

Maine State Liquor and Lottery Commission
Minutes of Meeting
Tuesday, May 14, 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; Niall Breen, Operations/Security Supervisor; Philip Mantis, Attorney General's Office; Terrance Meehan, Financial Analyst; Judy Thomas, Marketing Specialist; 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): Steve Mason and Anna McDonough

Others in attendance:

Spirits portion only: Rob Andreasen, Zach Redmann and David Hall, Southern Glazer's; Patrick Murphy, Martignetti; Gary Duncklee, RNDC; Ken Grant and Tim Blue, Roopers; Seth Ferris, MS Walker; Dean Nowell, Bow Street; Cathy Sullivan, RSVP; Dan Tarr, Easterly Wine; Matthew Tabenken, Sazerac; Nate Luce, Luce Spirits; Ellie Espling, Serra Public Affairs.

Approval of Minutes:

Commission Chair Fitzgerald asked for a motion that the minutes of the April 9, 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 April 2024 sales as follows:
 - Sales report for April:
 - Shipping days: 22 TY vs. 20 LY
 - Cases sold were 106,174 TY vs. 98,850; +7.41%
 - Dollar Sales were \$18,443,999 TY vs. \$16,786,439 LY; +9.87%

- Bailment collected: \$252,633.
- Depletion allowances: \$883,093
- Sales report for YTD:
 - Cases sold were: 1,173,879 TY vs. 1,192,001 LY; (-1.52%)
 - Dollar Sales were: \$201,704,166 TY vs 199,507,349 LY; (+1.10%)
 - Shipping days were 214 TY vs. 214 LY; 0 days.
- Spirits Financial Activity YTD - FY 2024 vs FY 2023
 - Spirits Operating Profits - \$55,755,600 vs \$55,462,426 (+0.53%)
 - Spirits Profits Transfers - \$58,723,813 vs \$56,493,743 (+3.95%)
- 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
 - Luxury Program 3 Month Trend

New Business: Director Luchini welcomed new Liquor Operations Associate; Nicholle Clark.

Old Business: None

New Product Listings:

- Acting Deputy Director Tracy Willett presented forty-seven (47) new product listings for May 2024. A motion was made by Commissioner Schneck to approve all the items presented for listing; the motion was seconded by Commissioner Sheehan. 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 sixty (60) label/package changes for May 2024. A motion was made by Commissioner Sheehan to accept the label/package changes as presented; the motion was seconded by Commissioner Schneck. 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 one (1) VAP/Seasonal listing for May 2024. A motion was made by Commissioner Fitts to accept the label/package change as presented; the motion was seconded by Commissioner Sheehan. The roll was called, and all Commissioners

voted in the affirmative; the motion passed unanimously. (VAP/Seasonal listings distributed and attached to the minutes.)

Rebates:

- Acting Deputy Director Tracy Willett presented thirty-one (31) rebates/coupons for May 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.
 - April App Content Trends
 - Top Favorited Recipe – Vodka Citrus Pork Loin
 - Top Recipe – Lavender Margarita
 - Top Mood – Spring is HERE!
 - April 2024 Social Performance
 - Facebook Reach- 275,434
 - Instagram Reach- 56.9K
 - April 2024 Email Marketing – 32% average open rate
 - In the Know Newsletter 39.6% open rate
 - Maine Spirits App – Launched January 2018, Total Downloads – 130,160; New Downloads for March – 2,183

Other Business: None

Public Comments: None

The next Commission meeting is scheduled for Tuesday, May 14, 2024 at 10:00 a.m.
The June 2024 meeting is tentatively scheduled for June 11, 2024, at 10:00 a.m.

Lottery Operations:

Director Luchini reported that lottery sales are doing well with an overall increase of 3.42%. He reported that we are doing testing on the new Cash POP game to launch on June 2nd. Director Luchini reported that we are preparing for the 50th Anniversary celebration programs and will update the commission as more details are finalized.

Director Luchini reported on YTD (through May 4, 2024) sales as follows:

- Draw Sales FY24 \$77,893,874; +\$6,840,816 or +9.63%
- Fast Play Sales FY \$13,541,380; +1,577,280 or +13.18%
- Instant Game Sales FY24 \$276,342,485 +\$3,737,355 or +1.37%
- Total Combined Sales FY24 \$367,777,739 +12,155,451 or +3.42%

- Lottery Profit Transfer to General Fund
 - April Actual FY24 \$7,503,463 +1,994,030 to Budget +36.19%
 - YTD Actual FY24 \$76,778,429; +\$16,174,659 to Budget +26.69%

- Profit Transfer to Outdoor Heritage Fund
 - April Actual FY24 \$73,441; -3,482 to Budget -4.53%
 - YTD Actual FY24 \$1,173,104; +\$496,184 to Budget +73.30%

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

New Business: Director Luchini welcomed two new employees; Molly Briggs is the new Claims Associate and new Marketing Specialist Judy Thomas. Molly will be in the front office processing claims and Judy will be assisting in lottery marketing.

Old Business: None

Approval of New Games:

- Marketing Manager Lisa Rodrigue presented two (2) new games for approval.
 - (\$3) Game #641 – Bonus Card Bingo
 - (\$5) Game #642 - X

A motion was made by Commissioner Schneck to accept these games as presented; the motion was seconded by Commissioner Sheehan. 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 next Tri-State meeting will be a two-day meeting in May in Vermont. Five vendors will have presentations on proposed concepts for the next 1 or 2 Tri-State instant tickets. This will be Director Luchini's first Tri-State meeting.

Scientific Games:

- Darrell Frecker reported that they are working on Cash POP UAT with the lottery. There was a meeting for the State of the Industry report. There will be a concentrated effort to focus on the \$5 and \$10 instant games to increase sales. We are working on the new \$30 instant ticket which is scheduled to be released in the September/October timeframe. Darrell introduced new regional director Zach Monat who will be covering Maine.
- Greta Cerce reported on the currently running Megabucks Spring Cha-ching systems promotion. Players who purchase a Megabucks ticket with 3 consecutive draws will have a chance to win \$100 instantly. Early results show in the first 2 days sales were up 33% and 32% over the prior week.

In June there will be a 50th anniversary RewardME promotion where players enter 50th Anniversary tickets to win tickets to a Portland Sea Dogs game. Also, in June there will be a systems promotion for players who purchase a draw game ticket of \$5 or more will have a chance to win \$50 instantly.

