

November 2025

Arctic Spirits Manager's Report

To: Ron Johnson – Acting City Manager
CC: Heather Sheldon – Finance, Donald Jones – City Clerk
From: Jamie Lambert, Arctic Spirits Manager
Date: December 03, 2025
Re: Arctic Spirits Manager's report and monthly recap comparison.

The following is a calendar recap for November 2024 as compared to November 2025.

Total revenue collected in November of 2024 was \$285,775.90, compared to \$234,994.30 in November of 2025. This is a decrease of \$50,781.60 or almost 18% less revenue than this time last year. There were 24 sales days in November of 2024 and 24 sales days in November of 2025.

In November of 2024 we had 5,526 customers compared to 4,896 in November of 2025. This is a decrease of 630 customers. The average sale in November of 2024 was \$51.71 compared to \$48.00 in November of 2025 or an average of \$3.71 less spent per customer this year compared to last year.

Cigarette sales in November of 2024 were \$10,195.89 as compared to \$9,327.51 in November of 2025. This is a decrease of \$868.38 in tobacco sales compared to this time LY.

The delivery Site 0 logged transaction.
The number of 10-day permits issued was 163.
The number of 30-day permits issued was 10.
The number of 90-day permits issued was 4.
The number of 180-day permits issued was 7.
The number of one-year permits issued was 70.

At least 2 permits were newly suspended or revoked due to background checks, public intoxication reports, and COR/judgement paperwork sent from the jail. We received 48 COR/judgements to update within our system.

Inventory for November 2025 has been completed and filed.

Please feel free to contact me if you have any questions,
Jamie Lambert - Arctic Spirits Store Manager
(907)442-4000 or (907)412-0747