



COLORADO
Department of Revenue
Enforcement Division - Marijuana

MED 2018 Mid-Year Update

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September 10, 2018

Licensing Data

New Business Licensing

- During the first six months of 2018, 77% of all new business licenses issued were Adult Use and 36% of all new business licenses issued were Adult Use Cultivations.

Occupational Licenses

- An average of 1,809 occupational licenses were processed per month in the first six months of 2018.

Table 1: Status of Local Jurisdictions Reporting Marijuana Licensing as of June 30, 2018

Medical and Adult Use Marijuana Banned	209
Medical Marijuana Licenses Only	12
Adult Use Marijuana Licenses Only	12
Medical and Adult Use Licenses	89
Total	322

Local Jurisdictions Reporting Marijuana Licensing Status as of June 30, 2018 (Table 1)

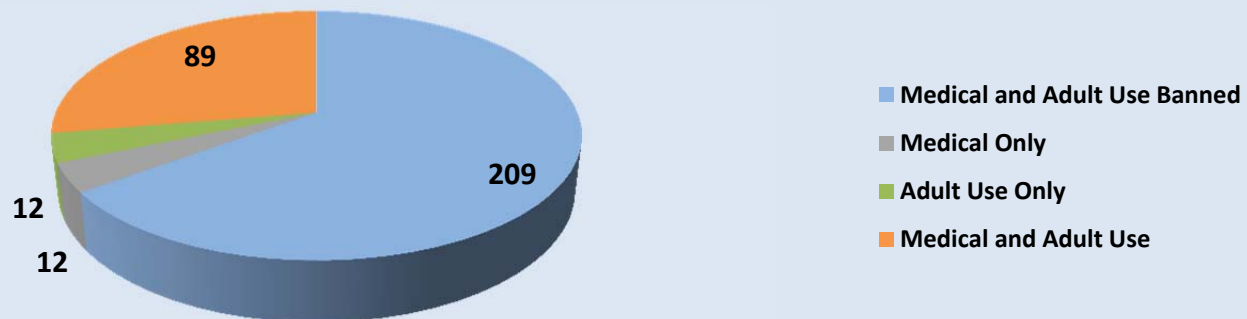
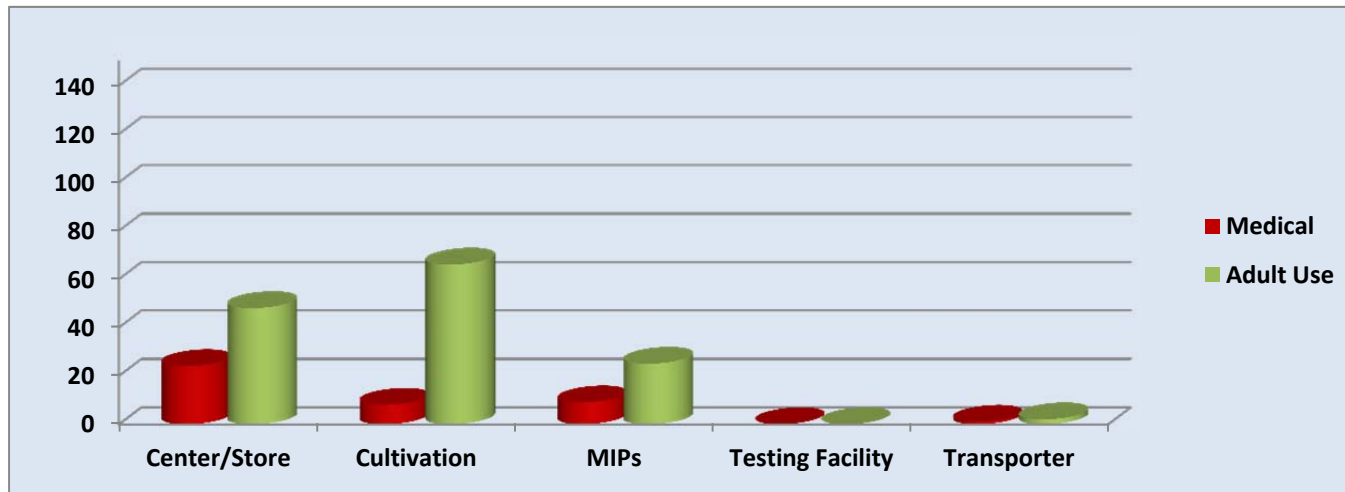


Table 2: New Business Licenses Issued as of June 30, 2018	
Medical Center	24
Medical Cultivation	8
Medical Infused-Product Manufacturer (MIPs)	9
Medical Testing Facility	0
Medical Transporter	1
Total Medical	42
Adult Use Store	48
Adult Use Cultivation	66
Adult Use Infused-Product Manufacturer (MIPs)	25
Adult Use Testing Facility	0
Adult Use Transporter	2
Total Adult Use	141
Grand Total	183

New Business Licenses Issued as of June 30, 2018 (Table 2)



*The Division has adopted the term “Adult Use” in place of using “Retail” to describe the 21 and over commercial marijuana market authorized by the voters through Amendment 64 in 2012.

