

November 2023

## Arctic Spirits Manager's Report

**To:** Tessa Baldwin – City Manager

**CC:** Chelsea Sieh, Rosie Hensley

**From:** Jamie Lambert, Arctic Spirits Manager

**Date:** December 5, 2023

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

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The following is a calendar recap for November 2022 as compared to November 2023.

Total revenue collected in November of 2022 was \$250,028.83, compared to \$286,033.98 in November of 2023. This is an increase of \$36,005.15 or almost 14% more revenue than last year. There were 23 sales days in November of 2022 and 25 sales days in November of 2023. The Nana shares were less this year than last year, but the KIC shares were more this year than last year.

In November of 2022 we had 5,205 customers compared to 5,259 in November of 2023. This is an increase of 54 customers. The average sale in November of 2022 was \$48.04 compared to \$54.39 in November of 2023 or an average of \$6.35 more spent per customer this year compared to last year.

Cigarette sales in November of 2022 were \$3,727.89 as compared to \$5,396.29 in November of 2023. This is an increase of \$1,668.40 in tobacco sales compared to this time LY.

The Delivery Site 7 logged transactions.  
The number of 10-day permits issued was 130.  
The number of 30-day permits issued was 4.  
The number of 90-day permits issued was 4.  
The number of 180-day permits issued was 12.  
The number of one-year permits issued was 62.

At least 44 permits were suspended or revoked due to background checks, public intoxication reports, and COR/judgement paperwork sent from the jail.

Inventory for November 2023 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

December 2023

## Arctic Spirits Manager's Report

**To:** Tessa Baldwin – City Manager

**CC:** Chelsea Sieh, Rosie Hensley

**From:** Jamie Lambert, Arctic Spirits Manager

**Date:** January 4, 2024

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

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The following is a calendar recap for December 2022 as compared to December 2023.

Total revenue collected in December of 2022 was \$363,915.55, compared to \$292,031.60 in December of 2023. This is a decrease of \$71,883.95 or almost 20% less revenue than last year. There were 27 sales days in December of 2022 and 25 sales days in December of 2023.

In December of 2022 we had 6,582 customers compared to 5,326 in December of 2023. This is a decrease of 1,256 customers. The average sale in December of 2022 was \$55.29 compared to \$54.83 in December of 2023 or an average of \$0.46 less spent per customer this year compared to last year.

Cigarette sales in December of 2022 were \$4,991.86 as compared to \$5,310.17 in December of 2023. This is an increase of \$318.31 in tobacco sales compared to this time LY.

The Delivery Site 5 logged transactions.  
The number of 10-day permits issued was 140.  
The number of 30-day permits issued was 3.  
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 71.

At least 37 permits were suspended or revoked due to background checks, public intoxication reports, and COR/judgement paperwork sent from the jail.

Inventory for December 2023 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

## Arctic Spirits Manager's Report

**To:** Tessa Baldwin – City Manager

**CC:** Chelsea Sieh, Rosie Hensley

**From:** Jamie Lambert, Arctic Spirits Manager

**Date:** January 4, 2024

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

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The following is a yearly recap for 2022 as compared to 2023.

Total revenue collected in 2022 was \$3,438,334.70, compared to \$3,364,317.94 in 2023. This is a decrease of \$74,016.76 or almost 2% less revenue than last year.

In 2022 we had 71,979 customers compared to 64,883 in 2023. This is a decrease of 7,096 customers. The average sale in 2022 was \$47.77 compared to \$51.85 in 2023 or an average of \$4.08 more spent per customer in 2023 compared to 2022.

Cigarette sales in 2022 were \$47,427.64 as compared to \$61,586.59 in 2023. This is an increase of \$14,158.95 in tobacco sales in 2023 compared to 2022.

The Delivery Site logged 69 transactions in 2023 compared to 59 in 2022.

The number of 10-day permits issued was 1,336 in 2023 compared to 2,700 in 2022.

The number of 30-day permits issued was 114 in 2023 compared to 140 in 2022.

The number of 90-day permits issued was 58 in 2023 compared to 47 in 2022.

