

Maine State Liquor and Lottery Commission
Minutes of Meeting
Tuesday, August 13, 2024
Virtual component using Zoom

Call to Order:

Commission Chair Fitzgerald called the meeting to order at 10:00 A.M.

Roll Call

Commissioners in Attendance: Elizabeth Fitzgerald, Julie Sheehan, Kim Monaghan, Stacey Fitts, and John Schneck.

BABLO/DAFS Staff in attendance: Louis Luchini, Director; Tracy Willett, Acting Deputy Director Liquor; Michael Boardman, Deputy Director Lottery; Lisa Rodrigue, Lottery Marketing Manager; Daniel Meaney, Lottery Games Manager; Philip Mantis, Attorney General's Office; Terrance Meehan, Financial Analyst; Judy Thomas, Marketing Specialist; Niall Breen, Operations/Security Supervisor; and Nicholle Clark, Liquor Operations Associate and acting as Clerk of the Commission.

Pine State Spirits in attendance (Spirits portion only): Don Potter and Tammy Tyler.

Scientific Games in attendance (Lottery portion only): Renee Loring and Greta Cerce.

Fuseideas in attendance (Lottery portion only): Steven Mason.

Spirits portion only: Rob Andreasen, Zachary Redmann and Kyle Riggs, Southern Glazer's; Patrick Murphy, Martignetti; Gary Duncklee, RNDC; Tim Blue and Ken Grant, Rooper's; Seth Ferris, MS Walker; Todd Blanchette and Sonia Statires, Stone Fence Beverage; Cathy Sullivan, RSVP; and Christine Cummings, Maine Grocers.

Lottery Portion Only: Jonathan Asen, Bernstein Shur; and Mark Basedow, Lotto.com.

Approval of Minutes:

Commission Chair Fitzgerald asked for a motion to approve the minutes of the July 9, 2024, meeting. A motion was made by Commissioner Schneck to accept the minutes; the motion was seconded by Commissioner Sheehan. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

Liquor Operations:

Director Luchini reported on July 2024 sales as follows:

- Sales report for July:
 - Shipping days: 23 TY vs. 21 LY
 - Cases sold were 155,036 TY vs. 141,531; +9.54%
 - Dollar Sales were \$26,684,788 TY vs. \$23,799,200 LY; +12.12%
 - Bailment collected: \$275,743
 - Depletion allowances: \$1,274,478
- Sales report for YTD:

- Cases sold were: 155,036 TY vs. 141,531 LY; +9.54%
- Dollar Sales were: \$26,684,788 TY vs \$23,799,200 LY; +12.12%
- Shipping days were 23 TY vs. 21 LY;
- Spirits Financial Activity YTD - FY 2025 vs FY 2024
 - Spirits Operating Profits - \$6,726,580 TY vs \$6,191,237; +8.65%
 - Spirits Profits Transfers - \$8,073,739 vs \$8,710,610 -7.31%

Acting Deputy Director Tracy Willett reported the following sales and profit reports (sales and profit reports attached to the minutes):

- Sales Comparisons by County for Maine
- Top 25 Agents in 3 Month Case Sales Increase

New Business: None

Old Business: None

New Product Listings:

Acting Deputy Director Tracy Willett presented one-hundred and twelve (112) new product listings for August 2024. A motion was made by Commissioner Monaghan to approve all the items presented for listing; the motion was seconded by Commissioner Schneck. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously. (New product listings distributed and attached to the minutes.)

Label/Package Changes:

There were no label changes to present in August.

Value Added Packs:

Acting Deputy Director Tracy Willett presented nineteen (19) value added packs for August 2024. A motion was made by Commissioner Schneck to approve; the motion was seconded by Commissioner Sheehan. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously. (Value added packs distributed and attached to the minutes.)

Rebates:

Acting Deputy Director Tracy Willett presented forty-two (42) rebates/coupons for August 2024. These rebates/coupons were standard in nature. A motion was made by Commissioner Sheehan to accept these rebates/coupons; the motion was seconded by Commissioner Schneck. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously. (Rebates/coupons distributed and attached to the minutes.)

Pine State Spirits:

Don reported on the resets completed in 2024 FY. A reset is a refresh of a store's liquor set, where new items are added, and slow movers can be deleted. This report covered independent agency stores in Central, Southern and Northern Maine and 7 chain stores.

- Pine State has reset 30 independent agency stores. Out of those 30 agency stores, they have deleted 624 slow moving items to make room for newer products. 1,077 new items were added in these resets and 163 linear feet was added to shelf sets.
- Pine State also reset a series of chain stores: 10 R.H Foster Stores, 31 Big Apple Stores, 26 Cumberland Farm Stores, 10 Nouria Stores, 9 Tradewinds Stores, 2 Circle K Stores, and 1 Rooper's Store. These chain stores deleted 760 items, added 1,221 new items and gained 162 linear feet.

There were 149 stores that were planogrammed, tagged and reset in FY2024.

22 new agency stores were set up in fall 2023 and spring 2024. The stores set up in the fall of 2023 have generated \$792,316.65 in sales through July 2024. The stores set up in spring 2024 generated \$547,056.59 in sales through July 31, 2024. With the addition of 22 new agency stores selling spirits, 3,236 linear feet in products has been added to the spirits business.

Other Business: None

Public Comments: None

The next Commission meeting is scheduled for Tuesday, September 17, 2024, at 10:00 a.m.
The October 2024 meeting is tentatively scheduled for October 8, 2024, at 10:00 a.m.

Lottery Operations:

Director Luchini reported that the Sea Dogs game on August 3rd as part of the 50th anniversary celebration was successful. He also reported that Warehouse Dash event will be in late September. The lottery will host a 50th Anniversary celebration event at the Augusta Civic Center on October 28th. Deputy Director Boardman reviewed the jackpots for the Powerball game in FY24 and FY25 year to date. Deputy Director Boardman also compared FY24 Mega Million's numbers to this FY numbers year to date. Director Luchini reported that Megabucks is up 20.51% and Fast Play is up 58.53%.

Director Luchini reported on YTD (Through August 3, 2024) sales as follows:

- Draw Sales FY25 \$6,394,047; -\$5,487,812 or -46.19%
- Fast Play Sales FY \$1,776,089; + 655,745 or +58.53%
- Instant Game Sales FY25 \$28,691,106 -6,108,138 or -17.55%
- Total Combined Sales FY25 \$36,861,242 -10,940,205 or -22.89%

- Lottery Profit Transfer to General Fund
 - July Actual FY25 \$5,692,839 +308,224 to Budget +5.72%
 - YTD Actual FY25 \$5,692,839 +308,224 to Budget +5.72%

- Profit Transfer to Outdoor Heritage Fund

- July Actual FY25 \$42,125 -19,413 to Budget -31.55%
 - YTD Actual FY25 \$42,125 -19,413 to Budget -31.55%
- (Fiscal Year Comparison and Monthly Profit Report attached to minutes)

Deputy Director Boardman reported that this is the ninth year in a row with record profits.

New Business:

Rule Making:

Commissioner Schneck entertained a motion to adopt the proposed Basis Statement. A motion was made by Commissioner Schenck to move the Commission to adopt the Basis Statement as presented for the rule changes to Powerball. The motion was seconded by Commissioner Fitts. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

Old Business: None

Approval of New Games:

Marketing Manager Lisa Rodrigue presented four (4) new games for approval.

- (\$1) Game #657 – Holiday \$100's
 - Top prize- \$100
 - Match the WINNING NUMBER to any of YOUR NUMBERS, win prize shown.
- (\$2) Game #658 – Holiday \$200's
 - Top prize- \$200
 - Match any of YOUR NUMBERS to either of the WINNING NUMBERS, win prize shown. Reveal a “TREE” symbol, win DOUBLE the prize shown for that symbol.
- (\$5) Game #659 – Holiday \$500's
 - Top prize- \$500
 - Match one of YOUR NUMBERS to any of the WINNING NUMBERS, win prize shown. Reveal a “BOW TIE” symbol, win prize shown instantly. Reveal a “CHRISTMAS TREE” symbol, win \$50 instantly. Reveal a “MONEY BAG” symbol, win all 15 prizes shown.
- (\$5) Game #650 – Crossword Cash
 - Top prize- \$60,000
 - Crossword play style with 2 separate games (played separately) and 2X, 5X, and 10X multipliers.
 - Scratch YOUR 18 LETTERS to reveal YOUR 18 LETTERS. Scratch the corresponding letters on both CROSSWORD games. If you uncover 2 or more completed words in either game, win the prize indicated in the corresponding prize legend for that game. If you win, scratch the MULTIPLIER BONUS for a chance to multiply your winnings by 2X, 5X, or 10X.

