

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

Sales Data 4/1/2021 - 4/30/2021		Monthly							
				Variance					
	Prior Year	Current Year	Actual	%					
Shipping Days	22	22	0						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	106,830	111,634	4,804	4.50%	4,856	5,074	4.50%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 17,172,863	\$ 18,759,514	\$ 1,586,651	9.24%	\$ 780,585	\$ 852,705	9.24%		
Cost of Goods Sold	\$ 10,640,645	\$ 11,800,422	\$ 1,159,777	10.90%					
Depletion Allowances	\$ (933,542)	\$ (1,049,500)							
Total Cost of Good Sold	\$ 9,707,103	\$ 10,750,922	\$ 1,043,819	10.75%					
Sales Data 7/1/2020 - 4/30/2021		Year to Date							
				Variance					
	Prior Year	Current Year	Actual	%					
Shipping Days	217	216	-1						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	1,115,148	1,192,821	77,672	6.97%	5,139	5,522	7.46%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 181,456,781	\$ 197,526,986	\$16,070,205	8.86%	\$ 836,206	\$ 914,477	9.36%		
Cost of Goods Sold	\$ 113,750,842	\$ 127,058,111	\$13,307,268	11.70%					
Depletion Allowances	\$ (10,629,472)	\$ (11,796,343)							
Total Cost of Good Sold	\$ 103,121,371	\$ 115,261,767	\$12,140,396	11.77%					
Other Revenue		Monthly Data:				Year to Date Data:			
				Variance				Variance	
	Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%	
Premium Tax	\$ 232,409	\$ 238,404	\$ 5,995	2.58%	\$ 2,428,559	\$ 2,574,587	\$ 146,028	6.01%	
Bailment	\$ 171,203	\$ 230,322	\$ 59,119	34.53%	\$ 2,012,817	\$ 2,266,275	\$ 253,457	12.59%	
Depletion Allowances	\$ 933,542	\$ 1,049,500	\$ 115,958	12.42%	\$10,629,472	\$11,796,343	\$1,166,872	10.98%	