The number of 180-day permits issued was 146 in 2023 compared to 90 in 2022.

The number of one-year permits issued was 804 in 2023 compared to 892 in 2022.

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

January 2023

## Arctic Spirits Manager's Report

**To:** Tessa Baldwin – City Manager

**CC:** Chelsea Sieh, Rosie Hensley

**From:** Jamie Lambert, Arctic Spirits Manager

**Date:** February 1, 2024

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

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

Total revenue collected in January of 2023 was \$251,863.12, compared to \$221,733.69 in January of 2024. This is a decrease of \$30,129.43 or almost 12% less revenue than last year. There were 26 sales days in January of 2023 and 25 sales days in January of 2024. We had a weather closure day on Thursday January 11, 2024.

In January of 2023 we had 5,157 customers compared to 4,529 in January of 2024. This is a decrease of 628 customers. The average sale in January of 2023 was \$48.84 compared to \$48.96 in January of 2024 or an average of \$0.12 more spent per customer this year compared to last year.

Cigarette sales in January of 2023 were \$4,704.92 as compared to \$4,348.23 in December of 2023. This is a decrease of \$356.69 in tobacco sales compared to this time LY.

The Delivery Site 1 logged transactions.  
The number of 10-day permits issued was 116.  
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 7.  
The number of one-year permits issued was 42.

At least 32 permits were suspended or revoked due to background checks, public intoxication reports, and COR/judgement paperwork sent from the jail.

Inventory for January 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

February 2024

## Arctic Spirits Manager's Report

**To:** Tessa Baldwin – City Manager

**CC:** Chelsea Sieh, Rosie Hensley

**From:** Jamie Lambert, Arctic Spirits Manager

**Date:** March 6, 2024

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

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

Total revenue collected in February of 2023 was \$232,145.06, compared to \$240,887.24 in February of 2024. This is an increase of \$8,742.18 or almost 4% more revenue than last year. There were 24 sales days in February of 2023 and 25 sales days in February of 2024.

In February of 2023 we had 4,524 customers compared to 4,811 in February of 2024. This is an increase of 278 customers. The average sale in February of 2023 was \$51.31 compared to \$50.07 in February of 2024 or an average of \$1.24 less spent per customer this year compared to last year.

Cigarette sales in February of 2023 were \$4,356.86 as compared to \$4,868.44 in December of 2023. This is an increase of \$511.58 in tobacco sales compared to this time LY.

- The Delivery Site 6 logged transactions.
- The number of 10-day permits issued was 120.
- The number of 30-day permits issued was 10.
- The number of 90-day permits issued was 5.
- The number of 180-day permits issued was 12.
- The number of one-year permits issued was 48.

At least 5 permits were newly suspended or revoked due to background checks, public intoxication reports, and COR/judgement paperwork sent from the jail. We received over 45 COR/judgements to update in our system.

Inventory for February 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

March 2024

## Arctic Spirits Manager's Report

**To:** Tessa Baldwin – City Manager

**CC:** Chelsea Sieh, Rosie Hensley

**From:** Jamie Lambert, Arctic Spirits Manager

**Date:** April 1, 2024

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

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

Total revenue collected in March of 2023 was \$275,516.44, compared to \$282,588.25 in March of 2024. This is an increase of \$7,071.81 or almost 2% more revenue than last year. There were 25 sales days in March of 2023 and 26 sales days in March of 2024.

In March of 2023 we had 5,282 customers compared to 5,659 in March of 2024. This is an increase of 377 customers. The average sale in March of 2023 was \$52.16 compared to \$49.94 in March of 2024 or an average of \$2.22 less spent per customer this year compared to last year.

Cigarette sales in March of 2023 were \$5,478.43 as compared to \$5,977.08 in March of 2024. This is an increase of \$498.65 in tobacco sales compared to this time L.Y.

The Delivery Site 2 logged transactions.  
The number of 10-day permits issued was 137.  
The number of 30-day permits issued was 17.  
The number of 90-day permits issued was 2.  
The number of 180-day permits issued was 12.  
The number of one-year permits issued was 57.

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 over 37 COR/judgements to update in our system.

Inventory for March 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