

**Maine State Liquor and Lottery Commission**  
**Minutes of Meeting**  
**Tuesday, June 11, 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 (acting as Clerk of the Commission); Lisa Rodrigue, Lottery Marketing Manager; Daniel Meaney, Lottery Games Manager; Philip Mantis, Attorney General's Office; Terrance Meehan, Financial Analyst; Judy Thomas, Marketing Specialist; and Nicholle Clark, Liquor Operations Associate.

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

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

Fuseideas in attendance (Lottery portion only): Anna McDonough

Others in attendance:

Spirits portion only: Rob Andreasen, Zach Redmann, Kyle Riggs and David Hall, Southern Glazer's; Patrick Murphy, Martignetti; Gary Duncklee, RNDC; Tim Blue, Roopers; Seth Ferris, MS Walker; Dean Nowell, Bow Street; Cathy Sullivan and Micheal Meir, RSVP; Matthew Tabenken, Sazerac; Ben Gagnon, Serra Public Affairs; Peter Murphy, Ruby Wines; Jonathan Asen, Bernstein Shur; Ian Michaud, Pennant Distilling; and Todd Blanchette, Stone Fence Beverage.

**Approval of Minutes:**

Commission Chair Fitzgerald asked for a motion that the minutes of the May 14, 2024, meeting be approved. A motion was made by Commissioner Sheehan to accept the minutes; the motion was seconded by Commissioner Fitts. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

**Liquor Operations:**

Director Luchini reported on May 2024 sales as follows:

- Sales report for May:
  - Shipping days: 23 TY vs. 23 LY
  - Cases sold were 125,704 TY vs. 129,005; -2.56%
- Dollar Sales were \$21,781,643 TY vs. \$21,894,962 LY; -0.52%
  - Bailment collected: \$252,752.
  - Depletion allowances: \$869,845
- Sales report for YTD:

- Cases sold were: 1,299,582 TY vs. 1,321,006 LY; -1.62%
- Dollar Sales were: \$223,485,809 TY vs \$221,402,312 LY; +0.94%
- Shipping days were 237 TY vs. 237 LY
- Spirits Financial Activity YTD - FY 2024 vs FY 2023
  - Spirits Operating Profits - \$61,304,752 vs \$60,991,660, +0.51%
  - Spirits Profits Transfers - \$62,480,536 vs \$62,458,035, +0.04%

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 thirty-seven (37) new product listings for June 2024. A motion was made by Commissioner Fitts to approve all the items presented for listing; the motion was seconded by Commissioner Monaghan. 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:**

Acting Deputy Director Tracy Willett presented ten (10) label/package changes for June 2024. A motion was made by Commissioner Fitts to accept the label/package changes as presented; the motion was seconded by Commissioner Sheehan. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously. (Label/package changes distributed and attached to the minutes.)

**Value Added Packs:**

Acting Deputy Director Tracy Willett presented six (6) VAP/Seasonal listings for June 2024. A motion was made by Commissioner Sheehan to accept the label/package change as presented; the motion was seconded by Commissioner Fitts. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously. (VAP/Seasonal listings distributed and attached to the minutes.)

**Quarterly Price Adjustments:**

Acting Deputy Director Tracy Willett presented one hundred and eighty-six (186) price adjustments for quarterly price changes. A motion was made by Commissioner Schneck to accept the price changes; the motion seconded by Commissioner Sheehan. The roll was called, and all

Commissioners voted in the affirmative; the motion passed unanimously. (Quarterly price changes attached to the minutes)

### **Delisted Items:**

Acting Deputy Director Tracy Willett presented seventy-one (71) items for delisting. A motion was made by Commissioner Sheehan to approve the items for delisting. Motion was seconded by Commissioner Fitts and the motion passed unanimously. (Delisted Items attached to the minutes)

### **Rebates:**

Acting Deputy Director Tracy Willett presented nineteen (19) rebates/coupons for June 2024. These rebates/coupons were standard in nature. A motion was made by Commissioner Schneck to accept these rebates/coupons; the motion was seconded by Commissioner Sheehan. 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:**

- Sheila Gibbons reported on the following:
  - Sip & Sizzle – Summer recipes, from grill to glass.
  - May App Content Trends
    - Top Favorited Recipe – Lavender Lemon Bars
    - Top Recipe – Lavender Margarita
    - Top Mood – Spring is HERE
  - May 2024 Social Performance
    - Facebook Reach- 229,514
    - Facebook Engagement- 16,015
    - Instagram Reach- 37.8K
    - Instagram Engagement- 1,918
  - May 2024 Top Social Posts
    - Facebook- Lady Lincoln, 4.5K reach.
    - Instagram-Springtime Spritz, 9.9K views.
  - May 2024 Email Marketing – 30% average open rate
    - In the Know Newsletter- 38.4% open rate
  - Maine Spirits App – Launched January 2018, Total Downloads – 132,684; New Downloads for May – 2,524

**Other Business:** None

**Public Comments:** None

The next Commission meeting is scheduled for Tuesday, July 9, 2024, at 10:00 a.m.  
The August 2024 meeting is tentatively scheduled for August 13, 2024, at 10:00 a.m.

### **Lottery Operations:**

Director Luchini reported the Cash POP game has gone live. Director Luchini reported that the 50<sup>th</sup> Anniversary Instant tickets are now in stores. He reported that the gaming system RFI has been out for the lottery. The contract will expire at the end of the next fiscal year.

Director Luchini reported that we will be at a Sea Dogs game on August 3<sup>rd</sup> for the 50th anniversary roll out.

Director Luchini reported on YTD (Through June 1, 2024) sales as follows:

- Draw Sales FY24 \$82,666,059; +\$7,389,388 or +9.82%
- Fast Play Sales FY \$14,897,352; +1,968,202 or +15.22%
- Instant Game Sales FY24 \$302,438,476 +\$3,035,824 or +1.01%
- Total Combined Sales FY24 \$400,001,887 +12,393,414 or +3.20%
  
- Lottery Profit Transfer to General Fund
  - May Actual FY24 \$5,177,697 -331,736 to Budget -6.02%
  - YTD Actual FY24 \$81,956,125; +\$15,842,922 to Budget +23.96%
  
- Profit Transfer to Outdoor Heritage Fund
  - May Actual FY24 \$66,264; +4,726 to Budget +7.68%
  - YTD Actual FY24 \$1,239,340; +\$500,882 to Budget +67.83%

(Fiscal Year Comparison and Monthly Profit Report attached to minutes)

**New Business:** Dartanyan Bourget will be joining BABLO as our new Lottery Field Representative on June 17th. He will be covering parts of Androscoggin, Oxford and Cumberland counties:

**Old Business:** None

**Approval of New Games:**

Marketing Manager Lisa Rodrigue presented two (2) new games for approval.

- (\$3) Game #648 - Dragonfly Dollars
- (\$5) Game #649 - \$100,000 Bonus Payout

A motion was made by Commissioner Sheehan to accept these games as presented; the motion was seconded by Commissioner Fitts. 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 the two-day meeting in Vermont went well. Commissioner Sheehan reported that they got to see presentations showing new products of licensed property games that Tri-State will be looking to run in the next year. Lisa Rodrigue reported that she has reviewed them. New Hampshire and Vermont are also reviewing these. The states will then get together to talk about top choices and come up with a game that they can call their next Tri-State instant ticket. Commissioner Sheehan also reported that they had a meeting in Vermont on the second day. She stated that the final report was wonderful with each state being up in sales. Maine was up 18%, New Hampshire was up 15% and Vermont was up 35% compared to last year's numbers. Megabucks was the big leader in getting us those numbers in each state. Maines Fast Play was up 12%, New Hampshire's up by 1% and Vermont's up 27%. Commissioner Sheehan also reported that she is going to be the new chair for the upcoming year, starting in July.

Tri-State Dash event will take place on September 27<sup>th</sup>-29<sup>th</sup>, with 5 participants from Maine, New Hampshire and Vermont. This event will be held at Thompsons Point in Portland Maine. Michael Boardman reported on the Tri-State drawings that are currently being conducted by the New Hampshire Lottery. The current auditing firm that oversees the drawings has informed New Hampshire that they are no longer able to provide this service. Inquiries from other auditing firms have stated that they do not have the staff to provide these services. Micheal reported that they are in the process of working on a solution and that the drawings may be done differently in the future.

### **Scientific Games:**

Darrell Frecker reported that they launched Cash POP on June 2<sup>nd</sup> and is doing well. He stated that current weekly sales per cap are at 7 cents. Darrell reported that sales have gone up every day. Gretta reported that Supper-time is the most popular draw time, except for Sunday which was the Matinee. Darrell reported that Maryland launched these as well and is doing well with this as well. He also reported that we launched our anniversary instant games last week and so far, sales look good. We're hoping this will do as good as the Fast Play anniversary game. This will be the second time that we have reordered these so sales are going excellent. Darrell reported that we are currently working on adding the Double Play option to Powerball. This will change the game to Powerball with Power Play and Double Play vs the current Powerball with just Power Play.

The new \$2 Fast Play game Summer Cash Bingo replaced the current Fast Cash Bingo. This is the first of 4 seasonal Fast Play Bingo launches.

Greta Cerce reported the top 5 games in the 1<sup>st</sup> ticket entered report were Powerball, Mega Millions, Super Crossword, Maine Crossword and Megabucks. Comparing the first ticket entered in May vs. April. Some other games that were not in the top 5 but a close second were the Heritage Game, Bee Bucks, and several other Bingo or Crossword games.

Greta reported the tickets entered the loyalty club month over month. In May 13.3% were the tickets entered in April. Greta compared the tickets entered on week 6 of the promotion for Ultimate Dash and Golden spin.

- Golden spins tickets entered were 19,374
- Ultimate Dash tickets entered were 14,000

Greta reported on a systems promotion that will run June 16<sup>th</sup> through the 19<sup>th</sup> to celebrate the 50<sup>th</sup> Anniversary. Greta stated when a player purchases any draw game ticket of \$5 or more, they have a chance to win \$50 instantly. This will exclude Cash Pop and Fast Play.

### **Fuseideas:**

Anna McDonough Reported that TV, radio and digital for Cash Pop and the 50<sup>th</sup> Anniversary is currently up and running. Anna presented the new TV advertisement for 50<sup>th</sup> Anniversary and 2 radio advertisements. One radio advertisement is to promote the Sea Dogs event on August 3<sup>rd</sup>, while the other is to highlight the contributions that lottery has made to the State of Maine.

TV, radio and digital will run to support the 50<sup>th</sup> Anniversary campaign. 50th Anniversary support will run off and on throughout the year.

**Other Business:** None

**Public Comment:** None

**Adjournment:**

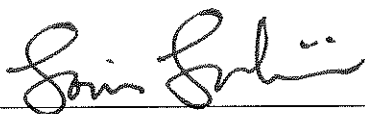
The next Commission meeting is scheduled for Tuesday, July 9th, 2024, at 10:00 a.m.

The August 2024 meeting is tentatively scheduled for August 13, 2024, at 10:00 a.m.

There being no further business Commissioner Schneck made a motion to adjourn; the motion was seconded by Commissioner Monaghan. The meeting adjourned at 11:32 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. 3<sup>rd</sup> floor**  
**Augusta, ME**

Zoom Meeting using the following link:

<https://mainestate.zoom.us/j/5142850229?omn=83153583068>

**Meeting ID: 514 285 0229**

**Tuesday, June 11th, 2024, 10:00 a.m.**

### **Agenda**

**Please note:** Meeting materials will be available on Monday, June 10<sup>th</sup> on the Commission's webpage on the Bureau's website. The link to the materials is under [Additional Resources - Meeting Materials for June 11th, 2024](#) (use this link to open the page).

