	\$ 546,418	\$ 419,560	\$ 37,848	\$ 6,312	\$ -	\$ 122,110	\$ -	\$ -	\$ 1,907,169
Gross Profit as a % of Sales after Tri-State/MUSL Expense	33.22%	33.47%	33.20%	35.91%	31.58%	41.50%	30.41%	31.93%	41.77%	35.99%

Percentage Change FY 2021 to FY 2022

	Megabucks	Pick 3	Pick 4	Powerball	Lucky for Life	Lotto America 2018	Gimme 5	World Poker Tour	Mega Millions	Total Draw
Sales	(11.41%)	(6.91%)	(4.41%)	20.15%	85.63%	13.46%	(17.19%)	4.47%	(34.87%)	0.45%
COGS	(11.94%)	(7.12%)	(4.71%)	10.00%	80.67%	13.54%	(17.85%)	8.35%	(35.54%)	(1.99%)
Gross Profit	(10.66%)	(6.63%)	(3.98%)	38.12%	96.28%	13.34%	(16.14%)	(3.80%)	(33.94%)	4.26%

Department of Administrative and Financial Services
 Bureau of Alcoholic Beverages and Lottery Operations
 Lottery Operations
 Enterprise Fund - 067 - State Lottery Fund
 Cost of Goods Sold - Instant Tickets (excluding Heritage)
 For Fiscal Years ending: June 30,

FY 2022								
	\$1 Instant	\$2 Instant	\$3 Instant	\$5 Instant	\$10 Instant	\$20 Instant	\$25 Instant	Total Instant
Sales	\$ 6,452,572	\$ 17,667,712	\$ 16,379,223	\$ 88,293,845	\$ 69,383,370	\$ 30,041,160	\$ 79,152,025	\$ 307,369,907
Prize Expense	\$ 3,957,406	\$ 11,649,409	\$ 10,853,397	\$ 60,757,097	\$ 50,805,815	\$ 22,459,449	\$ 60,942,986	\$ 221,425,559
Vendor Fees	227,195	622,080	576,712	3,108,826	2,442,988	1,057,749	2,786,943	10,822,494
Agent Commission	452,828	1,246,945	1,154,781	6,259,392	4,904,546	2,165,531	5,595,932	21,779,955
Royalty Fees/StaCap	-	72,492	-	285,402	-	-	-	357,895
Postage/Rental of Equipment	210	575	533	2,872	2,257	977	2,575	9,999
Total COGS	\$ 4,637,639	\$ 13,591,501	\$ 12,585,423	\$ 70,413,590	\$ 58,155,607	\$ 25,683,707	\$ 69,328,435	\$ 254,395,902
Gross Profit on Sales	\$ 1,814,933	\$ 4,076,211	\$ 3,793,800	\$ 17,880,255	\$ 11,227,763	\$ 4,357,453	\$ 9,823,590	\$ 52,974,005
Gross Profit as a % of Sales	28.13%	23.07%	23.16%	20.25%	16.18%	14.50%	12.41%	17.23%

FY 2021								
	\$1 Instant	\$2 Instant	\$3 Instant	\$5 Instant	\$10 Instant	\$20 Instant	\$25 Instant	Total Instant
Sales	\$ 7,978,806	\$ 19,504,236	\$ 22,391,040	\$ 93,651,270	\$ 74,960,960	\$ 36,724,180	\$ 57,420,675	\$ 312,631,167
Prize Expense	\$ 5,136,888	\$ 12,845,323	\$ 14,839,893	\$ 64,835,273	\$ 54,879,911	\$ 27,473,939	\$ 45,046,520	\$ 225,057,748
Vendor Fees	280,934	686,744	788,389	3,297,461	2,639,375	1,293,058	2,021,782	11,007,743
Agent Commission	560,756	1,378,067	1,578,938	6,638,289	5,310,277	2,641,883	4,083,947	22,192,157
Royalty Fees/StaCap	-	-	-	197,725	-	-	-	197,725
Postage/Rental of Equipment	146	356	408	1,708	1,367	670	1,047	5,702
Total COGS	\$ 5,978,724	\$ 14,910,490	\$ 17,207,628	\$ 74,970,456	\$ 62,830,931	\$ 31,409,549	\$ 51,153,296	\$ 258,461,073
Gross Profit on Sales	\$ 2,000,082	\$ 4,593,746	\$ 5,183,412	\$ 18,680,814	\$ 12,130,029	\$ 5,314,631	\$ 6,267,379	\$ 54,170,094
Gross Profit as a % of Sales	25.07%	23.55%	23.15%	19.95%	16.18%	14.47%	10.91%	17.33%

