



COLORADO
Department of Revenue
Enforcement Division - Marijuana

MED 2016 Annual Report

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August 2, 2017

Licensing Data

Business Licenses

- Approved Retail Business Licenses increased at a rate of 22% in 2016. Approved Medical Business Licenses increased at a rate of 7% in 2016.

Occupational Licenses

- An average of 1,249 new occupational licenses are issued each month and an average of 35% of occupational licenses are renewed.

Table 1: Local Jurisdictions Reporting Marijuana Licensing Status as of December 31, 2016

Medical and Retail Marijuana Banned	212
Medical Marijuana Licenses Only	18
Retail Marijuana Licenses Only	11
Medical and Retail Marijuana Licenses	79
Total	320

*In previous reporting a duplicate entry was included on the banned licensing status. This update has removed that entry.

2016 Local Jurisdiction Licensing Status (Table 1)

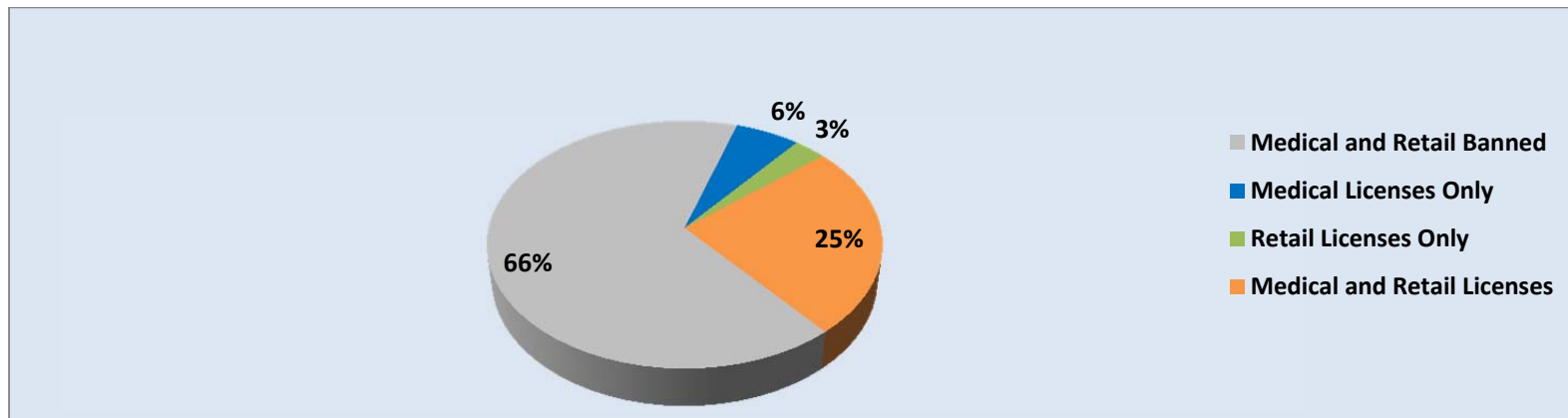
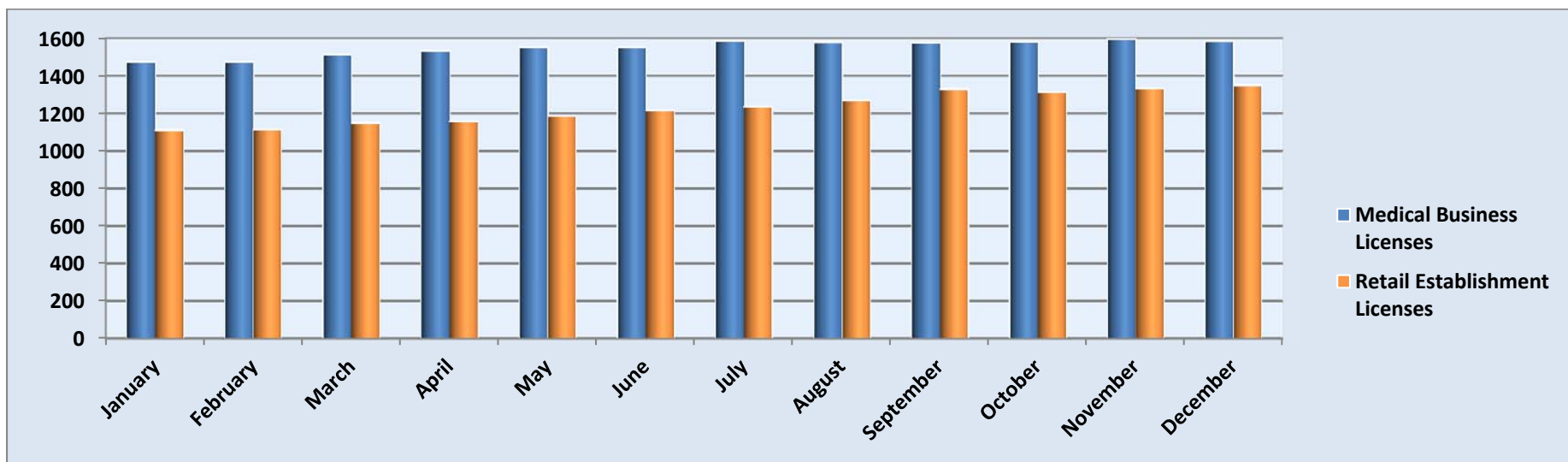


