

2022 OASC Jurisdiction Report

NWT Liquor & Cannabis Commission



NORTHWEST TERRITORIES
**LIQUOR AND
CANNABIS**
COMMISSION



Beverage Alcohol Financial Results*

\$000,000	Fiscal 2021/22	Fiscal 2020/21	\$ Δ	% Δ
Net Sales	63.2	66.0	(2.8)	(4.24%)
Gross Margin	36.3	40.2	(3.9)	(9.7%)
Total Expenses	9.8	10.2	(0.4)	(3.92%)
Net Income	26.5	30	(3.5)	(11.67%)
CAPEX	0.03	0.17	(0.14)	(82.35%)

* Please do not include Cannabis Results



Product Details

9 Litre Equivalent Cases (000's)	Fiscal 2021/22	Fiscal 2020/21	Cases Δ	% Δ
Spirits	60	69	(9)	(13.04%)
Wines	42	48	(6)	(12.5%)
Beers	314	342	(28)	(8.19%)
Refreshments* <i>(including Ciders)</i>	68	62	6	9.68%
Liqueurs	Incl Spirits	—————→		

* Include all Ready to Drink products including Cider and Seltzer Products



Product Details

Sales in 000,000	Fiscal 2021/22	Fiscal 2020/21	\$ Δ	% Δ
Spirits	24.6	27.8	(3.2)	(11.51%)
Wines	7.9	8.9	(1)	(11.24%)
Beers	18.1	19.5	(1.4)	(7.18%)
Refreshments*	5.2	4.7	0.5	10.64%
Liqueurs	Incl. Spirits	—————→		

* Include all Ready to Drink products including Cider and Seltzer Products



Fiscal 2022/23 YTD Beverage Alcohol Financial Results

(To Current Fiscal Year-to-Date)

\$000,000	Fiscal 2022/23 (April-June)	Fiscal 2021/22 (April-June)	\$ Δ	% Δ
Net Sales	14.2	15.4	(1.2)	(7.79%)
Gross Margin	8.6	9.7	(1.1)	(11.34%)
Total Expenses	2.4	2.5	(0.1)	(4.0%)
Net Income	6.2	7.2	(1)	(13.89%)

Sales in 000,000	Fiscal 2022/23 (April-June)	Fiscal 2021/22 (April-June)	\$ Δ	% Δ
Spirits	6.0	6.5	(0.5)	(7.69%)
Wines	1.8	2.1	(0.3)	(14.29%)
Beers	4.9	5.6	(0.7)	(12.5%)
Refreshments (including Cider Products)	1.5	1.5	0	0
Liqueurs	Incl. Spirits			



WHAT'S NEW?

Retail/Wholesale

- An amendment to the Liquor Regulations now allows licensed restaurants and bars to sell liquor as part of their take-out and delivery services.
- The change was initially made to help restaurants and bars stay open and keep staff employed during Covid 19.

WHAT'S NEW?

Retail/Wholesale

- The NWT government implemented strict border controls in spring 2020 due to Covid 19, and we experienced a significant increase in sales over the two-year period.
- During this period, residents who left the territory for any reason had to isolate for 2 weeks, and travel into the territory was limited to approved visitors.
- All border controls have been removed since April 1, 2022.



EMERGING ISSUES

GNWT Initiatives

- GNWT Interagency working group is developing a comprehensive Alcohol Strategy.
- The Dept. of Finance is conducting an NWT Liquor Legislation Review to improve the overall approach to liquor in the territory.
- The Dept of Finance also undertook a review of the NWT pricing structure for liquor.
- Due to these initiatives, major changes are expected by 2024.

EMERGING ISSUES

Flooding/Natural Disaster

- For the first time ever, we have had to close liquor stores in two separate communities, due to spring flooding.
- Mitigating the effects of this recurrent flooding that is taking a toll on the NWT and preparing for possible store closures, along with product and revenue loss, looks to be an ongoing issue.

Questions?

