MAINE STATE LEGISLATURE

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Department of Administrative and Financial Services

Bureau of Alcoholic Beverages and Lottery Operations

Financial Statements
Fiscal Year Ending June 30, 2000



Maine Spirit Spotlight

News from Maine's Bureau of Alcoholic Beverages www.state.me.us/bablo

HV 5297 .M2 M23 2000

The Lottery Link

Hot News From
The Maine State Lottery
www.mainelottery.com

Angus S. King, Jr GOVERNOR

STATE OF MAINE DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES DIVISION OF FINANCIAL AND PERSONNEL SERVICES

74 STATE HOUSE STATION AUGUSTA, MAINE 04333

LAW & LEGISLATIVE E. WALDRON REFERENCE LIBRARY 43 STATE HOUSE STATION AUGUSTA ME 04333 DIRECTOR

January 18, 2001

Eben Marsh, Director Bureau of Alcoholic Beverages and Lottery Operations 10-12 Water Street Hallowell, Maine 04347

Dear Mr. Marsh:

Submitted herewith is the annual report for the Bureau of Alcoholic Beverages and Lottery Operations for the fiscal year ended June 30, 2000. This report presents the financial position and operation of the State operated liquor stores and the lottery. The report does not reflect sales or operating expenses of the agency liquor stores or the lottery agents.

If you have any suggestions or comments about these schedules please contact us at your earliest convenience. If there are other schedules that you wish to be included in our next annual report please let us know so that we may work together on the design of the report.

Sincerely,

Edward A. Karass, Director

Director of Financial & Personnel Services

Leonil B. Giroux, Jr.

Managing Staff Accountant

Prepared by:

Diane E. Joslyn

Senior Staff Accountant

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Department of Administrative and Financial Services Bureau of Liquor and Lottery Operations CONSOLIDATED BALANCE SHEET

	2000		1999
ASSETS			`
Equity in Treasurer's Cash	\$2,657,316	(1)	\$5,193,722
Accounts Receivable Net	9,248,478		8,272,598
Other Assets	2,970,613		2,801,551
Total Current Assets	\$14,876,407		\$16,267,871
Fixed Assets	\$1,793,194		\$2,354,959
Less: Reserve for Depreciation	(1,314,708)		(1,181,747)
Total Fixed Assets	\$478,486	(2)	\$1,173,212
Total Assets	\$15,354,893	:	\$17,441,083
LIABILITIES			
Accounts Payable	\$5,907,802	(1)	\$8,821,935
Accrued Vacation Liability	\$332,761	` ,	\$322,286
Returnable Container Deposit	\$315,393		\$174,882
Due to Other Funds	5,236,360	(3)	3,519,534
Total Current Liabilities	\$11,792,316		\$12,838,637 ·
RESERVES			
Working Capital Advance	\$1,000,000		\$1,000,000
Reserves and Discounts	2,562,577		3,602,446
Total Reserves	\$3,562,577		\$4,602,446
Total Liabilities & Reserves	\$15,354,893		\$17,441,083

Department of Administrative and Financial Services Bureau of Liquor and Lottery Operations CONSOLIDATED STATEMENT OF OPERATIONS

		% of		% of
	2000	Sales	1999	Sales
Net Sales	\$224,512,746 (4)	100.00%	\$216,920,604	100.00%
Cost of Goods Sold	\$145,822,571	64.95%	\$139,554,319	64.33%
Gross Income from Sales	\$78,690,175	35.05%	\$77,366,285	35.67%
Other Income	1,834,876	0.82%	2,542,419	1.17%
Gross Income from Operations	\$80,525,051	35.87%	\$79,908,703	36.84%
Less: Operating Expenses	17,744,536	7.90%	17,282,316	7.97%
General Fund Revenue Transfer	62,780,515		62,626,387	
Premium Tax Transferred	1,581,648 *		0	
Prior Period Adjustment	1,258,970 (5)		0	
Total Transfer	\$65,621,133 (6)	29.23%	\$62,626,387	28.87%

^{*} We have changed the presentation for Fiscal Year 2000 to help the reader understand the compilation of the Total Transfer. In Fiscal Year 2000 the Premium Tax is calculated at the point of sale on individual items and is recorded in Sales and Cost of Goods Sold. This was a design feature in the computer system that allows presentation of General Fund Revenue Transfers and Premium Tax on separate lines. In Fiscal Year 1999 Premium Tax was included in Sales only. Fiscal Year 1999 has not been restated.

Department of Administrative and Financial Services Bureau of Alcoholic Beverages and Lottery Operations

HISTORICAL GROSS SALES AS COMPARED TO TOTAL TRANSFERS

For Fiscal Years 1981 - 2000

<u>Year</u>	•			
<u>ı çar</u>	Liquor Sales	Lottery Sales	Total Sales	
2000	\$ 76,599,135	\$ 147,913,611	\$ 224,512,746	
1999	72,382,945	144,586,914	216,969,859	
1998	70,426,846	148,890,098	219,316,944	
1997	68,075,556	146,255,002	214,330,558	
1996	68,181,524	148,689,703	216,871,227	
1995	68,112,331	153,204,327	221,316,658	
1994	71,186,901	145,197,086	216,383,987	
1993	72,839,701	118,074,110	190,913,811	
1992	72,479,842	114,055,219	186,535,061	
1991	72,874,629	96,325,468	169,200,097	
1990	72,967,171	98,495,282	171,462,453	
1989	73,268,332	96,318,720	169,587,052	
1988	71,845,410	82,462,597	154,308,007	
1987	70,837,908	58,083,496	128,921,404	
1986	67,510,553	38,751,719	106,262,272	
1985	66,366,207	15,945,976	82,312,183	
1984	67,978,001	15,958,189	83,936,190	•
1983	66,449,035	13,073,997	79,523,032	
1982	65,974,921	9,658,095	75,633,016	
1981	64,448,224	6,369,909	70,818,133	
Fiscal <u>Year</u>	Liquer Transfer	Lattery Transfer		
<u> 1 441</u>		I Offery Transfer	Total Transferred %	of Sales
	Liquor Transfer	<u>Lottery Transfer</u> \$39,553,758 (8)	Total Transferred %	
2000	\$26,067,375 (7)	\$39,553,758 (8)	\$65,621,133	29.23%
2000 1999	\$26,067,375 (7) 21,255,952	\$39,553,758 (8) 41,370,435 (9)	\$65,621,133 62,626,387	29.23% 28.86%
2000 1999 1998	\$26,067,375 (7) 21,255,952 22,139,996	\$39,553,758 (8) 41,370,435 (9) 41,846,690 (10)	\$65,621,133 62,626,387 63,986,686	29.23% 28.86% 29.18%
2000 1999 1998 1997	\$26,067,375 (7) 21,255,952 22,139,996 22,250,530	\$39,553,758 (8) 41,370,435 (9) 41,846,690 (10) 41,786,124 (11)	\$65,621,133 62,626,387 63,986,686 64,036,654	29.23% 28.86% 29.18% 29.88%
2000 1999 1998 1997 1996	\$26,067,375 (7) 21,255,952 22,139,996 22,250,530 23,085,031	\$39,553,758 (8) 41,370,435 (9) 41,846,690 (10) 41,786,124 (11) 39,374,737 (12)	\$65,621,133 62,626,387 63,986,686 64,036,654 62,459,768	29.23% 28.86% 29.18% 29.88% 28.80%
2000 1999 1998 1997 1996 1995	\$26,067,375 (7) 21,255,952 22,139,996 22,250,530 23,085,031 21,785,740	\$39,553,758 (8) 41,370,435 (9) 41,846,690 (10) 41,786,124 (11) 39,374,737 (12) 41,185,167	\$65,621,133 62,626,387 63,986,686 64,036,654 62,459,768 62,970,908	29.23% 28.86% 29.18% 29.88% 28.80% 28.45%
2000 1999 1998 1997 1996 1995	\$26,067,375 (7) 21,255,952 22,139,996 22,250,530 23,085,031 21,785,740 23,755,033 (13)	\$39,553,758 (8) 41,370,435 (9) 41,846,690 (10) 41,786,124 (11) 39,374,737 (12) 41,185,167 44,616,761	\$65,621,133 62,626,387 63,986,686 64,036,654 62,459,768 62,970,908 68,371,794	29.23% 28.86% 29.18% 29.88% 28.80% 28.45% 31.60%
2000 1999 1998 1997 1996 1995 1994 1993	\$26,067,375 (7) 21,255,952 22,139,996 22,250,530 23,085,031 21,785,740 23,755,033 (13) 34,747,869	\$39,553,758 (8) 41,370,435 (9) 41,846,690 (10) 41,786,124 (11) 39,374,737 (12) 41,185,167 44,616,761 36,513,230	\$65,621,133 62,626,387 63,986,686 64,036,654 62,459,768 62,970,908 68,371,794 71,261,099	29.23% 28.86% 29.18% 29.88% 28.80% 28.45% 31.60% 37.33%
2000 1999 1998 1997 1996 1995 1994 1993 1992	\$26,067,375 (7) 21,255,952 22,139,996 22,250,530 23,085,031 21,785,740 23,755,033 (13) 34,747,869 36,433,046	\$39,553,758 (8) 41,370,435 (9) 41,846,690 (10) 41,786,124 (11) 39,374,737 (12) 41,185,167 44,616,761 36,513,230 35,434,002	\$65,621,133 62,626,387 63,986,686 64,036,654 62,459,768 62,970,908 68,371,794 71,261,099 71,867,048	29.23% 28.86% 29.18% 29.88% 28.80% 28.45% 31.60% 37.33% 38.53%
2000 1999 1998 1997 1996 1995 1994 1993 1992 1991	\$26,067,375 (7) 21,255,952 22,139,996 22,250,530 23,085,031 21,785,740 23,755,033 (13) 34,747,869 36,433,046 34,820,114	\$39,553,758 (8) 41,370,435 (9) 41,846,690 (10) 41,786,124 (11) 39,374,737 (12) 41,185,167 44,616,761 36,513,230 35,434,002 29,363,064	\$65,621,133 62,626,387 63,986,686 64,036,654 62,459,768 62,970,908 68,371,794 71,261,099 71,867,048 64,183,178	29.23% 28.86% 29.18% 29.88% 28.80% 28.45% 31.60% 37.33% 38.53% 37.93%
2000 1999 1998 1997 1996 1995 1994 1993 1992 1991 1990	\$26,067,375 (7) 21,255,952 22,139,996 22,250,530 23,085,031 21,785,740 23,755,033 (13) 34,747,869 36,433,046 34,820,114 34,194,145	\$39,553,758 (8) 41,370,435 (9) 41,846,690 (10) 41,786,124 (11) 39,374,737 (12) 41,185,167 44,616,761 36,513,230 35,434,002 29,363,064 30,543,755	\$65,621,133 62,626,387 63,986,686 64,036,654 62,459,768 62,970,908 68,371,794 71,261,099 71,867,048 64,183,178 64,737,900	29.23% 28.86% 29.18% 29.88% 28.80% 28.45% 31.60% 37.33% 38.53% 37.93% 37.76%
2000 1999 1998 1997 1996 1995 1994 1993 1992 1991 1990 1989	\$26,067,375 (7) 21,255,952 22,139,996 22,250,530 23,085,031 21,785,740 23,755,033 (13) 34,747,869 36,433,046 34,820,114 34,194,145 36,941,611	\$39,553,758 (8) 41,370,435 (9) 41,846,690 (10) 41,786,124 (11) 39,374,737 (12) 41,185,167 44,616,761 36,513,230 35,434,002 29,363,064 30,543,755 30,407,319	\$65,621,133 62,626,387 63,986,686 64,036,654 62,459,768 62,970,908 68,371,794 71,261,099 71,867,048 64,183,178 64,737,900 67,348,930	29.23% 28.86% 29.18% 29.88% 28.80% 31.60% 37.33% 38.53% 37.76% 39.71%
2000 1999 1998 1997 1996 1995 1994 1993 1992 1991 1990 1989 1988	\$26,067,375 (7) 21,255,952 22,139,996 22,250,530 23,085,031 21,785,740 23,755,033 (13) 34,747,869 36,433,046 34,820,114 34,194,145 36,941,611 33,778,889	\$39,553,758 (8) 41,370,435 (9) 41,846,690 (10) 41,786,124 (11) 39,374,737 (12) 41,185,167 44,616,761 36,513,230 35,434,002 29,363,064 30,543,755 30,407,319 27,266,282	\$65,621,133 62,626,387 63,986,686 64,036,654 62,459,768 62,970,908 68,371,794 71,261,099 71,867,048 64,183,178 64,737,900 67,348,930 61,045,171	29.23% 28.86% 29.18% 29.88% 28.80% 28.45% 31.60% 37.33% 38.53% 37.93% 37.76% 39.71% 39.56%
2000 1999 1998 1997 1996 1995 1994 1993 1992 1991 1990 1989 1988 1987	\$26,067,375 (7) 21,255,952 22,139,996 22,250,530 23,085,031 21,785,740 23,755,033 (13) 34,747,869 36,433,046 34,820,114 34,194,145 36,941,611 33,778,889 35,293,903	\$39,553,758 (8) 41,370,435 (9) 41,846,690 (10) 41,786,124 (11) 39,374,737 (12) 41,185,167 44,616,761 36,513,230 35,434,002 29,363,064 30,543,755 30,407,319 27,266,282 18,205,948	\$65,621,133 62,626,387 63,986,686 64,036,654 62,459,768 62,970,908 68,371,794 71,261,099 71,867,048 64,183,178 64,737,900 67,348,930 61,045,171 53,499,851	29.23% 28.86% 29.18% 29.88% 28.80% 28.45% 31.60% 37.33% 37.93% 37.76% 39.71% 39.56% 41.50%
2000 1999 1998 1997 1996 1995 1994 1993 1992 1991 1990 1989 1988	\$26,067,375 (7) 21,255,952 22,139,996 22,250,530 23,085,031 21,785,740 23,755,033 (13) 34,747,869 36,433,046 34,820,114 34,194,145 36,941,611 33,778,889	\$39,553,758 (8) 41,370,435 (9) 41,846,690 (10) 41,786,124 (11) 39,374,737 (12) 41,185,167 44,616,761 36,513,230 35,434,002 29,363,064 30,543,755 30,407,319 27,266,282 18,205,948 11,845,910	\$65,621,133 62,626,387 63,986,686 64,036,654 62,459,768 62,970,908 68,371,794 71,261,099 71,867,048 64,183,178 64,737,900 67,348,930 61,045,171 53,499,851 45,143,591	29.23% 28.86% 29.18% 29.88% 28.80% 31.60% 37.33% 37.76% 39.71% 39.56% 41.50% 42.48%
2000 1999 1998 1997 1996 1995 1994 1993 1992 1991 1990 1989 1988 1987 1986	\$26,067,375 (7) 21,255,952 22,139,996 22,250,530 23,085,031 21,785,740 23,755,033 (13) 34,747,869 36,433,046 34,820,114 34,194,145 36,941,611 33,778,889 35,293,903 33,297,681	\$39,553,758 (8) 41,370,435 (9) 41,846,690 (10) 41,786,124 (11) 39,374,737 (12) 41,185,167 44,616,761 36,513,230 35,434,002 29,363,064 30,543,755 30,407,319 27,266,282 18,205,948	\$65,621,133 62,626,387 63,986,686 64,036,654 62,459,768 62,970,908 68,371,794 71,261,099 71,867,048 64,183,178 64,737,900 67,348,930 61,045,171 53,499,851	29.23% 28.86% 29.18% 29.88% 28.80% 31.60% 37.33% 37.76% 39.71% 39.56% 41.50% 42.48% 45.40%
2000 1999 1998 1997 1996 1995 1994 1993 1992 1991 1990 1989 1988 1987 1986 1985	\$26,067,375 (7) 21,255,952 22,139,996 22,250,530 23,085,031 21,785,740 23,755,033 (13) 34,747,869 36,433,046 34,820,114 34,194,145 36,941,611 33,778,889 35,293,903 33,297,681 32,950,447	\$39,553,758 (8) 41,370,435 (9) 41,846,690 (10) 41,786,124 (11) 39,374,737 (12) 41,185,167 44,616,761 36,513,230 35,434,002 29,363,064 30,543,755 30,407,319 27,266,282 18,205,948 11,845,910 4,422,746	\$65,621,133 62,626,387 63,986,686 64,036,654 62,459,768 62,970,908 68,371,794 71,261,099 71,867,048 64,183,178 64,737,900 67,348,930 61,045,171 53,499,851 45,143,591 37,373,193	29.23% 28.86% 29.18% 29.88% 28.80% 31.60% 37.33% 37.76% 39.71% 39.56% 41.50% 42.48%
2000 1999 1998 1997 1996 1995 1994 1993 1992 1991 1990 1989 1988 1987 1986 1985 1984	\$26,067,375 (7) 21,255,952 22,139,996 22,250,530 23,085,031 21,785,740 23,755,033 (13) 34,747,869 36,433,046 34,820,114 34,194,145 36,941,611 33,778,889 35,293,903 33,297,681 32,950,447 32,532,203	\$39,553,758 (8) 41,370,435 (9) 41,846,690 (10) 41,786,124 (11) 39,374,737 (12) 41,185,167 44,616,761 36,513,230 35,434,002 29,363,064 30,543,755 30,407,319 27,266,282 18,205,948 11,845,910 4,422,746 4,515,771	\$65,621,133 62,626,387 63,986,686 64,036,654 62,459,768 62,970,908 68,371,794 71,261,099 71,867,048 64,183,178 64,737,900 67,348,930 61,045,171 53,499,851 45,143,591 37,373,193 37,047,974	29.23% 28.86% 29.18% 29.88% 28.80% 28.45% 31.60% 37.33% 37.93% 37.76% 39.56% 41.50% 42.48% 45.40% 44.14%

Department of Administrative and Financial Services Bureau of Alcoholic Beverages and Lottery Operations Footnotes to Financial Statements For the year ending June 2000 Consolidated Footnotes

Consolidated Balance Sheet

- 1. The higher Cash balance in Fiscal Year 1999 is attributed to the higher Alcoholic Beverages' Accounts Payable balance. The reasoning for this is twofold. First, the Tomax system more accurately reflects the true Accounts Payable balances because it is a real-time system. Second, significant personnel turnover at the end of Fiscal Year 1999 resulted in less than timely processing of daily Accounts Payable.
- 2. The Fixed Assets balance has decreased from Fiscal Year 1999 to Fiscal Year 2000 primarily due to two reasons. One is that new equipment has not been purchased and the old equipment is continuing to depreciate; Fiscal Year 2000 depreciation totals \$217,040. The other is that during a Fiscal Year 2000 reconciliation of the Bureau of Alcoholic Beverages and Lottery Operations fixed assets, it was determined that Leasehold Improvements of \$361,361 be expensed and therefore removed from the fixed asset system.
- 3. The majority of the Due to Other Funds balance is associated with Lottery Operations. This balance fluctuates monthly depending on the timing of cash flow from the Lottery's Accounts Receivable bank sweeps through Treasury processing. The remainder, \$97,050, is due to Maine Revenue Services from the Bureau of Alcoholic Beverages for June Sales Tax collections.