A motion was made by Commissioner Sheehan to accept these games as presented; the motion was seconded by Commissioner Schneck. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously. (Games attached to the minutes.)

Report on Tri-State Activities:

Commissioner Sheehan reported that there was a Tri-State Commission meeting on Friday, August 9th in Concord, New Hampshire. Commissioner Sheehan reported that Vermont has appointed a new commissioner to the board. Long standing commission member Ed Flannigan will be replaced by Megan Cicio. The Pick 3 and Pick 4 rules are being reviewed for changes due to New Hampshire launching those games to the lottery platform. Tri-State Megabucks will be amended with regards to updating the agent bonus for selling a jackpot winner. The next Tri-State meeting will be held in November in Portland, Maine.

Scientific Games:

Greta reported that the new Fall Fast Cash Bingo will be replacing Summer Fast Cash Bingo on September 1st. There is also a new \$10 Monopoly fast play ticket that will launch on September 1st.

Greta reported that there is a new news anchor series campaign launching soon. This campaign will have one minute of exciting lottery updates twice per month.

Comparing the first ticket entered in June vs July. Greta reported the top 10 games in the 1st ticket entered report for **June** were Powerball, The Golden Spin, Mega Millions, Lucky 7 Crossword, Megabucks, Maine Crossword, Doubling Red Bingo, Lucky for Life, Instant Millions, and Bee Bucks.

Greta reported the top 10 games in the 1st ticket entered report for **July** were Powerball, Mega Millions, The Golden Spin, Megabucks, Maine Crossword, Lucky 7 Crossword, \$5 Maine Lottery 50, Instant Millions, Lucky for Life, and Bee Bucks' Bee Bucks has been consistently number 10.

Promotions (Scientific Games):

Greta reported that there will be some upcoming promotions in September.

Greta presented VIPPOP which will run from September 15th until September 21st, 2024. During this promotion, with a purchase of a Fast Play \$30 VIP Club Progressive ticket, customers will receive a free \$1 Cash POP ticket.

Greta presented Friday the 13th promotion. This promotion gives the players a chance to win \$100 instantly with a purchase of a Lucky for Life ticket of \$10 or more. This promotion will only be available on September 13th, 2024.

Greta also reported VIP Club Progressive jackpot has exceeded \$970,000 which is the highest Maine Lottery Fast Play jackpot yet.

Fuseideas:

Steve Mason reported that they have continued with the 50th Anniversary and Cash POP advertising. Steve reported as we move into September, they will be shifting advertising from Cash POP to Monopoly. The campaign starts with radio commercials then later with TV commercials.

Currently there is a radio advertisement on 50th Anniversary encouraging people to enter to win tickets to the event. Steve reported that in September they will be doing some radio commercials to promote the VIPPOP promotion.

Other Business: None

Public Comment: None

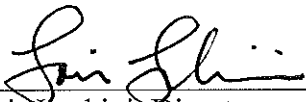
Adjournment:

The next Commission meeting is scheduled for Tuesday, September 17, 2024, at 10:00 a.m.
The October 2024 meeting is tentatively scheduled for October 8, 2024, at 10:00 a.m.

There being no further business Commissioner Schneck made a motion to adjourn; the motion was seconded by Commissioner Sheehan. The meeting adjourned at 11:56 am.



Elizabeth Fitzgerald, Chair
Maine State Liquor & Lottery Commission



Louis Luchini, Director
Bureau of Alcoholic Beverages & Lottery Operations

Maine State Liquor and Lottery Commission
19 Union St. 3rd floor
Augusta, ME

Zoom Meeting using the following link:

<https://mainestate.zoom.us/j/89227809727?pwd=ah6EDGLUVi3Ovf2LIG3ZWay2is9Z2a.1>

Meeting ID: 892 2780 9727

Passcode: 54261780

Tuesday, August 13, 2024, 10:00 a.m.

Agenda

Please note: Meeting materials will be available on Monday, August 12 on the Commission's webpage on the Bureau's website. The link to the materials is under [Additional Resources - Meeting Materials for August 13, 2024](#) (use this link to open the page).

- 1. Call the meeting to order**
- 2. Approve the minutes of the July 9, 2024, meeting**
- 3. Liquor Operations**
 - a. Director's Report
 - b. New Business
 - c. Old Business
 - d. New Product Listings
 - e. Label Changes
 - f. Value Added Packs
 - g. Coupons/Rebates
 - h. Report from Pine State Spirits
 - i. Other business that may properly come before the Commission
 - j. Public Comments
- 4. Confirm and set next meeting dates**
 - a. Confirm September meeting – September 10, 2024
 - b. Set October 2024 tentative meeting date (October 8, 2024)
- 5. Lottery Operations**
 - a. Director's Report
 - b. New Business
 1. Rulemaking, Chapter 20 Powerball Rules
 - c. Old Business
 - d. Approval of New Games
 - e. Report on Tri-State Activities
 - f. Report from Scientific Games International, Inc.
 - g. Report from Fuseideas
 - h. Other business that may properly come before the Commission
 - i. Public Comments
- 6. Confirm next meeting dates**
 - a. Confirm September meeting – September 10, 2024
 - b. Set October 2024 tentative meeting date (October 8, 2024)
- 7. Adjournment**

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

Sales Data 7/1/2024 - 7/31/2024		Monthly							
				Variance					
		Prior Year	Current Year	Actual	%				
Shipping Days	21	23	2						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	141,531	155,036	13,506	9.54%	6,740	6,741	0.02%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 23,799,200	\$ 26,684,788	\$ 2,885,588	12.12%	\$ 1,133,295	\$ 1,160,208	2.37%		
Cost of Goods Sold	\$ 16,921,515	\$ 18,939,800	\$ 2,018,285	11.93%					
Depletion Allowances	\$ (1,478,119)	\$ (1,274,478)							
Total Cost of Good Sold	\$ 15,443,397	\$ 17,665,323	\$ 2,221,926	14.39%					
Sales Data 7/1/2024 - 7/31/2024		Year to Date							
				Variance					
		Prior Year	Current Year	Actual	%				
Shipping Days	21	23	2						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	141,531	155,036	13,506	9.54%	6,740	6,741	0.02%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 23,799,200	\$ 26,684,788	\$ 2,885,588	12.12%	\$ 1,133,295	\$ 1,160,208	2.37%		
Cost of Goods Sold	\$ 16,921,515	\$ 18,939,800	\$ 2,018,285	11.93%					
Depletion Allowances	\$ (1,478,119)	\$ (1,274,478)							
Total Cost of Good Sold	\$ 15,443,397	\$ 17,665,323	\$ 2,221,926	14.39%					
Other Revenue		Monthly Data			Year to Date Data				
				Variance				Variance	
		Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%
Premium Tax	\$ 308,377	\$ 337,895	\$ 29,518	9.57%	\$ 308,377	\$ 337,895	\$ 29,518	9.57%	
Bailment	\$ 297,498	\$ 275,743	\$ (21,755)	-7.31%	\$ 297,498	\$ 275,743	\$ (21,755)	-7.31%	
Depletion Allowances	\$ 1,478,119	\$ 1,274,478	\$ (203,641)	-13.78%	\$ 1,478,119	\$ 1,274,478	\$ (203,641)	-13.78%	

