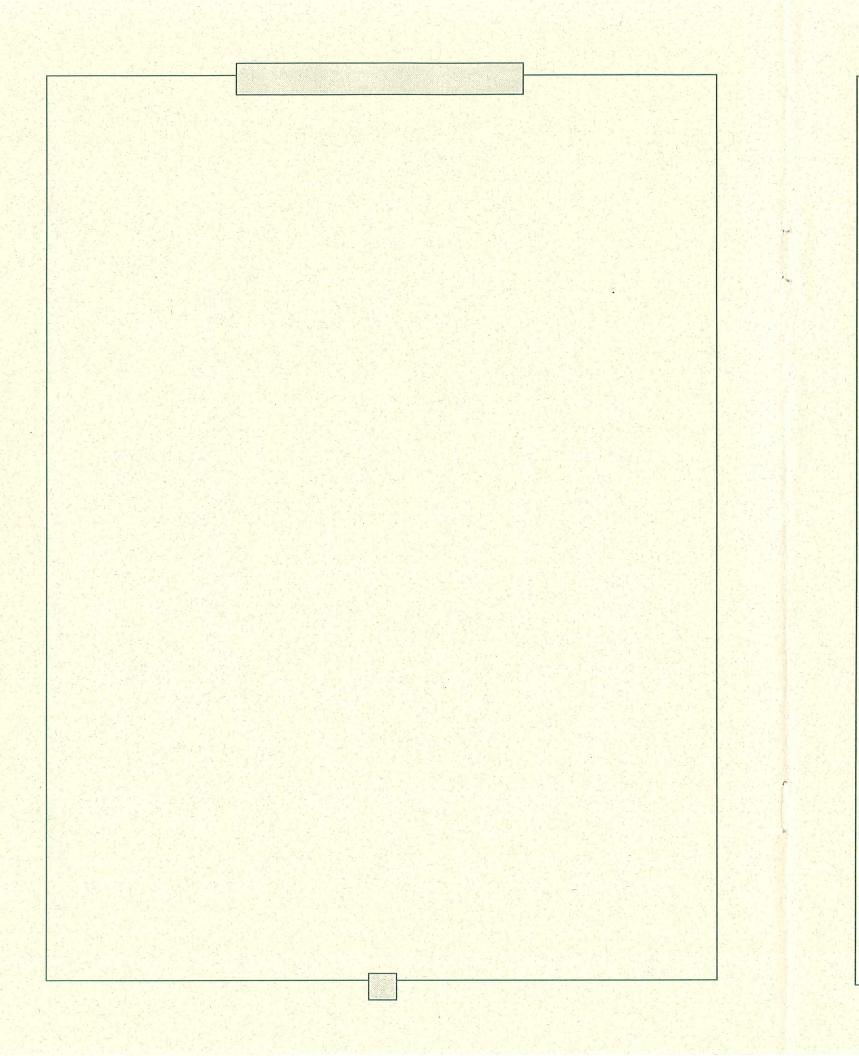




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# 38<sup>th</sup> Annual Report

