

**Maine State Liquor and Lottery Commission**  
**Minutes of Meeting**  
**Tuesday March 12, 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, John Schneck, and Stacey Fitts

BABLO/DAFS Staff in attendance: Louis Luchini, Director; Michael Boardman, Deputy Director; Tracy Willett, Acting Deputy Director Liquor; Lisa Rodrigue, Lottery Marketing Manager; Daniel Meaney, Lottery Games Manager; Niall Breen, Operations/Security Supervisor; Jennifer Willis, Attorney General's Office; Terrance Meehan, Financial Analyst; Mandy Veniot, Office Associate II, Julie Waller, Clerk of the Commission

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, Darrell Frecker, and Carolyn Dennett

Fuseideas in attendance (Lottery portion only): Steve Mason

Others in attendance:

Spirits portion only: Rob Andreasen and David Hall, Southern Glazer's; Gary Dunklee, RNDC; Ken Grant and Tim Blue, Roopers; Seth Ferris, MS Walker; Michael Meier and Cathy Sullivan, RSVP; John Nappi, Bow Street; Caitlin Murphy, Luxco; Patrick Murphy, Martignetti; Matthew Tabenken, Sazerac; Peter Murphy, Ruby Wines; Dave Makson, Damon's Beverage; Jeff Cole, Caledonia Spirits; Mark Daley

**Approval of Minutes:**

Commission Chair Fitzgerald asked for a motion that the minutes of the February 13, 2024, meeting be approved. A motion was made by Commissioner Schneck to accept the minutes; the motion was seconded by Commissioner Monaghan. The roll was called, and all Commissioners voted in the affirmative; the motion passed unanimously.

**Liquor Operations:**

- Director Luchini announced that the Maine Spirits contract has been conditionally awarded to Pine State.
- It was also announced that Office Associate Mandy Veniot was leaving state service for an opportunity in the private sector.

- Director Luchini reported on February 2024 sales as follows:
  - Sales report for February:
    - Shipping days: 21 TY vs. 20 LY
    - Cases sold were 108,695 TY vs. 107,624; +1.00%
  - Dollar Sales were \$18,372,985 TY vs. \$17,834,286 LY; +3.02%
    - Bailment collected: \$245,083
    - Depletion allowances: \$625,128
  - Sales report for YTD:
    - Cases sold were: 969,308 TY vs. 982,710 LY; -1.36%
    - Dollar Sales were: \$166,334,160 TY vs. 164,233,593 LY; +1.28%
    - Shipping days were the same at 171 days
- Spirits Financial Activity YTD - FY 2024 vs FY 2023
- Spirits Operating Profits - \$46,052,302 vs \$46,009,564 (+0.09%)
- Spirits Profits Transfers - \$48,017,426 vs \$48,698,513 (-1.40%)
- 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 twenty-six (26) new product listings for March 2024. A motion was made by Commissioner Schneck 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 eighteen (18) label/package changes for March 2024. A motion was made by Commissioner Sheehan to accept the label/package changes as presented; the motion was seconded by Commissioner Monaghan. 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 two (2) VAP/Seasonal listings for March 2024. A motion was made by Commissioner Sheehan to accept the label/package change as presented; the

motion was seconded by Commissioner Monaghan. 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 twenty-two (122) price adjustments for quarterly price changes. A motion was made by Commissioner Schneck to accept the price changes; the motion seconded by Commissioner Monaghan. 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 two hundred and six (206) items for delisting. A motion was made by Commissioner Sheehan to approve the items for delisting. Motion was seconded by Commissioner Monaghan and the motion passed unanimously. (Delisted Items attached to the minutes)

### **Rebates:**

- Acting Deputy Director Tracy Willett presented thirty-two (32) rebates/coupons for March 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 Monaghan. 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:
  - New Spring Campaign – Spring for a Cocktail
  - February App Content Trends
    - Top Favorited Recipe - Espresso Chai-tini
    - Top Recipe – Espresso Chai-tini
    - Top Mood – Valentines Day
  - February 2024 Social Performance
  - February 2024 Email Marketing – 36% average open rate
  - Maine Spirits App – Launched January 2018, Total Downloads – 126,179; New Downloads for February – 2,019
  - Maine Spirits Limited Release Lottery 2024
    - Total of 5,670 Entries
      - Consumers – 5,388
      - On Premises Licensees – 156
      - Agency Liquor Store Licensees – 126
  - Maine Spirits sponsored Spirit Quest, an event of Maine Restaurant Week, where Portland restaurants prepare a “Sip” and a “Bite”, cocktail and food pairings for Quest attendees.
  - There will be a Maine Spirits Trade Show for licensees on May 8, 2024, 11-3pm at the Morgan Hill Event Center in Hermon.

**Other Business:** None

**Public Comments:** None

The next Commission meeting is scheduled for Tuesday, April 9, at 10:00 a.m.  
The May 2024 meeting is tentatively scheduled for May 14, 2024, at 10:00 a.m.

**Lottery Operations:**

Director Luchini reported that we are seeing some growth in the lottery. He provided a reminder that this is Maine Lottery's 50<sup>th</sup> anniversary year. Director Lucchini reported that Niall Breen will be recognized at the Legislature on March 14<sup>th</sup> as he will be representing Maine at the World Handball Championship. Director Luchini reported that the World Poker Tour is the worst performing game. This game will soon be replaced by Cash Pop.

Director Luchini reported on YTD (through March 6, 2024) sales as follows:

- Draw Sales FY24 \$62,093,676; +\$1,145,468 or +1.88%
- Fast Play Sales FY 10,437,799; +563,128 or +5.70
- Instant Game Sales FY24 \$222,041,873 +\$5,982,130 or +2.77%
- Total Combined Sales FY24 \$294,576,348 +7,690,726 or +2.77
  
- Lottery Profit Transfer to General Fund
  - February Actual FY24 \$5,390,259 +258,184 to Budget +5.03%
  - YTD Actual FY24 \$59,142,498; +\$14,236,898 to Budget +31.70%
  
- Profit Transfer to Outdoor Heritage Fund
  - February Actual FY24 \$100,517; +38,979 to Budget +63.34%
  - YTD Actual FY24 \$911,216; +\$372,757 to Budget +69.23%

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

**New Business:** None

**Old Business:** None

**Approval of New Games:**

- Marketing Manager Lisa Rodrigue presented two (2) new games for approval.
  - (\$5) LUCKY 7 CROSSWORD
  - (\$10) THE GOLDEN SPIN

A motion was made by Commissioner Sheehan to accept these games as presented; the motion was seconded by Commissioner Monaghan. 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 a meeting has not been held since her last report. She reported that there will be a brief meeting in April. In May there will be a two-day Tri-State meeting in Vermont.

## Scientific Games:

- Darell Frecker reported that an instant ticket planning meeting was held two weeks prior to the Commission meeting. Director Luchini attended this meeting. He reported that the team has been working on some of the 50<sup>th</sup> anniversary promotions and events with Fuseideas.
- Greta Cerce reported about upcoming promotions. Lucky For Life systems promotion March 17<sup>th</sup> – 23<sup>rd</sup>. Pick 3/Pick 4 systems promotion April 21<sup>st</sup> – 27<sup>th</sup>. Megabucks systems promotion May 5<sup>th</sup> – May 11<sup>th</sup>.

Current & Upcoming Multipliers: March 1st Through March 31st: 4X the Points on Lucky For Life Draw Tickets. April 1st Through April 30th: 3X the Points on \$5 Instant Tickets.

The top 5 games in the 1<sup>st</sup> ticket entered report stayed almost the same, with only #5 changing to Ultimate Da\$h from Holiday \$100s.

- Ticket Entry Summary Report:
  - Ticket entries in February 2024 up:
    - 14.8% MoM
    - 16.2% YoY
  - Tickets entered value in February 2024 up:
    - 16.8% MoM
    - 22.43% YoY
- Social Media Giveaway:
  - Dates: March 11<sup>th</sup> – 18th, 2024.
  - Qualifier: Commenting leprechaun name.
  - Prize: (5) entrants will win Maine Lottery merchandise.

## Fuseideas:

- Steve Mason reported that had been advertising Tri-State Megabucks throughout February along with Jackpot Party. Moving into March they continued with Tri-State Megabucks and have also been running responsible gaming messages on TV and radio. Also in March, they will be radio advertising for a Lucky for Life promotion. They are getting ready for a busy spring. In April they have the Powerball NASCAR promotion.

**Other Business:** None

**Public Comment:** None


**Adjournment:**

The next Commission meeting is scheduled for Tuesday, April 9, at 10:00 a.m.  
The May 2024 meeting is tentatively scheduled for May 14, 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 roll was called, and the motion carried unanimously. The meeting adjourned at 11:20 a.m.



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/9122252316?omn=88304253320>

**Meeting ID: 912 225 2316**

**Tuesday, March 12, 2024, 10:00 a.m.**

### **Agenda**

**Please note:** Meeting materials will be available on Monday, March 11<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 March 12, 2024](#) (use this link to open the page).

- 1. Call the meeting to order**
- 2. Approve the minutes of the February 13, 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 April meeting – April 9, 2024
  - b. Set May 2024 tentative meeting date (May 14, 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 April meeting – April 9, 2024
  - b. Set May 2024 tentative meeting date (May 14, 2024)
- 7. Adjournment**

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

Sales Data 2/1/2024 - 2/29/2024	Monthly								
			Variance						
	Prior Year	Current Year	Actual	%					
Shipping Days	20	21	1						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	107,624	108,695	1,072	1.00%	5,381	5,176	-3.81%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 17,834,286	\$ 18,372,985	\$ 538,700	3.02%	\$ 891,714	\$ 874,904	-1.89%		
Cost of Goods Sold	\$ 12,234,495	\$ 12,629,498	\$ 395,003	3.23%					
Depletion Allowances	\$ (648,869)	\$ (625,128)							
Total Cost of Good Sold	\$ 11,585,626	\$ 12,004,370	\$ 418,744	3.61%					
Sales Data 7/1/2023 - 2/29/2024	Year to Date								
			Variance						
	Prior Year	Current Year	Actual	%					
Shipping Days	171	171	0						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	982,710	969,308	(13,402)	-1.36%	5,747	5,668	-1.36%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 164,233,593	\$ 166,334,160	\$ 2,100,567	1.28%	\$ 960,430	\$ 972,714	1.28%		
Cost of Goods Sold	\$ 114,138,122	\$ 115,624,409	\$ 1,486,287	1.30%					
Depletion Allowances	\$ (10,224,740)	\$ (10,355,344)							
Total Cost of Good Sold	\$ 103,913,382	\$ 105,269,065	\$ 1,355,683	1.30%					
Other Revenue	Monthly Data				Year to Date Data				
			Variance				Variance		
	Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%	
Premium Tax	\$ 234,175	\$ 237,693	\$ 3,518	1.50%	\$ 2,123,840	\$ 2,112,784	\$ (11,056)	-0.52%	
Bailment	\$ 251,143	\$ 245,083	\$ (6,060)	-2.41%	\$ 2,098,413	\$ 2,101,768	\$ 3,355	0.16%	
Depletion Allowances	\$ 648,869	\$ 625,128	\$ (23,741)	-3.66%	\$ 10,224,740	\$ 10,355,344	\$ 130,604	1.28%	