Consolidated Statement of Operations

- 4. Net Sales for Alcoholic Beverages include Returns and Premium Tax collections.
- 5. The Prior Period Adjustment is necessary to correct an underestimate in the Fiscal Year 1999 Alcoholic Beverages' transfer to the General Fund. Please see also Note #9 on page 55, the footnote page for the Alcoholic Beverages section.
- 6. Total Transfers do not include Alcoholic Beverages' Sales Tax collections that are forwarded to Maine Revenue Services.

Fiscal Year 2000 Sales Tax collections: \$707,062 Fiscal Year 1999 Sales Tax collections: \$909,647

Sales Tax Rate September 1998 through June 2000: 5.5% Sales Tax Rate July 1998 through September 1998: 6.0%

Department of Administrative and Financial Services Bureau of Alcoholic Beverages and Lottery Operations Footnotes to Financial Statements For the year ending June 2000 Consolidated Footnotes

Historical Gross Sales as compared to Total Transfers

- 7. The Prior Period Adjustment is necessary to correct an underestimate in the Fiscal Year 1999 Alcoholic Beverages' transfer to the General Fund. Please see also Note #9 on page 55, the footnote page for the Alcoholic Beverages section.
- 8. Lottery transfers for Fiscal Year 2000 include \$1,427,972 of Heritage Game proceeds that were transferred to Inland Fish and Wildlife.
- 9. Lottery transfers for Fiscal Year 1999 include \$1,749,542 of Heritage Game proceeds that were transferred to Inland Fish and Wildlife.
- 10. Lottery transfers for Fiscal Year 1998 include \$1,104,635 of Heritage Game proceeds that were transferred to Inland Fish and Wildlife. They do not include the \$99,432 prior period adjustment for Tri-State accrued interest.
- 11. Lottery transfers for Fiscal Year 1997 include \$1,068,4691 of Heritage Game proceeds that were transferred to Inland Fish and Wildlife. They do not include the \$169,402 prior period adjustments for Tri-State accrued interest, inventory changes, and special promotions.
- 12. Lottery transfers for Fiscal Year 1996 include \$1,617,105.21 of Heritage Game proceeds that were transferred to Inland Fish and Wildlife.
- 13. Liquor transfers since Fiscal Year 1994 do not include revenues from the Liquor Licensing Section that was transferred to the Department of Public Safety on July 1, 1993.



For Fiscal Years ending: June 30,

ASSETS:

ASSETS:		20	00			1999
Current Asse	ite	20	00			1000
Cash		\$ 1	6,701		\$	43,713
	ash - Imprest Fund	•	50,200			350,200
•	s Receivable		'9,931		7	7,774,410
	e for Doubtful Accounts	•	35,958)		•	(88,847)
	d Expense	•	1,927	(1)		261,838
	se Account		-	(-)		47,062
•						
Total	Current Assets	\$ 8,57	2,801		\$ 8	3,388,376
Fixed Assets						
Equipme	ent .	\$	-		\$	86,759
Comput	er Equipment		-			34,612
Leaseho	old Improvements		-			15,862
Less: Ro	eserve for Depreciation		-			(84,079)
Total i	Fixed Assets	\$, =	(2)	\$	53,154
	TOTAL ASSETS	\$ 8,57	2,801		\$ 8	3,441,530
LIABILITIES:						
Due to 0	Other Funds	\$ 5,13	9,310	(3)	\$ 3	3,475,000
Account	s Payable	25	5,899			341,848
Accrued	Subscriptions	30	4,910			294,877
Accrued	Vacation Liability	S	0,101			81,404
Voucher	rs Payable	22	20,004			645,955
	TOTAL LIABILITIES	\$ 6,01	0,224		\$ 4	,839,084
RESERVES:						
Instant 3	Ficket Prize Reserve	\$ 2,54	3,101	(4)	\$ 3	3,286,397
	for Instant Game Annuities	•	0,000	` '	•	300,000
Unappro	ppriated Surplus	(28	30,524)	(5)		16,049
TOTAL LI	ABILITIES & RESERVES	\$ 8,57	2,801		\$ 8	,441,530

Comparative Statements of Income and Expense For Fiscal Years ending: June 30,

				% of				% of
SALES:			2000	Sales			1999	Sales
Instant Tickets:								
\$1 Instant		\$	51,722,231	34.97%		\$	52,119,670	36.06%
Heritage Game			4,779,464	3.23%	(7)		7,057,795	4.88%
\$1 Probability			98,418	0.07%			1,055,063	0.73%
\$2 Instant			28,539,214	19.29%			29,341,910	20.30%
\$3 Instant			13,010,385	8.80%			10,238,619	7.08%
\$5 Instant			9,236,170	6.24%			6,684,225	4.62%
	Total Instant	\$	107,385,882	72.60%		\$	106,497,282	73.68%
Online Games:								
		\$	E 000 0EE	2 200/		•	E 04E 701	3.49%
Pick 3 Pick 4		Φ	5,006,255 3,803,267	3.38% 2.57%		\$	5,045,791 3,601,643	2.49%
Megabucks			27,137,544	18.35%			24,689,194	17.08%
Win Cash			4,580,663	3.10%			4,703,749	3.25%
VVIII Casti	Total Online	\$	40,527,729	27.40%		\$	38,040,377	26.32%
	Total Office	Ψ	10,027,720	21,4070		Ψ		20.0270
	Total Ticket Sales	\$	147,913,611	100.00%		\$	144,537,659	100.00%
Maria Oala								
Misc Sales:		Φ.	1 007	0.000/		Φ.	540	0.000/
Sale of Clothing		\$	1,207	0.00%		\$	542	0.00%
OTHER INCOME:								
Distribution Expenses paid	I by IE&W	\$	95,111	0.06%		\$	140,450	0.10%
Expired Instant Prize Rese		Ψ	877,143	0.59%	(4)	Ψ	1,631,218	1.13%
Expired Instant Prize Rese			193,736	0.13%	(-)		76,611	0.05%
Interest Income - Tri State	i vo mi jornago		44,782	0.03%	(6)		411,428	0.28%
Misc Income			174,655	0.12%	(-,		223,666	0.15%
	Total Other Income	\$	1,385,426	0.94%		\$	2,483,374	1.72%
	Total Receipts	\$	149,300,244	100.94%		\$	147,021,575	101.72%
	,			:			****	
EXPENSES:								
Cost of Goods Sold		\$	99,788,234	67.46%		\$	96,085,358	66.48%
Maine Operating Expenses			3,247,895	2.20%			2,344,690	1.62%
Tri-State Operating Expen	ses		3,165,130	2.14%	(6)		2,040,300	1.41%
Heritage Game Expenses			3,545,227	2.40%			5,384,864	3.73%
Unappropriated			_	0.00%			(204,073)	-0.14%
	Total Expenses	\$	109,746,486	74.20%		\$	105,651,140	73.10%
Transfer to General Fund		æ	20 125 705	25.78%		¢	39,620,894	27.41%
Transfer to General Fund Transfer to Fish & Wildlife		\$	38,125,785 1,427,972	0.97%		\$	1,749,542	1.21%
Transfer to Fish & Whalle	Total Transfer	\$	39,553,758	26.74%		\$	41,370,435	28.62%
Change from 1999 to 2000:		D	ollar Change	% Change				
Sales:								
Instant			888,600	0.83%				
Online			2,487,352	6.54%				
Total			3,375,952	2.34%				
Cost of Goods Sold			3,702,876	3.85%				
Maine Operating Expenses	S		903,205	38.52%				
			,					

Department of Administrative and Financial Services Division of Lottery Maine Operating Expense Schedule

		2000	•		1999
Lottery Administration:					
Personal Services	\$	1,208,756		\$	1,102,636
State Services		100,282			64,198
Non-State Services		21,916			32,571
Travel Expenses		4,640			7,356
Rents		88,807			63,277
Office Supplies		12,018			15,193
General Operations		393,304	(8)		149,135
Portion paid by IFW		(53,581)			(85,920)
Total Administrative	\$	1,776,140		\$	1,348,445
Lottery Operations:					•
General Operations	\$	-		\$	
First Class Mail		-			56,918
Priority Mail		-			2,295
Other Instant Expense		543,731	(9)		180,058
Customer Service		117,856	(10)		58,917
State Post Office		-	(,		2,255
Other Agent Expenses		770			824
Portion paid by IFW		(19,396)			(18,046)
Total Operational	\$	642,960		\$	283,221
rotal operational	•	0 .2,000		*	200,221
Advertising Charges:					
Ad Agency Fees	\$	132,337		\$	143,324
TV Production		127,431			156,074
TV Media		253,113			-
Radio Production		_	(11)		2,222
Radio Media		-	(11)		127,463
Promotional Material		162,485			147,794
Posters		58,728			17,924
Agent News Letter		· -			87
Advertising Notices		9,334			713
Conference charges		· -			-
Clothing					_
Hotel Room & Lodging		_			_
Misc Minor Equip		-			-
Courier		_			_
Prize Expense		_			_
Other		_			_
Shows		_			_
StaCap		12,389			13,457
Portion paid by IFW		(22,133)			(36,483)
Total Advertising	\$	733,684		\$	572,575
rotal Advertising	Ψ	733,004		Ψ	3/2,3/3
Sub Total	\$	3,152,784		\$	2,204,241
Plus: IF&W reimbursement	\$	95,475		\$	140,449
		,		•	,
Total Operating Expenses	\$	3,247,895	:	\$	2,344,692
Total Sales Including Heritage	\$	147,913,611		\$	144,537,659
Percentage of Sales		2.20%			1.62%

Cost of Goods Sold Schedule

			% of			% of
		2000	Sales		1999	Sales
Prize Expense:						
\$1 Instant	\$	30,948,790	59.84%	\$	31,077,154	59.63%
\$1 Probability		112,440	114.25%		624,559	8.85%
\$2 Instant		18,398,062	64.47%		18,495,256	63.03%
\$3 Instant		8,557,934	65.78%		6,917,588	67.56%
\$5 Instant		5,934,748	64.26%		4,380,471	65.53%
Pick 3		2,506,540	50.07%		2,545,304	50.44%
Pick 4		1,948,104	51.22%		1,803,927	50.09%
Megabucks		13,581,357	50.05%		12,408,490	50.26%
Win Cash	<u> </u>	2,291,957	50.04%	-\$	2,369,796	50.38%
Total Prize Expense	Φ.	84,279,930	58.88%	Ф	80,622,545	58.64%
Vendor Fees:						
\$1 Instant	\$	2,437,979	4.71%	\$	2,435,113	4.67%
\$1 Probability		7,371	7.49%		69,002	0.98%
\$2 Instant		1,338,836	4.69%		1,281,285	4.37%
\$3 Instant		608,564	4.68%		427,019	4.17%
\$5 Instant		421,343	4.56%		309,769	4.63%
Total Vendor Fees	\$	4,814,093	3.36%	\$	4,522,188	3.29%
Agent Commissions and Bonuses:						
\$1 Instant	\$	3,747,545	7.25%	\$	4,154,629	7.97%
\$1 Probability		8,294	8.43%		83,702	1.19%
\$2 Instant		2,287,392	8.01%		2,346,701	8.00%
\$3 Instant		980,623	7.54%		823,874	8.05%
\$5 Instant		665,781	7.21%		539,652	8.07%
Pick 3		250,600	5.01%		254,658	5.05%
Pick 4		199,134	5.24%		188,452	5.23%
Megabucks		1,315,430	4.85%		1,198,646	4.85%
Win Cash		227,123	4.96%		235,311	5.00%
Total Agent Commissions & Bonuses	\$	9,681,921	6.76%	\$	9,825,626	7.15%
Other Expenses:						
Telephone	\$	854,816	0.60%	\$	865,557	0.63%
Postage	•	157,474	0.11%	·	249,442	0.18%
Total Other Expenses	\$	1,012,289	0.71%	\$	1,114,998	0.81%
Total Cost of Goods Sold	\$	99,788,234	69.72%	\$	96,085,357	69.89%
Total Sales less Heritage	\$	143,134,147		\$	137,479,864	
Percentage of Sales Less Heritage Games		69.72%			69.89%	

Cost of Goods Sold - Online Games

For Fiscal Years ending: June 30,

2000]				
Sales	Megabucks \$ 27,137,544	Pick 3 \$ 5,006,255	Pick 4 \$ 3,803,267	Win Cash \$ 4,580,663	Total Online \$ 40,527,729
Prize Expense Agent Commissions Telephone*	13,581,357 1,315,430 572,388	2,506,540 250,600 105,593	1,948,104 199,134 80,219	2,291,957 227,123 96,616	20,327,957 1,992,287 854,816
Total COGS	\$ 15,469,175	\$ 2,862,732	\$ 2,227,457	\$ 2,615,696	\$ 23,175,060
Gross Profit on Sales	\$ 11,668,369	\$ 2,143,523	\$ 1,575,810	\$ 1,964,967	\$ 17,352,669
Gross Profit Percent	43.00%	42.82%	41.43%	42.90%	42.82%
1999	7				
1999	1 .				
Sales	Megabucks \$ 24,689,194	Pick 3 \$ 5,045,791	Pick 4 \$ 3,601,643	Win Cash \$ 4,703,749	Total Online \$ 38,040,377
Prize Expense Agent Commissions Telephone*	12,408,490 1,198,646 561,769	2,545,304 254,658 114,810	1,803,927 188,452 81,950	2,369,796 235,311 107,027	19,127,517 1,877,067 865,557
Total COGS	\$ 14,168,905	\$ 2,914,772	\$ 2,074,329	\$ 2,712,134	\$ 21,870,141
Gross Profit on Sales	\$ 10,520,289	\$ 2,131,019	\$ 1,527,314	\$ 1,991,615	\$ 16,170,236
Gross Profit Percent	42.61%	42.23%	42.41%	42.34%	42.51%
Percentage Change fi	rom FY 1999 to F	Y 2000			
J J · · ·	Megabucks	Pick 3	Pick 4	Win Cash	Total Online
Sales	-		5.60%	-2.62%	6.54%
Gaioc	9.92%	-0.78%	5.00%	-2.0270	0.5476
COGS	9.92% 9.18%	-0.78% -1.79%	7.38%	-3.56%	5.97%

^{*} Telephone expense for the online games is allocated by sales dollars Note: Schedule is net of Heritage Game

Cost of Goods Sold - Instant Tickets

For Fiscal Years ending: June 30,

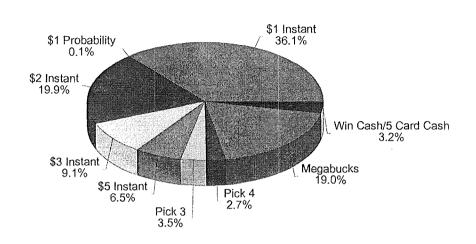
2000			,	,		
Sales	\$1 Instant \$ 51,722,231	\$1 Probability \$ 98,418	\$2 Instant \$ 28,539,214	\$3 Instant \$ 13,010,385	\$5 Instant \$ 9,236,170	Total Instant \$ 102,606,418
Prize Expense	30,948, 7 90	112,440	18,398,062	8,557,934	5,934,748	63,951,973
Vendor Fees	2,437,979	7 ,37 1	1,338,836	608,564	421,343	4,814,093
Agent Commissions	3,747,545	8,294	2,287,392	980,623	665,781	7,689,635
Postage	79,380	151	43,800	19,967	14,175	157,474
Total COGS	\$ 37,213,693	\$ 128,256	\$ 22,068,090	\$ 10,167,088	\$ 7,036,048	\$ 76,613,174
Gross Profit on Sales	\$ 14,508,537	\$ (29,838)	\$ 6,471,124	\$ 2,843,297	\$ 2,200,122	\$ 25,993,243
Gross Profit Percent	28.05%	-30.32%	22.67%	21.85%	23.82%	25.33%
1999		·	·			
	\$1 Instant	\$1 Probability	\$2 Instant	\$3 Instant	\$5 Instant	Total Instant
Sales	\$ 52,119,670	\$ 1,055,063	\$ 29,341,910	\$ 10,238,619	\$ 6,684,225	\$ 99,439,487
Prize Expense	31,077,154	624,559	18,495,256	6,917,588	4,380,471	61,495,028
Vendor Fees	2,435,113	69,002	1,281,285	427,019	309,769	4,522,188
Agent Commissions	4,154,629	83,702	2,346,701	823,874	539,652	7,948,558
Postage	130,741	2,647	73,604	25,683	16,767	249,442
Total COGS	\$ 37,797,637	\$ 779,910	\$ 22,196,846	\$ 8,194,164	\$ 5,246,659	\$ 74,215,216
Gross Profit on Sales	\$ 14,322,033	\$ 275,153	\$ 7,145,064	\$ 2,044,455	\$ 1,437,566	\$ 25,224,271
Gross Profit Percent	27.48%	26.08%	24.35%	19.97%	21.51%	25.37%
Percentage Change fro	m FY 1999 to FY 20	000				
	\$1 Instant	\$1 Probability	\$2 Instant	\$3 Instant	\$5 Instant	Total Instant
Sales	-0.76%	-90.67%	-2.74%	27.07%	38.18%	3.18%
COGS	-1.54%	-83.56%	-0.58%	24.08%	34.11%	3.23%
Gross Profit	1.30%	-110.84%	-9.43%	39.07%	53.04%	3.05%