- 1. Call the meeting to order**
- 2. Approve the minutes of the May 14<sup>th</sup>, 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. Quarterly Price Adjustments
  - h. Delisted Items
  - i. Coupons/Rebates
  - j. Report from Pine State Spirits
  - k. Other business that may properly come before the Commission
  - l. Public Comments
- 4. Confirm and set next meeting dates**
  - a. Confirm July meeting – July 9, 2024
  - b. Set August 2024 tentative meeting date (August 13, 2024)
- 5. Lottery Operations**
  - a. Director's Report
  - b. New Business
  - 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 July meeting – July 9, 2024
  - b. Set August 2024 tentative meeting date (August 13, 2024)
- 7. Adjournment**

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

Sales Data 5/1/2024 - 5/31/2024		Monthly							
		Variance							
	Prior Year	Current Year	Actual	%					
Shipping Days	23	23	0						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	129,005	125,704	(3,302)	-2.56%	5,609	5,465	-2.56%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 21,894,962	\$ 21,781,643	\$ (113,319)	-0.52%	\$ 951,955	\$ 947,028	-0.52%		
Cost of Goods Sold	\$ 15,064,655	\$ 14,990,430	\$ (74,225)	-0.49%					
Depletion Allowances	\$ (761,583)	\$ (869,845)							
Total Cost of Good Sold	\$ 14,303,073	\$ 14,120,585	\$ (182,488)	-1.28%					
Sales Data 7/1/2023 - 5/31/2024		Year to Date							
		Variance							
	Prior Year	Current Year	Actual	%					
Shipping Days	237	237	0						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	1,321,006	1,299,582	(21,424)	-1.62%	5,574	5,483	-1.62%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 221,402,312	\$ 223,485,809	\$ 2,083,498	0.94%	\$ 934,187	\$ 942,978	0.94%		
Cost of Goods Sold	\$ 153,154,625	\$ 154,630,644	\$ 1,476,018	0.96%					
Depletion Allowances	\$ (12,852,406)	\$ (13,054,559)							
Total Cost of Good Sold	\$ 140,302,220	\$ 141,576,085	\$ 1,273,865	0.91%					
Other Revenue		Monthly Data				Year to Date Data			
		Variance						Variance	
	Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%	
Premium Tax	\$ 279,503	\$ 272,823	\$ (6,680)	-2.39%	\$ 2,854,636	\$ 2,831,166	\$ (23,469)	-0.82%	
Bailment	\$ 249,494	\$ 252,752	\$ 3,259	1.31%	\$ 2,809,316	\$ 2,822,528	\$ 13,212	0.47%	
Depletion Allowances	\$ 761,583	\$ 869,845	\$ 108,263	14.22%	\$ 12,852,406	\$ 13,054,559	\$ 202,153	1.57%	



**SPIRITS FINANCIAL ACTIVITY - FY 2024 VS FY 2023**

	Spirits Sales Budgets		Spirits Sales			Expenses			Operating Profits			Outstanding Receivables/ Adjustments		Transfers to Undedicated Revenue		
	FY24	FY23	FY24	FY23	% Variance vs Prior FY	FY24	FY23	% Variance vs Prior FY	FY24	FY23	% Variance vs Prior FY	FY24	FY23	FY24*	FY23**	% Variance vs Prior FY
July	\$ 23,839,331	\$ 22,629,769	\$ 25,124,692	\$ 24,661,558	1.88%	\$ 18,933,365	\$ 18,593,559	1.83%	\$ 6,191,327	\$ 6,067,999	2.03%	\$ 2,519,283	\$ (461,255)	\$ 8,710,610	\$ 5,606,743	55.36%
August	\$ 22,779,895	\$ 22,927,540	\$ 27,407,361	\$ 26,650,192	2.84%	\$ 20,581,546	\$ 19,956,240	3.13%	\$ 6,825,814	\$ 6,693,952	1.97%	\$ (2,680,780)	\$ 691,943	\$ 4,145,035	\$ 7,385,895	-43.88%
September	\$ 19,549,404	\$ 16,800,636	\$ 21,788,181	\$ 22,374,356	-2.62%	\$ 15,363,844	\$ 15,806,741	-2.80%	\$ 6,424,337	\$ 6,567,615	-2.18%	\$ 518,802	\$ (336,926)	\$ 6,943,139	\$ 6,230,689	11.43%
October	\$ 19,364,299	\$ 18,487,135	\$ 20,445,885	\$ 19,653,886	4.03%	\$ 14,973,382	\$ 14,299,090	4.72%	\$ 5,472,503	\$ 5,354,796	2.20%	\$ 2,892,251	\$ 3,127,680	\$ 8,364,754	\$ 8,482,477	-1.39%
November	\$ 18,125,677	\$ 16,947,863	\$ 20,797,829	\$ 20,541,666	1.25%	\$ 15,433,608	\$ 15,202,580	1.52%	\$ 5,364,221	\$ 5,339,086	0.47%	\$ (1,491,929)	\$ (1,369,644)	\$ 3,872,292	\$ 3,969,443	-2.45%
December	\$ 23,592,555	\$ 21,643,762	\$ 23,019,035	\$ 23,535,552	-2.19%	\$ 17,355,154	\$ 17,628,238	-1.55%	\$ 5,663,881	\$ 5,907,314	-4.12%	\$ (2,079,138)	\$ (2,070,300)	\$ 3,584,743	\$ 3,837,013	-6.57%
January	\$ 16,751,480	\$ 15,698,158	\$ 18,268,178	\$ 17,854,978	2.31%	\$ 12,770,251	\$ 12,286,707	3.94%	\$ 5,497,927	\$ 5,568,271	-1.26%	\$ 2,539,744	\$ 2,471,325	\$ 8,037,671	\$ 8,039,596	-0.02%
February	\$ 17,165,600	\$ 15,320,424	\$ 18,860,218	\$ 18,355,879	2.75%	\$ 14,247,927	\$ 13,845,348	2.91%	\$ 4,612,291	\$ 4,510,531	2.26%	\$ (253,109)	\$ 636,125	\$ 4,359,183	\$ 5,146,656	-15.30%
March	\$ 19,136,483	\$ 17,065,792	\$ 17,737,547	\$ 19,208,025	-7.66%	\$ 13,078,605	\$ 14,313,925	-8.63%	\$ 4,658,942	\$ 4,894,100	-4.80%	\$ 130,398	\$ (1,186,189)	\$ 4,789,340	\$ 3,707,910	29.17%
April	\$ 17,303,554	\$ 15,221,714	\$ 19,192,171	\$ 17,668,337	8.62%	\$ 14,147,815	\$ 13,109,574	7.92%	\$ 5,044,356	\$ 4,558,763	10.65%	\$ 872,690	\$ (471,443)	\$ 5,917,046	\$ 4,087,320	44.77%
May	\$ 19,070,481	\$ 18,721,227	\$ 22,454,510	\$ 22,465,626	-0.05%	\$ 16,905,357	\$ 16,936,392	-0.18%	\$ 5,549,153	\$ 5,529,234	0.36%	\$ (1,792,430)	\$ 435,058	\$ 3,756,723	\$ 5,964,292	-37.01%
June	\$ 21,183,833	\$ 18,063,493	\$ -	\$ 23,940,103		\$ -	\$ 17,754,172		\$ -	\$ 6,185,931		\$ -	\$ (1,963,163)		\$ 4,222,768	
<b>Current FYTD</b>	<b>\$216,678,757</b>	<b>\$201,464,019</b>	<b>\$235,095,607</b>	<b>\$232,970,054</b>	<b>0.91%</b>	<b>\$173,790,854</b>	<b>\$171,978,394</b>	<b>1.05%</b>	<b>\$61,304,752</b>	<b>\$60,991,660</b>	<b>0.51%</b>	<b>\$ 1,175,783</b>	<b>\$ 1,466,375</b>	<b>\$62,480,536</b>	<b>\$62,458,035</b>	<b>0.04%</b>

\* In FY24, the first \$7 million was transferred to the General Fund with the remainder going to the Highway Fund

\*\* Transfers prior to FY24 went to the Maine Municipal Bond Bank to pay the Liquor Revenue Bonds. The bonds were paid-off one year early at the end of FY23

## SPIRITS OPERATING PROFITS - BUDGET TO ACTUAL - FY 2024

	Current Fiscal Year Performance				Past Fiscal Years' Performance			
	Budget FY24	Actual FY24	Variance Dollars	Variance %	Actual FY23	Actual FY22	Actual FY21	Actual FY20
July	\$ 6,450,257	\$ 6,191,327	\$ (258,931)	-4.01%	\$ 6,067,999	\$ 5,721,184	\$ 6,048,387	\$ 5,603,580
August	\$ 6,158,820	\$ 6,825,814	\$ 666,994	10.83%	\$ 6,693,952	\$ 6,389,136	\$ 6,060,451	\$ 5,955,611
September	\$ 5,271,330	\$ 6,424,337	\$ 1,153,007	21.87%	\$ 6,567,615	\$ 5,406,476	\$ 4,690,123	\$ 5,132,116
October	\$ 5,220,225	\$ 5,472,503	\$ 252,278	4.83%	\$ 5,354,796	\$ 4,880,468	\$ 4,960,470	\$ 4,876,936
November	\$ 4,881,603	\$ 5,364,221	\$ 482,618	9.89%	\$ 5,339,086	\$ 4,736,689	\$ 4,571,261	\$ 4,555,840
December	\$ 6,382,481	\$ 5,663,881	\$ (718,600)	-11.26%	\$ 5,907,314	\$ 5,685,526	\$ 5,478,292	\$ 5,428,689
January	\$ 4,504,406	\$ 5,497,927	\$ 993,522	22.06%	\$ 5,568,271	\$ 5,022,547	\$ 5,310,870	\$ 4,873,381
February	\$ 4,617,526	\$ 4,612,291	\$ (5,234)	-0.11%	\$ 4,510,531	\$ 4,330,259	\$ 3,975,319	\$ 4,003,662
March	\$ 5,158,409	\$ 4,658,942	\$ (499,467)	-9.68%	\$ 4,894,100	\$ 4,927,032	\$ 4,769,398	\$ 4,545,890
April	\$ 4,655,480	\$ 5,044,356	\$ 388,876	8.35%	\$ 4,558,763	\$ 4,794,707	\$ 5,101,498	\$ 4,810,095
May	\$ 5,141,407	\$ 5,549,153	\$ 407,746	7.93%	\$ 5,529,234	\$ 5,176,444	\$ 4,866,595	\$ 5,030,006
June	\$ 5,719,759	\$ -			\$ 6,185,931	\$ 5,990,848	\$ 5,950,215	\$ 5,805,615
<b>Current FY YTD</b>	<b>\$ 58,441,942</b>	<b>\$ 61,304,752</b>	<b>\$ 2,862,811</b>	<b>4.90%</b>	<b>\$ 67,177,591</b>	<b>\$ 63,061,316</b>	<b>\$ 61,782,878</b>	<b>\$ 60,621,420</b>
<b>Budget</b>	<b>\$ 64,161,700</b>							
		FY23 YTD Profit	Variance Dollars	% Variance				
<b>YOY Comparison</b>		<b>\$ 60,991,660</b>	<b>\$ 313,092</b>	<b>0.51%</b>				
<b>Projected</b>	<b>\$ 67,522,438</b>							

## SPIRITS PROFIT TRANSFERS - BUDGET TO ACTUAL - FY 2024

	Current Fiscal Year Performance				Past Fiscal Years' Performance			
	Budget	Actual	Variance	Variance	Actual	Actual	Actual	Actual
	<u>FY24</u>	<u>FY24</u>	<u>Dollars</u>	<u>%</u>	<u>FY23</u>	<u>FY22</u>	<u>FY21</u>	<u>FY20</u>
July	\$ 7,000,000	\$ 8,710,610	\$ 1,710,610	24.44%	\$ 5,606,743	\$ 4,704,158	\$ 4,183,060	\$ 6,851,571
August	\$ 3,339,623	\$ 4,145,035	\$ 805,412	24.12%	\$ 7,385,895	\$ 7,356,027	\$ 7,102,434	\$ 3,695,172
September	\$ 5,566,038	\$ 6,943,139	\$ 1,377,101	24.74%	\$ 6,230,689	\$ 4,961,833	\$ 4,795,086	\$ 8,343,620
October	\$ 5,566,038	\$ 8,364,754	\$ 2,798,716	50.28%	\$ 8,482,477	\$ 5,452,318	\$ 4,833,933	\$ 4,184,494
November	\$ 5,566,038	\$ 3,872,292	\$ (1,693,746)	-30.43%	\$ 3,969,443	\$ 6,417,132	\$ 7,077,873	\$ 4,160,381
December	\$ 5,566,038	\$ 3,584,743	\$ (1,981,295)	-35.60%	\$ 3,837,013	\$ 3,086,738	\$ 1,893,254	\$ 5,449,953
January	\$ 5,566,038	\$ 8,037,671	\$ 2,471,633	44.41%	\$ 8,039,596	\$ 7,169,313	\$ 6,995,925	\$ 4,671,610
February	\$ 5,566,038	\$ 4,359,183	\$ (1,206,855)	-21.68%	\$ 5,146,656	\$ 5,115,925	\$ 3,374,817	\$ 4,159,500
March	\$ 5,566,038	\$ 4,789,340	\$ (776,698)	-13.95%	\$ 3,707,910	\$ 3,635,081	\$ 5,874,603	\$ 6,417,175
April	\$ 5,566,038	\$ 5,917,046	\$ 351,008	6.31%	\$ 4,087,320	\$ 4,110,132	\$ 3,679,997	\$ 3,423,265
May	\$ 5,566,038	\$ 3,756,723	\$ (1,809,315)	-32.51%	\$ 5,964,292	\$ 5,873,898	\$ 3,391,606	\$ 4,287,620
June	\$ 5,566,035	\$ -			\$ 4,222,768	\$ 4,205,352	\$ 7,516,843	\$ 6,658,437
<b>Current FY YTD</b>	<b>\$ 60,433,965</b>	<b>\$ 62,480,536</b>	<b>\$ 2,046,571</b>	<b>3.39%</b>	<b>\$ 66,680,803</b>	<b>\$ 62,087,907</b>	<b>\$ 60,719,430</b>	<b>\$ 62,302,798</b>
<b>Budget</b>	<b>\$ 66,000,000</b>							
<b>YOY Comparison</b>		<b>FY23 YTD Profit</b>	<b>Variance Dollars</b>	<b>% Variance</b>				
		<b>\$ 62,458,035</b>	<b>\$ 22,500</b>	<b>0.04%</b>				
<b>Projected</b>	<b>\$ 66,704,825</b>							

