

**Maine Spirits Business Activity for  
January 2021  
Prepared by Pine State Spirits**

Sales Data 1/1/2021 - 1/31/2021		Monthly							
				Variance					
	Prior Year	Current Year	Actual	%					
Shipping Days	22	20	-2						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	88,896	92,124	3,228	3.63%	4,041	4,606	13.99%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 15,384,125	\$ 16,570,604	\$ 1,186,479	7.71%	\$ 699,278	\$ 828,530	18.48%		
Cost of Goods Sold	\$ 8,916,403	\$ 9,736,973	\$ 820,571	9.20%					
Depletion Allowances	\$ (1,585,909)	\$ (1,871,060)							
Total Cost of Good Sold	\$ 7,330,494	\$ 7,865,914	\$ 535,420	7.30%					
Sales Data 7/1/2020 - 1/31/2021		Year to Date							
				Variance					
	Prior Year	Current Year	Actual	%					
Shipping Days	153	151	-2						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	807,801	860,257	52,456	6.49%	5,280	5,697	7.90%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 132,431,417	\$ 142,701,422	\$ 10,270,005	7.75%	\$ 865,565	\$ 945,043	9.18%		
Cost of Goods Sold	\$ 83,055,072	\$ 91,867,862	\$ 8,812,790	10.61%					
Depletion Allowances	\$ (8,382,542)	\$ (9,334,548)							
Total Cost of Good Sold	\$ 74,672,530	\$ 82,533,314	\$ 7,860,784	10.53%					
Other Revenue		Monthly Data:				Year to Date Data:			
				Variance				Variance	
	Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%	
Premium Tax	\$ 192,318	\$ 197,182	\$ 4,865	2.53%	\$ 1,757,351	\$ 1,860,653	\$ 103,302	5.88%	
Bailment	\$ 177,568	\$ 251,722	\$ 74,154	41.76%	\$ 1,431,889	\$ 1,597,151	\$ 165,263	11.54%	
Depletion Allowances	\$ 1,585,909	\$ 1,871,060	\$ 285,151	17.98%	\$ 8,382,542	\$ 9,334,548	\$ 952,006	11.36%	