



NORTHWEST TERRITORIES
**LIQUOR AND
CANNABIS**
COMMISSION

Quarterly Sales Report

October 1, 2023 to December 31, 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 October 1, 2023 to December 31, 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	\$11,970		\$34,672
Licensees	\$1,423	\$1,235	\$1,428		\$4,086
Manufacturers	\$18	\$17	\$15		\$50
Total	\$14,039	\$11,356	\$13,413	\$0	\$38,808

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

Store	Q1	Q2	Q3	Q4	YTD
Yellowknife Shop	\$4,948	\$3,533	\$4,593		\$13,074
Yellowknife Store	\$3,428	\$2,621	\$3,308		\$9,357
Inuvik	\$2,012	\$2,121	\$1,965		\$6,098
Hay River	\$1,433	\$1,068	\$1,486		\$3,987
Norman Wells	\$603	\$700	\$584		\$1,887
Fort smith	\$887	\$448	\$799		\$2,134
Fort Simpson	\$670	\$803	\$613		\$2,086
Other	\$58	\$62	\$65		\$185
Total	\$14,039	\$11,356	\$13,413	\$0	\$38,808

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

Product	Q1	Q2	Q3	Q4	YTD
Spirits	\$5,920	\$4,897	\$6,147		\$16,964
Wine	\$1,792	\$1,327	\$2,088		\$5,207
Beer	\$4,748	\$3,699	\$3,941		\$12,388
Coolers & Ciders	\$1,579	\$1,433	\$1,237		\$4,249
Total	\$14,039	\$11,356	\$13,413	\$0	\$38,808

Cannabis sales

NLCC 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	\$2,557		\$5,393
Norman Wells	\$80	\$0	\$0		\$80
Fort Smith	\$217	\$128	\$257		\$602
Fort Simpson	\$126	\$143	\$106		\$375
Total	\$2,012	\$1,518	\$2,920	\$0	\$6,450

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

Product	Q1	Q2	Q3	Q4	YTD
Dried Cannabis	\$1,469	\$1,005	\$1,878		\$4,352
Cannabis Extracts Ingested	\$22	\$11	\$25		\$58
Cannabis Edibles Solid	\$64	\$70	\$65		\$199
Cannabis Edibles Non-Solid	\$36	\$19	\$17		\$72
Cannabis Extracts Inhaled	\$419	\$412	\$931		\$1,762
Topicals	\$1	\$1	\$4		\$6
Seeds	\$0	\$0	\$0		\$0
Other	\$1	\$0	\$0		\$1
Total	\$2,012	\$1,518	\$2,920	\$0	\$6,450