

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

July 8, 2024

**Liquor Operations Monthly and Annual Net Receipts Budget and Actual Performance Comparison
State Fiscal Year 2024, as of June 30, 2024**

	July 2023	August 2023	September 2023	October 2023	November 2023	December 2023	January 2024	February 2024	March 2024	April 2024	May 2024	June 2024	Total
Budget Projection													
Gross Sales	23,839,331	22,779,895	19,549,404	19,364,299	18,125,677	23,592,555	16,751,480	17,165,600	19,136,483	17,303,554	19,070,481	21,183,833	237,862,589
Cost of Goods Sold	(15,198,000)	(14,522,000)	(12,463,000)	(12,345,000)	(11,555,000)	(15,040,000)	(10,679,000)	(10,943,000)	(12,200,000)	(11,031,000)	(12,157,000)	(13,505,000)	(151,638,000)
Warehousing & Distribution	(1,274,074)	(1,222,074)	(1,062,074)	(1,053,074)	(991,074)	(1,262,074)	(923,074)	(944,074)	(1,041,074)	(951,074)	(1,038,074)	(1,143,074)	(12,904,889)
Trade Marketing	(536,000)	(513,000)	(440,000)	(436,000)	(408,000)	(531,000)	(377,000)	(386,000)	(431,000)	(389,000)	(429,000)	(477,000)	(5,353,000)
Gross Profit	6,831,257	6,522,820	5,584,330	5,530,225	5,171,603	6,759,481	4,772,406	4,892,526	5,464,409	4,932,480	5,446,407	6,058,759	67,966,700
BABLO Operating Costs	(381,000)	(364,000)	(313,000)	(310,000)	(290,000)	(377,000)	(268,000)	(275,000)	(306,000)	(277,000)	(305,000)	(339,000)	(3,805,000)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	6,450,257	6,158,820	5,271,330	5,220,225	4,881,603	6,382,481	4,504,406	4,617,526	5,158,409	4,655,480	5,141,407	5,719,759	64,161,700
Actual Performance													
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	21,452,269	256,547,876
Cost of Goods Sold	(16,921,591)	(18,455,813)	(13,678,435)	(13,289,400)	(13,878,237)	(15,537,383)	(11,234,051)	(12,629,498)	(11,529,574)	(12,487,000)	(14,990,430)	(14,031,236)	(168,662,650)
Warehousing & Distribution	(1,198,161)	(1,299,706)	(1,006,018)	(990,644)	(1,011,432)	(1,106,028)	(841,870)	(923,996)	(850,881)	(927,924)	(1,093,658)	(1,019,123)	(12,269,440)
Trade Marketing	(532,293)	(578,673)	(446,085)	(439,522)	(449,357)	(491,873)	(372,834)	(410,123)	(377,771)	(411,482)	(486,107)	(452,819)	(5,448,937)
Gross Profit	6,472,647	7,073,169	6,657,643	5,726,319	5,458,803	5,883,751	5,819,423	4,896,601	4,979,321	5,365,766	5,884,315	5,949,091	70,166,849
BABLO Operating Costs	(281,320)	(247,354)	(233,306)	(253,816)	(94,582)	(219,870)	(321,496)	(284,310)	(320,379)	(321,410)	(335,162)	(238,269)	(3,151,274)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	6,191,327	6,825,814	6,424,337	5,472,503	5,364,221	5,663,881	5,497,927	4,612,291	4,658,942	5,044,356	5,549,153	5,710,822	67,015,575
Variance													
Gross Sales	1,285,360	4,627,466	2,238,777	1,081,586	2,672,152	(573,520)	1,516,699	1,694,619	(1,398,936)	1,888,617	3,384,029	268,437	18,685,287
Cost of Goods Sold	(1,723,591)	(3,933,813)	(1,215,435)	(944,400)	(2,323,237)	(497,383)	(555,051)	(1,686,498)	670,426	(1,456,000)	(2,833,430)	(526,236)	(17,024,650)
Warehousing & Distribution	75,913	(77,632)	56,056	62,430	(20,358)	156,046	81,204	20,078	190,194	23,150	(55,584)	123,951	635,449
Trade Marketing	3,707	(65,673)	(6,085)	(3,522)	(41,357)	39,127	4,166	(24,123)	53,229	(22,482)	(57,107)	24,181	(95,937)
Gross Profit	(358,610)	550,348	1,073,314	196,094	287,200	(875,730)	1,047,017	4,076	(485,088)	433,286	437,908	(109,667)	2,200,149
BABLO Operating Costs	99,680	116,646	79,694	56,184	195,418	157,130	(53,496)	(9,310)	(14,379)	(44,410)	(30,162)	100,731	653,726
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	(258,931)	666,994	1,153,007	252,278	482,618	(718,600)	993,522	(5,234)	(499,467)	388,876	407,746	(8,936)	2,853,874
Transfer to Undedicated revenue													
Operating Profit	6,191,327	6,825,814	6,424,337	5,472,503	5,364,221	5,663,881	5,497,927	4,612,291	4,658,942	5,044,356	5,549,153	5,710,822	67,015,575
Outstanding Receivables	2,519,283	(2,680,780)	518,802	2,892,251	(1,491,929)	(2,079,138)	2,539,744	(253,109)	130,398	872,690	(1,792,430)	(1,044,600)	131,183
Other Adjustments	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer to Undedicated revenue	8,710,610	4,145,035	6,943,139	8,364,754	3,872,292	3,584,743	8,037,671	4,359,183	4,789,340	5,917,046	3,756,723	4,666,222	67,146,758
Performance Indicators													
<u>Actual/Budget Indicators</u>													
Sales	105.4%	120.3%	111.5%	105.6%	114.7%	97.6%	109.1%	109.9%	92.7%	110.9%	117.7%	101.3%	107.9%
COGS	111.3%	127.1%	109.8%	107.7%	120.1%	103.3%	105.2%	115.4%	94.5%	113.2%	123.3%	103.9%	111.2%
Operating Profit	96.0%	110.8%	121.9%	104.8%	109.9%	88.7%	122.1%	99.9%	90.3%	108.4%	107.9%	99.8%	104.4%
<u>Actual Performance Indicators</u>													
COGS/Sales	67.4%	67.3%	62.8%	65.0%	66.7%	67.5%	61.5%	67.0%	65.0%	65.1%	66.8%	65.4%	65.7%
Operating Profit/Sales	24.6%	24.9%	29.5%	26.8%	25.8%	24.6%	30.1%	24.5%	26.3%	26.3%	24.7%	26.6%	26.1%