

**Maine Spirits Business Activity for**  
**January 2023**  
**Prepared by Pine State Spirits**

Sales Data 1/1/2023 - 1/31/2023		Monthly							
				Variance					
		Prior Year	Current Year	Actual	%				
Shipping Days		21	22	1					
						Cs/Day LY	Cs/Day TY	Variance %	
Cases Sold		93,285	96,409	3,124	3.35%	4,442	4,382	-1.35%	
						\$/Day LY	\$/Day TY	Variance %	
Dollar Sales		\$ 14,564,328	\$ 16,154,288	\$ 1,589,961	10.92%	\$ 693,539	\$ 734,286	5.88%	
Cost of Goods Sold		\$ 9,899,607	\$ 10,929,566	\$ 1,029,959	10.40%				
Depletion Allowances		\$ (1,774,378)	\$ (1,708,745)						
Total Cost of Good Sold		\$ 8,125,229	\$ 9,220,821	\$ 1,095,592	13.48%				
Sales Data 7/1/2022 - 1/31/2023		Year to Date							
				Variance					
		Prior Year	Current Year	Actual	%				
Shipping Days		151	151	0					
						Cs/Day LY	Cs/Day TY	Variance %	
Cases Sold		877,808	875,086	(2,722)	-0.31%	5,813	5,795	-0.31%	
						\$/Day LY	\$/Day TY	Variance %	
Dollar Sales		\$ 138,033,409	\$ 146,399,308	\$ 8,365,899	6.06%	\$ 914,129	\$ 969,532	6.06%	
Cost of Goods Sold		\$ 97,300,711	\$ 101,903,827	\$ 4,603,116	4.73%				
Depletion Allowances		\$ (9,774,661)	\$ (9,575,871)						
Total Cost of Good Sold		\$ 87,526,050	\$ 92,327,956	\$ 4,801,906	5.49%				
Other Revenue		Monthly Data				Year to Date Data			
				Variance				Variance	
		Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%
Premium Tax		\$ 200,146	\$ 206,577	\$ 6,431	3.21%	\$ 1,898,226	\$ 1,889,665	\$ (8,561)	-0.45%
Bailment		\$ 249,415	\$ 272,065	\$ 22,650	9.08%	\$ 1,648,205	\$ 1,847,269	\$ 199,064	12.08%
Depletion Allowances		\$ 1,774,378	\$ 1,708,745	\$ (65,633)	-3.70%	\$ 9,774,661	\$ 9,575,871	\$ (198,790)	-2.03%