- Current & Upcoming Multipliers: May 1st – May 31st 5X the Points on Megabucks tickets.

The new \$2 Fast Play game Summer Cash Bingo will be released in June to replace the current Fast Cash Bingo. This is the first of 4 seasonal Fast Play Bingo tickets.

The top 5 games in the 1st ticket entered report were Powerball, Mega Millions, Super Crossword, Maine Crossword and Megabucks.

- Pick 3 and Pick 4 Promotion
 - The week prior to the promo sales increased 17% during the promo.
 - The week prior to the 2 weeks after the promo sales still show an increase of 2.6%.
- The Tri-State Golden Spin promotion currently has 4000 unique players with over 17,000 tickets entered.

Fuseideas:

- Steven Mason presented the new Golden Spin TV spot. Steve reported that during April TV and radio advertising was run for Powerball NSCAR promotion also radio advertising was run for the Pick 3 and Pick 4 promotion. In May, TV, radio and digital advertising will begin for the Golden Spin instant ticket and radio will begin for the 50th Anniversary Sea Dogs promotion. In June radio, TV and digital advertising for Cash POP will run throughout the month. Also starting on June 6th TV, radio and digital will run to support the 50th Anniversary campaign. 50th Anniversary support will run off and on throughout the year.

Other Business: None

Public Comment: None

Adjournment:

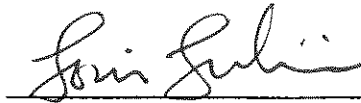
The next Commission meeting is scheduled for Tuesday, June 11, 2024 at 10:00 a.m.

The July 2024 meeting is tentatively scheduled for July 9, 2024, at 10:00 a.m.

There being no further business Commissioner Schneck made a motion to adjourn; the motion was seconded by Commissioner Sheehan. The meeting adjourned at 11:34 am.



Elizabeth Fitzgerald, Chair
Maine State Liquor & Lottery Commission



Louis Luchini, Director
Bureau of Alcoholic Beverages & Lottery Operations

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

Zoom Meeting using the following link:

<https://mainestate.zoom.us/j/5142850229?omn=87691351658>

Meeting ID: 514 285 0229
Tuesday, May 14, 2024, 10:00 a.m.

Agenda

Please note: Meeting materials will be available on Monday, May 13 on the Commission's webpage on the Bureau's website. The link to the materials is under [Additional Resources - Meeting Materials for May 14, 2024](#) (use this link to open the page).

- 1. Call the meeting to order**
- 2. Approve the minutes of April 9, 2024, meeting**
- 3. Liquor Operations**
 - a. Director's Report
 - b. New Business
 - c. Old Business
 - d. New Product Listings
 - e. Label Changes
 - f. Value Added Packs
 - g. Coupons/Rebates
 - h. Report from Pine State Spirits
 - i. Other business that may properly come before the Commission
 - j. Public Comments
- 4. Confirm and set next meeting dates**
 - a. Confirm June meeting – June 11, 2024
 - b. Set July 2024 tentative meeting date (July 9, 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 June meeting – June 11, 2024
 - b. Set July 2024 tentative meeting date (July 9, 2024)
- 7. Adjournment**

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

Sales Data 4/1/2024 - 4/30/2024		Monthly							
		Variance							
		Prior Year	Current Year	Actual	%				
Shipping Days	20	22	2						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	98,850	106,174	7,324	7.41%	4,943	4,826	-2.36%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 16,786,439	\$ 18,443,999	\$ 1,657,560	9.87%	\$ 839,322	\$ 838,364	-0.11%		
Cost of Goods Sold	\$ 11,343,380	\$ 12,487,000	\$ 1,143,620	10.08%					
Depletion Allowances	\$ (959,862)	\$ (883,093)							
Total Cost of Good Sold	\$ 10,383,517	\$ 11,603,907	\$ 1,220,390	11.75%					
Sales Data 7/1/2023 - 4/30/2024		Year to Date							
		Variance							
		Prior Year	Current Year	Actual	%				
Shipping Days	214	214	0						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	1,192,001	1,173,879	(18,122)	-1.52%	5,570	5,485	-1.52%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 199,507,349	\$ 201,704,166	\$ 2,196,817	1.10%	\$ 932,277	\$ 942,543	1.10%		
Cost of Goods Sold	\$ 138,091,267	\$ 139,639,995	\$ 1,548,728	1.12%					
Depletion Allowances	\$ (12,090,823)	\$ (12,184,714)							
Total Cost of Good Sold	\$ 126,000,444	\$ 127,455,281	\$ 1,454,837	1.15%					
Other Revenue		Monthly Data			Year to Date Data				
		Variance						Variance	
		Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%
Premium Tax	\$ 214,879	\$ 231,626	\$ 16,746	7.79%	\$ 2,575,133	\$ 2,558,343	\$ (16,790)	-0.65%	
Bailment	\$ 259,458	\$ 252,633	\$ (6,825)	-2.63%	\$ 2,559,822	\$ 2,569,776	\$ 9,953	0.39%	
Depletion Allowances	\$ 959,862	\$ 883,093	\$ (76,769)	-8.00%	\$ 12,090,823	\$ 12,184,714	\$ 93,891	0.78%	

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	\$ -			\$ 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
Current FY YTD	\$ 54,867,927	\$ 58,723,813	\$ 3,855,886	7.03%	\$ 66,680,803	\$ 62,087,907	\$ 60,719,430	\$ 62,302,798
Budget	\$ 66,000,000							
YOY Comparison		FY23 YTD Profit	Variance Dollars	% Variance				
		\$ 56,493,743	\$ 2,230,070	3.95%				
Projected	\$ 69,313,003							

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	\$ -	\$ 22,465,626		\$ -	\$ 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	
Current FYTD	\$197,608,276	\$182,742,792	\$212,641,097	\$210,504,428	1.02%	\$156,885,497	\$155,042,002	1.19%	\$55,755,600	\$55,462,426	0.53%	\$ 2,968,213	\$ 1,031,317	\$58,723,813	\$56,493,743	3.95%