Northwest Territories Liquor Commission

For the Fiscal Year Ended March 31, 1992



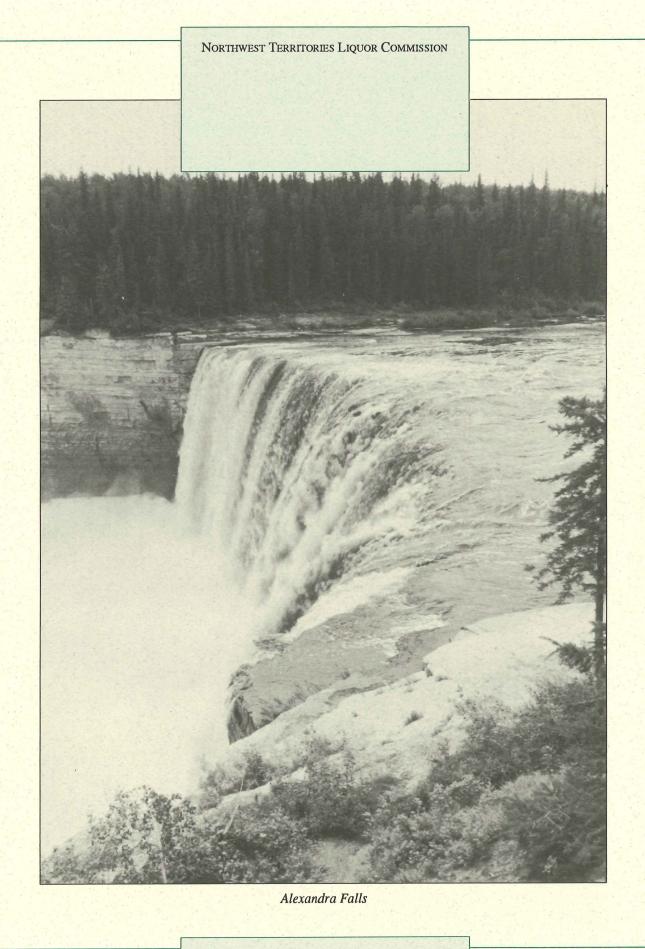


Photo Credit: Government of the Northwest Territories

# **IQALUIT OPERATION**

Statement of Operations for the year ended March 31, 1992

		1992			1991
	Spirits	Wine	Beer	Total	Total
Sales	\$ 555	\$ 144	\$ 1,907	\$ 2,606	\$ 2,563
Cost of Goods Sold:					
Beginning Inventory	160	57	43	260	234
Purchases	148	46	731	925	908
Freight	22	18	363	403	467
Cost of Goods Available	\$ 330	\$ 121	\$ 1,137	\$ 1,588	\$ 1,609
Ending Inventory	124	63	154	341	260
Cost of Goods Sold	\$ 206	\$ 58	\$ 983	\$ 1,247	\$ 1,349
Gross Income				\$ 1,359	\$ 1,214
Other Income				(124)	C
Operating Expenses				167	153
NET INCOME				\$ 1,068	\$ 1,061



#### FORT SIMPSON OPERATION

Statement of Operations for the year ended March 31, 1992

(000's)

	1992				1991
	Spirits	Wine	Beer	Total	Total
Sales	\$ 715	\$ 28	\$ 412	\$ 1,155	\$ 1,281
Cost of Goods Sold:					
Beginning Inventory	58	5	75	138	105
Purchases	238	14	145	397	527
Freight	14	4	12	30	40
Cost of Goods Available	\$ 310	\$ 23	\$ 232	\$ 565	\$ 672
Ending Inventory	72	14	32	118	138
Cost of Goods Sold	\$ 238	\$9	\$ 200	\$ 447	\$ 534
Gross Income				\$ 708	\$ 747
Other Income				9	0
Operating Expenses				125	132
NET INCOME				\$ 592	\$ 615

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#### NORTHWEST TERRITORIES LIQUOR COMMISSION

Honourable John Ningark Minister of Government Services Government of the Northwest Territories Yellowknife, N.W.T.

Dear Mr. Minister:

Pursuant to Section 61 of the Liquor Act, I am pleased to submit the thirty-eighth Annual Report for the fiscal year ended March 31, 1992.

I wish to express my thanks to all of our staff for their support and contribution to the progress of the N.W.T. Liquor Commission during the past year.

Respectfully submitted,

R.J. Courtoreille, General Manager

Members of the Legislative Assembly of the Northwest Territories Yellowknife, N.W.T.

Dear Colleagues:

I am pleased to present herewith, for the information of the members of the Legislative Assembly, the thirty-eighth Annual Report of the Liquor Commission for the fiscal year ended March 31, 1992.