SPIRITS FINANCIAL ACTIVITY - FY 2025 VS FY 2024

	Spirits Sales Budgets		Spirits Sales			Expenses			Operating Profits			Outstanding Receivables/ Adjustments		Transfers to Undedicated Revenue		
	FY25	FY24	FY25	FY24	% Variance vs Prior FY	FY25	FY24	% Variance vs Prior FY	FY25	FY24	% Variance vs Prior FY	FY25	FY24	FY25*	FY24*	% Variance vs Prior FY
July	\$ 25,124,692	\$ 23,839,331	\$ 27,724,122	\$ 25,124,692	10.35%	\$ 20,997,542	\$ 18,933,365	10.90%	\$ 6,726,580	\$ 6,191,327	8.65%	\$ 1,347,160	\$ 2,519,283	\$ 8,073,739	\$ 8,710,610	-7.31%
August	\$ 27,407,361	\$ 22,779,895	\$ -	\$ 27,407,361		\$ -	\$ 20,581,546		\$ -	\$ 6,825,814		\$ -	\$ (2,680,780)	\$ -	\$ 4,145,035	
September	\$ 21,788,181	\$ 19,549,404	\$ -	\$ 21,788,181		\$ -	\$ 15,363,844		\$ -	\$ 6,424,337		\$ -	\$ 518,802	\$ -	\$ 6,943,139	
October	\$ 20,445,885	\$ 19,364,299	\$ -	\$ 20,445,885		\$ -	\$ 14,973,382		\$ -	\$ 5,472,503		\$ -	\$ 2,892,251	\$ -	\$ 8,364,754	
November	\$ 20,797,829	\$ 18,125,677	\$ -	\$ 20,797,829		\$ -	\$ 15,433,608		\$ -	\$ 5,364,221		\$ -	\$ (1,491,929)	\$ -	\$ 3,872,292	
December	\$ 23,019,035	\$ 23,592,555	\$ -	\$ 23,019,035		\$ -	\$ 17,355,154		\$ -	\$ 5,663,881		\$ -	\$ (2,079,138)	\$ -	\$ 3,584,743	
January	\$ 18,268,178	\$ 16,751,480	\$ -	\$ 18,268,178		\$ -	\$ 12,770,251		\$ -	\$ 5,497,927		\$ -	\$ 2,539,744	\$ -	\$ 8,037,671	
February	\$ 18,860,218	\$ 17,165,600	\$ -	\$ 18,860,218		\$ -	\$ 14,247,927		\$ -	\$ 4,612,291		\$ -	\$ (253,109)	\$ -	\$ 4,359,183	
March	\$ 17,737,547	\$ 19,136,483	\$ -	\$ 17,737,547		\$ -	\$ 13,078,605		\$ -	\$ 4,658,942		\$ -	\$ 130,398	\$ -	\$ 4,789,340	
April	\$ 19,192,171	\$ 17,303,554	\$ -	\$ 19,192,171		\$ -	\$ 14,147,815		\$ -	\$ 5,044,356		\$ -	\$ 872,690	\$ -	\$ 5,917,046	
May	\$ 22,454,510	\$ 19,070,481	\$ -	\$ 22,454,510		\$ -	\$ 16,905,357		\$ -	\$ 5,549,153		\$ -	\$ (1,792,430)	\$ -	\$ 3,756,723	
June	\$ 23,940,103	\$ 21,183,833	\$ -	\$ 21,452,269		\$ -	\$ 15,741,447		\$ -	\$ 5,710,822		\$ -	\$ (1,044,600)	\$ -	\$ 4,666,222	
Current FYTD	\$ 25,124,692	\$ 23,839,331	\$ 27,724,122	\$ 25,124,692	10.35%	\$ 20,997,542	\$ 18,933,365	10.90%	\$ 6,726,580	\$ 6,191,327	8.65%	\$ 1,347,160	\$ 2,519,283	\$ 8,073,739	\$ 8,710,610	-7.31%

* The first \$7 million of profit each year is transferred to the General Fund with the remainder going to the Highway Fund

SPIRITS OPERATING PROFITS - BUDGET TO ACTUAL - FY 2025

	Current Fiscal Year Performance				Past Fiscal Years' Performance			
	Budget	Actual	Variance	Variance	Actual	Actual	Actual	Actual
	<u>FY25</u>	<u>FY25</u>	<u>Dollars</u>	<u>%</u>	<u>FY24</u>	<u>FY23</u>	<u>FY22</u>	<u>FY21</u>
July	\$ 6,802,618	\$ 6,726,580	\$ (76,038)	-1.12%	\$ 6,191,327	\$ 6,067,999	\$ 5,721,184	\$ 6,048,387
August	\$ 7,428,286	\$ -			\$ 6,825,814	\$ 6,693,952	\$ 6,389,136	\$ 6,060,451
September	\$ 5,886,107	\$ -			\$ 6,424,337	\$ 6,567,615	\$ 5,406,476	\$ 4,690,123
October	\$ 5,518,811	\$ -			\$ 5,472,503	\$ 5,354,796	\$ 4,880,468	\$ 4,960,470
November	\$ 5,614,755	\$ -			\$ 5,364,221	\$ 5,339,086	\$ 4,736,689	\$ 4,571,261
December	\$ 6,224,961	\$ -			\$ 5,663,881	\$ 5,907,314	\$ 5,685,526	\$ 5,478,292
January	\$ 4,921,104	\$ -			\$ 5,497,927	\$ 5,568,271	\$ 5,022,547	\$ 5,310,870
February	\$ 5,083,144	\$ -			\$ 4,612,291	\$ 4,510,531	\$ 4,330,259	\$ 3,975,319
March	\$ 4,774,473	\$ -			\$ 4,658,942	\$ 4,894,100	\$ 4,927,032	\$ 4,769,398
April	\$ 5,174,097	\$ -			\$ 5,044,356	\$ 4,558,763	\$ 4,794,707	\$ 5,101,498
May	\$ 6,070,436	\$ -			\$ 5,549,153	\$ 5,529,234	\$ 5,176,444	\$ 4,866,595
June	<u>\$ 6,477,029</u>	<u>\$ -</u>			<u>\$ 5,710,822</u>	<u>\$ 6,185,931</u>	<u>\$ 5,990,848</u>	<u>\$ 5,950,215</u>
Current FY YTD	\$ 6,802,618	\$ 6,726,580	\$ (76,038)	-1.12%	\$ 67,015,575	\$ 67,177,591	\$ 63,061,316	\$ 61,782,878
Budget	\$ 69,975,821							
		FY23	Variance	%				
YOY Comparison		YTD Profit	Dollars	Variance				
		\$ 6,191,327	\$ 535,253	8.65%				
Projected	\$ 72,809,209							

SPIRITS PROFIT TRANSFERS - BUDGET TO ACTUAL - FY 2025

	Current Fiscal Year Performance				Past Fiscal Years' Performance			
	Budget	Actual	Variance	Variance	Actual	Actual	Actual	Actual
	<u>FY25</u>	<u>FY25</u>	<u>Dollars</u>	<u>%</u>	<u>FY24</u>	<u>FY23</u>	<u>FY22</u>	<u>FY21</u>
July	\$ 5,000,000	\$ 8,073,739	\$ 3,073,739	61.47%	\$ 8,710,610	\$ 5,606,743	\$ 4,704,158	\$ 4,183,060
August	\$ 6,000,000	\$ -			\$ 4,145,035	\$ 7,385,895	\$ 7,356,027	\$ 7,102,434
September	\$ 5,500,000	\$ -			\$ 6,943,139	\$ 6,230,689	\$ 4,961,833	\$ 4,795,086
October	\$ 5,500,000	\$ -			\$ 8,364,754	\$ 8,482,477	\$ 5,452,318	\$ 4,833,933
November	\$ 5,500,000	\$ -			\$ 3,872,292	\$ 3,969,443	\$ 6,417,132	\$ 7,077,873
December	\$ 5,500,000	\$ -			\$ 3,584,743	\$ 3,837,013	\$ 3,086,738	\$ 1,893,254
January	\$ 5,500,000	\$ -			\$ 8,037,671	\$ 8,039,596	\$ 7,169,313	\$ 6,995,925
February	\$ 5,500,000	\$ -			\$ 4,359,183	\$ 5,146,656	\$ 5,115,925	\$ 3,374,817
March	\$ 5,500,000	\$ -			\$ 4,789,340	\$ 3,707,910	\$ 3,635,081	\$ 5,874,603
April	\$ 5,500,000	\$ -			\$ 5,917,046	\$ 4,087,320	\$ 4,110,132	\$ 3,679,997
May	\$ 5,500,000	\$ -			\$ 3,756,723	\$ 5,964,292	\$ 5,873,898	\$ 3,391,606
June	\$ 5,500,000	\$ -			\$ 4,666,222	\$ 4,222,768	\$ 4,205,352	\$ 7,516,843
Current FY YTD	\$ 5,000,000	\$ 8,073,739	\$ 3,073,739	61.47%	\$ 67,146,758	\$ 66,680,803	\$ 62,087,907	\$ 60,719,430
Budget	\$ 66,000,000							
YOY Comparison		FY23 YTD Profit	Variance Dollars	% Variance				
		\$ 8,710,610	\$ (636,870)	-7.31%				
Projected	\$ 62,237,367							