Table 3: Month-End Business and Establishment License Totals by Type in 2018						
	Jan	Feb	Mar	Apr	May	Jun
Medical Marijuana Businesses						
Centers	503	505	500	499	496	495
Cultivation Operations	750	759	739	737	727	725
Infused Product Manufacturers	255	258	255	256	254	253
Testing Facilities	11	11	11	11	11	11
Total Medical Licenses	1,519	1,533	1,505	1,503	1,488	1,484
Adult Use Marijuana Establishments						
Stores	517	527	528	530	531	538
Cultivation Facilities	721	724	733	744	743	744
Product Manufacturing Facilities	280	283	284	289	288	289
Testing Facilities	12	12	12	12	11	11
Total Adult Use Licenses	1,530	1,546	1,557	1,575	1,573	1,582
Total Medical and Adult Use Licenses	3,049	3,079	3,062	3,078	3,061	3,066

Monthly Medical Business & Adult Use Establishment License Totals as of June 30, 2018 (Table 3)

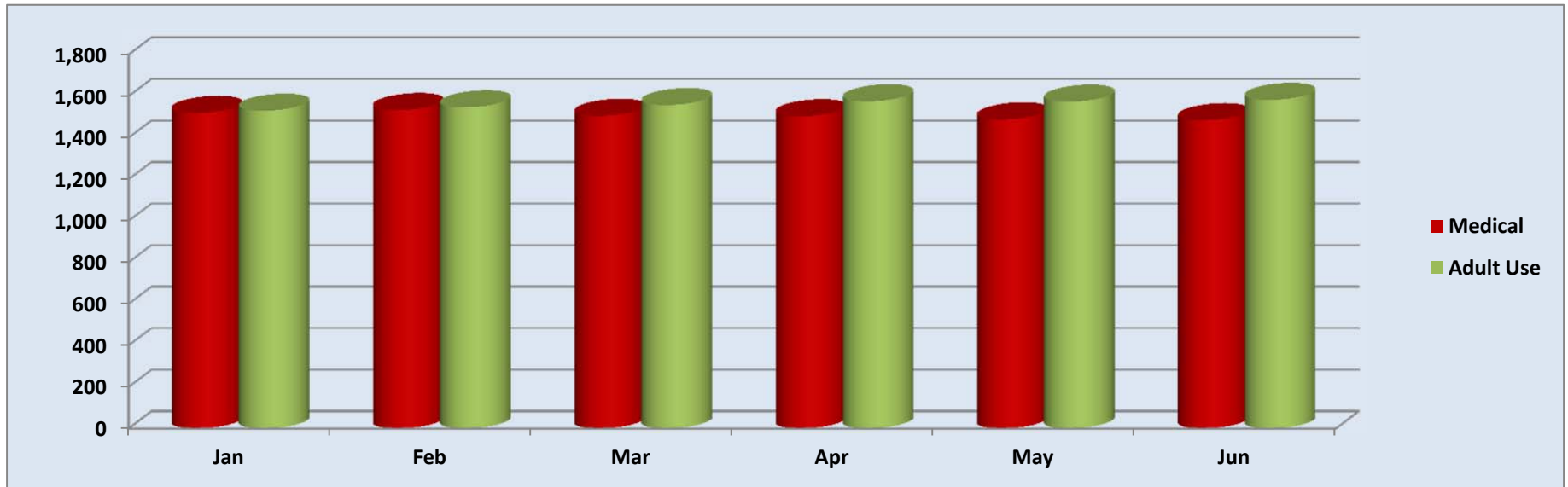
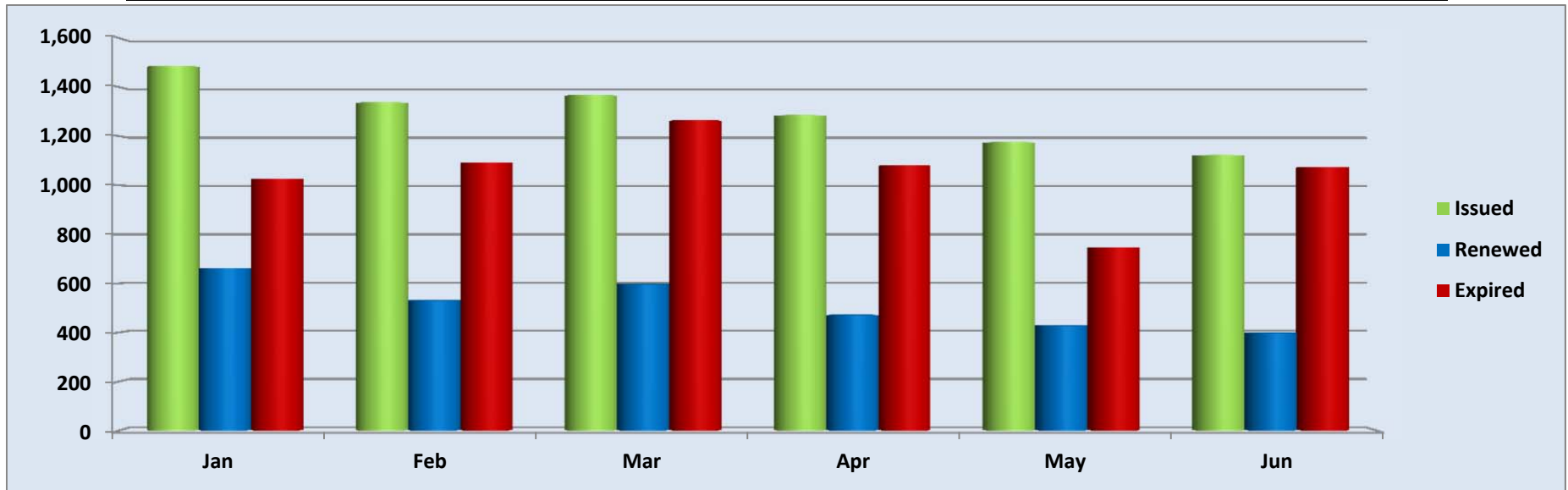


