

State of Maine Department of Administrative and Financial Services (DAFS) Bureau of Alcoholic Beverages and Lottery Operations (BABLO)													June 4, 2026
Liquor Operations Monthly and Annual Net Receipts Budget and Actual Performance Comparison State Fiscal Year 2026, as of May 2026													
	July 2025	August 2025	September 2025	October 2025	November 2025	December 2025	January 2026	February 2026	March 2026	April 2026	May 2026	June 2026	Total
Budget Projection													
Gross Sales	27,096,065	25,623,552	21,084,002	20,792,933	20,252,084	24,345,166	17,713,339	16,944,310	16,582,895	17,432,712	21,945,829	20,966,294	250,779,180
Cost of Goods Sold	(17,829,000)	(16,860,000)	(13,873,000)	(13,682,000)	(13,326,000)	(16,019,000)	(11,655,000)	(11,149,000)	(10,912,000)	(11,471,000)	(14,440,000)	(13,796,000)	(165,012,000)
Warehousing & Distribution	(2,052,000)	(1,941,000)	(1,598,000)	(1,576,000)	(1,535,000)	(1,844,000)	(1,343,000)	(1,285,000)	(1,258,000)	(1,322,000)	(1,663,000)	(1,589,000)	(19,006,000)
Trade Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Gross Profit	7,215,065	6,822,552	5,613,002	5,534,933	5,391,084	6,482,166	4,715,339	4,510,310	4,412,895	4,639,712	5,842,829	5,581,294	66,761,180
BABLO Operating Costs	(434,000)	(410,000)	(337,000)	(333,000)	(324,000)	(390,000)	(283,000)	(271,000)	(265,000)	(279,000)	(351,000)	(335,000)	(4,012,000)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	6,781,065	6,412,552	5,276,002	5,201,933	5,067,084	6,092,166	4,432,339	4,239,310	4,147,895	4,360,712	5,491,829	5,246,294	62,749,180
Actual Performance													
Gross Sales	26,851,797	25,022,511	21,631,436	20,553,775	17,830,294	23,909,080	16,986,496	17,381,806	17,412,028	17,468,179	19,524,750	-	224,572,152
Cost of Goods Sold	(18,276,379)	(16,560,357)	(13,688,952)	(13,227,360)	(11,730,664)	(16,245,498)	(10,357,302)	(11,563,249)	(11,212,339)	(11,237,926)	(12,967,045)	-	(147,067,072)
Warehousing & Distribution	(1,970,377)	(1,775,337)	(1,526,078)	(1,501,577)	(1,306,975)	(1,765,196)	(1,178,519)	(1,284,352)	(1,266,218)	(1,278,024)	(1,441,124)	-	(16,293,777)
Trade Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Gross Profit	6,605,040	6,686,817	6,416,406	5,824,838	4,792,655	5,898,387	5,450,675	4,534,205	4,933,471	4,952,229	5,116,581	-	61,211,303
BABLO Operating Costs	(351,199)	(264,988)	(189,439)	(647,915)	(897,029)	(423,232)	(251,902)	(149,283)	(495,757)	(240,554)	(288,574)	-	(4,199,871)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	6,253,841	6,421,829	6,226,967	5,176,922	3,895,626	5,475,155	5,198,774	4,384,922	4,437,714	4,711,675	4,828,007	-	57,011,432
Variance													
Gross Sales	(244,268)	(601,041)	547,434	(239,158)	(2,421,790)	(436,086)	(726,843)	437,496	829,133	35,468	(2,421,079)	-	(5,240,734)
Cost of Goods Sold	(447,379)	299,643	184,048	454,640	1,595,336	(226,498)	1,297,698	(414,249)	(300,339)	233,074	1,472,955	-	4,148,928
Warehousing & Distribution	81,623	165,663	71,922	74,423	228,025	78,804	164,481	648	(8,218)	43,976	221,876	-	1,123,223
Trade Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Gross Profit	(610,024)	(135,735)	803,404	289,905	(598,430)	(583,779)	735,336	23,895	520,576	312,518	(726,248)	-	31,417
BABLO Operating Costs	82,801	145,012	147,561	(314,915)	(573,029)	(33,232)	31,099	121,717	(230,757)	38,446	62,426	-	(522,871)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	(527,223)	9,277	950,965	(25,011)	(1,171,458)	(617,011)	766,435	145,612	289,819	350,964	(663,822)	-	(491,454)
Transfer to Undedicated revenue													
Operating Profit	6,253,841	6,421,829	6,226,967	5,176,922	3,895,626	5,475,155	5,198,774	4,384,922	4,437,714	4,711,675	4,828,007	-	57,011,432
Outstanding Receivables	(1,890,571)	(1,019,750)	2,638,060	(447,399)	194,356	(495,341)	(191,414)	560,397	1,573,313	(1,082,138)	(731,208)	-	(891,696)
Other Adjustments	-	-	-	450,212	(1,265,243)	-	-	-	-	-	-	-	(815,031)
Transfer to Undedicated revenue	4,363,270	5,402,080	8,865,026	5,179,735	2,824,738	4,979,814	5,007,359	4,945,319	6,011,026	3,629,537	4,096,799	-	55,304,705
Performance Indicators													
<u>Actual/Budget Indicators</u>													
Sales	99.1%	97.7%	102.6%	98.8%	88.0%	98.2%	95.9%	102.6%	105.0%	100.2%	89.0%		89.5%
COGS	102.5%	98.2%	98.7%	96.7%	88.0%	101.4%	88.9%	103.7%	102.8%	98.0%	89.8%		89.1%
Operating Profit	92.2%	100.1%	118.0%	99.5%	76.9%	89.9%	117.3%	103.4%	107.0%	108.0%	87.9%		90.9%
<u>Actual Performance Indicators</u>													
COGS/Sales	68.1%	66.2%	63.3%	64.4%	65.8%	67.9%	61.0%	66.5%	64.4%	64.3%	66.4%		65.5%
Operating Profit/Sales	23.3%	25.7%	28.8%	25.2%	21.8%	22.9%	30.6%	25.2%	25.5%	27.0%	24.7%		25.4%