**State of Maine Department of Administrative and Financial Services (DAFS)  
Bureau of Alcoholic Beverages and Lottery Operations (BABLO)**

May 6, 2024

**Liquor Operations Monthly and Annual Net Receipts Budget and Actual Performance Comparison  
State Fiscal Year 2024, as of May 31, 2024**

	July 2023	August 2023	September 2023	October 2023	November 2023	December 2023	January 2024	February 2024	March 2024	April 2024	May 2024	June 2024	Total
<b>Budget Projection</b>													
Gross Sales	23,839,331	22,779,895	19,549,404	19,364,299	18,125,677	23,592,555	16,751,480	17,165,600	19,136,483	17,303,554	19,070,481	21,183,833	237,862,589
Cost of Goods Sold	(15,198,000)	(14,522,000)	(12,463,000)	(12,345,000)	(11,555,000)	(15,040,000)	(10,679,000)	(10,943,000)	(12,200,000)	(11,031,000)	(12,157,000)	(13,505,000)	(151,638,000)
Warehousing & Distribution	(1,274,074)	(1,222,074)	(1,062,074)	(1,053,074)	(991,074)	(1,262,074)	(923,074)	(944,074)	(1,041,074)	(951,074)	(1,038,074)	(1,143,074)	(12,904,889)
Trade Marketing	(536,000)	(513,000)	(440,000)	(436,000)	(408,000)	(531,000)	(377,000)	(386,000)	(431,000)	(389,000)	(429,000)	(477,000)	(5,353,000)
<b>Gross Profit</b>	<b>6,831,257</b>	<b>6,522,820</b>	<b>5,584,330</b>	<b>5,530,225</b>	<b>5,171,603</b>	<b>6,759,481</b>	<b>4,772,406</b>	<b>4,892,526</b>	<b>5,464,409</b>	<b>4,932,480</b>	<b>5,446,407</b>	<b>6,058,759</b>	<b>67,966,700</b>
BABLO Operating Costs	(381,000)	(364,000)	(313,000)	(310,000)	(290,000)	(377,000)	(268,000)	(275,000)	(306,000)	(277,000)	(305,000)	(339,000)	(3,805,000)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Operating Profit</b>	<b>6,450,257</b>	<b>6,158,820</b>	<b>5,271,330</b>	<b>5,220,225</b>	<b>4,881,603</b>	<b>6,382,481</b>	<b>4,504,406</b>	<b>4,617,526</b>	<b>5,158,409</b>	<b>4,655,480</b>	<b>5,141,407</b>	<b>5,719,759</b>	<b>64,161,700</b>
<b>Actual Performance</b>													
Gross Sales	25,124,692	27,407,361	21,788,181	20,445,885	20,797,829	23,019,035	18,268,178	18,860,218	17,737,547	19,192,171	22,454,510	-	235,095,607
Cost of Goods Sold	(16,921,591)	(18,455,813)	(13,678,435)	(13,289,400)	(13,878,237)	(15,537,383)	(11,234,051)	(12,629,498)	(11,529,574)	(12,487,000)	(14,990,430)	-	(154,631,414)
Warehousing & Distribution	(1,198,161)	(1,299,706)	(1,006,018)	(990,644)	(1,011,432)	(1,106,028)	(841,870)	(923,996)	(850,881)	(927,924)	(1,093,658)	-	(11,250,317)
Trade Marketing	(532,293)	(578,673)	(446,085)	(439,522)	(449,357)	(491,873)	(372,834)	(410,123)	(377,771)	(411,482)	(486,107)	-	(4,996,118)
<b>Gross Profit</b>	<b>6,472,647</b>	<b>7,073,169</b>	<b>6,657,643</b>	<b>5,726,319</b>	<b>5,458,803</b>	<b>5,883,751</b>	<b>5,819,423</b>	<b>4,896,601</b>	<b>4,979,321</b>	<b>5,365,766</b>	<b>5,884,315</b>	-	<b>64,217,758</b>
BABLO Operating Costs	(281,320)	(247,354)	(233,306)	(253,816)	(94,582)	(219,870)	(321,496)	(284,310)	(320,379)	(321,410)	(335,162)	-	(2,913,005)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Operating Profit</b>	<b>6,191,327</b>	<b>6,825,814</b>	<b>6,424,337</b>	<b>5,472,503</b>	<b>5,364,221</b>	<b>5,663,881</b>	<b>5,497,927</b>	<b>4,612,291</b>	<b>4,658,942</b>	<b>5,044,356</b>	<b>5,549,153</b>	-	<b>61,304,752</b>
<b>Variance</b>													
Gross Sales	1,285,360	4,627,466	2,238,777	1,081,586	2,672,152	(573,520)	1,516,699	1,694,619	(1,398,936)	1,888,617	3,384,029	-	18,416,850
Cost of Goods Sold	(1,723,591)	(3,933,813)	(1,215,435)	(944,400)	(2,323,237)	(497,383)	(555,051)	(1,686,498)	670,426	(1,456,000)	(2,833,430)	-	(16,498,414)
Warehousing & Distribution	75,913	(77,632)	56,056	62,430	(20,358)	156,046	81,204	20,078	190,194	23,150	(55,584)	-	511,497
Trade Marketing	3,707	(65,673)	(6,085)	(3,522)	(41,357)	39,127	4,166	(24,123)	53,229	(22,482)	(57,107)	-	(120,118)
<b>Gross Profit</b>	<b>(358,610)</b>	<b>550,348</b>	<b>1,073,314</b>	<b>196,094</b>	<b>287,200</b>	<b>(875,730)</b>	<b>1,047,017</b>	<b>4,076</b>	<b>(485,088)</b>	<b>433,286</b>	<b>437,908</b>	-	<b>2,309,816</b>
BABLO Operating Costs	99,680	116,646	79,694	56,184	195,418	157,130	(53,496)	(9,310)	(14,379)	(44,410)	(30,162)	-	552,995
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Operating Profit</b>	<b>(258,931)</b>	<b>666,994</b>	<b>1,153,007</b>	<b>252,278</b>	<b>482,618</b>	<b>(718,600)</b>	<b>993,522</b>	<b>(5,234)</b>	<b>(499,467)</b>	<b>388,876</b>	<b>407,746</b>	-	<b>2,862,811</b>
<b>Transfer to Undedicated revenue</b>													
Operating Profit	6,191,327	6,825,814	6,424,337	5,472,503	5,364,221	5,663,881	5,497,927	4,612,291	4,658,942	5,044,356	5,549,153	-	61,304,752
Outstanding Receivables	2,519,283	(2,680,780)	518,802	2,892,251	(1,491,929)	(2,079,138)	2,539,744	(253,109)	130,398	872,690	(1,792,430)	-	1,175,783
Other Adjustments	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Transfer to Undedicated revenue</b>	<b>8,710,610</b>	<b>4,145,035</b>	<b>6,943,139</b>	<b>8,364,754</b>	<b>3,872,292</b>	<b>3,584,743</b>	<b>8,037,671</b>	<b>4,359,183</b>	<b>4,789,340</b>	<b>5,917,046</b>	<b>3,756,723</b>	-	<b>62,480,536</b>
<b>Performance Indicators</b>													
<u>Actual/Budget Indicators</u>													
Sales	105.4%	120.3%	111.5%	105.6%	114.7%	97.6%	109.1%	109.9%	92.7%	110.9%	117.7%	-	98.8%
COGS	111.3%	127.1%	109.8%	107.7%	120.1%	103.3%	105.2%	115.4%	94.5%	113.2%	123.3%	-	102.0%
Operating Profit	96.0%	110.8%	121.9%	104.8%	109.9%	88.7%	122.1%	99.9%	90.3%	108.4%	107.9%	-	95.5%
<u>Actual Performance Indicators</u>													
COGS/Sales	67.4%	67.3%	62.8%	65.0%	66.7%	67.5%	61.5%	67.0%	65.0%	65.1%	66.8%	-	65.8%
Operating Profit/Sales	24.6%	24.9%	29.5%	26.8%	25.8%	24.6%	30.1%	24.5%	26.3%	26.3%	24.7%	-	26.1%

Maine County Case Analysis through May 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
<b>State of Maine</b>	<b>329,420</b>	<b>337,231</b>	<b>-2.32%</b>	<b>-7,811</b>	<b>659,442</b>	<b>671,822</b>	<b>-1.84%</b>	<b>-12,379</b>	<b>1,000,232</b>	<b>1,017,147</b>	<b>-1.66%</b>	<b>-16,915</b>
ANDROSCOGGIN	28,541	29,568	-3.47%	-1,027	59,592	59,964	-0.62%	-371	87,022	88,796	-2.00%	-1,773
AROOSTOOK	13,287	13,128	1.21%	159	26,845	26,655	0.71%	190	40,424	40,369	0.14%	55
CUMBERLAND	88,839	92,440	-3.90%	-3,602	176,009	181,679	-3.12%	-5,669	265,365	275,314	-3.61%	-9,949
FRANKLIN	8,545	8,609	-0.73%	-63	18,575	19,137	-2.94%	-562	26,766	27,476	-2.58%	-710
HANCOCK	14,899	15,201	-1.98%	-301	27,956	28,403	-1.57%	-447	45,756	46,126	-0.80%	-370
KENNEBEC	30,808	30,537	0.89%	271	62,013	62,499	-0.78%	-486	93,779	93,390	0.42%	388
KNOX	8,485	8,818	-3.78%	-333	17,398	17,870	-2.64%	-473	26,592	27,254	-2.43%	-662
LINCOLN	8,487	8,404	1.00%	84	16,511	16,867	-2.12%	-357	25,585	26,418	-3.15%	-833
OXFORD	10,311	10,834	-4.83%	-523	21,046	21,818	-3.54%	-771	32,086	32,469	-1.18%	-383
PENOBSCOT	38,843	39,542	-1.77%	-699	78,255	79,856	-2.00%	-1,601	119,741	120,738	-0.83%	-997
PISCATAQUIS	3,575	3,981	-10.21%	-407	7,262	7,800	-6.89%	-537	11,368	12,095	-6.01%	-727
SAGadahoc	8,033	7,921	1.41%	112	16,499	16,354	0.89%	145	24,903	24,926	-0.09%	-23
SOMERSET	11,109	10,880	2.10%	229	22,115	21,643	2.18%	472	33,098	32,666	1.32%	431
WALDO	6,491	6,712	-3.30%	-221	13,032	13,253	-1.67%	-221	19,935	20,311	-1.85%	-375
WASHINGTON	7,283	7,550	-3.54%	-267	14,497	14,718	-1.51%	-222	22,543	22,611	-0.30%	-68
YORK	41,885	43,107	-2.84%	-1,223	81,838	83,307	-1.76%	-1,469	125,269	126,188	-0.73%	-919
Months Included:	May 24, Apr 24, Mar 24	May 23, Apr 23, Mar 23			May 24, Apr 24, Mar 24, Feb 24, Jan 24, Dec 23	May 23, Apr 23, Mar 23, Feb 23, Jan 23, Dec 22			May 24, Apr 24, Mar 24, Feb 24, Jan 24, Dec 23, Nov 23, Oct 23, Sep 23	May 23, Apr 23, Mar 23, Feb 23, Jan 23, Dec 22, Nov 22, Oct 22, Sep 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  
June 11, 2024

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class	Approved
MARTIGNETTI	BOSTON HARBOR DISTILLERY	33135	LAWLEY'S STRAWBERRY FLV GIN	750	6	\$98.16	\$29.99	GIN	
RNDC NEW HAMPSHIRE LLC	BULLY BOY DISTILLERS	72643	BULLY BOY AMARO ROSSO LIQUEUR	750	6	\$101.29	\$29.99	CORDIALS	
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	21210	REBEL SMALL BATCH RESERVE BOURBON	750	6	\$117.72	\$34.99	BOURBON	
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	21263	REMUS BABE RUTH RSV STRAIGHT BBN	750	3	\$338.50	\$199.99	BOURBON	
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	73538	YELLOWSTONE SFC KSBW FINISH IN RUM CASKS	750	6	\$168.65	\$49.99	WHISKEY	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	26713	COURAGE & CONVICTION AMERICAN SM WHISKEY	750	6	\$168.71	\$49.99	WHISKEY	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	18376	FOUR ROSES SMALL BATCH SELECT KSBW	750	6	\$236.61	\$69.99	BOURBON	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	65077	GIFFARD LICI-LI LYCHEE FLV LIQUEUR	750	6	\$131.90	\$38.99	CORDIALS	
RUBY WINES NH	RUBY WINES NH	22089	WILLETT FAMILY EST 5 YR SGL BRL BOURBON	750	6	\$676.93	\$199.99	BOURBON	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	65683	HORNITOS CUCUMBER HABANERO PLATA TEQ	750	12	\$198.84	\$29.99	TEQUILA	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	65684	HORNITOS VANILLA HONEY PLATA TEQUILA	750	12	\$198.84	\$29.99	TEQUILA	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	6162	LAPHROAIG CAIRDEAS MADEIRA&WHT PRT 700ML	700	6	\$374.18	\$109.99	SCOTCH	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	24578	LITTLE BOOK CHAPTER 8 BLENDED WHISKEY	750	6	\$541.38	\$159.99	BOURBON	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	22177	RUSSELL'S RESERVE 15 YR KSBW	750	6	\$846.47	\$249.99	BOURBON	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	38800	SKYY INFUSIONS AGAVE LIME VODKA	750	12	\$114.72	\$16.99	VODKA	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	38802	SKYY INFUSIONS ESPRESSO VODKA	750	12	\$114.72	\$16.99	VODKA	