Table 4: Month-End Occupational License Totals as of June 30, 2018

***All Occupational Licenses are issued and renewed for a two year period.**

	Jan	Feb	Mar	Apr	May	Jun
Key Licenses Issued	423	290	365	365	337	275
Support Licenses Issued	1,062	1,047	1,002	920	838	848
Total New Occupational Licenses Issued	1,485	1,337	1,367	1,285	1,175	1,123
Key Licenses Renewed	347	302	307	241	249	194
Support Licenses Renewed	275	228	290	229	179	203
Total Occupational Licenses Renewed	662	530	597	470	428	397
Key Licenses Expired	236	241	284	273	206	261
Support Licenses Expired	790	851	980	907	539	812
Total Occupational Licenses Expired	1,026	1,092	1,264	1,080	745	1,073
Percentage of Occupational Licenses Renewed	39.22%	32.68%	32.08%	30.32%	36.49%	27.01%
Total Active Occupational Licenses (On the last day)	37,761	38,161	38,227	38,282	38,520	38,868

Monthly Totals For Occupational Licenses Issued, Renewed, and Expired as of June 30, 2018 (Table 4)



Cultivated Plants

2017 vs 2018 Monthly Average

- On average, there were an additional 40,656 plants cultivated per month during the first six months of 2018 compared to 2017.

Plants by County

- Denver, Pueblo, El Paso and Boulder counties cultivated 80% of all the plants being grown statewide in June 2018.

Average Life Cycle of a Marijuana Plant Harvested in 2018 was 130 Days



Table 5: Monthly Average of Marijuana Plants Cultivated as of June 30, 2018

	Jan	Feb	Mar	Apr	May	Jun
Average Medical Cultivated Plants	294,885	298,997	300,206	293,938	293,899	287,769
Average Adult Use Cultivated Plants	654,823	660,057	670,179	684,163	730,404	774,996
Combined Average Cultivated Plants	949,708	959,054	970,384	978,101	1,024,302	1,062,765

Table 6: Month-End Total Plant Count by County (or Group of Counties) as of June 30, 2018

		<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>
<u>A</u>	Denver	532,457	530,514	534,441	533,556	528,410	529,496
<u>B</u>	Pueblo	98,703	101,994	104,966	119,731	170,479	193,978
<u>C</u>	El Paso	75,390	77,441	77,796	76,607	76,946	75,954
<u>D</u>	Boulder	61,563	64,507	62,443	64,136	62,399	60,289
<u>E</u>	Conejos, Costilla, Crowley, Huerfano, Las Animas, Saguache	34,349	32,361	33,931	40,539	43,248	51,690
<u>F</u>	Garfield, Mesa, Routt	35,987	37,221	35,813	35,120	35,979	35,434
<u>G</u>	Adams, Arapahoe	24,514	25,094	25,291	24,270	24,367	27,274
<u>H</u>	Eagle, Grand, Pitkin, Summit	13,918	13,761	15,275	17,803	19,653	23,679
<u>I</u>	Chaffee, Fremont, Lake	19,841	20,698	21,113	22,543	23,747	23,026
<u>J</u>	Morgan, Sedgwick, Weld	11,869	12,005	12,302	12,165	12,268	12,563
<u>K</u>	Archuleta, La Plata, Montezuma, San Juan	11,336	11,894	12,384	12,655	13,050	12,388
<u>L</u>	Larimer	13,181	13,222	12,593	12,412	11,268	11,344
<u>M</u>	Clear Creek, Gilpin, Jefferson	8,876	9,778	10,970	10,750	9,940	9,858
<u>N</u>	Gunnison, Montrose, Ouray, San Miguel	6,170	7,767	8,566	8,764	8,951	9,084
<u>O</u>	Park, Teller	4,697	4,583	5,578	4,972	5,263	4,477
	<u>TOTAL</u>	952,851	962,840	973,462	996,023	1,045,968	1,080,534

Month-End Total Plant Count by County (or Group of Counties) as of June 30, 2018 (Table 6)

