

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

Sales Data 1/1/2024 - 1/31/2024		Monthly							
		Variance							
		Prior Year	Current Year	Actual	%				
Shipping Days	22	22	0						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	96,409	96,550	142	0.15%	4,382	4,389	0.15%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 16,154,288	\$ 16,668,264	\$ 513,976	3.18%	\$ 734,286	\$ 757,648	3.18%		
Cost of Goods Sold	\$ 10,929,367	\$ 11,234,051	\$ 304,684	2.79%					
Depletion Allowances	\$ (1,708,745)	\$ (1,657,492)							
Total Cost of Good Sold	\$ 9,220,622	\$ 9,576,560	\$ 355,938	3.86%					
Sales Data 7/1/2023 - 1/31/2024		Year to Date							
		Variance							
		Prior Year	Current Year	Actual	%				
Shipping Days	151	150	-1						
					Cs/Day LY	Cs/Day TY	Variance %		
Cases Sold	875,086	860,613	(14,473)	-1.65%	5,795	5,737	-1.00%		
					\$/Day LY	\$/Day TY	Variance %		
Dollar Sales	\$ 146,399,308	\$ 147,961,175	\$ 1,561,867	1.07%	\$ 969,532	\$ 986,408	1.74%		
Cost of Goods Sold	\$ 101,903,628	\$ 102,994,912	\$ 1,091,284	1.07%					
Depletion Allowances	\$ (9,575,871)	\$ (9,730,216)							
Total Cost of Good Sold	\$ 92,327,757	\$ 93,264,696	\$ 936,939	1.01%					
Other Revenue		Monthly Data			Year to Date Data				
		Variance					Variance		
		Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%
Premium Tax	\$ 206,577	\$ 209,701	\$ 3,124	1.51%	\$ 1,889,665	\$ 1,875,091	\$ (14,574)	-0.77%	
Bailment	\$ 272,065	\$ 249,994	\$ (22,071)	-8.11%	\$ 1,847,269	\$ 1,856,685	\$ 9,415	0.51%	
Depletion Allowances	\$ 1,708,745	\$ 1,657,492	\$ (51,254)	-3.00%	\$ 9,575,871	\$ 9,730,216	\$ 154,345	1.61%	