Respectfully submitted,

John Ningark

Minister of Government Services

## 20 YEAR SALES HISTORY

Year ending March 31	Sales	Gross Income	Gross Income % of Sales	% Increase in Sales
1973	7,496,179	3,585,040	47.7	15.2
1974	8,704,102	4,252,030	48.8	16.1
1975	9,574,266	4,864,861	50.8	9.9
1976	10,981,708	5,081,679	46.3	14.7
1977	11,280,747	5,061,090	44.9	2.7
1978	12,150,944	5,241,284	43.1	7.7
1979	12,783,114	5,992,823	46.9	5.2
1980	13,379,588	6,604,938	49.4	4.7
1981	15,184,548	7,289,791	48.0	13.5
1982	17,750,366	8,154,080	45.9	16.9
1983	20,199,370	9,025,756	44.7	13.8
1984	22,060,442	10,212,125	46.3	9.2
1985	23,516,872	10,999,020	46.8	6.6
1986	24,925,453	11,831,338	48.2	6.0
1987	24,092,337	11,818,319	49.1	(3.4)
1988	25,394,451	12,227,965	48.2	5.4
1989	26,324,530	13,478,972	51.2	3.7
1990	28,603,030	15,083,010	52.7	8.7
1991	29,488,839	16,682,081	56.6	3.1
1992	28,604,340	17,000,671	59.4	(3.0)

NORTHWEST TERRITORIES LIQUOR COMMISSION

# FORT SMITH OPERATION

Statement of Operations for the year ended March 31, 1992

		1992			1991
	Spirits	Wine	Beer	Total	Total
Sales	\$523	\$ 221	\$ 864	\$ 1,608	\$ 1,610
Cost of Goods Sold:					
Beginning Inventory	44	17	27	88	121
Purchases	174	69	343	586	608
Freight	11	12	32	55	55
Cost of Goods Available	\$ 229	\$ 98	\$ 402	\$ 729	\$ 784
Ending Inventory	41	18	22	81	88
Cost of Goods Sold	\$ 188	\$ 80	\$ 380	\$ 648	\$ 696
Gross Income				\$ 960	\$ 914
Other Income				16	4
Operating Expenses				155	111
NET INCOME				\$ 821	\$ 807

# NORMAN WELLS OPERATION

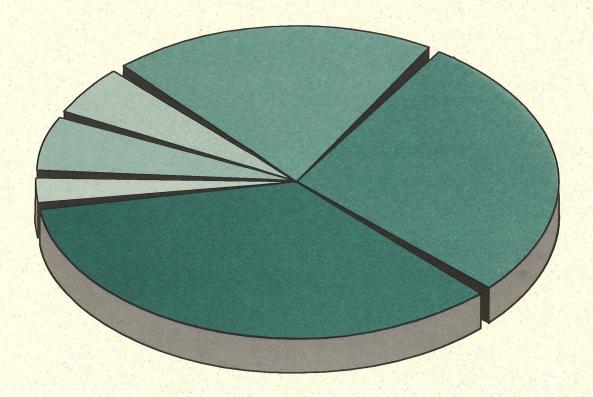
Statement of Operations for the year ended March 31, 1992

(000's)

		1992			1991
	Spirits	Wine	Beer	Total	Total
Sales	\$545	\$ 52	\$ 567	\$ 1,164	\$ 1,114
Cost of Goods Sold:					
Beginning Inventory	70	10	68	148	163
Purchases	182	15	239	436	411
Freight	13	5	50	68	67
Cost of Goods Available	\$ 265	\$ 30	\$ 357	\$ 652	\$ 641
Ending Inventory	91	12	78	181	148
Cost of Goods Sold	\$ 174	\$ 18	\$ 279	\$ 471	\$ 493
Gross Income				\$ 693	\$ 621
Other Income				15	0
Operating Expenses				112	104
NET INCOME				\$ 596	\$ 517

### NORTHWEST TERRITORIES LIQUOR COMMISSION

# REVENUE FROM SALE OF LIQUOR



(000's)

