

October 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: November 14, 2025
Re: Arctic Spirits Manager's report and monthly recap comparison.

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

Total revenue collected in October of 2024 was \$258,540.82, compared to \$222,228.74 in October of 2025. This is a decrease of \$36,312.08 or almost 14% less revenue than this time last year. There were 25 sales days in October of 2024 and 25 sales days in October of 2025. We were closed one day due to weather this month, another contributing factor to the downtrend during this month was the amount of the PFDs were significantly less this year than last year.

In October of 2024 we had 5,307 customers compared to 4,775 in October of 2025. This is a decrease of 532 customers. The average sale in October of 2024 was \$48.72 compared to \$46.55 in October of 2025 or an average of \$2.17 less spent per customer this year compared to last year.

Cigarette sales in October of 2024 were \$9,948.85 as compared to \$8,338.28 in October of 2025. This is a decrease of \$1,610.57 in tobacco sales compared to this time LY.

The delivery Site 1 logged transaction.
The number of 10-day permits issued was 132.
The number of 30-day permits issued was 10.
The number of 90-day permits issued was 3.
The number of 180-day permits issued was 10.
The number of one-year permits issued was 73.

At least 4 permits were newly suspended or revoked due to background checks, public intoxication reports, and COR/judgement paperwork sent from the jail. We received 32 COR/judgements to update within our system.

Inventory for October 2025 was postponed until 10/02 due to scheduled power outages. Inventory 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