Percentage Change FY 2021 to FY 2022								
	\$1 Instant	\$2 Instant	\$3 Instant	\$5 Instant	\$10 Instant	\$20 Instant	\$25 Instant	Total Instant
Sales	(19.13%)	(9.42%)	(26.85%)	(5.72%)	(7.44%)	(18.20%)	37.85%	(1.68%)
COGS	(22.43%)	(8.85%)	(26.86%)	(6.08%)	(7.44%)	(18.23%)	35.53%	(1.57%)
Gross Profit	(9.26%)	(11.27%)	(26.81%)	(4.29%)	(7.44%)	(18.01%)	56.74%	(2.21%)

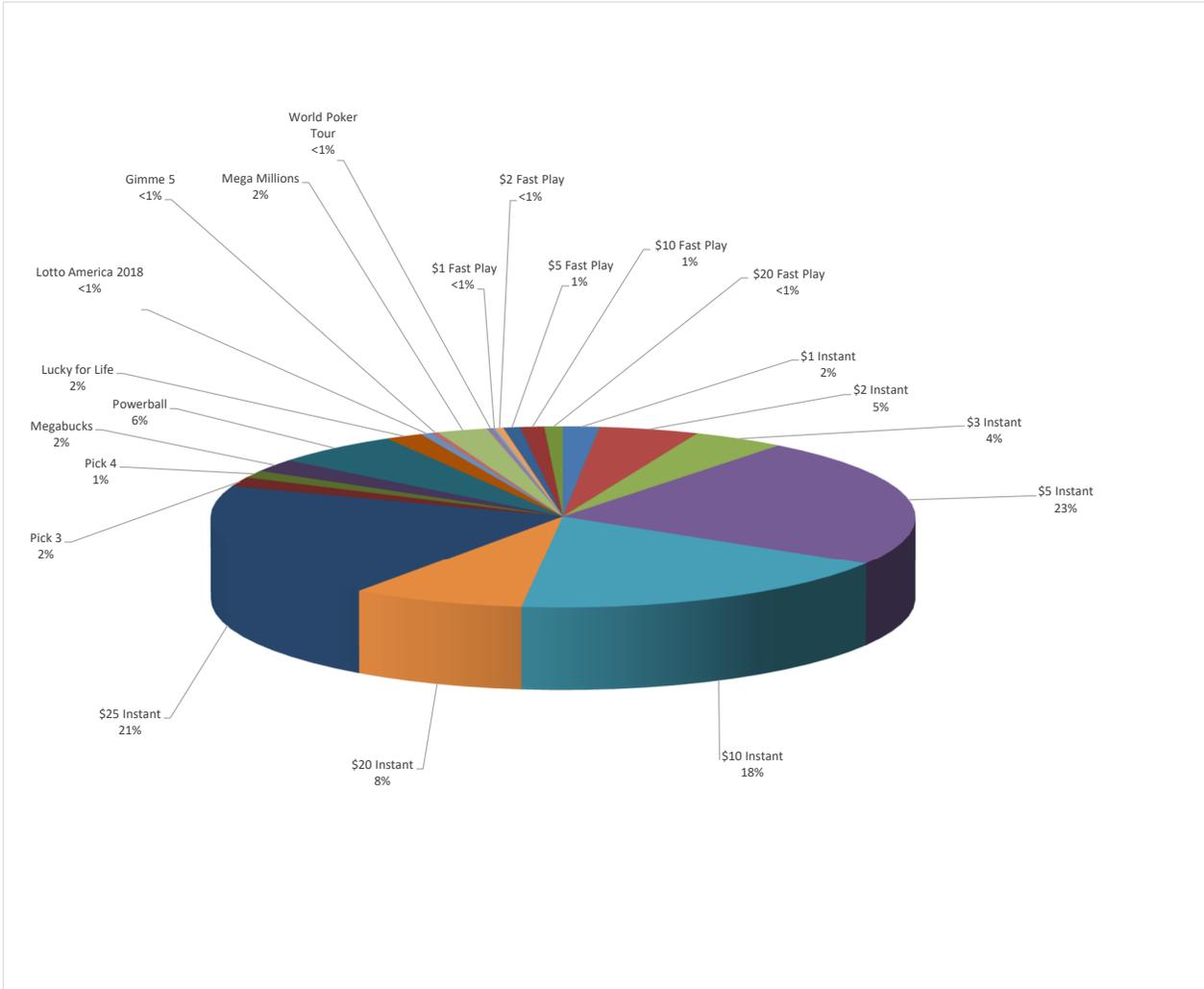
Department of Administrative and Financial Services
Bureau of Alcoholic Beverages and Lottery Operations
Lottery Operations
Enterprise Fund - 067 - State Lottery Fund
Cost of Goods Sold - Fast Play Games
For Fiscal Years ending: June 30,

