

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

April 2, 2021

Liquor Operations Monthly and Annual Net Receipts Budget and Actual Performance Comparison  
State Fiscal Year 2021, as of March 31, 2021

	July 2020	August 2020	September 2020	October 2020	November 2020	December 2020	January 2021	February 2021	March 2021	April 2021	May 2021	June 2021	Total
<b>Budget Projection</b>													
Gross Sales	17,126,051	19,206,365	15,408,842	15,174,250	16,057,908	18,515,869	13,957,408	13,609,782	14,558,695	13,989,398	17,613,532	18,084,538	193,302,639
Cost of Goods Sold	(10,918,000)	(12,244,000)	(9,823,000)	(9,674,000)	(10,237,000)	(11,804,000)	(8,898,000)	(8,676,000)	(9,281,000)	(8,918,000)	(11,229,000)	(11,529,000)	(123,231,000)
Warehousing & Distribution	(942,074)	(1,045,074)	(857,074)	(845,074)	(889,074)	(1,011,074)	(785,074)	(768,074)	(815,074)	(786,074)	(966,074)	(989,074)	(10,698,889)
Trade Marketing	(385,000)	(432,000)	(347,000)	(341,000)	(361,000)	(417,000)	(314,000)	(306,000)	(328,000)	(315,000)	(396,000)	(407,000)	(4,349,000)
<b>Gross Profit</b>	<b>4,880,977</b>	<b>5,485,291</b>	<b>4,381,768</b>	<b>4,314,176</b>	<b>4,570,834</b>	<b>5,283,795</b>	<b>3,960,334</b>	<b>3,859,708</b>	<b>4,134,621</b>	<b>3,970,324</b>	<b>5,022,458</b>	<b>5,159,464</b>	<b>55,023,750</b>
BABLO Operating Costs	(274,000)	(307,000)	(247,000)	(243,000)	(257,000)	(296,000)	(223,000)	(218,000)	(233,000)	(224,000)	(282,000)	(289,000)	(3,093,000)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Operating Profit</b>	<b>4,606,977</b>	<b>5,178,291</b>	<b>4,134,768</b>	<b>4,071,176</b>	<b>4,313,834</b>	<b>4,987,795</b>	<b>3,737,334</b>	<b>3,641,708</b>	<b>3,901,621</b>	<b>3,746,324</b>	<b>4,740,458</b>	<b>4,870,464</b>	<b>51,930,750</b>
<b>Actual Performance</b>													
Gross Sales	23,144,982	22,116,402	18,980,004	18,800,290	17,597,744	22,905,393	16,263,573	16,665,631	18,579,109	-	-	-	175,053,128
Cost of Goods Sold	(15,218,725)	(14,338,664)	(12,800,658)	(12,328,248)	(11,650,787)	(15,746,630)	(9,736,974)	(11,082,110)	(12,307,717)	-	-	-	(115,210,514)
Warehousing & Distribution	(1,106,989)	(1,036,207)	(885,752)	(911,660)	(845,788)	(1,108,546)	(730,889)	(815,886)	(901,774)	-	-	-	(8,343,490)
Trade Marketing	(492,159)	(460,944)	(392,801)	(404,759)	(374,503)	(493,820)	(322,604)	(361,457)	(400,599)	-	-	-	(3,703,646)
<b>Gross Profit</b>	<b>6,327,108</b>	<b>6,280,588</b>	<b>4,900,793</b>	<b>5,155,623</b>	<b>4,726,667</b>	<b>5,556,397</b>	<b>5,473,106</b>	<b>4,406,178</b>	<b>4,969,018</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>47,795,478</b>
BABLO Operating Costs	(278,721)	(220,137)	(210,670)	(195,154)	(155,406)	(78,105)	(162,236)	(430,859)	(199,620)	-	-	-	(1,930,907)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Operating Profit</b>	<b>6,048,387</b>	<b>6,060,451</b>	<b>4,690,123</b>	<b>4,960,470</b>	<b>4,571,261</b>	<b>5,478,292</b>	<b>5,310,870</b>	<b>3,975,319</b>	<b>4,769,398</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>45,864,571</b>
<b>Variance</b>													
Gross Sales	6,018,931	2,910,038	3,571,161	3,626,040	1,539,837	4,389,524	2,306,165	3,055,849	4,020,414	-	-	-	31,437,957
Cost of Goods Sold	(4,300,725)	(2,094,664)	(2,977,658)	(2,654,248)	(1,413,787)	(3,942,630)	(838,974)	(2,406,110)	(3,026,717)	-	-	-	(23,655,514)
Warehousing & Distribution	(164,915)	8,867	(28,677)	(66,586)	43,286	(97,472)	54,185	(47,812)	(86,700)	-	-	-	(385,823)
Trade Marketing	(107,159)	(28,944)	(45,801)	(63,759)	(13,503)	(76,820)	(8,604)	(55,457)	(72,599)	-	-	-	(472,646)
<b>Gross Profit</b>	<b>1,446,131</b>	<b>795,297</b>	<b>519,024</b>	<b>841,447</b>	<b>155,833</b>	<b>272,602</b>	<b>1,512,772</b>	<b>546,470</b>	<b>834,397</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>6,923,974</b>
BABLO Operating Costs	(4,721)	86,863	36,330	47,846	101,594	217,895	60,764	(212,859)	33,380	-	-	-	367,093
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Operating Profit</b>	<b>1,441,410</b>	<b>882,161</b>	<b>555,355</b>	<b>889,294</b>	<b>257,427</b>	<b>490,497</b>	<b>1,573,536</b>	<b>333,611</b>	<b>867,777</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>7,291,067</b>
<b>Transfer to MMBB</b>													
Operating Profit	6,048,387	6,060,451	4,690,123	4,960,470	4,571,261	5,478,292	5,310,870	3,975,319	4,769,398	-	-	-	45,864,571
Outstanding Receivables	(1,865,327)	1,043,483	104,963	(126,537)	2,506,612	(3,585,038)	1,685,055	(600,502)	1,105,205	-	-	-	267,914
Other Adjustments	-	(1,500)	-	-	-	-	-	-	-	-	-	-	(1,500)
<b>Transfer to MMBB</b>	<b>4,183,060</b>	<b>7,102,434</b>	<b>4,795,086</b>	<b>4,833,933</b>	<b>7,077,873</b>	<b>1,893,254</b>	<b>6,995,925</b>	<b>3,374,817</b>	<b>5,874,603</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>46,130,984</b>
<b>Performance Indicators</b>													
<u>Actual/Budget Indicators</u>													
Sales	135.1%	115.2%	123.2%	123.9%	109.6%	123.7%	116.5%	122.5%	127.6%				90.6%
COGS	139.4%	117.1%	130.3%	127.4%	113.8%	133.4%	109.4%	127.7%	132.6%				93.5%
Operating Profit	131.3%	117.0%	113.4%	121.8%	106.0%	109.8%	142.1%	109.2%	122.2%				88.3%
<u>Actual Performance Indicators</u>													
COGS/Sales	65.8%	64.8%	67.4%	65.6%	66.2%	68.7%	59.9%	66.5%	66.2%				65.8%
Operating Profit/Sales	26.1%	27.4%	24.7%	26.4%	26.0%	23.9%	32.7%	23.9%	25.7%				26.2%