Spirit Sales to Pu	ablic (35.8%)	\$10,249
Beer Sales to Lic	encees (26.7%)	\$7,638
Beer Sales to Pul	olic (23.0%)	\$6,572
Spirit Sales to Li	cencees (6.2%)	\$1,770
Wine Sales to Pu	blic (6.6%)	\$1,899
Wine Sales to Lie	cencees (1.7%)	\$476

# LITRES OF LIQUOR SOLD

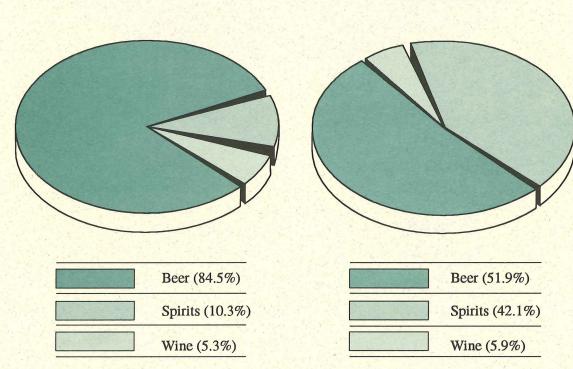
	1991/92				1990/91		
	Domestic	<b>Imported</b>	Total	abs alc	Total	%Change	
Spirits	419,797	57,913	477,710	191,084	492,718	-3.0%	
Wine	124,260	120,849	245,109	26,962	250,840	-2.3%	
Beer	3,782,755	145,931	3,928,686	235,721	3,967,702	-1.0%	
1	4.326.812	324.693	4.651.505	453,767	4.711.260	-1.3%	

#### Litres Absolute

Alcohol 453,767 462,742 -1.9%

## LITRES OF LIQUOR SOLD

# LITRES OF ABSOLUTE ALCOHOL SOLD



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NORTHWEST TERRITORIES LIQUOR COMMISSION

# HAY RIVER OPERATION

Statement of Operations for the year ended March 31, 1992

(000's)

		1992			1991
	Spirits	Wine	Beer	Total	Total
Sales	\$1,521	\$ 213	\$ 1,968	\$ 3,702	\$ 3,660
Cost of Goods Sold:					
Beginning Inventory	197	39	80	316	513
Purchases	511	77	791	1,379	1,239
Freight	12	13	61	86	75
Cost of Goods Available	\$ 720	\$ 129	\$ 932	\$ 1,781	\$ 1,827
Ending Inventory	214	55	55	324	316
Cost of Goods Sold	\$ 506	\$ 74	\$ 877	\$ 1,457	\$ 1,511
Gross Income				\$ 2,245	\$ 2,149
Other Income				0	5
Operating Expenses				370	341
NET INCOME				\$ 1,875	\$ 1,813