**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	FY24	FY23	FY24	FY23	FY24	FY23	FY24*	FY23**
July	\$ 23,839,331	\$ 22,629,769	\$ 25,124,692	\$ 24,661,558	\$ 18,933,365	\$ 18,593,559	\$ 6,191,327	\$ 6,067,999	\$ 2,519,283	\$ (461,255)	\$ 8,710,610	\$ 5,606,743
August	\$ 22,779,895	\$ 22,927,540	\$ 27,407,361	\$ 26,650,192	\$ 20,581,546	\$ 19,956,240	\$ 6,825,814	\$ 6,693,952	\$ (2,680,780)	\$ 691,943	\$ 4,145,035	\$ 7,385,895
September	\$ 19,549,404	\$ 16,800,636	\$ 21,788,181	\$ 22,374,356	\$ 15,363,844	\$ 15,806,741	\$ 6,424,337	\$ 6,567,615	\$ 518,802	\$ (336,926)	\$ 6,943,139	\$ 6,230,689
October	\$ 19,364,299	\$ 18,487,135	\$ 20,445,885	\$ 19,653,886	\$ 14,973,382	\$ 14,299,090	\$ 5,472,503	\$ 5,354,796	\$ 2,892,251	\$ 3,127,680	\$ 8,364,754	\$ 8,482,477
November	\$ 18,125,677	\$ 16,947,863	\$ 20,797,829	\$ 20,541,666	\$ 15,433,608	\$ 15,202,580	\$ 5,364,221	\$ 5,339,086	\$ (1,491,929)	\$ (1,369,644)	\$ 3,872,292	\$ 3,969,443
December	\$ 23,592,555	\$ 21,643,762	\$ 23,019,035	\$ 23,535,552	\$ 17,355,154	\$ 17,628,238	\$ 5,663,881	\$ 5,907,314	\$ (2,079,138)	\$ (2,070,300)	\$ 3,584,743	\$ 3,837,013
January	\$ 16,751,480	\$ 15,698,158	\$ 18,268,178	\$ 17,854,978	\$ 12,770,251	\$ 12,286,707	\$ 5,497,927	\$ 5,568,271	\$ 2,539,744	\$ 2,471,325	\$ 8,037,671	\$ 8,039,596
February	\$ 17,165,600	\$ 15,320,424	\$ 18,860,218	\$ 18,355,879	\$ 14,247,927	\$ 13,845,348	\$ 4,612,291	\$ 4,510,531	\$ (253,109)	\$ 636,125	\$ 4,359,183	\$ 5,146,656
March	\$ 19,136,483	\$ 17,065,792	\$ -	\$ 19,208,025	\$ -	\$ 14,313,925	\$ -	\$ 4,894,100	\$ -	\$ (1,186,189)		\$ 3,707,910
April	\$ 17,303,554	\$ 15,221,714	\$ -	\$ 17,668,337	\$ -	\$ 13,109,574	\$ -	\$ 4,558,763	\$ -	\$ (471,443)		\$ 4,087,320
May	\$ 19,070,481	\$ 18,721,227	\$ -	\$ 22,465,626	\$ -	\$ 16,936,392	\$ -	\$ 5,529,234	\$ -	\$ 435,058		\$ 5,964,292
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>\$161,168,239</b>	<b>\$150,455,286</b>	<b>\$ 175,711,379</b>	<b>\$ 173,628,067</b>	<b>\$ 129,659,077</b>	<b>\$ 127,618,503</b>	<b>\$ 46,052,302</b>	<b>\$ 46,009,564</b>	<b>\$ 1,965,125</b>	<b>\$ 2,688,949</b>	<b>\$ 48,017,426</b>	<b>\$ 48,698,513</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	\$ -			\$ 4,894,100	\$ 4,927,032	\$ 4,769,398	\$ 4,545,890
April	\$ 4,655,480	\$ -			\$ 4,558,763	\$ 4,794,707	\$ 5,101,498	\$ 4,810,095
May	\$ 5,141,407	\$ -			\$ 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>\$ 43,486,647</b>	<b>\$ 46,052,302</b>	<b>\$ 2,565,655</b>	<b>5.90%</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>\$ 46,009,564</b>	<b>\$ 42,738</b>	<b>0.09%</b>				
<b>Projected</b>	<b>\$ 67,239,992</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	\$ 5,989,002	\$ 8,710,610	\$ 2,721,608	45.44%	\$ 5,606,743	\$ 4,704,158	\$ 4,183,060	\$ 6,851,571
August	\$ 6,850,764	\$ 4,145,035	\$ (2,705,729)	-39.50%	\$ 7,385,895	\$ 7,356,027	\$ 7,102,434	\$ 3,695,172
September	\$ 4,934,404	\$ 6,943,139	\$ 2,008,736	40.71%	\$ 6,230,689	\$ 4,961,833	\$ 4,795,086	\$ 8,343,620
October	\$ 8,347,905	\$ 8,364,754	\$ 16,849	0.20%	\$ 8,482,477	\$ 5,452,318	\$ 4,833,933	\$ 4,184,494
November	\$ 3,511,959	\$ 3,872,292	\$ 360,332	10.26%	\$ 3,969,443	\$ 6,417,132	\$ 7,077,873	\$ 4,160,381
December	\$ 4,312,180	\$ 3,584,743	\$ (727,437)	-16.87%	\$ 3,837,013	\$ 3,086,738	\$ 1,893,254	\$ 5,449,953
January	\$ 6,975,731	\$ 8,037,671	\$ 1,061,940	15.22%	\$ 8,039,596	\$ 7,169,313	\$ 6,995,925	\$ 4,671,610
February	\$ 5,253,659	\$ 4,359,183	\$ (894,476)	-17.03%	\$ 5,146,656	\$ 5,115,925	\$ 3,374,817	\$ 4,159,500
March	\$ 3,972,219	\$ -			\$ 3,707,910	\$ 3,635,081	\$ 5,874,603	\$ 6,417,175
April	\$ 3,970,905	\$ -			\$ 4,087,320	\$ 4,110,132	\$ 3,679,997	\$ 3,423,265
May	\$ 5,838,860	\$ -			\$ 5,964,292	\$ 5,873,898	\$ 3,391,606	\$ 4,287,620
June	\$ 3,934,263	\$ -			\$ 4,222,768	\$ 4,205,352	\$ 7,516,843	\$ 6,658,437
<b>Current FY YTD</b>	<b>\$ 46,175,604</b>	<b>\$ 48,017,426</b>	<b>\$ 1,841,823</b>	<b>3.99%</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>\$ 63,891,851</b>							
<b>YOY Comparison</b>		<b>FY23 YTD Profit</b>	<b>Variance Dollars</b>	<b>% Variance</b>				
		<b>\$ 48,698,513</b>	<b>\$ (681,086)</b>	<b>-1.40%</b>				
<b>Projected</b>	<b>\$ 65,748,221</b>							

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

March 6, 2024

**Liquor Operations Monthly and Annual Net Receipts Budget and Actual Performance Comparison  
State Fiscal Year 2024, as of February 29, 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	-	-	-	-	175,711,379
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)	-	-	-	-	(115,624,409)
Warehousing & Distribution	(1,198,161)	(1,299,706)	(1,006,018)	(990,644)	(1,011,432)	(1,106,028)	(841,870)	(923,996)	-	-	-	-	(8,377,855)
Trade Marketing	(532,293)	(578,673)	(446,085)	(439,522)	(449,357)	(491,873)	(372,834)	(410,123)	-	-	-	-	(3,720,759)
<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>47,988,356</b>
BABLO Operating Costs	(281,320)	(247,354)	(233,306)	(253,816)	(94,582)	(219,870)	(321,496)	(284,310)	-	-	-	-	(1,936,054)
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>46,052,302</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	-	-	-	-	14,543,140
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)	-	-	-	-	(12,879,409)
Warehousing & Distribution	75,913	(77,632)	56,056	62,430	(20,358)	156,046	81,204	20,078	-	-	-	-	353,737
Trade Marketing	3,707	(65,673)	(6,085)	(3,522)	(41,357)	39,127	4,166	(24,123)	-	-	-	-	(93,759)
<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>1,923,709</b>
BABLO Operating Costs	99,680	116,646	79,694	56,184	195,418	157,130	(53,496)	(9,310)	-	-	-	-	641,946
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>2,565,655</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	-	-	-	-	46,052,302
Outstanding Receivables	2,519,283	(2,680,780)	518,802	2,892,251	(1,491,929)	(2,079,138)	2,539,744	(253,109)	-	-	-	-	1,965,125
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>48,017,426</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%					73.9%
COGS	111.3%	127.1%	109.8%	107.7%	120.1%	103.3%	105.2%	115.4%					76.3%
Operating Profit	96.0%	110.8%	121.9%	104.8%	109.9%	88.7%	122.1%	99.9%					71.8%
<u>Actual Performance Indicators</u>													
COGS/Sales	67.4%	67.3%	62.8%	65.0%	66.7%	67.5%	61.5%	67.0%					65.8%
Operating Profit/Sales	24.6%	24.9%	29.5%	26.8%	25.8%	24.6%	30.1%	24.5%					26.2%

**Maine County Case Analysis through February 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>330,022</b>	<b>334,590</b>	<b>-1.37%</b>	<b>-4,568</b>	<b>670,812</b>	<b>679,916</b>	<b>-1.34%</b>	<b>-9,103</b>	<b>1,098,108</b>	<b>1,111,958</b>	<b>-1.25%</b>	<b>-13,850</b>
ANDROSCOGGIN	31,051	30,396	2.16%	655	58,481	59,228	-1.26%	-747	93,791	92,412	1.49%	1,379
AROOSTOOK	13,558	13,527	0.23%	31	27,137	27,241	-0.38%	-105	41,832	42,543	-1.67%	-711
CUMBERLAND	87,171	89,238	-2.32%	-2,068	176,527	182,874	-3.47%	-6,347	299,562	309,006	-3.06%	-9,444
FRANKLIN	10,030	10,528	-4.74%	-499	18,220	18,867	-3.43%	-647	28,343	28,977	-2.19%	-634
HANCOCK	13,057	13,202	-1.10%	-145	30,857	30,925	-0.22%	-68	56,276	56,846	-1.00%	-569
KENNEBEC	31,205	31,962	-2.37%	-757	62,971	62,853	0.19%	118	98,860	98,660	0.20%	200
KNOX	8,913	9,052	-1.54%	-139	18,107	18,436	-1.78%	-329	29,287	29,685	-1.34%	-398
LINCOLN	8,023	8,464	-5.20%	-440	17,097	18,014	-5.09%	-917	28,913	30,211	-4.30%	-1,299
OXFORD	10,735	10,984	-2.26%	-248	21,775	21,635	0.65%	140	34,462	34,891	-1.23%	-429
PENOBSCOT	39,412	40,314	-2.24%	-902	80,898	81,196	-0.37%	-298	126,200	126,845	-0.51%	-645
PISCATAQUIS	3,688	3,819	-3.43%	-131	7,793	8,114	-3.95%	-321	12,779	13,614	-6.13%	-834
SAGadahoc	8,466	8,433	0.40%	33	16,870	17,005	-0.79%	-135	26,208	26,517	-1.17%	-309
SOMERSET	11,006	10,763	2.26%	243	21,989	21,787	0.93%	202	34,407	34,310	0.28%	97
WALDO	6,541	6,541	0.00%	0	13,445	13,598	-1.13%	-154	21,455	21,619	-0.76%	-165
WASHINGTON	7,214	7,168	0.63%	45	15,260	15,061	1.32%	199	24,181	24,661	-1.95%	-480
YORK	39,953	40,199	-0.61%	-246	83,384	83,081	0.37%	303	141,553	141,161	0.28%	391
Months Included:	Feb 24, Jan 24, Dec 23	Feb 23, Jan 23, Dec 22			Feb 24, Jan 24, Dec 23, Nov 23, Oct 23, Sep 23	Feb 23, Jan 23, Dec 22, Nov 22, Oct 22, Sep 22			Feb 24, Jan 24, Dec 23, Nov 23, Oct 23, Sep 23, Aug 23, Jul 23, Jun 23	Feb 23, Jan 23, Dec 22, Nov 22, Oct 22, Sep 22, Aug 22, Jul 22, Jun 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