FY 2022												
	\$1 Fast Play		\$2 Fast Play		\$5 Fast Play		\$10 Fast Play		\$20 Fast Play		Total Fast Play	
Sales	\$	369,578	\$	1,460,520	\$	2,986,185	\$	4,235,230	\$	3,262,580	\$	12,314,093
Prize Expense	\$	228,313	\$	975,192	\$	2,096,860	\$	3,135,140	\$	2,675,603	\$	9,111,108
Vendor Fees		13,013		51,430		105,152		149,139		114,890		433,624
Agent Commission		18,473		73,599		152,205		214,049		170,803		629,129
Total COGS	\$	259,799	\$	1,100,221	\$	2,354,217	\$	3,498,328	\$	2,961,296	\$	10,173,861
Gross Profit on Sales	\$	109,779	\$	360,299	\$	631,968	\$	736,902	\$	301,284	\$	2,140,232
Gross Profit as a % of Sales		29.70%		24.67%		21.16%		17.40%		9.23%		17.38%
Tri State Expense	\$	29,568	\$	116,854	\$	238,914	\$	338,855	\$	261,038	\$	985,230
Gross Profit after Tri State Expense - Percent		21.70%		16.67%		13.16%		9.40%		1.23%		9.38%

FY 2021												
	\$1 Fast Play		\$2 Fast Play		\$5 Fast Play		\$10 Fast Play		\$20 Fast Play		Total Fast Play	
Sales	\$	474,508	\$	1,664,700	\$	2,902,020	\$	4,636,340	\$	4,179,580	\$	13,857,148
Prize Expense	\$	292,711	\$	1,113,850	\$	2,017,295	\$	3,430,647	\$	3,112,398	\$	9,966,902
Vendor Fees		16,709		58,623		102,188		163,266		147,176		487,963
Agent Commission		23,720		83,989		150,638		234,974		215,045		708,367
Total COGS	\$	333,140	\$	1,256,462	\$	2,270,122	\$	3,828,888	\$	3,474,620	\$	11,163,231
Gross Profit on Sales	\$	141,368	\$	408,238	\$	631,898	\$	807,452	\$	704,960	\$	2,693,917
Gross Profit as a % of Sales		29.79%		24.52%		21.77%		17.42%		16.87%		19.44%
Tri State Expense	\$	37,965	\$	133,196	\$	232,180	\$	370,954	\$	334,397	\$	1,108,692
Gross Profit after Tri State Expense - Percent		21.79%		16.52%		13.77%		9.41%		8.87%		11.44%

Percentage Change FY 2021 to FY 2022												
	\$1 Fast Play		\$2 Fast Play		\$5 Fast Play		\$10 Fast Play		\$20 Fast Play		Total Fast Play	
Sales		(22.11%)		(12.27%)		2.90%		(8.65%)		(21.94%)		(11.14%)
COGS		(22.02%)		(12.43%)		3.70%		(8.63%)		(14.77%)		(8.86%)
Gross Profit		(22.35%)		(11.74%)		0.01%		(8.74%)		(57.26%)		(20.55%)

