

Maine Spirits Business Activity for
December 2020
Prepared by Pine State Spirits

Sales Data 12/1/2020 - 12/31/2020			Monthly						
				Variance					
	Prior Year	Current Year	Actual	%					
Shipping Days	22	23	1						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	130,160	144,606	14,445	11.10%	5,916	6,287	6.27%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 21,254,503	\$ 23,422,190	\$ 2,167,687	10.20%	\$ 966,114	\$ 1,018,356	5.41%		
Cost of Goods Sold	\$ 13,836,130	\$ 15,746,630	\$ 1,910,500	13.81%					
Depletion Allowances	\$ (945,626)	\$ (1,075,847)							
Total Cost of Good Sold	\$ 12,890,504	\$ 14,670,783	\$ 1,780,279	13.81%					
Sales Data 7/1/2020 - 12/31/2020			Year to Date						
				Variance					
	Prior Year	Current Year	Actual	%					
Shipping Days	131	131	0						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	718,905	768,131	49,226	6.85%	5,488	5,864	6.85%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 117,047,293	\$ 126,130,819	\$ 9,083,526	7.76%	\$ 893,491	\$ 962,831	7.76%		
Cost of Goods Sold	\$ 74,138,669	\$ 82,130,889	\$ 7,992,220	10.78%					
Depletion Allowances	\$ (6,796,633)	\$ (7,463,489)							
Total Cost of Good Sold	\$ 67,342,036	\$ 74,667,400	\$ 7,325,364	10.88%					
Other Revenue			Monthly Data:		Year to Date Data:				
				Variance				Variance	
	Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%	
Premium Tax	\$ 281,122	\$ 311,587	\$ 30,465	10.84%	\$ 1,565,033	\$ 1,663,470	\$ 98,437	6.29%	
Bailment	\$ 219,438	\$ 193,595	\$ (25,842)	-11.78%	\$ 1,254,321	\$ 1,345,429	\$ 91,109	7.26%	
Depletion Allowances	\$ 945,626	\$ 1,075,847	\$ 130,221	13.77%	\$ 6,796,633	\$ 7,463,489	\$ 666,855	9.81%	