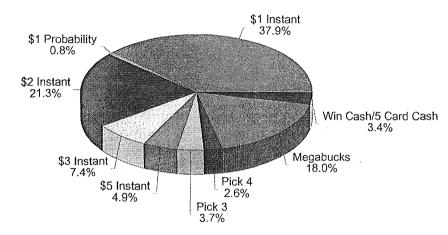
Note: Schedule is net of Heritage Game

HERITAGE GAME INCOME STATEMENT

	2000		1999
SALES:			
Game 247 - Lighthouse	\$ -		\$ (401)
Game 269 - Gone Fishing	· -		2,010,520
Game 271 - Outdoor Heritage			248,702
Game 291 - Bag The Poacher	(135)		1,907,001
Game 299 - Canoe the Allagash	(597)		2,013,843
Game 314 - Outdoor Heritage Loon	640,570		878,130
Game 319 - Biggest Bucks	1,979,727		-
Game 339 - Stay on the Trail	1,673,299		-
Game 362 - Three Trout Game	486,600		
Total Sales	\$ 4,779,464	(7)	\$ 7,057,795
OTHER INCOME:			
Expired Prize Reserve	\$ 193,736		\$ 76,611
Total Income	\$ 4,973,200		\$ 7,134,406
EXPENSES:			
Ticket Stock	\$ -		\$ -
Prize Expense:			
Game 247 - Lighthouse	-		(600)
Game 269 - Gone Fishing			1,209,388
Game 271 - Outdoor Heritage	-		478,486
Game 291 - Bag. The Poacher	(80)		995,895
Game 299 - Canoe the Allagash	(2,892)		1,241,024
Game 314 - Outdoor Heritage Loon	372,210		507,417
Game 319 - Biggest Bucks	1,212,173		-
Game 339 - Stay on the Trail	916,673		_
Game 362 - Three Trout Game	302,519		0
Vendor Fees	185,718		148,894
Agent Commissions	361,837		561,606
Agent Bonuses	420		415
Advertising	98,713		96,837
Sta Cap	2,826		5,053
Distribution Expenses	95,111		140,450
Total Expenses	\$ 3,545,227		\$ 5,384,864
Inland Fish & Wildlife Profit	\$ 1,427,972		\$ 1,749,542

Department of Administrative and Financial Services Bureau of Lottery Operations COMPARATIVE SALES ANALYSIS FOR FISCAL YEARS 2000 & 1999

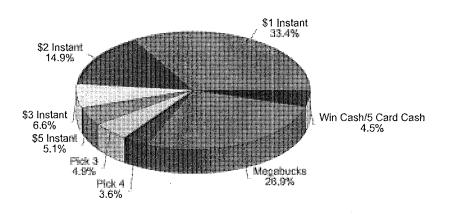


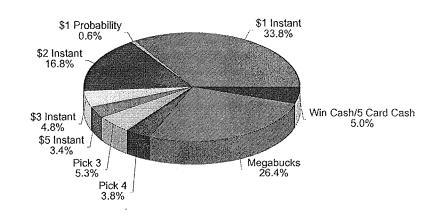


	<u>2000</u>		<u>1999</u>
\$1 Instant	\$51,722,231 **	\$1 Instant	\$52,119,670 **
\$1 Probability	98,418	\$1 Probability	1,055,063
\$2 Instant	28,539,214	\$2 Instant	29,341,910
\$3 Instant	13,010,385	\$3 Instant	10,238,619
\$5 Instant	9,236,170	\$5 Instant	6,684,225
Pick 3	5,006,255	Pick 3	5,045,791
Pick 4	3,803,267	Pick 4	3,601,643
Megabucks	27,137,544	Megabucks	24,689,194
Win Cash/5 Card Cash	<u>4,580,663</u>	Win Cash/5 Card Cash	<u>4,703,749</u>
	\$143,134,147		\$137,479,864

^{**}Excluding Heritage Sales and Promotional Sales

Department of Administrative and Financial Services Bureau of Lottery Operations GROSS PROFIT COMPARISON FOR FISCAL YEARS 2000 & 1999





	<u>2000</u>		<u>1999</u>
\$1 Instant	\$14,508,537 **	\$1 Instant	\$1 3,999,106 **
\$1 Probability	(29,838)	\$1 Probability	268,616
\$2 Instant	6,471,124	\$2 Instant	6,963,265
\$3 Instant	2,843,297	\$3 Instant	1,981,017
\$5 Instant	2,200,122	\$5 Instant	1,396,151
Pick 3	2,143,523	Pick 3	2,212,742
Pick 4	1,575,810	Pick 4	1,585,647
Megabucks	11,668,369	Megabucks	10,920,164
Win Cash/5 Card Gash	<u>1,964,967</u>	Win Cash/5 Card Cash	<u>2,067,798</u>
	\$43,345,911		\$41,394,506

^{**}Excluding Heritage Games and Promotional Sales

Department of Administrative and Financial Services
Bureau of Alcoholic Beverages and Lottery Operations
Footnotes to Financial Statements
For the year ending June 2000
Lottery Operations Footnotes

General Information

Agent Commissions (currently 8%) are the difference between the retail-selling price of tickets and the agent's cost.

Agent Bonuses are the 1% bonus given to agents who sell winning prizes of \$1,000 or more, excluding the Megabucks game.

Vendor fees are the contractual payments made to Scientific Games for instant ticket games and GTECH for online games that utilize computer systems and technology. Fees are 4.66% of sales for instant tickets and 3.44% of sales for online tickets.

Distribution charges are the overhead costs incurred by Lottery for distribution of Heritage Game instant tickets. This includes mail, vending machine rental, and personnel costs.

Balance Sheet

- 1. "Beetlemania", game #379, required twelve Volkswagen Beetles be purchased as prizes. At Fiscal Year end 2000, there are nine Beetles remaining in Prepaid Expenses as well as one computer from "Don't Bug Me", game #304.
- 2. During the Fiscal Year 2000 fixed asset reconciliation, it was determined that all assets previously held by Lottery Operations had been disposed of; a journal entry was done to remove these assets from the system. Also, the small balance in Leasehold Improvements was expensed.
- 3. The Due to Other Funds balance fluctuates monthly depending on the timing of cash flow from the Lottery's Accounts Receivable bank sweeps through Treasury processing.
- 4. The Prize Reserve balance is lower in Fiscal Year 2000 due to the higher level of actual prizes paid throughout the year. Also, it should be noted that the Fiscal Year 2000 audit is in progress and that the auditors have raised questions related to the Prize Reserve balance. We are investigating the issues and recognize that a prior period adjustment may be required in Fiscal Year 2001.
- 5. Unappropriated Surplus is affected by invoices that weren't received by year-end which resulted in an understated Accounts Payable accrual. The invoices were received after the profit was calculated and the adjustment made to Unappropriated Surplus.

Department of Administrative and Financial Services Bureau of Alcoholic Beverages and Lottery Operations Footnotes to Financial Statements For the year ending June 2000 Lottery Operations Footnotes

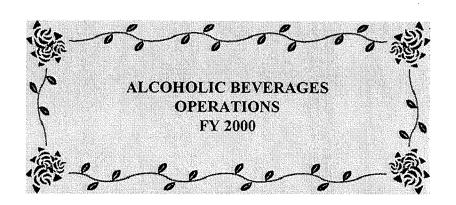
Comparative Statement of Income and Expense

- 6. In Fiscal Year 2000, Lottery received \$330,593 from the Tri-State Commission to offset overpaid Tri-State Operating Expenses. In Fiscal Year 2000, this type of return is recorded as a reduction of the expenses incurred as opposed to Fiscal Year 1999 when it was recorded as Interest Income.
- 7. Heritage Game instant tickets are sold through the Maine State Lottery to generate revenues that will directly benefit conservation projects. A listing of the Grant Categories which these tickets sponsor follows:

Category 1	Fisheries and wildlife habitat conservation projects
Category 2	Acquisition and management of public lands, parks, wildlife
	conservation areas and public access, and outdoor
	recreation sites and facilities
Category 3	Endangered and threatened species conservation projects
Category 4	Natural resources law enforcement

Maine Operating Expense Schedule

- 8. Administrative General Operations Expenses include Data Processing Supplies, Miscellaneous Supplies, and Miscellaneous Minor Equipment.
- 9. Other Instant Expenses is higher because the number of instant ticket displays and dispensers purchased on behalf of the Lottery agents increased significantly during Fiscal Year 2000.
- 10. Customer Service Expenses are higher in Fiscal Year 2000 because field representatives no longer carry ticket inventories, which increases the shipping costs for Lottery Operations.
- 11. As a marketing decision, there were no radio advertisements for instant ticket games during Fiscal Year 2000.



Department of Administrative and Financial Services Bureau of Alcoholic Beverages COMPARATIVE BALANCE SHEET

ASSETS: Equity in Treasurer's Cash		2000		1999	1998
Accounts Receivable 1,234,505 (2) 587,788 573,152 \$ \$3,524,920 \$5,387,593 \$3,465,605 Other Current Assets \$28,426 \$17,184 \$15,764 Merchandise Inventory 2,750,260 2,474,718 2,556,077 \$ \$6,303,606 \$7,879,495 \$6,037,446 Fixed Assets: Work In Process \$0 \$0 \$0 \$542,281 Leasehold Improvements 0 345,499 345,499 Equipment 735,228 814,261 525,431 Software 1,057,966 1,057,966 0 \$1,793,194 (3) \$2,217,726 \$1,413,210 Reserve for Depreciation (1,314,708) (1,097,668) (706,956) Total Fixed Assets \$478,486 \$1,120,058 \$706,254 Total Assets \$6,782,092 \$8,999,553 \$6,743,700 LIABILITIES: Accounts Payable \$3,709,954 (1) \$6,006,095 \$2,264,130 Accrued Payables 1,166,731 1,327,209 2,895,806 Sales Tax Payable 97,050 44,534 26,847 Accrued Vacation Liability 242,660 240,882 270,454 Returnable Container Deposit 315,393 (4) 174,882 483,011 Accrued Payroll 236,162 191,534 0 Other Liabilities 14,142 14,417 3,453 Total Current Liabilities \$5,782,092 \$7,999,553 \$5,743,700 RESERVES & SURPLUS: Working Capital Advance \$1,000,000 \$1,000,000 \$1,000,000 Donated Surplus 0 0 0 0 \$1,000,000 \$1,000,000 \$1,000,000	ASSETS:				
\$3,524,920 \$5,387,593 \$3,465,605 Other Current Assets \$28,426 \$17,184 \$15,764 Merchandise Inventory 2,750,260 2,474,718 2,556,077 \$6,303,606 \$7,879,495 \$6,037,446 Fixed Assets:	Equity in Treasurer's Cash	\$2,290,415	(1)	\$4,799,805	\$2,892,453
Other Current Assets \$28,426 \$17,184 \$15,764 Merchandise Inventory 2,750,260 2,474,718 2,556,077 \$6,303,606 \$7,879,495 \$6,037,446 Fixed Assets: Work In Process \$0 \$0 \$542,281 Leasehold Improvements \$0 345,499 345,499 Equipment 735,228 814,261 525,431 Software 1,057,966 1,057,966 0 \$1,793,194 (3) \$2,217,726 \$1,413,210 Reserve for Depreciation (1,314,708) (1,097,668) (706,956) Total Fixed Assets \$478,486 \$1,120,058 \$706,254 Total Assets \$6,782,092 \$8,999,553 \$6,743,700 LIABILITIES: Accounts Payable \$3,709,954 (1) \$6,006,095 \$2,264,130 Accrued Payables 1,166,731 1,327,209 2,695,806 Sales Tax Payable 97,050 44,534 26,847 Accrued Vacation Liability 242,660 240,882	Accounts Receivable	1,234,505	(2)	587,788	573,152
Merchandise Inventory 2,750,260 2,474,718 2,556,077 \$6,303,606 \$7,879,495 \$6,037,446 \$Fixed Assets: Work In Process \$0		\$3,524,920		\$5,387,593	\$3,465,605
\$6,303,606 \$7,879,495 \$6,037,446	Other Current Assets	\$28,426		\$17,184	\$15,764
Fixed Assets: Work In Process \$0 \$0 \$542,281 Leasehold Improvements 0 345,499 345,499 Equipment 735,228 814,261 525,431 Software 1,057,966 1,057,966 0 \$1,793,194 (3) \$2,217,726 \$1,413,210 Reserve for Depreciation (1,314,708) (1,097,668) (706,956) Total Fixed Assets \$478,486 \$1,120,058 \$706,254 Total Assets \$6,782,092 \$8,999,553 \$6,743,700 LIABILITIES: Accounts Payable \$3,709,954 (1) \$6,006,095 \$2,264,130 Accounts Payable \$3,709,954 (1) \$6,006,095 \$2,264,130 Accounts Payable \$9,050 \$4,534 26,847 Accrued Payables \$1,166,731 1,327,209 2,695,806 Sales Tax Payable \$9,050 \$4,534 26,847 Accrued Vacation Liability 242,660 240,882 270,454 Returnable Container Deposit <td>Merchandise Inventory</td> <td>2,750,260</td> <td>_</td> <td>2,474,718</td> <td>2,556,077</td>	Merchandise Inventory	2,750,260	_	2,474,718	2,556,077
Work In Process		\$6,303,606		\$7,879,495	\$6,037,446
Leasehold Improvements Q 345,499 345,499 Equipment 735,228 814,261 525,431 Software 1,057,966 1,057,966 0 \$1,793,194 (3) \$2,217,726 \$1,413,210 Reserve for Depreciation (1,314,708) (1,097,668) (706,956) (706,956) Total Fixed Assets \$478,486 \$1,120,058 \$706,254 Total Assets \$6,782,092 \$8,999,553 \$6,743,700 \$1,000,000 \$1,	Fixed Assets:				
Equipment 735,228 814,261 525,431 Software 1,057,966 1,057,966 0 \$1,793,194 (3) \$2,217,726 \$1,413,210 Reserve for Depreciation (1,314,708) (1,097,668) (706,956) Total Fixed Assets \$478,486 \$1,120,058 \$706,254 Total Assets \$6,782,092 \$8,999,553 \$6,743,700 LIABILITIES: Accounts Payable \$3,709,954 (1) \$6,006,095 \$2,264,130 Accrued Payables 1,166,731 1,327,209 2,995,806 Sales Tax Payable 97,050 44,534 26,847 Accrued Vacation Liability 242,660 240,882 270,454 Returnable Container Deposit 315,393 (4) 174,882 483,011 Accrued Payroll 236,162 191,534 0 Other Liabilities \$5,782,092 \$7,999,553 \$5,743,700 RESERVES & SURPLUS: Working Capital Advance \$1,000,000 \$1,000,000 \$1,000,000 <	Work In Process	\$0		\$0	\$542,281
Software	Leasehold Improvements	0		345,499	345,499
\$1,793,194 (3) \$2,217,726 \$1,413,210 Reserve for Depreciation (1,314,708) (1,097,668) (706,956) Total Fixed Assets \$478,486 \$1,120,058 \$706,254 Total Assets \$6,782,092 \$8,999,553 \$6,743,700 LIABILITIES:	Equipment	735,228		814,261	525,431
Reserve for Depreciation	Software	1,057,966		1,057,966	0
Total Fixed Assets \$478,486 \$1,120,058 \$706,254 Total Assets \$6,782,092 \$8,999,553 \$6,743,700 LIABILITIES: Accounts Payable \$3,709,954 (1) \$6,006,095 \$2,264,130 Accrued Payables 1,166,731 1,327,209 2,695,806 Sales Tax Payable 97,050 44,534 26,847 Accrued Vacation Liability 242,660 240,882 270,454 Returnable Container Deposit 315,393 (4) 174,882 483,011 Accrued Payroll 236,162 191,534 0 Other Liabilities 14,142 14,417 3,453 Total Current Liabilities \$5,782,092 \$7,999,553 \$5,743,700 RESERVES & SURPLUS: Working Capital Advance \$1,000,000 \$1,000,000 Donated Surplus 0 0 0 0 \$1,000,000 \$1,000,000		\$1,793,194	(3)	\$2,217,726	\$1,413,210
LIABILITIES: \$6,782,092 \$8,999,553 \$6,743,700 Accounts Payable \$3,709,954 (1) \$6,006,095 \$2,264,130 Accrued Payables 1,166,731 1,327,209 2,695,806 Sales Tax Payable 97,050 44,534 26,847 Accrued Vacation Liability 242,660 240,882 270,454 Returnable Container Deposit 315,393 (4) 174,882 483,011 Accrued Payroll 236,162 191,534 0 Other Liabilities 14,142 14,417 3,453 Total Current Liabilities \$5,782,092 \$7,999,553 \$5,743,700 RESERVES & SURPLUS: Working Capital Advance \$1,000,000 \$1,000,000 \$1,000,000 Donated Surplus 0 0 0 0 \$1,000,000 \$1,000,000 \$1,000,000	Reserve for Depreciation	(1,314,708)		(1,097,668)	(706,956)
LIABILITIES: Accounts Payable \$3,709,954 (1) \$6,006,095 \$2,264,130 Accrued Payables 1,166,731 1,327,209 2,695,806 Sales Tax Payable 97,050 44,534 26,847 Accrued Vacation Liability 242,660 240,882 270,454 Returnable Container Deposit 315,393 (4) 174,882 483,011 Accrued Payroll 236,162 191,534 0 Other Liabilities 14,142 14,417 3,453 Total Current Liabilities \$5,782,092 \$7,999,553 \$5,743,700 RESERVES & SURPLUS: Working Capital Advance \$1,000,000 \$1,000,000 Donated Surplus 0 0 0 \$1,000,000 \$1,000,000	Total Fixed Assets	\$478,486	-	\$1,120,058	\$706,254
Accounts Payable \$3,709,954 (1) \$6,006,095 \$2,264,130 Accrued Payables 1,166,731 1,327,209 2,695,806 Sales Tax Payable 97,050 44,534 26,847 Accrued Vacation Liability 242,660 240,882 270,454 Returnable Container Deposit 315,393 (4) 174,882 483,011 Accrued Payroll 236,162 191,534 0 Other Liabilities 14,142 14,417 3,453 Total Current Liabilities \$5,782,092 \$7,999,553 \$5,743,700 RESERVES & SURPLUS: Working Capital Advance \$1,000,000 \$1,000,000 \$1,000,000 Donated Surplus 0 0 0 \$1,000,000 \$1,000,000 \$1,000,000	Total Assets	\$6,782,092	=	\$8,999,553	\$6,743,700
Accounts Payable \$3,709,954 (1) \$6,006,095 \$2,264,130 Accrued Payables 1,166,731 1,327,209 2,695,806 Sales Tax Payable 97,050 44,534 26,847 Accrued Vacation Liability 242,660 240,882 270,454 Returnable Container Deposit 315,393 (4) 174,882 483,011 Accrued Payroll 236,162 191,534 0 Other Liabilities 14,142 14,417 3,453 Total Current Liabilities \$5,782,092 \$7,999,553 \$5,743,700 RESERVES & SURPLUS: Working Capital Advance \$1,000,000 \$1,000,000 \$1,000,000 Donated Surplus 0 0 0 \$1,000,000 \$1,000,000 \$1,000,000	LIABILITIES:				
Accrued Payables 1,166,731 1,327,209 2,695,806 Sales Tax Payable 97,050 44,534 26,847 Accrued Vacation Liability 242,660 240,882 270,454 Returnable Container Deposit 315,393 (4) 174,882 483,011 Accrued Payroll 236,162 191,534 0 Other Liabilities 14,142 14,417 3,453 Total Current Liabilities \$5,782,092 \$7,999,553 \$5,743,700 RESERVES & SURPLUS: Working Capital Advance \$1,000,000 \$1,000,000 \$1,000,000 Donated Surplus 0 0 0 0		\$3 709 954	(1)	\$6,006,095	\$2,264,130
Sales Tax Payable 97,050 44,534 26,847 Accrued Vacation Liability 242,660 240,882 270,454 Returnable Container Deposit 315,393 (4) 174,882 483,011 Accrued Payroll 236,162 191,534 0 Other Liabilities 14,142 14,417 3,453 Total Current Liabilities \$5,782,092 \$7,999,553 \$5,743,700 RESERVES & SURPLUS: Working Capital Advance \$1,000,000 \$1,000,000 \$1,000,000 Donated Surplus 0 0 0 \$1,000,000 \$1,000,000 \$1,000,000	•		(' '		
Accrued Vacation Liability 242,660 240,882 270,454 Returnable Container Deposit 315,393 (4) 174,882 483,011 Accrued Payroll 236,162 191,534 0 Other Liabilities 14,142 14,417 3,453 Total Current Liabilities \$5,782,092 \$7,999,553 \$5,743,700 RESERVES & SURPLUS: Working Capital Advance \$1,000,000 \$1,000,000 \$1,000,000 Donated Surplus 0 0 0 \$1,000,000 \$1,000,000 \$1,000,000	· ·	• •			
Returnable Container Deposit 315,393 (4) 174,882 483,011 Accrued Payroll 236,162 191,534 0 Other Liabilities 14,142 14,417 3,453 Total Current Liabilities \$5,782,092 \$7,999,553 \$5,743,700 RESERVES & SURPLUS: Working Capital Advance \$1,000,000 \$1,000,000 \$1,000,000 Donated Surplus 0 0 0 \$1,000,000 \$1,000,000 \$1,000,000	•	·			
Accrued Payroll 236,162 191,534 0 Other Liabilities 14,142 14,417 3,453 Total Current Liabilities \$5,782,092 \$7,999,553 \$5,743,700 RESERVES & SURPLUS: Working Capital Advance \$1,000,000 \$1,000,000 \$1,000,000 Donated Surplus 0 0 0 \$1,000,000 \$1,000,000 \$1,000,000			(4)		
Other Liabilities 14,142 14,417 3,453 Total Current Liabilities \$5,782,092 \$7,999,553 \$5,743,700 RESERVES & SURPLUS: Working Capital Advance \$1,000,000 \$1,000,000 \$1,000,000 Donated Surplus 0 0 0 0 \$1,000,000 \$1,000,000 \$1,000,000 \$1,000,000	·		(~)	·	
Total Current Liabilities \$5,782,092 \$7,999,553 \$5,743,700 RESERVES & SURPLUS: Working Capital Advance \$1,000,000 \$1,000,000 \$1,000,000 Donated Surplus 0 0 0 0 \$1,000,000 \$1,000,000 \$1,000,000 \$1,000,000					
RESERVES & SURPLUS: Working Capital Advance \$1,000,000 \$1,000,000 Donated Surplus 0 0 0 \$1,000,000 \$1,000,000 \$1,000,000 \$1,000,000			-		
Working Capital Advance \$1,000,000 \$1,000,000 \$1,000,000 Donated Surplus 0 0 0 \$1,000,000 \$1,000,000 \$1,000,000	Total Current Liabilities	\$5,782,092		\$7,999,553	\$5,743,700
Working Capital Advance \$1,000,000 \$1,000,000 \$1,000,000 Donated Surplus 0 0 0 \$1,000,000 \$1,000,000 \$1,000,000	RESERVES & SURPLUS:				
Donated Surplus 0 0 0 \$1,000,000 \$1,000,000 \$1,000,000		\$1,000,000		\$1,000,000	\$1,000,000
	- •			_	_
Total Liabilities, Reserves & Surplus \$6,782,092 \$8,999,553 \$6,743,700		\$1,000,000	_	\$1,000,000	\$1,000,000
	Total Liabilities, Reserves & Surplus	\$6,782,092		\$8,999,553	\$6,743,700