* 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

**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 April 30, 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
Budget Projection													
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)
Gross Profit	6,831,257	6,522,820	5,584,330	5,530,225	5,171,603	6,759,481	4,772,406	4,892,526	5,464,409	4,932,480	5,446,407	6,058,759	67,966,700
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	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	6,450,257	6,158,820	5,271,330	5,220,225	4,881,603	6,382,481	4,504,406	4,617,526	5,158,409	4,655,480	5,141,407	5,719,759	64,161,700
Actual Performance													
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	-	-	212,641,097
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)	-	-	(139,640,983)
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)	-	-	(10,156,660)
Trade Marketing	(532,293)	(578,673)	(446,085)	(439,522)	(449,357)	(491,873)	(372,834)	(410,123)	(377,771)	(411,482)	-	-	(4,510,011)
Gross Profit	6,472,647	7,073,169	6,657,643	5,726,319	5,458,803	5,883,751	5,819,423	4,896,601	4,979,321	5,365,766	-	-	58,333,443
BABLO Operating Costs	(281,320)	(247,354)	(233,306)	(253,816)	(94,582)	(219,870)	(321,496)	(284,310)	(320,379)	(321,410)	-	-	(2,577,843)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
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	-	-	55,755,600
Variance													
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	-	-	15,032,821
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)	-	-	(13,664,983)
Warehousing & Distribution	75,913	(77,632)	56,056	62,430	(20,358)	156,046	81,204	20,078	190,194	23,150	-	-	567,081
Trade Marketing	3,707	(65,673)	(6,085)	(3,522)	(41,357)	39,127	4,166	(24,123)	53,229	(22,482)	-	-	(63,011)
Gross Profit	(358,610)	550,348	1,073,314	196,094	287,200	(875,730)	1,047,017	4,076	(485,088)	433,286	-	-	1,871,908
BABLO Operating Costs	99,680	116,646	79,694	56,184	195,418	157,130	(53,496)	(9,310)	(14,379)	(44,410)	-	-	583,157
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	(258,931)	666,994	1,153,007	252,278	482,618	(718,600)	993,522	(5,234)	(499,467)	388,876	-	-	2,455,065
Transfer to Undedicated revenue													
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	-	-	55,755,600
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	-	-	2,968,213
Other Adjustments	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer to Undedicated revenue	8,710,610	4,145,035	6,943,139	8,364,754	3,872,292	3,584,743	8,037,671	4,359,183	4,789,340	5,917,046	-	-	58,723,813
Performance Indicators													
<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%			89.4%
COGS	111.3%	127.1%	109.8%	107.7%	120.1%	103.3%	105.2%	115.4%	94.5%	113.2%			92.1%
Operating Profit	96.0%	110.8%	121.9%	104.8%	109.9%	88.7%	122.1%	99.9%	90.3%	108.4%			86.9%
<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%			65.7%
Operating Profit/Sales	24.6%	24.9%	29.5%	26.8%	25.8%	24.6%	30.1%	24.5%	26.3%	26.3%			26.2%

Maine County Case Analysis through April 2024

Sales Region	Cases Last 3 Months	Cases Last 3 Months Prior Year	% Change	Case Diff vs. Prior Year	Cases Last 6 Months	Cases Last 6 Months Prior Year	% Change	Case Diff vs. Prior Year	Cases Last 9 Months	Cases Last 9 Month Prior Year	% Change	Case Diff vs. Prior Year
State of Maine	312,449	315,967	-1.11%	-3,518	649,756	659,969	-1.55%	-10,213	1,028,364	1,042,979	-1.40%	-14,615
ANDROSCOGGIN	28,222	28,728	-1.76%	-506	58,255	59,644	-2.33%	-1,389	88,921	89,746	-0.92%	-826
AROOSTOOK	12,783	12,767	0.12%	16	26,866	26,930	-0.24%	-64	40,718	40,799	-0.20%	-81
CUMBERLAND	83,618	85,536	-2.24%	-1,918	171,203	175,296	-2.33%	-4,093	274,158	283,782	-3.39%	-9,624
FRANKLIN	9,086	9,494	-4.30%	-408	18,292	19,435	-5.88%	-1,143	27,748	28,431	-2.40%	-683
HANCOCK	12,968	12,980	-0.10%	-13	27,008	26,929	0.29%	79	48,979	49,116	-0.28%	-138
KENNEBEC	30,019	29,813	0.69%	207	62,125	62,361	-0.38%	-236	95,123	95,048	0.08%	75
KNOX	8,101	8,342	-2.89%	-241	17,399	17,830	-2.42%	-431	27,484	27,974	-1.75%	-490
LINCOLN	7,842	7,653	2.47%	189	16,241	16,447	-1.25%	-206	26,401	27,597	-4.34%	-1,197
OXFORD	9,588	10,373	-7.57%	-786	20,980	21,773	-3.64%	-793	32,680	33,411	-2.19%	-731
PENOBSCOT	37,843	37,625	0.58%	218	78,586	79,187	-0.76%	-601	122,557	122,754	-0.16%	-197
PISCATAQUIS	3,388	3,709	-8.65%	-321	7,199	7,773	-7.37%	-573	11,725	12,460	-5.90%	-735
SAGadahoc	7,644	7,482	2.17%	162	16,536	16,633	-0.59%	-97	25,212	25,488	-1.08%	-276
SOMERSET	10,489	10,152	3.32%	337	21,694	21,271	1.99%	423	33,388	32,930	1.39%	458
WALDO	6,101	6,209	-1.73%	-107	12,985	13,073	-0.68%	-89	20,335	20,536	-0.98%	-201
WASHINGTON	6,765	6,796	-0.45%	-31	14,607	14,679	-0.49%	-72	23,078	23,089	-0.05%	-11
YORK	37,992	38,308	-0.82%	-316	79,780	80,707	-1.15%	-928	129,858	129,816	0.03%	42
Months Included:	Apr 24, Mar 24, Feb 24	Apr 23, Mar 23, Feb 23			Apr 24, Mar 24, Feb 24, Jan 24, Dec 23, Nov 23	Apr 23, Mar 23, Feb 23, Jan 23, Dec 22, Nov 22			Apr 24, Mar 24, Feb 24, Jan 24, Dec 23, Nov 23, Oct 23, Sep 23, Aug 23	Apr 23, Mar 23, Feb 23, Jan 23, Dec 22, Nov 22, Oct 22, Sep 22, Aug 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