February 2024 Maine County Case Analysis (9Lt Equiv) Top 25

Rank	Acct #	Customer	License #	Location	County	Feb-24	Jan-24	Dec-23	Cases Last 3 Months	Cases Last 3 Months Prior Year	% Change	Case Diff
1	930081	ROOPERS AUBURN MINOT AVE	AGN-2006-427	AUBURN ,ME	ANDROSCOGGIN	4,385.11	2,708.28	3,565.42	10,658.81	9,600.96	11.02%	1,057.85
2	937052	DAMON'S BEV BANGOR	AGN-2018-1061	BANGOR ,ME	PENOBSCOT	1,647.01	1,412.07	2,466.69	5,525.77	4,855.99	13.79%	669.78
3	939694	HILLTOP SUPERETTE	AGN-2021-13221	PORTLAND ,ME	CUMBERLAND	292.68	270.83	335.55	899.06	517.60	73.70%	381.46
4	932780	SAM'S CLUB #6462 AUGUSTA	AGN-2009-610	AUGUSTA ,ME	KENNEBEC	603.57	580.73	507.90	1,692.20	1,396.43	21.18%	295.77
5	932608	SAM'S CLUB #8186 SCARBORO	AGN-2009-592	SCARBOROUGH ,ME	CUMBERLAND	399.91	425.15	781.73	1,606.79	1,354.47	18.63%	252.32
6	927293	BOB & MIKE'S MINI MART	AGN-2001-188	SACO ,ME	YORK	837.15	816.62	694.09	2,347.85	2,115.99	10.96%	231.85
7	927848	GOGGIN'S IGA -RANDOLPH	AGN-1992-249	RANDOLPH ,ME	KENNEBEC	436.04	362.58	312.83	1,111.45	918.34	21.03%	193.11
8	929034	J.D.'S PACKAGE STORE, INC	AGN-2004-413	EAST WATERBORO ,ME	YORK	1,505.99	923.47	1,519.03	3,948.48	3,760.81	4.99%	187.67
9	928127	SAM'S CLUB #6333 BANGOR	AGN-2001-328	BANGOR ,ME	PENOBSCOT	540.28	455.36	441.05	1,436.69	1,251.20	14.83%	185.49
10	939538	BIG APPLE #1027 ELM WATER	AGN-2020-13019	WATERVILLE ,ME	KENNEBEC	185.26	166.82	217.58	569.66	394.85	44.27%	174.81
11	935502	ROOPERS LEWISTON LISB ST	AGN-2014-806	LEWISTON ,ME	ANDROSCOGGIN	405.22	465.53	398.13	1,268.88	1,101.75	15.17%	167.13
12	940775	TOM'S MINI MART	AGN-2022-14819	MACHIAS ,ME	WASHINGTON	117.17	123.62	153.55	394.34	254.72	54.81%	139.62
13	933812	FRIENDLY DISCOUNT	AGN-2011-699	WESTBROOK ,ME	CUMBERLAND	547.59	439.10	569.92	1,556.61	1,429.84	8.87%	126.77
14	932772	WALMART #2013 WATERVILLE	AGN-2009-618	WATERVILLE ,ME	KENNEBEC	350.28	266.19	476.35	1,092.82	979.89	11.53%	112.94
15	935890	COUNTRY FARMS MKT WASHBRN	AGN-2015-827	WASHBURN ,ME	AROOSTOOK	122.21	90.21	121.62	334.04	222.96	49.82%	111.08
16	926220	DIPIETRO'S MARKET-S PORTL	AGN-1994-280	S PORTLAND ,ME	CUMBERLAND	612.12	489.63	821.40	1,923.14	1,814.55	5.98%	108.59
17	939140	TRADEWINDS ENI #2333	AGN-2020-12808	BREWER ,ME	PENOBSCOT	137.98	119.97	139.28	397.23	290.01	36.97%	107.22
18	939207	MARKET BASKET-WESTBROOK	AGN-2020-12884	WESTBROOK ,ME	CUMBERLAND	735.45	134.56	703.62	1,573.62	1,469.51	7.09%	104.12
19	934570	BIG APPLE #1065 ARUNDEL	AGN-2013-747	ARUNDEL ,ME	YORK	61.99	97.41	88.10	247.50	148.90	66.22%	98.60
20	940460	DELIA'S	AGN-2022-14486	COLUMBIA ,ME	WASHINGTON	158.42	170.03	195.41	523.86	425.64	23.07%	98.22
21	939470	OAK HILL BEVERAGE	AGN-2020-12943	SCARBOROUGH ,ME	CUMBERLAND	360.95	275.12	540.39	1,176.46	1,079.55	8.98%	96.91
22	940247	THE LOCAL	AGN-2022-14016	ORONO ,ME	PENOBSCOT	190.68	170.59	145.07	506.33	414.17	22.25%	92.16
23	926600	BOW STREET #8302 FREEPORT	AGN-2003-133	FREEPORT ,ME	CUMBERLAND	273.03	213.37	405.73	892.12	800.66	11.42%	91.46
24	939983	BOW JANGLES BEVERAGE	AGN-2021-13905	PEMAQUID ,ME	LINCOLN	82.07	72.67	102.30	257.04	172.64	48.89%	84.40
25	938498	NOURIA #1088 FRYEBURG	AGN-2019-2018	FRYEBURG ,ME	OXFORD	112.81	127.17	124.20	364.18	280.29	29.93%	83.88
					<b>TOTAL</b>	<b>15,101</b>	<b>11,377</b>	<b>15,827</b>	<b>42,305</b>	<b>37,052</b>	<b>14.18%</b>	<b>5,253.20</b>

Sales Region	Cases Last 3 Months	Cases Last 3 Months Prior Year	% Change	Case Diff vs. Prior Year
State of Maine	330,022	334,590	-1.37%	-4,568

Top 25 Agents % of 3 month Business

12.82% 11.07%

**New Items for Commission Approval  
March 12, 2024**

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail	Class	Approved
CALEDONIA SPIRITS	CALEDONIA SPIRITS	57690	BARR HILL GIN & TONIC 4P 355ML	1420	6	\$74.00	\$23.99	COCKTAILS	
MARTIGNETTI	MARTIGNETTI	76851	RANCHO LA GLORIA JALAPENO LIME INF TEQ	750	6	\$129.40	\$38.99	TEQUILA	
MARTIGNETTI	MARTIGNETTI	76850	RANCHO LA GLORIA PINK LEMONADE INF TEQ	750	6	\$129.40	\$38.99	TEQUILA	
MS WALKER	MS WALKER	66497	PLANTERAY RUM CUT & DRY COCONUT RUM700ML	700	6	\$128.66	\$38.99	RUM	
RNDC NEW HAMPSHIRE LLC	BULLY BOY DISTILLERS	17101	BULLY BOY STRAIGHT BOURBON WHISKEY	750	6	\$151.74	\$44.99	BOURBON	
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	85994	PENELOPE ROSE CASK FINISH BOURBON	750	6	\$168.70	\$49.99	BOURBON	
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	73545	EZRA BROOKS KSBW FINISHED IN PORT CASKS	750	6	\$117.80	\$34.99	WHISKEY	
RNDC NEW HAMPSHIRE LLC	SOVEREIGN BRANDS LLC	28607	MCQUEEN&VIOLET FOG ULTRAVIOLET/GIFT TUBE	750	6	\$121.32	\$36.99	GIN	
RUBY WINES NH	PARK STREET IMPORTS	64225	SEE THE ELEPHANT AMARO DI RUCOLA LIQ	750	6	\$145.25	\$42.99	CORDIALS	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	43031	BACARDI GOLD DARK RUM	50	120	\$84.54	\$1.79	RUM	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	4872	DEWAR'S 15 YR BLEND SCOTCH	750	6	\$152.73	\$44.99	SCOTCH	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	67595	PATRON XO CAFE COFFEE LIQUEUR	750	6	\$118.05	\$34.99	CORDIALS	
SOUTHERN GLAZERS LLC	FABRIZIA SPIRITS, LLC	59560	FABRIZIA LIMONCELLO SPRITZ	750	6	\$61.74	\$19.99	COCKTAILS	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	43024	ADMIRAL NELSON'S SPICED RUM	375	24	\$95.35	\$7.99	RUM	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	17926	ELIJAH CRAIG SML BATCH PGA CHAMPIONSHIP	750	6	\$124.63	\$36.99	BOURBON	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	85028	400 CONEJOS ANEJO MEZCAL ARTS ESP OAXACA	750	6	\$182.67	\$54.99	TEQUILA	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	85027	400 CONEJOS REPOSADO MZCL ARTS ESP OXC	750	6	\$132.67	\$39.99	TEQUILA	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	58902	JOSE CUERVO AUTH MANGO 6-4PK PET	200	6	\$30.72	\$9.99	COCKTAILS	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	102264	JOSE CUERVO MARG PET 3FLV 6P:LM/STW/MNG	200	4	\$30.92	\$14.99	COCKTAILS	

New Items for Commission Approval  
March 12, 2024

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail	Class	Approved
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	21228	1792 FULL PROOF KSBW	750	6	\$165.05	\$48.99	BOURBON	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	29117	AVIATION AMERICAN BATCH DISTILLED GIN	50	60	\$27.47	\$1.49	GIN	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	17089	BULLEIT STRAIGHT BOURBON 90 PRF PET	50	120	\$249.74	\$3.99	BOURBON	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	102286	CROWN ROYAL COMBO 10P:5E PEACH & APPLE	50	6	\$64.84	\$19.99	CANADIAN WHISKEY	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	10787	CROWN ROYAL SGL MLT CANADIAN WHISKEY	750	12	\$357.24	\$54.99	CANADIAN WHISKEY	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	78142	SMIRNOFF VANILLA FLV DSS PET	1750	6	\$94.41	\$26.99	VODKA	
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	37321	BELVEDERE ORG INF LEMON & BASIL	750	6	\$135.65	\$39.99	VODKA	
<b>Total New Items - 26</b>									



**Label Changes for Commission Approval  
March 12, 2024**

Broker	Supplier	Code	Description	Size	Retail	Change	Approved
MS WALKER	MS WALKER	87210	BANHEZ JOVEN MEZCAL 84P	1L	\$39.99	LABEL CHANGE	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	78109	SUGARLANDS BANANA PUD 40P	50ML	\$2.99	LABEL CHANGE	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	78107	SUGARLANDS BANANA PUD 40P	750ML	\$26.99	LABEL CHANGE	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	80517	SUGARLANDS BUTTER PEC 40P	50ML	\$2.99	LABEL CHANGE	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	80518	SUGARLANDS BUTTER PEC 40P	750ML	\$26.99	LABEL CHANGE	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	80520	SUGARLANDS CHOC COFF 40P	750ML	\$26.99	LABEL & NAME CHANGE, Formerly Dark Chocolate Coffee	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	80579	SUGARLANDS CHOC COFF 40P	50ML	\$2.99	LABEL & NAME CHANGE, Formerly Dark Chocolate Coffee	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	80523	SUGARLANDS ORANGE 40P	50ML	\$2.99	LABEL & NAME CHANGE, Formerly Electric Orange	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	80522	SUGARLANDS ORANGE 40P	750ML	\$26.99	LABEL & NAME CHANGE, Formerly Electric Orange	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	80547	SUGARLANDS PEANUT BTR 40P	50ML	\$2.99	LABEL CHANGE	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	80546	SUGARLANDS PEANUT BTR 40P	750ML	\$26.99	LABEL CHANGE	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	80524	SUGARLANDS STRAWBERRY 40P	750ML	\$26.99	LABEL & NAME CHANGE, Formerly Strawberry Dream	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	80525	SUGARLANDS STRAWBERRY 40P	50ML	\$2.99	LABEL & NAME CHANGE, Formerly Strawberry	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	19029	JIM BEAM BLACK 86P	375ML	\$14.99	LABEL, PROOF, UPC CHANGE	

**Label Changes for Commission Approval  
March 12, 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	BEAM SUNTORY	19026	JIM BEAM BLACK 86P	750ML	\$25.99	LABEL, PROOF, UPC CHANGE	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	19028	JIM BEAM BLACK 86P	1.75L	\$46.99	LABEL, PROOF, UPC CHANGE	
SOUTHERN GLAZERS LLC	BEAM SUNTORY	19021	JIM BEAM BLACK 8YR 86P	50ML	\$2.99	LABEL, PROOF, UPC CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	89488	MAESTRO DOBEL DIAMOND 80P	750ML	\$55.99	LABEL CHANGE	
<b>Total Label Changes - 18</b>							

**VAP and/or Seasonal Listings for Commission Approval  
March 12, 2024**

Broker	Supplier	Code	Description	Size	Pack	Retail	Approved
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	102225	DON JULIO BLANCO/SALT RIMMER	750	6	\$58.99	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	102031	FIREBALL CINN GOLF CLUB BIRDIE SHOT 10P	50	12	\$9.99	
<b>Total VAP/Seasonal Items - 2</b>							

Preliminary Quarterly Price Changes  
(Effective May 1, 2024)