Table 2: Month-End Business and Establishment License Totals by Type

	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec
Medical Marijuana Businesses												
Centers	517	514	523	528	530	529	531	528	528	528	530	528
Cultivation Facilities	754	753	774	781	788	786	801	797	790	790	797	788
Infused Product Manufacturers	204	206	216	225	233	237	242	241	244	248	256	254
Testing Facilities	0	0	0	0	0	0	13	13	14	14	14	14
Total Medical Licenses	1,475	1,473	1,513	1,534	1,551	1,552	1,587	1,579	1,576	1,580	1,597	1,584
Retail Marijuana Establishments												
Stores	426	424	426	421	432	435	440	450	454	454	454	459
Cultivation Facilities	501	503	530	538	554	572	584	596	610	613	626	633
Product Manufacturing Facilities	168	173	180	184	187	193	198	208	252	231	237	244
Testing Facilities	16	15	14	14	14	15	15	15	14	14	14	14
Total Retail Licenses	1,111	1,115	1,150	1,157	1,187	1,215	1,237	1,269	1,330	1,312	1,331	1,350
Total Medical and Retail Licenses	2,586	2,588	2,663	2,691	2,738	2,767	2,824	2,848	2,906	2,892	2,928	2,934

2016 Month-End Total Medical Business and Retail Establishment Licenses (Table 2)



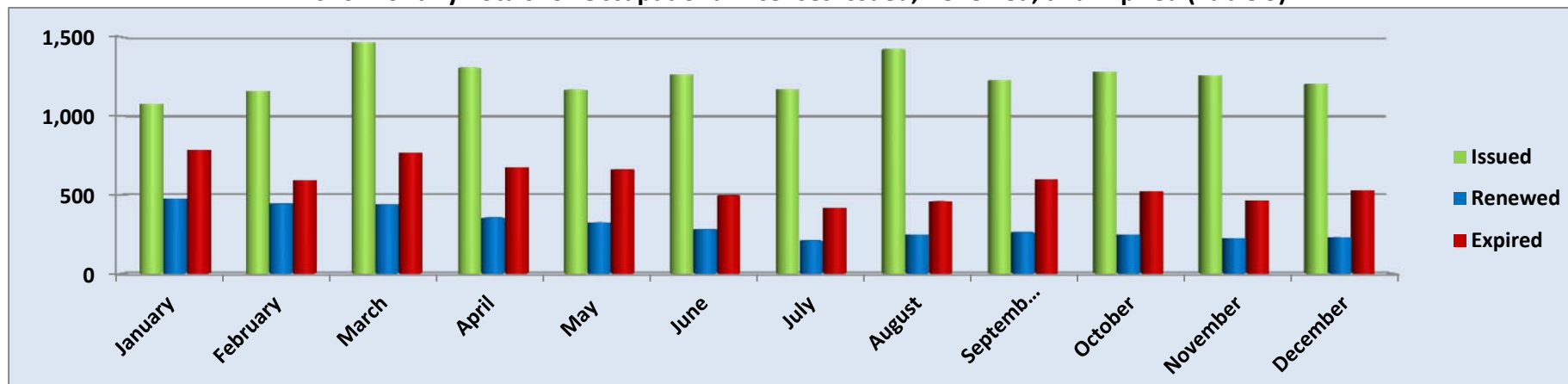
Colorado Marijuana Enforcement Division: 2016 Annual Report

Table 3: Month-End Occupational License Totals

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

	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Key Licenses Issued	293	318	442	362	362	393	316	396	318	336	302	232	4,070
Support Licenses Issued	784	840	1,023	944	804	870	851	1,027	907	944	956	970	10,920
Total New Occupational Licenses Issued	1,077	1,158	1,465	1,306	1,166	1,263	1,167	1,423	1,225	1,280	1,258	1,202	14,990
Key Licenses Renewed	216	190	187	142	143	125	84	111	110	89	91	87	1,575
Support Licenses Renewed	260	253	251	212	181	154	124	136	151	158	133	143	2,156
Total Occupational Licenses Renewed	476	443	438	354	324	279	208	247	261	247	224	230	3,731
Key Licenses Expired	177	102	111	87	96	82	82	86	115	93	78	95	1,204
Support Licenses Expired	609	488	657	588	563	413	334	373	481	429	384	434	5,753
Total Occupational Licenses Expired	786	590	768	675	659	495	416	459	596	522	462	529	6,957
Percentage of Occupational Licenses Renewed	38%	43%	36%	34%	33%	36%	33%	35%	30%	32%	33%	30%	35%
Total Active Occupational Licenses (on the last day of each month listed)	26,570	26,410	26,694	27,145	27,350	27,764	28,214	28,847	29,292	29,865	30,391	30,866	

2016 Monthly Totals for Occupational Licenses Issued, Renewed, and Expired (Table 3)



Cultivated Plants

2016 Monthly Average

- There was a 24% increase in the average number of marijuana plants cultivated statewide from January to December of 2016.