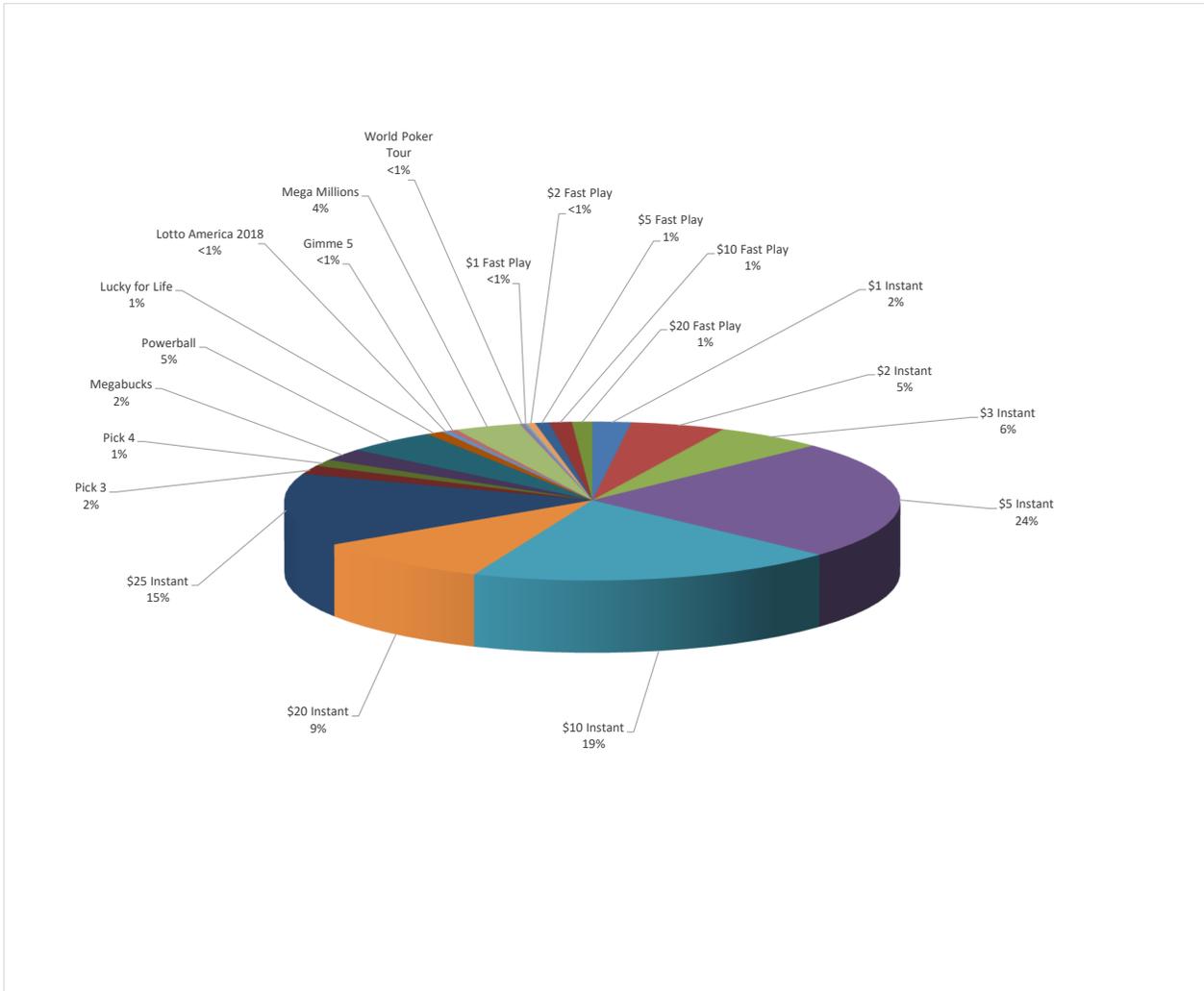
Department of Administrative and Financial Services
Bureau of Alcoholic Beverages and Lottery Operations
Lottery Operations
Enterprise Fund - 067 - State Lottery Fund
Comparative Sales Analysis
For FY 2022 and FY 2021



	FY 2022
\$1 Instant	\$ 6,452,572
\$2 Instant	17,667,712
\$3 Instant	16,379,223
\$5 Instant	88,293,845
\$10 Instant	69,383,370
\$20 Instant	30,041,160
\$25 Instant	79,152,025
Pick 3	6,357,640
Pick 4	5,012,706
Megabucks	8,580,499
Powerball	22,739,300
Lucky for Life	6,575,644
Lotto America 2018	1,955,785
Gimme 5	1,263,938
Mega Millions	8,922,060
World Poker Tour	1,111,913
\$1 Fast Play	369,578
\$2 Fast Play	1,460,520
\$5 Fast Play	2,986,185
\$10 Fast Play	4,235,230
\$20 Fast Play	3,262,580
	<u>\$ 382,203,485</u>