Department of Administrative and Financial Services Bureau of Alcoholic Beverages

COMPARATIVE STATEMENT OF OPERATIONS

For riscal fears ending. June 30,							
	2000		1999	% Change - 1999 to 2000			
Sales:	2000			1995 to 2000			
Retail (Taxable)	\$16,922,256		\$16,658,687	1.58%			
Licensee	3,486,446		3,582,310	-2.68%			
Wholesale (at list price)	56,190,433		52,166,075	7.71%			
Gross Sales	\$76,599,135		\$72,407,072	5.79%			
			• • •				
Less: Returns	0	(5)	(24,127)	-100.00%			
Net Sales	\$76,599,135	(6)	\$72,382,945	5.82%			
Cost of Goods Sold	\$46,034,337	(7)	\$43,468,961	5.90%			
Gross Income from Sales	\$30,564,798		\$28,913,984	5.71%			
Store and Selling Expenses:							
Store Operations	\$4,945,441		\$4,913,983	0.64%			
Store Supervision	210,365		185,523	13.39%			
Store Maintenance & Repair	58,154		65,927	-11.79%			
Store Freight Expense	283,003	(7)	272,229	3.96%			
Agency Freight Expense	250,092	(7)	214,054	16.84%			
Warehousing	286		114	150.77%			
Total Store and Selling Expenses	\$5,747,342		\$5,651,830	1.69%			
Gross Income Less Selling Expenses	\$24,817,456		\$23,262,154	6.69%			
Admin and Other Departmental Expenses:							
General Administration:							
Data Processing	\$139,966		\$116,629	20.01%			
Bottle Redemption	352,387		436,128	-19.20%			
Commission Expense	5,865		5,720	2.53%			
All Other Administrative expenses	1,164,089		1,124,139	3.55%			
Merchandising Dept Expenses	282,807		312,250	-9.43%			
Accounting Dept Expenses	93,828		69,838	34.35%			
Total Administrative Expenses	\$2,038,941		\$2,064,704	-1.25%			
Net Income from Operations	\$22,778,515		\$21,197,450	7.46%			
Other Income:							
Miscellaneous Income	\$448,243	(8)	\$58,503	666.19%			
Total Other income	\$448,243		\$58,503	666.19%			
Total Income from Operations	\$23,226,758		\$21,255,953	9.27%			
Transfer to General Fund	\$23,226,758		\$19,794,778				
Premium Tax Transfer	1,581,648		1,461,174				
Prior Period Adjustment	1,258,969	(9)	1,701,117				
NET TRANSFERRED	\$26,067,375	• •	\$21,255,953	22.64%			
		<u>\/</u>					

Department of Administrative and Financial Services Bureau of Alcoholic Beverages

COMPARATIVE COST OF GOODS SOLD SCHEDULE

	2000		1999	% Change - 1999 to 2000
Beginning Inventory	\$2,474,718		\$2,556,077	-3.18%
Purchases	\$47,459,709	(8)	\$45,081,722	5.27%
Deductions:				
Discount on Purchases	\$0		\$24,106	-100.00 [°] %
Depletion Allowances	1,161,759		968,028	20.01%
Claims:				
Vendor	(12,812)		23,818	-153.79%
Transportation Company	883		0	N/A
Accounting change in methodolog	V			
of inventory valuation	-	(11)	628,150	
Stock Loss		(12)	50,018	-100.00%
Total Deductions	\$1,149,830	. ` ´	\$1,694,120	-32.13%
Total Net Purchases	\$46,309,879		\$43,387,602	6.74%
Cost of Merchandise Handled	\$48,784,597		\$45,943,679	6.18%
Ending Inventory:				
Stores	\$2,750,260		\$2,307,806	19.17%
Warehouse	0	(13)	166,912	-100.00%
Total Ending Inventory	\$2,750,260		\$2,474,718	11.13%
COST OF GOODS SOLD	\$46,034,337	(7)	\$43,387,602	6.10%
Net Sales	\$76,599,135		\$72,382,945	
Cost of Goods Sold Percentage	60.10%		59.94%	

Department of Administrative and Financial Services Bureau of Alcoholic Beverages

COMPARATIVE OPERATING EXPENSES

101113	% Change -						
	2000	1999	1999 to 2000				
Personal Services:			<u>,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,</u>				
Salaries & Wages	\$2,560,607	\$2,842,354	-9.91%				
Other Benefits	1,291,931	1,163,851	11.00%				
	\$3,852,538		-3.84%				
•	. , ,						
Contractual Services:			•				
Accounting & Office Services	\$85,318	\$69,838	22.17%				
Data Processing	139,966	116,629	20.01%				
Other Professional Services	208,797	295,661	-29.38%				
	\$434,080	\$482,127	-9.97%				
Overhead:							
Insurance	\$6,151	\$5,526	11.30%				
Rent	1,107,263	929,533	19.12%				
Fuel Oil & Gas	19	1,228	-98.45%				
Telephone	108,487	125,885	-13.82%				
Power, Water & Sewer	118,574	117,496	0.92%				
Depreciation	496,004		38.67%				
	\$1,836,497	\$1,537,360	19.46%				
Other Operating Expenses:	* 40 7 0 7 0	445.000	5.000/				
Advertising	\$137,370	\$145,666	-5.69%				
Credit Card Charges	112,083	105,245	6.50%				
Office Supplies	42,378	26,703	58.70%				
Miscellaneous Supplies	40,074	33,238	20.57%				
Minor Equipment	14,402	21,521	-33.08%				
Repairs	58,440	23,250	151.35%				
Travel Expenses	22,441	34,896	-35.69%				
Trucking:	202 202	272 222	2.00%				
State Stores	283,003	272,229	3.96%				
Agency Stores	250,092	214,054	16.84%				
Bottle Redemption Expense	352,387	436,128	-19.20%				
General Operating Expenses	350,498 \$1,663,168	377,911 \$1,690,842	-7.25% -1.64%				
	क् ।,७७३, । ७४	φ1,090,042	-1.04%				
TOTAL OPERATING EXPENSES	\$7,786,283	\$7,716,534	0.90%				

	Total All Locations					
	20	000		1999		
Sales:			Percent of Net Sales		Percent of Net Sales	
Retail (Taxable)	\$16,785,799		21.91%	\$16,638,954	22.99%	
Licensee	3,622,903		4.73%	3,582,310	4.95%	
Wholesale	56,190,951		73.36%	52,166,076	72.07%	
	\$76,599,653		100.00%	\$72,387,340	100.01%	
Sales Returns	519		0.00%	4,394	0.01%	
Net Sales	\$76,599,134	(6)	100.00%	\$72,382,945	100.00%	
Cost of Goods Sold	46,034,337	(7)	60.10%	43,468,961	60.05%	
Gross Profit	\$30,564,798		39.90%	\$28,913,985	39.95%	
Operating Expenses:						
Salaries	\$3,298,976		4.31%	\$3,340,034	4.61%	
Trucking & Freight	533,095	(7)	0.70%	494,784	0.68%	
Utilities	178,261		0.23%	184,903	0.26%	
Rent	1,068,313		1.39%	924,085	1.28%	
Depreciation of Equipment	103,511		0.14%	81,963	0.11%	
Supplies	31,761		0.04%	51,701	0.07%	
Credit Card Costs	111,812		0.15%	105,500	0.15%	
Stock (Gain) or Loss	0		0.00%	2,920	0.00%	
Cash (Over) or Short Miscellaneous	1,731		0.00%	(6,313)	-0.01%	
Miscellaneous	140,770		0.18%	194,073	0.27%	
	\$5,468,230		7.14%	\$5,373,651	7.42%	
Net Operating Income (Loss)	\$25,096,568		32.76%	\$23,540,334	32.52%	
Ending Inventory:						
Dollar Value	\$2,750,260			\$2,474,718		
Bottle Count	392,477			403,485		
Average Bottle Value	\$7.01			\$6.13		
Change from 1999 to 2000: Sales:	Dollar Change		% Change			
Taxable	\$ 146,845.29		0.88%			
Licensee	\$ 40,592.40		1.13%			
Wholesale (Agency)	\$ 4,024,875.20		7.72%			
Net Sales	\$ 4,216,189.39		5.82%			
Cost of Goods Sold	\$ 2,565,375.81		5.90%			
Operating Expenses	\$ 94,579.90		1.76%			
Net Income	\$ 1,556,233.68		6.61%			

	Merchandising, Hallowell				
	2000) [1999		
Calca		Percent of Net Sales		Percent of Net Sales	
Sales: Retail (Taxable)	\$0	0.00%	\$0	0.00%	
Licensee	136,457	0.38%	ΨO O	0.00%	
Wholesale	35,565,832	99.62%	33,799,957	100.00%	
	\$25,700,000	400.009/	¢22.700.057	100.009/	
Sales Returns	\$35,702,289	100.00% 0.00%	\$33,799,957 0	100.00% 0.00%	
Sales Neturns	0	0.00%		0.0076	
Net Sales	\$35,702,289	100.00%	\$33,799,957	100.00%	
Cost of Goods Sold	21,630,576	60.59%	19,962,573	59.06%	
Gross Profit	\$14,071,713	39.41%	\$13,837,384	40.94%	
Operating Expenses:					
Salaries	\$0	0.00%	\$0	0.00%	
Trucking	250,092	0.70%	214,054	0.63%	
Utilities	0	0.00%	0	0.00%	
Rent	0	0.00%	0	0.00%	
Depreciation of Equipment	0	0.00%	0	0.00%	
Supplies	0	0.00%	0	0.00%	
Credit Card Costs	0	0.00%	0	0.00%	
Stock (Gain) or Loss	0	0.00%	0	0.00%	
Cash (Over) or Short	. 0	0.00%	0	0.00%	
Miscellaneous	0	0.00%	0	0.00%	
	\$250,092	0.70%	\$214,054	0.63%	
Net Operating Income (Loss)	\$13,821,621	38.71%	\$13,623,330	40.31%	
Ending Inventory					
Ending Inventory: Dollar Value	\$0		\$0		
Bottle Count	φυ 0		φ0 0		
Average Bottle Value	N/A		N/A		
Change from 1999 to 2000: Sales:	Dollar Change	% Change			
Taxable	¢	N/A			
Licensee	\$ - \$ 136,456.80	N/A N/A			
Wholesale (Agency)	\$ 1,765,874.73	5.22%			
Net Sales	\$ 1,902,331.53	5.63%			
Cost of Goods Sold	\$ 1,668,003.26	8.36%			
Net Income	\$ 198,290.14	1.46%			
	-22-				

		Total Al	Stores		
	2000		1999		
Calaci		Percent of Net Sales		Percent of Net Sales	
Sales: Retail (Taxable)	\$16,785,799	41.04%	\$16,638,954	43.13%	
Licensee	3,486,446	8.52%	3,582,310	9.28%	
Wholesale	20,625,119	50.43%	18,366,118	47.60%	
	\$40,897,364	100.00%	\$38,587,383	100.01%	
Sales Returns	519	0.00%	4,394	0.01%	
Net Sales	\$40,896,845	100.00%	\$38,582,988	100.00%	
Cost of Goods Sold	24,403,760	59.67%	23,506,387	60.92%	
Gross Profit	\$16,493,086	40.33%	\$15,076,601	39.08%	
Operating Expenses:					
Salaries	\$3,298,976	8.07%	\$3,340,034	8.66%	
Trucking	283,003	0.69%	280,730	0.73%	
Utilities	178,261	0.44%	184,903	0.48%	
Rent	1,068,313	2.61%	924,085	2.40%	
Depreciation of Equipment	103,511	0.25%	81,963	0.21%	
Workers' Compensation	0	0.00%	0	0.00%	
Supplies	31,761	0.08%	51,701	0.13%	
Credit Card Costs	111,812	0.27%	105,500	0.27%	
Stock (Gain) or Loss	0	0.00%	2,920	0.01%	
Cash (Over) or Short	1,731	0.00%	(6,313)	-0.02%	
Miscellaneous	140,770	0.34%	194,073	0.50%	
	\$5,218,138	12.76%	\$5,159,597	13.37%	
Net Income (Loss)	\$11,274,947	27.57%	\$9,917,005	25.70%	
Fording Investors.					
Ending Inventory:	\$0.750.060		#0 474 740		
Dollar Value Bottle Count	\$2,750,260 392,477		\$2,474,718 403,485		
Average Bottle Value	\$7.01		\$6.13		
Change from 1999 to 2000:	Dollar Change	% Change			
Sales: Taxable	¢ 1/6 0/5 00	0 000/			
Licensee	\$ 146,845.29 \$ (95,864.40)	0.88% -2.68%			
Wholesale (Agency)	\$ (95,864.40) \$ 2,259,000.47	-2.66% 12.30%			
Net Sales	\$ 2,313,856.86	6.00%			
Cost of Goods Sold	\$ 897,372.55	3.82%			
Net income	\$ 1,357,942.54	13.69%			
	-23-				

