

**Maine Spirits Business Activity for**  
**January 2024**  
**Prepared by Pine State Spirits**

Sales Data    1/1/2024 - 1/31/2024		Monthly							
				Variance					
		Prior Year	Current Year	Actual	%				
Shipping Days		22	22	0					
						Cs/Day LY	Cs/Day TY	Variance %	
Cases Sold		96,409	96,550	142	0.15%	4,382	4,389	0.15%	
						\$/Day LY	\$/Day TY	Variance %	
Dollar Sales		\$ 16,154,288	\$ 16,668,264	\$ 513,976	3.18%	\$ 734,286	\$ 757,648	3.18%	
Cost of Goods Sold		\$ 10,929,367	\$ 11,234,051	\$ 304,684	2.79%				
Depletion Allowances		\$ (1,708,745)	\$ (1,657,492)						
Total Cost of Good Sold		\$ 9,220,622	\$ 9,576,560	\$ 355,938	3.86%				
Sales Data    7/1/2023 - 1/31/2024		Year to Date							
				Variance					
		Prior Year	Current Year	Actual	%				
Shipping Days		151	150	-1					
						Cs/Day LY	Cs/Day TY	Variance %	
Cases Sold		875,086	860,613	(14,473)	-1.65%	5,795	5,737	-1.00%	
						\$/Day LY	\$/Day TY	Variance %	
Dollar Sales		\$ 146,399,308	\$ 147,961,175	\$ 1,561,867	1.07%	\$ 969,532	\$ 986,408	1.74%	
Cost of Goods Sold		\$ 101,903,628	\$ 102,994,912	\$ 1,091,284	1.07%				
Depletion Allowances		\$ (9,575,871)	\$ (9,730,216)						
Total Cost of Good Sold		\$ 92,327,757	\$ 93,264,696	\$ 936,939	1.01%				
Other Revenue		Monthly Data				Year to Date Data			
				Variance				Variance	
		Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%
Premium Tax		\$ 206,577	\$ 209,701	\$ 3,124	1.51%	\$ 1,889,665	\$ 1,875,091	\$ (14,574)	-0.77%
Bailment		\$ 272,065	\$ 249,994	\$ (22,071)	-8.11%	\$ 1,847,269	\$ 1,856,685	\$ 9,415	0.51%
Depletion Allowances		\$ 1,708,745	\$ 1,657,492	\$ (51,254)	-3.00%	\$ 9,575,871	\$ 9,730,216	\$ 154,345	1.61%