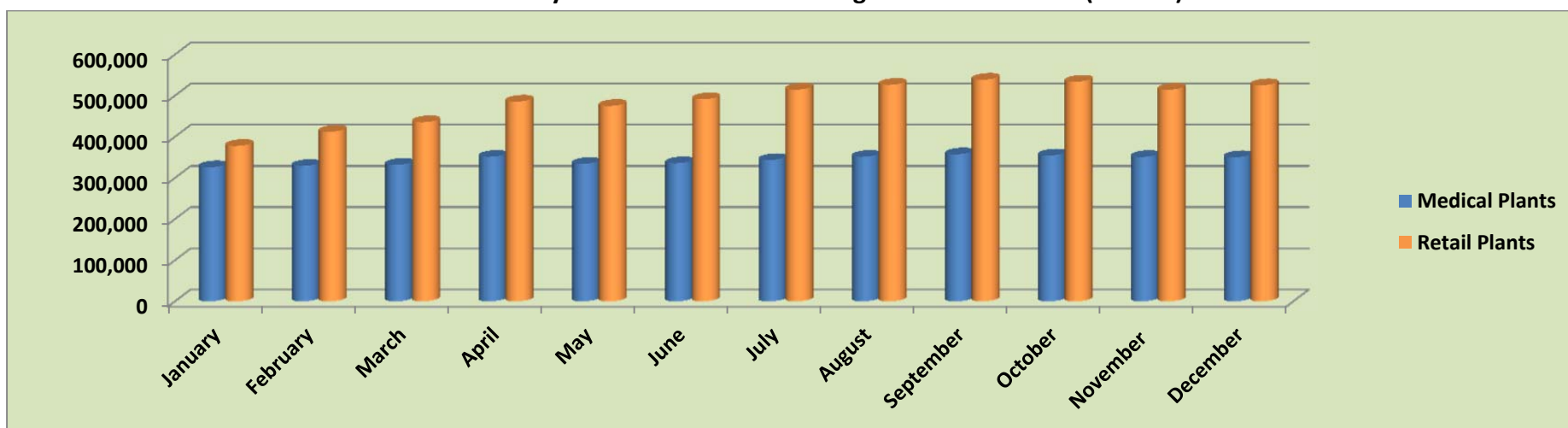
Plants by County

- Pueblo County emerged as the county with the second most number of plants being cultivated in the State during the months of April thru September, likely a result of the number of outdoor cultivations in that county.

Table 4: Monthly Average of Marijuana Plants Cultivated

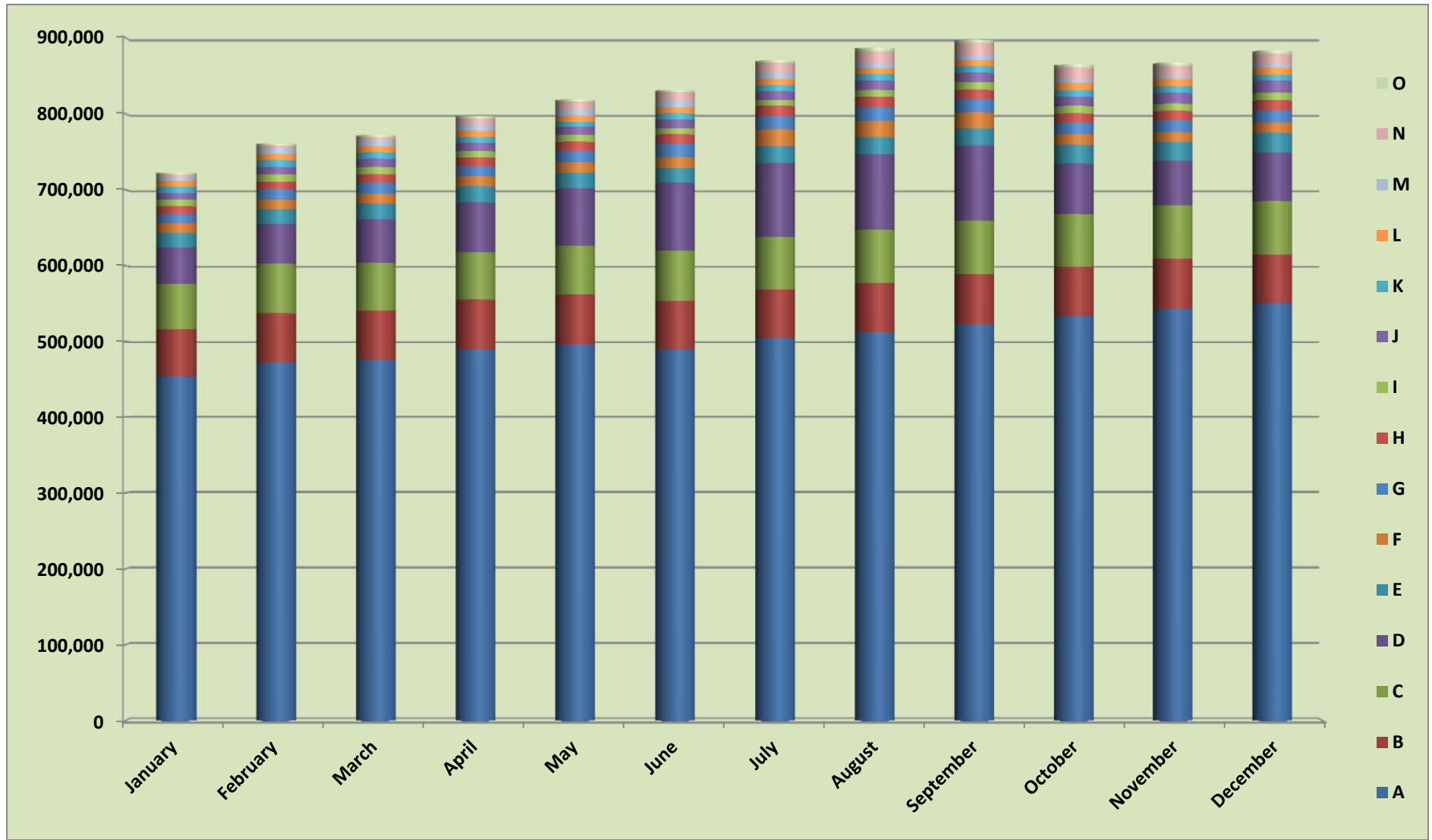
	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
Average Medical Cultivated Plants	326,017	329,192	332,047	351,300	334,118	335,735	343,446	351,345	357,380	354,504	351,007	350,206
Average Retail Cultivated Plants	377,778	412,302	435,406	485,456	475,032	491,228	514,587	526,227	538,671	533,818	514,367	525,225
Combined Average Cultivated Plants	703,795	741,494	767,453	836,756	809,150	826,963	858,033	877,572	896,051	888,322	865,374	875,431