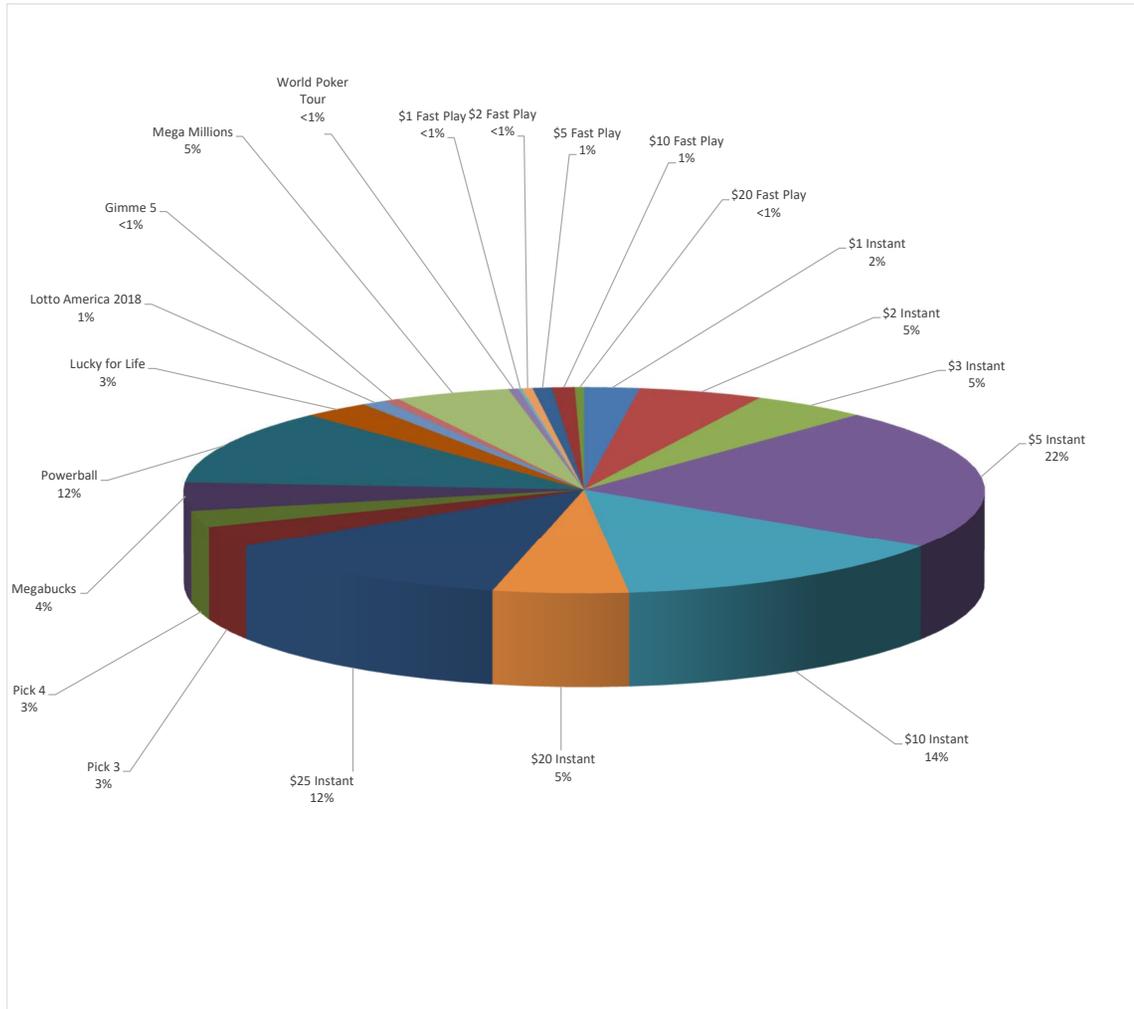
*Excludes the Outdoor Heritage Game

**Department of Administrative and Financial Services
Bureau of Alcoholic Beverages and Lottery Operations
Lottery Operations
Enterprise Fund - 067 - State Lottery Fund
Comparative Sales Analysis**



	FY 2021
\$1 Instant	\$ 7,978,806
\$2 Instant	19,504,236
\$3 Instant	22,391,040
\$5 Instant	93,651,270
\$10 Instant	74,960,960
\$20 Instant	36,724,180
\$25 Instant	57,420,675
Pick 3	6,829,849
Pick 4	5,243,894
Megabucks	9,686,021
Powerball	18,925,541
Lucky for Life	3,542,432
Lotto America 2018	1,723,803
Gimme 5	1,526,344
Mega Millions	13,698,534
World Poker Tour	1,064,321
\$1 Fast Play	474,508
\$2 Fast Play	1,664,700
\$5 Fast Play	2,902,020
\$10 Fast Play	4,636,340
\$20 Fast Play	4,179,580
	<u>\$ 388,729,054</u>
*Excludes the Outdoor Heritage Game	

Department of Administrative and Financial Services
Bureau of Alcoholic Beverages and Lottery Operations
Lottery Operations
Enterprise Fund - 067 - State Lottery Fund
Gross Profit Comparison
For FY 2022 and FY 2021