Maine County Case Analysis through July 2024

Sales Region	Cases Last 3 Months	Cases Last 3 Months Prior Year	% Change	Case Diff vs. Prior Year	Cases Last 6 Months	Cases Last 6 Months Prior Year	% Change	Case Diff vs. Prior Year	Cases Last 9 Months	Cases Last 9 Month Prior Year	% Change	Case Diff vs. Prior Year
State of Maine	396,678	402,366	-1.41%	-5,688	709,127	718,333	-1.28%	-9,206	1,046,434	1,062,335	-1.50%	-15,901
ANDROSCOGGIN	32,855	33,461	-1.81%	-606	61,078	62,189	-1.79%	-1,111	91,110	93,105	-2.14%	-1,995
AROOSTOOK	14,454	14,244	1.47%	210	27,237	27,012	0.84%	226	41,321	41,174	0.35%	146
CUMBERLAND	112,604	115,876	-2.82%	-3,272	196,222	201,412	-2.58%	-5,190	283,808	291,172	-2.53%	-7,364
FRANKLIN	9,987	8,651	15.45%	1,336	19,073	18,145	5.11%	928	28,279	28,085	0.69%	194
HANCOCK	21,831	22,234	-1.81%	-403	34,798	35,215	-1.18%	-416	48,839	49,163	-0.66%	-325
KENNEBEC	33,967	34,350	-1.12%	-383	63,987	64,163	-0.27%	-176	96,093	96,712	-0.64%	-619
KNOX	10,178	10,352	-1.68%	-174	18,279	18,694	-2.22%	-416	27,577	28,183	-2.15%	-605
LINCOLN	10,272	10,946	-6.16%	-674	18,114	18,599	-2.61%	-485	26,513	27,393	-3.21%	-880
OXFORD	11,817	12,090	-2.25%	-272	21,405	22,463	-4.71%	-1,058	32,798	33,863	-3.15%	-1,065
PENOBSCOT	42,626	43,467	-1.93%	-841	80,469	81,093	-0.77%	-623	121,212	122,655	-1.18%	-1,442
PISCATAQUIS	4,645	4,754	-2.29%	-109	8,034	8,464	-5.08%	-430	11,845	12,527	-5.45%	-682
SAGadahoc	9,007	9,042	-0.38%	-35	16,651	16,524	0.77%	128	25,543	25,675	-0.51%	-132
SOMERSET	12,229	12,177	0.42%	52	22,718	22,329	1.74%	388	33,923	33,448	1.42%	475
WALDO	7,437	7,756	-4.12%	-319	13,538	13,965	-3.06%	-427	20,421	20,830	-1.96%	-408
WASHINGTON	8,567	8,627	-0.70%	-60	15,332	15,423	-0.59%	-91	23,174	23,306	-0.57%	-132
YORK	54,201	54,338	-0.25%	-137	92,193	92,645	-0.49%	-452	133,980	135,045	-0.79%	-1,064
Months Included:	Jul 24, Jun 24, May 24	Jul 23, Jun 23, May 23			Jul 24, Jun 24, May 24, Apr 24, Mar 24, Feb 24	Jul 23, Jun 23, May 23, Apr 23, Mar 23, Feb 23			Jul 24, Jun 24, May 24, Apr 24, Mar 24, Feb 24, Jan 24, Dec 23, Nov 23	Jul 23, Jun 23, May 23, Apr 23, Mar 23, Feb 23, Jan 23, Dec 22, Nov 22		

Jan. 2023 + 1 day vs Jan. 2022, August 2022 +1 day vs August 2021, July 2022 -1 day vs July 2021, May 2022 +1 day vs May 2021

*Cases are 9Lt Equivalent

*Excludes Bailments, Depletions, and In-State Distillers

New Items for Commission Approval
August 13, 2024

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class	Approved
MARTIGNETTI	MACK & SCHUHLE, INC	68750	MEMBER'S MARK IRISH CREAM LIQUEUR	1750	6	\$66.00	\$20.99	CORDIALS	
MARTIGNETTI	MARTIGNETTI	16882	BOMBERGER'S DECLARATION BOURBON WHISKEY	750	3	\$236.82	\$139.99	BOURBON	
MARTIGNETTI	MARTIGNETTI	57629	BUZZBOX LONG ISLAND CKTL 4P 250ML	250	6	\$52.55	\$16.99	COCKTAILS	
MARTIGNETTI	MARTIGNETTI	57628	BUZZBOX MARDI GRS HURRICAN CKTL 4P 250ML	250	6	\$52.55	\$16.99	COCKTAILS	
MARTIGNETTI	MARTIGNETTI	57651	BUZZBOX PALOMA 4 PK 250ML COCKTAIL	250	6	\$52.55	\$16.99	COCKTAILS	
MARTIGNETTI	MARTIGNETTI	57646	BUZZBOX PERFECT MARGARITA CKTL 4P 250ML	250	6	\$52.55	\$16.99	COCKTAILS	
MARTIGNETTI	MARTIGNETTI	57647	BUZZBOX VODKA LEMONADE CKTL 4P 250ML	250	6	\$52.55	\$16.99	COCKTAILS	
MARTIGNETTI	MARTIGNETTI	64304	CHINOLA PASSION FRUIT LIQUEUR	750	6	\$125.05	\$36.99	CORDIALS	
MARTIGNETTI	MARTIGNETTI	64185	DOLADIRA APERTIVO 700ML	700	6	\$145.40	\$42.99	CORDIALS	
MARTIGNETTI	MARTIGNETTI	73583	DOUGH BALL BIRTHDAY CAKE WHISKEY (DSS)	750	6	\$111.26	\$32.99	CORDIALS	
MARTIGNETTI	MARTIGNETTI	85533	KIRKLAND SIG ANEJO TEQUILA	1000	12	\$271.55	\$40.99	TEQUILA	
MARTIGNETTI	MARTIGNETTI	85532	KIRKLAND SIG BLANCO TEQUILA	1750	6	\$130.10	\$37.99	TEQUILA	
MARTIGNETTI	MARTIGNETTI	85534	KIRKLAND SIG REPOSADO TEQUILA	1000	12	\$171.50	\$25.99	TEQUILA	
MARTIGNETTI	MARTIGNETTI	21492	SHENK'S HOMESTEAD SOUR MASH WHISKEY	750	3	\$219.93	\$129.99	WHISKEY	

New Items for Commission Approval
August 13, 2024

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class	Approved
MARTIGNETTI	MARTIGNETTI	63071	XXI MARTINIS ESPRESSO VODKA & CREAM LIQ	750	6	\$135.30	\$39.99	CORDIALS	
MARTIGNETTI	REMY AMERIQUE INC	44840	MOUNT GAY ECLIPSE NAVY STRENGTH LE 700ML	700	12	\$197.14	\$29.99	RUM	
MS WALKER	M.S. WALKER, INC.	102455	ALLEN'S COFFEE/EGG ROCK LIGHT CERAMIC BT	750	6	\$97.34	\$29.99	BRANDY	
MS WALKER	M.S. WALKER, INC.	78332	ETNA SPRITZ AMARO ETNA BLOOD ORANGE LIQ	1000	6	\$101.44	\$29.99	CORDIALS	
RNDC NEW HAMPSHIRE LLC	CHARLES JACQUIN ET CIE	80409	PENNSYLVANIA DUTCH AMC BOURBON CREAM LIQ	750	12	\$112.20	\$16.99	CORDIALS	
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	85048	EL MAYOR MASTER'S COLL ANEJO TEQUILA	750	6	\$182.66	\$54.99	TEQUILA	
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	18205	EZRA BROOKS FULL PROOF SGL BRL BRL PRGM	750	6	\$168.48	\$49.99	BOURBON	
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	25919	MINOR CASE HAND SELECT SB 6Y RYE 105PRF	750	6	\$185.54	\$54.99	BOURBON	
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	76129	PENELOPE ARCHITECT PRV BRL COMPLEX STAVE	750	6	\$236.36	\$69.99	BOURBON	
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	21060	PENELOPE BOURBON TOASTED PRIVATE BRL	750	6	\$253.28	\$74.99	BOURBON	
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	102478	REMUS REPEAL RSV SERIES TRILOGY:V/VI/VII	750	1	\$352.50	\$599.99	WHISKEY	
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	21257	REMUS REPEAL RSV ST BBN WHSKY SERIES 8	750	6	\$372.03	\$109.99	BOURBON	
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	102410	YELLOWSTONE 3P:SLC/TOAST OAK/RUM CASK GB	375	4	\$116.76	\$49.99	BOURBON	
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	25768	YELLOWSTONE AMERICAN SGL MLT WHISKEY	750	6	\$202.38	\$59.99	BOURBON	

