

Maine Spirits Business Activity for
March 2021
Prepared by Pine State Spirits

Sales Data 3/1/2021 - 3/31/2021		Monthly							
				Variance					
		Prior Year	Current Year	Actual	%				
Shipping Days		22	23	1					
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold		106,339	115,303	8,964	8.43%	4,834	5,013	3.72%	
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales		\$ 16,779,038	\$ 19,008,572	\$ 2,229,534	13.29%	\$ 762,684	\$ 826,460	8.36%	
Cost of Goods Sold		\$ 10,631,762	\$ 12,307,717	\$ 1,675,955	15.76%				
Depletion Allowances		\$ (690,228)	\$ (817,885)						
Total Cost of Good Sold		\$ 9,941,534	\$ 11,489,833	\$ 1,548,298	15.57%				
Sales Data 7/1/2020 - 3/31/2021		Year to Date							
				Variance					
		Prior Year	Current Year	Actual	%				
Shipping Days		195	194	-1					
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold		1,008,318	1,081,186	72,868	7.23%	5,171	5,573	7.78%	
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales		\$ 164,283,918	\$ 178,767,472	\$ 14,483,554	8.82%	\$ 842,482	\$ 921,482	9.38%	
Cost of Goods Sold		\$ 103,110,198	\$ 115,257,689	\$ 12,147,491	11.78%				
Depletion Allowances		\$ (9,695,930)	\$ (10,746,844)						
Total Cost of Good Sold		\$ 93,414,268	\$ 104,510,845	\$ 11,096,577	11.88%				
Other Revenue		Monthly Data:				Year to Date Data:			
				Variance				Variance	
		Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%
Premium Tax		\$ 232,533	\$ 246,839	\$ 14,306	6.15%	\$2,196,150	\$ 2,336,183	\$ 140,033	6.38%
Bailment		\$ 204,695	\$ 203,656	\$ (1,039)	-0.51%	\$1,841,614	\$ 2,035,953	\$ 194,338	10.55%
Depletion Allowances		\$ 690,228	\$ 817,885	\$ 127,657	18.49%	\$9,695,930	\$10,746,844	\$1,050,914	10.84%