



NORTHWEST TERRITORIES  
**LIQUOR AND**  
**CANNABIS**  
COMMISSION

# Quarterly Sales Report

July 1, 2023 to September 30, 2023

## **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 two liquor stores across the Northwest Territories under contract with the NTLCC, four private stores, and one private online store.

**This report provides detailed summaries of sales by product category and by store for the period of July 1, 2023 to September 30, 2023.**

# 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: Sales by distribution channel (\$000's)**

Channel	Q1	Q2	Q3	Q4	YTD
Consumers	\$12,598	\$10,104			\$22,702
Licensees	\$1,423	\$1,235			\$2,658
Manufacturers	\$18	\$17			\$35
<b>Total</b>	<b>\$14,039</b>	<b>\$11,356</b>	<b>\$0</b>	<b>\$0</b>	<b>\$25,395</b>

**Table 2: Liquor sales by store (\$000's)**

Store	Q1	Q2	Q3	Q4	YTD
Yellowknife Shop	\$4,948	\$3,533			\$8,481
Yellowknife Store	\$3,428	\$2,621			\$6,049
Inuvik	\$2,012	\$2,121			\$4,133
Hay River	\$1,433	\$1,068			\$2,501
Norman Wells	\$603	\$700			\$1,303
Fort Smith	\$887	\$448			\$1,335
Fort Simpson	\$670	\$803			\$1,473
Other	\$58	\$62			\$120
<b>Total</b>	<b>\$14,039</b>	<b>\$11,356</b>	<b>\$0</b>	<b>\$0</b>	<b>\$25,395</b>

**Table 3: Liquor sales by product (\$000's)**

Product	Q1	Q2	Q3	Q4	YTD
Spirits	\$5,920	\$4,897			\$10,817
Wine	\$1,792	\$1,327			\$3,119
Beer	\$4,748	\$3,699			\$8,447
Coolers & Ciders	\$1,579	\$1,433			\$3,012
<b>Total</b>	<b>\$14,039</b>	<b>\$11,356</b>	<b>\$0</b>	<b>\$0</b>	<b>\$25,395</b>

## Cannabis sales

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

**Table 4: Cannabis sales by store (\$000's)**

Store	Q1	Q2	Q3	Q4	YTD
Cannabis Warehouse	\$1,589	\$1,247			\$2,836
Norman Wells	\$80	\$0			\$80
Fort Smith	\$217	\$128			\$345
Fort Simpson	\$126	\$143			\$269
<b>Total</b>	<b>\$2,012</b>	<b>\$1,518</b>	<b>\$0</b>	<b>\$0</b>	<b>\$3,530</b>

**Table 5: Cannabis sales by product (\$000's)**

Product	Q1	Q2	Q3	Q4	YTD
Dried Cannabis	\$1,469	\$1,005			\$2,474
Cannabis Extracts Ingested	\$22	\$11			\$33
Cannabis Edibles Solid	\$64	\$70			\$134
Cannabis Edibles Non-Solid	\$36	\$19			\$55
Cannabis Extracts Inhaled	\$419	\$412			\$831
Topicals	\$1	\$1			\$2
Seeds	\$0	\$0			\$0
Other	\$1	\$0			\$1
<b>Total</b>	<b>\$2,012</b>	<b>\$1,518</b>	<b>\$0</b>	<b>\$0</b>	<b>\$3,530</b>