

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

October 1, 2022

**Liquor Operations Monthly and Annual Net Receipts Budget and Actual Performance Comparison**  
**State Fiscal Year 2023, as of September 30, 2022**

	July 2022	August 2022	September 2022	October 2022	November 2022	December 2022	January 2023	February 2023	March 2023	April 2023	May 2023	June 2023	Total
Budget Projection													
Gross Sales	22,629,769	22,927,540	16,800,636	18,487,135	16,947,863	21,643,762	15,698,158	15,320,424	17,065,792	15,221,714	18,721,227	18,063,493	219,527,512
Cost of Goods Sold	(14,426,000)	(14,616,000)	(10,710,000)	(11,786,000)	(10,804,000)	(13,798,000)	(10,008,000)	(9,767,000)	(10,879,000)	(9,704,000)	(11,935,000)	(11,515,000)	(139,948,000)
Warehousing & Distribution	(1,214,074)	(1,229,074)	(926,074)	(1,009,074)	(933,074)	(1,165,074)	(871,074)	(852,074)	(939,074)	(847,074)	(1,021,074)	(988,074)	(11,994,889)
Trade Marketing	(509,000)	(516,000)	(378,000)	(416,000)	(381,000)	(487,000)	(353,000)	(345,000)	(384,000)	(342,000)	(421,000)	(406,000)	(4,938,000)
Gross Profit	6,480,695	6,566,466	4,786,561	5,276,061	4,829,789	6,193,687	4,466,083	4,356,350	4,863,718	4,328,640	5,344,153	5,154,419	62,646,623
BABLO Operating Costs	(362,000)	(367,000)	(269,000)	(296,000)	(271,000)	(346,000)	(251,000)	(245,000)	(273,000)	(244,000)	(300,000)	(289,000)	(3,513,000)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	6,118,695	6,199,466	4,517,561	4,980,061	4,558,789	5,847,687	4,215,083	4,111,350	4,590,718	4,084,640	5,044,153	4,865,419	59,133,623
Actual Performance													
Gross Sales	24,661,558	26,650,192	22,374,356	-	-	-	-	-	-	-	-	-	73,686,106
Cost of Goods Sold	(16,670,028)	(17,908,709)	(14,100,220)	-	-	-	-	-	-	-	-	-	(48,678,957)
Warehousing & Distribution	(1,180,752)	(1,263,262)	(1,038,495)	-	-	-	-	-	-	-	-	-	(3,482,509)
Trade Marketing	(524,813)	(562,978)	(460,979)	-	-	-	-	-	-	-	-	-	(1,548,770)
Gross Profit	6,285,964	6,915,243	6,774,663	-	-	-	-	-	-	-	-	-	19,975,870
BABLO Operating Costs	(217,966)	(221,291)	(207,047)	-	-	-	-	-	-	-	-	-	(646,304)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	6,067,999	6,693,952	6,567,615	-	-	-	-	-	-	-	-	-	19,329,566
Variance													
Gross Sales	2,031,789	3,722,651	5,573,721	-	-	-	-	-	-	-	-	-	11,328,161
Cost of Goods Sold	(2,244,028)	(3,292,709)	(3,390,220)	-	-	-	-	-	-	-	-	-	(8,926,957)
Warehousing & Distribution	33,322	(34,188)	(112,420)	-	-	-	-	-	-	-	-	-	(113,287)
Trade Marketing	(15,813)	(46,978)	(82,979)	-	-	-	-	-	-	-	-	-	(145,770)
Gross Profit	(194,731)	348,776	1,988,101	-	-	-	-	-	-	-	-	-	2,142,147
BABLO Operating Costs	144,034	145,709	61,953	-	-	-	-	-	-	-	-	-	351,696
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	(50,696)	494,485	2,050,054	-	-	-	-	-	-	-	-	-	2,493,843
Transfer to MMBB													
Operating Profit	6,067,999	6,693,952	6,567,615	-	-	-	-	-	-	-	-	-	19,329,566
Outstanding Receivables	(461,255)	691,943	(336,926)										(106,238)
Other Adjustments	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer to MMBB	5,606,743	7,385,895	6,230,689	-	-	-	-	-	-	-	-	-	19,223,328
Performance Indicators													
Actual/Budget Indicators													
Sales	109.0%	116.2%	133.2%										33.6%
COGS	115.6%	122.5%	131.7%										34.8%
Operating Profit	99.2%	108.0%	145.4%										32.7%
Actual Performance Indicators													
COGS/Sales	67.6%	67.2%	63.0%										66.1%
Operating Profit/Sales	24.6%	25.1%	29.4%										26.2%