New Items for Commission Approval  
June 11, 2024

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class	Approved
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	102176	WILD TURKEY TRIUMPH MASTER KP RYE/GFTBX	750	6	\$1,016.07	\$299.99	WHISKEY	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	25755	ELIJAH CRAIG 1789 TOASTED RYE IN OAK BRL	750	6	\$192.43	\$56.99	WHISKEY	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	18529	HEAVEN HILL GRAIN TO GLASS KSBW 700ML	700	6	\$338.14	\$99.99	BOURBON	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	25833	HEAVEN HILL GRAIN TO GLASS RYE 700ML	700	6	\$338.01	\$99.99	BOURBON	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	18532	HEAVEN HILL GRAIN TO GLASS WHEAT SB700ML	700	6	\$338.03	\$99.99	BOURBON	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	16382	OLD FITZGERALD BIB 10Y SPR24 DECANTER SR	750	3	\$236.86	\$139.99	BOURBON	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	22195	WIDOW JANE BABY JANE BLEND OF SBW	750	6	\$168.72	\$49.99	WHISKEY	
SOUTHERN GLAZERS LLC	MHW LTD	28504	BEAR FIGHT AMERICAN SGL MLT LTD WHISKEY	750	6	\$117.85	\$34.99	BOURBON	
SOUTHERN GLAZERS LLC	MHW LTD	86532	CREEK WATER AMERICAN WHISKEY	750	12	\$133.50	\$19.99	WHISKEY	
SOUTHERN GLAZERS LLC	MHW LTD	28503	CREEK WATER SMOKED PEACH WHISKEY	750	12	\$133.50	\$19.99	WHISKEY	
SOUTHERN GLAZERS LLC	MHW LTD	25664	NUMBSKULL COOL MINT & CHOCOLATE FLV WHK	750	12	\$133.50	\$19.99	WHISKEY	
SOUTHERN GLAZERS LLC	MHW LTD	25850	WHISTLEPIG PIGGYBANK SGL BRL STAKE F1 LE	750	6	\$202.00	\$59.99	WHISKEY	
SOUTHERN GLAZERS LLC	MHW LTD	101554	WHISTLEPIG RYE/PIGLET 3: 10/12/PIGGYBACK	50	12	\$155.50	\$24.99	WHISKEY	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	85174	GRAN CORAMINO REPOSADO TEQUILA	750	6	\$132.67	\$39.99	TEQUILA	
SOUTHERN GLAZERS LLC	SHAW-ROSS INTER IMPORT	46682	PAPA'S PILAR DARK SHERRY RUM	750	6	\$164.00	\$49.99	RUM	
SOUTHERN GLAZERS LLC	SHAW-ROSS INTER IMPORT	46727	PAPA'S PILAR RYE WHK BRL FIN SGL BRL	750	6	\$164.00	\$49.99	RUM	

New Items for Commission Approval  
June 11, 2024

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class	Approved
SOUTHERN GLAZERS LLC	SHAW-ROSS INTER IMPORT	63007	PUSSER'S RUM PAINKILLER RTD 4PK 355ML	355	6	\$74.00	\$23.99	COCKTAILS	
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	102334	GLENMORANGIE 12 YR SGL MLT W/GIFTBOX	750	6	\$179.95	\$52.99	SCOTCH	
STONE FENCE BEVERAGE	ICE PIK DISTILLING	37822	ICE PIK BLOOD ORANGE FLV VODKA	750	6	\$53.67	\$15.99	VODKA	
UNBROKERED	WIGGLY BRIDGE DISTILLERY	38567	WIGGLY BRIDGE DISTILLERY TOUCHE VODKA	1750	6	\$89.14	\$25.99	VODKA	
UNBROKERED	WIGGLY BRIDGE DISTILLERY	38564	WIGGLY BRIDGE DISTILLERY TOUCHE VODKA	1000	12	\$114.92	\$17.49	VODKA	
<b>Total New Items- 37</b>									



**Label Changes for Commission Approval**

**June 11, 2024**

<b>Broker</b>	<b>Supplier</b>	<b>Code</b>	<b>Description</b>	<b>Size</b>	<b>Retail</b>	<b>Change</b>	<b>Approved</b>
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	66993	21 SEEDS CUC JAL TEQ 70P	750	\$34.99	LABEL AND UPC CHANGE	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	66994	21 SEEDS GRAPEFR HIB 70P	750	\$34.99	LABEL AND UPC CHANGE	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	66997	21 SEEDS VALENCIA ORA 70P	750	\$34.99	LABEL AND UPC CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC	28037	TINCUP 10 BOURBON	750	\$54.99	LABEL CHANGE	
UNBROKERED	LIQUID RIOT	30878	PENNANT GIN	750	\$29.99	LABEL, UPC AND NAME CHANGE (FORMERLY LIQ RIOT AMERICAN GIN)	
UNBROKERED	LIQUID RIOT	46519	PENNANT RUM	750	\$44.99	LABEL, UPC AND NAME CHANGE (FORMERLY LIQ RIOT DMISE DRK RUM)	
UNBROKERED	LIQUID RIOT	27954	PENNANT SINGLE MALT WHISKEY	750	\$49.99	LABEL, UPC AND NAME CHANGE (FORMERLY LIQ RIOT SINGLE MALT)	
UNBROKERED	LIQUID RIOT	27953	PENNANT STRAIGHT BOURBON WHISKEY	750	\$47.99	LABEL, UPC AND NAME CHANGE (FORMERLY LIQ RIOT OLD PORT BBN)	
UNBROKERED	LIQUID RIOT	27159	PENNANT STRAIGHT RYE WHISKEY	750	\$49.99	LABEL, UPC AND NAME CHANGE (FORMERLY LIQ RIOT RYE WHISKEY)	
UNBROKERED	LIQUID RIOT	36442	PENNANT VODKA	750	\$33.99	LABEL, UPC AND NAME CHANGE (FORMERLY LIQ RIOT VODKA)	
<b>Total Label Changes - 10</b>							

**VAP and/or Seasonal Listings for Commission Approval  
June 11, 2024**

<b>Broker</b>	<b>Supplier</b>	<b>Code</b>	<b>Description</b>	<b>Size</b>	<b>Pack</b>	<b>Retail</b>	<b>Approved</b>
MARTIGNETTI	WILLIAM GRANT & SONS INC.	5006	GLENFIDDICH 12 YR 80P SEASONAL BOX	750	12	\$59.99	
MARTIGNETTI	WILLIAM GRANT & SONS INC.	5159	GLENFIDDICH 14YR 86P SEASONAL BOX	750	6	\$72.99	
MARTIGNETTI	WILLIAM GRANT & SONS INC.	5002	GLENFIDDICH GR RS 21Y 80P SEASONAL BOX	750	3	\$299.99	
MARTIGNETTI	WILLIAM GRANT & SONS INC.	6454	GLENFIDDICH SHERRY 12 86P SEASONAL BOX	750	12	\$64.99	
MARTIGNETTI	WILLIAM GRANT & SONS INC.	5014	GLENFIDDICH SL RS 15Y 80P SEASONAL BOX	750	12	\$89.99	
RNDC NEW HAMPSHIRE LLC	CONSTELLATION BRANDS	34821	SVEDKA VODKA 80P STARS AND STRIPES WRAP	1750	6	\$26.99	
<b>Total VAP/Seasonal Items - 6</b>							

Quarterly Price Adjustments for Commission Approval  
(effective August 1, 2024)  
June 11, 2024

Broker	Vendor	Item #	Description	Size	Pack	Current FOB	Current Retail	New FOB	New Retail	FOB Diff	Retail Diff	Category	Changed By	Approved
MARTIGNETTI	E.J. GALLO WINERY	87644	CAMARENA SILVER TEQ 80P	1.75L	6	\$137.12	\$39.99	\$150.99	\$43.99	\$13.87	\$4.00	TEQUILA	Supplier	
MARTIGNETTI	E.J. GALLO WINERY	59181	FISHER ISLAND LEM 4PK 18P	355ML	6	\$62.10	\$19.99	\$49.67	\$15.99	(\$12.43)	(\$4.00)	COCKTAILS	Supplier	
MARTIGNETTI	E.J. GALLO WINERY	39422	NEW AMSTERDAM PW 10PK 60P	50ML	12	\$114.22	\$17.99	\$101.59	\$14.99	(\$12.63)	(\$3.00)	VODKA	Supplier	
MARTIGNETTI	E.J. GALLO WINERY	39232	NEW AMSTERDAM PW 60P	50ML	120	\$84.94	\$1.79	\$55.42	\$1.49	(\$29.52)	(\$0.30)	VODKA	Supplier	
MARTIGNETTI	MARTIGNETTI	47961	CAMUS VS INTENSELY 80P	700ML	6	\$152.71	\$45.99	\$209.00	\$62.99	\$56.29	\$17.00	BRANDY	Supplier	
MARTIGNETTI	MARTIGNETTI	47963	CAMUS VSOP AROMATIC 80P	700ML	6	\$242.00	\$72.99	\$329.00	\$98.99	\$87.00	\$26.00	COGNAC	Supplier	
MARTIGNETTI	MARTIGNETTI	47970	CAMUS VSOP SGL ESTATE 80P	700ML	6	\$265.00	\$79.99	\$359.00	\$107.99	\$94.00	\$28.00	COGNAC	Supplier	
MARTIGNETTI	MARTIGNETTI	67278	YENI RAKI 90P	750ML	12	\$154.40	\$22.99	\$201.85	\$29.99	\$47.45	\$7.00	CORDIALS	Supplier	
MS WALKER	M.S. WALKER, INC.	54016	ALLENS APRICOT 60P	750ML	12	\$58.45	\$10.99	\$63.27	\$11.49	\$4.82	\$0.50	BRANDY	Supplier	
MS WALKER	M.S. WALKER, INC.	54606	ALLENS BLACKBERRY 60P	750ML	12	\$58.45	\$10.99	\$63.27	\$11.49	\$4.82	\$0.50	BRANDY	Supplier	
MS WALKER	M.S. WALKER, INC.	55206	ALLENS CHERRY 60P	750ML	12	\$58.45	\$10.99	\$63.27	\$11.49	\$4.82	\$0.50	BRANDY	Supplier	
MS WALKER	M.S. WALKER, INC.	55566	ALLENS GINGER 60P	750ML	12	\$58.45	\$10.99	\$63.27	\$11.49	\$4.82	\$0.50	BRANDY	Supplier	
MS WALKER	M.S. WALKER, INC.	55926	ALLENS PEACH 60P	750ML	12	\$58.45	\$10.99	\$63.27	\$11.49	\$4.82	\$0.50	BRANDY	Supplier	
MS WALKER	M.S. WALKER, INC.	81827	ALLENS PEACH SCHNAPPS 30P	1L	12	\$37.02	\$7.99	\$41.85	\$8.49	\$4.83	\$0.50	CORDIALS	Supplier	
MS WALKER	M.S. WALKER, INC.	85847	ALLENS TRIPLE SEC 30P	1L	12	\$32.01	\$7.49	\$37.02	\$7.99	\$5.01	\$0.50	CORDIALS	Supplier	
MS WALKER	M.S. WALKER, INC.	56404	GOLD CROWN COFFEE 60P	375ML	24	\$56.29	\$5.99	\$65.93	\$6.49	\$9.64	\$0.50	BRANDY	Supplier	
MS WALKER	M.S. WALKER, INC.	62804	OLD NE CINN EGGNOG 30P	750ML	12	\$51.66	\$8.99	\$61.08	\$9.99	\$9.42	\$1.00	CORDIALS	Supplier	
MS WALKER	M.S. WALKER, INC.	62808	OLD NE EGGNOG 30P	1.75L	6	\$50.67	\$15.99	\$58.76	\$17.99	\$8.09	\$2.00	CORDIALS	Supplier	
MS WALKER	M.S. WALKER, INC.	62807	OLD NE EGGNOG 30P	1L	12	\$61.63	\$10.49	\$73.23	\$11.99	\$11.60	\$1.50	CORDIALS	Supplier	
MS WALKER	M.S. WALKER, INC.	62800	OLD NE PUMPKIN EGGNOG 30P	750ML	12	\$51.66	\$8.99	\$61.08	\$9.99	\$9.42	\$1.00	CORDIALS	Supplier	
MS WALKER	M.S. WALKER, INC.	45847	RON VIRGIN HEAVY RUM 80P	1L	12	\$60.90	\$11.99	\$70.74	\$12.99	\$9.84	\$1.00	RUM	Supplier	
MS WALKER	PARK STREET IMPORTS	35662	ZU BISON GRASS VODKA 80P	750ML	12	\$148.64	\$21.99	\$169.10	\$24.99	\$20.46	\$3.00	VODKA	Supplier	
MS WALKER	WESTERN SPIRITS BEVERAGE	26168	BIRD DOG HOT CINNAMON 80P	50ML	60	\$42.27	\$1.79	\$42.36	\$1.79	\$0.09	\$0.00	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	89274	EL JIMADOR ANEJO TEQ 80P	750ML	6	\$89.32	\$26.99	\$96.00	\$28.99	\$6.68	\$2.00	TEQUILA	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	89268	EL JIMADOR REPO TEQ 80P	1.75L	6	\$147.52	\$42.99	\$154.46	\$44.99	\$6.94	\$2.00	TEQUILA	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	89278	EL JIMADOR REPO TEQ 80P	750ML	12	\$158.67	\$23.99	\$165.34	\$24.99	\$6.67	\$1.00	TEQUILA	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	87586	EL JIMADOR SILVER TEQ 80P	750ML	12	\$158.67	\$23.99	\$165.34	\$24.99	\$6.67	\$1.00	TEQUILA	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	87588	EL JIMADOR SILVER TEQ 80P	1.75L	6	\$147.52	\$42.99	\$154.46	\$44.99	\$6.94	\$2.00	TEQUILA	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	89339	HERRADURA REPOSADO 80P	750ML	6	\$179.33	\$53.99	\$182.67	\$54.99	\$3.34	\$1.00	TEQUILA	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	100104	HERRADURA ULTRA ANEJO 80P	750ML	6	\$199.32	\$59.99	\$206.00	\$61.99	\$6.68	\$2.00	TEQUILA	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	74802	JACK DANIELS APPLE 70P	1L	12	\$208.31	\$30.99	\$215.35	\$31.99	\$7.04	\$1.00	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	26827	JACK DANIELS BLACK 80P	1L	12	\$208.31	\$30.99	\$215.15	\$31.99	\$6.84	\$1.00	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	25059	JACK DANIELS BOND RYE 100P	700ML	6	\$111.08	\$32.99	\$114.47	\$33.99	\$3.39	\$1.00	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	16222	JACK DANIELS BONDED 100P	700ML	6	\$111.08	\$32.99	\$114.47	\$33.99	\$3.39	\$1.00	WHISKEY	Supplier	

