

**Maine Spirits Business Activity for
December 2021
Prepared by Pine State Spirits**

Sales Data 12/1/2021 - 12/31/2021			Monthly					
				Variance				
	Prior Year	Current Year	Actual	%				
Shipping Days	23	22	-1					
					Cs/Day LY	Cs/Day TY	Variance %	
Cases Sold	144,644	143,551	(1,092)	-0.76%	6,289	6,525	3.76%	
					\$/Day LY	\$/Day TY	Variance %	
Dollar Sales	\$ 22,152,748	\$ 22,917,544	\$ 764,796	3.45%	\$ 963,163	\$ 1,041,707	8.15%	
Cost of Goods Sold	\$ 15,746,630	\$ 16,313,045	\$ 566,415	3.60%				
Depletion Allowances	\$ (1,075,847)	\$ (1,114,469)						
Total Cost of Good Sold	\$ 14,670,783	\$ 15,198,576	\$ 527,793	3.60%				
Sales Data 7/1/2021 - 12/31/2021			Year to Date					
				Variance				
	Prior Year	Current Year	Actual	%				
Shipping Days	131	130	-1					
					Cs/Day LY	Cs/Day TY	Variance %	
Cases Sold	768,219	789,044	20,824	2.71%	5,864	6,070	3.50%	
					\$/Day LY	\$/Day TY	Variance %	
Dollar Sales	\$ 117,321,901	\$ 123,469,090	\$ 6,147,190	5.24%	\$ 895,587	\$ 949,762	6.05%	
Cost of Goods Sold	\$ 82,130,889	\$ 87,400,387	\$ 5,269,498	6.42%				
Depletion Allowances	\$ (7,463,489)	\$ (8,000,283)						
Total Cost of Good Sold	\$ 74,667,400	\$ 79,400,104	\$ 4,732,703	6.34%				
Other Revenue		Monthly Data			Year to Date Data			
							Variance	
	Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%
Premium Tax	\$ 311,587	\$ 306,312	\$ (5,276)	-1.69%	\$ 1,663,470	\$ 1,698,080	\$ 34,610	2.08%
Bailment	\$ 193,595	\$ 200,545	\$ 6,949	3.59%	\$ 1,345,429	\$ 1,398,781	\$ 53,352	3.97%
Depletion Allowances	\$ 1,075,847	\$ 1,114,469	\$ 38,622	3.59%	\$ 7,463,489	\$ 8,000,283	\$ 536,795	7.19%