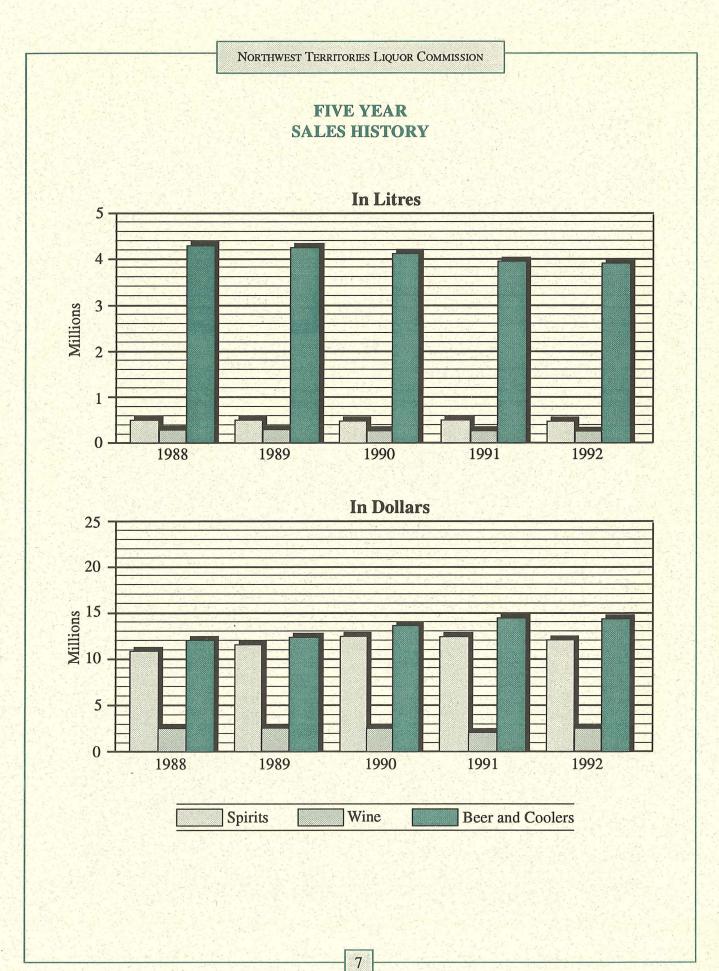
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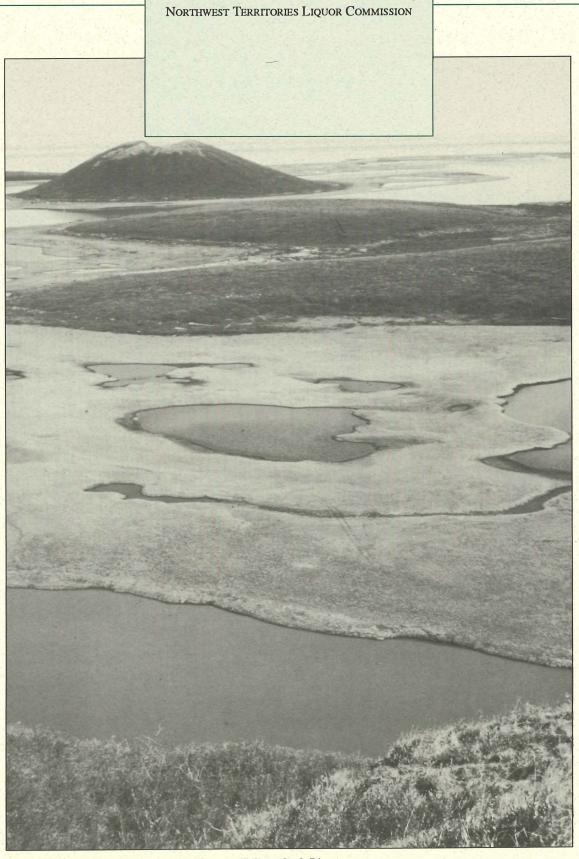
Northwest Territories Liquor Commission

# **INUVIK OPERATION**

Statement of Operations for the year ended March 31, 1992

		(000 0)			
		1992			1991
	Spirits	Wine	Beer	Total	Total
Sales	\$ 2,277	\$ 241	\$ 1,878	\$ 4,396	\$ 4,634
Cost of Goods Sold:					
Beginning Inventory	358	86	98	542	874
Purchases	624	71	734	1,429	1,464
Freight	47	21	232	300	312
Cost of Goods Available	\$ 1,029	\$ 178	\$ 1,064	\$ 2,271	\$ 2,650
Ending Inventory	288	88	61	437	542
Cost of Goods Sold	\$ 741	\$ 90	\$ 1,003	\$ 1,834	\$ 2,108
Gross Income				\$ 2,562	\$ 2,526
Other Income				7	81
Operating Expenses				428	882
NET INCOME				\$ 2,141	\$ 1,725





Tuktoyaktuk Pingo

# YELLOWKNIFE OPERATION

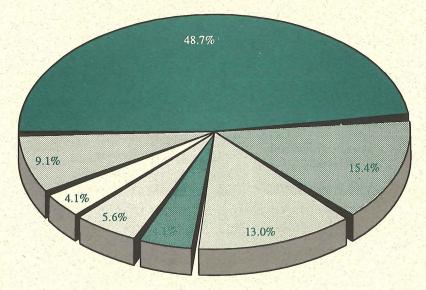
Statement of Operations for the year ended March 31, 1992

