

**Maine Spirits Business Activity for
February 2023
Prepared by Pine State Spirits**

| Sales Data 2/1/2023 - 2/28/2023 | | Monthly | | | | | | |
|------------------------------------|-----------------|-----------------|--------------|--------|-------------------|----------------|--------------|--------|
| | | | Variance | | | | | |
| | Prior Year | Current Year | Actual | % | | | | |
| Shipping Days | 20 | 20 | 0 | | | | | |
| | | | | | Cs/Day LY | Cs/Day TY | Variance % | |
| Cases Sold | 105,555 | 107,624 | 2,069 | 1.96% | 5,278 | 5,381 | 1.96% | |
| | | | | | \$/Day LY | \$/Day TY | Variance % | |
| Dollar Sales | \$ 17,068,541 | \$ 17,834,286 | \$ 765,745 | 4.49% | \$ 853,427 | \$ 891,714 | 4.49% | |
| | | | | | | | | |
| Cost of Goods Sold | \$ 11,667,200 | \$ 12,234,495 | \$ 567,294 | 4.86% | | | | |
| Depletion Allowances | \$ (583,181) | \$ (648,869) | | | | | | |
| Total Cost of Good Sold | \$ 11,084,020 | \$ 11,585,626 | \$ 501,606 | 4.53% | | | | |
| | | | | | | | | |
| Sales Data 7/1/2022 - 2/28/2023 | | Year to Date | | | | | | |
| | | | Variance | | | | | |
| | Prior Year | Current Year | Actual | % | | | | |
| Shipping Days | 171 | 171 | 0 | | | | | |
| | | | | | Cs/Day LY | Cs/Day TY | Variance % | |
| Cases Sold | 983,363 | 982,710 | (653) | -0.07% | 5,751 | 5,747 | -0.07% | |
| | | | | | \$/Day LY | \$/Day TY | Variance % | |
| Dollar Sales | \$ 155,101,950 | \$ 164,233,593 | \$ 9,131,644 | 5.89% | \$ 907,029 | \$ 960,430 | 5.89% | |
| | | | | | | | | |
| Cost of Goods Sold | \$ 108,967,911 | \$ 114,138,122 | \$ 5,170,211 | 4.74% | | | | |
| Depletion Allowances | \$ (10,357,842) | \$ (10,224,740) | | | | | | |
| Total Cost of Good Sold | \$ 98,610,070 | \$ 103,913,382 | \$ 5,303,313 | 5.38% | | | | |
| | | | | | | | | |
| Other Revenue | | Monthly Data | | | Year to Date Data | | | |
| | | | Variance | | | | Variance | |
| | Prior Year | Current Year | Actual | % | Prior Year | Current Year | Actual | % |
| Premium Tax | \$ 230,217 | \$ 234,175 | \$ 3,958 | 1.72% | \$ 2,128,443 | \$ 2,123,840 | \$ (4,603) | -0.22% |
| Bailment | \$ 226,439 | \$ 251,143 | \$ 24,704 | 10.91% | \$ 1,874,645 | \$ 2,098,413 | \$ 223,768 | 11.94% |
| Depletion Allowances | \$ 583,181 | \$ 648,869 | \$ 65,689 | 11.26% | \$ 10,357,842 | \$ 10,224,740 | \$ (133,102) | -1.29% |