Quarterly Price Adjustments for Commission Approval  
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RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	86693	JACK DANIELS FIRE 70P	1L	12	\$208.31	\$30.99	\$215.35	\$31.99	\$7.04	\$1.00	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	86672	JACK DANIELS HONEY 70P	1L	12	\$208.31	\$30.99	\$215.35	\$31.99	\$7.04	\$1.00	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	26906	JACK DANIELS SB 94P	750ML	6	\$165.31	\$48.99	\$168.70	\$49.99	\$3.39	\$1.00	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	26730	JACK DANIELS SB RYE 94P	750ML	6	\$165.31	\$48.99	\$168.70	\$49.99	\$3.39	\$1.00	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	16620	JACK DANIELS TRIPLE 100P	700ML	6	\$121.23	\$35.99	\$126.50	\$37.99	\$5.27	\$2.00	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	25039	JACKDANIELSHERITAGE100P	700ML	6	\$253.45	\$74.99	\$270.40	\$79.99	\$16.95	\$5.00	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	20366	OLD FORESTER 86P	750ML	12	\$161.26	\$23.99	\$168.04	\$24.99	\$6.78	\$1.00	BOURBON	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	16396	OLD FORESTER 100P	750ML	12	\$181.36	\$26.99	\$188.15	\$27.99	\$6.79	\$1.00	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	20378	OLD FORESTER BARREL 100P	750ML	6	\$168.65	\$49.99	\$303.99	\$89.99	\$135.34	\$40.00	BOURBON	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	26913	OLD FORESTER RYE 100P	750ML	12	\$181.36	\$26.99	\$188.15	\$27.99	\$6.79	\$1.00	BOURBON	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	606	OLD FORRESTERBIRTHDA96P	750ML	6	\$575.45	\$169.99	\$677.14	\$199.99	\$101.69	\$30.00	BOURBON	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	15870	SLANE IRISH WHISKEY 80P	750ML	6	\$107.54	\$32.99	\$97.70	\$29.99	(\$9.84)	(\$3.00)	IRISH WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	22215	WOODFORD RESERVE 90P	750ML	12	\$262.86	\$38.99	\$269.66	\$39.99	\$6.80	\$1.00	BOURBON	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	22207	WOODFORD RESERVE 90.4P	1.75L	6	\$245.21	\$69.99	\$248.70	\$70.99	\$3.49	\$1.00	BOURBON	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	100600	WOODFORD RSV JULEP CUP90P	750ML	6	\$131.43	\$38.99	\$134.83	\$39.99	\$3.40	\$1.00	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	27130	WOODFORD RSV RYE 90.4P	750ML	6	\$131.43	\$38.99	\$134.83	\$39.99	\$3.40	\$1.00	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	699	WOODFORD RSV W/GLASS	750ML	6	\$131.43	\$38.99	\$134.83	\$39.99	\$3.40	\$1.00	BOURBON	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	22241	WOODFORD STR MALT 90.4P	750ML	6	\$131.43	\$38.99	\$134.83	\$39.99	\$3.40	\$1.00	BOURBON	Supplier	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	22257	WOODFORD STR WHEAT 90.4P	750ML	6	\$131.43	\$38.99	\$134.83	\$39.99	\$3.40	\$1.00	BOURBON	Supplier	
RNDC NEW HAMPSHIRE LLC	CONSTELLATION BRANDS	18604	HIGH WEST BOURBON 92P	750ML	6	\$134.76	\$39.99	\$124.50	\$36.99	(\$10.26)	(\$3.00)	BOURBON	Supplier	
RNDC NEW HAMPSHIRE LLC	CONSTELLATION BRANDS	18603	HIGH WEST BOURBON 92P	375ML	12	\$143.78	\$22.99	\$124.93	\$19.99	(\$18.85)	(\$3.00)	BOURBON	Supplier	
RNDC NEW HAMPSHIRE LLC	CONSTELLATION BRANDS	27040	HIGH WEST DOUBLE RYE 92P	750ML	6	\$134.76	\$39.99	\$124.50	\$36.99	(\$10.26)	(\$3.00)	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	CONSTELLATION BRANDS	61215	HIGH WEST MANHATTAN 74P	750ML	6	\$154.87	\$45.99	\$124.50	\$36.99	(\$30.37)	(\$9.00)	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	CONSTELLATION BRANDS	61214	HIGH WEST MANHATTAN 74P	375ML	12	\$185.95	\$29.99	\$125.00	\$19.99	(\$60.95)	(\$10.00)	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	CONSTELLATION BRANDS	61213	HIGH WEST OLD FASHION 86P	750ML	6	\$154.87	\$45.99	\$124.50	\$36.99	(\$30.37)	(\$9.00)	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	CONSTELLATION BRANDS	61212	HIGH WEST OLD FASHION 86P	375ML	12	\$185.95	\$29.99	\$124.98	\$19.99	(\$60.97)	(\$10.00)	WHISKEY	Supplier	
RNDC NEW HAMPSHIRE LLC	CONSTELLATION BRANDS	62514	MI CAMPO MANGO MUL 35.2P	375ML	12	\$86.73	\$13.99	\$85.75	\$13.99	(\$0.98)	\$0.00	COCKTAILS	Supplier	
RNDC NEW HAMPSHIRE LLC	CONSTELLATION BRANDS	62515	MI CAMPO SPICY MARG 46P	375ML	12	\$86.69	\$13.99	\$85.75	\$13.99	(\$0.94)	\$0.00	COCKTAILS	Supplier	
RNDC NEW HAMPSHIRE LLC	EDRINGTON AMERICAS	5736	GLENROTHES WHISKY MAK 86P	750ML	6	\$271.90	\$79.99	\$340.18	\$99.99	\$68.28	\$20.00	SCOTCH	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	87782	GHOST TEQUILA 80P	750ML	6	\$142.67	\$42.99	\$149.33	\$44.99	\$6.66	\$2.00	TEQUILA	Supplier	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	65426	LICOR 43 62P	750ML	12	\$175.22	\$25.99	\$182.00	\$26.99	\$6.78	\$1.00	CORDIALS	Supplier	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	4000	ABERFELDY 12 YR 80P	750ML	6	\$186.82	\$54.99	\$193.60	\$56.99	\$6.78	\$2.00	SCOTCH	Supplier	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	16567	ANGELS ENVY CASK ST119.8P	750ML	3	\$389.32	\$229.99	\$423.00	\$249.99	\$33.68	\$20.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	42370	BACARDI 8 80P	750ML	12	\$184.32	\$27.99	\$197.00	\$29.99	\$12.68	\$2.00	RUM	Supplier	

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SOUTHERN GLAZERS LLC	BACARDI USA, INC	100533	BACARDI RSVR 8YR W BOX80P	750ML	6	\$92.16	\$27.99	\$98.50	\$29.99	\$6.34	\$2.00	RUM	Supplier	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	89503	ILEGAL MEZCAL ANEJO 80P	750ML	6	\$299.33	\$89.99	\$199.00	\$59.99	(\$100.33)	(\$30.00)	MEZCAL	Supplier	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	16679	BASIL HAYDEN 10Y 80P	750ML	6	\$270.51	\$79.99	\$287.46	\$84.99	\$16.95	\$5.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	16906	BOOKERS 125.2P	750ML	6	\$304.01	\$89.99	\$338.14	\$99.99	\$34.13	\$10.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	15576	CONNEMARA IRISH WHSKY 80P	750ML	6	\$146.89	\$44.99	\$196.07	\$59.99	\$49.18	\$15.00	IRISH WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	88546	HORNITOS PLATA TEQ 80P	1.75L	6	\$154.46	\$44.99	\$161.40	\$46.99	\$6.94	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	88547	HORNITOS PLATA TEQ 80P	1L	12	\$238.23	\$35.99	\$244.90	\$36.99	\$6.67	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	89838	HORNITOS REPOSADO TEQ 80P	1.75L	6	\$161.40	\$46.99	\$168.33	\$48.99	\$6.93	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	89836	HORNITOS REPOSADO TEQ 80P	750ML	12	\$205.34	\$30.99	\$218.67	\$32.99	\$13.33	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	89837	HORNITOS REPOSADO TEQ 80P	1L	12	\$244.90	\$36.99	\$258.23	\$38.99	\$13.33	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	19026	JIM BEAM BLACK 86P	750ML	12	\$174.82	\$25.99	\$201.87	\$29.99	\$27.05	\$4.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	19029	JIM BEAM BLACK 86P	375ML	12	\$93.57	\$14.99	\$106.10	\$16.99	\$12.53	\$2.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	19028	JIM BEAM BLACK 86P	1.75L	6	\$164.12	\$46.99	\$174.63	\$49.99	\$10.51	\$3.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	19487	MAKERS MARK CELLAR AGE94P	750ML	3	\$253.84	\$149.99	\$338.50	\$199.99	\$84.66	\$50.00	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	CASAMIGOS-DIAGEO	101487	CASAMIGOS W 4 COASTERS80P	750ML	6	\$222.67	\$66.99	\$209.33	\$62.99	(\$13.34)	(\$4.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	57370	BULLEIT MANHATTAN RTS 75P	750ML	12	\$191.59	\$30.99	\$179.15	\$28.99	(\$12.44)	(\$2.00)	COCKTAILS	Supplier	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	57371	BULLEIT OLD FASH RTS 75P	750ML	12	\$191.59	\$30.99	\$179.15	\$28.99	(\$12.44)	(\$2.00)	COCKTAILS	Supplier	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	43316	CAPT MORG PRIV STOCK 80P	750ML	12	\$157.80	\$23.99	\$164.43	\$24.99	\$6.63	\$1.00	RUM	Supplier	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	87485	DON JULIO BLANCO 80P	750ML	6	\$196.00	\$58.99	\$199.33	\$59.99	\$3.33	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	88163	DON JULIO PRIMAVERA 80P	750ML	6	\$432.67	\$129.99	\$332.67	\$99.99	(\$100.00)	(\$30.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	89154	DON JULIO REPOSADO 80P	750ML	6	\$206.00	\$61.99	\$209.33	\$62.99	\$3.33	\$1.00	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	5368	JOHNNIE WALKER BLUE 80P	1.75L	3	\$696.86	\$399.99	\$714.30	\$409.99	\$17.44	\$10.00	SCOTCH	Supplier	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	5318	JOHNNIE WALKER DBLBLK 80P	750ML	6	\$138.31	\$40.99	\$142.50	\$41.99	\$4.19	\$1.00	SCOTCH	Supplier	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	5316	JOHNNIE WALKER GOLD R 80P	750ML	6	\$272.05	\$79.99	\$278.66	\$81.99	\$6.61	\$2.00	SCOTCH	Supplier	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	5350	JOHNNIE WALKER GREEN 86P	750ML	6	\$210.63	\$61.99	\$214.04	\$62.99	\$3.41	\$1.00	SCOTCH	Supplier	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	5696	OBAN 14 YR 86P	750ML	12	\$608.72	\$89.99	\$632.63	\$92.99	\$23.91	\$3.00	SCOTCH	Supplier	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	47546	ANSAC VS COGNAC 80P	750ML	12	\$218.67	\$32.99	\$232.01	\$34.99	\$13.34	\$2.00	BRANDY	Supplier	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	16096	EVAN WILLIAMS WHITE 100P	750ML	12	\$133.91	\$19.99	\$147.47	\$21.99	\$13.56	\$2.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	MAST JAGERMEISTER	87747	TEREMANA BLANCO 80P	1.75L	6	\$216.89	\$62.99	\$223.82	\$64.99	\$6.93	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	MAST JAGERMEISTER	87745	TEREMANA REPOSADO 80P	1.75L	6	\$234.23	\$67.99	\$241.17	\$69.99	\$6.94	\$2.00	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	34158	BELVEDERE VODKA 80P	1.75L	6	\$228.22	\$63.99	\$210.30	\$58.99	(\$17.92)	(\$5.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	34155	BELVEDERE VODKA 80P	750ML	6	\$108.38	\$31.99	\$101.55	\$29.99	(\$6.83)	(\$2.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	48106	HENNESSY VS 80P	750ML	12	\$305.34	\$45.99	\$272.00	\$40.99	(\$33.34)	(\$5.00)	COGNAC	Supplier	
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	48108	HENNESSY VS 80P	1.75L	6	\$327.87	\$94.99	\$275.75	\$79.99	(\$52.12)	(\$15.00)	COGNAC	Supplier	