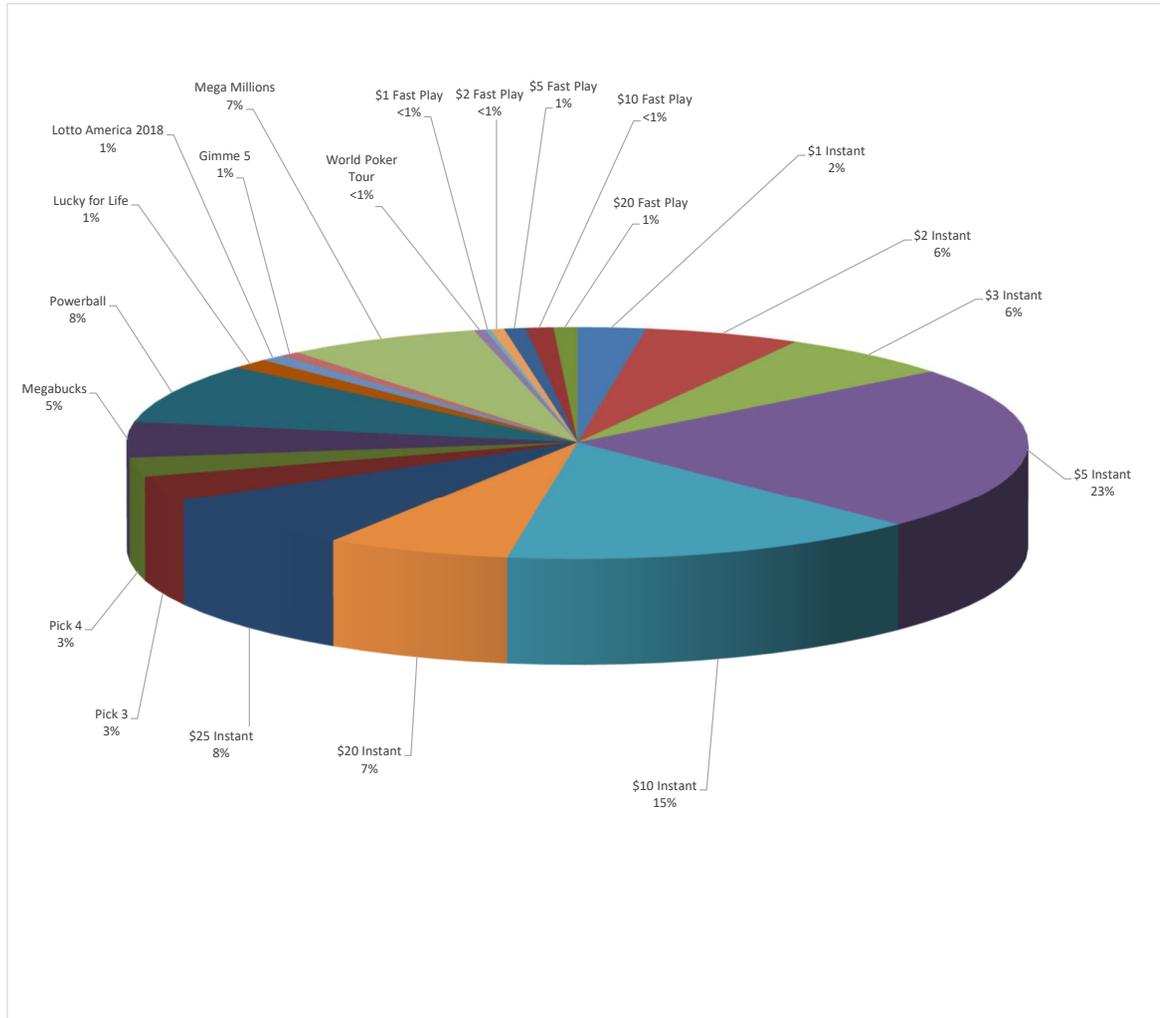


FY 2022

\$1 Instant	\$ 1,814,933
\$2 Instant	4,076,211
\$3 Instant	3,793,800
\$5 Instant	17,880,255
\$10 Instant	11,227,763
\$20 Instant	4,357,453
\$25 Instant	9,823,590
Pick 3	2,644,504
Pick 4	2,074,454
Megabucks	3,567,369
Powerball	9,439,395
Lucky for Life	2,208,230
Lotto America 2018	810,723
Gimme 5	491,674
Mega Millions	3,779,759
World Poker Tour	326,951
\$1 Fast Play	109,779
\$2 Fast Play	360,299
\$5 Fast Play	631,968
\$10 Fast Play	736,902
\$20 Fast Play	301,284
	<u>\$ 80,457,297</u>

*Excludes the Outdoor Heritage Game

Department of Administrative and Financial Services
Bureau of Alcoholic Beverages and Lottery Operations
Lottery Operations
Enterprise Fund - 067 - State Lottery Fund
Gross Profit Comparison



FY 2021

\$1 Instant	\$ 2,000,082
\$2 Instant	4,593,746
\$3 Instant	5,183,412
\$5 Instant	18,680,814
\$10 Instant	12,130,029
\$20 Instant	5,314,631
\$25 Instant	6,267,379
Pick 3	2,832,191
Pick 4	2,160,486
Megabucks	3,993,100
Powerball	6,834,386
Lucky for Life	1,125,023
Lotto America 2018	715,313
Gimme 5	586,307
Mega Millions	5,721,443
World Poker Tour	339,879
\$1 Fast Play	141,368
\$2 Fast Play	408,238
\$5 Fast Play	631,898
\$10 Fast Play	807,452
\$20 Fast Play	704,960
	<u>\$ 81,172,137</u>

*Excludes the Outdoor Heritage Game

Lottery Operations Notes

Balance Sheet:

- (1) An unused, fully depreciated item of machinery was sent to state surplus for sale or disposal and removed from the fixed assets listing in March 2021.
- (2) Accrued Payroll is necessary to accurately reflect total salary expense for Fiscal Year 2022 and represents fourteen (14) days for June 2022.
- (3) Due to Other Funds reflects the amount of Lottery profit owed to the General Fund plus \$2.615 million set aside for the FY 2022 contractor incentive plan. This balance fluctuates depending on the timing of cash flow from the Lottery's accounts receivable bank sweeps through Treasury.
- (4) MUSL Prize Reserve represents the potential liability of prize-winning Powerball, Lotto America and Mega Million tickets sold but not yet redeemed.
- (5) Lucky for Life Prize Reserve represents the potential liability of prize-winning Lucky for Life tickets sold but not yet redeemed.
- (6) Lucky for Life Expired Prize Reserve represents the liability of prize-winning Lucky for Life tickets sold but not redeemed. The funds will be awarded as other prizes.
- (7) The Instant Ticket Prize Reserve represents the potential liability of prize-winning instant tickets sold but not yet redeemed.
- (8) The Vending Machine Voucher Liability represents the amount of unliquidated vouchers remaining from vending machine ticket purchases.

