

**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
<b>Budget Projection</b>													
Gross Sales	23,839,331	22,779,895	19,549,404	19,364,299	18,125,677	23,592,555	16,751,480	17,165,600	19,136,483	17,303,554	19,070,481	21,183,833	237,862,589
Cost of Goods Sold	(15,198,000)	(14,522,000)	(12,463,000)	(12,345,000)	(11,555,000)	(15,040,000)	(10,679,000)	(10,943,000)	(12,200,000)	(11,031,000)	(12,157,000)	(13,505,000)	(151,638,000)
Warehousing & Distribution	(1,274,074)	(1,222,074)	(1,062,074)	(1,053,074)	(991,074)	(1,262,074)	(923,074)	(944,074)	(1,041,074)	(951,074)	(1,038,074)	(1,143,074)	(12,904,889)
Trade Marketing	(536,000)	(513,000)	(440,000)	(436,000)	(408,000)	(531,000)	(377,000)	(386,000)	(431,000)	(389,000)	(429,000)	(477,000)	(5,353,000)
<b>Gross Profit</b>	<b>6,831,257</b>	<b>6,522,820</b>	<b>5,584,330</b>	<b>5,530,225</b>	<b>5,171,603</b>	<b>6,759,481</b>	<b>4,772,406</b>	<b>4,892,526</b>	<b>5,464,409</b>	<b>4,932,480</b>	<b>5,446,407</b>	<b>6,058,759</b>	<b>67,966,700</b>
BABLO Operating Costs	(381,000)	(364,000)	(313,000)	(310,000)	(290,000)	(377,000)	(268,000)	(275,000)	(306,000)	(277,000)	(305,000)	(339,000)	(3,805,000)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Operating Profit</b>	<b>6,450,257</b>	<b>6,158,820</b>	<b>5,271,330</b>	<b>5,220,225</b>	<b>4,881,603</b>	<b>6,382,481</b>	<b>4,504,406</b>	<b>4,617,526</b>	<b>5,158,409</b>	<b>4,655,480</b>	<b>5,141,407</b>	<b>5,719,759</b>	<b>64,161,700</b>
<b>Actual Performance</b>													
Gross Sales	25,124,692	27,407,361	21,788,181	20,445,885	20,797,829	23,019,035	18,268,178	18,860,218	17,737,547	19,192,171	-	-	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)
<b>Gross Profit</b>	<b>6,472,647</b>	<b>7,073,169</b>	<b>6,657,643</b>	<b>5,726,319</b>	<b>5,458,803</b>	<b>5,883,751</b>	<b>5,819,423</b>	<b>4,896,601</b>	<b>4,979,321</b>	<b>5,365,766</b>	-	-	<b>58,333,443</b>
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	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Operating Profit</b>	<b>6,191,327</b>	<b>6,825,814</b>	<b>6,424,337</b>	<b>5,472,503</b>	<b>5,364,221</b>	<b>5,663,881</b>	<b>5,497,927</b>	<b>4,612,291</b>	<b>4,658,942</b>	<b>5,044,356</b>	-	-	<b>55,755,600</b>
<b>Variance</b>													
Gross Sales	1,285,360	4,627,466	2,238,777	1,081,586	2,672,152	(573,520)	1,516,699	1,694,619	(1,398,936)	1,888,617	-	-	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)
<b>Gross Profit</b>	<b>(358,610)</b>	<b>550,348</b>	<b>1,073,314</b>	<b>196,094</b>	<b>287,200</b>	<b>(875,730)</b>	<b>1,047,017</b>	<b>4,076</b>	<b>(485,088)</b>	<b>433,286</b>	-	-	<b>1,871,908</b>
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	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Operating Profit</b>	<b>(258,931)</b>	<b>666,994</b>	<b>1,153,007</b>	<b>252,278</b>	<b>482,618</b>	<b>(718,600)</b>	<b>993,522</b>	<b>(5,234)</b>	<b>(499,467)</b>	<b>388,876</b>	-	-	<b>2,455,065</b>
<b>Transfer to Undedicated revenue</b>													
Operating Profit	6,191,327	6,825,814	6,424,337	5,472,503	5,364,221	5,663,881	5,497,927	4,612,291	4,658,942	5,044,356	-	-	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	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Transfer to Undedicated revenue</b>	<b>8,710,610</b>	<b>4,145,035</b>	<b>6,943,139</b>	<b>8,364,754</b>	<b>3,872,292</b>	<b>3,584,743</b>	<b>8,037,671</b>	<b>4,359,183</b>	<b>4,789,340</b>	<b>5,917,046</b>	-	-	<b>58,723,813</b>
<b>Performance Indicators</b>													
<u>Actual/Budget Indicators</u>													
Sales	105.4%	120.3%	111.5%	105.6%	114.7%	97.6%	109.1%	109.9%	92.7%	110.9%			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%