Quarterly Price Adjustments for Commission Approval  
(effective August 1, 2024)  
June 11, 2024

Broker	Vendor	Item #	Description	Size	Pack	Current FOB	Current Retail	New FOB	New Retail	FOB Diff	Retail Diff	Category	Changed By	Approved
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	48115	HENNESSY VSOP 80P	375ML	12	\$224.33	\$35.99	\$205.60	\$32.99	(\$18.73)	(\$3.00)	COGNAC	Supplier	
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	48164	HENNESSY VSOP PRIV 80P	750ML	12	\$431.96	\$64.99	\$418.65	\$62.99	(\$13.31)	(\$2.00)	COGNAC	Supplier	
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	48123	HENNESSY XO 80P	375ML	12	\$705.62	\$112.99	\$624.35	\$99.99	(\$81.27)	(\$13.00)	COGNAC	Supplier	
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	48122	HENNESSY XO 80P	750ML	12	\$1,658.48	\$248.99	\$1,432.00	\$214.99	(\$226.48)	(\$34.00)	COGNAC	Supplier	
SOUTHERN GLAZERS LLC	OLD ELK DISTILLERIES	26475	OLD ELK 5YR RYE 100P	750ML	6	\$303.00	\$89.99	\$235.00	\$69.99	(\$68.00)	(\$20.00)	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	OLD ELK DISTILLERIES	23536	OLD ELK BOURBON 88P	750ML	6	\$168.00	\$49.99	\$144.00	\$42.99	(\$24.00)	(\$7.00)	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	OLE SMOKY DISTILLERY,LLC	86843	OLE SMOKY CARAMEL 60P	750ML	6	\$67.25	\$19.99	\$69.70	\$20.99	\$2.45	\$1.00	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	OLE SMOKY DISTILLERY,LLC	86839	OLE SMOKY MANGO HABAN 70P	750ML	6	\$67.17	\$19.99	\$69.70	\$20.99	\$2.53	\$1.00	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	OLE SMOKY DISTILLERY,LLC	87043	OLE SMOKY PEANUT BU 60P	750ML	6	\$66.96	\$19.99	\$69.70	\$20.99	\$2.74	\$1.00	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	PERNOD RICARD USA	100863	CODIGO 1530 COMBO 3PK 80P	375ML	4	\$205.52	\$99.99	\$184.00	\$79.99	(\$21.52)	(\$20.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	87508	1800 BLANCO TEQUILA 80P	50ML	60	\$107.52	\$3.49	\$92.37	\$2.99	(\$15.15)	(\$0.50)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	87507	1800 BLANCO TEQUILA 80P	200ML	24	\$116.74	\$9.49	\$123.05	\$9.99	\$6.31	\$0.50	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	64930	1800 COCONUT TEQUILA 70P	50ML	60	\$107.52	\$3.49	\$92.37	\$2.99	(\$15.15)	(\$0.50)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	64931	1800 COCONUT TEQUILA 70P	200ML	24	\$116.74	\$9.49	\$123.05	\$9.99	\$6.31	\$0.50	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	89201	1800 REPOSADO TEQUILA 80P	50ML	60	\$116.80	\$3.79	\$92.37	\$2.99	(\$24.43)	(\$0.80)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	64096	AGAVERO 64P	750ML	6	\$118.10	\$34.99	\$99.44	\$29.99	(\$18.66)	(\$5.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	15526	BLACK BUSH 80P	750ML	12	\$254.33	\$38.99	\$234.76	\$35.99	(\$19.57)	(\$3.00)	IRISH WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	15777	BUSHMILLS 80P	1L	12	\$234.33	\$35.99	\$208.10	\$31.99	(\$26.23)	(\$4.00)	IRISH WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	15776	BUSHMILLS 80P	750ML	12	\$182.30	\$27.99	\$169.19	\$25.99	(\$13.11)	(\$2.00)	IRISH WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	89198	CUERVO ESP GOLD 80P	1.75L	6	\$137.12	\$39.99	\$126.71	\$36.99	(\$10.41)	(\$3.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	88849	CUERVO ESP GOLD 80P	100ML	48	\$85.50	\$3.79	\$93.77	\$3.99	\$8.27	\$0.20	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	87410	CUERVO ESPECIAL SLVR 80P	1.75L	6	\$137.12	\$39.99	\$126.71	\$36.99	(\$10.41)	(\$3.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	87407	CUERVO ESPECIAL SLVR 80P	100ML	48	\$85.50	\$3.79	\$93.77	\$3.99	\$8.27	\$0.20	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	89292	GRAN CENTENARIO ANEJO 80P	750ML	6	\$159.33	\$47.99	\$142.67	\$42.99	(\$16.66)	(\$5.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	87506	GRAN CENTENARIO PLATA 80P	750ML	12	\$285.34	\$42.99	\$232.01	\$34.99	(\$53.33)	(\$8.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	89256	GRAN CENTENARIO REPOS 80P	750ML	12	\$285.34	\$42.99	\$245.34	\$36.99	(\$40.00)	(\$6.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	87725	GRAN CORAMINO REPO 80P	750ML	6	\$176.00	\$52.99	\$166.00	\$49.99	(\$10.00)	(\$3.00)	TEQUILA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	41506	HANGAR ONE CITRON 80P	750ML	12	\$223.56	\$32.99	\$162.28	\$23.99	(\$61.28)	(\$9.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	41516	HANGAR ONE KAFFR LIME 80P	750ML	12	\$223.56	\$32.99	\$162.28	\$23.99	(\$61.28)	(\$9.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	41510	HANGAR ONE MANDRN BLS 80P	750ML	12	\$223.56	\$32.99	\$162.28	\$23.99	(\$61.28)	(\$9.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	36261	HANGAR ONE STRAIGHT 80P	750ML	12	\$223.56	\$32.99	\$162.28	\$23.99	(\$61.28)	(\$9.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	14199	PENDLETON CANADIAN 80P	1.75L	6	\$168.87	\$49.99	\$175.69	\$51.99	\$6.82	\$2.00	CANADIAN WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	14192	PENDLETON CANADIAN WH 80P	750ML	12	\$181.31	\$27.99	\$161.75	\$24.99	(\$19.56)	(\$3.00)	CANADIAN WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	66097	PROPER 12 IRISH APPLE 70P	750ML	12	\$195.58	\$29.99	\$162.79	\$24.99	(\$32.79)	(\$5.00)	WHISKEY	Supplier	

Quarterly Price Adjustments for Commission Approval

(effective August 1, 2024)

June 11, 2024

Broker	Vendor	Item #	Description	Size	Pack	Current FOB	Current Retail	New FOB	New Retail	FOB Diff	Retail Diff	Category	Changed By	Approved
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	15832	PROPER NO. TWELVE 80P	1.75L	6	\$207.68	\$59.99	\$179.78	\$51.99	(\$27.90)	(\$8.00)	IRISH WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	15830	PROPER NO. TWELVE 80P	750ML	12	\$195.42	\$29.99	\$162.63	\$24.99	(\$32.79)	(\$5.00)	IRISH WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	42856	RON MATUSALEM GRAN RS 80P	750ML	6	\$98.75	\$29.99	\$118.67	\$35.99	\$19.92	\$6.00	RUM	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	27770	STRANAHAN DIAMOND PEAK94P	750ML	6	\$270.39	\$79.99	\$287.34	\$84.99	\$16.95	\$5.00	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	26464	STRANAHANS BLUE PEAK 86P	750ML	6	\$148.43	\$43.99	\$158.59	\$46.99	\$10.16	\$3.00	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	27560	STRANAHANS COLORADO 94P	750ML	6	\$195.82	\$57.99	\$202.59	\$59.99	\$6.77	\$2.00	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	15865	THE SEXTON 80P	750ML	6	\$104.27	\$31.99	\$81.31	\$24.99	(\$22.96)	(\$7.00)	IRISH WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	34886	THREE OLIVES BERRY 60P	750ML	12	\$121.46	\$17.99	\$68.29	\$11.99	(\$53.17)	(\$6.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	34972	THREE OLIVES CHERRY 60P	750ML	12	\$121.46	\$17.99	\$68.29	\$11.99	(\$53.17)	(\$6.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	34887	THREE OLIVES CHERRY 60P	1L	6	\$74.17	\$21.99	\$64.09	\$18.99	(\$10.08)	(\$3.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	35513	THREE OLIVES CHERRY 60P	1.75L	6	\$106.26	\$29.99	\$84.91	\$24.99	(\$21.35)	(\$5.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	36641	THREE OLIVES CUC LIME 70P	750ML	12	\$121.46	\$17.99	\$67.99	\$11.99	(\$53.47)	(\$6.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	35143	THREE OLIVES ESPRESSO 60P	750ML	12	\$121.46	\$17.99	\$68.29	\$11.99	(\$53.17)	(\$6.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	35262	THREE OLIVES ESPRESSO 60P	1L	6	\$74.17	\$21.99	\$64.09	\$18.99	(\$10.08)	(\$3.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	34995	THREE OLIVES GRAPE 60P	750ML	12	\$121.46	\$17.99	\$68.29	\$11.99	(\$53.17)	(\$6.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	35013	THREE OLIVES GRAPE 60P	1.75L	6	\$106.26	\$29.99	\$84.91	\$24.99	(\$21.35)	(\$5.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	34997	THREE OLIVES GRAPE 60P	1L	6	\$74.17	\$21.99	\$64.09	\$18.99	(\$10.08)	(\$3.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	35964	THREE OLIVES LOOPY 60P	750ML	12	\$121.46	\$17.99	\$68.29	\$11.99	(\$53.17)	(\$6.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	34959	THREE OLIVES RASPBRY 60P	750ML	12	\$121.46	\$17.99	\$68.29	\$11.99	(\$53.17)	(\$6.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	67161	THREE OLIVES ROSE 60P	750ML	12	\$121.46	\$17.99	\$68.29	\$11.99	(\$53.17)	(\$6.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	34958	THREE OLIVES VANILLA 60P	750ML	12	\$121.46	\$17.99	\$68.29	\$11.99	(\$53.17)	(\$6.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	34917	THREE OLIVES VODKA 80P	1L	6	\$74.05	\$21.99	\$63.87	\$18.99	(\$10.18)	(\$3.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	34919	THREE OLIVES VODKA 80P	1.75L	6	\$106.08	\$29.99	\$84.22	\$24.99	(\$21.86)	(\$5.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	34935	THREE OLIVES VODKA 80P	750ML	12	\$121.30	\$17.99	\$67.70	\$11.99	(\$53.60)	(\$6.00)	VODKA	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	28037	TIN CUP 10YR 84P	750ML	6	\$185.73	\$54.99	\$168.78	\$49.99	(\$16.95)	(\$5.00)	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	20158	WOLF MOON STRAIGHT 80P	750ML	12	\$201.96	\$29.99	\$168.14	\$24.99	(\$33.82)	(\$5.00)	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	16841	BLANTON GOLD ED. 103P	750ML	6	\$405.91	\$119.99	\$436.42	\$128.99	\$30.51	\$9.00	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	16850	BLANTON SINGLE BAR 93P	750ML	6	\$236.50	\$69.99	\$253.45	\$74.99	\$16.95	\$5.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	17756	EAGLE RARE 17 YR 101P	750ML	3	\$211.44	\$124.99	\$253.81	\$149.99	\$42.37	\$25.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	17946	ELMER T LEE BOURBON 90P	750ML	12	\$290.01	\$42.99	\$337.47	\$49.99	\$47.46	\$7.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	18416	GEORGE T. STAGG 135P	750ML	3	\$211.28	\$124.99	\$253.67	\$149.99	\$42.39	\$25.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	4993	GLENFARCLAS 12YR 88P	750ML	6	\$237.90	\$69.99	\$248.13	\$72.99	\$10.23	\$3.00	SCOTCH	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	56196	PAUL MASSON PEACH 54P	750ML	12	\$78.31	\$12.99	\$48.02	\$9.99	(\$30.29)	(\$3.00)	BRANDY	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	53216	PAUL MASSON VS BRANDY 80P	750ML	12	\$77.54	\$12.99	\$48.02	\$9.99	(\$29.52)	(\$3.00)	BRANDY	Supplier	