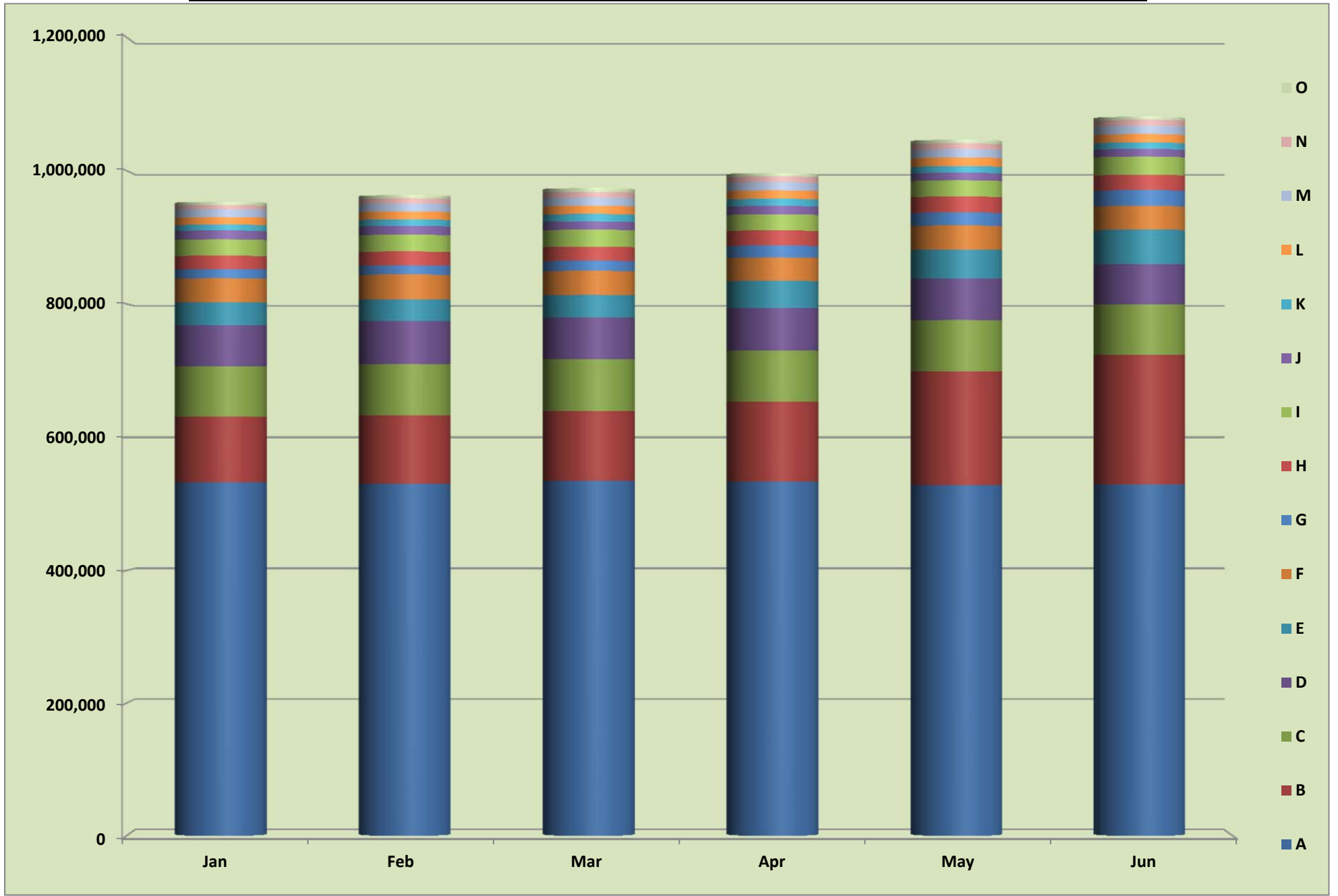


Table 7: Pounds of Usable Marijuana by Category as of June 30, 2018

<u>Category</u>	<u>Adult Use (lbs.)</u>	<u>Medical (lbs.)</u>	<u>Total (lbs.)</u>
Bud / Flower	197,367	108,365	305,732
Shake / Trim	98,708	51,190	149,898
Wet Whole Plant	62,331	36,271	98,602
Total	358,406	195,826	554,233

Pounds of Usable Marijuana by Category as of June 30, 2018 (Table 7)

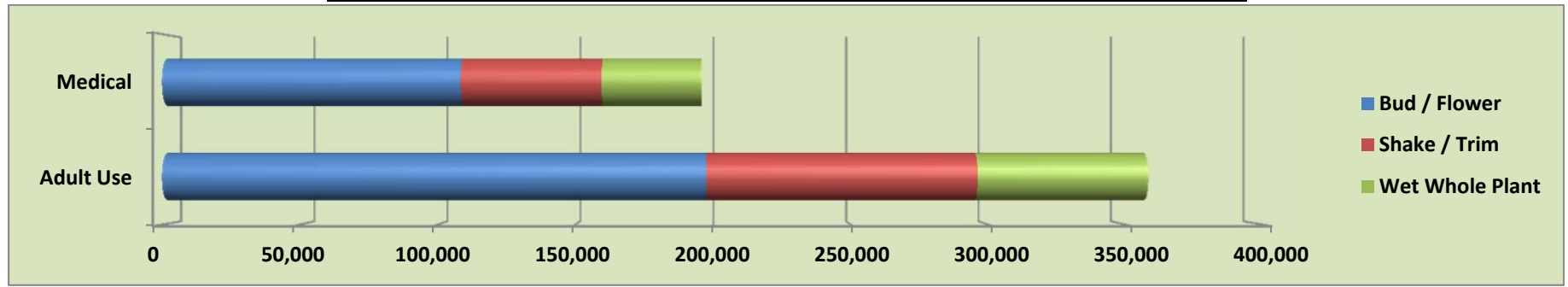


Table 8: Pounds of Usable Marijuana and Number of Harvested Plants by County as of June 30, 2018

(Includes all types of usable marijuana: bud/flower, shake/trim, and wet whole plant)