			Store #4, I	Portland	
		2000		1999	
Sales:			Percent of Net Sales		Percent of Net Sales
Retail (Taxable)		\$600,218	41.14%	\$616,772	34.73%
Licensee		147,472	10.11%	227,647	12.82%
Wholesale		711,196 (1	4) 48.75%	932,017	52.48%
		\$1,458,886	100.00%	\$1,776,436	100.03%
Sales Returns		0	0.00%	560	0.03%
Net Sales		\$1,458,886	100.00%	\$1,775,876	100.00%
Cost of Goods Sold		848,403	58.15%	1,063,750	59.90%
Gross Profit		\$610,484	41.85%	\$712,126	40.10%
Operating Expenses:					
Salaries		\$163,215	11.19%	\$195,432	[,] 11.00%
Trucking		8,015	0.55%	4,320	0.24%
Utilities		9,225	0.63%	6,244	0.35%
Rent		49,756	3.41%	66,933	3.77%
Depreciation of Equipment		3,359	0.23%	2,503	0.14%
Workers' Compensation		0	0.00%	0	0.00%
Supplies		9,614	0.66%	851	0.05%
Credit Card Costs		2,077	. 0.14%	2,973	0.17%
Stock (Gain) or Loss		0	0.00%	94	0.01%
Cash (Over) or Short		(13)	0.00%	5	0.00%
Miscellaneous	A STATE OF THE STA	5,782	0.40%	8,561	0.48%
		\$251,030	17.21%	\$287,916	16.21%
Net Income (Loss)	***************************************	\$359,454	24.64%	\$424,210	23.89%
Ending Inventory:					
Dollar Value		\$86,894		\$94,073	
Bottle Count		13,577		16,799	
Average Bottle Value		\$6.40		\$5.60	
Change from 1999 to 2000: Sales:	Dol	lar Change	% Change		
Taxable	\$	(16,553.44)	-2.68%		
Licensee	\$	(80,175.32)	-35.22%		
Wholesale (Agency)	\$	(220,820.43)	-23.69%		
Net Sales	\$	(316,989.19)	-17.85%		
Cost of Goods Sold	\$	(215,347.29)	-20.24%		
Net Income	\$	(64,755.96)	-15.27%		

	Store #5, Augusta					
		2000		1999		
			Percent of Net Sales		Percent of Net Sales	
Sales:		\$658,436	49.47%	\$648,332	46.75%	
Retail (Taxable) Licensee		11,036	0.83%	11,895	0.86%	
Wholesale		661,529	49.70%	727,736	52.48%	
		\$1,331,001	100.00%	\$1,387,963	100.09%	
Sales Returns		ا الالارد و الو 0	0.00%	\$1,367,963 1,257	0.09%	
Gales Returns			0.0070	1,201	. 0.0070	
Net Sales		\$1,331,001	100.00%	\$1,386,706	100.00%	
Cost of Goods Sold		761,114	57.18%	830,637	59.90%	
Gross Profit		\$569,887	42.82%	\$556,069	40.10%	
Operating Expenses:						
Salaries		\$124,904	9.38%	\$119,465	8.62%	
Trucking		9,940	0. 7 5%	8,051	0.58%	
Utilities		4,257	0.32%	2,651	0.19%	
Rent		26,282	1.97%	28,312	2.04%	
Depreciation of Equipment		3,359	0.25%	2,503	0.18%	
Workers' Compensation		0	0.00%	0	0.00%	
Supplies		1,962	0.15%	664	0.05%	
Credit Card Costs		2,767	0.21%	2,600	0.19%	
Stock (Gain) or Loss		0	0.00%	113	0.01%	
Cash (Over) or Short		25	0.00%	160	0.01%	
Miscellaneous		3,843	0.29%	5,279	0.38%	
		\$177,341	13.32%	\$169,799	12.24%	
Net Income (Loss)		\$392,546	29.49%	\$386,270	27.86%	
Ending Inventory:						
Dollar Value		\$72,740		\$77,410		
Bottle Count		11,964		13,725		
Average Bottle Value		\$6.08		\$5.64		
Change from 1999 to 2000:	<u>Doli</u>	ar Change	% Change			
Saies: Taxable	œ	10,104.07	1.56%			
Licensee	\$ \$	(858.29)	-7.22%			
Wholesale (Agency)	э \$	(66,207.31)	-7.22% -9.10%			
Net Sales	\$	(55,704.53)	-4.02%			
Cost of Goods Sold	\$	(69,522.63)	-8.37%			
Net Income	\$	6,275.95	1.62%			
		-25-				
		-25-				

	Store #7, Bangor - Perkins St.				
	2000		1999		
Sales:		Percent of Net Sales		Percent of Net Sales	
Retail (Taxable)	\$447,852	21.09%	\$495,256	27.38%	
Licensee	137,979	6.50%	143,973	7.96%	
Wholesale	1,538,038	72.43%	1,170,533	64.71%	
Sales Returns	\$2,123,869 333	100.02% 0.02%	\$1,809,763 891	100.05% 0.05%	
Net Sales	\$2,123,535	100.00%	\$1,808,872	100.00%	
Cost of Goods Sold	1,277,302	60.15%	1,244,323	68.79%	
Gross Profit	\$846,233	39.85%	\$564,549	31.21%	
Operating Expenses:					
Salaries	\$145,761	6.86%	\$144,614	7.99%	
Trucking	13,214	0.62%	13,557	0.75%	
Utilities	6,116	0.29%	7,865	0.43%	
Rent	19,848	0.93%	19,834	1.10%	
Depreciation of Equipment	3,359	0.16%	2,503	0.14%	
Workers' Compensation	0	0.00%	0	0.00%	
Supplies	364	0.02%	4,280	0.24%	
Credit Card Costs	3,198	0.15%	2,810	0.16%	
Stock (Gain) or Loss	. 0	0.00%	48	0.00%	
Cash (Over) or Short	71	0.00%	(126)	-0.01%	
Miscellaneous	4,894	0.23%	8,329	0.46%	
	\$196,825	9.27%	\$203,714	11.26%	
Net Income (Loss)	\$649,408	30.58%	\$360,834	19.95%	
Ending Inventory					
Ending Inventory: Dollar Value	P470 700		0440047		
Bottle Count	\$176,726 33,403		\$112,947		
Average Bottle Value	23,192 \$7.62		17,787 \$6.35		
Change from 1999 to 2000: Sales:	Dollar Change	% Change			
Taxable	¢ (47.404.50\	-9.57%			
Licensee	\$ (47,404.58) \$ (5,994.02)	-9.57% -4.16%			
Wholesale (Agency)	\$ 367,504.61	31.40%			
Net Sales	\$ 314,663.59	17.40%			
Cost of Goods Sold	\$ 32,979.18	2.65%			
Net Income	\$ 288,573.42	79.97%			
	-26-				

•		Store #8,	Houlton	
	2000		1999	
		Percent of Net Sales		Percent of Net Sales
Sales:	\$500.000	EC 000/	#547.504	E4 440/
Retail (Taxable) Licensee	\$508,668 75,598	56.90% 8.46%	\$517,501 72,222	54.11% 7.55%
Wholesale	309,752	34.65%	366,617	38.34%
VVIIOICODIO	000,702	04.0070	000,017	00.0+70
	\$894,018	100.00%	\$956,340	100.00%
Sales Returns	0	0.00%	0	0.00%
Net Sales	\$894,018	100.00%	\$956,340	100.00%
Cost of Goods Sold	526,866	58.93%	564,241	59.00%
Gross Profit	\$367,152	41.07%	\$392,100	41.00%
Operating Expenses:				
Salaries	\$105,812	11.84%	\$106,481	11.13%
Trucking	10,131	1.13%	12,498	1.31%
Utilities	5,770	0.65%	5,901	0.62%
Rent	6,024	0.67%	3,536	0.37%
Depreciation of Equipment	3,359	0.38%	2,503	0.26%
Workers' Compensation	0	0.00%	0	0.00%
Supplies	392	0.04%	1,545	0.16%
Credit Card Costs	1,472	0.16%	1,198	0.13%
Stock (Gain) or Loss	0	0.00%	0	0.00%
Cash (Over) or Short	(353)	-0.04%	(27,850)	<i>-</i> 2.91%
Miscellaneous	3,489	0.39%	4,672	0.49%
	\$136,096	15.22%	\$110,485	11.55%
Net Income (Loss)	\$231,056	25.84%	\$281,615	29.45%
-		•		
Ending Inventory:	0 50 00 1		#45.000	
Dollar Value Bottle Count	\$59,231		\$45,826 8.582	٠
Average Bottle Value	8,762 \$6.76		8,582 \$5.34	
Average bottle value	\$0.76		\$5.34	
Change from 1999 to 2000: Sales:	<u>Dollar Change</u>	% Change		
Taxable	\$ (8,833.77)	-1.71%		
Licensee	\$ 3,376.48	4.68%		
Wholesale (Agency)	\$ (56,864.99)	-15.51%		
Net Sales	\$ (62,322.28)	-6.52%		
Cost of Goods Sold	\$ (37,374.51)	-6.62%		
Net Income	\$ (50,559.22)	-17.95%		
	-27-			

	Store #9, Bangor - Mall Location			
	2000		1999	
Sales:		Percent of Net Sales		Percent of Net Sales
Retail (Taxable)	\$493,736	30.00%	\$ 525.025	47.000/
Licensee	103,250	6.27%	\$535,825 114,106	47.08% 10.03%
Wholesale	1,048,660	63.72%	488,224	42.90%
77710105010	1,010,000	33.1270	100,221	42.0070
	\$1,645,646	100.00%	\$1,138,156	100.00%
Sales Returns	0	0.00%	0	0.00%
Net Sales	\$1,645,646	100.00%	\$1,138,156	100.00%
Cost of Goods Sold	955,741	58.08%	679,479	59.70%
Gross Profit	\$689,905	41.92%	\$458,677	40.30%
Operating Expenses:				
Salaries	\$90,672	5.51%	\$92,417	8.12%
Trucking	11,882	0.72%	8,470	0.74%
Utilities	4,757	0.29%	4,195	0.37%
Rent	22,338	1.36%	31,883	2.80%
Depreciation of Equipment	3,359	0.20%	2,503	0.22%
Workers' Compensation	0	0.00%	0	0.00%
Supplies	1,213	0.07%	7,895	0.69%
Credit Card Costs	3,177	0.19%	3,573	0.31%
Stock (Gain) or Loss	0	0.00%	0	0.00%
Cash (Over) or Short	21	0.00%	(205)	-0.02%
Miscellaneous	3,549	0.22%	9,459	0.83%
	\$140,969	8.57%	\$160,192	14.07%
Net Income (Loss)	\$548,936	33.36%	\$298,484	26.23%
Falls I and				
Ending Inventory:	000 107		AWA 000	
Dollar Value Bottle Count	\$99,107 15,294		\$79,226 43,304	
Average Bottle Value	\$6.48		13,204 \$6.00	
Change from 1999 to 2000:	Dollar Change	% Change		
Sales:				
Taxable	\$ (42,089.09)	-7.86%	·	
Licensee	\$ (10,856.68)	-9.51%		
Wholesale (Agency)	\$ 560,435.70	114.79%		
Net Sales	\$ 507,489.93	44.59%		
Cost of Goods Sold	\$ 276,261.76	40.66%		
Net Income	\$ 250,452.31	83.91%		
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	Store #11, Lewiston				
	2000		1999		
Onland			Percent of Net Sales		Percent of Net Sales
Sales: Retail (Taxable)		\$612,051	52.01%	\$592,970	51.48%
Licensee		273,663	23.25%	281,590	24.45%
Wholesale		291,174	24.74%	277,317	24.08%
		\$1,176,887	100.00%	\$1,151,877	100.00%
Sales Returns		0	0.00%	0	0.00%
Net Sales		\$1,176,887	100.00%	\$1,151,877	100.00%
1101 04.00		41,110,00 1	100.00 70	41,101,011	100.0070
Cost of Goods Sold		689,146	58.56%	683,063	59.30%
Gross Profit		\$487,741	41.44%	\$468,814	40.70%
Operating Expenses:					
Salaries		\$66,127	5.62%	\$94,144	8.17%
Trucking		7,098	0.60%	5,817	0.50%
Utilities		5,277	0.45%	5,350	0.46%
Rent		26,037	2.21%	26,832	2.33%
Depreciation of Equipment		3,359	0.29%	2,503	0.22%
Workers' Compensation		0	0.00%	0	0.00%
Supplies		301	0.03%	821	0.07%
Credit Card Costs		1,742	0.15%	1,601	0.14%
Stock (Gain) or Loss		0	0.00%	376	0.03%
Cash (Over) or Short		(16)	0.00%	(68)	-0.01%
Miscellaneous		3,988	0.34%	2,810	0.24%
		\$113,914	9.68%	\$140,187	12.17%
Net Income (Loss)		\$373,827	31.76%	\$328,627	28.53%
Ending Inventory:					
Dollar Value		\$57,068		\$71,026	
Bottle Count		8,004		11,998	
Average Bottle Value	•	\$7.13		\$5.92	
Change from 1999 to 2000: Sales:	<u>Dolla</u>	r Change	% Change		
Taxable	\$	19,081.12	3.22%		
Licensee	\$	(7,927.12)	-2.82%		
Wholesale (Agency)	\$	13,856.84	5.00%		
Net Sales	\$	25,010.84	2.17%		
Cost of Goods Sold	\$	6,082.95	0.89%		
Net Income	\$	45,200.89	13.75%		
		-29-			

	Store #12, Waterville			
	2000		1999	
Calan		Percent of Net Sales		Percent of Net Sales
Sales:	\$401,444	25.35%	\$393,608	25.27%
Retail (Taxable) Licensee	4,536		φ393,008 5,187	0.33%
Wholesale	1,177,420		1,158,941	74.40%
	\$1,583,399	100.00%	\$1,557,737	100.00%
Sales Returns	0	/	0	0.00%
Net Sales	\$1,583,399	100.00%	\$1,557,737	100.00%
Cost of Goods Sold	920,593	58.14%	920,622	59.10%
Gross Profit	\$662,806	41.86%	\$637,115	40.90%
Operating Expenses:				
Salaries	\$115,310	7.28%	\$94,125	6.04%
Trucking	11,189	0.71%	12,292	0.79%
Utilities	6,422	0.41%	6,073	0.39%
Rent	21,429	1.35%	23,160	1.49%
Depreciation of Equipment	3,359		2,503	0.16%
Worker's Compensation	0		. 0	0.00%
Supplies	777		1,200	0.08%
Credit Card Costs	2,235		2,389	0.15%
Stock (Gain) or Loss	0	0.00%	18	0.00%
Cash (Over) or Short	(39)		1,807	0.12%
Miscellaneous	6,007	. 0.38%	8,442	0.54%
	\$166,688	10.53%	\$152,009	9.76%
Net Income (Loss)	\$496,118	31.33%	\$485,105	31.14%
Ending Inventory:		•		
Dollar Value	\$76,769		\$71,612	
Bottle Count	12,924		13,164	
Average Bottle Value	\$5,94		\$5.44	
Change from 1999 to 2000: Sales:	<u>Dollar Change</u>	% Change		•
Taxable	\$ 7,835.15	1.99%		
Licensee	\$ (651.17)			
Wholesale (Agency)	\$ 18,478.24	1.59%		
Net Sales	\$ 25,662.22	1.65%		
Cost of Goods Sold	\$ (29.14)			
Net Income	\$ 11,012.36 -30-	2.27%		

	Store #13, Rockland						
	2000			1999			
			Percent of Net Sales		Percent of Net Sales		
Sales:		\$4 063 004	42 400/	¢4 000 000	43.76%		
Retail (Taxable) Licensee		\$1,063,001 155,016	43.48% 6.34%	\$1,029,988 128,811	5.47%		
Wholesale		1,226,895	50.18%	1,195,109	50.77%		
VVIIOLEGATE		1,220,000	30.1070	1,100,100	00.7770		
		\$2,444,911	100.00%	\$2,353,908	100.00%		
Sales Returns		0	0.00%	0	0.00%		
N. Co. L.		60 444 044	100.000/	A0 050 000	400.000/		
Net Sales		\$2,444,911	100.00%	\$2,353,908	100.00%		
Cost of Goods Sold		1,421,213	58.13%	1,447,654	61.50%		
Gross Profit		\$1,023,698	41.87%	\$906,254	38.50%		
Operating Expenses:							
Salaries		\$178,965	7.32%	\$166,390	7.07%		
Trucking		13,364	0.55%	14,963	0.64%		
Utilities		9,219	0.38%	5,990	0.25%		
Rent		14,052	0.57%	12,800	0.54%		
Depreciation of Equipment		5,148	0.21%	3,836	0.16%		
Workers' Compensation		0	0.00%	0	0.00%		
Supplies		232	0.01%	736	0.03%		
Credit Card Costs		6,861	0.28%	5,509	0.23%		
Stock (Gain) or Loss		0	0.00%	61	0.00%		
Cash (Over) or Short		79	0.00%	(14)	0.00%		
Miscellaneous		5,024	0.21%	9,225	0.39%		
		\$232,945	9.53%	\$219,495	9.32%		
Net Income (Loss)		\$790,753	32.34%	\$686,759	29.18%		
Ending Inventory:							
Dollar Value		\$145,473		\$105,270			
Bottle Count		20,149		15,504			
Average Bottle Value		\$7.22		\$6.79			
Change from 1999 to 2000:	Dol	ar Change	% Change				
Sales:	ው	22 040 47	2.040/				
Taxable Licensee	\$ \$	33,012.47 26,204.39	3.21% 20.34%				
Wholesale (Agency)	э \$	26,204.39 31,785.89	20.34%				
Net Sales	\$ \$	91,002.75	3.87%				
0-1-1-0-1-0-1	^	(00 444 00)	4.000/				
Cost of Goods Sold	\$	(26,441.00)	-1.83%				
Net Income	\$	103,993.83	15.14%				
		-31-					