Broker	Vendor	Item #	Description	Size	Pack	Current FOB	Current Retail	New FOB	New Retail	FOB Diff	Retail Diff	Category	Changed By	Comments
MARTIGNETTI	E.J. GALLO WINERY	89533	CAMARENA REPOSADA TEQ 80P	750ML	12	\$185.34	\$27.99	\$192.01	\$28.99	\$6.67	\$1.00	TEQUILA	SUPPLIER	
MARTIGNETTI	E.J. GALLO WINERY	87644	CAMARENA SILVER TEQ 80P	1.75L	6	\$154.43	\$44.99	\$137.12	\$39.99	(\$17.31)	(\$5.00)	TEQUILA	SUPPLIER	
MARTIGNETTI	E.J. GALLO WINERY	6075	DALMORE 14YR SGL MALT 87P	750ML	6	\$372.59	\$109.99	\$374.24	\$109.99	\$1.65	\$0.00	WHISKEY	SUPPLIER	
MARTIGNETTI	E.J. GALLO WINERY	4828	DALMORE 15Y SGL MLT 80P	750ML	6	\$510.68	\$149.99	\$510.68	\$149.99	\$0.00	\$0.00	SCOTCH	SUPPLIER	
MARTIGNETTI	E.J. GALLO WINERY	4829	DALMORE 18Y SGL MLT 86P	750ML	6	\$1,361.30	\$399.99	\$1,362.90	\$399.99	\$1.60	\$0.00	SCOTCH	SUPPLIER	
MARTIGNETTI	MARTIGNETTI	73558	DIRTY MONKEY FLV WSKY 70P	750ML	12	\$222.50	\$32.99	\$195.40	\$28.99	(\$27.10)	(\$4.00)	WHISKEY	SUPPLIER	
MARTIGNETTI	MARTIGNETTI	87499	DULCE VIDA BLANCO 80P	750ML	12	\$185.34	\$27.99	\$198.65	\$29.99	\$13.31	\$2.00	TEQUILA	SUPPLIER	
MARTIGNETTI	MARTIGNETTI	64920	DULCE VIDA GRAPEFRUIT 70P	750ML	12	\$161.53	\$23.99	\$178.80	\$26.99	\$17.27	\$3.00	CORDIALS	SUPPLIER	
MARTIGNETTI	MARTIGNETTI	64922	DULCE VIDA LIME 70P	750ML	12	\$161.53	\$23.99	\$178.80	\$26.99	\$17.27	\$3.00	CORDIALS	SUPPLIER	
MARTIGNETTI	MARTIGNETTI	64955	DULCE VIDA PINEAP JAL 70P	750ML	12	\$161.53	\$23.99	\$178.80	\$26.99	\$17.27	\$3.00	CORDIALS	SUPPLIER	
MARTIGNETTI	MARTIGNETTI	28477	EMPRESS 1908 GIN 85P	750ML	6	\$164.13	\$49.99	\$157.50	\$47.99	(\$6.63)	(\$2.00)	GIN	SUPPLIER	
MARTIGNETTI	MARTIGNETTI	73891	EMPRESS ELDER FL GIN 85P	750ML	6	\$164.13	\$49.99	\$157.50	\$47.99	(\$6.63)	(\$2.00)	GIN	SUPPLIER	
MARTIGNETTI	MARTIGNETTI	43933	FLOR DE CANA 130TH 90P	750ML	6	\$330.75	\$99.99	\$443.00	\$133.99	\$112.25	\$34.00	RUM	SUPPLIER	
MARTIGNETTI	MARTIGNETTI	42626	FLOR DE CANA BLACK 5Y 80P	750ML	12	\$131.22	\$19.99	\$182.00	\$27.99	\$50.78	\$8.00	RUM	SUPPLIER	
MARTIGNETTI	MARTIGNETTI	42631	FLOR DE CANA CENT 12Y 80P	750ML	6	\$131.85	\$39.99	\$182.00	\$55.49	\$50.15	\$15.50	RUM	SUPPLIER	
MARTIGNETTI	MARTIGNETTI	42649	FLOR DE CANA CENT 18Y 80P	750ML	6	\$165.00	\$49.99	\$226.00	\$68.49	\$61.00	\$18.50	RUM	SUPPLIER	
MARTIGNETTI	MARTIGNETTI	42646	FLOR DE CANA GOLD RUM 80P	750ML	12	\$101.38	\$15.49	\$143.00	\$21.99	\$41.62	\$6.50	RUM	SUPPLIER	
MARTIGNETTI	MARTIGNETTI	42656	FLOR DE CANA GRAND 7Y 80P	750ML	12	\$171.06	\$25.99	\$234.00	\$35.99	\$62.94	\$10.00	RUM	SUPPLIER	
MARTIGNETTI	REMY AMERIQUE INC	4698	BRUICH SCOTTISH BARL 100P	750ML	6	\$213.92	\$62.99	\$210.50	\$61.99	(\$3.42)	(\$1.00)	SCOTCH	SUPPLIER	
MARTIGNETTI	REMY AMERIQUE INC	49086	REMY MARTIN 1738 ARC 80P	750ML	6	\$212.66	\$63.99	\$216.00	\$64.99	\$3.34	\$1.00	COGNAC	SUPPLIER	
MARTIGNETTI	REMY AMERIQUE INC	49180	REMY MARTIN VSOP 80P	375ML	12	\$186.88	\$29.99	\$193.12	\$30.99	\$6.24	\$1.00	COGNAC	SUPPLIER	
MARTIGNETTI	REMY AMERIQUE INC	49186	REMY MARTIN VSOP COGN 80P	750ML	12	\$372.00	\$55.99	\$378.66	\$56.99	\$6.66	\$1.00	COGNAC	SUPPLIER	

Preliminary Quarterly Price Changes  
(Effective May 1, 2024)

MARTIGNETTI	REMY AMERIQUE INC	49185	REMY MARTIN VSOP FLSK 80P	375ML	12	\$186.88	\$29.99	\$193.12	\$30.99	\$6.24	\$1.00	COGNAC	SUPPLIER	
MARTIGNETTI	REMY AMERIQUE INC	50686	ST REMY VSOP 80P	750ML	12	\$106.24	\$16.49	\$109.56	\$16.99	\$3.32	\$0.50	BRANDY	SUPPLIER	
MARTIGNETTI	REMY AMERIQUE INC	50676	ST REMY XO AUTHENTIC 80P	750ML	12	\$148.70	\$22.99	\$151.90	\$23.49	\$3.20	\$0.50	BRANDY	SUPPLIER	
MARTIGNETTI	WILLIAM GRANT&SONS INC.	15940	TULLAMORE DEW 80P	750ML	12	\$215.09	\$32.99	\$221.65	\$33.99	\$6.56	\$1.00	IRISH WHISKEY	SUPPLIER	
MARTIGNETTI	WILLIAM GRANT&SONS INC.	15919	TULLAMORE DEW 80P	375ML	12	\$120.61	\$19.99	\$126.67	\$20.99	\$6.06	\$1.00	IRISH WHISKEY	SUPPLIER	
RNDC NEW HAMPSHIRE LLC	ADAMBA IMP. INTER. INC	35568	VESICA POTATO VODKA 80P	1.75L	6	\$79.30	\$23.99	\$69.46	\$21.99	(\$9.84)	(\$2.00)	VODKA	SUPPLIER	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	88401	HERRADURA LEGEND ANEJO80P	750ML	4	\$332.89	\$149.99	\$221.78	\$99.99	(\$111.11)	(\$50.00)	TEQUILA	SUPPLIER	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	26102	JACK DANIELS 10Y TEN 97P	700ML	6	\$253.46	\$74.99	\$304.32	\$89.99	\$50.86	\$15.00	WHISKEY	SUPPLIER	
RNDC NEW HAMPSHIRE LLC	BROWN FORMAN BEVERAGE	25984	JACK DANIELS 12Y TEN 107P	700ML	6	\$287.29	\$84.99	\$338.14	\$99.99	\$50.85	\$15.00	WHISKEY	SUPPLIER	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	89233	CORRALEJO ANEJO 80P	750ML	6	\$139.33	\$41.99	\$146.00	\$43.99	\$6.67	\$2.00	TEQUILA	SUPPLIER	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	87385	CORRALEJO BLANCO 80P	750ML	6	\$99.30	\$29.99	\$106.00	\$31.99	\$6.70	\$2.00	TEQUILA	SUPPLIER	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	89242	CORRALEJO REPOSADO 80P	750ML	6	\$109.32	\$32.99	\$116.00	\$34.99	\$6.68	\$2.00	TEQUILA	SUPPLIER	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	89249	CORRALEJO REPOSADO 80P	1.75L	6	\$203.02	\$58.99	\$206.48	\$59.99	\$3.46	\$1.00	TEQUILA	SUPPLIER	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	87612	MIJENTA BLANCO TEQUILA80P	750ML	6	\$209.33	\$62.99	\$186.00	\$55.99	(\$23.33)	(\$7.00)	TEQUILA	SUPPLIER	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	88460	XICARU ANEJO MEZCAL 86P	750ML	6	\$165.95	\$49.99	\$175.95	\$52.99	\$10.00	\$3.00	MEZCAL	SUPPLIER	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	88514	XICARU REPOSADO 80P	750ML	6	\$132.67	\$39.99	\$136.00	\$40.99	\$3.33	\$1.00	MEZCAL	SUPPLIER	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	88730	XICARU SILVER MEZCAL 81P	750ML	6	\$115.99	\$34.99	\$119.33	\$35.99	\$3.34	\$1.00	MEZCAL	SUPPLIER	
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	87746	XICARU SILVER MEZCAL 102P	750ML	6	\$149.15	\$44.99	\$155.82	\$46.99	\$6.67	\$2.00	MEZCAL	SUPPLIER	
RUBY WINES NH	RUBY WINES NH	21672	TOWN BRANCH BOURBON 90P	750ML	6	\$155.15	\$45.99	\$168.73	\$49.99	\$13.58	\$4.00	BOURBON	SUPPLIER	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	64416	BENEDICTINE 80P	750ML	12	\$256.28	\$37.99	\$269.84	\$39.99	\$13.56	\$2.00	CORDIALS	SUPPLIER	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	64416	BENEDICTINE 80P	750ML	12	\$256.28	\$37.99	\$269.84	\$39.99	\$13.56	\$2.00	CORDIALS	SUPPLIER	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	28238	BOMBAY SAPPHIRE 94P	1.75L	6	\$142.13	\$41.99	\$145.50	\$42.99	\$3.37	\$1.00	GIN	SUPPLIER	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	4876	DEWARS SPEC RES 12 YR 80P	750ML	12	\$237.18	\$34.99	\$250.92	\$36.99	\$13.74	\$2.00	SCOTCH	SUPPLIER	

Preliminary Quarterly Price Changes  
(Effective May 1, 2024)