		<u>Total lbs.</u>	<u>Harvested Plants</u>
<u>A</u>	Denver	329,722	771,062
<u>B</u>	El Paso	48,638	89,842
<u>C</u>	Pueblo	44,711	113,970
<u>D</u>	Boulder	44,534	100,872
<u>E</u>	Garfield, Mesa, Routt	19,233	48,801
<u>F</u>	Adams, Arapahoe	18,804	38,954
<u>G</u>	Eagle, Grand, Pitkin, Summit	9,224	21,125
<u>H</u>	Conejos, Costilla, Huerfano, Las Animas, Saguache	7,465	29,512
<u>I</u>	Chaffee, Crowley, Fremont, Lake	6,646	26,783
<u>J</u>	Larimer	5,869	16,668
<u>K</u>	Clear Creek, Gilpin, Jefferson	5,475	12,410
<u>L</u>	Archuleta, La Plata, Montezuma, San Juan	4,617	15,565
<u>M</u>	Morgan, Sedgwick, Weld	4,195	14,469
<u>N</u>	Park, Teller	2,507	4,021
<u>O</u>	Gunnison, Montrose, Ouray, San Miguel	2,593	6,302
	TOTAL	554,233	1,310,356

Volume Sold to Consumers

Flower Sales

- The monthly average pounds of Adult Use and Medical flower sales to consumers remained relatively consistent, increasing 1.4% in the first six months of 2018 compared to the first six months of 2017.

Edible and Concentrates

- When comparing the first six months of 2017 to the first six months of 2018, the monthly average of units sold (Medical and Adult Use combined) for both edibles and concentrates increased by 13.8% and 94.6% respectively.

Table 9: Pounds of Flower/Bud Sold Monthly as of June 30, 2018

	Jan	Feb	Mar	Apr	May	Jun	Total
Medical	10,980	10,102	11,509	11,156	12,874	12,593	69,214
Adult Use	19,789	20,252	23,910	23,190	22,526	23,272	132,939
Total	30,769	30,354	35,419	34,346	35,400	35,865	202,153

Monthly Totals for Pounds of Flower/Bud Sold to Consumers as of June 30, 2018 (Table 9)

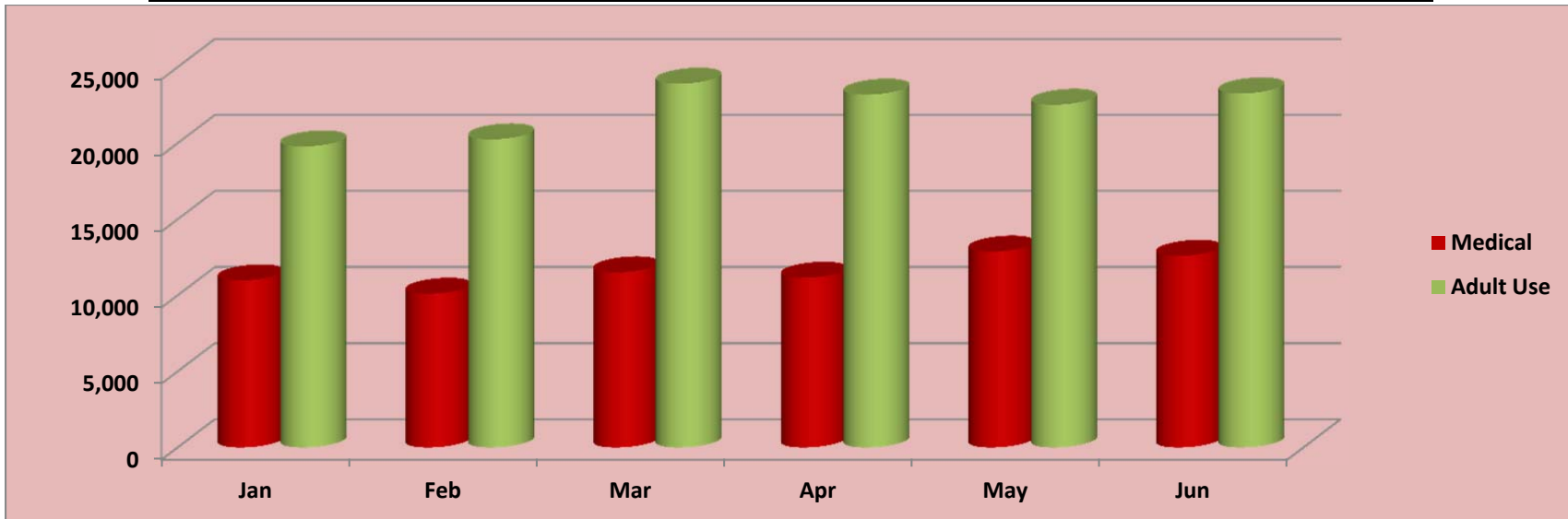


Table 10: Units of Edibles Sold Monthly as of June 30, 2018

	Jan	Feb	Mar	Apr	May	Jun	Total
Medical	146,992	140,993	164,244	164,209	158,822	148,293	923,553
Adult Use	750,534	722,586	945,987	849,792	839,836	941,402	5,050,137
Total	897,526	863,579	1,110,231	1,014,001	998,658	1,089,695	5,973,690

Monthly Total Units of Edibles Sold to Consumers as of June 30, 2018 (Table 10)

