



NORTHWEST TERRITORIES
**LIQUOR AND
CANNABIS**
COMMISSION

Cannabis

Quarterly Sales Report

October 17, 2018 to December 31, 2018

Summary

Cannabis sales became legal in the Northwest Territories on October 17, 2018. This report summarizes NWT-wide cannabis sales for the first quarter, ending December 31, 2018.

Cannabis is currently sold in five liquor stores across the Northwest Territories under contract with the Northwest Territories Liquor and Cannabis Commission (NTLCC), which 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.

Since legalization, cannabis supply has been an issue across all jurisdictions, including the NWT. Suppliers across the country have been challenged to meet the initial demand for cannabis products, and these issues are likely to continue for the foreseeable future. NTLCC orders cannabis on a weekly basis from suppliers as products become available, and we continue to work with our current and prospective licensed suppliers to increase the supply and assortment of products to meet consumer demand in the NWT.

In the first quarter, overall sales of cannabis products in the NWT totalled \$687,955.08. During this period, only dried cannabis and cannabis oil were available for sale in the NWT, with dried cannabis products accounting for the majority of sales (approximately 80%).

During the same period, the majority of products were sold in Yellowknife (\$403,218 or approximately 60% of all NWT sales). Online sales of cannabis products accounted for \$33,223.71 (approximately 5% of all sales).

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

Table 1: Sales by store as/at December 31, 2018

Store	Gross Revenue
Yellowknife	\$403,218.69
Norman Wells	\$45,538.71
Hay River	\$91,950.00
Fort Smith	\$64,771.08
Fort Simpson	\$49,252.89
Online	\$33,223.71
TOTAL	\$687,955.08

Table 2: Sales by product as/at December 31, 2018

Store	Gross Revenue
Seeds	\$0.00
Plants	\$0.00
Dried Cannabis	\$549,908.45
Fresh Cannabis	\$0.00
Cannabis Oil	\$138,046.63
Other	\$0.00
TOTAL	\$687,955.08