SOUTHERN GLAZERS LLC	BACARDI USA, INC	4868	DEWAR'S WHITE LABEL 80P	1.75L	6	\$155.30	\$44.99	\$158.85	\$45.99	\$3.55	\$1.00	SCOTCH	SUPPLIER	
SOUTHERN GLAZERS LLC	BACARDI USA, INC	85545	PATRON EL ALTO REPO 80P	750ML	6	\$666.00	\$199.99	\$566.00	\$169.99	(\$100.00)	(\$30.00)	TEQUILA	SUPPLIER	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	43797	APPLETON ESTATE SIG 80P	750ML	12	\$151.17	\$22.99	\$164.43	\$24.99	\$13.26	\$2.00	RUM	SUPPLIER	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	64250	AVERNA AMARO LIQUER 58P	750ML	6	\$118.15	\$34.99	\$128.32	\$37.99	\$10.17	\$3.00	CORDIALS	SUPPLIER	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	10890	FORTY CREEK BARRL SEL 80P	750ML	12	\$161.75	\$24.99	\$148.70	\$22.99	(\$13.05)	(\$2.00)	WHISKEY	SUPPLIER	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	5201	GLEN GRANT 12Y ROTHES 86P	750ML	6	\$176.54	\$51.99	\$220.86	\$64.99	\$44.32	\$13.00	SCOTCH	SUPPLIER	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	22178	RUSSELLS RESERVE 1B 110P	750ML	6	\$209.24	\$61.99	\$212.63	\$62.99	\$3.39	\$1.00	BOURBON	SUPPLIER	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	40831	SKYY INF BLOOD ORANGE 70P	750ML	12	\$121.54	\$17.99	\$114.72	\$16.99	(\$6.82)	(\$1.00)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	40800	SKYY INF CHERRY 70P	750ML	12	\$121.54	\$17.99	\$114.72	\$16.99	(\$6.82)	(\$1.00)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	40804	SKYY INF CITRUS 70P	750ML	12	\$121.54	\$17.99	\$114.72	\$16.99	(\$6.82)	(\$1.00)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	40802	SKYY INF CITRUS 70P	1.75L	6	\$106.33	\$29.99	\$99.14	\$27.99	(\$7.19)	(\$2.00)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	40232	SKYY INF GEORGIA PEACH70P	750ML	12	\$121.54	\$17.99	\$114.72	\$16.99	(\$6.82)	(\$1.00)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	40821	SKYY INF PINEAPPLE 70P	750ML	12	\$121.54	\$17.99	\$114.72	\$16.99	(\$6.82)	(\$1.00)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	40813	SKYY INF RASPBERRY 70P	750ML	12	\$121.54	\$17.99	\$114.72	\$16.99	(\$6.82)	(\$1.00)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	36749	SKYY INF WATERMELON 70P	750ML	12	\$121.54	\$17.99	\$114.72	\$16.99	(\$6.82)	(\$1.00)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	40465	SKYY INF WILD STRWBRY 70P	750ML	12	\$121.54	\$17.99	\$114.72	\$16.99	(\$6.82)	(\$1.00)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	27116	WILD TURKEY 101 RYE 101P	750ML	12	\$181.35	\$26.99	\$188.13	\$27.99	\$6.78	\$1.00	BOURBON	SUPPLIER	
SOUTHERN GLAZERS LLC	CAMPARI AMERICA	22102	WILD TURKEY LONGBRANC 86P	750ML	6	\$145.04	\$42.99	\$134.87	\$39.99	(\$10.17)	(\$3.00)	BOURBON	SUPPLIER	
SOUTHERN GLAZERS LLC	CASAMIGOS-DIAGEO	88832	CASAMIGOS ANEJO 80P	375ML	12	\$228.25	\$36.99	\$209.67	\$33.99	(\$18.58)	(\$3.00)	TEQUILA	SUPPLIER	
SOUTHERN GLAZERS LLC	CASAMIGOS-DIAGEO	85425	CASAMIGOS CRISTALINO 80P	750ML	6	\$206.00	\$61.99	\$199.33	\$59.99	(\$6.67)	(\$2.00)	TEQUILA	SUPPLIER	
SOUTHERN GLAZERS LLC	CASAMIGOS-DIAGEO	85431	CASAMIGOS CRISTALINO 80P	375ML	12	\$215.88	\$34.99	\$197.32	\$31.99	(\$18.56)	(\$3.00)	TEQUILA	SUPPLIER	
SOUTHERN GLAZERS LLC	CASAMIGOS-DIAGEO	87288	CASAMIGOS MEZCAL JOVE 80P	750ML	6	\$222.67	\$66.99	\$209.33	\$62.99	(\$13.34)	(\$4.00)	MEZCAL	SUPPLIER	
SOUTHERN GLAZERS LLC	CASAMIGOS-DIAGEO	88830	CASAMIGOS REPOSADO 80P	375ML	12	\$203.50	\$32.99	\$197.32	\$31.99	(\$6.18)	(\$1.00)	TEQUILA	SUPPLIER	

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SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	68039	BAILEYS 100ML 3 PACK 34P	100ML	32	\$299.87	\$17.99	\$267.49	\$15.99	(\$32.38)	(\$2.00)	CORDIALS	SUPPLIER	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	43331	CAPT MORG SPICED 70P	50ML	120	\$105.38	\$1.99	\$55.21	\$1.49	(\$50.17)	(\$0.50)	RUM	SUPPLIER	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	43247	CAPT MORG SPICED 100 100P	50ML	120	\$182.98	\$2.99	\$104.80	\$1.99	(\$78.18)	(\$1.00)	RUM	SUPPLIER	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	11290	CROWN ROYAL 80P	50ML	60	\$105.35	\$3.49	\$52.59	\$1.99	(\$52.76)	(\$1.50)	CANADIAN WHISKEY	SUPPLIER	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	10775	CROWN ROYAL PEACH 70P	50ML	60	\$105.40	\$3.49	\$52.69	\$1.99	(\$52.71)	(\$1.50)	WHISKEY	SUPPLIER	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	10803	CROWN ROYAL REG APPLE 70P	50ML	60	\$105.39	\$3.49	\$52.69	\$1.99	(\$52.70)	(\$1.50)	CANADIAN WHISKEY	SUPPLIER	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	69940	RUMPLE MINZE 100P	50ML	120	\$174.24	\$2.79	\$104.80	\$1.99	(\$69.44)	(\$0.80)	CORDIALS	SUPPLIER	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	77630	SMIRNOFF BLUEBERRY 70P	50ML	120	\$84.73	\$1.79	\$54.62	\$1.49	(\$30.11)	(\$0.30)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	77630	SMIRNOFF BLUEBERRY 70P	50ML	120	\$84.73	\$1.79	\$55.21	\$1.49	(\$29.52)	(\$0.30)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	77645	SMIRNOFF CITRUS 70P	50ML	120	\$84.73	\$1.79	\$55.21	\$1.49	(\$29.52)	(\$0.30)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	77671	SMIRNOFF GREEN APPLE 70P	50ML	120	\$84.73	\$1.79	\$55.21	\$1.49	(\$29.52)	(\$0.30)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	77696	SMIRNOFF ORANGE 70P	50ML	120	\$84.73	\$1.79	\$55.21	\$1.49	(\$29.52)	(\$0.30)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	77902	SMIRNOFF PEPPERMINT 60P	50ML	120	\$64.99	\$1.79	\$55.42	\$1.49	(\$9.57)	(\$0.30)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	37991	SMIRNOFF PET 80P	50ML	120	\$84.54	\$1.79	\$55.02	\$1.49	(\$29.52)	(\$0.30)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	77737	SMIRNOFF RASPBERRY 70P	50ML	120	\$84.73	\$1.79	\$55.21	\$1.49	(\$29.52)	(\$0.30)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	77840	SMIRNOFF STRAWBERRY 70P	50ML	120	\$84.73	\$1.79	\$55.21	\$1.49	(\$29.52)	(\$0.30)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	77845	SMIRNOFF VANILLA 70P	50ML	120	\$83.73	\$1.79	\$55.21	\$1.49	(\$28.52)	(\$0.30)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	77850	SMIRNOFF WATRMLN TWST 70P	50ML	120	\$84.73	\$1.79	\$55.21	\$1.49	(\$29.52)	(\$0.30)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	77857	SMIRNOFF WHIPPED CRM 60P	50ML	120	\$84.94	\$1.79	\$55.42	\$1.49	(\$29.52)	(\$0.30)	VODKA	SUPPLIER	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	22404	BERNHEIM WHEAT WHSKY 119P	750ML	3	\$109.61	\$64.99	\$113.03	\$66.99	\$3.42	\$2.00	WHISKEY	SUPPLIER	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	11773	BLACK VELVET 80P	200ML	48	\$117.54	\$5.49	\$78.18	\$4.49	(\$39.36)	(\$1.00)	CANADIAN WHISKEY	SUPPLIER	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	68148	CAROLANS COLD BREW 34P	750ML	6	\$60.73	\$17.99	\$67.51	\$19.99	\$6.78	\$2.00	CORDIALS	SUPPLIER	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	68126	CAROLANS IRISH CREAM 34P	750ML	12	\$121.46	\$17.99	\$135.02	\$19.99	\$13.56	\$2.00	CORDIALS	SUPPLIER	

Preliminary Quarterly Price Changes  
(Effective May 1, 2024)

SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	68128	CAROLANS IRISH CREAM 34P	1.75L	6	\$112.90	\$31.99	\$116.46	\$32.99	\$3.56	\$1.00	CORDIALS	SUPPLIER	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	18095	EVAN WILLIAMS 1783 90P	750ML	6	\$77.19	\$22.99	\$80.58	\$23.99	\$3.39	\$1.00	WHISKEY	SUPPLIER	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	27114	PIKESVILLE STR RYE 110P	750ML	6	\$168.56	\$49.99	\$185.51	\$54.99	\$16.95	\$5.00	WHISKEY	SUPPLIER	
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	28146	WIDOW JANE BOURBON 91P	375ML	12	\$313.42	\$49.99	\$250.60	\$39.99	(\$62.82)	(\$10.00)	BOURBON	SUPPLIER	
SOUTHERN GLAZERS LLC	PARK STREET IMPORTS	89115	CHAMUCOS ANEJO 80P	750ML	6	\$198.00	\$59.99	\$219.33	\$65.99	\$21.33	\$6.00	TEQUILA	SUPPLIER	
SOUTHERN GLAZERS LLC	PARK STREET IMPORTS	89187	CHAMUCOS REPOSADO 80P	750ML	6	\$165.00	\$49.99	\$176.00	\$52.99	\$11.00	\$3.00	TEQUILA	SUPPLIER	
SOUTHERN GLAZERS LLC	PARK STREET IMPORTS	87328	CHAMUCOS TEQ BLANCO 80P	750ML	6	\$149.30	\$44.99	\$162.67	\$48.99	\$13.37	\$4.00	TEQUILA	SUPPLIER	
SOUTHERN GLAZERS LLC	PHILLIPS PRODUCTS CO	6322	TOMATIN DULCHAS 86P	750ML	6	\$101.50	\$29.99	\$108.25	\$31.99	\$6.75	\$2.00	SCOTCH	SUPPLIER	
SOUTHERN GLAZERS LLC	PHILLIPS PRODUCTS CO	6316	TOMATIN SCOTCH 86P	750ML	6	\$135.50	\$39.99	\$142.25	\$41.99	\$6.75	\$2.00	SCOTCH	SUPPLIER	
SOUTHERN GLAZERS LLC	SAZERAC CO., INC.	11074	MISTER SAM TRIBUTE 133.8P	750ML	1	\$135.68	\$249.99	\$162.87	\$299.99	\$27.19	\$50.00	CANADIAN WHISKEY	SUPPLIER	
SOUTHERN GLAZERS LLC	TEQUILAS PREMIUM INC.	88739	CLASE AZUL ANEJO 80P	750ML	3	\$883.00	\$529.99	\$916.00	\$549.99	\$33.00	\$20.00	TEQUILA	SUPPLIER	
SOUTHERN GLAZERS LLC	TEQUILAS PREMIUM INC.	88920	CLASE AZUL REPOSADO 80P	375ML	6	\$305.87	\$98.99	\$354.00	\$114.99	\$48.13	\$16.00	TEQUILA	SUPPLIER	
SOUTHERN GLAZERS LLC	TEQUILAS PREMIUM INC.	88741	CLASE AZUL REPOSADO 80P	750ML	6	\$581.00	\$174.99	\$599.00	\$179.99	\$18.00	\$5.00	TEQUILA	SUPPLIER	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	58199	CRAFTHOUSE MOSCOW M 22.2	1.75L	6	\$86.00	\$27.99	\$61.77	\$19.99	(\$24.23)	(\$8.00)	COCKTAILS	SUPPLIER	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	58202	CRAFTHOUSE MOSCOW M 22.2	200ML	24	\$74.35	\$5.99	\$42.36	\$3.99	(\$31.99)	(\$2.00)	COCKTAILS	SUPPLIER	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	58206	CRAFTHOUSE PALOMA 21.2P	200ML	24	\$74.35	\$5.99	\$42.38	\$3.99	(\$31.97)	(\$2.00)	COCKTAILS	SUPPLIER	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	58210	CRAFTHOUSE PINE APP 27.2P	200ML	24	\$74.35	\$5.99	\$42.28	\$3.99	(\$32.07)	(\$2.00)	COCKTAILS	SUPPLIER	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	58208	CRAFTHOUSE SMOKY MA 24.4P	200ML	24	\$74.35	\$5.99	\$42.32	\$3.99	(\$32.03)	(\$2.00)	COCKTAILS	SUPPLIER	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	18310	F MARION STRT BBN 82P	750ML	6	\$185.75	\$54.99	\$48.58	\$14.99	(\$137.17)	(\$40.00)	BOURBON	SUPPLIER	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	25180	KINGS TOWN RYE 100P	750ML	6	\$185.60	\$54.99	\$48.31	\$14.99	(\$137.29)	(\$40.00)	WHISKEY	SUPPLIER	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	19912	NEW ENGLAND BARREL 117.4P	750ML	12	\$390.00	\$57.99	\$404.80	\$59.99	\$14.80	\$2.00	BOURBON	SUPPLIER	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	19914	NEW ENGLAND BARRL SWB 99P	750ML	12	\$255.96	\$37.99	\$269.52	\$39.99	\$13.56	\$2.00	BOURBON	SUPPLIER	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	20461	OLD HAMER SGL BRL 100P	750ML	6	\$141.40	\$41.99	\$119.96	\$35.99	(\$21.44)	(\$6.00)	BOURBON	SUPPLIER	