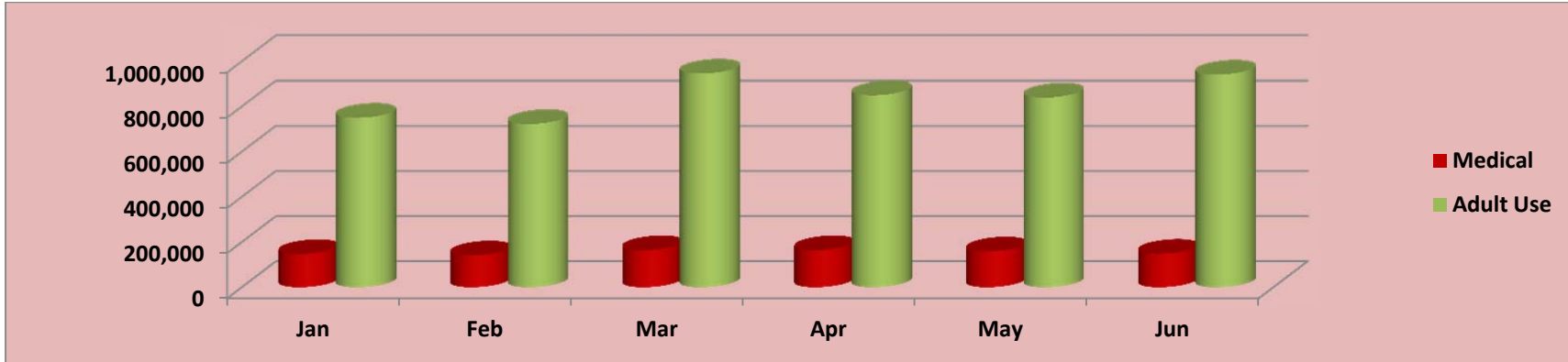


Table 11: Units of Non-Edible Infused Products Sold Monthly as of June 30, 2018

	Jan	Feb	Mar	Apr	May	Jun	Total
Medical	15,443	13,961	16,676	15,931	15,216	16,768	93,995
Adult Use	70,263	68,214	83,810	75,048	84,435	93,432	475,202
Total	85,706	82,175	100,486	90,979	99,651	110,200	569,197

Monthly Total Units of Non-Edibles Sold to Consumers as of June 30, 2018 (Table 11)

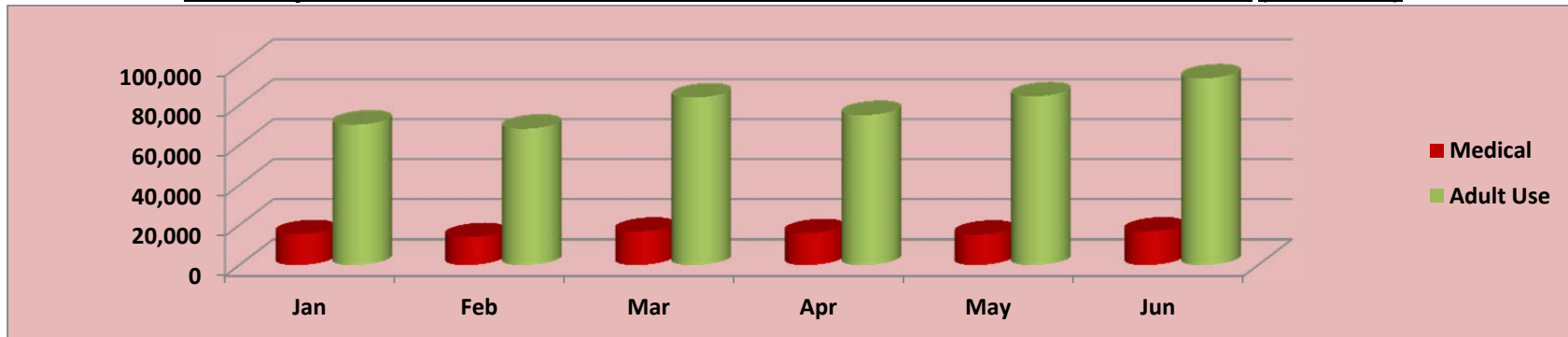


Table 12: Pounds* of Concentrate Sold Monthly as of June 30, 2018

	Jan	Feb	Mar	Apr	May	Jun	Total
Medical	1,236	1,093	1,199	1,160	1,109	1,233	7,030
Adult Use	1,370	1364	1,610	1,608	1,524	1,506	8,982
Total	2,606	2,457	2,809	2,768	2,633	2,739	16,012

Monthly Total Pounds of Concentrate Sold to Consumers (Table 12)

