

**Maine Spirits Business Activity for
November 2022
Prepared by Pine State Spirits**

Sales Data 11/1/2022 - 11/30/2022				Monthly				
			Variance					
Prior Year	Current Year	Actual	%					
Shipping Days	21	21	0					
					Cs/Day LY	Cs/Day TY	Variance %	
Cases Sold	115,363	118,293	2,930	2.54%	5,493	5,633	2.54%	
					\$/Day LY	\$/Day TY	Variance %	
Dollar Sales	\$ 18,303,825	\$ 19,806,687	\$ 1,502,862	8.21%	\$ 871,611	\$ 943,176	8.21%	
Cost of Goods Sold	\$ 12,803,813	\$ 13,638,306	\$ 834,493	6.52%				
Depletion Allowances	\$ (858,026)	\$ (819,445)						
Total Cost of Good Sold	\$ 11,945,787	\$ 12,818,861	\$ 873,074	7.31%				
Sales Data 7/1/2022 - 11/30/2022				Year to Date				
			Variance					
Prior Year	Current Year	Actual	%					
Shipping Days	108	108	0					
					Cs/Day LY	Cs/Day TY	Variance %	
Cases Sold	645,493	652,140	6,647	1.03%	5,977	6,038	1.03%	
					\$/Day LY	\$/Day TY	Variance %	
Dollar Sales	\$ 100,551,546	\$ 107,665,314	\$ 7,113,768	7.07%	\$ 931,033	\$ 996,901	7.07%	
Cost of Goods Sold	\$ 71,087,912	\$ 75,055,510	\$ 3,967,598	5.58%				
Depletion Allowances	\$ (6,885,814)	\$ (6,726,425)						
Total Cost of Good Sold	\$ 64,202,097	\$ 68,329,085	\$ 4,126,988	6.43%				
Other Revenue		Monthly Data			Year to Date Data			
			Variance				Variance	
Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%	
Premium Tax	\$ 248,480	\$ 253,429	\$ 4,950	1.99%	\$ 1,391,768	\$ 1,400,463	\$ 8,695	0.62%
Bailment	\$ 223,061	\$ 277,223	\$ 54,162	24.28%	\$ 1,198,237	\$ 1,328,178	\$ 129,942	10.84%
Depletion Allowances	\$ 858,026	\$ 819,445	\$ (38,582)	-4.50%	\$ 6,885,814	\$ 6,726,425	\$ (159,390)	-2.31%