2016 Monthly Medical and Retail Average Cultivated Plants (Table 4)



		Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec
A	Denver	454,095	472,631	475,548	489,681	496,254	490,182	504,297	512,489	522,959	533,949	542,769	550,264
B	Boulder	62,310	64,644	65,692	65,694	65,613	63,357	64,545	65,013	65,788	64,884	66,422	64,410
C	El Paso	59,663	65,117	62,257	62,100	64,231	66,353	68,915	69,740	70,761	69,399	70,714	70,644
D	Pueblo	47,745	52,702	57,451	65,847	75,483	89,135	97,645	99,746	98,668	66,217	58,007	63,729
E	Garfield, Mesa, Routt	19,142	19,047	21,084	21,287	20,787	19,463	21,744	21,869	22,307	24,509	24,763	25,848
F	Eagle, Grand, Pitkin, Summit	13,498	12,555	12,705	12,957	13,541	14,416	22,163	21,566	21,100	14,401	13,232	13,741
G	Chaffee, Fremont, Lake	11,051	13,646	14,173	12,938	15,155	17,732	17,766	18,299	17,640	14,896	15,198	15,857
H	Larimer	10,614	10,455	11,582	12,256	12,163	12,334	13,342	13,546	12,315	12,225	12,679	13,361
I	Archuleta, La Plata, Montezuma, San Juan	8,892	9,642	9,562	7,933	9,400	8,147	8,027	9,071	10,256	9,660	9,466	9,765
J	Adams, Arapahoe	8,667	9,623	10,733	11,314	10,656	11,642	11,028	12,103	12,101	12,097	14,089	15,792
K	Morgan, Sedgwick, Weld	8,165	8,700	8,495	7,356	6,190	7,748	8,266	8,674	8,635	8,994	8,819	8,000
L	Clear Creek, Gilpin, Jefferson	7,575	8,361	7,957	8,312	7,826	8,044	7,897	7,699	8,175	9,324	9,602	8,848
M	Gunnison, Montrose, Ouray, San Miguel	5,287	6,703	7,358	7,926	8,097	8,110	7,641	6,681	6,014	4,291	3,973	4,154
N	Conejos, Costilla, Huerfano, Las Animas, Saguache	3,179	4,031	4,289	8,071	10,479	11,838	13,577	15,828	16,512	15,432	13,040	13,957
O	Park, Teller	2,577	2,630	2,993	3,216	2,886	2,320	3,151	4,472	4,144	4,274	4,183	4,593
	Total	722,460	760,487	771,879	796,888	818,761	830,821	870,004	886,796	897,375	864,552	866,956	882,963

2016 Month-End Total Plant Count by County or Group of Counties (Table 5)



Volume Sold to Consumers

Flower Sales

- The month of July saw an unprecedented shift in pounds of flower sold to consumers. Retail pounds of flower sold to consumers exceeded Medical sales for the first time in Colorado.

