

July 2024

Arctic Spirits Manager's Report

To: Tessa Baldwin – City Manager
CC: Donna McConnell, Charlie Santos
From: Jamie Lambert, Arctic Spirits Manager
Date: July 8, 2024
Re: Arctic Spirits Manager's report and monthly recap comparison

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

Total revenue collected in July of 2023 was \$328,011.29 compared to \$306,766.93 in July of 2024. This is a decrease of \$21,244.36 or almost 6% less revenue than this time last year. There were 26 sales days in July of 2023 and 27 sales days in July of 2024.

In July of 2023 we had 6,142 customers compared to 6,081 in July of 2024. This is a decrease of 61 customers. The average sale in July of 2023 was \$53.40 compared to \$50.45 in July of 2024 or an average of \$2.95 less spent per customer this year compared to last year.

Early July we started having some personnel issues, Charlene Sours, who was hired on as FT Retail Sales, did not complete her TAP certification on time. We are currently advertising for that position and should have it filled by August 16th before the Temporary Retail Sales position is done for the season. I also had some family matters to attend to towards the end of July, which also made the store short-handed and there was 1 day we closed early at 7PM, and 1 day we closed during a lunch hour.

Cigarette sales in July of 2023 were \$6,459.15 as compared to \$6,548.08 in July of 2024. This is an increase of \$88.93 in tobacco sales compared to this time LY.

The Delivery Site 4 logged transactions.
The number of 10-day permits issued was 177.
The number of 30-day permits issued was 12.
The number of 90-day permits issued was 4.
The number of 180-day permits issued was 5.
The number of one-year permits issued was 81.

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 57 COR/judgements to update in our system.

Inventory for July 2024 will be completed and filed on August 10th due to getting the rest of the barge inventory brought in and pushed through our system to ensure accuracy.

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