	Store #14, Elisworth							
		2000)	1999				
Sales:			Percent of Net Sales		Percent of Net Sales			
Retail (Taxable)		\$669,004	20.84%	\$628,485	24.36%			
Licensee		153,176	4.77%	113,132	4.39%			
Wholesale		2,388,513	74.40%	1,839,479	71.30%			
		\$3,210,693	100.01%	\$2,581,096	100.05%			
Sales Returns		186	0.01%	1,165	0.05%			
Net Sales		\$3,210,507	100.00%	\$2,579,931	100.00%			
Cost of Goods Sold		1,896,244	59.06%	1,511,839	58.60%			
Gross Profit		\$1,314,263	40.94%	\$1,068,092	41.40%			
Operating Expenses:								
Salaries		\$207,257	6.46%	\$189,517	7.35%			
Trucking		20,805	0.65%	24,737	0.96%			
Utilities		7,804	0.24%	6,903	0.27%			
Rent		32,073	1.00%	35,013	1.36%			
Depreciation of Equipment		3,359	0.10%	2,503	0.10%			
Workers' Compensation		0	0.00%	0	0.00%			
Supplies		301	0.01%	836	0.03%			
Credit Card Costs		4,562	0.14%	4,076	0.16%			
Stock (Gain) or Loss		0	0.00%	335	0.01%			
Cash (Over) or Short		98	0.00%	1,151	0.04%			
Miscellaneous		5,810	0.18%	8,707	0.34%			
		\$282,068	8.79%	\$273,780	10.61%			
Net Income (Loss)		\$1,032,195	32.15%	\$794,311	30.79%			
Ending Inventory:		040=====		*				
Dollar Value		\$167,725		\$115,993				
Bottle Count		24,738 \$6.78		20,226				
Average Bottle Value		φ 0.7 0		\$5.73				
Change from 1999 to 2000: Sales:	<u>Dol</u>	lar Change	% Change					
Taxable	\$	40,519.14	6.45%					
Licensee	\$ \$	40,043.84	35.40%					
Wholesale (Agency)		549,033.94	29.85%					
Net Sales	\$	630,5 7 6.42	24.44%					
Cost of Goods Sold	\$	384,404.60	25.43%					
Net Income	\$	237,883.97	29.95%					
		-32-						

	2000		1999	
Salas		Percent of Net Sales		Percent of Net Sales
Sales: Retail (Taxable)	\$922,674	54.93%	\$755,434	51.65%
Licensee	162,635	9.68%	161,094	11.01%
Wholesale	594,306	35.38%	546,058	37.34%
	\$1,679,615	100.00%	\$1,462,586	100.00%
Sales Returns	0	0.00%	34	0.00%
Net Sales	\$1,679,615	100.00%	\$1,462,552	100.00%
Cost of Goods Sold	1,112,041	66.21%	1,009,161	69.00%
Gross Profit	\$567,573	33.79%	\$453,391	31.00%
Operating Expenses:				
Salaries	\$151,627	9.03%	\$167,59 7	11.46%
Trucking	14,448	0.86%	19,805	1.35%
Utilities	7,558	0.45%	. 9,806	0.67%
Rent	23,842	1.42%	28,068	1.92%
Depreciation of Equipment	5,148	0.31%	3,836	0.26%
Workers' Compensation	0	0.00%	0	0.00%
Supplies	1,029	0.06%	7,395	0.51%
Credit Card Costs	5,428	0.32%	3,463 462	0.24%
Stock (Gain) or Loss	0	0.00%		0.03%
Cash (Over) or Short Miscellaneous	(82)	0.00%	(2,439)	-0.17% 0.92%
Miscellaneous	5,809	0.35%	13,442	0.92%
	\$214,807	12.79%	\$251,436	17.19%
Net Income (Loss)	\$352,767	21.00%	\$201,955	13.81%
Ending Inventory		·		
Ending Inventory: Dollar Value	\$144,885		\$135,665	
Bottle Count	\$144,885 20,207		\$135,665 22,955	
Average Bottle Value	\$7.17		\$5.91	
Change from 1999 to 2000: Sales:	Dollar Change	% Change		
Taxable	\$ 167,240.28	22.14%		
Licensee	\$ 1,540.36	0.96%		
Wholesale (Agency)	\$ 48,247.98	8.84%		
Net Sales	\$ 217,062.62	14.84%		
Cost of Goods Sold	\$ 102,880.22	10.19%		
Net Income	\$ 150,811.41	74.68%		
	-33-			

	Store #17, Belfast						
	2000		1999				
	<u>Amount</u>	Percent of Net Sales	<u>Amount</u>	Percent of Net Sales			
Sales:	#540.044	04.0404	#540.040	00.450/			
Retail (Taxable)	\$518,014 400,500	34.64%	\$510,913	36.45%			
Licensee Wholesale	199,599	13.35%	192,087 699,097	13.70% 49.87%			
Wildesale	777,685	52.01%	099,097	49.01%			
	\$1,495,298	100.00%	\$1,402,097	100.02%			
Sales Returns	0	0.00%	237	0.02%			
Net Sales	\$1,495,298	100.00%	\$1,401,860	100.00%			
Cost of Goods Sold	860,742	57.56%	860,742	61.40%			
Gross Profit	\$634,557	42.44%	\$541,118	38.60%			
Operating Expenses:							
Salaries	\$90,158	6.03%	\$89,251	6.37%			
Trucking	10,407	0.70%	10,214	0.73%			
Utilities	4,607	0.31%	4,158	0.30%			
Rent	24,997	1.67%	21,463	1.53%			
Depreciation of Equipment	3,359	0.22%	2,503	0.18%			
Workers' Compensation	0	0.00%	0	0.00%			
Supplies	370	0.02%	739	0.05%			
Credit Card Costs	2,990	0.20%	2,723	0.19%			
Stock (Gain) or Loss	0	0.00%	97	0.01%			
Cash (Over) or Short	9	0.00%	(1,242)	-0.09%			
Miscellaneous	2,969	0.20%	5,623	0.40%			
	\$139,867	9.35%	\$135,531	9.67%			
Net Income (Loss)	\$494,689	33.08%	\$405,587	28.93%			
Ending Inventory:							
Dollar Value	\$82,420		\$70,187				
Bottle Count	13,062		11,757				
Average Bottle Value	\$6.31		\$5.97				
Change from 1999 to 2000: Sales:	Dollar Change	% Change					
Taxable	\$ 7,101.29	1.39%					
Licensee	\$ 7,511.76	3.91%					
Wholesale (Agency)	\$ 78,588.13	11.24%					
Net Sales	\$ 93,438.18	6.67%					
Cost of Goods Sold	\$ (0.42)	0.00%					
Net Income	\$ 89,102.61	21.97%					
Not injodnic	-34-	21,3170					

	Store #20, Skowhegan						
		2000		1999			
Sales:			Percent of Net Sales		Percent of Net Sales		
Retail (Taxable)		\$600,119	46.78%	\$575,415	48.21%		
Licensee		121,440	9.47%	141,385	11.85%		
Wholesale		561,201	43.75%	476,748	39.94%		
Sales Returns		\$1,282,760 0	100.00% 0.00%	\$1,193,548 0	100.00% 0.00%		
Net Sales		\$1,282,760	100.00%	\$1,193,548	100.00%		
Cost of Goods Sold	www	724,209	56.46%	685,097	57.40%		
Gross Profit		\$558,551	43.54%	\$508,451	42.60%		
Operating Expenses:							
Salaries		\$92,201	7.19%	\$94,287	7.90%		
Trucking		9,214	0.72%	9,916	0.83%		
Utilities		6,951	0.54%	7,077	0.59%		
Rent		12,598	0.98%	10,790	0.90%		
Depreciation of Equipment		3,359	0.26%	2,503	0.21%		
Workers' Compensation		0	0.00%	0	0.00%		
Supplies		431	0.03%	945	0.08%		
Credit Card Costs		1,930	0.15%	1,770	0.15%		
Stock (Gain) or Loss		0	0.00%	190	0.02%		
Cash (Over) or Short		95	0.01%	(1,210)	-0.10%		
Miscellaneous		3,673	0.29%	4,476	0.38%		
		\$130,452	10.17%	\$130,744	10.95%		
Net Income (Loss)		\$428,099	33.37%	\$377,707	31.65%		
Ending Inventory:							
Dollar Value		\$67,116		\$72,908			
Bottle Count		10,860		13,756			
Average Bottle Value		\$6.18		\$5.30			
Change from 1999 to 2000: Sales:	Doll	ar Change	% Change				
Taxable	\$	24,703 <i>.</i> 52	4.29%				
Licensee	\$	(19,944.59)	-14.11%				
Wholesale (Agency)	\$	84,452.41	17.71%				
Net Sales	\$	89,211.34	7.47%				
Cost of Goods Sold	\$	39,111.77	5.71%				
Net Income	\$	50,391.95 -35-	13.34%				

	Store #21, Old Orchard						
		2000		1999			
0.1			Percent of Net Sales		Percent of Net Sales		
Sales: Retail (Taxable)		\$226,824	16.09%	\$239,001	24.32%		
Licensee		81,987	5.82%	105,553	10.74%		
Wholesale		1,100,555 (14	4) 78.09%	638,307	64.94%		
		\$1,409,366	100.00%	\$982,862	100.00%		
Sales Returns		0	0.00%	0	0.00%		
Net Sales		\$1,409,366	100.00%	\$982,862	100.00%		
Cost of Goods Sold		846,767	60.08%	586,768	59.70%		
Gross Profit		\$562,599	39.92%	\$396,094	40.30%		
Operating Expenses:							
Salaries		\$94,021	6.67%	\$94,033	9.57%		
Trucking		8,136	0.58%	4,934	0.50%		
Utilities		2,417	0.17%	5,625	0.57%		
Rent		21,647	1.54%	22,393	2.28%		
Depreciation of Equipment		3,359	0.24%	5,183	0.53%		
Workers' Compensation		0	0.00%	0	0.00%		
Supplies		157	0.01%	3,102	0.32%		
Credit Card Costs		858	0.06%	646	0.07%		
Stock (Gain) or Loss		0	0.00%	2	0.00%		
Cash (Over) or Short		162	0.01%	166	0.02%		
Miscellaneous		3,149	0.22%	5,509	0.56%		
		\$133,905	9.50%	\$141,590	14.41%		
Net Income (Loss)		\$428,693	30.42%	\$254,503	25.89%		
Ending Inventory:							
Dollar Value		\$125,482		\$86,936			
Bottle Count		19,981		15,864			
Average Bottle Value		\$6.28		\$5.48			
Change from 1999 to 2000: Sales:	Dol	ar Change	% Change				
Taxable	\$	(12,177.71)	-5.10%				
Licensee	\$	(23,565.59)	-22.33%				
Wholesale (Agency)	\$	462,247.63	72.42%				
Net Sales	\$	426,504.33	43.39%				
Cost of Goods Sold	\$	259,999.35	44.31%				
Net Income	\$	174,190.18	68.44%				

	Store #26, Old Town					
	2000			1999		
			Percent of Net Sales		Percent of Net Sales	
Sales:		\$433,925	47.61%	\$418,052	38.30%	
Retail (Taxable) Licensee		108,157	11.87%	102,085	9.35%	
Wholesale		369,400	40.53%	571,275	52.34%	
	•	\$911,483	100.00%	\$1,091,412	100.00%	
Sales Returns		0	0.00%	0	0.00%	
Net Sales		\$911,483	100.00%	\$1,091,412	100.00%	
Cost of Goods Sold		510,404	56.00%	625,379	57.30%	
Gross Profit		\$401,079	44.00%	\$466,033	42.70%	
On agating European						
Operating Expenses: Salaries		\$93,660	10.28%	\$86,124	7.89%	
Trucking		6,390	0.70%	8,480	0.78%	
Utilities		4,913	0.74%	8,542	0.78%	
Rent		18,120	1.99%	15,421	1.41%	
Depreciation of Equipment		3,359	0.37%	2,503	0.23%	
Workers' Compensation		0	0.00%	0	0.00%	
Supplies		260	0.03%	877	0.08%	
Credit Card Costs		1,718	0.19%	1,310	0.12%	
Stock (Gain) or Loss		0	0.00%	46	0.00%	
Cash (Over) or Short		69	0.01%	(930)	-0.09%	
Miscellaneous		4,213	0.46%	3,837	0.35%	
		\$132,703	14.56%	\$126,210	11.56%	
Net Income (Loss)	-	\$268,377	29.44%	\$339,823	31.14%	
Fueling laws to a						
Ending Inventory: Dollar Value		\$50,870		\$51,967		
Bottle Count		\$50,670 8,418		9,397		
Average Bottle Value		\$6.04		\$5.53		
Change from 1999 to 2000: Sales:	Do	llar Change	% Change			
	φ	4E 070 EA	3.80%			
Taxable Licensee	\$ \$	15,873.54 6,072.23	5.95%			
Wholesale (Agency)	э \$	(201,874.87)	-35.34%			
Net Sales	Ф \$	(179,929.10)	-16.49%			
	•	, , , , , , , , , , , ,				
Cost of Goods Sold	\$	(114,975.45)	-18.38%			
Net Income	\$	(71,446.25)	-21.02%			
		-3 7 -				

	Store #27, Caribou						
	2000		1999				
Sales:		Percent of Net Sales		Percent of Net Sales			
Retail (Taxable)	\$494,351	34.70%	\$483,570	34.67%			
Licensee	146,669	10.30%	156,136	11.19%			
Wholesale	783,572	55.00%	755,098	54.14%			
		00.0070	700,000	01.1170			
	\$1,424,592	100.00%	\$1,394,804	100.00%			
Sales Returns	0	0.00%	0	0.00%			
Net Sales	\$1,424,592	100.00%	\$1,394,804	100.00%			
	¥ 1, 12 1,002	100.0070	41,001,00 1	100.0070			
Cost of Goods Sold	838,709	58.87%	853,620	61.20%			
Gross Profit	\$585,883	41.13%	\$541,184	38.80%			
Operating Expenses:							
Salaries	\$124,745	8.76%	\$119,965	8.60%			
Trucking	16,831	1.18%	17,985	1.29%			
Utilities	4,144	0.29%	5,175	0.37%			
Rent	17,774	1.25%	16,932	1.21%			
Depreciation of Equipment	3,359	0.24%	2,503	0.18%			
Workers' Compensation	0	0.00%	0	0.00%			
Supplies	427	0.03%	999	0.07%			
Credit Card Costs	1,949	0.14%	1,570	0.11%			
Stock (Gain) or Loss	0	0.00%	0	0.00%			
Cash (Over) or Short	(9)	0.00%	(3,048)	-0.22%			
Miscellaneous	4,425	0.31%	5,355	0.38%			
·	\$173,647	12.19%	\$167,437	12.00%			
Net Income (Loss)	\$412,236	28.94%	\$373,747	26.80%			
Ending Inventory:							
Dollar Value	\$75,070		\$59,958				
Bottle Count	11,621		10,284				
Average Bottle Value	\$6.46		\$5.83				
Change from 1999 to 2000: Sales:	Dollar Change	% Change					
Taxable	\$ 10,780.96	2.23%					
Licensee	\$ (9,466.56)	-6.06%					
Wholesale (Agency)	\$ 28,473.24	3.77%					
Net Sales	\$ 29,787.64	2.14%					
Cost of Goods Sold	\$ (14,910.95)	-1.75%					
Net Income	\$ 38,488.37	10.30%					
	-38-						

	Store #34, Kittery							
	2000			1999				
			Percent of Net Sales		Percent of Net Sales			
Sales:		¢2 507 127	92.25%	¢2 042 205	89.84%			
Retail (Taxable) Licensee		\$2,507,127 184,323	6.78%	\$2,812,205 201,477	6.44%			
Wholesale		26,163	0.96%	116,622	3.73%			
Wholesale		20,100	0.0070	110,022	0.7070			
		\$2,717,612	100.00%	\$3,130,304	100.00%			
Sales Returns		0	0.00%	0	0.00%			
Net Sales		\$2,717,612	100.00%	\$3,130,304	100.00%			
Not Guido		42,717,012	100.0070	40,100,004	100.0070			
Cost of Goods Sold		1,958,194	72.06%	2,059,740	65.80%			
Gross Profit		\$759,418	27.94%	\$1,070,564	34.20%			
Operating Expenses:								
Salaries		\$376,607	13.86%	\$403,637	12.89%			
Trucking		17,470	0.64%	15,840	0.51%			
Utilities		28,964	1.07%	31,017	0.99%			
Rent		516,630	19.01%	346,707	11.08%			
Depreciation of Equipment		12,588	0.46%	11,526	0.37%			
Workers' Compensation		0	0.00%	0	0.00%			
Supplies Credit Card Costs		1,188 37,118	0.04% 1.3 7 %	5,365 40,569	0.1 7 % 1.30%			
Stock (Gain) or Loss		37,116	0.00%	40,569 127	0.00%			
Cash (Over) or Short		1,443	0.05%	7,042	0.22%			
Miscellaneous		28,593	1.05%	34,747	1.11%			
Missinghoods								
		\$1,020,601	37.56%	\$896,578	28.64%			
Net Income (Loss)	=	(\$261,182)	-9.61%	\$173,986	5.56%			
Ending Inventory:								
Dollar Value		\$387,327		\$342,339				
Bottle Count		41,828		40,999				
Average Bottle Value		\$9.26		\$8.35				
Change from 1999 to 2000: Sales:	<u>Do</u>	llar Change	% Change					
Taxable	\$	(305,077.83)	-10.85%					
Licensee	\$	(17,154.65)	-8.51%					
Wholesale (Agency)	\$	(90,459.45)	-77.57%					
Net Sales	\$	(412,691.93)	-13.18%					
Cost of Goods Sold	\$	(101,546.43)	-4.93%					
Net Income	\$	(435,168.39)	-250.12%					
		-39-						