Quarterly Price Adjustments for Commission Approval  
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June 11, 2024

Broker	Vendor	Item #	Description	Size	Pack	Current FOB	Current Retail	New FOB	New Retail	FOB Diff	Retail Diff	Category	Changed By	Approved
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	27096	SAZERAC STRT RYE 18YR 90P	750ML	3	\$211.48	\$124.99	\$253.85	\$149.99	\$42.37	\$25.00	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	21538	STAGG STRAIGHT BRBN127.8P	750ML	6	\$185.34	\$54.99	\$202.27	\$59.99	\$16.93	\$5.00	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	27036	THOMAS H HANDY RYE 124.9P	750ML	3	\$211.31	\$124.99	\$253.71	\$149.99	\$42.40	\$25.00	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	21030	VAN WINKLE 23YR 95.6P	750ML	3	\$677.56	\$399.99	\$762.31	\$449.99	\$84.75	\$50.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	20146	VAN WINKLE RSV 10 YR 107P	750ML	3	\$169.04	\$99.99	\$219.88	\$129.99	\$50.84	\$30.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	21906	VAN WINKLE RSV 12YR 90.4P	750ML	3	\$186.06	\$109.99	\$253.85	\$149.99	\$67.79	\$40.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	20150	VAN WINKLE RSV 15 YR 107P	750ML	3	\$287.68	\$169.99	\$338.53	\$199.99	\$50.85	\$30.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	21016	VAN WINKLE RSV 20YR 90.4P	750ML	3	\$474.19	\$279.99	\$541.99	\$319.99	\$67.80	\$40.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	22036	WELLER ANTIQUE BOURB 107P	750ML	12	\$337.18	\$49.99	\$398.20	\$58.99	\$61.02	\$9.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	22042	WELLER CYPB WHEATED 95P	750ML	6	\$189.03	\$55.99	\$199.20	\$58.99	\$10.17	\$3.00	WHISKEY	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	22044	WELLER FULL PROOF WH 114P	750ML	6	\$188.87	\$55.99	\$199.04	\$58.99	\$10.17	\$3.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	22046	WELLER SINGLE BARREL 97P	750ML	6	\$182.23	\$53.99	\$189.01	\$55.99	\$6.78	\$2.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	22086	WILLIAM LARUE WLLER133.6P	750ML	3	\$211.29	\$124.99	\$253.67	\$149.99	\$42.38	\$25.00	BOURBON	Supplier	
SOUTHERN GLAZERS LLC	SHAW-ROSS INTER IMPORT	9278	OLD SMUGGLER 80P	1.75L	6	\$81.60	\$24.49	\$82.00	\$24.99	\$0.40	\$0.50	SCOTCH	Supplier	
UNBROKERED	H&S SPIRITS	74307	H&S BEA S APPLE PIE 52P	750ML	12	\$142.00	\$19.99	\$164.00	\$22.99	\$22.00	\$3.00	CORDIALS	Supplier	
UNBROKERED	THREE OF STRONG SPIRITS	43879	3OSS CHANDO 12 RUM 90P	750ML	6	\$177.00	\$49.99	\$213.00	\$59.99	\$36.00	\$10.00	RUM	Supplier	
<b>Total Price Adjustments-</b>		<b>186</b>												



**Delisted Items for Commission Approval**

**June 11, 2024**

ITEM #	DESCRIPTION	SIZE	UPC	LAST RETAIL	APPROVED
68742	//1010 WHISKEY CHOCOLA 31P	750ML	8437014192070	\$29.99	
64092	//AHUS AKVAVIT 76P	750ML	8-35229-010390	\$33.99	
72493	//BIRD DOG CRAZY DOG 70P	750ML	8-12459-013759	\$17.99	
87219	//BOZAL ENSAMBLE MEZCAL 94P	750ML	8-56442-005208	\$69.99	
28032	//BROWN SUGAR BOURBON 60P	750ML	8-15079-020404	\$21.99	
28031	//BROWN SUGAR BOURBON 60P	50ML	8-15079-020411	\$2.49	
28033	//BROWN SUGAR BOURBON 103P	750ML	8-15079-020862	\$29.99	
28055	//BROWN SUGAR BOURBON 103P	50ML	8-15079-021098	\$2.99	
78304	//BSB BROWN SUGAR BRBN 60P	375ML	0-88352-139074	\$9.99	
78305	//BSB BROWN SUGAR BRBN 103P	375ML	0-88352-139081	\$11.99	
45950	//CALICO JACK TRP PUNCH 42P	750ML	0-80686-930105	\$11.99	
64676	//CHAMBORD LIQUEUR 33P	750ML	0-83300-034531	\$33.99	
53675	//CLEAR CREEK BLUE PLUM 80P	750ML	0-16976-191000	\$39.99	
28304	//CLOVER GIN NO.4 LUCKY 88P	50ML	6-99176-584744	\$6.99	
58056	//COCKTAIL SQUAD MARG4PK20P	355ML	8-57757-008007	\$12.99	
26271	//COPPER MOON LEMON 60P	50ML	7-25272-730706	\$1.99	
88929	//CORAZON DE AGAVE REPSB80P	750ML	0-88004-029029	\$29.99	
58214	//CRAFTHOUSE SPICY MARG 28P	1.75L	8-59122-005093	\$27.99	
17642	//DEERHAMMER 4GRAIN SBW 88P	750ML	6-02573-528723	\$59.99	
25154	//DEERHAMMER SGL MALT 92P	750ML	6-02573-115145	\$59.99	
82613	//DEKUYPER HOT DAMN PET 30P	375ML	0-80686-373605	\$7.99	
26555	//ELIJAH CRAIG RYE 94P	750ML	0-96749-002733	\$34.99	
13126	//FOUND NORTH BATCH3 110P	750ML	6-44216-442232	\$149.99	
13124	//FOUND NORTH BATCH5 116P	750ML	6-44216-695133	\$139.99	
28502	//GARNISH ISLAND GIN 92P	750ML	0-89552-150777	\$34.99	
7786	//GRAND MACNISH 80P	750ML	0-89552-910401	\$13.49	
78278	//HARD TRUTH CIN VODKA 60P	50ML	8-50003-649177	\$2.99	
19119	//JOE LOUIS BOURBON 90P	750ML	0-51497-115944	\$39.99	
43590	//KIRK & SWEENEY GR RES 80P	750ML	8-56442-005093	\$58.99	
42511	//KIRK & SWEENEY RESERVA80P	750ML	8-56442-005086	\$48.99	
46406	//KOLOA KAUA I COCO RUM 80P	750ML	8-13742-010172	\$43.99	
75261	//KOLOA KAUA I COF RUM 68P	750ML	8-13742-010318	\$24.99	
46404	//KOLOA KAUA I DARK RUM 80P	50ML	8-13742-010134	\$1.99	
46405	//KOLOA KAUA I DARK RUM 80P	750ML	8-13742-010028	\$24.99	
62128	//KOLOA KAUA I MAI TAI 34P	1.75L	8-13742-010103	\$14.99	
62130	//KOLOA KAUA I P. APPLE 20P	1.75L	8-13742-010332	\$14.99	
75295	//LOS OSUNA BLANC AGAVE 80P	750ML	7503020797057	\$43.49	
65896	//METAXA OUZO 80P	750ML	0-87236-210359	\$24.49	
63130	//OTR MAI TAI PET 40P	200ML	0-80686-897064	\$7.99	
43645	//PARROT BAY MANGO PET 42P	750ML	0-88004-037055	\$15.99	
88990	//PASOTE ANEJO TEQUILA 80P	750ML	8-56442-005192	\$74.99	
88280	//PASOTE BLANCO TEQUILA 80P	750ML	8-56442-005178	\$54.99	

**Delisted Items for Commission Approval**

**June 11, 2024**

<b>ITEM #</b>	<b>DESCRIPTION</b>	<b>SIZE</b>	<b>UPC</b>	<b>LAST RETAIL</b>	<b>APPROVED</b>
88992	//PASOTE REPOSADO TEQ 80P	750ML	8-56442-005185	\$64.99	
9432	//PASSPORT 80P	1.75L	0-80432-111697	\$20.99	
76661	//PEARL LIMEBASIL VODKA 70P	750ML	0-88352-130309	\$13.99	
33518	//PINNACLE CUCUMBER VOD 60P	750ML	0-80686-932352	\$13.99	
33645	//PINNACLE PEACH 60P	50ML	0-80686-926894	\$1.79	
36358	//PINNACLE RUBYRED GRPF 60P	750ML	0-80686-932406	\$13.99	
35506	//PINNACLE TROP PUNCH 60P	1L	0-80686-926603	\$17.99	
21259	//REMUS GATSBY RSV 2023 98P	750ML	0-88352-140216	\$249.99	
37706	//RYE HARBOR VODKA 80P	750ML	0-89105-010787	\$21.49	
46329	//SALTWATER WOODY GRPFR 70P	750ML	8-60002-911915	\$24.99	
63374	//SIP SHINE BERRY TEA4PK40P	200ML	7-66214-288282	\$19.99	
37283	//SKEPTIC GF VODKA 80P	750ML	8-54132-007013	\$19.99	
43531	//SOUL PREMIUM CACHACA 80P	750ML	6-80569-336842	\$31.99	
43532	//SOUL PREMIUM CACHACA 80P	1L	7-93573-992161	\$33.99	
34877	//STOLICHNAYA STRASBERI 75P	1L	8-11751-020502	\$26.99	
32370	//STUBBORNLY DIF GIN 80P	750ML	1-00002-967148	\$29.99	
66995	//SUZE 40P	750ML	0-80432-112700	\$24.99	
77169	//TACONIC BOURBON CREAM 35P	750ML	1000049674642	\$34.99	
78149	//TACONIC DBL BRL MAPLE 90P	750ML	1-00007-967068	\$59.99	
21609	//TACONIC DUTCHESS RSV 90P	750ML	1-00007-967136	\$54.99	
26356	//TACONIC FOUNDERS RYE 90P	750ML	1-00007-967013	\$54.99	
25938	//TACONIC RYE WHISKEY 120P	750ML	1-00007-967112	\$59.99	
21610	//TACONIC SBW BOURBON 115P	750ML	1000049670515	\$59.99	
6236	//TEACHERS CREAM 86P	750ML	0-80686-805205	\$17.99	
32650	//UNCLE VALS BOTANICAL 90P	750ML	8-56442-005314	\$49.99	
32652	//UNCLE VALS RESTORATIV 90P	750ML	8-56442-005017	\$49.99	
28960	//X-GIN BELGIUM 88P	750ML	6-99176-584102	\$49.99	
22289	//YELLOWSTONE 2023 101P	750ML	0-88352-140223	\$119.99	
44159	//ZAYA COCOBANA 16YR 80P	750ML	7-20815-950535	\$35.99	
<b>Total Delisted Items- 71</b>					

