

Maine Spirits Business Activity for
March 2024
Prepared by Pine State Spirits

| Sales Data 3/1/2024 - 3/31/2024 | | Monthly | | | | | | | |
|------------------------------------|--|-----------------|-----------------|----------------|---------|-------------------|---------------|-------------|--------|
| | | | | Variance | | | | | |
| | | Prior Year | Current Year | Actual | % | | | | |
| Shipping Days | | 23 | 21 | -2 | | | | | |
| | | | | | | Cs/Day LY | Cs/Day TY | Variance % | |
| Cases Sold | | 110,441 | 98,397 | (12,044) | -10.91% | 4,802 | 4,686 | -2.42% | |
| | | | | | | \$/Day LY | \$/Day TY | Variance % | |
| Dollar Sales | | \$ 18,487,317 | \$ 16,926,006 | \$ (1,561,310) | -8.45% | \$ 803,796 | \$ 806,000 | 0.27% | |
| | | | | | | | | | |
| Cost of Goods Sold | | \$ 12,609,735 | \$ 11,529,574 | \$ (1,080,161) | -8.57% | | | | |
| Depletion Allowances | | \$ (906,221) | \$ (946,277) | | | | | | |
| Total Cost of Good Sold | | \$ 11,703,514 | \$ 10,583,297 | \$ (1,120,217) | -9.57% | | | | |
| | | | | | | | | | |
| Sales Data 7/1/2023 - 3/31/2024 | | Year to Date | | | | | | | |
| | | | | Variance | | | | | |
| | | Prior Year | Current Year | Actual | % | | | | |
| Shipping Days | | 194 | 192 | -2 | | | | | |
| | | | | | | Cs/Day LY | Cs/Day TY | Variance % | |
| Cases Sold | | 1,093,150 | 1,067,704 | (25,446) | -2.33% | 5,635 | 5,561 | -1.31% | |
| | | | | | | \$/Day LY | \$/Day TY | Variance % | |
| Dollar Sales | | \$ 182,720,910 | \$ 183,260,167 | \$ 539,256 | 0.30% | \$ 941,860 | \$ 954,480 | 1.34% | |
| | | | | | | | | | |
| Cost of Goods Sold | | \$ 126,747,888 | \$ 127,152,993 | \$ 405,105 | 0.32% | | | | |
| Depletion Allowances | | \$ (11,130,961) | \$ (11,301,621) | | | | | | |
| Total Cost of Good Sold | | \$ 115,616,927 | \$ 115,851,372 | \$ 234,445 | 0.20% | | | | |
| | | | | | | | | | |
| Other Revenue | | Monthly Data | | | | Year to Date Data | | | |
| | | | | Variance | | | | Variance | |
| | | Prior Year | Current Year | Actual | % | Prior Year | Current Year | Actual | % |
| Premium Tax | | \$ 236,413 | \$ 213,934 | \$ (22,480) | -9.51% | \$ 2,360,254 | \$ 2,326,718 | \$ (33,536) | -1.42% |
| Bailment | | \$ 201,951 | \$ 215,374 | \$ 13,423 | 6.65% | \$ 2,300,364 | \$ 2,317,142 | \$ 16,778 | 0.73% |
| Depletion Allowances | | \$ 906,221 | \$ 946,277 | \$ 40,056 | 4.42% | \$ 11,130,961 | \$ 11,301,621 | \$ 170,660 | 1.53% |