	1992				1991
	Spirits	Wine	Beer	Total	Total
Sales	\$ 5,883	\$ 1,460	\$ 6,527	\$13,870	\$14,626
Cost of Goods Sold:					
Beginning Inventory	387	166	198	751	1,345
Purchases	2,136	514	2,921	5,571	5,139
Freight	88	100	276	464	384
Cost of Goods Available	\$ 2,611	\$ 780	\$ 3,395	\$ 6,786	\$ 6,868
Ending Inventory	571	271	463	1,305	751
Cost of Goods Sold	\$ 2,040	\$ 509	\$ 2,932	\$ 5,481	\$ 6,117
Gross Income				\$ 8,389	\$ 8,509
Other Income				58	(1)
Operating Expenses				882	711
NET INCOME				\$ 7,565	\$ 7,797

Northwest Territories Liquor Commission

#### SALES IN DOLLARS BY LOCATION

Represents Sales for year ended March 31, 1992



Yellowknife

Inuvik

13.0 Hay River

Iqaluit

Norman Wells

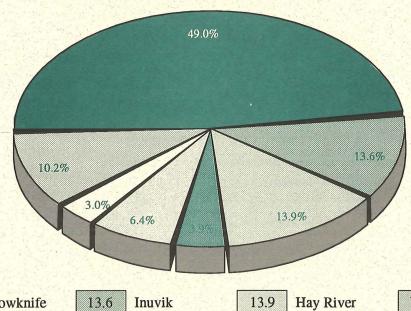
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Fort Smith

Fort Simpson

#### SALES IN LITRES BY LOCATION

Represents Sales for year ended March 31, 1992



Yellowknife

Iqaluit

Norman Wells

Fort Smith

3.0

Fort Simpson

NORTHWEST TERRITORIES LIQUOR COMMISSION

## **MANAGEMENT'S RESPONSIBILITY FOR** FINANCIAL REPORTING

To the Minister Responsible for the Northwest Territories Liquor Commission

The Northwest Territories Liquor Commission (the Commission) maintains internal financial and management systems and practices which are designed to provide reasonable assurance that reliable financial and non-financial information is available on a timely basis and that the Commission acts in accordance with the laws of the Northwest Territories and Canada. The Commission's management recognizes its responsibility for conducting the Commission's affairs in accordance with the requirements of applicable laws and sound business principles, and for maintaining standards of conduct that are appropriate to a Territorial agency.

The accompanying financial statements were prepared by management in conformity with generally accepted accounting principles appropriate in the circumstances.

The Auditor General of Canada annually provides an independent, objective audit for the purpose of expressing an opinion on the financial statements. He also considers whether the transactions which come to his notice in the course of this audit are, in all significant respects, in accordance with the specified legislation.

Routouille

R.J. Courtoreille General Manager

K. Reid Manager, Finance and Administration

#### **AUDITOR'S REPORT**

To the Minister responsible for the Northwest Territories Liquor Commission

I have audited the balance sheet of the Northwest Territories Liquor Commission as at March 31, 1992 and the statements of income, amount due to the Government of the Northwest Territories and changes in financial position for the year then ended. These financial statements are the responsibility of the Commission's management. My responsibility is to express an opinion on these financial statements based on my audit.

I conducted my audit in accordance with generally accepted auditing standards. Those standards require that I plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In my opinion, these financial statements present fairly, in all material respects, the financial position of the Commission as at March 31, 1992 and the results of its operations and the changes in its financial position for the year then ended in accordance with generally accepted accounting principles. As required by the Financial Administration Act, I report that, in my opinion, these principles have been applied on a basis consistent with that of the preceding year.

Further, in my opinion, proper books of account have been kept and the financial statements are in agreement therewith and the transactions of the Commission that have come to my notice during my examination of the financial statements have, in all significant respects, been in accordance with the Financial Administration Act and regulations, and the Northwest Territories Liquor Act and regulations.