New Items for Commission Approval
August 13, 2024

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class	Approved
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	76181	YELLOWSTONE LE 2024 KSBW FIN COGNC&BRNDY	750	3	\$202.96	\$119.99	BOURBON	
RNDC NEW HAMPSHIRE LLC	MACH FLYNT, INC.	44621	KIRKLAND SIG 12 YR PORT CASK FIN RUM	750	12	\$207.36	\$31.49	RUM	
RNDC NEW HAMPSHIRE LLC	MACH FLYNT, INC.	44619	KIRKLAND SIG BARREL AGED 12 YR RUM	750	12	\$194.22	\$29.99	RUM	
RNDC NEW HAMPSHIRE LLC	MACH FLYNT, INC.	30746	KIRKLAND SIG LONDON DRY GIN	1750	6	\$39.66	\$15.99	GIN	
RNDC NEW HAMPSHIRE LLC	MACH FLYNT, INC.	26229	KIRKLAND SIG SOUR MASH TENNESSEE WHISKEY	1750	6	\$126.72	\$36.49	WHISKEY	
RNDC NEW HAMPSHIRE LLC	MACH FLYNT, INC.	73388	KIRKLAND SIG SPICED RUM	1750	6	\$30.10	\$13.99	RUM	
RNDC NEW HAMPSHIRE LLC	BEVERAGES USA IN	66092	MOZART CHOCOLATE CREAM LIQUEUR	375	6	\$53.27	\$16.99	CORDIALS	
RNDC NEW HAMPSHIRE LLC	BEVERAGES USA IN	65905	MOZART DARK CHOCOLATE LIQUEUR	375	6	\$53.27	\$16.99	CORDIALS	
RNDC NEW HAMPSHIRE LLC	BEVERAGES USA, INC	65907	MOZART WHITE CHOCOLATE	375	6	\$53.27	\$16.99	CORDIALS	
RNDC NEW HAMPSHIRE LLC	MISA IMPORTS. INC	4276	KIRKLAND SIGNATURE 12Y BLENDED SCOTCH	1750	6	\$183.58	\$53.49	SCOTCH	
RNDC NEW HAMPSHIRE LLC	MISA IMPORTS. INC	4275	KIRKLAND SIG 3 YR BLENDED SCOTCH	1750	6	\$99.69	\$29.49	SCOTCH	
RNDC NEW HAMPSHIRE LLC	MISA IMPORTS. INC	38360	KIRKLAND SIG FRENCH VODKA	1750	6	\$54.70	\$18.99	VODKA	
RNDC NEW HAMPSHIRE LLC	MISA IMPORTS. INC	68787	KIRKLAND SIG IRISH CREAM LIQUEUR	1750	6	\$82.46	\$24.99	CORDIALS	
RNDC NEW HAMPSHIRE LLC	MISA IMPORTS. INC	15353	KIRKLAND SIG IRISH WHISKEY	1750	6	\$137.90	\$39.99	IRISH WHISKEY	

New Items for Commission Approval
August 13, 2024

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class	Approved
RNDC NEW HAMPSHIRE LLC	MISA IMPORTS. INC	65708	KIRKLAND SIG ORANGE LIQUEUR 700ML	700	8	\$128.94	\$28.99	CORDIALS	
RNDC NEW HAMPSHIRE LLC	MISA IMPORTS. INC	48369	KIRKLAND SIG XO COGNAC	750	6	\$255.36	\$76.99	COGNAC	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	68426	GIFFARD CREME DE CACAO BLANC	750	6	\$131.78	\$38.99	CORDIALS	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	65755	MANDARINE NAPOLEON LIQUEUR	750	6	\$128.17	\$37.99	CORDIALS	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	68830	SOGNO DI SORRENTO CREMA PISTACHIO	750	6	\$107.92	\$31.99	CORDIALS	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	75966	SOGNO DI SORRENTO ESPRESSO CAFFE LIQUEUR	750	6	\$107.92	\$31.99	CORDIALS	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	10100	SPRINGBANK 10 YR SGL MLT 700ML	700	6	\$408.36	\$119.99	SCOTCH	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	10101	SPRINGBANK 15 YR SGL MLT 700ML	700	6	\$629.95	\$184.99	SCOTCH	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	80556	SUGARLAND MINT CHOCOLATE CHIP SIPPIN CRM	50	48	\$73.51	\$2.99	CORDIALS	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	80555	SUGARLAND MINT CHOCOLATE CHIP SIPPIN CRM	750	6	\$91.18	\$26.99	CORDIALS	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	76704	SUGARLAND SHN SOUR BLUE RSP FOLDS HONOR	750	6	\$91.18	\$26.99	CORDIALS	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	80526	SUGARLANDS PUMPKIN SPICE LATTE CREAM LIQ	750	6	\$91.18	\$26.99	CORDIALS	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	76723	SUGARLANDS SHINE PEPPERMINT STICK MNSHN	750	6	\$90.68	\$26.99	CORDIALS	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	78318	SUGARLANDS SOUR WATERMELON MOONSHINE	750	6	\$91.02	\$26.99	CORDIALS	

New Items for Commission Approval
August 13, 2024

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class	Approved
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	85553	XICARU TOBALA MEZCAL JOVEN MAGUEY	750	6	\$332.55	\$99.99	TEQUILA	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	25125	A. OVERHOLT STRAIGHT RYE WHISKEY	750	12	\$269.59	\$39.99	WHISKEY	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	85232	EL TESORO MUNDIAL REPO BASIL HAYDEN TST	750	6	\$582.67	\$174.99	TEQUILA	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	19097	JIM BEAM SUNSHINE BLEND KSBW SPECIAL RLS	750	12	\$134.24	\$19.99	WHISKEY	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	24480	KNOB CREEK BOURBON X RYE BLEND STRT WHK	750	6	\$151.59	\$44.99	BOURBON	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	447	KNOB CREEK KSBW W/2-ROCKS GLS	750	6	\$127.97	\$37.99	BOURBON	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	62969	ON THE ROCKS SPICED PEAR WHISKEY SOUR	375	12	\$86.73	\$13.99	COCKTAILS	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	75193	ESPOLON REPOSADO FLOR DE ORO TEQUILA	750	6	\$146.00	\$43.99	TEQUILA	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	21949	WILD TURKEY JIMMY RUSSELL 70TH ANV RL 8Y	750	12	\$337.28	\$49.99	BOURBON	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	36962	DEEP EDDY VODKA	50	120	\$55.02	\$1.49	VODKA	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	17912	ELIJAH CRAIG SMALL BATCH BBN TRAY PACK	50	60	\$93.74	\$2.99	BOURBON	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	59101	EVAN WILLIAMS EGG NOG CKTL	1750	6	\$62.06	\$18.99	CORDIALS	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	59102	EVAN WILLIAMS PEPPERMINT CHOCLTE EGG NOG	750	12	\$61.08	\$9.99	CORDIALS	
SOUTHERN GLAZERS LLC	HOTALING & CO., LLC	33102	JUNIPERO SMOKED ROSEMARY GIN	750	6	\$131.00	\$39.99	GIN	

New Items for Commission Approval
August 13, 2024

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class	Approved
SOUTHERN GLAZERS LLC	MAST JAGERMEISTER	85161	TEREMANA ANEJO TEQUILA	50	60	\$185.15	\$5.99	TEQUILA	
SOUTHERN GLAZERS LLC	MAST JAGERMEISTER	85160	TEREMANA BLANCO TEQUILA	50	60	\$123.29	\$3.99	TEQUILA	
SOUTHERN GLAZERS LLC	MAST JAGERMEISTER	85162	TEREMANA REPOSADO TEQUILA	50	60	\$154.22	\$4.99	TEQUILA	
SOUTHERN GLAZERS LLC	MHW, LTD	38263	TENJAKU JAPANESE VODKA 700ML	700	12	\$169.00	\$24.99	VODKA	
SOUTHERN GLAZERS LLC	OLE SMOKY DISTILLERY,LLC	76495	OLE SMOKY TENNESSEE BANANA WHISKEY	750	6	\$72.70	\$21.99	WHISKEY	
SOUTHERN GLAZERS LLC	PARK STREET IMPORTS	32314	STILL G.I.N. BY DRE AND SNOOP	750	6	\$104.79	\$31.99	GIN	
SOUTHERN GLAZERS LLC	PHILLIPS PRODUCTS CO	54928	LEROUX POLISH BLACKBERRY BRANDY PET	1750	6	\$71.00	\$22.99	BRANDY	
SOUTHERN GLAZERS LLC	PHILLIPS PRODUCTS CO	75560	LEROUX PREMIUM WATERMELON LIQUEUR	1000	12	\$73.00	\$11.99	CORDIALS	
SOUTHERN GLAZERS LLC	PHILLIPS PRODUCTS CO	86280	LEROUX TRIPLE SEC 30 PROOF PET	1000	12	\$46.00	\$8.99	CORDIALS	
SOUTHERN GLAZERS LLC	PHILLIPS PRODUCTS CO	76659	PEDRO SANTEZ SUPREMO GOLD TEQ	1000	12	\$65.00	\$12.49	TEQUILA	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	65666	JOSE CUERVO DEVIL'S RESERVE	750	12	\$145.67	\$21.99	TEQUILA	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	65785	JOSE CUERVO DEVIL'S RESERVE	50	120	\$105.59	\$1.99	TEQUILA	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	26013	TINCUP FOURTEENER 14YR WHISKEY	750	6	\$270.48	\$79.99	WHISKEY	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	74140	GRIND ESPRESSO SHOT LIQUEUR	50	120	\$55.42	\$1.49	RUM	

