

**Maine Spirits Business Activity for
November 2023
Prepared by Pine State Spirits**

Sales Data 11/1/2023 - 11/30/2023			Monthly						
				Variance					
	Prior Year	Current Year	Actual	%					
Shipping Days	21	21	0						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	117,324	116,150	(1,174)	-1.00%	5,587	5,531	-1.00%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 19,806,687	\$ 20,100,104	\$ 293,417	1.48%	\$ 943,176	\$ 957,148	1.48%		
Cost of Goods Sold	\$ 13,638,306	\$ 13,878,237	\$ 239,931	1.76%					
Depletion Allowances	\$ (819,445)	\$ (843,373)							
Total Cost of Good Sold	\$ 12,818,861	\$ 13,034,865	\$ 216,003	1.69%					
Sales Data 7/1/2023 - 11/30/2023			Year to Date						
				Variance					
	Prior Year	Current Year	Actual	%					
Shipping Days	108	108	0						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	646,879	638,178	(8,701)	-1.35%	5,990	5,909	-1.35%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 107,665,314	\$ 109,273,583	\$ 1,608,269	1.49%	\$ 996,901	\$ 1,011,792	1.49%		
Cost of Goods Sold	\$ 75,055,510	\$ 76,223,477	\$ 1,167,967	1.56%					
Depletion Allowances	\$ (6,726,425)	\$ (6,891,471)							
Total Cost of Good Sold	\$ 68,329,085	\$ 69,332,006	\$ 1,002,921	1.47%					
Other Revenue		Monthly Data			Year to Date Data				
				Variance				Variance	
	Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%	
Premium Tax	\$ 253,429	\$ 254,040	\$ 610	0.24%	\$ 1,400,463	\$ 1,393,003	\$ (7,460)	-0.53%	
Bailment	\$ 277,223	\$ 237,085	\$ (40,139)	-14.48%	\$ 1,328,178	\$ 1,357,537	\$ 29,358	2.21%	
Depletion Allowances	\$ 819,445	\$ 843,373	\$ 23,928	2.92%	\$ 6,726,425	\$ 6,891,471	\$ 165,047	2.45%	