Year to Date Comparative Statements of Income and Expenses:

- (9) Expired Instant Prize Reserve represents the income received from winning expired instant tickets not redeemed. FY22 Expired Instant Prize Reserve includes:

\$1 Instant Accelerated	\$228,827
\$2 Instant Accelerated	334,080
\$3 Instant Accelerated	284,595
\$5 Instant Accelerated	395,449
\$10 Instant Accelerated	147,364
\$20 Instant Accelerated	(73,236)
\$25 Instant Accelerated	247,493
Heritage Accelerated	27,872
44 Games Expired	1,603,503
1 Heritage Game Expired	<u>10,166</u>
Total	<u>\$3,206,113</u>

Lottery Operations Notes (continued)

Year to Date Comparative Statements of Income and Expenses (continued):

- (10) Tri-State/MUSL Operating Expense is listed as a separate line item to accurately reflect the Cost of Goods Sold. The amounts are determined as follows:
 - a. Tri-State Operating Expense – 16.521 percent of Tri-State sales less commissions and vendor fees.
 - b. MUSL Marketing Fee – .2 percent of MUSL sales.
- (11) Contractor Incentive Plan reflects a substantial decrease in Fiscal Year 2022 due to lower annual sales versus the three-year benchmark used to calculate the incentive.
- (12) The RewardME Lottery Club balance ran a surplus during FY 2020, so the state ceased paying into the fund. In FY 2021, the state resumed adding funds to the account to support promotions and continued funding the program in FY 2022.
- (13) A Cash Pool Distribution from the State Treasury posted after the Lottery General Fund transfer occurred, but still posted for FY21. The amount reflected in the cash and unappropriated surplus accounts for carryover and was included in the July 2021 General Fund transfer in Fiscal Year 2022.

Heritage Game Income Statement:

- (14) Heritage Game instant tickets are sold through the Maine State Lottery to generate revenues that directly benefit conservation projects through the following grant categories:
 - Category 1 Fisheries and wildlife habitat conservation projects
 - Category 2 Acquisition and management of public lands, parks, wildlife conservation areas and public access, and outdoor recreation sites and facilities
 - Category 3 Endangered and threatened species conservation projects
 - Category 4 Natural resources law enforcement

Maine Operating Expense Schedule:

- (15) Included in Personal Services for June 2022 are fourteen (14) days of payroll accrual. The accrual is necessary to help more accurately reflect total salary expense for Fiscal Year 2022.

Department of Administrative and Financial Services
 Bureau of Alcoholic Beverages and Lottery Operations
 Spirits Operations
 Enterprise Fund - 060 - Alcoholic Beverage Fund
 Balance Sheet
 As of June 30,

ASSETS:

	2022	% of 2022 Total	2021	% of 2021 Total
Current Assets				
Cash	\$ 7,450,688	9.19%	\$ 15,159,564	27.34%
Cash with Fiduciary	68,952,943	85.02%	35,993,384	64.92%
Accounts Receivable	4,697,433	5.79%	3,688,568	6.65%
Prepaid Expenses	-	0.00%	600,000	N/A
Total Current Assets	\$ 81,101,065	100.00%	\$ 55,441,516	100.00%
TOTAL ASSETS	\$ 81,101,065	100.00%	\$ 55,441,516	100.00%

LIABILITIES:

Accounts Payable	(16) \$ 8,930,458	14.11%	\$ 7,798,071	9.09%
Compensated Absences	74,152	0.12%	51,788	0.06%
Due to Other Funds	(17) 50,395,000	79.60%	73,215,000	85.39%
Interest Matured Payable	3,887,694	6.14%	4,661,582	5.44%
Accrued payroll	(18) 19,763	0.03%	15,705	0.02%
TOTAL LIABILITIES	\$ 63,307,066	100.00%	\$ 85,742,145	100.00%

RESERVES:

Retained Earnings	\$ 59,554,628	334.69%	\$ 58,543,052	-193.21%
Unappropriated Surplus	(39,760,629)	-223.45%	(10,843,681)	35.79%
Profit or Loss	(2,000,000)	-11.24%	(78,000,000)	257.42%
TOTAL RESERVES	\$ 17,793,999	100.00%	\$ (30,300,629)	100.00%

