

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

Sales Data 2/1/2021 - 2/28/2021		Monthly							
				Variance					
		Prior Year	Current Year	Actual	%				
Shipping Days		20	20	0					
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold		94,177	105,564	11,387	12.09%	4,709	5,278	12.09%	
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales		\$ 15,073,462	\$ 17,057,477	\$ 1,984,015	13.16%	\$ 753,673	\$ 852,874	13.16%	
Cost of Goods Sold		\$ 9,423,364	\$ 11,082,109	\$ 1,658,746	17.60%				
Depletion Allowances		\$ (623,160)	\$ (594,411)						
Total Cost of Good Sold		\$ 8,800,204	\$ 10,487,698	\$ 1,687,494	19.18%				
Sales Data 7/1/2020 - 2/28/2021		Year to Date							
				Variance					
		Prior Year	Current Year	Actual	%				
Shipping Days		173	171	-2					
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold		901,979	965,821	63,842	7.08%	5,214	5,648	8.33%	
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales		\$ 147,504,879	\$ 159,758,899	\$ 12,254,020	8.31%	\$ 852,629	\$ 934,263	9.57%	
Cost of Goods Sold		\$ 92,478,435	\$ 102,949,971	\$ 10,471,536	11.32%				
Depletion Allowances		\$ (9,005,702)	\$ (9,928,959)						
Total Cost of Good Sold		\$ 83,472,733	\$ 93,021,012	\$ 9,548,279	11.44%				
Other Revenue		Monthly Data:				Year to Date Data:			
				Variance				Variance	
		Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%
Premium Tax		\$ 206,266	\$ 228,691	\$ 22,425	10.87%	\$ 1,963,617	\$ 2,089,344	\$ 125,727	6.40%
Bailment		\$ 205,031	\$ 235,145	\$ 30,114	14.69%	\$ 1,636,920	\$ 1,832,297	\$ 195,377	11.94%
Depletion Allowances		\$ 623,160	\$ 594,411	\$ (28,749)	-4.61%	\$ 9,005,702	\$ 9,928,959	\$ 923,257	10.25%