



NORTHWEST TERRITORIES  
**LIQUOR AND  
CANNABIS**  
COMMISSION

# Cannabis

## Quarterly Sales Report

October 17, 2018 to March 31, 2019

## Summary

Cannabis sales became legal in the Northwest Territories on October 17, 2018. This report summarizes NWT-wide cannabis sales for the first two quarters since legalization, ending March 31, 2019.

Cannabis is currently sold in five liquor stores across the Northwest Territories under contract with the Northwest Territories Liquor and Cannabis Commission (NTLCC). The NTLCC regulates the distribution of alcohol and cannabis to ensure NWT residents have safe and legal access. NWT residents may also order cannabis products online through the NTLCC website.

The supply of cannabis has begun to stabilize somewhat in the NWT. While the variety of available products remains a challenge, cannabis products have been more consistently available for NWT consumers. NTLCC orders cannabis on a weekly basis from suppliers as products become available, and continues to work with our current and prospective licensed suppliers to increase the supply and assortment of products to meet consumer demand in the NWT.

Cannabis sales decreased slightly in the fourth quarter of the 2018-2019 fiscal year, from \$687,955.08 in Q3 (Oct – Dec 2018) to \$676,039.71 in Q4 (Jan – Mar 2019). Since legalization, overall sales of cannabis products in the NWT has totalled \$1,363,994.79.

During the fourth quarter, NTLCC continued to sell dried cannabis and cannabis oil. In addition, cannabis seeds became available for purchase from NTLCC, accounting for \$557.28 in sales between Jan 1 – Mar 31, 2019.

Cannabis sales increased in each of Hay River, Fort Smith, and Norman Wells in Q4, while sales in Yellowknife and Fort Simpson decreased slightly. Yellowknife continues to account for the majority of cannabis sales in the NWT (\$402,752.75, or approximately 60%). Online sales of cannabis products dropped significantly—from \$33,223.71 in Q3 to \$10,321.85 in Q4.

**A detailed summary of sales by product and by store is provided in Tables 1 and 2.**

**Table 1: Sales by store as at March 31, 2019**

Store	Q3 (Oct – Dec 2018)	Q4 (Jan – Mar 2019)	TOTAL (2018-2019)
Yellowknife	\$403,218.69	\$402,752.75	\$805,971.44
Norman Wells	\$45,538.71	\$55,988.80	\$101,527.51
Hay River	\$91,950.00	\$94,516.48	\$186,466.48
Fort Smith	\$64,771.08	\$65,076.12	\$129,847.20
Fort Simpson	\$49,252.89	\$47,383.71	\$96,636.60
Online	\$33,223.71	\$10,321.85	\$43,545.56
<b>TOTAL</b>	<b>\$687,955.08</b>	<b>\$676,039.71</b>	<b>\$1,363,994.79</b>

**Table 2: Sales by product as at March 31, 2019**

Store	Q3 (Oct – Dec 2018)	Q4 (Jan – Mar 2019)	TOTAL (2018-2019)
Seeds	-	\$557.28	\$557.28
Plants	-	-	-
Dried Cannabis	\$549,908.45	\$598,349.38	\$1,148,257.83
Fresh Cannabis	-	-	-
Cannabis Oil	\$138,046.63	\$77,133.05	\$215,179.68
Other	-	-	-
<b>TOTAL</b>	<b>\$687,955.08</b>	<b>\$676,039.71</b>	<b>\$1,363,994.79</b>