New Items for Commission Approval
August 13, 2024

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class	Approved
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	60182	HANDY & SCHILLER MANHATTAN CKTL	750	6	\$123.70	\$39.99	COCKTAILS	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	60180	HANDY & SCHILLER OLD FASHIONED CKTL	750	6	\$123.70	\$39.99	COCKTAILS	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	19366	KENTUCKY TAVERN BOURBON	750	12	\$52.84	\$10.49	BOURBON	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	49463	WHITE X COGNAC	750	6	\$199.33	\$59.99	COGNAC	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	69010	YULE NOG CREAM LIQUEUR WITH FIREBALL	750	12	\$59.25	\$10.99	CORDIALS	
SOUTHERN GLAZERS LLC	SHAW-ROSS INTER IMPORT	78334	CAPEL PISCO RESERVADO DSS	700	12	\$120.00	\$18.99	BRANDY	
SOUTHERN GLAZERS LLC	TERLATO WINES INT.	4269	BUNNAHABHAIN FEIS ILE PORT CASK 14Y700ML	700	6	\$646.80	\$189.99	SCOTCH	
SOUTHERN GLAZERS LLC	TERLATO WINES INT.	73932	FONTBONNE HERBAL LIQUEUR 700ML	700	6	\$202.68	\$59.99	CORDIALS	
SOUTHERN GLAZERS LLC	TERLATO WINES INT.	4267	LEDAIG SGL MLT TRIPLE WOOD CASK 700ML	700	6	\$510.51	\$149.99	SCOTCH	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	67010	21 SEEDS CUCUMBER JALAPENO TEQUILA DSS	50	60	\$91.99	\$2.99	TEQUILA	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	67009	21 SEEDS GRAPEFRUIT HIBISCUS DSS	50	60	\$91.99	\$2.99	TEQUILA	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	67387	21 SEEDS VALENCIA ORANGE DSS	50	60	\$91.99	\$2.99	TEQUILA	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	67899	BAILEYS CINNAMON CHURROS IRISH CREAM LIQ	50	80	\$125.41	\$2.99	CORDIALS	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	67898	BAILEYS CINNAMON CHURROS IRISH CREAM LIQ	750	12	\$213.99	\$31.99	CORDIALS	

New Items for Commission Approval
August 13, 2024

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class	Approved
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	18389	BULLEIT 95 RYE 10 YR STRAIGHT RYE	750	12	\$315.99	\$46.99	WHISKEY	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	11363	CROWN ROYAL RESERVE 12 YR	750	12	\$322.89	\$49.99	CANADIAN WHISKEY	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	56721	CROWN ROYAL WHISKY SOUR BLACK CHERRY	750	12	\$158.99	\$25.99	COCKTAILS	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	56722	CROWN ROYAL WHISKY SOUR BLACK CHERRY	375	12	\$81.99	\$13.99	CANADIAN WHISKEY	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	6580	JOHNNIE WALKER BLUE LB YEAR OF SNAKE	750	4	\$681.30	\$299.99	SCOTCH	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	8360	JOHNNIE WALKER ICE CHALET BLUE LABEL	750	3	\$680.99	\$399.99	SCOTCH	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	5349	JOHNNIE WALKER RED LABEL SCOTCH	1750	6	\$155.33	\$44.99	SCOTCH	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	6428	WOVEN HONOR 18 YR ORPHAN BRL SGL MLT WHK	750	6	\$646.94	\$189.99	SCOTCH	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	24887	NEW ENGLAND BARREL SMALL BATCH SLC RYE	750	12	\$249.16	\$36.99	WHISKEY	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	75919	MARIO'S HARD ESPRESSO ORIGINALE	750	6	\$108.00	\$31.99	CORDIALS	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	24888	NEW ENGLAND BARREL SMB SLC CASK STRNGTH	750	12	\$384.42	\$56.99	WHISKEY	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	63104	TUMBLER & ROCKS COSMO RTD CKTL	100	30	\$85.06	\$5.49	COCKTAILS	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	63102	TUMBLER & ROCKS EL MARG RTD CKTL	100	30	\$85.12	\$5.49	COCKTAILS	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	63078	TUMBLER & ROCKS ESPRESSO MARTINI RTD CKT	100	30	\$85.12	\$5.49	COCKTAILS	

New Items for Commission Approval
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Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class	Approved
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	63105	TUMBLER & ROCKS OLD FASHIONED RTD CKTL	100	30	\$84.97	\$5.49	COCKTAILS	
Total New Items- 113									

VAP and/or Seasonal Listings for Commission Approval
August 13, 2024

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class	Approved
MARTIGNETTI	E.J. GALLO WINERY	102452	NEW AMSTERDAM PINK WHITNEY PET/20P BKT	50	6	\$67.50	\$19.99	VODKA	
MARTIGNETTI	PARK STREET IMPORTS	102275	SHANKY'S WHIP BLACK IRISH W/4 LITTLE GLS	750	6	\$90.97	\$26.99	CORDIALS	
MS WALKER	FIFTH GENERATION INC	38432	TITO'S VODKA WINTER HOLIDAY IN CASE	750	12	\$148.61	\$21.99	VODKA	
RNDC NEW HAMPSHIRE LLC	MARUSSIA BEVERAGES USA IN	102373	HATOSAKI FINEST WHK W/HIGHBALL GLASS	750	6	\$151.87	\$44.99	WHISKEY	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	102284	PATRON REPOSADO W/2 ETCHED ROCK GLASSES	750	6	\$206.00	\$61.99	TEQUILA	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	102283	PATRON SILVER W/2SUMMER ETCH HIGHBALL GL	750	6	\$196.00	\$58.99	TEQUILA	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	102383	CAMPARI BITTERS W/GLASS IN CARTON	750	6	\$118.24	\$34.99	CORDIALS	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	102391	GRAND MARNIER CORDON ROUGE W/2-ROCK GLSS	750	6	\$141.70	\$41.99	CORDIALS	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	102389	HEAVEN HILL 7 Y BIB W/GLENCAIRN IN GFTBX	750	6	\$168.65	\$49.99	WHISKEY	
SOUTHERN GLAZERS LLC	MHW, LTD	102061	WHISTLEPIG PIGGYBACK 6Y W/PIG POUR SPOUT	750	6	\$168.68	\$49.99	WHISKEY	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	643	JOSE CUERVO ESP SILVER/1L JC MARGARTA MX	750	6	\$72.67	\$21.99	TEQUILA	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	4001	JOSE CUERVO ESPECIAL GOLD/MARGARITA MIX	750	6	\$72.67	\$21.99	TEQUILA	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	102446	FIREBALL WREATH 14P PET/IN GIFT BOX	50	7	\$52.68	\$13.99	CANADIAN WHISKEY	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	102430	WHEATLEY ESPRESSO MARTINI KIT:50ML&GLASS	750	6	\$101.57	\$29.99	VODKA	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	102340	CROWN ROYAL DELUXE W/GLASS FLASK	750	6	\$97.17	\$29.99	CANADIAN WHISKEY	

VAP and/or Seasonal Listings for Commission Approval
August 13, 2024

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class	Approved
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	102339	CROWN ROYAL REGAL APPLE/GLASS FLASK	750	6	\$97.18	\$29.99	CANADIAN WHISKEY	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	102295	KETEL ONE VODKA W/COCKTAIL SHAKER	750	6	\$84.55	\$24.99	VODKA	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	102357	TUMBLER & ROCKS CLASSIC: OF/MRG/CSM/MRT	100	6	\$62.12	\$19.99	COCKTAILS	
Total VAPS/Seasonal Items - 18									