Raymond Dubois, FCA

Deputy Auditor General for the Auditor General of Canada

for the Auditor General of Can

Ottawa, Canada May 27, 1992 Northwest Territories Liquor Commission

#### LITRES SOLD BY STORE

(000's)

Location	Spirits	Wine	Beer	1992	1991
Yellowknife	236	151	1,890	2,277	2,323
Inuvik	93	24	516	633	671
Hay River	60	25	559	644	623
Norman Wells	21	4	156	181	174
Fort Smith	23	28	245	296	291
Fort Simpson	26	2	111	139	161
Iqaluit	20	11	442	473	468
Other			9	9	
Total 1992	479	245	3,928	4,652	
Total 1991	534	263	3,923		4,711
%Increase	-10.3%	-6.8%	0.1%	-1.3%	

# LIQUOR SOLD BY STORE

	Spirits	Wine	Beer	1992	1991
Yellowknife	\$ 5,883	\$ 1,460	\$ 6,527	\$13,870	\$14,626
Inuvik	\$ 2,277	\$ 241	\$ 1,878	\$ 4,396	\$ 4,634
Hay River	\$ 1,521	\$ 213	\$ 1,968	\$ 3,702	\$ 3,660
Norman Wells	\$ 545	\$ 52	\$ 567	\$ 1,164	\$ 1,114
Fort Smith	\$ 523	\$ 221	\$ 864	\$ 1,608	\$ 1,610
Fort Simpson	\$ 715	\$ 28	\$ 412	\$ 1,155	\$ 1,281
Iqaluit	\$ 555	\$ 144	\$ 1,907	\$ 2,606	\$ 2,563
Other		\$ 16	\$ 87	\$ 103	
Total 1992	\$12,019	\$2,375	\$14,210	\$28,604	
Total 1991	\$12,352	\$2,578	\$13,673		\$29,488
% Increase	-2.7%	-7.9%	3.9%	-3.0%	

NORTHWEST TERRITORIES LIQUOR COMMISSION

# BALANCE SHEET

March 31, 1992, with comparative figures for 1991

	1992	1991
	(\$ 000's)	(\$ 000's)
Assets		
Current Assets:	¥ 20 A 40 E	
Cash	\$ 2,879	\$ 3,113
Accounts receivable	48	211
Inventories (note 3)	2,787	2,243
	5,714	5,567
Recycling Equipment (net of accumulated		
amortization of \$13; 1991 – \$nil)	137	150
	\$ 5,851	\$ 5,717
Liabilities		
Current Liabilities:		
Accounts Payable and		
Accrued Liabilities	\$ 1,436	\$ 1,026
Accrued Employee Leave and		
Termination Benefits	134	107
Due to the Government of the		
Northwest Territories	4,281	4,584
	\$ 5,851	\$ 5,717

Approved by Management:

R. Courtoreille General Manager

K. Reid Manager of Finance and Administration

# STATEMENT OF INCOME

Year ended March 31, 1992, with comparative figures for 1991

	1992	1991
	(\$ 000's)	(\$ 000's)
Sales:		
Spirits	\$ 12,019	\$ 12,773
Wine	2,375	2,599
Beer	14,210	14,117
	28,604	29,489
Cost of goods sold:	4.000	4.700
Spirits	4,093	4,788
Wine	841	1,040
Beer	6,669	6,979
	11,603	12,807
Gross profit on sales	17,001	16,682
Import fees and other income	97	121
	17,098	16,803
Expenses:		
Commissions and discounts to agents	1,339	1,213
Salaries, wages and employee benefits	1,159	1,033
Utilities	104	105
Rent	64	38
Communications	51	48
Travel	43	40
Office supplies	39	34
Computer services	25	28
Advertising	22	7
Repairs and maintenance	14	12
Breakage and spoilage	13	16
Amortization of recycling equipment	13	
Insurance	12	17
Bad debts	6	9
Miscellaneous	10	17
	2,914	2,617
Net income for the year	\$ 14,184	\$ 14,186

Northwest Territories Liquor Commission STORE OPERATIONS

Utsingi Point Bay, Great Slave Lake

# NOTES TO FINANCIAL STATEMENTS CONTINUED

Year Ended March 31, 1992

#### 4. Related party transactions

In addition to those related party transactions disclosed elsewhere in these financial statements, the Commission is related in terms of common ownership to all Government of the Northwest Territories created departments, agencies and corporations. The Commission enters into transactions with these entities in the normal course of business.

