

State of Maine Department of Administrative and Financial Services (DAFS)
Bureau of Alcoholic Beverages and Lottery Operations (BABLO)

March 1, 2022

Liquor Operations Monthly and Annual Net Receipts Budget and Actual Performance Comparison
State Fiscal Year 2022, as of February 28, 2022

| | July 2021 | August 2021 | September 2021 | October 2021 | November 2021 | December 2021 | January 2022 | February 2022 | March 2022 | April 2022 | May 2022 | June 2022 | Total |
|--------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|---------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| Budget Projection | | | | | | | | | | | | | |
| Gross Sales | 22,194,581 | 22,486,626 | 16,477,546 | 18,131,613 | 16,621,943 | 21,227,535 | 15,396,270 | 15,025,801 | 16,737,604 | 17,135,558 | 18,885,330 | 20,978,164 | 221,298,572 |
| Cost of Goods Sold | (14,149,000) | (14,335,000) | (10,504,000) | (11,559,000) | (10,596,000) | (13,533,000) | (9,815,000) | (9,579,000) | (10,670,000) | (10,924,000) | (12,039,000) | (13,374,000) | (141,077,000) |
| Warehousing & Distribution | (1,193,074) | (1,207,074) | (910,074) | (992,074) | (917,074) | (1,145,074) | (856,074) | (838,074) | (923,074) | (942,074) | (1,029,074) | (1,132,074) | (12,084,889) |
| Trade Marketing | (499,000) | (506,000) | (371,000) | (408,000) | (374,000) | (478,000) | (346,000) | (338,000) | (377,000) | (386,000) | (425,000) | (472,000) | (4,980,000) |
| Gross Profit | 6,353,507 | 6,438,552 | 4,692,472 | 5,172,539 | 4,734,869 | 6,071,461 | 4,379,196 | 4,270,727 | 4,767,530 | 4,883,484 | 5,392,256 | 6,000,090 | 63,156,683 |
| BABLO Operating Costs | (355,000) | (360,000) | (264,000) | (290,000) | (266,000) | (340,000) | (246,000) | (240,000) | (268,000) | (274,000) | (302,000) | (336,000) | (3,541,000) |
| DAFS Operating Costs | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Operating Profit | 5,998,507 | 6,078,552 | 4,428,472 | 4,882,539 | 4,468,869 | 5,731,461 | 4,133,196 | 4,030,727 | 4,499,530 | 4,609,484 | 5,090,256 | 5,664,090 | 59,615,683 |
| Actual Performance | | | | | | | | | | | | | |
| Gross Sales | 24,192,061 | 24,675,947 | 20,273,699 | 18,467,512 | 19,011,300 | 23,730,121 | 16,302,804 | 17,518,392 | - | - | - | - | 164,171,836 |
| Cost of Goods Sold | (16,417,586) | (16,418,827) | (13,308,406) | (12,143,634) | (12,803,838) | (16,313,045) | (9,895,361) | (11,667,119) | - | - | - | - | (108,967,816) |
| Warehousing & Distribution | (1,154,417) | (1,157,927) | (937,624) | (891,269) | (921,438) | (1,147,720) | (738,142) | (858,678) | - | - | - | - | (7,807,215) |
| Trade Marketing | (514,029) | (514,454) | (415,436) | (395,446) | (409,021) | (511,232) | (325,781) | (381,127) | - | - | - | - | (3,466,525) |
| Gross Profit | 6,106,029 | 6,584,739 | 5,612,232 | 5,037,163 | 4,877,004 | 5,758,124 | 5,343,521 | 4,611,468 | - | - | - | - | 43,930,280 |
| BABLO Operating Costs | (384,845) | (195,603) | (205,756) | (156,695) | (140,315) | (72,598) | (320,974) | (281,209) | - | - | - | - | (1,757,996) |
| DAFS Operating Costs | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Operating Profit | 5,721,184 | 6,389,136 | 5,406,476 | 4,880,468 | 4,736,689 | 5,685,526 | 5,022,547 | 4,330,259 | - | - | - | - | 42,172,284 |
| Variance | | | | | | | | | | | | | |
| Gross Sales | 1,997,480 | 2,189,321 | 3,796,152 | 335,899 | 2,389,358 | 2,502,585 | 906,534 | 2,492,591 | - | - | - | - | 16,609,920 |
| Cost of Goods Sold | (2,268,586) | (2,083,827) | (2,804,406) | (584,634) | (2,207,838) | (2,780,045) | (80,361) | (2,088,119) | - | - | - | - | (14,897,816) |
| Warehousing & Distribution | 38,657 | 49,147 | (27,550) | 100,805 | (4,364) | (2,645) | 117,932 | (20,604) | - | - | - | - | 251,378 |
| Trade Marketing | (15,029) | (8,454) | (44,436) | 12,554 | (35,021) | (33,232) | 20,219 | (43,127) | - | - | - | - | (146,525) |
| Gross Profit | (247,478) | 146,187 | 919,760 | (135,376) | 142,136 | (313,337) | 964,325 | 340,741 | - | - | - | - | 1,816,957 |
| BABLO Operating Costs | (29,845) | 164,397 | 58,244 | 133,305 | 125,685 | 267,402 | (74,974) | (41,209) | - | - | - | - | 603,005 |
| DAFS Operating Costs | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Operating Profit | (277,323) | 310,584 | 978,004 | (2,071) | 267,820 | (45,935) | 889,351 | 299,532 | - | - | - | - | 2,419,962 |
| Transfer to MMBB | | | | | | | | | | | | | |
| Operating Profit | 5,721,184 | 6,389,136 | 5,406,476 | 4,880,468 | 4,736,689 | 5,685,526 | 5,022,547 | 4,330,259 | - | - | - | - | 42,172,284 |
| Outstanding Receivables | (1,074,074) | 966,891 | (444,644) | 571,850 | 1,680,443 | (2,598,788) | 2,146,766 | 785,666 | - | - | - | - | 2,034,111 |
| Other Adjustments | 57,048 | - | - | - | - | - | - | - | - | - | - | - | 57,048 |
| Transfer to MMBB | 4,704,158 | 7,356,027 | 4,961,833 | 5,452,318 | 6,417,132 | 3,086,738 | 7,169,313.24 | 5,115,925 | - | - | - | - | 44,263,444 |
| Performance Indicators | | | | | | | | | | | | | |
| <u>Actual/Budget Indicators</u> | | | | | | | | | | | | | |
| Sales | 109.0% | 109.7% | 123.0% | 101.9% | 114.4% | 111.8% | 105.9% | 116.6% | | | | | 74.2% |
| COGS | 116.0% | 114.5% | 126.7% | 105.1% | 120.8% | 120.5% | 100.8% | 121.8% | | | | | 77.2% |
| Operating Profit | 95.4% | 105.1% | 122.1% | 100.0% | 106.0% | 99.2% | 121.5% | 107.4% | | | | | 70.7% |
| <u>Actual Performance Indicators</u> | | | | | | | | | | | | | |
| COGS/Sales | 67.9% | 66.5% | 65.6% | 65.8% | 67.3% | 68.7% | 60.7% | 66.6% | | | | | 66.4% |
| Operating Profit/Sales | 23.6% | 25.9% | 26.7% | 26.4% | 24.9% | 24.0% | 30.8% | 24.7% | | | | | 25.7% |