



Colorado Department of Revenue
1375 Sherman Street
Denver, CO 80261

Survey Response Requested

In order to comply with provisions of House Bill 13-1318, specifically §39-28.8-101(1), C.R.S., the Department of Revenue is requesting your cooperation and assistance in completing the enclosed survey. This statute requires the Department of Revenue to determine an "average market rate" for the average price of marijuana sold as a wholesale transaction in order to apply the recommended excise tax on sales of retail marijuana.

The data collected will be used solely to comply with the legal rate-setting requirements of the statute referenced above. All individual information collected by this survey will be kept confidential within the Department of Revenue; no personal or identifying information will be available publicly or to anyone outside of the Department of Revenue unless required by law or judicial order.

Aggregated data will be used to calculate and establish an initial average market rate for the wholesale price of retail marijuana.

Please answer every question to the best of your ability and return to the Department of Revenue no later than **November 15, 2013**.

You may receive this survey twice (by email and by postal mail). This is because we want to ensure that you have an opportunity to provide input to the market rate determination process. Please only complete the survey and return it once. You may return the survey by email to **DOR_ORA@state.co.us** or by postal mail using the enclosed postage-paid envelope.

We welcome any questions you may have for clarification with respect to filling out this survey. Please contact us by email at DOR_ORA@state.co.us or by phone at (303) 866-5593.

Respectfully,

A handwritten signature in blue ink, appearing to read "John Vecchiarelli".

John Vecchiarelli, Senior Director of Taxation
Colorado Department of Revenue

Survey Questions for Existing Medical Marijuana Cultivation Facilities

Instructions:

- Please answer every question to the best of your ability. The data collected in this survey will be used to help determine the “average market rate” of wholesale marijuana sales. The “average market rate” is necessary to establish the excise tax for retail marijuana establishments in the event Proposition AA would pass in the public election.
- You may receive this survey twice (by email and by postal mail). This is because we want to ensure that you have an opportunity to provide input to the market rate determination process. Please only complete the survey and return it once. You may return the survey by email to DOR_ORA@state.co.us or by postal mail using the postage-paid envelope enclosed.
- We welcome any questions you may have for clarification with respect to filling out this survey. Please contact us by email at DOR_ORA@state.co.us or by phone at (303) 866-5593.
- Relevant statutes are noted in the letter accompanying this survey for your reference.

Definitions:

- Unless specified, please assume that “*selling*” or “*transferring*” products refers to the sale or transfer of the product to a medical marijuana center, marijuana-infused products manufacturer (MIP), or another cultivation facility, both integrated with your own cultivation and non-associated alike.
- If specified, sales to a non-associated medical marijuana center, marijuana-infused products manufacturer (MIP), or another cultivation facility are described in [C.R.S. 12-43.3-402 \(4\)](#).
- Please assume that “*flower*” in the context of this survey refers to all product that is bundled or packaged for sale or transfer with the intent of being sold as a smoke-able product.
- Please assume that “*trim*” in the context of this survey refers to a secondary product that you may or may not sell. Trim includes shake, leaf, and/or trim and trimmings which may not be able to be directly consumed by a patient but that can be used to make extractions, infused products, and other products offered to patients.
- Please assume that “*immature plants*” in the context of this survey refer to seedlings, starter plants, or other whole living plants that are sold or transferred without being cut, trimmed, or dried with the intent for the final purchaser of the whole immature plant to raise the plant on his or her own.
- Please assume that each time a weight is referenced, the survey is seeking the final, dried and/or processed weight of marijuana product that your cultivation sells or transfers.

Questionnaire:

1. May someone from the Department of Revenue contact you directly for follow-up questions if we are unclear about the answers provided on the survey?

Contact info: _____

2. How many months have you been operating as a cultivation facility that sells or transfers marijuana product?

3. What is the total weight in pounds of flower you sold or transferred in the last twelve months?

4. What is the total weight in pounds of flower you sold or transferred to a non-associated center, MIP, or another cultivation facility in the last twelve months?

5. What is the total value in dollars of flower you sold or transferred to a non-associated center, MIP, or another cultivation facility in the last twelve months?

6. What is the total weight in pounds of trim you sold or transferred in the last twelve months?

7. What is the total weight in pounds of trim you sold or transferred to a non-associated center, MIP, or another cultivation facility in the last twelve months?

8. What is the total value in dollars of trim you sold or transferred to a non-associated center, MIP, or another cultivation facility in the last twelve months?

9. What is the quantity (number) of immature plants you sold or transferred in the last twelve months?

10. What is the total quantity (number) of immature plants you sold or transferred to a non-associated center, MIP, or another cultivation facility in the last twelve months?

11. What is the total value (in dollars) of immature plants you sold or transferred to a non-associated center, MIP, or another cultivation facility in the last twelve months?

12. How many medical marijuana centers do you currently serve?

13. Do you intend to transfer your license to sell retail marijuana, or apply to sell retail marijuana in addition to your medical service? *(If no, skip question 13(a))*

- a. If you intend to transfer your license to sell retail marijuana, or apply to sell retail marijuana in addition to your medical service, what is the quantity of flower, trim, and immature plants you anticipate to sell or transfer to meet retail marijuana stores demand during your first year of operation?

**Thank you for your time and attention to this survey.
We appreciate your assistance and the valuable information you have provided!**