

State of Maine Department of Administrative and Financial Services (DAFS) Bureau of Alcoholic Beverages and Lottery Operations (BABLO)													April 4, 2025
Liquor Operations Monthly and Annual Net Receipts Budget and Actual Performance Comparison State Fiscal Year 2025, as of March 2025													
	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
<b>Budget Projection</b>													
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)
<b>Gross Profit</b>	<b>7,204,618</b>	<b>7,867,286</b>	<b>6,235,107</b>	<b>5,845,811</b>	<b>5,947,755</b>	<b>6,592,961</b>	<b>5,213,104</b>	<b>5,385,144</b>	<b>5,058,473</b>	<b>5,481,097</b>	<b>6,429,436</b>	<b>6,860,029</b>	<b>74,120,821</b>
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	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Operating Profit</b>	<b>6,802,618</b>	<b>7,428,286</b>	<b>5,886,107</b>	<b>5,518,811</b>	<b>5,614,755</b>	<b>6,224,961</b>	<b>4,921,104</b>	<b>5,083,144</b>	<b>4,774,473</b>	<b>5,174,097</b>	<b>6,070,436</b>	<b>6,477,029</b>	<b>69,975,821</b>
<b>Actual Performance</b>													
Gross Sales	27,724,122	26,217,478	21,572,706	21,274,890	20,721,505	24,909,460	18,123,914	17,337,061	16,967,268	-	-	-	194,848,405
Cost of Goods Sold	(18,939,800)	(17,460,314)	(13,630,482)	(13,822,537)	(13,857,381)	(16,837,546)	(11,101,021)	(11,534,257)	(11,047,166)	-	-	-	(128,230,503)
Warehousing & Distribution	(1,339,657)	(1,229,570)	(999,408)	(1,029,586)	(1,007,915)	(1,830,540)	(1,267,909)	(1,291,000)	(1,246,145)	-	-	-	(11,241,730)
Trade Marketing	(596,515)	(546,601)	(442,938)	(457,687)	(447,389)	-	-	-	-	-	-	-	(2,491,130)
<b>Gross Profit</b>	<b>6,848,149</b>	<b>6,980,993</b>	<b>6,499,879</b>	<b>5,965,080</b>	<b>5,408,820</b>	<b>6,241,374</b>	<b>5,754,984</b>	<b>4,511,804</b>	<b>4,673,957</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>52,885,042</b>
BABLO Operating Costs	(121,570)	(357,455)	(207,614)	(417,195)	(359,916)	(148,914)	(406,542)	(273,654)	(371,066)	-	-	-	(2,663,925)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Operating Profit</b>	<b>6,726,580</b>	<b>6,623,538</b>	<b>6,292,265</b>	<b>5,547,885</b>	<b>5,048,905</b>	<b>6,092,461</b>	<b>5,348,443</b>	<b>4,238,150</b>	<b>4,302,891</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>50,221,117</b>
<b>Variance</b>													
Gross Sales	2,599,430	(1,189,882)	(215,475)	829,005	(76,324)	1,890,425	(144,264)	(1,523,158)	(770,278)	-	-	-	1,399,479
Cost of Goods Sold	(2,922,800)	11,686	259,518	(788,537)	(598,381)	(2,162,546)	544,979	488,743	260,834	-	-	-	(4,906,503)
Warehousing & Distribution	(1,583)	221,504	173,666	76,488	115,159	(597,466)	(269,835)	(262,926)	(274,071)	-	-	-	(819,063)
Trade Marketing	(31,515)	70,399	47,063	2,313	20,611	-	-	-	-	-	-	-	108,870
<b>Gross Profit</b>	<b>(356,468)</b>	<b>(886,293)</b>	<b>264,772</b>	<b>119,269</b>	<b>(538,935)</b>	<b>(869,586)</b>	<b>130,880</b>	<b>(1,297,341)</b>	<b>(783,516)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(4,217,217)</b>
BABLO Operating Costs	280,430	81,545	141,386	(90,195)	(26,916)	219,086	(114,542)	28,346	(87,066)	-	-	-	432,075
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Operating Profit</b>	<b>(76,038)</b>	<b>(804,749)</b>	<b>406,158</b>	<b>29,074</b>	<b>(565,850)</b>	<b>(650,500)</b>	<b>16,338</b>	<b>(1,268,995)</b>	<b>(870,582)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(3,785,142)</b>
<b>Transfer to Undedicated revenue</b>													
Operating Profit	6,726,580	6,623,538	6,292,265	5,547,885	5,048,905	6,092,461	5,348,443	4,238,150	4,302,891	-	-	-	50,221,117
Outstanding Receivables	1,347,160	(2,252,500)	3,032,287	(300,398)	(266,642)	(36,568)	(218,738)	341,057	1,830,653	-	-	-	3,476,310
Other Adjustments	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Transfer to Undedicated revenue</b>	<b>8,073,739</b>	<b>4,371,038</b>	<b>9,324,552</b>	<b>5,247,488</b>	<b>4,782,262</b>	<b>6,055,893</b>	<b>5,129,704</b>	<b>4,579,206</b>	<b>6,133,543</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>53,697,427</b>
<b>Performance Indicators</b>													
<u>Actual/Budget Indicators</u>													
Sales	110.3%	95.7%	99.0%	104.1%	99.6%	108.2%	99.2%	91.9%	95.7%				75.2%
COGS	118.2%	99.9%	98.1%	106.0%	104.5%	114.7%	95.3%	95.9%	97.7%				77.7%
Operating Profit	98.9%	89.2%	106.9%	100.5%	89.9%	97.9%	108.7%	83.4%	90.1%				71.8%
<u>Actual Performance Indicators</u>													
COGS/Sales	68.3%	66.6%	63.2%	65.0%	66.9%	67.6%	61.3%	66.5%	65.1%				65.8%
Operating Profit/Sales	24.3%	25.3%	29.2%	26.1%	24.4%	24.5%	29.5%	24.4%	25.4%				25.8%