NORTHWEST TERRITORIES LIQUOR COMMISSION

## STATEMENT OF AMOUNT DUE TO THE GOVERNMENT OF THE NORTHWEST TERRITORIES

Year Ended March 31, 1992, with comparative figures for 1991

	1992	1991
	(\$ 000's)	(\$ 000's)
Balance, beginning of year	\$ 4,584	\$ 3,912
Net income for the year	14,184	14,186
Salaries, wages and benefits paid by the Government	1,102	986
	19,870	19,084
Net transfer of funds to the Government	15,589	14,500
Balance, end of year	\$ 4,281	\$ 4,584

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# STATEMENT OF CHANGES IN FINANCIAL POSITION

Year ended March 31, 1992, with comparative figures for 1991

	1992	1991
	(\$ 000's)	(\$ 000's)
Cash provided by (used in):		
Operations:	¢ 14 104	¢ 14 10c
Net income Salaries, wages and benefits paid by the	\$ 14,184	\$ 14,186
Government of the Northwest Territories	1,102	986
Amortization which does not affect cash	13	
	15,299	15,172
Changes in non-cash operating working capital:		
Increase in accounts payable	410	68
Increase in accrued employee leave and		
termination benefits	27	23
Decrease (increase) in accounts receivable Decrease (increase) in inventories	163 (544)	(167) 1,112
	15,355	16,208
Investing:		
Purchase of recycling equipment		(150)
Financing:		
Cash transferred to the Government of the		
Northwest Territories	(15,589)	(14,500)
Increase (decrease) in cash	(234)	1,558
Cash haginning of year	3,113	1,555
Cash, beginning of year	3,113	1,333
Cash, end of year	\$ 2,879	\$ 3,113

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#### NORTHWEST TERRITORIES LIQUOR COMMISSION

## NOTES TO FINANCIAL STATEMENTS

Year Ended March 31, 1992

#### 1. Authority and operations:

The Northwest Territories Liquor Commission (the Commission) is responsible for the operation of liquor stores and the purchase, sale and distribution of liquor in the Northwest Territories under Part II of the Northwest Territories Liquor Act and is named in Schedule A to the Financial Administration Act. The Commission is authorized by the Legislative Assembly to receive working capital advances from time to time not exceeding \$6,500,000 to finance its operations.

Net income for the year is to be transferred to the Government of the Northwest Territories in accordance with the Liquor Act.

#### 2. Significant accounting policies:

#### (a) Inventories:

Inventories are valued at replacement cost which is not materially different than cost. Cost includes invoiced cost, freight, duties and taxes.

#### (b) Capital assets:

Buildings, furnishings and fixtures are owned and paid for by the Government of the Northwest Territories. They are provided for the use of the Commission without charge and are not reflected in the financial statements.

Recycling equipment is stated at cost. Amortization is provided on cost less estimated salvage value on the straight-line basis at an annual rate of 10%.

#### (c) Services provided without charge:

The Government of the Northwest Territories provides the Commission with various administrative services, the value of which are not reflected in these financial statements.

#### 3. Inventories:

	1992	1991
	(\$ 000's)	(\$ 000's)
Spirits Wine Beer	\$ 1,401 520 866	\$ 1,273 381 589
	\$ 2,787	\$ 2,243

Included in inventories and accounts payable is \$260,501 (1991 – \$204,176) in duties and taxes on inventories that are in bond.

 $\dashv 1$