**Coupons/Rebates for Commission Approval
August 13, 2024**

Product	Size	Offer	Effective	Expiration	Approved
1800 TEQUILA - ANY; 1800 ULTIMATE MARGARITA; THREE OLIVES VODKA, BUSHMILLS WHISKEY, KRAKEN - BLACK SPICED RUM OR GOLD SPICED RUM, JOSE CUERVO - AUTHENTIC JOSE CUERVO MARGARITAS OR GOLDEN MARGARITA; JAJA TEQUILA, GRAN CENTENARIO TEQUILA, MAESTRO DOBEL TEQUILA, 400 CONEJOS, PENDLETON WHISKEY, PROPER NO. TWELVE IRISH WHISKEY, STRANAHANS WHISKEY AND/OR TINCUP WHISKEY	(2) 750ML OR LARGER	\$10 IRC	11/1/2024	1/2/2025	
1800 TEQUILA - ANY FLAVOR	750ML OR LARGER	\$3 IRC	11/1/2024	1/2/2025	
1800 THE ULTIMATE MARGARITA - ANY FLAVOR	1.75L	\$4 MIR	11/1/2024	1/2/2025	
1800 THE ULTIMATE MARGARITA - ANY FLAVOR	1.75L	\$2 IRC	11/1/2024	1/2/2025	
JACK DANIEL'S GENTLEMAN JACK	750ML OR LARGER	\$3 IRC	9/1/2024	9/30/2024	
JACK DANIEL'S GENTLEMAN JACK	750ML OR LARGER	\$3 DIGITAL OR MIR	9/1/2024	9/30/2024	
JACK DANIELS -TENNESSEE WHISKEY, TENNESSEE APPLE, TENNESSEE HONEY OR TENNESSEE FIRE	750ML OR LARGER	\$3 IRC	9/1/2024	9/30/2024	
JACK DANIELS - TENNESSEE WHISKEY, TENNESSEE APPLE, TENNESSEE HONEY OR TENNESSEE FIRE	750ML OR LARGER	\$5 DIGITAL OR MIR	9/1/2024	9/30/2024	
WOODFORD RESERVE OR OLD FORESTER - 86P OR 100P	(2) 750ML	\$8 IRC	9/1/2024	9/30/2024	

**Coupons/Rebates for Commission Approval
August 13, 2024**

Product	Size	Offer	Effective	Expiration	Approved
WOODFORD RESERVE OR OLD FORESTER - 86 OR 100 PROOF	(2) 750ML	\$10 DIGITAL OR MIR	9/1/2024	9/30/2024	
SPEYBURN SINGLE MALT WHISKY	750ML	\$8 DIGITAL OR MIR	9/1/2024	3/31/2025	
NIKKA WHISKY	750ML	\$5 DIGITAL OR MIR	9/1/2024	3/31/2025	
WRITERS TEARS IRISH WHISKEY	(1-2)750ML	\$4-\$10 DIGITAL OR MIR	9/1/2024	3/31/2025	
LUXARDO LIQUEUR	750ML	\$4 DIGITAL OR MIR	9/1//2024	3/31/2025	
UNCLE NEAREST PREMIUM WHISKEY	750ML OR LARGER	\$3 IRC	7/1/2024	9/30/2024	
JACK DANIELS - TENNESSEE WHISKEY, TENNESSEE APPLE, TENNESSEE HONEY OR TENNESSEE FIRE	(2) 750ML OR LARGER	\$8 IRC	11/1/2024	12/31/2024	
JACK DANIELS - TENNESSEE WHISKEY, TENNESSEE APPLE, TENNESSEE HONEY OR TENNESSEE FIRE	(2) 750ML OR LARGER	\$12 DIGITAL OR MIR	11/1/2024	12/31/2024	
SVEDKA - ANY FLAVOR	750ML OR LARGER	\$2 IRC	9/1/2024	10/31/2024	
JOSE CUERVO PREPARED COCKTAIL - ANY FLAVOR	4-PACK OR 1.75L	\$2 IRC	10/1/2024	1/2/2025	

**Coupons/Rebates for Commission Approval
August 13, 2024**

Product	Size	Offer	Effective	Expiration	Approved
LARCENY SMALL BATCH BOURBON	750ML	\$5 DIGITAL OR WEBSITE	8/15/2024	7/31/2025	
JOSE CUERVO - ESPECIAL OR TRADICIONAL	750ML OR LARGER	\$2 IRC	11/1/2024	1/2/2025	
BACARDI - CUATRO RUM, RESERVA OCHO RUM OR GRAN RESERVA DIEZ RUM	750ML OR 1L	\$5 DIGITAL OR MIR	8/1/2024	8/31/2024	
BULLEIT COCKTAILS OR KETEL ONE COCKTAILS	750ML	\$5 IRC	10/1/2024	12/30/2024	
SMIRNOFF - ANY FLAVOR	1.75L	\$3 IRC	11/1/2024	12/31/2024	
CAPTAIN MORGAN - ANY OR TANQUERAY - LONDON DRY GIN, RANGPUR GIN OR SEVILLA GIN	750ML OR LARGER	\$3 IRC	11/1/2024	12/31/2024	
BAILEYS IRISH CREAM LIQUEUR - ANY FLAVOR, BULLEIT- ANY VARIANT, OR BULLEIT COCKTAILS - ANY FLAVOR	750ML OR LARGER	\$5 IRC	11/1/2024	12/31/2024	
CROWN ROYAL - ANY FLAVOR, KETEL ONE VODKA - ANY FLAVOR, KETEL ONE BOTANICAL - CUCUMBER & MINT, GRAPEFRUIT & ROSE, PEACH & ORANGE BLOSSOM	750ML	\$3 IRC	9/1/2024	10/31/2024	
CAPTAIN MORGAN ORIGINAL SPICED RUM	1.75L	\$3 IRC	8/1/2024	8/31/2024	
TORRES 10 BRANDY	750ML	\$3 DIGITAL OR MIR	10/1/2024	12/31/2024	

**Coupons/Rebates for Commission Approval
August 13, 2024**

Product	Size	Offer	Effective	Expiration	Approved
TEMPLETON RYE - 4YR OR 6YR	750ML	\$4 IRC	9/1/2024	12/31/2024	
CORRALJEO TEQUILA - SILVER OR REPOSADO	750ML	\$5 DIGITAL OR MIR	7/1/2024	12/31/2024	
ZAYA RUM	750ML	\$4 IRC	9/1/2024	12/31/2024	
SEAGRAMS VODKA -ANY FLAVOR	750ML OR LARGER	\$2 IRC	10/1/2024	12/31/2024	
TORRES 10 BRANDY	750ML	\$3 IRC	10/1/2024	12/31/2024	
GREY GOOSE CLASSIC MARTINI COCKTAIL READY TO SERVE	750ML	\$10 DIGITAL OR MIR	8/15/2024	12/31/2024	
GREY GOOSE CLASSIC MARTINI COCKTAIL READY TO SERVE	375ML	\$5 DIGITAL OR MIR	8/16/2024	1/1/2025	
BACARDI RUM - SUPERIOR, GOLD, BLACK, CUATRO, SPICED OR FLAVORED	750ML OR 1L	\$3 DIGITAL OR MIR	9/1/2024	10/31/2024	
GREY GOOSE VODKA - ESSENCES OR FLAVORED	750ML OR 1L	\$3 DIGITAL OR MIR	9/1/2024	10/31/2024	
BOMBAY - SAPPHIRE GIN, SAPPHIRE EAST GIN, DRY GIN OR BRAMBLE GIN	700ML, 750ML OR 1L	\$5 DIGITAL	9/1/2024	10/31/2024	

**Coupons/Rebates for Commission Approval
August 13, 2024**

Product	Size	Offer	Effective	Expiration	Approved
DEWARS - WHITE LABEL, 12, 15, CARIBBEAN SMOOTH, FRENCH CASK SMOOTH OR JAPANESE SMOOTH BLENDED SCOTCH WHISKY	750ML OR 1L	\$5 DIGITAL OR MIR	9/1/2024	10/31/2024	
TEQUILA CAZADORES - REPOSADO, BLANCO OR ANEJO	750ML OR 1L	\$5 DIGITAL OR MIR	9/1/2024	10/31/2024	
Total Coupons/Rebates - 42					