Edible Sales

- On average, over 780,000 units of edibles were sold to consumers each month. Approximately 77% of those units are sold to Retail Marijuana consumers.

Table 6: Pounds of Flower Sold Monthly

	January	February	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Medical	11,457	12,463	13,722	14,343	14,362	14,374	14,548	14,935	14,787	12,371	11,276	11,360	159,998
Retail	10,130	10,786	12,172	12,719	13,015	14,242	15,229	16,925	18,467	17,664	16,481	17,812	175,642
Total	21,587	23,249	25,894	27,062	27,377	28,616	29,777	31,860	33,254	30,035	27,757	29,172	335,640

2016 Monthly Totals for Pounds of Flower/Bud Sold to Consumers (Table 6)

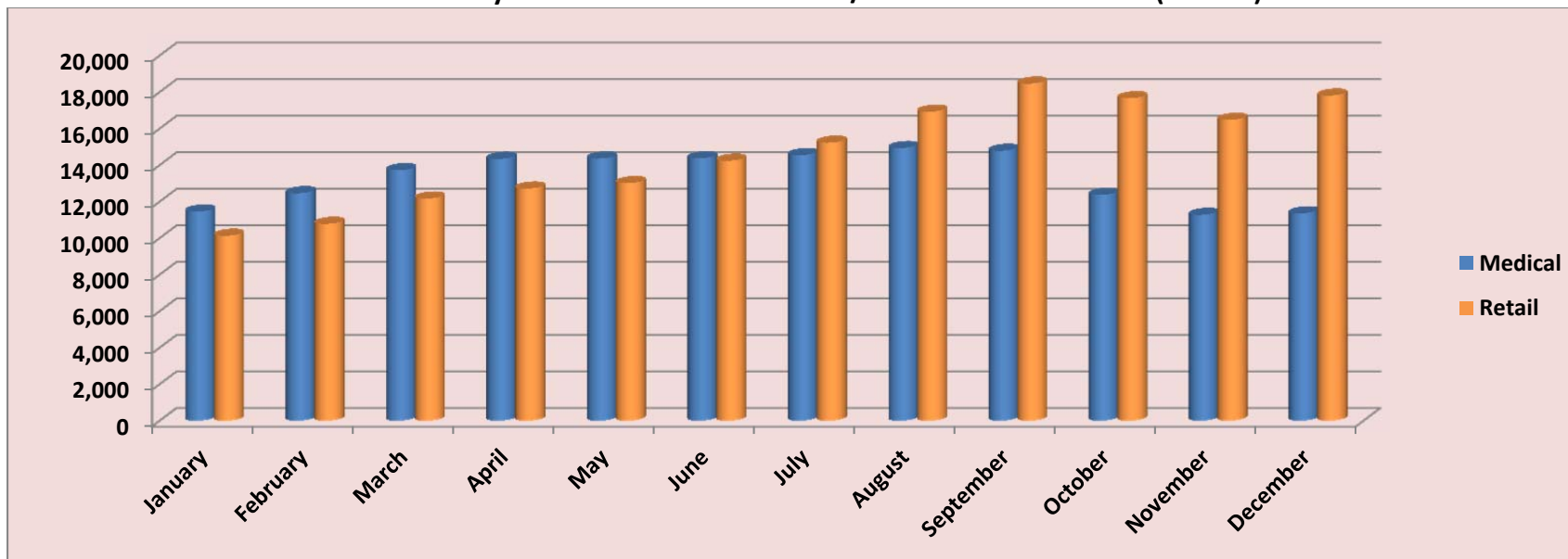


Table 7: Units of Edibles Sold Monthly

	January	February	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Medical	170,371	171,169	194,857	196,210	182,033	168,292	171,447	163,753	164,200	168,630	209,586	157,290	2,117,838
Retail	504,109	501,203	595,918	547,693	545,246	581,172	728,144	701,473	661,409	605,023	603,138	676,408	7,250,936
Total	674,480	672,372	790,775	743,903	727,279	749,464	899,591	865,226	825,609	773,653	812,724	833,698	9,368,774

