

REGULATED CANNABIS: COLORADO'S NEWEST ECONOMIC DRIVER

presented by:



MARIJUANA
-Industry Group-

COLORADO HAS SEEN SIGNIFICANT ECONOMIC GROWTH SINCE THE INTRODUCTION OF REGULATED CANNABIS



REGULATED CANNABIS

- Combined sales, use & excise taxes, fees 2015: \$102M*
- Combined taxes, licenses & fees July 2016 YTD: \$88M**

vs.

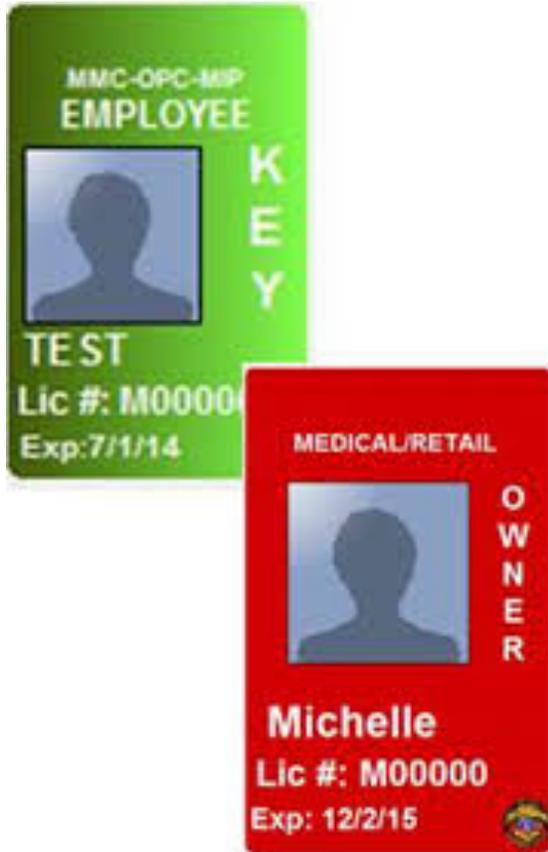
ALCOHOLIC BEVERAGES

- Combined sales, use & excise taxes 2016 : \$48.9M*

* Source: Colorado Department of Revenue 2015 Annual Report

** Source: Denver Post 8/15/16

REGULATED CANNABIS HAS POSITIVELY IMPACTED COLORADO'S LABOR FORCE



- Licensed businesses: 2,823*
- Licensed employees: 25,300*
(not including administrative/ancillary services)
- Good paying jobs -hourly & salaried

* Source: Colorado Department of Revenue

COLORADO'S CANNABIS INDUSTRY HAS SUPPORTED & PROMOTED SENSIBLE REGULATIONS FOR CONSUMER SAFETY



- Multiple ID verification at dispensaries
- Child resistant packaging
- Active THC serving size
- “Good to Know” campaign
- “Don’t Drive High” campaign
- Responsible consumption guides free of charge
- Responsible Vendor self-regulation

