

SPIRITS OPERATING PROFITS - BUDGET TO ACTUAL - FY 2024

	Current Fiscal Year Performance				Past Fiscal Years' Performance			
	Budget FY24	Actual FY24	Variance Dollars	Variance %	Actual FY23	Actual FY22	Actual FY21	Actual FY20
July	\$ 6,450,257	\$ 6,191,327	\$ (258,931)	-4.01%	\$ 6,067,999	\$ 5,721,184	\$ 6,048,387	\$ 5,603,580
August	\$ 6,158,820	\$ 6,825,814	\$ 666,994	10.83%	\$ 6,693,952	\$ 6,389,136	\$ 6,060,451	\$ 5,955,611
September	\$ 5,271,330	\$ 6,424,337	\$ 1,153,007	21.87%	\$ 6,567,615	\$ 5,406,476	\$ 4,690,123	\$ 5,132,116
October	\$ 5,220,225	\$ 5,472,503	\$ 252,278	4.83%	\$ 5,354,796	\$ 4,880,468	\$ 4,960,470	\$ 4,876,936
November	\$ 4,881,603	\$ 5,364,221	\$ 482,618	9.89%	\$ 5,339,086	\$ 4,736,689	\$ 4,571,261	\$ 4,555,840
December	\$ 6,382,481	\$ 5,663,881	\$ (718,600)	-11.26%	\$ 5,907,314	\$ 5,685,526	\$ 5,478,292	\$ 5,428,689
January	\$ 4,504,406	\$ 5,497,927	\$ 993,522	22.06%	\$ 5,568,271	\$ 5,022,547	\$ 5,310,870	\$ 4,873,381
February	\$ 4,617,526	\$ 4,612,291	\$ (5,234)	-0.11%	\$ 4,510,531	\$ 4,330,259	\$ 3,975,319	\$ 4,003,662
March	\$ 5,158,409	\$ 4,658,942	\$ (499,467)	-9.68%	\$ 4,894,100	\$ 4,927,032	\$ 4,769,398	\$ 4,545,890
April	\$ 4,655,480	\$ 5,044,356	\$ 388,876	8.35%	\$ 4,558,763	\$ 4,794,707	\$ 5,101,498	\$ 4,810,095
May	\$ 5,141,407	\$ -			\$ 5,529,234	\$ 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
Current FY YTD	\$ 53,300,535	\$ 55,755,600	\$ 2,455,065	4.61%	\$ 67,177,591	\$ 63,061,316	\$ 61,782,878	\$ 60,621,420
Budget	\$ 64,161,700							
		FY23 YTD Profit	Variance Dollars	% Variance				
YOY Comparison		\$ 55,462,426	\$ 293,173	0.53%				
Projected	\$ 67,532,690							

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