Arctic Spirits Manager's Report

To: Tessa Baldwin – City Manager

CC: Chelsea Sieh, Rosie Hensley

From: Jamie Lambert, Arctic Spirits Manager

Date: June 4, 2024

Re: Arctic Spirits Manager's report and monthly recap comparison

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The following is a calendar recap for May 2023 as compared to May 2024.

Total revenue collected in May of 2023 was $287,531.01 compared to $297,867.81 in May of 2024. This is an increase of $10,336.80 or almost 4% more revenue than last year. There were 27 sales days in May of 2023 and 27 sales days in May of 2024. We had some staffing issues that caused us to have short hours for almost a week, but those are currently being resolved. We hired our summer temp retail sales, Zachary Stiney. We moved Louis Reich into the Assistant Manager position, and are currently advertising his FT Retail Sales position. We are also preparing for the first barge to arrive the first week of July.

In May of 2023 we had 5,707 customers compared to 5,655 in May of 2024. This is a decrease of 52 customers. The average sale in May of 2023 was $50.38 compared to $52.67 in May of 2024 or an average of $2.29 more spent per customer this year compared to last year.

Cigarette sales in May of 2023 were $5,824.73 as compared to $5,668.59 in May of 2024. This is a decrease of $156.14 in tobacco sales compared to this time LY.

    The Delivery Site 6 logged transactions.
    The number of 10-day permits issued was 176.
    The number of 30-day permits issued was 7.
    The number of 90-day permits issued was 3.
    The number of 180-day permits issued was 12.
    The number of one-year permits issued was 76.

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 about 40 COR/judgements to update in our system.

Inventory for May 2024 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