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STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	25268	OLD HAMER STR RYE 90P	750ML	6	\$121.10	\$35.99	\$67.04	\$19.99	(\$54.06)	(\$16.00)	WHISKEY	SUPPLIER	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	31588	OLD HARBOR ADV GIN 80P	750ML	12	\$110.78	\$16.99	\$77.54	\$12.99	(\$33.24)	(\$4.00)	GIN	SUPPLIER	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	37446	OLD HARBOR ADV VODKA 80P	750ML	12	\$114.55	\$16.99	\$48.02	\$9.99	(\$66.53)	(\$7.00)	VODKA	SUPPLIER	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	32322	SKEPTIC GF GIN 90P	750ML	6	\$81.68	\$24.99	\$38.62	\$12.99	(\$43.06)	(\$12.00)	GIN	SUPPLIER	
STONE FENCE BEVERAGE	STONE FENCE BEVERAGE	25986	YELLOW BIRD 4Y TN 90P	750ML	6	\$134.83	\$39.99	\$117.88	\$34.99	(\$16.95)	(\$5.00)	WHISKEY	SUPPLIER	
UNBROKERED	HARDSHORE DISTILLING CO.	30487	HARDSHORE GIN 92P	1.75L	6	\$212.38	\$59.99	\$230.24	\$64.99	\$17.86	\$5.00	GIN	SUPPLIER	
UNBROKERED	WIGGLY BRIDGE DISTILLERY	27972	WIGGLY BRIDGE BOURBON 86P	750ML	6	\$179.95	\$49.99	\$216.09	\$59.99	\$36.14	\$10.00	BOURBON	SUPPLIER	
UNBROKERED	WIGGLY BRIDGE DISTILLERY	22072	WIGGLY BRIDGE DAVES 130P	750ML	6	\$649.43	\$179.99	\$504.90	\$139.99	(\$144.53)	(\$40.00)	WHISKEY	SUPPLIER	
<b>Total Price Adjustments - 122</b>														

**Delisted Items for Commission Approval  
March 12, 2024**

<b>ITEM #</b>	<b>DESCRIPTION</b>	<b>SIZE</b>	<b>UPC</b>	<b>LAST RETAIL</b>	<b>APPROVED</b>
10835	//CROWN ROYAL NOBLE13Y90P	750ML	082000785262	\$59.99	
100784	//KETEL ONE BLOODYMARY80P	750ML	085156375127	\$25.99	
68052	//BAILEYS RED VELVET 34P	750ML	086767705013	\$31.99	
41078	//JEREMIAH SWEET TEA 70P	1.75L	082000002031	\$24.99	
101174	//BULLEIT W/RYE&YETICU90P	750ML	082000794486	\$64.99	
87146	//ASTRAL TEQUILA 92P	750ML	700175342553	\$37.99	
77880	//SMIRNOFFSOURS WATERM 60P	750ML	082000769965	\$14.99	
100202	//BAILEYS W/BOWLS 34P	750ML	086767705129	\$31.99	
101104	//BULLEIT BOURBON2-MUG90P	750ML	082000793885	\$31.99	
10348	//VAT 69 GOLD 80P	1.75L	088076200975	\$20.99	
74090	//GODIVA WHITECHOCOLAT30P	750ML	087000005518	\$28.99	
74089	//GODIVA DARK CHOC 30P	750ML	082000003779	\$28.99	
74086	//GODIVA CHOCOLATE 30P	750ML	087000003118	\$28.99	
43304	//CAPT MORG BLCKSPCD94.6P	1.75ML	082000757924	\$32.99	
43302	//CAPT MORG BLCKSPCD94.6P	750ML	082000757900	\$21.99	
82902	//DEKUYPER RED APPLE 30P	750ML	080686309406	\$13.99	
35123	//PINNACLE VANILLA 60P	1L	080686929345	\$17.99	
44546	//CRUZAN GUAVA RUM 42P	750ML	080686970026	\$13.99	
15825	//PRIZEFIGHT IRISHWSKY86P	750ML	736040540625	\$32.99	
23646	//FOUR QUEENS BLNWSK100P	750ML	084848244345	\$13.99	
26565	//BARRISTERS MAPLEPECA70P	750ML	084848310309	\$12.49	
18430	//G&W PRIV ST 5YR BRB 86P	750ML	084848200310	\$24.99	
78122	//SANDY CAY COCONUT L 42P	750ML	084848617309	\$11.99	
62155	//LAIRDS OLD FASHION 80P	750ML	084848910905	\$13.99	
24576	//LITTLE BOOK CHAPT 6117P	750ML	080686011330	\$124.99	
24577	//LITTLE BOOK CH7 116P	750ML	080686004370	\$124.99	
65330	//KRONAN SWEDISHPUNSCH52P	750ML	793573950772	\$29.49	
34606	//GREY GOOSE LAVANILLE80P	750ML	080480984182	\$29.99	
48525	//REVISEUR COGNAC VS 80P	750ML	084848680303	\$34.99	
17081	//BULLEIT BOURBON 90P	50ML	082000759720	\$3.99	
15658	//JAMESON CSKMTESSTOUT80P	750ML	080432109922	\$38.99	
15648	//JAMESON CSKMTES IPA 80P	750ML	080432112199	\$38.99	
42609	//MALIBU TROP BANANA 42P	1L	089540493367	\$22.99	
78723	//HIRAM WALKER CREM WH30P	750ML	089540125633	\$9.49	
3839	//HERRADURA DBL BRLREP80P	750ML	744607000369	\$50.99	
26239	//JACK DANIELS HRTG132.5P	750ML	082184005040	\$64.99	
100407	//JACK DANIELS SB PC 130P	750ML	082184002100	\$64.99	
26884	//JACK DANIELS SBSELCT94P	750ML	082184004289	\$48.99	
26885	//JACK DANIELS SB SLCT94P	750ML	082184004289	\$45.99	
20370	//OLD FORESTER BARREL 90P	750ML	081128001087	\$44.99	
606	//OLD FORRESTERBIRTHDA96P	750ML	081128014681	\$169.99	
76824	//BLOOD OATH PACTNO.98.6P	750ML	088352140124	\$129.99	
85988	//BLOOD OATH PACTNO898.6P	750ML	088352139135	\$119.99	
101559	//BLOOD OATH TRILOGY98.6P	750ML	088352136424	\$599.99	
86330	//DAVISS COUNTRY KSB 96P	750ML	088352136431	\$49.99	

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88274	//ELMAYOR MASTER ANEJO80P	750ML	088352135274	\$44.99	
21219	//REBEL DISTILLERSCOL113P	750ML	088352134857	\$44.99	
18410	//REMUS BOURBONBARREL114P	750ML	854054008693	\$202.43	
21260	//REMUS GATSBY RSV15YR98P	750ML	088352139500	\$249.99	
21261	//REMUS REPEAL RSV 6 100P	750ML	088352139159	\$99.99	
25098	//ROSSVILLE SINGLEBRL113P	750ML	1008835213908	\$59.99	
25928	//ROSSVILLE UNION BRL112P	700ML	854054008686	\$59.99	
22281	//YELLOWSTONE FAMILY 100P	750ML	088352139111	\$74.99	
22271	//YELLOWSTONE HANDSEL101P	750ML	088352136271	\$109.99	
22283	//YELLOWSTONE HANDSEL115P	750ML	088352139142	\$119.99	
22265	//YELLOWSTONE LTD2020101P	750ML	088352135625	\$109.99	
74301	//HEAVENS DOORBOOTLEG114P	700ML	810098404464	\$699.99	
85678	//HEAVENS DOORBOOTLEG114P	750ML	810098402040	\$579.99	
18520	//HEAVENS DOOR 10YR 100P	750ML	810098400541	\$99.99	
22279	//WOODFORD RSVBATCHPR124P	700ML	081128003210	\$149.99	
25039	//JACKDANIELSHERITAGE100P	700ML	082184007068	\$74.99	
74782	//JACK DANIELS WINTER 30P	750ML	082184007198	\$16.99	
02890	//AMARULA CREAM W/ETC 34P	750ML	763878002483	\$26.99	
06055	//TOBERMORY 17 YR 111.8P	750ML	5029704220434	\$199.99	
04526	//BUNNAHABHAINABHAI101.6P	700ML	5029704220670	\$184.99	
02891	//AMARULA CREAM W/2GLS34P	750ML	763878002483	\$28.99	
67869	//AMARULA VANILLACREME31P	750ML	763878002476	\$26.99	
39551	//HAPPY BUDDHA JASMINE80P	750ML	862436000005	\$199.99	
64676	//CHAMBORD LIQUEUR 33P	750ML	083300034531	\$33.99	
65896	//METAXA OUZO 80P	750ML	087236210359	\$24.49	
28690	//MOLETTA POMODORO GIN86P	750ML	084848551306	\$39.99	
89879	//SIETE LEGUAS ANEJO 80P	750ML	860240019190	\$69.99	
88858	//WILD SHOT SILVER 86.8P	750ML	088320580013	\$44.99	
46001	//BLUE CHAIR SPICED RUM 70P	750ML	856881004626	\$19.99	
16843	//BIRD DOG 84P	750ML	8-12459-014664	\$22.99	
22480	//BIRD DOG PUMPKIN SP 70P	750ML	8-12459-015685	\$20.99	
498	//JACK DANIELS BK W/2G 80P	750ML	0-82184-201985	\$27.99	
159	//JACK DANIELS FIRE/GL 70P	750ML	0-82184-202777	\$27.99	
27181	//JACK DANIELS RYE 90P	750ML	0-82184-003459	\$29.99	
101302	//JACK DANIELS W/GLASS 80P	750ML	0-82184-205297	\$27.99	
470	//JACK DANIELS W/GLS 80P	750ML	0-82184-202036	\$27.99	
22279	//WOODFORD RSV BATCH PR124P	700ML	0-81128-003340	\$149.99	
699	//WOODFORD RSV W/GLASS 90P	750ML	0-81128-201432	\$38.99	
46219	//BULLY BOY PRIVATE 91.25P	750ML	8-52444-003723	\$39.99	
61616	//PENNSYLVANIA EGGNOG 30P	750ML	0-84380-360947	\$10.99	
27041	//HIGH WEST MIDWINTERS 92P	750ML	8-54396-005190	\$149.99	
100808	//BARENJAGER W/2 GLS 70P	750ML	0-80368-533013	\$27.99	
103123	//MOZART CHOCOLATE W/GL 34P	750ML	0-80368-015410	\$28.99	
37144	//CRYSTAL HEAD BONE BTL 80P	750ML	6-27040-411780	\$49.99	
26740	//SAGAMORE SPIRIT 6YR 110P	750ML	8582320071677	\$69.99	

