

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.

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 LY.

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

Arctic Spirits Year to Date Actuals

Revenue	YTD	YTD	YTD 2023 vs 2022	Year End	Year End	Year End	Year End	Year End
	1/31/2024	1/31/2023		2023	2022	2021	2020	2019
Retail Sales	\$ 199,628.27	\$ 228,543.76	\$ (28,915.49)	\$ 3,034,143.47	\$ 3,092,623.27	\$ 2,989,131.25	\$ 2,866,310.01	\$ 2,937,431.74
Retail Sales - Tobacco	\$ 4,348.23	\$ 4,704.92	\$ (356.69)	\$ 61,586.29	\$ 47,327.23	\$ 53,710.27	\$ 52,555.62	\$ 68,243.91
Retail Sales - Miscellaneous	\$ 820.89	\$ 562.94	\$ 257.95	\$ 9,505.98	\$ 9,696.36	\$ 8,329.99	\$ 6,779.37	\$ 13,065.06
Distribution Point Fees	\$ 40.00	\$ 200.00	\$ (160.00)	\$ 2,760.00	\$ 2,030.00	\$ 1,100.00	\$ 975.00	\$ 525.00
Permitting Fees	\$ 4,610.00	\$ 3,820.00	\$ 790.00	\$ 70,060.00	\$ 97,665.00	\$ 55,998.16	\$ 50,045.00	\$ 66,530.00
Miscellaneous Income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10.13	\$ -	\$ 372.13
State of AK PERS Relief	\$ -	\$ -	\$ 50.00	\$ -	\$ -	\$ 74.65	\$ 15,651.80	\$ 17,330.45
TOTAL REVENUES	\$ 209,447.39	\$ 237,831.62	\$ (28,384.23)	\$ 3,178,055.74	\$ 3,249,341.86	\$ 3,108,354.45	\$ 2,992,316.80	\$ 3,103,498.29
Expenses								
LBCB Stipend	\$ -	\$ -	\$ 0.00	\$ 1,666.06	\$ 1,275.00	\$ 1,725.00	\$ 1,800.00	\$ 3,825.00
Salaries & Wages	\$ 17,090.89	\$ 22,444.71	(\$5,353.82)	\$ 247,962.21	\$ 310,280.75	\$ 339,924.40	\$ 310,826.79	\$ 235,954.24
Overtime	\$ 86.25	\$ -	\$ 86.25	\$ 627.00	\$ 8,965.22	\$ 9,436.73	\$ 4,722.51	\$ 1,633.95
Employee Benefits	\$ 4,360.43	\$ 5,558.90	(\$1,198.47)	\$ 65,357.24	\$ 98,972.64	\$ 93,503.61	\$ 82,491.36	\$ 7,213.92
Electricity	\$ 384.68	\$ 505.35	(\$120.67)	\$ 5,570.55	\$ 5,319.58	\$ 5,567.70	\$ 5,870.11	\$ 4,973.82
Heating Fuel	\$ 4,808.59	\$ 872.27	\$3,936.32	\$ 27,170.63	\$ 16,508.35	\$ 22,470.20	\$ 10,406.60	\$ 11,320.05
Building Maintenance	\$ -	\$ -	\$ 0.00	\$ 1,549.73	\$ 3,177.73	\$ 5,272.87	\$ 11,433.79	\$ 9,714.98
Cleaning Supplies	\$ -	\$ 18.91	(\$18.91)	\$ 279.15	\$ 813.32	\$ 602.30	\$ 725.53	\$ 201.41
Office Supplies & Equipment	\$ 562.62	\$ 448.42	\$114.20	\$ 5,680.21	\$ 5,617.96	\$ 4,877.96	\$ 4,349.62	\$ 2,971.07