**Coupons/Rebates for Commission Approval  
June 11, 2024**

Product	Size	Offer	Effective	Expiration	Approved
REDWOOD EMPIRE WHISKEY-EMERALD GIANT, PIPE DREAM OR LOST MONARCH	1 TO 3 -750ML	\$4-\$18 MIR	2/1/2024	10/1/2024	
BROKEN SHED VODKA	1 OR 2-750ML OR LARGER	\$8-\$30 MIR OR DIGITAL	5/1/2024	9/2/2024	
PROPER NO. TWELVE IRISH WHISKEY (ANY)	2- 750ML OR LARGER	\$10 IRC	6/1/2024	7/31/2024	
BULLEIT COCKTAILS AND/OR KETEL ONE COCKTAILS	2 TO 4-375ML OR 750ML	\$2 -\$10 MIR	7/1/2024	8/31/2024	
CHAMBORD BLACK RASPBERRY LIQUEUR	375ML OR LARGER	\$3 IRC	7/1/2024	7/31/2024	
CHAMBORD BLACK RASPBERRY LIQUEUR	375ML OR LARGER	\$3 MIR OR DIGITAL	7/1/2024	7/31/2024	
CROWN ROYAL (ANY)	750ML OR LARGER	\$3 IRC	7/1/2024	8/31/2024	
EL JIMADOR TEQUILA	750ML	\$2 IRC	7/1/2024	9/3/2024	
EL JIMADOR TEQUILA	750ML	\$3 MIR OR DIGITAL	7/1/2024	9/3/2024	
JOHNNIE WALKER BLACK LABEL	750ML	\$3 IRC	7/1/2024	8/31/2024	
KETEL ONE VODKA (ANY FLAVOR) OR KETEL ONE BOTANICAL (ANY FLAVOR)	750 ML	\$3 IRC	7/1/2024	8/31/2024	
LAGAVULIN 16YR; OBAN 14YR; TALISKER 10YR; AND OR THE SINGLETON	1 TO 3 -750ML	\$5-\$21 MIR	7/1/2024	8/31/2024	
PROPER NO. TWELVE IRISH WHISKEY (ANY)	750ML OR LARGER	\$3 IRC	9/1/2024	12/4/2024	

**Coupons/Rebates for Commission Approval**

**June 11, 2024**

<b>Product</b>	<b>Size</b>	<b>Offer</b>	<b>Effective</b>	<b>Expiration</b>	<b>Approved</b>
PROPER NO. TWELVE IRISH WHISKEY (ANY)	750ML OR LARGER	\$5 MIR	9/1/2024	12/4/2024	
THE KRAKEN (BLACK OR GOLD SPICED RUM )	750ML OR LARGER	\$5 MIR	9/1/2024	12/4/2024	
THREE OLIVES VODKA	750ML OR LARGER	\$5 MIR	9/1/2024	12/5/2024	
PENDELTON WHISKEY (ANY)	750ML OR LARGER	\$3 IRC	11/1/2024	1/2/2025	
PENDELTON WHISKEY (ANY)	750ML OR LARGER	\$5 MIR	11/1/2024	1/2/2025	
TINCUP WHISKEY (ANY)	750ML OR LARGER	\$3 IRC	11/1/2024	1/2/2025	
<b>Total Coupons/Rebates -19</b>					

## Fiscal Year Comparison Through June 1, 2024

### Draw

Game		FY 23		FY 24	Variance	% Variance
Gimme5	\$	1,201,216	\$	1,102,148	\$ (99,068)	-8.25%
World Poker Tour	\$	1,082,991	\$	1,025,957	\$ (57,034)	-5.27%
Lotto America	\$	2,863,488	\$	1,778,533	\$ (1,084,955)	-37.89%
Lucky for Life	\$	6,284,502	\$	6,089,258	\$ (195,244)	-3.11%
Pick 4	\$	4,696,850	\$	4,381,681	\$ (315,170)	-6.71%
Pick 3	\$	5,796,938	\$	5,615,971	\$ (180,967)	-3.12%
Megabucks	\$	7,508,706	\$	12,246,626	\$ 4,737,920	63.10%
Mega Millions	\$	19,501,644	\$	17,841,210	\$ (1,660,434)	-8.51%
Powerball	\$	26,340,336	\$	32,584,675	\$ 6,244,339	23.71%
<b>Total Draw Sales</b>	<b>\$</b>	<b>75,276,671</b>	<b>\$</b>	<b>82,666,059</b>	<b>\$ 7,389,388</b>	<b>9.82%</b>

<b>Fast Play</b>	<b>\$</b>	<b>12,929,150</b>	<b>\$</b>	<b>14,897,352</b>	<b>\$1,968,202</b>	<b>15.22%</b>
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### Instant

		FY 23		FY 24	Variance	% Variance
<b>Price Point</b>						
\$1	\$	5,961,228	\$	5,067,228	\$ (894,000)	-15.00%
\$2	\$	16,097,320	\$	15,049,946	\$ (1,047,374)	-6.51%
\$3	\$	20,908,104	\$	18,931,602	\$ (1,976,502)	-9.45%
\$5	\$	73,776,240	\$	70,648,370	\$ (3,127,870)	-4.24%
\$10	\$	73,742,800	\$	75,165,410	\$ 1,422,610	1.93%
\$20	\$	26,348,920	\$	27,606,320	\$ 1,257,400	4.77%
\$25	\$	76,573,350	\$	38,440,700	\$ (38,132,650)	-49.80%
\$30	\$	5,994,690	\$	51,528,900	\$ 45,534,210	
<b>Total Instants</b>	<b>\$</b>	<b>299,402,652</b>	<b>\$</b>	<b>302,438,476</b>	<b>\$3,035,824</b>	<b>1.01%</b>

<b>Total Combined</b>	<b>\$</b>	<b>387,608,473</b>	<b>\$</b>	<b>400,001,887</b>	<b>\$ 12,393,414</b>	<b>3.20%</b>
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**LOTTERY PROFIT TRANSFER TO GENERAL FUND - FY 2024**

	Current Fiscal Year Performance				Past Fiscal Years' Performance			
	Budget FY24	Actual FY24	Variance Dollars	Variance %	Actual FY23	Actual FY22	Actual FY21	Actual FY20
July	\$ 6,886,793	\$ 9,806,382	\$ 2,919,589	42.39%	\$ 9,717,486	\$ 6,947,748	\$ 5,271,349	\$ 4,372,781
August	\$ 5,509,433	\$ 5,183,984	\$ (325,449)	-5.91%	\$ 4,164,540	\$ 5,512,697	\$ 6,929,644	\$ 6,519,125
September	\$ 6,886,793	\$ 6,731,498	\$ (155,295)	-2.25%	\$ 3,493,085	\$ 4,726,583	\$ 4,822,725	\$ 4,282,740
October	\$ 5,509,433	\$ 1,967,191	\$ (3,542,242)	-64.29%	\$ 6,675,164	\$ 7,001,996	\$ 5,891,358	\$ 4,210,132
November	\$ 5,509,433	\$ 5,635,499	\$ 126,066	2.29%	\$ 7,184,011	\$ 4,207,005	\$ 4,884,356	\$ 7,614,872
December	\$ 6,886,793	\$ 10,519,423	\$ 3,632,630	52.75%	\$ 7,138,319	\$ 7,560,351	\$ 6,588,148	\$ 5,071,546
January	\$ 5,509,433	\$ 13,908,262	\$ 8,398,829	152.44%	\$ 6,858,726	\$ 5,233,306	\$ 10,216,388	\$ 4,715,297
February	\$ 5,509,433	\$ 5,390,259	\$ (119,174)	-2.16%	\$ 4,162,612	\$ 4,065,525	\$ 4,697,925	\$ 6,410,407
March	\$ 6,886,793	\$ 10,132,468	\$ 3,245,675	47.13%	\$ 5,356,396	\$ 8,336,659	\$ 7,465,530	\$ 4,595,526
April	\$ 5,509,433	\$ 7,503,463	\$ 1,994,030	36.19%	\$ 5,635,410	\$ 7,114,263	\$ 4,318,331	\$ 3,525,241
May	\$ 5,509,433	\$ 5,177,697	\$ (331,736)	-6.02%	\$ 6,231,137	\$ 5,612,671	\$ 6,444,655	\$ 7,853,991
June	\$ 6,886,797				\$ 5,467,786	\$ 5,005,102	\$ 3,117,308	\$ 5,418,085
<b>Current FY YTD</b>	<b>\$ 66,113,203</b>	<b>\$ 81,956,125</b>	<b>\$ 15,842,922</b>	<b>23.96%</b>	<b>\$ 72,084,673</b>	<b>\$ 71,323,906</b>	<b>\$ 70,647,717</b>	<b>\$ 64,589,742</b>
<b>Budget</b>	<b>\$ 73,000,000</b>							
		FY23 YTD Profit	Variance Dollars	% Variance				
<b>YOY Comparison</b>		<b>\$ 66,616,886</b>	<b>\$ 15,339,239</b>	<b>23.03%</b>				
<b>Projected</b>	<b>\$ 88,682,927</b>							

**PROFIT TRANSFER TO OUTDOOR HERITAGE FUND - FY 2024**

	Current Fiscal Year Performance				Past Fiscal Years' Performance			
	Budget	Actual	Variance	Variance	Actual	Actual	Actual	Actual
	<u>FY24</u>	<u>FY24</u>	<u>Dollars</u>	<u>%</u>	<u>FY23</u>	<u>FY22</u>	<u>FY21</u>	<u>FY20</u>
July	\$ 76,923	\$ 153,382	\$ 76,459	99.40%	\$ 89,099	\$ 31,025	\$ 44,271	\$ 23,377
August	\$ 61,538	\$ 125,007	\$ 63,469	103.14%	\$ 106,400	\$ 15,870	\$ 61,305	\$ 65,213
September	\$ 61,538	\$ 193,218	\$ 131,680	213.98%	\$ 96,902	\$ 204,657	\$ 22,000	\$ 22,880
October	\$ 76,923	\$ 80,969	\$ 4,046	5.26%	\$ 159,481	\$ 39,081	\$ 30,111	\$ 68,882
November	\$ 61,538	\$ 80,510	\$ 18,972	30.83%	\$ 54,908	\$ 61,385	\$ 25,152	\$ 76,883
December	\$ 76,923	\$ 170,836	\$ 93,913	122.09%	\$ 73,814	\$ 82,083	\$ 39,372	\$ 54,553
January	\$ 61,538	\$ 6,751	\$ (54,787)	-89.03%	\$ 60,536	\$ 57,444	\$ 117,214	\$ 29,429
February	\$ 61,538	\$ 100,517	\$ 38,979	63.34%	\$ 61,158	\$ 24,591	\$ 13,392	\$ 43,551
March	\$ 61,538	\$ 188,446	\$ 126,908	206.23%	\$ 69,357	\$ 49,369	\$ 11,061	\$ 12,239
April	\$ 76,923	\$ 73,441	\$ (3,482)	-4.53%	\$ 85,448	\$ 35,089	\$ 22,323	\$ 25,682
May	\$ 61,538	\$ 66,264	\$ 4,726	7.68%	\$ 79,279	\$ 36,210	\$ 60,231	\$ 152,310
June	\$ 61,542				\$ 171,189	\$ 105,123	\$ 25,904	\$ 76,150
<b>Current FY YTD</b>	<b>\$ 738,458</b>	<b>\$ 1,239,340</b>	<b>\$ 500,882</b>	<b>67.83%</b>	<b>\$ 1,107,570</b>	<b>\$ 741,928</b>	<b>\$ 472,336</b>	<b>\$ 651,148</b>
<b>Budget</b>	<b>\$ 800,000</b>							
<b>YOY Comparison</b>		<b>FY23 YTD Profit</b>	<b>Variance Dollars</b>	<b>% Variance</b>				
		<b>\$ 936,381</b>	<b>\$ 302,959</b>	<b>32.35%</b>				
<b>Projected</b>	<b>\$ 1,465,917</b>							

June 11, 2024

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**New Instant Games for Approval**





- Top Prize \$30,000.
- KEY NUMBER MATCH play style.
- Overall odds 1:3.41
- Quantity: 1,200,000
- Game number 648

Scratch YOUR NUMBERS to reveal 24 numbers. Then, scratch the matching numbers in the grid area. If you match ALL numbers in the same horizontal or vertical line, win prize shown for that line.

**\$3**

# DRAGONFLY DOLLARS

YOUR NUMBERS

\$	\$	\$	\$	\$	\$	\$	\$
\$	\$	\$	\$	\$	\$	\$	\$
\$	\$	\$	\$	\$	\$	\$	\$

	\$3	\$10	\$150	\$30,000	\$500	\$100	\$5
\$5			33	02	16		
\$25			35	29	22	37	20
\$75	23	10	27	19	13	25	14
\$1,000	03	17	32	12	08	30	06
\$50	09	24	15	26	11	28	05
\$10			21	31	18	04	34
\$3			01	36	07		

SEE TICKET BACK FOR PLAY INSTRUCTIONS.

**WIN UP TO \$30,000!**

SCRATCH TO CASH

Earn Points. Learn more at [club.maineLOTtery.com](http://club.maineLOTtery.com).

- Top Prize \$100,000.
- KEY NUMBER MATCH play style with 4 INSTANT WIN features and a 5X multiplier.
- Overall odds 1:3.82
- Quantity: 1,200,000
- Game Number 649

Match any of YOUR NUMBERS any of the WINNING NUMBERS, win prize shown. Reveal a “CASH STACK” symbol, win prize shown instantly. Reveal a “5X” symbol, win 5 TIMES the prize shown.

Reveal a “\$10 BURST” in the \$10 BONUS area, win \$10 instantly!  
 Reveal a “\$25 BURST” in the \$25 BONUS area, win \$25 instantly!  
 Reveal a “\$50 BURST” in the \$50 BONUS area, win \$50 instantly!

