

April 2024

Arctic Spirits Manager's Report

To: Tessa Baldwin – City Manager

CC: Chelsea Sieh, Rosie Hensley

From: Jamie Lambert, Arctic Spirits Manager

Date: May 2, 2024

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

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

Total revenue collected in April of 2023 was \$252,349.05, compared to \$273,376.34 in April of 2024. This is an increase of \$21,027.29 or almost 8% more revenue than last year. There were 23 sales days in April of 2023 and 25 sales days in April of 2024. In April of 2023 we had to close for 2 days due to a break-in at the store.

In April of 2023 we had 4,877 customers compared to 5,061 in April of 2024. This is an increase of 184 customers. The average sale in April of 2023 was \$51.74 compared to \$54.02 in April of 2024 or an average of \$2.28 more spent per customer this year compared to last year.

Cigarette sales in April of 2023 were \$4,543.93 as compared to \$5,580.34 in April of 2024. This is an increase of \$1,036.41 in tobacco sales compared to this time LY.

The Delivery Site 6 logged transactions.

The number of 10-day permits issued was 159.

The number of 30-day permits issued was 11.

The number of 90-day permits issued was 2.

The number of 180-day permits issued was 5.

The number of one-year permits issued was 64.

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 over 20 COR/judgements to update in our system.

Inventory for April 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