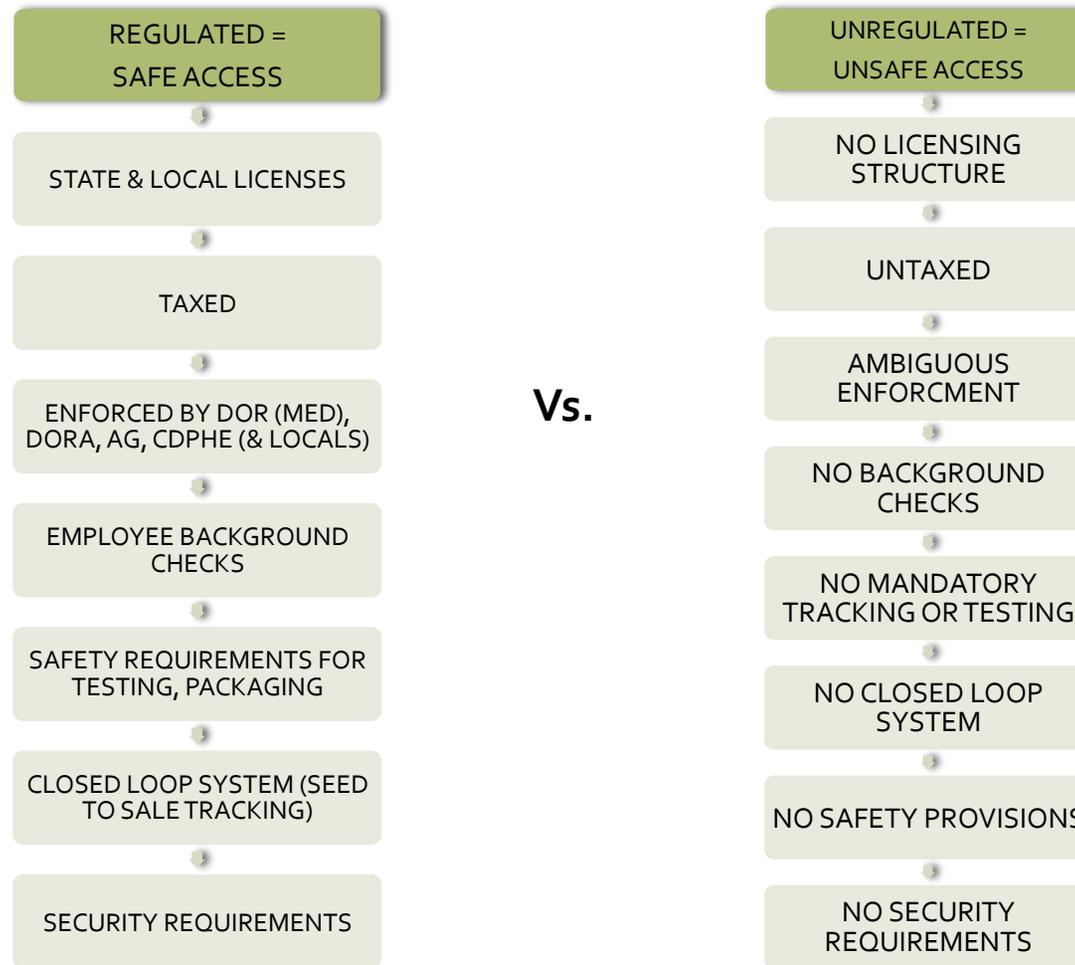
COLORADO'S CANNABIS INDUSTRY DOES NOT SUPPORT UNDERAGED/ILLEGAL SALES



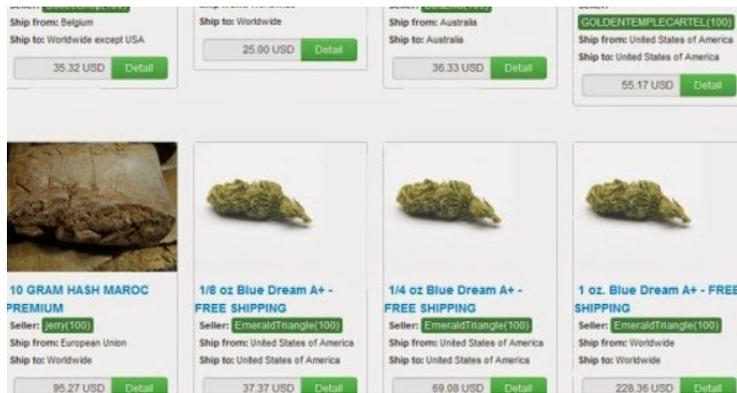
- The industry supports the continued use of underage compliance checks conducted by MED & law enforcement.
- 2015 citations for underage cannabis sales: **7**
- vs.
- YTD citations for underage alcohol sales: **99** (liquor stores only)

* Source: Colorado Department of Revenue

DIFFERENCE BETWEEN REGULATED & UNREGULATED CANNABIS MARKETS



COLORADO'S CANNABIS MODEL IS THREATENED BY ABUSERS OF THE SYSTEM



Cole Memorandum violations:

- Grey market
- Black market
- Online/social media sales



GREY/BLACK MARKET ABUSES HARM LEGITIMATE CAREGIVERS



- Caregivers are an important part of Colorado's program.
- Criminals are utilizing loopholes in A20 & A64 to abuse the intent of the law.
- A64 cooperatives are the largest mechanism for out-of-state diversion.
- The public does not always differentiate between these illegal abuses and the regulated market.
- These loopholes have created what the DEA calls "The New Meth Houses".

CRAIGSLIST IS RAMPANT WITH ILLEGAL ONLINE SALES

On August 15, 2016, craigslist offered the following flower, concentrate & edibles listings:

- Denver: 697 listings
- CO Springs: 125 listings
- Pueblo: 76 listings



 craigslist

image 1 of 3

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★ Aug 14 MMJ Dank bud flower nugs weed sensimilla centennial aurora \$35 pic map



image 1 of 2

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★ Aug 2 !!MMJ Concentrates!! (



★ Aug 6 MMJ Caregiver-Edibles-Gummies

\$6 (Thornton) 

REAL SOLUTIONS & A COLLABORATIVE APPROACH

- Explore hard count limits to dismantle grows that violate the intent of A64
- Work towards transparency for unregulated grows
- Provide more resources to enable enforcement
- Work with other industries to create “watch” programs
- Expand educational campaigns (“Good to Know”) with industry participation & free materials
- Maintain dialogue about research, tax reform, and safe access of cannabis (PTSD)

THANK YOU.

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