Maine County Case Analysis(9Lt Equiv) Top 25

Rank #	Acct #	Customer	License #	Location	County	Apr-24	Mar-24	Feb-24	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	2,523.46	2,587.82	4,385.11	9,496.39	8,833.94	7.50%	662.45
2	937052	DAMON'S BEV BANGOR	AGN-2018-1061	BANGOR ,ME	PENOBSCOT	1,923.56	1,418.36	1,647.01	4,988.93	4,358.32	14.47%	630.61
3	933812	FRIENDLY DISCOUNT	AGN-2011-699	WESTBROOK ,ME	CUMBERLAND	584.17	395.58	547.59	1,527.33	1,303.33	17.19%	224.01
4	929034	J.D.'S PACKAGE STORE, INC	AGN-2004-413	EAST WATERBORO ,ME	YORK	1,135.15	1,171.47	1,505.98	3,812.59	3,606.28	5.72%	206.31
5	927848	GOGGIN'S IGA -RANDOLPH	AGN-1992-249	RANDOLPH ,ME	KENNEBEC	291.81	309.23	436.04	1,037.08	865.99	19.76%	171.09
6	932780	SAM'S CLUB #6462 AUGUSTA	AGN-2009-610	AUGUSTA ,ME	KENNEBEC	529.84	404.41	603.57	1,537.82	1,369.77	12.27%	168.04
7	940007	HANNAFORD #8446 BRUNSWICK	AGN-2021-13920	BRUNSWICK ,ME	CUMBERLAND	406.14	287.29	330.80	1,024.23	862.56	18.74%	161.66
8	937656	STOMPERS	AGN-2018-1058	HOLDEN ,ME	PENOBSCOT	938.00	1,001.55	1,161.44	3,100.98	2,965.89	4.55%	135.09
9	939207	MARKET BASKET-WESTBROOK	AGN-2020-12884	WESTBROOK ,ME	CUMBERLAND	322.50	322.61	735.45	1,380.56	1,246.85	10.72%	133.71
10	928341	DAMON'S BEV SKOWHEGAN	AGN-2002-354	SKOWHEGAN ,ME	SOMERSET	620.98	656.67	758.80	2,036.44	1,903.97	6.96%	132.47
11	932145	DAMON'S BEV AUGUSTA	AGN-2009-568	AUGUSTA ,ME	KENNEBEC	1,168.63	1,040.46	1,335.91	3,545.01	3,424.88	3.51%	120.14
12	926360	HANNAFORD #8238 WATER JFK	AGN-1996-113	WATERVILLE ,ME	KENNEBEC	446.61	352.21	456.77	1,255.59	1,140.14	10.13%	115.45
13	926600	BOW STREET #8302 FREEPORT	AGN-2003-133	FREEPORT ,ME	CUMBERLAND	252.13	221.85	273.03	747.00	633.09	17.99%	113.92
14	939470	OAK HILL BEVERAGE	AGN-2020-12943	SCARBOROUGH ,ME	CUMBERLAND	320.62	254.29	360.95	935.85	827.34	13.12%	108.51
15	934596	BIG APPLE #1096 POL 1510	AGN-2013-755	POLAND ,ME	ANDROSCOGGIN	122.46	81.05	77.58	281.09	183.01	53.60%	98.08
16	939884	GOWELL'S SNS GREENE	AGN-2021-13895	GREENE ,ME	ANDROSCOGGIN	183.82	172.15	152.99	508.97	412.50	23.39%	96.46
17	940171	AYOTTE'S COUNTRY STORE	AGN-2022-14710	CARRABASSETT VALLEY ,ME	FRANKLIN	284.17	285.40	661.49	1,231.07	1,142.77	7.73%	88.30
18	932707	HANNAFORD #8250 AUG CONY	AGN-2009-612	AUGUSTA ,ME	KENNEBEC	488.68	577.52	479.47	1,545.67	1,457.85	6.02%	87.82
19	928168	HANNAFORD #8173 BREWER	AGN-2001-332	BREWER ,ME	PENOBSCOT	458.77	446.22	397.04	1,302.03	1,215.07	7.16%	86.96
20	927889	HANNAFORD #8390 SANFORD	AGN-1993-253	SANFORD ,ME	YORK	410.21	325.48	351.03	1,086.72	1,000.13	8.66%	86.59
21	939751	FRESHIES - PEMBROKE	AGN-2021-13455	PEMBROKE ,ME	WASHINGTON	116.95	108.55	100.48	325.99	246.16	32.43%	79.83
22	926352	SHAW'S #2552 AUGUSTA	AGN-2003-291	AUGUSTA ,ME	KENNEBEC	214.74	318.17	238.98	771.89	693.82	11.25%	78.06
23	933366	BIG APPLE #1079 BATH	AGN-2011-649	BATH ,ME	SAGadahoc	224.19	181.60	131.37	537.16	460.29	16.70%	76.87
24	939165	TRADEWINDS ENI #2332	AGN-2020-12807	HAMPDEN ,ME	PENOBSCOT	103.15	88.38	104.36	295.90	221.78	33.42%	74.12
25	927723	HANNAFORD #8123 ELLSWORTH	AGN-1992-237	ELLSWORTH ,ME	HANCOCK	508.02	444.77	478.78	1,431.57	1,357.81	5.43%	73.76
				TOTAL		14,578.77	13,453.08	17,712.02	45,743.87	41,733.55	9.61%	4,010.32

Sales Region				Cases Last 3 Months	Cases Last 3 Months Prior Year	% Change	Case Diff vs. Prior Year
State of Maine				312,449	315,967	-1.11%	-3,518