LOTTERY PROFIT TRANSFER TO GENERAL FUND - FY 2025

	Current Fiscal Year Performance				Past Fiscal Years' Performance			
	Budget FY25	Actual FY25	Variance Dollars	Variance %	Actual FY24	Actual FY23	Actual FY22	Actual FY21
July	\$ 5,384,615	\$ 5,692,839	\$ 308,224	5.72%	\$ 9,806,382	\$ 9,717,486	\$ 6,947,748	\$ 5,271,349
August	\$ 6,730,769				\$ 5,183,984	\$ 4,164,540	\$ 5,512,697	\$ 6,929,644
September	\$ 5,384,615				\$ 6,731,498	\$ 3,493,085	\$ 4,726,583	\$ 4,822,725
October	\$ 5,384,615				\$ 1,967,191	\$ 6,675,164	\$ 7,001,996	\$ 5,891,358
November	\$ 6,730,769				\$ 5,635,499	\$ 7,184,011	\$ 4,207,005	\$ 4,884,356
December	\$ 5,384,615				\$ 10,519,423	\$ 7,138,319	\$ 7,560,351	\$ 6,588,148
January	\$ 5,384,615				\$ 13,908,262	\$ 6,858,726	\$ 5,233,306	\$ 10,216,388
February	\$ 5,384,615				\$ 5,390,259	\$ 4,162,612	\$ 4,065,525	\$ 4,697,925
March	\$ 6,730,769				\$ 10,132,468	\$ 5,356,396	\$ 8,336,659	\$ 7,465,530
April	\$ 5,384,615				\$ 7,503,463	\$ 5,635,410	\$ 7,114,263	\$ 4,318,331
May	\$ 6,730,769				\$ 5,177,697	\$ 6,231,137	\$ 5,612,671	\$ 6,444,655
June	<u>\$ 5,384,619</u>				<u>\$ 6,717,158</u>	<u>\$ 5,467,786</u>	<u>\$ 5,005,102</u>	<u>\$ 3,117,308</u>
Current FY YTD	\$ 5,384,615	\$ 5,692,839	\$ 308,224	5.72%	\$88,673,283	\$ 72,084,673	\$ 71,323,906	\$ 70,647,717
Budget	\$ 70,000,000							
		FY23 YTD Profit	Variance Dollars	% Variance				
YOY Comparison		\$ 9,806,382	\$ (4,113,542)	-41.95%				
Projected	\$ 51,476,963							

PROFIT TRANSFER TO OUTDOOR HERITAGE FUND - FY 2025

	Current Fiscal Year Performance				Past Fiscal Years' Performance			
	Budget	Actual	Variance	Variance	Actual	Actual	Actual	Actual
	<u>FY25</u>	<u>FY25</u>	<u>Dollars</u>	<u>%</u>	<u>FY24</u>	<u>FY23</u>	<u>FY22</u>	<u>FY21</u>
July	\$ 61,538	\$ 42,125	\$ (19,413)	-31.55%	\$ 153,382	\$ 89,099	\$ 31,025	\$ 44,271
August	\$ 76,923				\$ 125,007	\$ 106,400	\$ 15,870	\$ 61,305
September	\$ 61,538				\$ 193,218	\$ 96,902	\$ 204,657	\$ 22,000
October	\$ 61,538				\$ 80,969	\$ 159,481	\$ 39,081	\$ 30,111
November	\$ 76,923				\$ 80,510	\$ 54,908	\$ 61,385	\$ 25,152
December	\$ 61,538				\$ 170,836	\$ 73,814	\$ 82,083	\$ 39,372
January	\$ 61,538				\$ 6,751	\$ 60,536	\$ 57,444	\$ 117,214
February	\$ 61,538				\$ 100,517	\$ 61,158	\$ 24,591	\$ 13,392
March	\$ 76,923				\$ 188,446	\$ 69,357	\$ 49,369	\$ 11,061
April	\$ 61,538				\$ 73,441	\$ 85,448	\$ 35,089	\$ 22,323
May	\$ 76,923				\$ 66,264	\$ 79,279	\$ 36,210	\$ 60,231
June	\$ 61,542				\$ 169,856	\$ 171,189	\$ 105,123	\$ 25,904
Current FY YTD	\$ 61,538	\$ 42,125	\$ (19,413)	-31.55%	\$1,409,196	\$ 1,107,570	\$ 741,928	\$ 472,336
Budget	\$ 800,000							
		FY23	Variance	%				
YOY Comparison		YTD Profit	Dollars	Variance				
		\$ 153,382	\$ (111,257)	-72.54%				
Projected	\$ 387,027							

Fiscal Year Comparison Through August 3, 2024

Draw

Game		FY 24		FY 25	Variance	% Variance
Gimme5	\$	122,627	\$	112,952	\$ (9,675)	-7.89%
World Poker Tour	\$	100,651	\$	-		
Lotto America	\$	215,623	\$	174,274	\$ (41,349)	-19.18%
Lucky for Life	\$	630,768	\$	619,224	\$ (11,544)	-1.83%
Pick 4	\$	465,112	\$	460,032	\$ (5,081)	-1.09%
Pick 3	\$	596,217	\$	558,279	\$ (37,938)	-6.36%
Megabucks	\$	906,344	\$	1,092,228	\$ 185,884	20.51%
Mega Millions	\$	3,433,175	\$	1,184,344	\$ (2,248,831)	-65.50%
Powerball	\$	5,411,342	\$	1,543,321	\$ (3,868,021)	-71.48%
Cash POP			\$	649,393		
Total Draw Sales	\$	11,881,859	\$	6,394,047	\$ (5,487,812)	-46.19%

Fast Play	\$	1,120,344	\$	1,776,089	\$655,745	58.53%
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Instant

Price Point		FY 24		FY 25	Variance	% Variance
\$1	\$	401,874	\$	318,236	\$ (83,638)	-20.81%
\$2	\$	1,396,414	\$	960,708	\$ (435,706)	-31.20%
\$3	\$	2,308,266	\$	1,898,562	\$ (409,704)	-17.75%
\$5	\$	7,351,620	\$	6,812,505	\$ (539,115)	-7.33%
\$10	\$	8,063,770	\$	7,944,990	\$ (118,780)	-1.47%
\$20	\$	3,824,040	\$	2,285,220	\$ (1,538,820)	-40.24%
\$25	\$	4,554,550	\$	3,697,825	\$ (856,725)	-18.81%
\$30	\$	6,898,710	\$	4,773,060	\$ (2,125,650)	
Total Instants	\$	34,799,244	\$	28,691,106	\$ (6,108,138)	-17.55%

Total Combined	\$	47,801,447	\$	36,861,242	\$ (10,940,205)	-22.89%
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August 13, 2024

New Instant Games for Approval



- Top Prize \$100.
- KEY NUMBER MATCH.
- Overall odds 1:4.50
- Quantity: 1,200,000
- Game number 657



Match the WINNING NUMBER to any of YOUR NUMBERS, win prize shown.

- Top Prize \$200.
- KEY NUMBER MATCH play style with a 2X multiplier feature.
- Overall odds 1:3.80
- Quantity: 840,000
- Game number 658

Match any of YOUR NUMBERS to either of the WINNING NUMBERS, win prize shown. Reveal a “TREE” symbol, win DOUBLE the prize shown for that symbol!



- Top Prize \$500.
- KEY NUMBER MATCH play style with 2 INSTANT WIN and a WIN ALL features.
- Overall odds 1:3.57
- Quantity: 840,000
- Game number 659

Match on of YOUR NUMBERS to any of the WINNING NUMBERS, win prize shown. Reveal a “BOW TIE” symbol, win prize shown instantly! Reveal a “FIR TREE” symbol, win \$50 instantly! Reveal a “MONEY BAG” symbol, win all 15 prizes shown!



- Top Prize \$60,00.
- CROSSWORD play style with 2 separate games (played separately) and 2X, 5X and 10X multipliers.
- Overall odds 1:3.50
- Quantity: 1,560,000
- Game number 650

Scratch YOUR 18 LETTERS to reveal YOUR 18 LETTERS. Scratch the corresponding letters on both CROSSWORD games. If you uncover 2 or more completed words in either game, win the prize indicated in the corresponding prize legend for that game. If you win, scratch the MULTIPLIER BONUS for a chance to multiply your winnings by 2X, 5X or 10X!

\$5 **CROSSWORD**
Cash

GAME 1

P	A	P	E	R		T				
X						R	O	B	O	T
D	I	L	E	M	M	A	A		H	
S	V					N			N	
				A	L	A	S		L	A
R	A	M	P			F	L	E	E	T
G	O	N	C	E		Y			E	
W	E	A	R			R				R
N	A	L	L			A	L	P		
E	D	I	T			I	S		I	
A		E	L	E	P	H	A	N	T	

PRIZE KEY

2 WORDS	\$5
3 WORDS	\$10
4 WORDS	\$20
5 WORDS	\$30
6 WORDS	\$50
7 WORDS	\$100
8 WORDS	\$1,000
9 WORDS	\$10,000
10 WORDS	\$60,000

GAME 2

	C	A	M	E	R	A	
		O				N	
	K	I	T	E		A	
	I		T			L	
	T		R	O	P	H	Y
		A			U		S
	L	I	M	I	T		T

PRIZE KEY

2 WORDS	\$5
3 WORDS	\$10
4 WORDS	\$50
5 WORDS	\$500

Multiplier Bonus

Scratch the MULTIPLIER BONUS for a chance to multiply your winnings by 2X, 5X or 10X!

YOUR 18 LETTERS

WIN UP TO \$60,000!

SEE TICKET BACK FOR PLAY INSTRUCTIONS.

Earn Points: Learn more at club.maineLOTtery.com.

SCRATCH TO CASH