



NORTHWEST TERRITORIES
LIQUOR AND
CANNABIS
COMMISSION

Quarterly Sales Report

October 1, 2021 to December 31, 2021

Summary

The Northwest Territories Liquor and Cannabis Commission (NTLCC) regulates the distribution of alcohol and cannabis to ensure NWT residents have safe and legal access to alcohol and cannabis.

Liquor is sold in seven liquor stores across the Northwest Territories under contract with NTLCC. NWT residents may also order liquor products through mail order services.

Cannabis is currently sold in three liquor stores across the Northwest Territories under contract with the NTLCC, and through three private stores, and one private online store.

This report provides detailed summaries of sales by product category and by store for the period of October 1, 2021 to December 31, 2021.

Liquor sales

NTLCC sells liquor to:

Consumers: Individuals who purchase liquor through an NWT liquor store

Licensees: Establishments/organizations that have a valid licence or permit from the Northwest Territories Liquor Licensing Board

Manufacturers: Per the Liquor Regulations (4.1) A licence holder who manufactures their own liquor and who sells it directly to patrons in the Northwest Territories is deemed to have first sold the liquor to the Commission and purchased it back from the Commission.

Table 1: Liquor Sales by Distribution Channel

Channel	Q1	Q2	Q3	Q4	YTD
Consumers	\$14,066,619.09	\$13,205,168.37	\$13,146,078.57		\$40,417,866.03
Licensees	\$1,346,160.76	\$1,358,203.25	\$1,032,611.98		\$3,736,975.99
Manufacturers	\$17,136.59	\$17,370.42	\$12,356.14		\$46,863.15
Total	\$15,429,916.44	\$14,580,742.04	\$14,191,046.69		\$44,201,705.17

Table 2: Liquor Sales by Store

Store	Q1	Q2	Q3	Q4	YTD
Yellowknife Shop	\$5,068,392.88	\$4,753,068.42	\$4,489,114.41		\$14,310,575.71
Yellowknife Store	\$3,676,800.39	\$3,380,069.00	\$3,498,127.98		\$10,554,997.37
Inuvik	\$2,158,996.19	\$2,188,310.91	\$2,058,895.78		\$6,406,202.88
Hay River	\$2,153,532.37	\$1,873,620.51	\$1,768,052.64		\$5,795,205.52
Norman Wells	\$625,209.83	\$564,600.38	\$606,063.34		\$1,795,873.55
Fort Smith	\$907,908.73	\$853,432.35	\$881,312.20		\$2,642,653.28
Fort Simpson	\$767,134.18	\$891,887.28	\$784,299.40		\$2,443,320.86
Other	\$71,941.87	\$75,753.19	\$105,180.94		\$252,876.00
Total	\$15,429,916.44	\$14,580,742.04	\$14,191,046.69		\$44,201,705.17

Table 3: Liquor Sales by Product

Product	Q1	Q2	Q3	Q4	YTD
Spirits	\$6,526,014.82	\$6,215,819.29	\$6,496,041.48		\$19,237,875.59
Wine	\$2,087,251.99	\$1,844,101.48	\$2,279,427.26		\$6,210,780.73
Beer	\$5,260,791.31	\$4,890,439.32	\$4,285,033.19		\$14,436,263.82
Coolers & Ciders	\$1,555,858.32	\$1,630,381.95	\$1,130,544.76		\$4,316,785.03
Total	\$15,429,916.44	\$14,580,742.04	\$14,191,046.69		\$44,201,705.17

Cannabis sales

NTLCC sells cannabis to consumers directly through three NWT liquor stores, and indirectly through one online private store and three private stores.

Table 4: Cannabis Sales by Store

Store	Q1	Q2	Q3	Q4	YTD
Cannabis Warehouse	\$1,544,232.70	\$873,657.76	\$1,469,275.30		\$3,887,165.76
Hay River	\$205,036.47	\$208,888.87	\$34,552.60		\$448,477.94
Norman Wells	\$74,100.05	\$87,110.08	\$81,119.56		\$242,329.69
Fort Smith	\$142,594.04	\$162,937.60	\$168,101.68		\$473,633.32
Fort Simpson	\$114,634.53	\$126,459.03	\$102,586.86		\$343,680.42
Online	\$4,595.33	\$2,531.48	\$818.69		\$7,945.50
Total	\$2,085,193.12	\$1,461,584.82	\$1,856,454.69		\$5,403,232.63

Table 5: Cannabis Sales by Product

Product	Q1	Q2	Q3	Q4	YTD
Dried Cannabis	\$1,598,632.31	\$1,175,709.36	\$1,367,609.53		\$4,141,951.20
Cannabis Extracts Ingested	\$77,621.44	\$31,010.32	\$82,515.16		\$191,146.92
Cannabis Edibles Solid	\$51,794.84	\$39,401.18	\$97,182.12		\$188,378.14
Cannabis Edibles Non-Solid	\$38,347.88	\$12,525.93	\$19,316.23		\$70,190.04
Cannabis Extracts Inhaled	\$301,113.01	\$190,449.12	\$282,599.37		\$774,161.50
Topicals	\$11,593.48	\$2,015.62	\$3,507.88		\$17,116.98
Seeds	\$416.38	\$52.04	\$235.46		\$703.88
Other	\$5,673.78	\$10,421.25	\$3,488.94		\$19,583.97
Total	\$2,085,193.12	\$1,461,584.82	\$1,856,454.69		\$5,403,232.63