Top 25 Agents % of 3 month Business 14.64% 13.21%

New Items for Commission Approval
May 14, 2024

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class
EASTERLY WINE	MHW, LTD	51133	ETTER FRAMBOISE	375	12	\$233.00	\$38.99	BRANDY
EASTERLY WINE	MHW, LTD	51137	ETTER KIRSCH DOP ZUG EDV EDELWEISS 700ML	375	12	\$233.00	\$38.99	BRANDY
EASTERLY WINE	MHW, LTD	51141	ETTER QUINCE EAU-DE-VIE BRANDY	375	12	\$233.00	\$38.99	BRANDY
EASTERLY WINE	MHW, LTD	30541	HAYMAN'S VIBRANT CITRUS LONDON GIN	750	12	\$187.00	\$28.99	GIN
EASTERLY WINE	MHW, LTD	51535	PEAR WILLIAMS PURKHART EAU DE VIE	750	12	\$243.00	\$37.49	BRANDY
HPM ASSOCIATES	THE COPPER CAN LLC	102394	THE COPPER CAN VT 8P:O/PSN/BLC/BL O355ML	355	3	\$46.34	\$29.99	COCKTAILS
RUBY WINES NH	RUBY WINES NH	76601	WHISKEY IN THE WILD ORIGINAL	750	6	\$357.88	\$109.99	CANADIAN WHISKEY
RUBY WINES NH	RUBY WINES NH	76602	WHISKEY IN THE WILD TWIST OF ORANGE	750	6	\$357.88	\$109.99	CANADIAN WHISKEY
MARTIGNETTI	E.J. GALLO WINERY	37815	NEW AMSTERDAM HEAT CHECK HOT PEPPER FLV	750	12	\$77.83	\$12.99	VODKA
MARTIGNETTI	E.J. GALLO WINERY	65922	NEW AMSTERDAM PINK WHITNEY PINK LEMONADE	750	12	\$97.81	\$14.99	VODKA
MARTIGNETTI	E.J. GALLO WINERY	6430	THE DALMORE LUMINARY NO.2 16 YR SGL MLT	750	6	\$1,192.36	\$349.99	SCOTCH
MARTIGNETTI	MACK & SCHUHLE INC	15368	MEMBER'S MARK IRISH WHISKEY	750	12	\$156.00	\$23.99	IRISH WHISKEY
MARTIGNETTI	MACK & SCHUHLE INC	84953	MEMBER'S MARK REPOSADO TEQUILA	750	12	\$158.60	\$23.99	TEQUILA
MARTIGNETTI	PRESTIGE BEVERAGE GROUP	75205	KINKY BLUE VODKA BASED LIQUEUR	50	120	\$55.50	\$1.49	CORDIALS
MARTIGNETTI	PRESTIGE BEVERAGE GROUP	75206	KINKY PINK VODKA BASED LIQUEUR	50	120	\$55.50	\$1.49	CORDIALS
MARTIGNETTI	PRESTIGE BEVERAGE GROUP	6338	TULLIBARDINE ARTISAN HIGHLAND SGL MLT	750	6	\$101.55	\$29.99	SCOTCH

New Items for Commission Approval
May 14, 2024

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class
MS WALKER	M.S. WALKER, INC.	66496	PLANTERAY RUM STIGGINS' FANCY PINEAPPLE	1000	6	\$131.72	\$39.99	RUM
MS WALKER	M.S. WALKER, INC.	72123	ST ELDER ESPRESSO COFFEE LIQ	750	12	\$134.70	\$19.99	CORDIALS
RNDC NEW HAMPSHIRE LLC	KOBRAND CORPORATION	65521	AMARO LUCANO LIQUEUR	750	12	\$216.00	\$31.99	CORDIALS
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	76619	EZRA BROOKS STAVE FIN CARAMEL HONEY KSBW	750	6	\$202.38	\$59.99	BOURBON
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	76613	EZRA BROOKS STAVE FIN SPICE & CLOVE KSBW	750	6	\$202.38	\$59.99	BOURBON
RNDC NEW HAMPSHIRE LLC	LUXCO, INC.	76617	REBEL STAVE FINISH RICH MOCHA KSBW	750	6	\$202.38	\$59.99	WHISKEY
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	68628	MIDNIGHT MOON MOONSHAKE PEANUT BTTR CU	750	6	\$91.23	\$26.99	CORDIALS
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	68629	MIDNIGHT MOON MOONSHAKE PEANUT BTTR CU	50	48	\$75.24	\$2.99	CORDIALS
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	66345	MIDNIGHT MOON MOONSHINE PEANUT BUTTER	750	6	\$91.10	\$26.99	CORDIALS
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	66344	MIDNIGHT MOON MOONSHINE PEANUT BUTTER	50	48	\$75.17	\$2.99	CORDIALS
RNDC NEW HAMPSHIRE LLC	RNDC NEW HAMPSHIRE LLC	80554	SUGARLANDS EGGO BRUCH IN A JAR SIP CREAM	50	48	\$73.51	\$2.99	CORDIALS
SOUTHERN GLAZERS LLC	BACARDI USA, INC	37941	GREY GOOSE IMPORTED VODKA	50	144	\$227.55	\$2.99	VODKA
SOUTHERN GLAZERS LLC	BEAM SUNTORY	16659	BASIL HAYDEN'S SUBTLE SMOKE SBW	750	6	\$202.71	\$59.99	BOURBON
SOUTHERN GLAZERS LLC	BEAM SUNTORY	59553	DELOLA CKTL LIGHT MARGARITA TRPL CITRUS	750	6	\$71.30	\$22.99	COCKTAILS
SOUTHERN GLAZERS LLC	BEAM SUNTORY	88537	SAUZA BLUE SILVER TEQUILA	1000	12	\$164.90	\$24.99	TEQUILA
SOUTHERN GLAZERS LLC	HEAVEN HILL BRANDS	88021	LUNAZUL BLANCO TEQ BAR ROUND LITER BTL	1000	12	\$164.90	\$24.99	TEQUILA

New Items for Commission Approval
May 14, 2024

Broker	Supplier	NABCA #	Description	Size	Pack	FOB	Retail Price	Class
SOUTHERN GLAZERS LLC	PARK STREET IMPORTS	76207	BSB BROWN SUGAR BLEND 70PRF BBN WHK	750	6	\$84.15	\$24.99	BOURBON
SOUTHERN GLAZERS LLC	PARK STREET IMPORTS	26130	MONTANA WHISKEY CO. BLACKFOOT RIVER SBW	750	12	\$235.94	\$34.99	BOURBON
SOUTHERN GLAZERS LLC	TERLATO WINES INT.	6307	TOBERMORY 12Y GENTLY SWEET/UNPEAT/FLORA	750	6	\$340.12	\$99.99	SCOTCH
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	85047	DON JULIO 1942 ANEJO TEQUILA	50	60	\$463.50	\$14.99	TEQUILA
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	85046	DON JULIO 1942 ANEJO TEQUILA	375	12	\$556.08	\$89.99	TEQUILA
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	16194	KIKORI WOODSMAN JAPANESE WHISKEY	750	6	\$168.80	\$49.99	WHISKEY
SOUTHERN GLAZERS LLC	DIAGEO NORTH AMERICA INC	6452	LAGAVULIN OFFERMAN ED CARIBBEAN CASK 11Y	750	6	\$304.31	\$89.99	SCOTCH
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	102407	ARDBEG SPECTACULAR ARDBEG DAY IN GIFTBOX	750	6	\$442.40	\$129.99	SCOTCH
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	6418	GLENMORANGIE 12 YR HIGHLAND SGL MLT SC	1750	4	\$196.50	\$84.99	SCOTCH
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	102385	GLENMORANGIE TRIPLE CASK RSV/GIFTBOX	750	6	\$152.72	\$44.99	SCOTCH
SOUTHERN GLAZERS LLC	MOET HENNESSY USA	48259	HENNESSY VS COGNAC	200	24	\$149.30	\$11.99	COGNAC
SOUTHERN GLAZERS LLC	PERNOD RICARD USA	89202	DEL MAGUEY MEZCAL SAN LUIS DEL RIO	750	6	\$252.50	\$75.99	TEQUILA
SOUTHERN GLAZERS LLC	PERNOD RICARD USA	62354	MALIBU RUM PUNCH COCKTAIL RTD	1000	12	\$116.00	\$18.99	COCKTAILS
SOUTHERN GLAZERS LLC	PERNOD RICARD USA	86444	SKREWBALL PEANUT BUTTER WHISKEY	1750	6	\$192.00	\$54.99	WHISKEY
UNBROKERED	LUCE SPIRITS	72113	GLADY'S COFFEE LIQUEUR	750	12	\$250.00	\$34.99	CORDIALS