2016 Monthly Total Units of Edibles Sold to Consumers (Table 7)

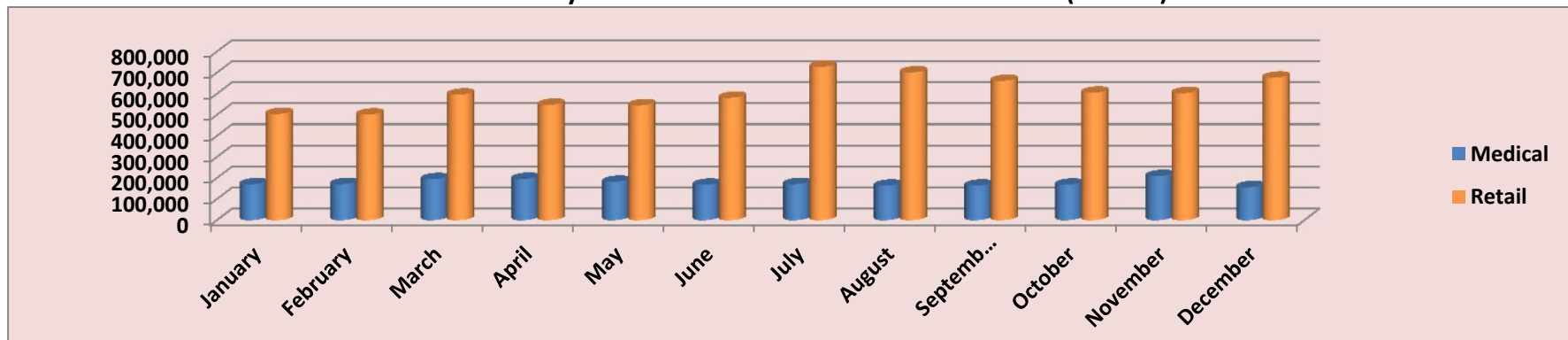
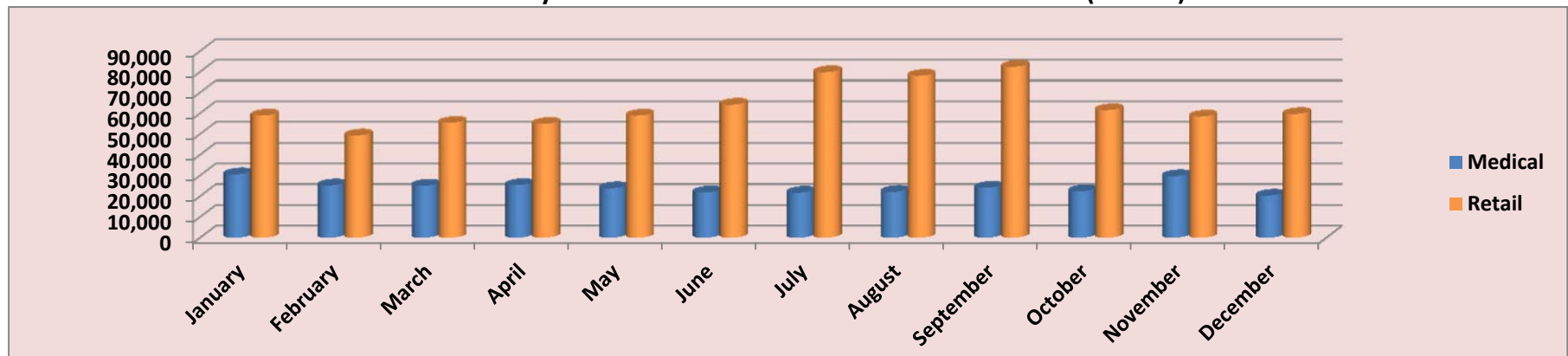


Table 8: Units of Non-edibles Sold Monthly

	January	February	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Medical	30,572	25,238	25,130	25,395	23,883	21,867	21,726	22,059	24,124	22,415	29,690	20,302	292,401
Retail	58,924	49,335	55,427	54,911	58,900	64,185	79,862	78,098	82,455	61,538	58,456	59,673	761,764
Total	89,496	74,573	80,557	80,306	82,783	86,052	101,588	100,157	106,579	83,953	88,146	79,975	1,054,165

2016 Monthly Total Units of Non-edibles Sold to Consumers (Table 8)



Testing Data

Flower/Trim Testing

- On average, approximately 7,169 packages of flower and shake/trim are submitted for testing per month.

All Other Testing

- The other categories of marijuana combine to average approximately 7,385 packages submitted for testing each month.

Table 9: Retail Marijuana Potency and Homogeneity Testing* (The term “package” refers to a single test batch submitted to a Testing Facility)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Flower and Shake/Trim Packages Tested (Potency)	3,019	3,044	3,349	3,199	3,091	3,316	3,384	3,412	3,703	3,809	3,839	3,899	41,064
Infused Edible Packages Tested (Potency)	827	633	785	668	533	549	595	685	621	592	573	515	7,576
Infused Edible Packages Tested (Homogeneity)	555	467	531	403	342	346	356	400	417	419	367	297	4,900
Infused Non-edible Packages Tested (Potency)	112	61	148	113	110	97	143	153	131	95	88	153	1,404
Concentrate Packages Tested (Potency)	3,211	2,889	3,988	3,891	3,552	3,732	3,764	4,156	4,256	4,188	4,153	4,627	46,407

