

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

| Sales Data 9/1/2023 - 9/30/2023 | | Monthly | | | | | | | | |
|------------------------------------|----------------|----------------|--------------|----------|--------------|-------------------|-------------|----------|--|--|
| | | | | Variance | | | | | | |
| | Prior Year | Current Year | Actual | % | | | | | | |
| Shipping Days | 22 | 21 | -1 | | | | | | | |
| | | | | | Cs/Day LY | Cs/Day TY | Variance % | | | |
| Cases Sold | 121,413 | 114,548 | (6,864) | -5.65% | 5,519 | 5,455 | -1.16% | | | |
| | | | | | \$/Day LY | \$/Day TY | Variance % | | | |
| Dollar Sales | \$ 20,514,574 | \$ 19,881,252 | \$ (633,323) | -3.09% | \$ 932,481 | \$ 946,726 | 1.53% | | | |
| | | | | | | | | | | |
| Cost of Goods Sold | \$ 14,100,309 | \$ 13,678,435 | \$ (421,874) | -2.99% | | | | | | |
| Depletion Allowances | \$ (1,876,124) | \$ (1,922,229) | | | | | | | | |
| Total Cost of Good Sold | \$ 12,224,185 | \$ 11,756,206 | \$ (467,979) | -3.83% | | | | | | |
| | | | | | | | | | | |
| Sales Data 7/1/2023 - 9/30/2023 | | Year to Date | | | | | | | | |
| | | | | Variance | | | | | | |
| | Prior Year | Current Year | Actual | % | | | | | | |
| Shipping Days | 66 | 65 | -1 | | | | | | | |
| | | | | | Cs/Day LY | Cs/Day TY | Variance % | | | |
| Cases Sold | 420,909 | 410,340 | (10,569) | -2.51% | 6,377 | 6,313 | -1.01% | | | |
| | | | | | \$/Day LY | \$/Day TY | Variance % | | | |
| Dollar Sales | \$ 69,098,901 | \$ 69,521,605 | \$ 422,704 | 0.61% | \$ 1,046,953 | \$ 1,069,563 | 2.16% | | | |
| | | | | | | | | | | |
| Cost of Goods Sold | \$ 48,678,634 | \$ 49,055,840 | \$ 377,206 | 0.77% | | | | | | |
| Depletion Allowances | \$ (4,974,631) | \$ (5,153,899) | | | | | | | | |
| Total Cost of Good Sold | \$ 43,704,003 | \$ 43,901,941 | \$ 197,938 | 0.45% | | | | | | |
| | | | | | | | | | | |
| Other Revenue | | Monthly Data | | | | Year to Date Data | | | | |
| | | | | Variance | | | | Variance | | |
| | Prior Year | Current Year | Actual | % | Prior Year | Current Year | Actual | % | | |
| Premium Tax | \$ 262,158 | \$ 248,913 | \$ (13,245) | -5.05% | \$ 910,439 | \$ 896,008 | \$ (14,431) | -1.59% | | |
| Bailment | \$ 272,454 | \$ 288,875 | \$ 16,422 | 6.03% | \$ 787,712 | \$ 860,122 | \$ 72,410 | 9.19% | | |
| Depletion Allowances | \$ 1,876,124 | \$ 1,922,229 | \$ 46,105 | 2.46% | \$ 4,974,631 | \$ 5,153,899 | \$ 179,268 | 3.60% | | |