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26781	//TEMPLETON BARREL RYE 114P	750ML	7-20815-921634	\$51.99	
43596	//BACARDI BANANA 70P	750ML	0-80480-007171	\$14.99	
44477	//CRUZAN COCONUT RUM 42P	1L	0-80686-970156	\$17.99	
44507	//CRUZAN PINEAPPLE RUM 42P	1L	0-80686-970262	\$17.99	
82766	//DEKUYPER BLUEBERRY 48P	750ML	0-80686-317401	\$13.99	
26316	//JIM BEAM APPLE PET 65P	1.75L	0-80686-043577	\$34.99	
428	//JIM BEAM BLK W/2GLS 86P	750ML	0-80686-034476	\$25.99	
26314	//JIM BEAM HONEY PET 65P	1.75L	0-80686-043546	\$34.99	
100636	//JIM BEAM SEASON 12PK 80P	50ML	0-80686-000068	\$17.99	
101293	//JIM BEAM WHITE W/HOLI 80P	750ML	0-80686-027423	\$18.99	
447	//KNOB CREEK W/GLS 100P	750ML	0-80686-035022	\$37.99	
525	//MAKERS MARK W/2GLASS 90P	750ML	0-85246-501740	\$29.99	
34779	//PINNACLE BERRY 70P	1L	0-80686-929321	\$17.99	
34940	//PINNACLE BLUEBERRY 60P	1L	0-80686-926924	\$17.99	
725	//PINNACLE CANDY CANE 70P	50ML	0-80686-931973	\$3.99	
36007	//PINNACLE CUCMBR WTRML 60P	750ML	0-80686-926795	\$13.99	
33559	//PINNACLE HABANERO VOD 60P	750ML	0-80686-932116	\$13.99	
35225	//PINNACLE MANGO 70P	750ML	0-80686-926627	\$13.99	
33586	//PINNACLE PINEAPPLE 60P	50ML	0-80686-929383	\$1.79	
35229	//PINNACLE POMEGRANATE 60P	750ML	0-80686-926399	\$13.99	
36492	//PINNACLE TROP PUNCH 60P	50ML	0-80686-932529	\$1.79	
101432	//GRAND MARNIER W/FLUTE 80P	750ML	7-21059-003216	\$39.99	
11771	//BLACK VELVET 80P	50ML	0-96749-003365	\$1.79	
3345	//CAROLANS IR CR W/MUG 34P	750ML	8-10845-030120	\$16.99	
101086	//ELIJAH CRAIG HOLIDAY 94P	750ML	0-96749-002788	\$34.99	
102014	//ELIJAH CRAIG RYE OF 94P	750ML	0-96749-004591	\$34.99	
101815	//ELIJAH CRAIG W/JIGG 94P	750ML	0-96749-004041	\$32.99	
73729	//EVAN WILLIAMS CIDER 34P	750ML	0-96749-083763	\$11.99	
59100	//EVAN WILLIAMS EGGNOG 30P	750ML	0-96749-025336	\$9.99	
101841	//LARCENY W/LOWBALL GL 92P	750ML	0-96749-004065	\$27.99	
101142	//LARCENYW/GLASS&FLASK 92P	750ML	0-96749-002856	\$27.99	
28456	//DAMRAK GIN 83.6P	750ML	0-87236-330002	\$19.99	
15198	//WHISTLEPIG BESPOK RYE 86P	750ML	8-51460-002529	\$129.99	
15192	//WHISTLEPIG HOMESTOCK 86P	750ML	8-50001-901543	\$72.99	
101592	//OLD ELK INFINITY 114.9P	750ML	8-52045-007953	\$149.99	
59089	//DRAKES BOX PERF MARG 24P	1.75L	8-50002-554694	\$22.99	
86450	//WESTWARD WKY STOUT CSK92P	750ML	8-53507-000161	\$89.99	
56316	//ALLENS BUG LIGHT 60P	750ML	0-89552-003189	\$29.99	
16846	//BIRD DOG 7YR 88P	750ML	8-12459-014688	\$27.99	
80018	//BLUE CHAIR CO SPC CRM 30P	50ML	8-56881-004312	\$1.49	
63181	//COCKTAIL COURIER MARG 25P	1.75L	7-36040-543497	\$29.99	
16659	//BASIL HAYDEN SMOKE 80P	750ML	0-80686-012474	\$49.99	
66972	//STOLI CRUSHED MANGO 60P	750ML	811751022384	\$17.99	
102073	//STOLICHNAYA W 2 GLS 80P	1.75L	811751023770	\$34.99	
102211	//KENTUCKY OWL 3PK 100P	750ML	857361007427	\$349.99	

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27971	//WIGGLY BRIDGEBOURBON86P	375ML	720189837784	\$39.99	
76870	//WOODFORD MASTER COLL90P	700ML	081128003333	\$149.99	
22090	//WILLETT 9 YRBOURBON 131P	750ML	0-85219-155116	\$364.99	
27062	//MICHTERS 10 YR RYE 92.8P	750ML	0-39383-002288	\$214.99	
19876	//MICHTERS 10Y SINGLE 94P	750ML	0-39383-002295	\$204.99	
16381	//OLD FITZ 8Y BIB	750ML	0-96749-004829	\$109.99	
16369	//OLD FITZGERALD 8Y 21	750ML	0-96749-004980	\$84.99	
16373	//OLD FITZGERALD 11YR	750ML	0-96749-003877	\$109.99	
16377	//OLD FITZGERALD 17YR	750ML	0-96749-003990	\$199.99	
16379	//OLD FITZGERALD 19YR	750ML	0-96749-004249	\$239.99	
16380	//OLD FITZGERALD 10Y	750ML	0-96749-004720	\$139.99	
67901	//BAILEYS SMORES 34P	750ML	0-86767-705419	\$31.99	
101707	//BAILEYS W/GLASS MUG 34P	750ML	0-86767-705402	\$31.99	
100865	//C.ROYAL APPLE W/GLS 70P	750ML	0-82000-792208	\$29.99	
58800	//CAPT MORG LI ICED TEA 34P	750ML	0-82000-743491	\$12.99	
72911	//CAPT MORG ORANGE VAN 60P	750ML	0-82000-792659	\$17.99	
43695	//CAPT MORG ORIG 70P	100ML	0-82000-005940	\$3.79	
43242	//CAPT MORG SPICED 100 100P	1.75L	0-82000-742005	\$34.99	
43330	//CAPT MORG WHITE 80P	1.75L	0-82000-766858	\$25.99	
43325	//CAPT MORG WHITE 80P	50ML	0-82000-003786	\$1.99	
10784	//CROWN ROYAL SALT CARM 70P	750ML	0-82000-783978	\$29.99	
558	//CROWN ROYAL W/2 GLS 80P	1.75L	0-82000-789239	\$53.99	
16250	//G.DICKEL 13YR BIB 100P	750ML	0-82000-800460	\$49.99	
36181	//GORDONS VODKA 80P	50ML	0-88600-000156	\$1.79	
5349	//JOHNNIE WALKER RED-SQ 80P	1.75L	0-88076-163164	\$44.99	
866	//JOHNNIE WALKER W/GLS 80P	750ML	0-88076-186033	\$249.99	
101423	//KETEL ONE W/MARTINI 80P	750ML	0-85156-375141	\$24.99	
6158	//LAGAVULIN OFF CHD OAK 92P	750ML	0-88076-187702	\$89.99	
6016	//LAGAVULIN OFFERMAN 92P	750ML	0-88076-185647	\$76.99	
37998	//SMIRNOFF 80P	1.75L	0-82000-105701	\$25.99	
77849	//SMIRNOFF VANILLA 70P	1.75L	0-82000-724049	\$26.99	
85672	//CLEVELAND UG HONEY 110P	750ML	8-50020-930647	\$56.99	
85670	//CLEVELAND UG CUSTOM 96P	750ML	8-50020-930616	\$49.99	
85671	//CLEVELAND UG MAPLE 105P	750ML	8-50020-930623	\$56.99	
18381	//FOUR ROSES 23 LE SB 108P	750ML	8-60007-585302	\$229.99	
36432	//BERKSHIRE MT ICE GLEN 80P	750ML	0-94922-954107	\$34.99	
85295	//GRAN AGAVE GHOST ED 80P	750ML	7501233712829	\$79.99	
50350	//MARQUIS DE ST-LOUP CL 80P	750ML	3297364073154	\$49.99	
65591	//JCB BOISSET CAVIAR 80P	750ML	0-17151-634565	\$99.99	
28619	//JCB BOISSET GIN 90P	750ML	0-17151-646780	\$99.99	
48277	//JCB 1969 COGNAC 92P	1L	0-17151-690332	\$1,969.99	
5409	//LONGROW PEAT SGL MALT 92P	750ML	6-10854-000264	\$99.99	
77365	//SAPLING MAPLE LIQUEUR 70P	375ML	8-91081-002010	\$22.49	
40157	//SEAGRAMS PEACH VODKA 70P	750ML	7-20815-988835	\$12.99	
6113	//SPRINGBANK 10YR 92P	750ML	6-10854-107000	\$109.99	

**Delisted Items for Commission Approval  
March 12, 2024**

ITEM #	DESCRIPTION	SIZE	UPC	LAST RETAIL	APPROVED
6115	//SPRINGBANK 15YR 92P	750ML	6-10854-157005	\$179.99	
27546	//ST GEORGE SINGLE MALT 86P	750ML	0-27724-337502	\$119.99	
18521	//HEAVENS DOOR 10YR 100P	750ML	8-10098-403030	\$114.99	
58983	//DASHFIRE MANHATTAN 76P	750ML	0-43499-929858	\$39.99	
58982	//DASHFIRE MANHATTAN 76P	100ML	0-43499-929865	\$7.99	
42626	//FLOR DE CANA BLACK 5Y 80P	750ML	0-26964-334227	\$19.99	
5637	//GORDON&MAC MORTLACH25 86P	750ML	7-47020-651514	\$287.99	
5538	//GORDON&MAC SCAPA 10 86P	750ML	7-47020-811017	\$84.99	
5848	//RAASAY WHILE WE WAIT 92P	750ML	8-10914-030006	\$84.99	
31980	//RANSOM OLD TOM GIN 88P	750ML	6-65991-040109	\$49.99	
43682	//RON CENTENARIO 20Y 80P	750ML	8-50554-001110	\$64.99	
64917	//CHASE ELDERFLOWER 40P	750ML	8-87485-000011	\$32.99	
64317	//BUTTERFLY CANNON BLUE 80P	750ML	8-10035-511101	\$35.99	
75242	//KINKY RUBY 34P	50ML	0-84279-003061	\$1.49	
4582	//BRUICHLADDICH BERE 100P	750ML	0-87236-700782	\$104.99	
4475	//BRUICHLADDICH PCSC 110.4P	750ML	0-87236-701123	\$144.99	
6566	//BRUICHLADDICH PMC:01 109P	750ML	0-87236-701239	\$149.99	
64775	//COINTREAU NOIR 80P	750ML	0-87236-565695	\$46.99	
43970	//MT GAY 1703 ANDEAN 96P	750ML	0-87236-950804	\$194.99	
42736	//MT GAY 1703 OLD CASK 86P	750ML	0-87236-950705	\$199.99	
4336	//OCTOMORE 14.1 SM 119.2P	750ML	0-87236-701208	\$219.99	
27940	//WESTLAND AMER SGL MLT 92P	750ML	8-55410-003024	\$79.99	
25217	//JOURNEYMAN NOT KING 90P	750ML	0-91037-813572	\$49.99	
42233	//SUGAR ISLAND CNUT RUM 42P	750ML	0-85200-027521	\$20.99	
42230	//SUGAR ISLAND SPCD RUM 92P	750ML	0-85200-027545	\$21.49	
4352	//BALVENIE DOUBLEWOOD 86P	200ML	0-83664-873845	\$21.99	

**Coupons/Rebates for Commission Approval  
March 12, 2024**

<b>Product</b>	<b>Size</b>	<b>Offer</b>	<b>Effective</b>	<b>Expiration</b>	<b>Approved</b>
1800 TEQUILA	750ML OR LARGER	\$3 IRC	6/1/2024	9/11/2024	
1800 TEQUILA	750ML OR LARGER	\$5 MIR	6/1/2024	9/11/2024	
1800 TEQUILA ULTIMATE MARGARITA	1.75L	\$2 IRC	6/1/2024	9/11/2024	
1800 TEQUILA ULTIMATE MARGARITA	1.75L	\$4 MIR	6/1/2024	9/11/2024	
1800 THE ULTIMATE MARGARITA, ANY VARIETY	1.75L	\$4 MIR	6/1/2024	9/11/2024	
21 SEEDS	750ML	\$3 IRC	4/1/2024	5/31/2024	
BAILEYS IRISH CREAM LIQUEUR, ANY FLAVOR	750ML	\$5 IRC	5/1/2024	6/30/2024	
BULLEIT FRONTIER WHISKEY	750ML	\$5 IRC	5/1/2024	6/30/2024	
CAPTAIN MORGAN	1.75L	\$3 IRC	5/1/2024	6/30/2024	
CUTWATER, ANY VARIETY	4-PACK	\$3 DIGITAL	3/1/2024	8/31/2024	
CUTWATER, ANY VARIETY	4-PACK	\$3 DIGITAL	5/1/2024	7/4/2024	
DEWARS 19 BLENDED SCOTCH	750ML	\$20 MIR OR DIGITAL	3/1/2024	3/31/2024	
DEWARS 19 BLENDED SCOTCH	750ML	\$20 MIR OR DIGITAL	4/1/2024	5/31/2024	
DON JULIO BLANCO TEQUILA	750ML	\$5 IRC	5/1/2024	6/30/2024	
EL JIMADOR	750ML	\$2 IRC	3/1/2024	6/30/2024	
HOWLER HEAD MONKEY SPIRIT	750ML OR LARGER	\$5 MIR	3/1/2024	6/1/2024	
HOWLER HEAD MONKEY SPIRIT	750ML OR LARGER	\$5 MIR	9/1/2024	12/31/2024	

