



NORTHWEST TERRITORIES
**LIQUOR AND
CANNABIS**
COMMISSION

Quarterly Sales Report

April 1, 2020 to December 31, 2020

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 five liquor stores across the Northwest Territories under contract with the NTLCC. NWT residents may also order cannabis products online through the NTLCC website.

This report provides detailed summaries of sales by product category and by store for the period of April 1, 2020 to December 31, 2020.

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

Store	Q1	Q2	Q3	Q4
Consumers	\$15,229,515.50	\$15,090,423.59	\$13,697,897.95	
Licensees	\$453,714.38	\$1,002,148.88	\$1,697,619.87	
Manufacturers	\$14,117.84	\$16,360.46	\$17,038.10	

Table 2: Liquor sales by store

Store	Q1	Q2	Q3	Q4
Yellowknife Shop	\$4,628,753.24	\$5,050,595.75	\$5,014,485.43	
Yellowknife Store	\$4,287,427.61	\$4,116,615.02	\$3,936,447.80	
Inuvik	\$2,111,303.59	\$2,241,610.84	\$2,138,127.77	
Norman Wells	\$651,720.14	\$751,479.11	\$648,903.76	
Hay River	\$2,264,529.27	\$2,113,118.98	\$1,939,940.44	
Fort Smith	\$925,423.99	\$903,077.26	\$909,814.77	
Fort Simpson	\$792,278.54	\$866,363.76	\$766,346.77	
Other	\$35,911.34	\$66,072.21	\$58,489.18	
TOTAL	\$15,697,347.72	\$16,108,932.93	\$15,412,555.92	

Table 3: Liquor sales by product

Product	Q1	Q2	Q3	Q4
Spirits	\$7,071,703.90	\$7,206,034.09	\$7,174,005.44	
Wine	2,160,325.86	\$2,022,438.22	\$2,577,164.67	
Beer	\$5,224,073.69	\$5,342,868.92	\$4,607,129.96	
Coolers/Ciders	1,241,244.27	\$1,537,591.70	\$1,054,255.85	
TOTAL	\$15,697,347.72	\$16,108,932.93	15,412,555.92	

Cannabis sales

NLCC sells cannabis to consumers directly through NWT liquor stores and the online store.

Table 4: Cannabis sales by store

Store	Q1	Q2	Q3	Q4
Cannabis Warehouse	\$0	\$0	\$570,665.34	
Yellowknife	\$545,555.31	\$714,702.78	\$471,033.26	
Norman Wells	\$94,579.68	\$88,097.15	\$74,186.11	
Hay River	\$186,092.41	\$183,492.06	\$183,932.84	
Fort Smith	\$86,845.64	\$103,617.57	\$120,778.94	
Fort Simpson	\$88,526.14	\$116,447.69	\$96,320.56	
Online	\$5,187.75	\$3,676.45	\$5,250.50	
TOTAL	\$1,006,786.93	\$1,210,033.70	1,522,167.55	

Table 5: Cannabis sales by product

Product	Q1	Q2	Q3	Q4
Cannabis Edibles Non-Solid	\$972.51	\$6,451.99	\$12,061.65	
Cannabis Edibles Solid	\$10,907.54	\$23,602.48	\$26,721.22	
Cannabis Extracts Ingested	\$81,885.44	\$82,032.28	\$88,059.98	
Cannabis Extracts Inhaled	\$23,640.85	\$44,876.31	\$102,037.57	
Dried Cannabis	\$886,404.03	\$1,047,182.5	\$1,277,181.33	
Seeds	\$681.66	\$884.68	\$1,561.20	
Other	\$2,294.90	\$5,003.46	\$14,544.60	
TOTAL	\$1,006,786.93	\$1,210,033.70	\$1,522,167.55	