Total New Items - 47

**Label Changes for Commission Approval
May 14, 2024**

Broker	Supplier	Code	Description	Size	Retail	Change	Approved
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	41516	HANGAR ONE MAKRUT LIME 80P	750	\$32.99	PACKAGE, LABEL AND NAME CHANGE (from Hangar One Kaffir Lime)	
STONE FENCE BEVERAGE	ICE PIK DISTILLING	36712	ICE PIK VODKA 80P	1750	\$25.99	PACKAGE CHANGE FROM PLASTIC TO GLASS	
STONE FENCE BEVERAGE	ICE PIK DISTILLING	39362	ICE PIK BLUEBRY VODKA 70P	1750	\$25.99	PACKAGE CHANGE FROM PLASTIC TO GLASS	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	89215	CUERVO TRADICIONAL 80P	750	\$29.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	89218	CUERVO TRADICIONAL 80P	1000	\$37.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	89219	CUERVO TRADICIONAL 80P	1750	\$55.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	87416	CUERVO TRAD SILVER 80P	750	\$28.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	87417	CUERVO TRAD SILVER 80P	1000	\$36.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	58838	CUERVO LIME MRG PET 19.9P	1750	\$19.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	58835	CUERVO LIME MRG 4PK 19.9P	200	\$9.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	100686	CUERVO PINK LEM 4PK 20P	200	\$9.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	58868	CUERVO STRW MRG PET 19.9P	1750	\$19.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	59049	CUERVO RASP COLADA MRG 20P	1750	\$19.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	58909	CUERVO WH PEACH 4PK 19.9P	200	\$9.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	58908	CUERVO WATERME 4PK 19.9P	200	\$9.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	58873	CUERVO WATERMELON 19.9P	1750	\$19.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	58858	CUERVO STRAW LIME 4PK 19.9P	200	\$9.99	LABEL CHANGE	

**Label Changes for Commission Approval
May 14, 2024**

Broker	Supplier	Code	Description	Size	Retail	Change	Approved
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	58855	CUERVO AUTH TROP MARG 20P	1750	\$19.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	58872	CUERVO LIGHT MARG 19.9P	1750	\$19.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	58874	CUERVO PNK LEM MARG 19.9P	1750	\$19.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	58886	CUERVO WHTPCH LGTMAR 19.9P	1750	\$19.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	102264	CUERVO MARG FLAVOR PK 20P	200	\$14.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	58860	CUERVO MANGO MARGRT 19.9P	1750	\$19.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	58925	CUERVO STRAWB LIGHT 19.9P	1750	\$19.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	58842	CUERVO CCNUT PNAPL 19.9P	1750	\$19.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	58902	CUERVO AUTH MANGO 4PK 20P	200	\$9.99	LABEL CHANGE	
SOUTHERN GLAZERS LLC	PHILLIPS PRODUCTS CO	54916	LEROUX BLACKBERRY BRN 70P	750	\$11.99	LABEL CHANGE	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34679	STOLI KARAMEL 75P	750	\$21.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34712	STOLI CITROS 70P	1000	\$27.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34726	STOLI GOLD 80P	750	\$24.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34729	STOLI ELIT 80P	750	\$39.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34736	STOLI ORANGE 70P	750	\$21.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34737	STOLI ORANGE 70P	1000	\$27.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34738	STOLI ORANGE 75P	1750	\$34.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	

**Label Changes for Commission Approval
May 14, 2024**

Broker	Supplier	Code	Description	Size	Retail	Change	Approved
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34744	STOLI 80P	375	\$12.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34746	STOLI 80P	750	\$21.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34747	STOLI 80P	1000	\$27.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34748	STOLI 80P	1750	\$34.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34786	STOLI BLUEBERRY 70P	750	\$21.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34787	STOLI BLUEBERRY 75P	1000	\$27.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34788	STOLI BLUEBERRY 75P	1750	\$34.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34869	STOLI RASPBERRY 75P	1750	\$34.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34870	STOLI RASPBERRY 70P	750	\$21.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34871	STOLI RASPBERRY 75P	1000	\$27.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34880	STOLI VANILLA 75P	750	\$21.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34881	STOLI VANILLA 75P	1000	\$27.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	34883	STOLI VANILLA 75P	1750	\$34.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	36808	STOLI CUCUMBER 75P	750	\$21.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	37044	STOLI LIME 75P	750	\$21.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	66941	STOLI CHAMOY FLV VODKA70P	750	\$21.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	66978	STOLI PINEAPPLE 60P	750	\$17.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	

**Label Changes for Commission Approval
May 14, 2024**

Broker	Supplier	Code	Description	Size	Retail	Change	Approved
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	66982	STOLI GRAPEFRT 60P	750	\$17.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	66984	STOLI GRAPEFRT 60P	1750	\$27.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
RNDC NEW HAMPSHIRE LLC	STOLI GROUP	100766	STOLI W/CHARGER 80P	750	\$21.99	LABEL AND NAME CHANGE (FROM STOLICHNAYA)	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	59154	1800 RTD MARGARITA 19.9P	1750	\$22.99	PACKAGE CHANGE FROM PLASTIC TO GLASS	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	59161	1800 ULT PEACH MARG 19.9P	1750	\$22.99	PACKAGE CHANGE FROM PLASTIC TO GLASS	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	59182	1800 ULT MANGO MARG 20P	1750	\$22.99	PACKAGE CHANGE FROM PLASTIC TO GLASS	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	59219	1800 ULTIMATE BERRY 19P	1750	\$22.99	PACKAGE CHANGE FROM PLASTIC TO GLASS	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	59201	1800 ULTIMATE STRAW 19.9P	1750	\$22.99	PACKAGE CHANGE FROM PLASTIC TO GLASS	
SOUTHERN GLAZERS LLC	PROXIMO SPIRITS, INC.	59162	1800 PINEAPPL MARG 19.9P	1750	\$22.99	PACKAGE CHANGE FROM PLASTIC TO GLASS	
Total Label Changes - 60							