	Store #37, Brunswick						
	2000			1999			
Sales:			Percent of Net Sales		Percent of Net Sales		
Retail (Taxable)		\$821,124	48.80%	\$796,025	42.52%		
Licensee		116,388	6.92%	108,670	5.81%		
Wholesale		745,087	44.28%	967,295	51.67%		
		\$1,682,599	100.00%	\$1,871,991	100.00%		
Sales Returns		0	0.00%	0	0.00%		
Net Sales		\$1,682,599	100.00%	\$1,871,991	100.00%		
Cost of Goods Sold		986,111	58.61%	1,111,963	59.40%		
Gross Profit		\$696,488	41.39%	\$760,028	40.60%		
Operating Expenses:							
Salaries		\$119,170	7.08%	\$124,958	6.68%		
Trucking		9,208	0.55%	9,501	0.51%		
Utilities		6,599	0.39%	6,367	0.34%		
Rent		28,531	1.70%	26,832	1.43%		
Depreciation of Equipment		3,359	0.20%	2,503	0.13%		
Workers' Compensation		0	0.00%	0	0.00%		
Supplies		349	0.02%	778	0.04%		
Credit Card Costs		6,921	0.41%	6,180	0.33%		
Stock (Gain) or Loss		0	0.00%	278	0.01%		
Cash (Over) or Short		(37)	0.00%	115	0.01%		
Miscellaneous		4,141	0.25%	6,197	0.33%		
		\$178,240	10.59%	\$183,710	9.81%		
Net Income (Loss)		\$518,248	30.80%	\$576,318	30.79%		
Full of							
Ending Inventory:		000 45 4		#400.000			
Dollar Value		\$93,454		\$128,802			
Bottle Count Average Bottle Value		12,749 \$7.33		20,094 \$6.41			
Change from 1999 to 2000:	Dol	lar Change	% Change				
Sales:							
Taxable	\$	25,098.55	3.15%				
Licensee	\$	7,717.35	7.10%				
Wholesale (Agency)	\$	(222,207.96)	-22.97%				
Net Sales	\$	(189,392.06)	-10.12%				
Cost of Goods Sold	\$	(125,852.22)	-11.32%				
Net Income	\$	(58,070.65)	-10.08%				
		-40-					

	Store #41, Farmington						
		2000)	1999			
Sales:			Percent of Net Sales		Percent of Net Sales		
Retail (Taxable)		\$493,748	28.39%	\$476,366	30.79%		
Licensee		170,473	9.80%	128,776	8.32%		
Wholesale		1,074,677	61.80%	941,949	60.89%		
Sales Returns		\$1,738,899 0	100.00% 0.00%	\$1,547,091 	100.01% 0.01%		
Net Sales		\$1,738,899	100.00%	\$1,546,971	100.00%		
Cost of Goods Sold		1,007,126	57.92%	942,105	60.90%		
Gross Profit		\$731,773	42.08%	\$604,866	39.10%		
Operating Expenses:							
Salaries		\$103,767	5.97%	\$110,002	7.11%		
Trucking		11,875	0.68%	9,739	0.63%		
Utilities		4,300	0.25%	4,443	0.03%		
Rent		19,767	1.14%	12,903	0.83%		
Depreciation of Equipment		3,359	0.19%	2,503	0.16%		
Workers' Compensation		0,000	0.00%	2,000	0.00%		
Supplies		1,319	0.08%	664	0.04%		
Credit Card Costs		2,318	0.13%	1,878	0.12%		
Stock (Gain) or Loss		0	0.00%	114	0.01%		
Cash (Over) or Short		21	0.00%	147	0.01%		
Miscellaneous		5,079	0.29%	4,531	0.29%		
		\$151,805	8.73%	\$146,924	9.50%		
Net Income (Loss)		\$579,968	33.35%	\$457,941	29.60%		
			·				
Ending Inventory:		#70.056		# 00.000			
Dollar Value		\$70,853		\$90,280			
Bottle Count Average Bottle Value		10,466 \$6.77		13,556 \$6.66			
Change from 1999 to 2000:	Dol	lar Change	% Change	V 5.55			
Sales:	<u> 501</u>	.a. onange	70 Vilalige				
Taxable	\$	17,382.07	3.65%				
Licensee	\$	41,697.63	32.38%				
Wholesale (Agency)	\$	132,728.26	14.09%				
Net Sales	\$	191,927.96	12.41%				
Cost of Goods Sold	\$	65,020.51	6.90%				
Net Income	\$	122,026.46	26.65%				
		-41-					

	Store #42, Bridgton						
	2000			1999			
Sales;			Percent of Net Sales		Percent of Net Sales		
Retail (Taxable)		\$231,078	22.11%	\$219,613	25.05%		
Licensee		109,519	10.48%	96,149	10.97%		
Wholesale		704,639	67.41%	560,862	63.98%		
		\$1,045,236	100.00%	\$876,624	100.00%		
Sales Returns		0	0.00%	25	0.00%		
Net Sales		\$1,045,236	100.00%	\$876,599	100.00%		
Cost of Goods Sold	MACCO 100 100 100 100 100 100 100 100 100 10	619,024	59.22%	538,232	61.40%		
Gross Profit		\$426,212	40.78%	\$338,367	38.60%		
Operating Expenses:							
Salaries	•	\$74,383	7.12%	\$94,125	10.74%		
Trucking		5,854	0.56%	6,920	0.79%		
Utilities		4,588	0.44%	5,705	0.65%		
Rent		9,558	0.91%	10,567	1.21%		
Depreciation of Equipment		3,359	0.32%	2,503	0.29%		
Workers' Compensation		0	0.00%	0	0.00%		
Supplies		300	0.03%	667	0.08%		
Credit Card Costs		1,085	0.10%	874	0.10%		
Stock (Gain) or Loss		0	0.00%	130	0.01%		
Cash (Over) or Short		33	0.00%	1,673	0.19%		
Miscellaneous		2,700	0.26%	4,794	0.55%		
		\$101,861	9.75%	\$127,958	14.60%		
Net Income (Loss)		\$324,351	31.03%	\$210,409	24.00%		
Ending Inventory:							
Dollar Value		\$75,437		¢60.265			
Bottle Count		12,246		\$62,365 12,086			
Average Bottle Value		\$6.16		\$5.16			
Change from 1999 to 2000:	<u>Dollar</u>	<u>Change</u>	% Change				
Sales: Taxable	c	11 165 07	E 000/				
Licensee		11,465.27 13,369.55	5.22% 13.90%				
Wholesale (Agency)		43,777.02	25.64%				
Net Sales		68,636.54	19.24%				
Cost of Goods Sold	\$	80,791.61	15.01%				
Net Income		13,942.26	54.15%				
		-42-	- · · · · · · · ·				

			Store #45,	Presque Isle	
		2000)	1999	
Sales:			Percent of Net Sales		Percent of Net Sales
Retail (Taxable)		\$639,171	51.58%	\$583,516	50.21%
Licensee		155,317	12.53%	147,776	12.72%
Wholesale	•	444,785	35.89%	430,760	37.07%
		\$1,239,273	100.00%	\$1,162,052	100.00%
Sales Returns		0	0.00%	0	0.00%
Net Sales		\$1,239,273	100.00%	\$1,162,052	100.00%
Cost of Goods Sold	-	714,094	57.62%	705,366	60.70%
Gross Profit		\$525,1 79	42.38%	\$456,686	39.30%
Operating Expenses:					
Salaries		\$113,183	9.13%	\$112,298	9.66%
Trucking		14,325	1.16%	13,999	1.20%
Utilities		3,750	0.30%	2,705	0.23%
Rent		18,673	1.51%	17,808	1.53%
Depreciation of Equipment		3,359	0.27%	2,503	0.22%
Workers' Compensation		0	0.00%	0	0.00%
Supplies		587	0.05%	834	0.07%
Credit Card Costs		2,770	0.22%	2,256	0.19%
Stock (Gain) or Loss		0	0.00%	0	0.00%
Cash (Over) or Short		11	0.00%	7	0.00%
Miscellaneous		3,308	0.27%	4,725	0.41%
		\$159,966	12.91%	\$157,136	13.52%
Net Income (Loss)	=	\$365,214	29.47%	\$299,551	25.78%
For direct Investors of					
Ending Inventory: Dollar Value		ው ስን 430		<u> </u>	
Bottle Count		\$93,138 14,263		\$63,897	
Average Bottle Value		\$6.53		10, 7 57 \$5.94	
Change from 1999 to 2000: Sales:	Doll	ar Change	% Change		
Taxable	\$	55,655.53	9.54%		
Licensee	. Ф \$	7,540.73	5.10%		
Wholesale (Agency)	\$	14,024.37	3.26%		
Net Sales	\$	77,220.63	6.65%		
Cost of Goods Sold	\$	8,727.70	1.24%		
Net Income	\$	65,663.00	21.92%		
		-43-			

		Store #51, E)amariscotta		
	2000	2000			
Sales:		Percent of Net Sales		Percent of Net Sales	
Retail (Taxable)	\$370,250	28.47%	\$354,078	29.88%	
Licensee	176,709	13.59%	166,562	14.06%	
Wholesale	753,494	57.94%	664,309	56.07%	
	. 44.000.450	100.000/	04.404.040	400 040/	
Sales Returns	\$1,300,453 0	100.00% 0.00%	\$1,184,949 79	100.01% 0.01%	
Sales Returns		0.00%		0.0176	
Net Sales	\$1,300,453	100.00%	\$1,184,870	100.00%	
Cost of Goods Sold	795,070	61.14%	712,107	60.10%	
Gross Profit	\$505,383	38.86%	\$472,763	39.90%	
Operating Expenses:					
Salaries	\$111,501	8.57%	\$95,378	8.05%	
, Trucking	8,566	0.66%	6,803	0.57%	
Utilities	6,287	0.48%	6,480	0.55%	
Rent	31,033	2.39%	27,818	2.35%	
Depreciation of Equipment	3,359	0.26%	2,503	0.21%	
Workers' Compensation	0	0.00%	0	0.00%	
Supplies	541	0.04%	1,310	0.11%	
Credit Card Costs	2,760	0.21%	2,323	0.20%	
Stock (Gain) or Loss	0	0.00%	0	0.00%	
Cash (Over) or Short	29	0.00%	2,357	0.20%	
Miscellaneous	3,487	0.27%	4,547	0.38%	
	\$167,564	12.89%	\$149,519	12.62%	
Net Income (Loss)	\$337,819	25.98%	\$323,244	27.28%	
Ending Inventory					
Ending Inventory: Dollar Value	\$92,306		\$77,767		
Bottle Count	12,491		13,937		
Average Bottle Value	\$7.39		\$5.58		
Change from 1999 to 2000:	Dollar Change	% Change			
Sales:					
Taxable	\$ 16,171.73	4.57%			
Licensee	\$ 10,147.67	6.09%			
Wholesale (Agency)	\$ 89,184.58	13.43%			
Net Sales	\$ 115,582.98	9.75%			
Cost of Goods Sold	\$ 82,962.95	11.65%			
Net Income	\$ 14,574.75	4.51%			
	44-			•	

		Store #65, D	over-Foxcroft	
	200	00	1999	
		Percent of Net Sales		Percent of Net Sales
Sales: Retail (Taxable)	\$308,995	33.04%	\$301,828	39.42%
Licensee	55,830		59,073	7.72%
Wholesale	570,339		404,765	52.86%
	\$935,163	100.00%	\$765,665	100.00%
Sales Returns .			0	0.00%
Net Sales	\$935,163	100.00%	\$765,665	100.00%
Cost of Goods Sold	552,559	59.09%	452,508	59.10%
Gross Profit	\$382,604	40.91%	\$313,157	40.90%
Operating Expenses:				
Salaries	\$77,210	8.26%	\$81,323	10.62%
Trucking	8,738	0.93%	7,332	0.96%
Utilities	4,891		4,828	0.63%
Rent	11,927		8,008	1.05%
Depreciation of Equipment	3,359		2,503	0.33%
Workers' Compensation	0.070		0	0.00%
Supplies	6,073		826 847	0.11% 0.11%
Credit Card Costs Stock (Gain) or Loss	1,07 1		241	0.11%
Cash (Over) or Short	2		1,898	0.25%
Miscellaneous	3,747		3,647	0.48%
	\$11 7 ,019	12.51%	\$111,453	14.56%
Net Income (Loss)	\$265,585	28.40%	\$201,703	26.34%
Ending Inventory:	⊕ E0.404		¢74 000	
Dollar Value Bottle Count	\$58,431 8,760		\$74,886 13,517	
Average Bottle Value	\$6.67		\$5.54	
Change from 1999 to 2000:	Dollar Change	% Change		
Sales:	e 740707	0.070/		
Taxable Licensee	\$ 7,167.37 \$ (3,242.91)	2.37% -5.49%		
Ucensee Wholesale (Agency)	\$ (3,242.91) \$ 165,574.05			
Net Sales	\$ 169,498.51	22.14%		
Control Control C. U.	ф 400 054 00	00.4407		
Cost of Goods Sold	\$ 100,051.02	22.11%		
Net Income	\$ 63,881.94 -45-	31.67%	•	
	-45-			

	Store #66, Brewer			
	2000		1999	
Sales:		Percent of Net Sales		Percent of Net Sales
Retail (Taxable)	\$842,258	84.94%	\$807,903	82.85%
Licensee	81,140	8.18%	134,791	13.82%
Wholesale	68,142	6.87%	32,482	3.33%
	\$991,539	100.00%	\$975,176	100.00%
Sales Returns	0	0.00% _	0	0.00%
Net Sales	\$991,539	100.00%	\$975,176	100.00%
Cost of Goods Sold	578,710	58.36%	561,701	57.60%
Gross Profit	\$412,830	41.64%	\$413,475	42.40%
Operating Expenses:				
Salaries	\$105,675	10.66%	\$110,288	11.31%
Trucking	7,133	0.72%	6,970	0.71%
Utilities	5,233	0.53%	8,146	0.84%
Rent	22,536	2.27%	19,000	1.95%
Depreciation of Equipment	3,359	0.34%	2,503	0.26%
Workers' Compensation	0	0.00%	Ö	0.00%
Supplies	639	0.06%	4,824	0.49%
Credit Card Costs	4,500	0.45%	3,554	0.36%
Stock (Gain) or Loss	0	0.00%	0	0.00%
Cash (Over) or Short	(16)	0.00%	(773)	-0.08%
Miscellaneous	4,043	0.41% _	7,140	0.73%
	\$153,103	15.44%	\$161,653	16.58%
Net Income (Loss)	\$259,726	26.19%	\$251,822	25.82%
Ending Inventory				
Ending Inventory: Dollar Value	\$76,208		\$76,418	
Bottle Count	10,825		13, 7 94	
Average Bottle Value	\$7.04		\$5.54	
Change from 1999 to 2000:	Dollar Change	% Change		
Sales:	Ф 0405444	4.0507		
Taxable	\$ 34,354.44	4.25%		
Licensee	\$ (53,651.13) \$ 35,660.17	-39.80% 109.78%		
Wholesale (Agency) Net Sales	\$ 35,660.17 \$ 16,363.48	1.68%		
Cook of Coods Cold		2 020/		
Cost of Goods Sold Net Income	\$ 17,008.60 \$ 7,904.26	3.03% 3.14%		
Net moone	• • • • • • • • •	3.1470		
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			Store #70,	Kennebunk	
		2000)	1999	
Salaa			Percent of Net Sales		Percent of Net Sales
Sales: Retail (Taxable)		\$269,924	19.50%	\$258,082	21.56%
Licensee		175,074	12.65%	193,950	16.21%
Wholesale		939,017	67.85%	744,810	62.23%
		\$1,384,015	100.00%	\$1,196,842	100.00%
Sales Returns		0	0.00%	27	0.00%
Net Sales		\$1,384,015	100.00%	\$1,196,815	100.00%
Cost of Goods Sold		814,713	58.87%	713,302	59.60%
Gross Profit		\$569,301	41.13%	\$483,513	40.40%
Operating Expenses:					
Salaries		\$89,731	6.48%	\$88,074	7.36%
Trucking		7,811	0.56%	6,313	0.53%
Utilities		5,435	0.39%	4,173	0.35%
Rent		17,550	1.27%	18,307	1.53%
Depreciation of Equipment		3,359	0.24%	2,503	. 0.21%
Workers' Compensation		0	0.00%	0	0.00%
Supplies		72	0.01%	595	0.05%
Credit Card Costs		1,986	0.14%	1,737	0.15%
Stock (Gain) or Loss		0	0.00%	0	0.00%
Cash (Over) or Short		9	0.00%	8	0.00%
Miscellaneous		3,624	0.26%	4,776	0.40%
·		\$129,577	9.36%	\$126,487	10.57%
Net Income (Loss)		\$439,724	31.77%	\$357,027	29.83%
Ending Inventory					
Ending Inventory:		¢400.007		# 00.040	
Dollar Value Bottle Count		\$100,897 14,904		\$86,312 14,361	
Average Bottle Value		\$6.77		\$6.01	
Change from 1999 to 2000:	<u>Dol</u>	lar Change	% Change		
Sales:	•	44.044.00	. =		
Taxable	\$	11,841.39	4.59%		
Licensee Wholesale (Agency)	\$ \$	(18,875.37) 194,206.78	-9.73% 26.07%		
Net Sales	\$ \$	187,199.80	15.64%		
Cost of Goods Sold	\$	101,411.41	14.22%		
Net Income	\$	82,697.65	23.16%		
		-47-			