Product Acquisition	\$ -	\$ -	\$ 0.00	\$ -	\$ 1,246,525.45	\$ 1,246,525.45	\$ 1,271,691.35	\$ 1,282,929.79
Cash Overs/Shortages	\$ (19.38)	\$ (3.01)	(\$16.37)	\$ (389.94)	\$ 5,885.42	\$ 263.28	\$ (283.96)	\$ 544.97
Service Charges	\$ 4,932.87	\$ 4,306.11	\$626.76	\$ 52,867.83	\$ 43,623.22	\$ 38,301.06	\$ 35,265.20	\$ 30,825.94
Telephone/Fax	\$ 128.95	\$ 115.05	\$13.90	\$ 1,590.26	\$ 1,508.68	\$ 1,292.35	\$ 1,944.75	\$ 1,460.69
Travel/Lodging/Per Diem	\$ -	\$ -	\$ 0.00	\$ 1,245.04	\$ 2,091.89	\$ -	\$ -	\$ -
Training	\$ -	\$ -	\$ 0.00	\$ 445.00	\$ 120.00	\$ 1,167.27	\$ 950.00	\$ 670.00
Postage	\$ -	\$ -	\$ 0.00	\$ -	\$ 0.53	\$ -	\$ -	\$ -
Freight Charges	\$ 11,184.02	\$ 30,754.39	(\$19,570.37)	\$ 379,911.38	\$ 470,939.49	\$ 352,367.83	\$ 356,946.86	\$ 409,350.54
Television	\$ -	\$ 71.54	(\$71.54)	\$ 341.13	\$ 833.46	\$ 912.89	\$ 936.63	\$ 1,189.03
Professional Services	\$ -	\$ -	\$ 0.00	\$ -	\$ 400.00	\$ 75.00	\$ 400.00	\$ -
Legal Fees	\$ 735.00	\$ 857.10	(\$122.10)	\$ 5,765.00	\$ 2,146.00	\$ 1,402.30	\$ 6,788.20	\$ 24,047.18
Insurance	\$ 28,602.06	\$ -	\$28,602.06	\$ 56,965.02	\$ 56,321.03	\$ 45,730.68	\$ 41,459.93	\$ 33,492.31
Permits	\$ 300.00	\$ -	\$300.00	\$ 100.00	\$ 100.00	\$ 1,900.00	\$ 2,448.25	\$ 100.00
Gas/Diesel	\$ 284.62	\$ 194.46	\$90.16	\$ 3,376.65	\$ 2,385.40	\$ 3,250.76	\$ 2,713.53	\$ 1,555.44
Light Vehicle R&M	\$ -	\$ -	\$ 0.00	\$ 10.00	\$ 62.99	\$ 10.00	\$ 91.99	\$ 20.00
Gen Fund Admin Overhead	\$ -	\$ -	\$ 0.00	\$ 154,000.00	\$ 150,000.00	\$ 150,000.00	\$ 150,000.00	\$ 138,750.00
Capital Purchases	\$ -	\$ -	\$ 0.00	\$ 31.99	\$ -	\$ -	\$ -	\$ -
Maintenance/Support Agreement	\$ -	\$ -	\$ 0.00	\$ 408.98	\$ 365.70	\$ 779.70	\$ 138.00	\$ -
Computer Equipment	\$ 270.50	\$ -	\$270.50	\$ -	\$ -	\$ -	\$ -	\$ -
Transfers to General Fund	\$ -	\$ -	\$ 0.00	\$ -	\$ 523,792.99	\$ 523,792.99	\$ -	\$ 461,800.11
TOTAL EXPENSES	\$ 73,712.10	\$ 66,144.20	\$ 7,567.90	\$ 1,012,531.12	\$ 2,958,032.80	\$ 2,851,152.33	\$ 2,304,117.04	\$ 2,664,544.44
Net Income (Revenue Minus Expenses)	\$ 135,735.29	\$ 171,687.42	\$ (35,952.13)	\$ 2,165,524.62	\$ 291,309.06	\$ 257,202.12	\$ 688,199.76	\$ 438,953.85

* Need to make Year End Entries