



NORTHWEST TERRITORIES  
**LIQUOR AND  
CANNABIS**  
COMMISSION

# Quarterly Sales Report

July 1, 2021 to September 30, 2021

## 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, and two private stores. 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 July 1, 2021 to September 30, 2021.**

# Liquor sales

NLCC 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			YTD
Consumers	\$14,066,619.09	\$13,205,168.37			\$27,271,787.46
Licensees	\$1,346,160.76	\$1,358,203.25			\$2,704,364.01
Manufacturers	\$17,136.59	\$17,370.42			\$34,507.01
<b>Total</b>	<b>\$15,429,916.44</b>	<b>\$14,580,742.04</b>			<b>\$30,010,658.48</b>

**Table 2: Liquor sales by store**

Store	Q1	Q2			YTD
Yellowknife Shop	\$5,068,392.88	\$4,753,068.42			\$9,821,461.30
Yellowknife Store	\$3,676,800.39	\$3,380,069.00			\$7,056,869.39
Inuvik	\$2,158,996.19	\$2,188,310.91			\$4,347,307.10
Hay River	\$2,153,532.37	\$1,873,620.51			\$4,027,152.88
Norman Wells	\$625,209.83	\$564,600.38			\$1,189,810.21
Fort Smith	\$907,908.73	\$853,432.35			\$1,761,341.08
Fort Simpson	\$767,134.18	\$891,887.28			\$1,659,021.46
Other	\$71,941.87	\$75,753.19			\$147,695.06
<b>Total</b>	<b>\$15,429,916.44</b>	<b>\$14,580,742.04</b>			<b>\$30,010,658.48</b>

**Table 3: Liquor sales by product**

Product	Q1	Q2			YTD
Spirits	\$6,526,014.82	\$6,215,819.29			\$12,741,834.11
Wine	\$2,087,251.99	\$1,844,101.48			\$3,931,353.47
Beer	\$5,260,791.31	\$4,890,439.32			\$10,151,230.63
Coolers/Ciders	\$1,555,858.32	\$1,630,381.95			\$3,186,240.27
<b>Total</b>	<b>\$15,429,916.44</b>	<b>\$14,580,742.04</b>			<b>\$30,010,658.48</b>

# Cannabis sales

NLCC sells cannabis to consumers directly through NWT liquor stores, and the online store, and indirectly through two private stores.

**Table 4: Cannabis sales by store**

Store	Q1	Q2			YTD
Cannabis Warehouse	\$1,544,232.70	\$873,657.76			\$2,417,890.46
Hay River	\$205,036.47	\$208,888.87			\$413,925.34
Norman Wells	\$74,100.05	\$87,110.08			\$161,210.13
Fort Smith	\$142,594.04	\$162,937.60			\$305,531.64
Fort Simpson	\$114,634.53	\$126,459.03			\$241,093.56
Online	\$4,595.33	\$2,531.48			\$7,126.81
<b>Total</b>	<b>\$2,085,193.12</b>	<b>\$1,461,584.82</b>			<b>\$3,546,777.94</b>

**Table 5: Cannabis sales by product**

Product	Q1	Q2			YTD
Dried Cannabis	\$1,598,632.31	\$1,175,709.36			\$2,774,341.67
Cannabis Extracts Ingested	\$77,621.44	\$31,010.32			\$108,631.76
Cannabis Edibles Solid	\$51,794.84	\$39,401.18			\$91,196.02
Cannabis Edibles Non-Solid	\$38,347.88	\$12,525.93			\$50,873.81
Cannabis Extracts Inhaled	\$301,113.01	\$190,449.12			\$491,562.13
Topicals	\$11,593.48	\$2,015.62			\$13,609.10
Seeds	\$416.38	\$52.04			\$468.42
Other	\$5,673.78	\$10,421.25			\$16,095.03
<b>Total</b>	<b>\$2,085,193.12</b>	<b>\$1,461,584.82</b>			<b>\$3,546,777.94</b>