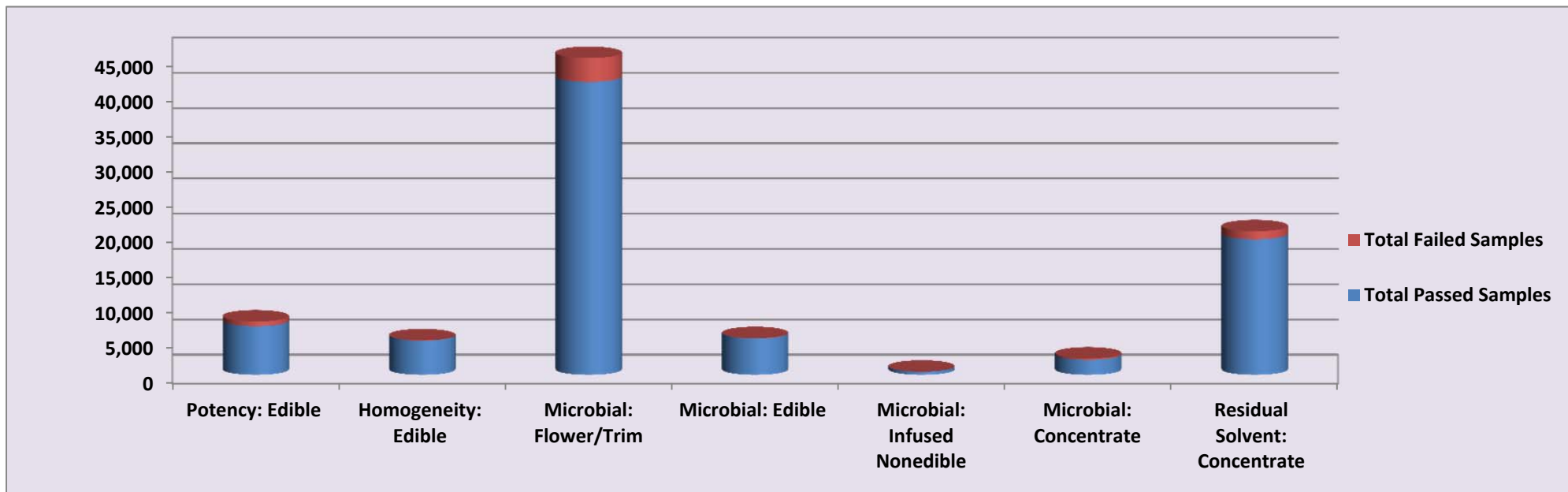
Table 10: Retail Marijuana Contaminant Testing* (The term “package” refers to a single test batch submitted to a Testing Facility)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Flower and Shake/Trim Packages Tested (Microbial Contaminants)	5,473	4,641	4,466	4,128	3,402	3,272	3,292	3,205	3,160	3,733	3,110	3,081	44,963
Infused Edible Packages Tested (Microbial Contaminants)	595	453	485	559	362	347	401	410	408	472	369	340	5,201
Infused Non-edible Packages Tested (Microbial Contaminants)	27	21	38	39	45	49	53	54	29	29	17	47	448
Concentrate Packages Tested (Microbial Contaminants)	254	170	227	222	240	169	160	268	164	222	103	117	2,316
Concentrate Packages Tested (Residual Solvent Contaminants)	2,050	1,874	2,140	2,000	1,619	1,537	1,296	1,425	1,767	1,597	1,428	1,637	20,370

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Infused Edible Potency Results	89.4%	89.7%	93.9%	93.1%	89.3%	93.1%	87.7%	92.6%	88.7%	94.3%	93.7%	89.3%	91.2%
Infused Edible Homogeneity Results	98.9%	97.2%	98.7%	99.8%	99.7%	97.7%	99.7%	100%	99.5%	100%	99.7%	99%	99.2%
Flower and Shake/Trim Microbial Contaminant Results	93.0%	92.5%	93.6%	92.6%	92.5%	94.6%	90.6%	92.6%	90.6%	89.9%	93.2%	93.9%	92.5%
Infused Edible Microbial Contaminant Results	100%	99.8%	99.6%	92.8%	99.2%	100%	99.8%	100%	100%	100%	99.2%	100%	99.2%
Infused Non-edible Microbial Contaminant Results	100%	95.2%	92.1%	100%	100%	100%	100%	100%	100%	100%	100%	100%	98.9%
Concentrate Microbial Contaminant Results	92.9%	97.1%	97.4%	96.8%	96.7%	92.9%	86.3%	89.2%	81.7%	77.9%	99.0%	98.3%	92.2%
Concentrate Residual Solvent Contaminant Results	96.1%	95.8%	96.2%	95.8%	94.4%	95.4%	90.7%	93.9%	94.9%	93.4%	92.5%	93.9%	94.4%

*Previously, the MED only reported on test types that could result in a failed test; this report now includes all required Retail test types. Based on the overall number of tests for a single category, one or two licensees can have a significant impact on the percentage of packages that passed testing for a single month. A contaminated batch or series of batches from one licensee can be tested multiple times as part of an informational gathering process. This report does not exclude multiple failed tests that may result from a single batch.

2016 Total Testing Results by Test Type (Tables 9–11)



Investigation Information

Background Investigations

- On average, the Background section conducted approximately 464 investigations per month. This includes investigations into both businesses and individuals.

Administrative Actions

- 79% of the Summary Suspensions issued on licenses by the State Licensing Authority involved owner or occupational badges.

