



NORTHWEST TERRITORIES
**LIQUOR AND
CANNABIS**
COMMISSION

Quarterly Sales Report

January 1, 2023 to March 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 three liquor stores across the Northwest Territories under contract with the NTLCC, 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 January 1, 2023 to March 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

Channel	Q1	Q2	Q3	Q4	YTD
Consumers	\$12,869,213	\$12,883,037	\$12,449,861	\$10,605,247	\$48,807,358
Licensees	\$1,351,606	\$1,519,368	\$1,457,939	\$1,176,206	\$5,505,119
Manufacturers	\$15,035	\$19,729	\$14,567	\$12,536	\$61,867
Total	\$14,235,854	\$14,422,134	\$13,922,367	\$11,793,989	\$54,374,344

Table 2: Liquor sales by store

Store	Q1	Q2	Q3	Q4	YTD
Yellowknife Shop	\$4,857,573	\$4,889,399	\$4,788,427	\$3,622,039	\$18,157,438
Yellowknife Store	\$3,499,151	\$3,414,772	\$3,362,207	\$2,985,880	\$13,262,010
Inuvik	\$2,079,277	\$2,079,721	\$1,989,471	\$1,727,600	\$7,876,069
Hay River	\$1,531,904	\$1,740,968	\$1,648,795	\$1,349,814	\$6,271,481
Norman Wells	\$627,215	\$675,884	\$604,165	\$681,143	\$2,588,407
Fort smith	\$867,754	\$833,181	\$851,407	\$711,986	\$3,264,328
Fort Simpson	\$690,246	\$729,279	\$627,402	\$568,915	\$2,615,842
Other	\$82,734	\$58,930	\$50,493	\$146,612	\$338,769
Total	\$14,235,854	\$14,422,134	\$13,922,367	\$11,793,989	\$54,374,344

Table 3: Liquor sales by product

Product	Q1	Q2	Q3	Q4	YTD
Spirits	\$6,021,156	\$6,084,843	\$6,323,229	\$5,475,092	\$23,904,320
Wine	\$1,838,090	\$1,772,532	\$2,161,637	\$1,680,302	\$7,452,561
Beer	\$4,842,191	\$4,836,012	\$4,216,169	\$3,651,876	\$17,546,248
Coolers & Ciders	\$1,534,417	\$1,728,747	\$1,221,332	\$986,719	\$5,471,215
Total	\$14,235,854	\$14,422,134	\$13,922,367	\$11,793,989	\$54,374,344

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

Store	Q1	Q2	Q3	Q4	YTD
Cannabis Warehouse	\$1,737,048	\$1,056,882	\$2,008,890	\$1,234,584	\$6,037,404
Norman Wells	\$80,933	\$81,800	\$81,289	\$96,821	\$340,843
Fort Smith	\$163,714	\$173,412	\$188,345	\$203,360	\$728,831
Fort Simpson	\$112,468	\$124,601	\$106,896	\$115,049	\$459,014
Total	\$2,094,163	\$1,436,695	\$2,385,420	\$1,649,814	\$7,566,092

Table 5: Cannabis sales by product

Product	Q1	Q2	Q3	Q4	YTD
Dried Cannabis	\$1,636,784	\$967,128	\$1,728,394	\$1,321,133	\$5,653,439
Cannabis Extracts Ingested	\$68,043	\$32,740	\$35,449	\$25,074	\$161,306
Cannabis Edibles Solid	\$82,964	\$33,140	\$82,650	\$77,695	\$276,449
Cannabis Edibles Non-Solid	\$35,717	\$19,171	\$25,952	\$21,705	\$102,545
Cannabis Extracts Inhaled	\$262,450	\$379,376	\$507,654	\$199,384	\$1,348,864
Topicals	\$4,058	\$10,444	\$3,913	\$3,019	\$21,434
Seeds	\$1,130	\$0.00	\$0.00	\$30	\$1,160
Other	\$3,017	-\$5,304	\$1,408	\$1,774	\$895
Total	\$2,094,163	\$1,436,695	\$2,385,420	\$1,649,814	\$7,566,092