VAP and/or Seasonal Listings for Commission Approval
May 14, 2024

Broker	Supplier	Code	Description	Size	Pack	Retail	Approved
SOUTHERN GLAZERS LLC	BEAM SUNTORY	102142	LAPHROAIG 10 YR W/BRANDED WELLIE BOOT	750	6	\$59.99	
Total VAP/Seasonal Items - 1							

**Coupons/Rebates for Commission Approval
May 14, 2024**

Product	Size	Offer	Effective	Expiration	Approved
PATRON-SILVER, ANEJO OR REPOSADO	750ML	\$8 MIR OR DIGITAL	4/1/2024	7/31/2024	
ZING ZANG BLOODY MARY OR BLAZING BLOODY MARY RTD	1.75L	\$3 IRC	4/15/2024	10/31/2024	
DR. MCGILLICUDDY'S MENTHOLMINT OR CHERRY	750ML	\$2 IRC	5/1/2024	5/31/2024	
FIREBALL	750ML OR LARGER	\$2 IRC	5/1/2024	5/31/2024	
HUEBLEIN RTD ANY FLAVOR	375ML	\$2 IRC	5/1/2024	5/31/2024	
PLATINUM 7X VODKA	1.75L	\$2 IRC	5/1/2024	5/31/2024	
SOUTHERN COMFORT WHISKEY	1.75L	\$5 IRC	5/1/2024	5/31/2024	
ANGELS ENVY BOURBON WHISKEY	750ML	\$5 MIR OR DIGITAL	5/1/2024	8/31/2024	
BACARDI-SUPERIOR, GOLD, BLACK, SPICED OR FLAVORED RUM	1.75L	\$5 MIR OR DIGITAL	5/1/2024	8/31/2024	
BOMBAY-SAPPHIRE, DRY, SAPPHIRE EAST OR BRAMBLE GINS	750ML OR 1L	\$7 MIR OR DIGITAL	5/1/2024	8/31/2024	
BOMBAY-SAPPHIRE OR DRY GIN	1.75L	\$7 MIR OR DIGITAL	5/1/2024	8/31/2024	
TEQUILA CAZADORES-REPOSADO, BLANCO OR ANEJO	750ML OR 1L	\$5 MIR OR DIGITAL	5/1/2024	8/31/2024	
DEWAR'S- WHITE LABEL, 12YR OR 15YR SCOTCH WHISKY	1.75L	\$7 MIR OR DIGITAL	5/1/2024	8/31/2024	
GREY GOOSE VODKA AND FLAVORS	1.75L	\$5 MIR OR DIGITAL	5/1/2024	8/31/2024	
GREY GOOSE CLASSIC MARTINI COCKTAIL RTS	375ML	\$5 MIR OR DIGITAL	5/1/2024	7/31/2024	
GREY GOOSE CLASSIC MARTINI COCKTAIL RTS	750ML	\$10 MIR OR DIGITAL	5/1/2024	7/31/2024	
MIDDLE WEST SPIRITS-DARK PUMPERNICKEL RYE, MICHELONE RESERVE BOURBON OR WHEAT WHISKEY	750ML	\$15 MIR	5/20/2024	7/31/2024	

**Coupons/Rebates for Commission Approval
May 14, 2024**

Product	Size	Offer	Effective	Expiration	Approved
GREY GOOSE ESSENCES VODKA- WHITE PEACH&ROSEMARY, WATERMELON&BASIL, OR STRAWBERRY&LEMONGRASS	750ML OR 1L	\$5 MIR OR DIGITAL	5/25/2024	9/3/2024	
RYANS IRISH CREAM	750ML OR LARGER	\$2 IRC	6/1/2024	6/30/2024	
SEAGRAMS VO, CANADIAN MIST OR CANADIAN LTD, CANADIAN WHISKYS	1.75L	\$2 IRC	6/1/2024	6/30/2024	
WOODFORD RESERVE, GENTLEMAN JACK, HERRADURA, JACK DANIELS SINGLE BARREL AND/OR DIPLOMATICO	2-750ML OR LARGER	\$12 MIR OR DIGITAL	6/1/2024	6/30/2024	
WOODFORD RESERVE, GENTLEMAN JACK, HERRADURA, JACK DANIELS SINGLE BARREL AND/OR DIPLOMATICO	2-750ML OR LARGER	\$8 IRC	6/1/2024	6/30/2024	
NIKKA WHISKY, ANY VARIATION	750ML-1.75L	\$5 MIR OR DIGITAL	6/1/2024	12/31/2024	
DIPLIMATICO RUM, WOODFORD RESERVE, GENTLEMAN JACK, HERRADURA, AND/OR JACK DANIELS SINGLE BARREL	2-750ML OR LARGER	\$8 IRC	6/1/2024	6/30/2024	
JACK DANIELS- TENNESSEE WHISKEY, TENNESSEE APPLE, TENNESSEE HONEY AND/OR TENNESSEE FIRE	2-750ML OR LARGER	\$8 IRC	6/1/2024	7/31/2024	
THREE OLIVES VODKA AND FLAVORS	750ML OR LARGER	\$3 IRC	9/1/2024	12/5/2024	
THREE OLIVES VODKA AND FLAVORS	750ML OR LARGER	\$5 MIR	9/1/2024	12/5/2024	
THE KRAKEN - BLACK SPICED OR GOLD SPICED RUM	750ML OR LARGER	\$2 IRC	9/1/2024	12/4/2024	
THE KRAKEN - BLACK SPICED OR GOLD SPICED RUM	750ML OR LARGER	\$5 MIR	9/1/2024	12/4/2024	
BROKEN SHED VODKA	1 or 2-750ML or 1L	\$8 TO \$20 MIR OR DIGITAL	5/1/2024	9/2/2024	
BROKEN SHED VODKA	1 or 2-1.75L	\$12 TO \$30 MIR OR DIGITAL	5/1/2024	9/2/2024	
Total Coupons/Rebates - 31					