TOTAL LIABILITIES & RESERVES	\$ 81,101,065		\$ 55,441,516	
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Department of Administrative and Financial Services
 Bureau of Alcoholic Beverages and Lottery Operations
 Spirits Operations
 Enterprise Fund - 060 - Alcoholic Beverage Fund
 Comparative Statements of Income and Expense
 For Fiscal Years ending June 30,

	FY 2022	% of Sales	FY 2021	% of Sales	% Change FY 2021 to FY 2022
Sales					
Spirit Sales	(19) \$ 246,966,767	100.00%	\$ 236,999,257	100.00%	4.21%
<i>Total Spirit Sales</i>	<u>\$ 246,966,767</u>	100.00%	<u>\$ 236,999,257</u>	100.00%	
Other Revenue					
Interest earned	\$ 927,386		\$ 181,143		
Revenue Transfer to General Fund and MDOT	(20) (630,100)		-		
Prior year adjustment	-		-		
<i>Total Other Revenue</i>	<u>\$ 297,286</u>		<u>\$ 181,143</u>		
Total Revenue	\$ 247,264,054		\$ 237,180,400		4.25%
Spirit Expenses					
Product cost	\$ 162,472,362	65.79%	\$ 154,728,211	65.29%	5.01%
Bottle deposit	3,984,440	1.61%	2,494,471	1.05%	59.73%
Warehousing & Distribution	10,727,506	4.34%	10,547,778	4.45%	1.70%
Trade Marketing	5,211,210	2.11%	4,991,965	2.11%	4.39%
Personnel	379,118	0.15%	314,594	0.13%	20.51%
Advertising	1,582,967	0.64%	353,351	0.15%	347.99%
Technology	236,780	0.10%	6,708	0.00%	3,430.03%
Misc operating expenses	474,901	0.19%	1,529,391	0.65%	(68.95%)
Stacap	121,451	0.05%	216,995	0.09%	(44.03%)
<i>Total Spirit Expenses</i>	<u>\$ 185,190,735</u>	74.99%	<u>\$ 175,183,463</u>	73.92%	5.71%
Other Expenses					
Bond bank quarterly fees	\$ 46,751	N/A	\$ 102,920	0.04%	(54.58%)
Interest payments due on bonds	2,471,939	1.00%	3,350,966	1.41%	(26.23%)
<i>Total Other Expenses</i>	<u>\$ 2,518,690</u>	1.02%	<u>\$ 3,453,885</u>	1.46%	(27.08%)
Total Expenses	\$ 187,709,426	76.01%	\$ 178,637,349	75.37%	5.08%
General Fund Transfers					
Product listing fee transfer to General Fund	\$ 66,904	0.03%	\$ 95,910	0.04%	(30.24%)
Premium tax transfer to General Fund	3,158,942	1.28%	3,123,535	1.32%	1.13%
<i>Total GF Transfers</i>	<u>\$ 3,225,846</u>	1.31%	<u>\$ 3,219,445</u>	1.36%	0.20%
Profit	Total Profit				
	<u>\$ 56,328,782</u>	22.81%	<u>\$ 55,323,607</u>	23.34%	1.82%
Other Transfers					
Transfer from MMBB	(21) \$ 7,000,000	2.83%	\$ 7,000,000	2.95%	0.00%
<i>Total Other Transfers</i>	<u>\$ 7,000,000</u>	2.83%	<u>\$ 7,000,000</u>	2.95%	0.00%

Spirit Operations Notes

Balance Sheet:

- (16) Accounts Payable represents invoices that have been processed and for which payment is due, that will not be disbursed until July.
- (17) Due to Other Funds reflects the amount outstanding for the Bonds with Maine Municipal Bond Bank.
- (18) Accrued Payroll is necessary to help more accurately reflect total salary expense for Fiscal Year 2022 and represents fourteen (14) days for June 2022.

Income Statement:

- (19) Spirit Sales include the revenue from sales to agency stores, plus bottle deposit, bailment from suppliers for warehouse activity and suppliers' share of dollar discounts for monthly special pricing. The bottle deposit is subsequently booked as an expense in the Spirits Expenses section.
- (20) This entry reflects the FY 2022 revenue transfer of \$630,100 to Maine Department of Transportation per Public Law 2014, chapter 269, section 6054, subsection 3C.
- (21) This reflects the amount transferred back from Maine Municipal Bond Bank to the Safe Drinking Water Fund, the Clean Water Fund and the Maine Department of Transportation. For Fiscal Year 2022, amounts and details are:

Program	Amount	Notes
Safe Drinking Water	\$ 3,200,800	Transferred to Department of Health and Human Services in FY22
Clean Water	3,169,100	Transferred to Department of Environmental Protection in FY22
Highways & Bridges	<u>630,100</u>	Transferred to Department of Transportation in FY22
Total	<u>\$ 7,000,000</u>	