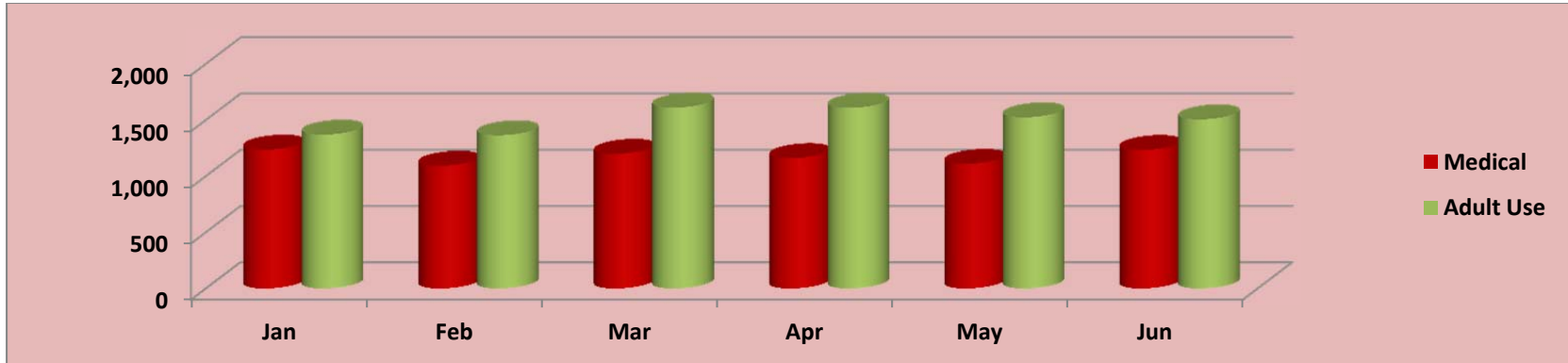
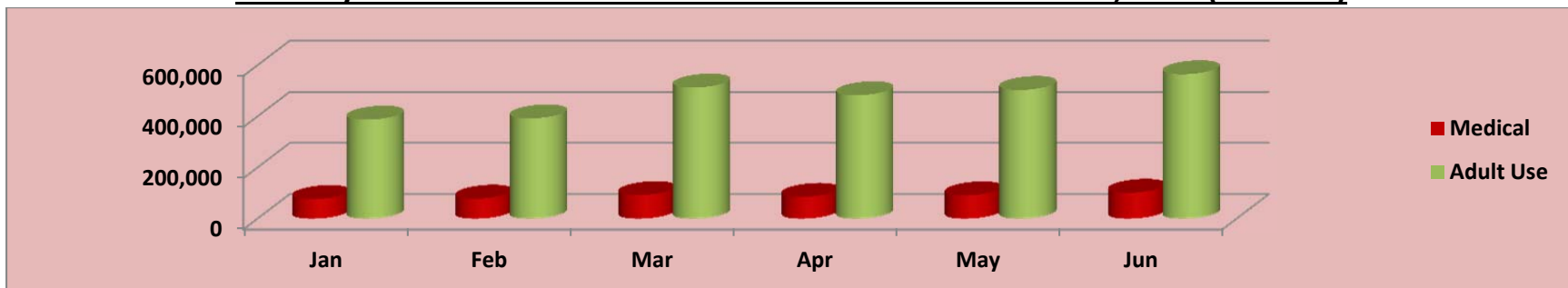


Table 13: Units* of Concentrates Sold Monthly as of June 30, 2018

	Jan	Feb	Mar	Apr	May	Jun	Total
Medical	76,733	78,369	92,417	85,393	91,287	101,298	525,497
Adult Use	387,343	392,277	512,803	482,703	503,368	564,992	2,843,486
Total	464,076	470,646	605,220	568,096	594,655	666,290	3,368,983

Monthly Units of Concentrate Sold to Consumers as of June 30, 2018 (Table 13)



*The inventory tracking system tracks concentrates by either weight or unit based on the manufacturer's preference.

Testing Data

*This section includes Adult Use data only, the Annual Update will include Medical and Pesticide testing data

Microbial Contaminant Testing

- There was a 9.4% increase in the number of packages submitted for microbial contaminant testing during the first six months of 2018; to the first six months of 2017.

Microbial Contaminant Testing

- This increase corresponds to an increase in the number of plants cultivated and harvested during the first six months of 2018 described earlier in update.

Table 14: Adult Use Marijuana Potency and Homogeneity Testing as of June 30, 2018

(The term “package” refers to a single test batch submitted to a Testing Facility)

	Jan	Feb	Mar	Apr	May	Jun	Total
Flower and Shake/Trim Packages Tested (Potency)	4,678	4,435	5,145	4,364	4,162	4,303	27,087
Infused Edible Packages Tested (Potency)	695	654	787	705	874	791	4,506
Infused Edible Packages Tested (Homogeneity)	468	404	502	445	610	530	2,959
Infused Non-edible Packages Tested (Potency)	191	146	170	142	110	144	903
Concentrate Packages Tested (Potency)	5,611	5,148	6,380	6,306	5,876	5,547	34,868