Fiscal Year Comparison Through May 4, 2024

Draw

Game		FY 23		FY 24	Variance	% Variance
Gimme5	\$	1,058,719	\$	1,013,889	\$ (44,830)	-4.23%
World Poker Tour	\$	1,004,767	\$	930,100	\$ (74,667)	-7.43%
Lotto America	\$	2,720,174	\$	1,657,573	\$ (1,062,601)	-39.06%
Lucky for Life	\$	5,798,142	\$	5,604,862	\$ (193,280)	-3.33%
Pick 4	\$	4,318,511	\$	4,013,678	\$ (304,833)	-7.06%
Pick 3	\$	5,315,817	\$	5,154,400	\$ (161,417)	-3.04%
Megabucks	\$	6,941,348	\$	11,394,872	\$ 4,453,524	64.16%
Mega Millions	\$	18,859,929	\$	16,766,919	\$ (2,093,010)	-11.10%
Powerball	\$	25,035,651	\$	31,357,581	\$ 6,321,930	25.25%
Total Draw Sales	\$	71,053,058	\$	77,893,874	\$ 6,840,816	9.63%

Fast Play	\$	11,964,100	\$	13,541,380	\$1,577,280	13.18%
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Instant

		FY 23		FY 24	Variance	% Variance
Price Point						
\$1	\$	5,709,700	\$	4,592,633	\$ (1,117,067)	-19.56%
\$2	\$	14,621,424	\$	13,823,812	\$ (797,612)	-5.46%
\$3	\$	18,942,936	\$	17,697,240	\$ (1,245,696)	-6.58%
\$5	\$	68,004,470	\$	64,816,665	\$ (3,187,805)	-4.69%
\$10	\$	68,657,240	\$	67,241,670	\$ (1,415,570)	-2.06%
\$20	\$	23,116,460	\$	25,588,520	\$ 2,472,060	10.69%
\$25	\$	72,160,900	\$	35,084,925	\$ (37,075,975)	-51.38%
\$30	\$	1,392,000	\$	47,497,020	\$ 46,105,020	3312.14%
Total Instants	\$	272,605,130	\$	276,342,485	\$3,737,355	1.37%

Total Combined	\$	355,622,288	\$	367,777,739	\$ 12,155,451	3.42%
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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				\$ 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
Current FY YTD	\$ 60,603,770	\$ 76,778,429	\$ 16,174,659	26.69%	\$ 72,084,673	\$ 71,323,906	\$ 70,647,717	\$ 64,589,742
Budget	\$ 73,000,000							
		FY23 YTD Profit	Variance Dollars	% Variance				
YOY Comparison		\$ 60,385,750	\$ 16,392,679	27.15%				
Projected	\$ 91,653,212							

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	\$ 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				\$ 79,279	\$ 36,210	\$ 60,231	\$ 152,310
June	\$ 61,542				\$ 171,189	\$ 105,123	\$ 25,904	\$ 76,150
Current FY YTD	\$ 676,920	\$ 1,173,104	\$ 496,184	73.30%	\$ 1,107,570	\$ 741,928	\$ 472,336	\$ 651,148
Budget	\$ 800,000							
YOY Comparison		FY23 YTD Profit	Variance Dollars	% Variance				
		\$ 857,102	\$ 316,001	36.87%				
Projected	\$ 1,515,915							

May 14, 2024

New Instant Games for Approval



- Top Prize \$30,000.
- BINGO play style with 5 individual playing games.
- Overall odds 1:3.37
- Quantity: 1,200,000

TO PLAY: 1) Scratch the CALLER'S CARD area to reveal 24 spots. 2) Rub corresponding numbers on CARDS 1-4. Each card has a corresponding prize legend printed beside it.

TO WIN: 1) If on any one of the CARDS 1 through 4 you match:

- All numbers in a complete horizontal, vertical or diagonal line;
- Or four corners
- Or an "X" (Consisting of eight numbers + "FREE")

BONUS CARD: Scratch only those Bingo Numbers on the BONUS CARD that match the CALLER'S CARD. Match all Bingo Numbers in a complete vertical or horizontal line, win the prize shown in the corresponding arrow for that line.

\$3 BONUS CARD

BONUS CARD

N	B	O
33	1	70
I	B	O
22	4	62
B	N	B
10	35	2

Prize Legend: \$3, \$6, \$10, \$5, \$5, \$5

CALLER'S CARD

WIN UP TO \$30,000!

SEE TICKET BACK FOR PLAY INSTRUCTIONS. **SCRATCH TO CASH**

Earn Points. Learn more at club.maineottery.com.

CARD 1

B	I	N	G	O
7	28	37	47	73
11	22	31	50	63
15	21	FREE	48	72
14	29	32	59	74
2	17	33	53	70

LINE = \$3. 4 CORNERS = \$30. "X" = \$150

CARD 2

B	I	N	G	O
5	20	35	60	75
14	18	41	52	70
4	27	FREE	54	68
9	16	42	46	71
2	19	34	56	72

LINE = \$6. 4 CORNERS = \$60. "X" = \$300

CARD 3

B	I	N	G	O
3	25	38	52	64
13	22	33	51	74
7	16	FREE	56	72
5	17	43	57	66
1	19	37	49	67

LINE = \$10. 4 CORNERS = \$150. "X" = \$1,500

CARD 4

B	I	N	G	O
8	18	44	57	64
11	23	40	47	73
5	24	FREE	53	71
10	25	33	58	64
6	20	36	60	62

LINE = \$30. 4 CORNERS = \$300. "X" = \$30,000

- Top Prize \$100,000.
- KEY NUMBER MATCH play style with 2X, 5X, 10X and 20X multipliers.
- Overall odds 1:3.94
- Quantity: 1,200,000

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

Match of YOUR NUMBERS to any of the X SPOT numbers, multiply the PRIZE shown below your matching number by that X SPOT multiplier.

\$5

2x SPOT **5x SPOT**

10x SPOT **20x SPOT**

SEE TICKET BACK FOR PLAY INSTRUCTIONS.

WINNING NUMBERS

YOUR NUMBERS

WIN UP TO \$100,000!

SCRATCH TO CASH

000 ■

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