			Store #76, No	rth Windham	
		2000		1999	
Calan		Amount	Percent of Net Sales	Amount	Percent of Net Sales
Sales: Retail (Taxable)		\$722,497	66.25%	\$684,583	64.63%
Licensee		95,476	8.75%	112,230	10.60%
Wholesale		272,609	25.00%	262,386	24.77%
		\$1,090,582	100.00%	\$1,059,199	100.00%
Sales Returns		0	0.00%	0	0.00%
Net Sales		\$1,090,582	100.00%	\$1,059,199	100.00%
Cost of Goods Sold		632,240	57.97%	619,631	58.50%
Gross Profit		\$458,342	42.03%	\$439,568	41.50%
Operating Expenses:					
Salaries		\$85,387	7.83%	\$86,755	8.19%
Trucking		5,920	0.54%	7,105	0.67%
Utilities		7,741	0.71%	9,055	0.85%
Rent		5,459	0.50%	21,704	2.05%
Depreciation of Equipment		3,359	0.31%	2,503	0.24%
Workers' Compensation		0	0.00%	0	0.00%
Supplies		2,647	0.24%	1,559	0.15%
Credit Card Costs		4,391	0.40%	3,689	0.35%
Stock (Gain) or Loss		0	0.00%	91	0.01%
Cash (Over) or Short		127	0.01%	3,059	0.29%
Miscellaneous		6,289	0.58%	4,977	0.47%
		\$121,320	11.12%	\$140,498	13.26%
Net Income (Loss)		\$337,022	30.90%	\$299,070	28.24%
Ending Inventory:		•	•		
Dollar Value		\$73,110		\$54,381	
Bottle Count		10,112		\$54,361 8,715	
Average Bottle Value		\$7.23		\$6.24	
Change from 1999 to 2000: Sales:	Dolla	ar Change	% Change		
Taxable	\$	37,914.52	5.54%		
Licensee	\$ \$	(16,753.94)	-14.93%		
Wholesale (Agency)	\$ \$	10,222.83	3.90%		
Net Sales	\$	31,383.41	2.96%		
Cost of Goods Sold	\$	12,609.32	2.03%		
Net Income	\$	37,952.05	12.69%		
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		Store #84	Auburn		
	2000)	1999		
Sales:		Percent of Net Sales		Percent of Net Sales	
Retail (Taxable)	\$470,370	23.73%	\$456,902	24.26%	
Licensee	84,833	4.28%	74,902	3.98%	
Wholesale	1,427,231	71.99%	1,351,839	71.77%	
Sales Returns	\$1,982,435 0	100.00% 0.00%	\$1,883,644 0	100.00% 0.00%	
Net Sales	\$1,982,435	100.00%	\$1,883,644	100.00%	
Cost of Goods Sold	1,160,937	58.56%	1,122,652	59.60%	
Gross Profit	\$821,497	41.44%	\$760,992	40.40%	
Operating Expenses:					
Salaries	\$130,539	6.58%	\$115,547	6.13%	
Trucking	11,175	0.56%	8,937	0.47%	
Utilities	7,158	0.36%	6,083	0.32%	
Rent	28,407	1.43%	25,316	1.34%	
Depreciation of Equipment	3,359	0.17%	2,503	0.13%	
Workers' Compensation	0	0.00%	0	0.00%	
Supplies	113	0.01%	689	0.04%	
Credit Card Costs	3,045	0.15%	2,670	0.14%	
Stock (Gain) or Loss	0	0.00%	(7)	0.00%	
Cash (Over) or Short	(18)	0.00%	6,704	0.36%	
Miscellaneous	5,270	0.27%	6,792	0.36%	
	\$189,049	9.54%	\$175,236	9.30%	
Net Income (Loss)	\$632,449	31.90%	\$585,755	31.10%	
Ending Inventory:					
Dollar Value	\$98,396		\$97,533		
Bottle Count	14,954		16,068		
Average Bottle Value	\$6.58		\$6.07		
Change from 1999 to 2000: Sales:	Dollar Change	% Change			
Taxable	\$ 13,468.12	2.95%			
Licensee	\$ 9,931.00	13.26%			
Wholesale (Agency)	\$ 75,391.95	5.58%			
Net Sales	\$ 98,791.07	5.24%			
Cost of Goods Sold	\$ 38,285.30	3.41%			
Net Income	\$ 46,693.34	7.97%			
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		Store #85	Mexico	
•	2000)	1999	
Sales:		Percent of Net Sales		Percent of Net Sales
Retail (Taxable)	\$458,942	64.00%	\$446,731	64.44%
Licensee	199,151	27.77%	201,051	29.00%
Wholesale	59,043	8.23%	45,482	6.56%
Sales Returns	\$717,137 0	100.00% 0.00%	\$693,265 0	100.00% 0.00%
Net Sales	\$717,13 7	100.00%	\$693,265	100.00%
Cost of Goods Sold	395,489	55.15%	400,707	57.80%
Gross Profit	\$321,647	44.85%	\$292,558	42.20%
Operating Expenses:				
Salaries	\$67,389	9.40%	\$63,808	9.20%
Trucking	3,866	0.54%	5,230	0.75%
Utilities	3,877	0.54%	4,343	0.63%
Rent	21,424	2.99%	25,744	3.71%
Depreciation of Equipment	3,359	0.47%	2,503	0.36%
Workers' Compensation	0	0.00%	0	0.00%
Supplies	102	0.01%	705	0.10%
Credit Card Costs	884	0.12%	714	0.10%
Stock (Gain) or Loss	0	0.00%	104	0.01%
Cash (Over) or Short	8	0.00%	5,295	0.76%
Miscellaneous	3,867	0.54%	3,472	0.50%
	\$104,777	14.61%	\$111,919	16.14%
Net Income (Loss)	\$216,871	30.24%	\$180,639	26.06%
E. R. J. J.				
Ending Inventory:	#40.400		#00.000	
Dollar Value Bottle Count	\$43,129		\$38,690 6.340	
Average Bottle Value	6,126 \$7.04		6,240 \$6.20	
Change from 1999 to 2000:	Dollar Change	% Change		
Taxable	\$ 12,211.18	2.73%		
Licensee	\$ (1,900.05)	-0.95%		
Wholesale (Agency)	\$ 13,560.86	29.82%		
Net Sales	\$ 23,871.99	3.44%		
Cost of Goods Sold	\$ (5,217.59)	-1.30%		
Net Income	\$ 36,231.45	20.06%		
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Department of Administrative and Financial Services Bureau of Alcoholic Beverages

COMPARATIVE SALES ANALYSIS BY STORE

For Fiscal Years ending: June 30,

	2000	1999	1998	% Change 99 - 00
Store				•
11 Lewiston, Canal St.	\$1,176,887 <i>*</i>	* \$1,151,877	\$1,150,269	2.17%
4 Portland, St. John	1,458,886	1,775,876	1,867,423	-17.85%
5 Augusta	1,331,001	1,386,705	1,368,677	-4.02%
7 Bangor, Hammond St.	2,123,535	1,808,872	2,207,955	17.40%
8 Houlton	894,018	956,340	963,877	-6.52%
9 Bangor, Mall	1,645,646	1,138,156	1,112,480	44.59%
12 Waterville, Kennedy Drive	1,583,399	1,557,737	1,560,869	1.65%
13 Rockland	2,444,911	2,353,908	2,414,838	3.87%
14 Ellsworth	3,210,507	2,579,931	2,764,842	24.44%
16 Calais	1,679,615	1,462,552	1,299,835	14.84%
17 Belfast	1,495,298	1,401,860	1,325,042	6.67%
20 Skowhegan	1,282,760	1,193,548	1,253,969	7.47%
21 Old Orchard	1,409,366	982,862	961,291	43.39%
26 Old Town	911,483	1,091,412	1,041,484	-16.49%
27 Caribou	1,424,592	1,394,804	1,486,095	2.14%
34 Kittery	2,717,612	3,130,304	3,330,647	-13.18%
37 Brunswick	1,682,599	1,871,991	1,938,568	-10.12%
41 Farmington	1,738,899	1,546,970	1,548,244	12.41%
42 Bridgton	1,045,236	876,599	857,852	19.24%
45 Presque Isle	1,239,273	1,162,052	1,092,190	6.65%
51 Damariscotta	1,300,453	1,184,870	1,219,799	9.75%
65 Dover-Foxcroft	935,163	765,665	682,704	22.14%
66 Brewer	991,539	975,176	911,308	1.68%
70 Kennebunk	1,384,015	1,196,815	1,183,852	15.64%
76 North Windham	1,090,582	1,059,199	1,080,785	2.96%
84 Auburn	1,982,435	1,883,644	1,962,273	5.24%
85 Mexico	717,137	693,265	713,540	3.44%
Total Store Sales	\$40,896,847 *	* \$38,582,988	\$39,300,708	6.00%
Merchandising Dept	\$35,702,289 **	** \$33,799,957	\$30,771,386	
Total Net Sales	\$76,599,135 **	** \$72,382,945	\$70,072,094	

Note: Sales are net of returns but INCLUDE premium tax.

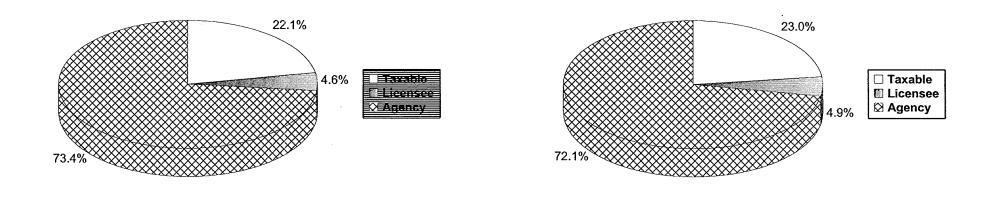
- * Store 11 (formally store 1) was renumbered during Fiscal Year 99.
- ** For comparative detail that includes all stores see page 21.
- *** For more detail on the Merchandising Unit see page 20.
- ***** To review the detail of Net Sales see page 18.

	Year Ending Ju	ne 30, 2000	Year Ending Ju	ne 30, 1999	
	_	·	•	,	% Change
<u>Domestic</u>	<u>Gallons</u>	% of Total	<u>Gallons</u>	% of Total	<u> 1999 - 2000</u>
Bottles in Bond	235	0.01%	266	0.02%	-11.65%
Straight Bourbon	74,106	4.21%	72,789	4.20%	1.81%
Straight Rye	339	0.02%	323	0.02%	4.95%
Blend of Whiskey	80,910	4.60%	85,398	4.93%	-5.26%
Brandy **	8,090	0.46%	7,827	0.45%	3.36%
Rum	213,101	12.11%	201,516	11.64%	5.75%
Gin Variller	61,792	3.51%	64,370	3.72%	-4.00%
Vodka	369,472	21.00%	371,309	21.44%	-0.49%
Cordial & Misc Liquor **	431,249	24.51%	423,757	24.47%	1.77%
Wines	18,159	1.03%	18,307	1.06%	-0.81%
Total	1,257,453	71.48%	1,245,862	71.93%	0.93%
<u>Imported</u>					
Scotch	54,251	3.08%	54,420	3.14%	-0.31%
Irish	3,274	0.19%	2,788	0.16%	17.43%
Canadian	173,311	9.85%	176,520	10.19%	-1.82%
Brandy	5,977	0.34%	5,870	0.34%	1.82%
Rum	37,245	2.12%	36,093	2.08%	3.19%
Gin	23,351	1.33%	21,572	1.25%	8.25%
Cordials & Misc Liquor	145,778	8.29%	139,381	8.05%	4.59%
Vodka	58,533	3.33%	49,433	2.85%	18.41%
Total	501,720	28.52%	486,077	28.07%	3.22%
Grand Total	1,759,173		1,731,939		1.57%
Combined Total					
Bottles in Bond	235	0.01%	266	0.02%	-11.65%
Straight Bourbon	74,106	4.21%	72,789	4.20%	1.81%
Straight Rye	339	0.02%	323	0.02%	4.95%
Blended Whiskey	80,910	4.60%	85,398	4.93%	-5.26%
Scotch	54,251	3.08%	54,420	3.14%	-0.31%
Irish	3,274	0.19%	2,788	0.16%	17.43%
Canadian	173,311	9.85%	176,520	10.19%	-1.82%
Brandy **	14,067	0.80%	13,697	0.79%	2.70%
Rum	250,346	14.23%	237,609	13.72%	5.36%
Gin	85,143	4.84%	85,942	4.96%	-0.93%
Vodka	428,005	24.33%	420,742	24.29%	1.73%
Cordials & Misc Liquor **	577,027	32.80%	563,138	32.51%	2.47%
Wines	18,159	1.03%	18,307	1.06%	-0.81%
Total	1,759,173		1,731,939		1.57%

^{**} In Fiscal Year 1999 Flavored Brandy was included in Cordials & Misc. Liquor rather than in Brandy.

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Department of Administrative and Financial Services Bureau of Alcoholic Beverages COMPARATIVE SALES ANALYSIS FOR FISCAL YEARS 2000 & 1999



	<u>2000</u>				999
Taxable	\$16,922,256.00			Taxable	\$16,634,560.00
Licensee	3,486,446.00			Licensee	3,582,310.00
Agency	<u>56,190,433.00</u>			Agency	<u>52,166,075.00</u>
	\$76,599,135.00				\$72,382,945.00 **

^{**}Net of Sales Returns

Department of Administrative and Financial Services Bureau of Alcoholic Beverages and Lottery Operations Footnotes to Financial Statements For the year ending June 2000 Bureau of Alcoholic Beverages Footnotes

Balance Sheet

1. The higher Cash balance in Fiscal Year 1999 is attributed to the higher Accounts Payable balance. The reasoning for this is twofold. First, the Tomax system more accurately reflects the true Accounts Payable balances because it is a real-time system. Second, significant personnel turnover at the end of Fiscal Year 1999 resulted in less than timely processing of daily Accounts Payable.

The Prior Period Adjustment of \$1,258,969 also affects Cash. Please see also note #9, page 55.

- 2. The increase in Accounts Receivable is due to a significant increase in credit sales.
- 3. The Fixed Assets balance has decreased from Fiscal Year 1999 to Fiscal Year 2000 primarily due to two reasons. One is that new equipment has not been purchased and the old equipment is continuing to depreciate; Fiscal Year 2000 depreciation totals \$217,040. The other is that during a Fiscal Year 2000 reconciliation of the Bureau of Alcoholic Beverages fixed assets, it was determined that Leasehold Improvements of \$345,499 be expensed and therefore removed from the fixed asset system.
- 4. The Returnable Container Deposit balance exceeded the actual liability of Alcoholic Beverages; the excess \$512,430.77 was transferred to the General Fund in June 1999.

Comparative Statement of Operations

- 5. There are no sales returns listed for Fiscal Year 2000 and only a small amount for Fiscal Year 1999. The Tomax system tracks returns in great detail but reports on a net sales basis. A request has been submitted to Tomax for a system change regarding the need for more detailed reporting of sales returns.
- 6. The increase in Net Sales from Fiscal Year 1999 to Fiscal Year 2000 is as follows:

Sales:	Dollars:	Percentage:
Taxable	\$287,696	1.73%
Licensee	(\$95,864)	(2.68%)
Agency	\$4,023,840	7.71%
Total	\$4,215,672	5.82%

7. Cost of Goods Sold does not include freight cost. For purposes of this report, freight cost is allocated to the location that generated the Freight Expense.

Department of Administrative and Financial Services Bureau of Alcoholic Beverages and Lottery Operations Footnotes to Financial Statements For the year ending June 2000 Bureau of Alcoholic Beverages Footnotes

- 8. The presentation of income generated from Lottery ticket sales has changed in Fiscal Year 2000 to Fiscal Year 1999. The State Liquor Stores receive an 8% commission on the sale of Lottery tickets. In Fiscal Year 2000, 100% of sales are shown as miscellaneous income and the 92% cost of tickets is included in Purchases. In Fiscal year 1999, all was shown as a net reduction to Purchases.
- 9. The Prior Period Adjustment of \$1,258,969 is the result of a procedural error during the profit calculations in Fiscal Year 1999 which resulted in an undertransfer of profit to the General Fund. Both the procedural correction and the profit transfer (which affected Cash) were accomplished in Fiscal Year 2000.
- 10. Total Transfers do not include Alcoholic Beverages' Sales Tax collections that are forwarded to Maine Revenue Services.

Fiscal Year 2000 Sales Tax collections: \$707,062 Fiscal Year 1999 Sales Tax collections: \$909,647

Sales Tax Rate September 1998 through June 2000: 5.5% Sales Tax Rate July 1998 through September 1998: 6.0%

Comparative Cost of Goods Sold Schedule

- 11. In Fiscal Year 1999, an inventory correction was necessary because the Tomax system initially used an average costing method that did not provide a sufficient level of accuracy in its calculation. Therefore, the \$628,150 adjustment was made to correctly reflect the inventory at cost value. This is no longer an issue as the actual cost method is now used as opposed to an average cost method.
- 12. Stock Loss in Fiscal Year 1999 is due to errors made during the initial transition to the Tomax system. Most of this \$50,018 is not true stock loss, but rather correcting entries for these errors that flowed through the system.
- 13. The Warehouse Inventory balance of \$166,912 in Fiscal Year 1999 represents stock that was en route to the liquor stores at June 30, 1999. There was no stock en route at June 30, 2000.

Statements of Individual Store Operations (pages 24 and 36)

14. Store #4 in Portland shows a large decrease in Agency Sales in Fiscal Year 2000 while Store #21 in Old Orchard Beach shows a large increase. According to Bureau personnel, this is a direct result of Store #4 customers now shopping at Store #21.

Department of Administrative and Financial Services Bureau of Alcoholic Beverages and Lottery Operations

Recap of Significant Legislation Enacted During Fiscal Year 2000 By the 119TH Legislature

Chapter 29 (L.D. 378), An Act to Expand the Use of Emergency Equipment on Vehicles Operated by Liquor Enforcement Officers

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Chapter 34 (L.D. 367), An Act to Clarify the Criteria for Renewal of Agency Liquor Store Licenses

When reviewing an agent's license for renewal, the Bureau may not consider minor changes to the placement of liquor inventory if the changes are not for the purposes of marketing beyond what is allowed by law or agency rule or for increasing access to minors, but are to address some other liquor placement issue that is within the scope of the person's license.

Chapter 103 (L.D. 1077), An Act to Prevent Minors from Acquiring Beer-making or Wine-making Equipment

Reprohibits selling, giving to, furnishing, or offering to sell to minors, equipment that is specifically manufactured, constructed, or marketed for the purpose of beer-making or wine-making.

Chapter 166 (L.D. 1073), An Act to Relate the State Liquor Tax to the Amount Transferred to the General Fund

Alcoholic Beverages shall return to the General Fund an amount substantially equal to the amount of state liquor tax collected in the previous fiscal year. With the exception of the discount agency stores in Kittery and Calais, list prices must be uniform statewide.

Chapter 275 (L.D. 644), An Act to Provide Opportunity for an Increase in Wine-tasting Locations for Farm Wineries

Allows holders of a farm winery license to obtain two additional licenses upon application and approval from the Bureau.

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Chapter 293 (L.D. 216), An Act to Prohibit the Transportation of Open Containers that Contain Liquor

- Rurther restricts transportation of open containers of alcoholic beverages and consumption of alcohol within vehicle.
- Restricts the transporting of open bottles of wine from restaurants.

Chapter 413 (L.D. 382), An Act to Require a Person Who is Suspected of Being the Underlying Cause of a Liquor Violation to Provide Identification to a Law Enforcement Officer.

- Requires one to provide identification:
 - if a person is on the licensed premises when minors are not to be on the premises;
 - if an officer has a reasonable and articulable suspicion that a liquor violation has occurred or that one is a minor; and,
 - if an officer informs one that an investigation of a liquor violation is in progress.

Chapter 519 (L.D. 954), An Act to Improve Alcohol Server Education Courses

○ Outlines Instructor qualifications, enrollment fees, and course accountability.