Table 15: Adult Use Marijuana Contaminant Testing as of June 30, 2018

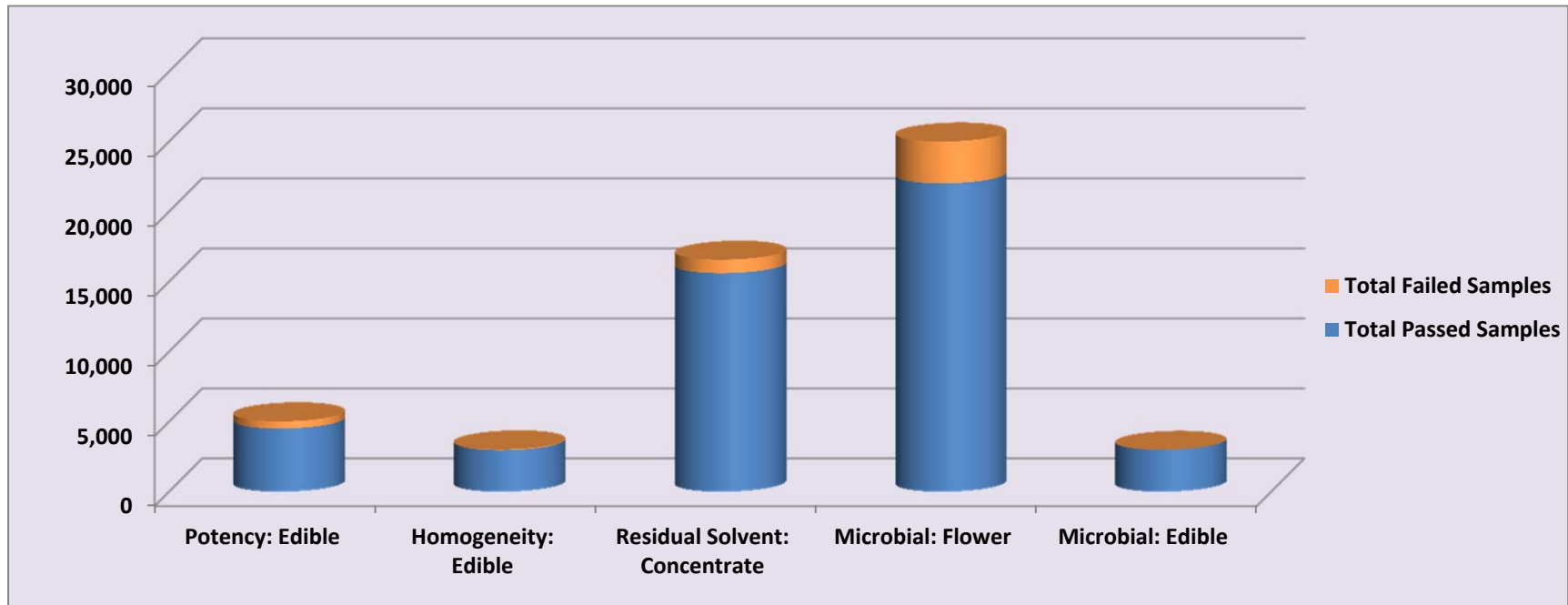
(The term “package” refers to a single test batch submitted to a Testing Facility)

	Jan	Feb	Mar	Apr	May	Jun	Total
Flower and Shake/Trim Packages Tested (Microbial Contaminants)	3,162	3,900	4,692	4,361	3,344	2,561	22,020
Infused Edible Packages Tested (Microbial Contaminants)	467	516	547	486	553	420	2,989
Infused Non-edible Packages Tested (Microbial Contaminants)	102	94	131	97	65	57	546
Concentrate Packages Tested (Microbial Contaminants)	413	559	531	549	388	265	2,705
Concentrate Packages Tested (Residual Solvent Contaminants)	1,915	2,581	3,102	2,812	2,629	2,564	15,603

Table 16: Adult Use Marijuana Testing Results as of June 30, 2018 (Percentage of Packages That Passed Testing)

	Jan	Feb	Mar	Apr	May	Jun	Total
Infused Edible Potency Results	89.9	85.6	86.7	88.7	92.5	87.7	88.5
Infused Edible Homogeneity Results	98.7	98.8	97.4	97.5	95.9	98.9	97.9
Flower and Shake/Trim Microbial Contaminant Results	88.2	85.1	86.7	85.0	87.9	85.4	86.4
Infused Edible Microbial Contaminant Results	100	100	100	99.8	100	100	100.0
Infused Non-edible Microbial Contaminant Results	100	100	100	100	100	100	100.0
Concentrate Microbial Contaminant Results	97.8	99.3	99.8	98.9	99.5	97.7	98.8
Concentrate Residual Solvent Contaminant Results	99.2	88.1	91.4	93.9	94.9	95.2	93.8

Total Testing Results by Test Type as of June 30, 2018 (Tables 14-16)



Investigation Information

Change of Ownership Investigations

- Similar to the first six months of 2017, the volume of Change of Ownership investigations averages over 50 per month.

Administrative Actions

- 145 Administrative Actions were issued by the Division during the first six months of 2018, which affected 70 business licenses and 184 occupational or owner licensees.

Table 17: Investigations Conducted by MED as of June 30, 2018

Investigation Type	Total Number of Investigations
Business Background Investigation	142
Individual Background Investigation	328
Renewal Investigation	2,050
Change of Ownership Investigation	332
Change of Location Investigation	31
Modification of Premises Investigation	277
Change of Trade Name Investigation	62
Non-Qualified Sales Check Investigation (% of Checks Passed)	45 (100%)
Targeted Compliance Inspections	133
Regulatory and Criminal Investigation	756

Table 18: Licenses Included in Administrative Actions as of June 30, 2018 (Multiple licenses may be included in a single Administrative Action)

	Medical Centers	Medical Cultivations	Medical MIPs	Medical Testing Facilities	Adult Use Stores	Adult Use Cultivations	Adult Use Product Manufacturers	Adult Use Testing Facilities	Owners or Occupational Badge Holder	Total Licenses Affected
Assurance of Voluntary Compliance	2	2	2	1	1	2	0	0	9	19
Denial	2	2	2	0	2	2	1	0	93	104
Summary Suspension	1	1	0	0	1	1	0	0	12	16
Order to Show Cause	1	2	0	0	6	2	0	0	21	32
Stipulation, Agreement, and Order	6	9	1	0	11	7	0	0	49	83
Totals	12	16	5	1	21	14	1	0	184	254

Volume of Administrative Actions by Type as of June 30, 2018 (Table 18)