**Coupons/Rebates for Commission Approval  
March 12, 2024**

<b>Product</b>	<b>Size</b>	<b>Offer</b>	<b>Effective</b>	<b>Expiration</b>	<b>Approved</b>
JACK DANIELS TENNESSEE WHISKEY, HONEY, FIRE, OR APPLE	TWO 750ML OR LARGER	\$8 IRC	6/1/2024	7/31/2024	
JACK DANIELS TENNESSEE WHISKEY, HONEY, FIRE, OR APPLE	TWO 750ML OR LARGER	\$12 MIR OR DIGITAL	6/1/2024	7/31/2024	
JOSE CUERVO ESPECIAL OR TRADICIONAL	750ML OR LARGER	\$4 MIR	6/1/2024	9/11/2024	
JOSE CUERVO MARGARITAS OR GOLDEN MARGARITA	4-PACK OR 1.75L	\$4 MIR	6/1/2024	9/11/2024	
JOSE CUERVO PREPARED COCKTAILS	1L OR 4-PACK	\$2 IRC	6/1/2024	9/11/2024	
KETEL ONE VODKA	750ML	\$5 IRC	5/1/2024	6/30/2024	
MI CAMPO	750ML	\$2 IRC	4/1/2024	5/31/2024	
MI CAMPO COCKTAILS	375ML	\$1 IRC	4/1/2024	5/31/2024	
OLD FORESTER 86 OR 100 PROOF	750ML	\$2 IRC	4/1/2024	5/31/2024	
OLD FORESTER 86 OR 100 PROOF	750ML	\$3 MIR OR DIGITAL	4/1/2024	5/31/2024	
OLD SMUGGLER SCOTCH WHISKY	1.75L	\$5 MIR	2/1/2024	5/31/2024	
SMIRNOFF, ANY VARIETY	1.75L	\$3 IRC	4/1/2024	5/31/2024	
SVEDKA VODKA OR GIN	750ML	\$2 IRC	3/1/2024	4/30/2024	
TEREMANA - GUACAMOLE	N/A	UP TO \$10 OFF	5/1/2024	6/5/2024	
WHITE CLAW VODKA	750ML	\$3 IRC	2/1/2024	5/31/2024	
<b>Total Coupons/Rebates - 32</b>					



## 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	\$ 6,415,095	\$ 9,806,382	\$ 3,391,287	52.86%	\$ 9,717,486	\$ 6,947,748	\$ 5,271,349	\$ 4,372,781
August	\$ 5,132,075	\$ 5,183,984	\$ 51,909	1.01%	\$ 4,164,540	\$ 5,512,697	\$ 6,929,644	\$ 6,519,125
September	\$ 6,415,095	\$ 6,731,498	\$ 316,403	4.93%	\$ 3,493,085	\$ 4,726,583	\$ 4,822,725	\$ 4,282,740
October	\$ 5,132,075	\$ 1,967,191	\$ (3,164,884)	-61.67%	\$ 6,675,164	\$ 7,001,996	\$ 5,891,358	\$ 4,210,132
November	\$ 5,132,075	\$ 5,635,499	\$ 503,424	9.81%	\$ 7,184,011	\$ 4,207,005	\$ 4,884,356	\$ 7,614,872
December	\$ 6,415,095	\$ 10,519,423	\$ 4,104,328	63.98%	\$ 7,138,319	\$ 7,560,351	\$ 6,588,148	\$ 5,071,546
January	\$ 5,132,075	\$ 13,908,262	\$ 8,776,187	171.01%	\$ 6,858,726	\$ 5,233,306	\$ 10,216,388	\$ 4,715,297
February	\$ 5,132,075	\$ 5,390,259	\$ 258,184	5.03%	\$ 4,162,612	\$ 4,065,525	\$ 4,697,925	\$ 6,410,407
March	\$ 6,415,095				\$ 5,356,396	\$ 8,336,659	\$ 7,465,530	\$ 4,595,526
April	\$ 5,132,075				\$ 5,635,410	\$ 7,114,263	\$ 4,318,331	\$ 3,525,241
May	\$ 5,132,075				\$ 6,231,137	\$ 5,612,671	\$ 6,444,655	\$ 7,853,991
June	<u>\$ 6,415,095</u>				<u>\$ 5,467,786</u>	<u>\$ 5,005,102</u>	<u>\$ 3,117,308</u>	<u>\$ 5,418,085</u>
<b>Current FY YTD</b>	<b>\$ 44,905,660</b>	<b>\$ 59,142,498</b>	<b>\$ 14,236,838</b>	<b>31.70%</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>\$ 68,000,000</b>							
		FY23 YTD Profit	Variance Dollars	% Variance				
<b>YOY Comparison</b>		<b>\$ 49,393,943</b>	<b>\$ 9,748,555</b>	<b>19.74%</b>				
<b>Projected</b>	<b>\$ 86,311,546</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	\$ 170,863	\$ 93,940	122.12%	\$ 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				\$ 69,357	\$ 49,369	\$ 11,061	\$ 12,239
April	\$ 76,923				\$ 85,448	\$ 35,089	\$ 22,323	\$ 25,682
May	\$ 61,538				\$ 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>\$ 538,459</b>	<b>\$ 911,216</b>	<b>\$ 372,757</b>	<b>69.23%</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>\$ 702,298</b>	<b>\$ 208,918</b>	<b>29.75%</b>				
<b>Projected</b>	<b>\$ 1,437,049</b>							

## Fiscal Year Comparison Through March 2, 2024

### Draw

Game		FY 23		FY 24	Variance	% Variance
Gimme5	\$	848,344	\$	813,194	\$ (35,150)	-4.14%
World Poker Tour	\$	818,006	\$	731,197	\$ (86,809)	-10.61%
Lotto America	\$	2,260,058	\$	1,358,871	\$ (901,187)	-39.87%
Lucky for Life	\$	4,479,864	\$	4,322,902	\$ (156,962)	-3.50%
Pick 4	\$	3,462,426	\$	3,202,707	\$ (259,719)	-7.50%
Pick 3	\$	4,212,618	\$	4,097,792	\$ (114,826)	-2.73%
Megabucks	\$	5,630,278	\$	9,463,602	\$ 3,833,324	68.08%
Mega Millions	\$	16,904,714	\$	13,261,929	\$ (3,642,785)	-21.55%
Powerball	\$	22,331,900	\$	24,841,482	\$ 2,509,582	11.24%
<b>Total Draw Sales</b>	<b>\$</b>	<b>60,948,208</b>	<b>\$</b>	<b>62,093,676</b>	<b>\$ 1,145,468</b>	<b>1.88%</b>

<b>Fast Play</b>	<b>\$</b>	<b>9,874,671</b>	<b>\$</b>	<b>10,437,799</b>	<b>\$563,128</b>	<b>5.70%</b>
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### Instant

		FY 23		FY 24	Variance	% Variance
<b>Price Point</b>						
\$1	\$	5,034,338	\$	3,753,505	\$ (1,280,833)	-25.44%
\$2	\$	11,671,990	\$	11,571,902	\$ (100,088)	-0.86%
\$3	\$	14,833,590	\$	14,568,651	\$ (264,939)	-1.79%
\$5	\$	54,481,505	\$	51,353,885	\$ (3,127,620)	-5.74%
\$10	\$	55,161,960	\$	54,091,900	\$ (1,070,060)	-1.94%
\$20	\$	17,584,860	\$	20,604,960	\$ 3,020,100	17.17%
\$25	\$	57,291,500	\$	27,783,500	\$ (29,508,000)	-51.51%
\$30			\$	38,313,570	\$ 38,313,570	
<b>Total Instants</b>	<b>\$</b>	<b>216,059,743</b>	<b>\$</b>	<b>222,041,873</b>	<b>\$5,982,130</b>	<b>2.77%</b>

<b>Total Combined</b>	<b>\$</b>	<b>286,882,622</b>	<b>\$</b>	<b>294,573,348</b>	<b>\$ 7,690,726</b>	<b>2.68%</b>
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March 12, 2024

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**New Instant Games for Approval**



- Top Prize \$60,000.
- “CROSSWORD” play style with a 2X multiplier, a Bonus Box and extra letters. Each ticket contains two separate games
- Overall odds 1:3.50
- Quantity: 1,440,000

Scratch each “7” symbol in both crosswords. Each “7” symbol is a free spot. Scratch each of YOUR LETTERS and scratch the BONUS BOX to reveal additional letters. Scratch the corresponding letters on both crosswords. If you uncover 2 or more complete words in a puzzle, win the prize indicated in the PRIZE KEY for that PUZZLE. Each puzzle played separately.

If one of the uncovered words contains a “7” symbol, win DOUBLE the prize shown in the corresponding prize key.

TO WIN BONUS BOX: Reveal 2 matching letters, win PRIZE shown in the BONUS BOX. Use the letters revealed as bonus letters in both PUZZLES.

**\$5**

# LUCKY 7

**CROSSWORD** “7” **DOUBLES THE PRIZE!**

**PUZZLE 1**

H	U	N	G	R	Y		C	O	M	B
						O				O
R	A	F	7			U	R	B	A	N
E	A	P				R				I
D	U	B	A			W	I	D	T	H
E		R	O	P	E		L	O		
E		I	E				L	U	R	K
M	A	C	A	R	O	7	I			
	U	I	A			A	L	L	7	
U	N	B	R	O	K	7	N			I
T										T

**PUZZLE 1 PRIZE KEY**

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

SEE TICKET BACK FOR PLAY INSTRUCTIONS. EACH PUZZLE PLAYED SEPARATELY.

**PUZZLE 2**

C				U		
A	C	O	R	N		I
N		7			E	N
			A		A	E
A	M	N	E	S	I	A
G		G		Y		7
E	V	E	N			

**BONUS BOX PRIZE**

**BONUS BOX:** Reveal 2 matching letters, win PRIZE shown in the BONUS BOX. Use the letters revealed as bonus letters in both PUZZLES.

**PUZZLE 2 PRIZE KEY**

5 WORDS	\$500	4 WORDS	\$50	3 WORDS	\$10	2 WORDS	\$5
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**YOUR 18 LETTERS**

18 dollar signs arranged in two rows of nine.

**WIN UP TO \$60,000!**

**SCRATCH TO CASH**

Earn Points. Learn more at [club.maine.gov](http://club.maine.gov)



- Top Prize \$250,000 AND a chance to win up to \$250,000 at the TRI-STATE SPIN event at the Golden Nugget Casino in Las Vegas.
- “KEY NUMBER MATCH” play style with an INSTANT WIN feature; a 10x MULTIPLIER FEATURE, and a SPIN FEATURE (redeemable at any participating LOTTERY RETAIL location).
- Overall odds 1:3.87
- Quantity: 1,200,000

Match any of YOUR NUMBERS to any of the WINNING NUMBERS, win PRIZE shown. Get a “STACK of COINS” symbol, win prize shown automatically. Get a “GOLD NUGGET” symbol, win 10x the prize shown.

If the prize for the matching YOUR NUMBER is “SPIN”, go to any participating LOTTERY RETAIL location to reveal and claim your SPIN prize.

**\$10**

# The GOLDEN Spin

SEE TICKET BACK FOR PLAY INSTRUCTIONS.

Enter for a chance to win up to **\$250,000** at the Tri-State Spin event at the Golden Nugget® Casino in Las Vegas!

↓ WINNING NUMBERS ↓

GOLDEN NUGGET LAS VEGAS GOLDEN NUGGET LAS VEGAS GOLDEN NUGGET LAS VEGAS GOLDEN NUGGET LAS VEGAS GOLDEN NUGGET LAS VEGAS

SPIN REVEAL CODE SCRATCH HERE

↓ YOUR NUMBERS ↓

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

WIN UP TO **\$250,000** INSTANTLY!

SCRATCH TO CASH

000 ■

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