Table 14: Background Investigations

Type of Investigation	Total Number of Investigations
Business Background Investigation	658
Individual Associated Key Background Investigation	466
Renewal Investigation	3,492
Financial Investment Investigation	379
Change of Ownership Investigation	577

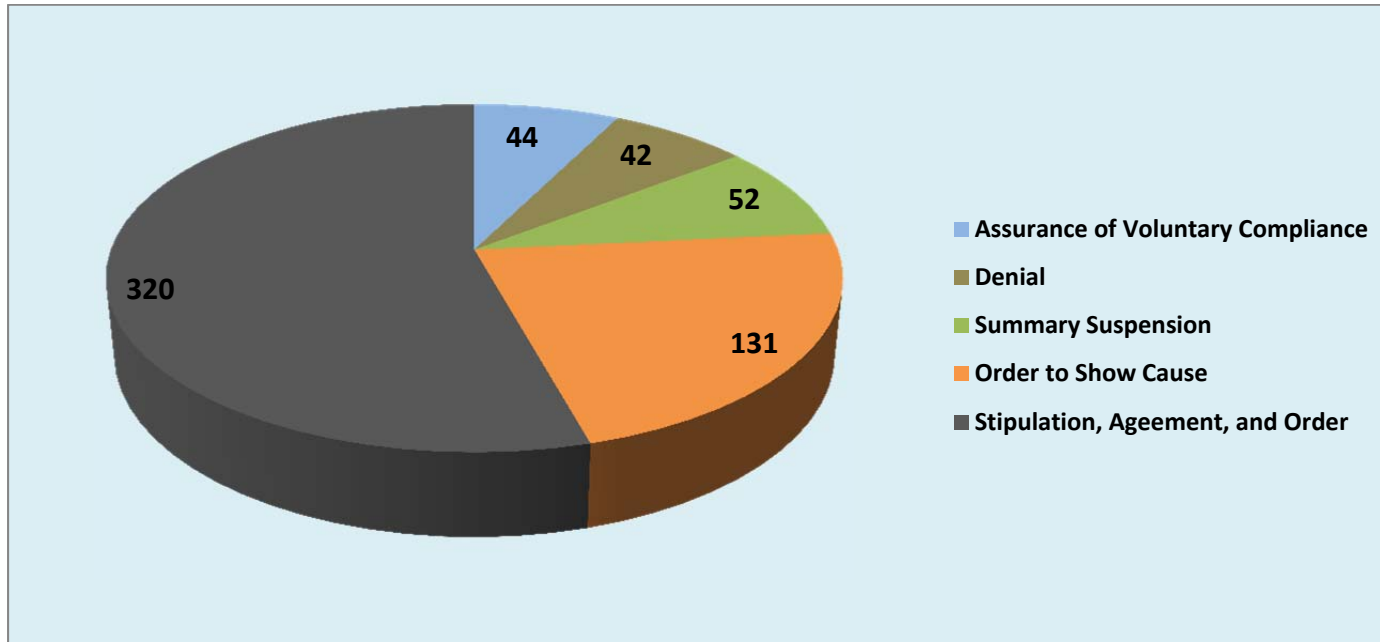
Table 15: Field Enforcement Investigations

Type of Investigation	Total Number of Investigations
Change of Location Investigation	133
Modification of Premises Investigation	471
Change of Trade Name Investigation	115
Non-Qualified Sales Check Investigation (% of Checks Passed)	254 (94%)
Regulatory and Criminal Investigation	913

Table 16: Administrative Actions Issued by the State Licensing Authority

	Medical Centers	Medical Cultivations	Medical MIPs	Retail Stores	Retail Cultivations	Retail Product Manufacturers	Retail Testing Facilities	Owners or Occupational Badge Holder	Total Licenses Affected
Assurance of Voluntary Compliance	2	11	1	2	5	1	0	22	44
Denial	6	7	0	2	3	0	1	28	47
Summary Suspension	4	4	0	1	2	0	0	41	52
Order to Show Cause	3	4	1	32	8	1	0	82	131
Stipulation, Agreement, and Order	24	39	4	38	27	3	0	185	320
Totals	38	64	6	74	44	5	1	357	594

2016 Administrative Actions Issued (Table 16)



Addendum to the 2016 Annual Report - 6/25/2018

The MED has made this data available as similar information was included in the 2017 Annual Report.

Table 17: Pounds of Concentrate Sold Monthly in 2016

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Medical	610.86	652.17	741.80	754.31	741.09	778.33	910.11	930.91	960.58	1,007.70	977.87	971.04	10,036.77
Adult Use	422.69	441.54	528.14	575.88	540.09	561.07	706.79	715.71	772.41	745.98	779.68	820.78	7,610.76
Total	1,033.55	1,093.7	1,269.94	1,330.19	1,281.18	1,339.40	1,616.90	1,646.62	1,732.99	1,753.67	1,757.55	1,791.82	17,647.53

Table 18: Units of Concentrates Sold Monthly in 2016

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Medical	53,129	45,033	48,232	51,468	50,754	49,411	49,275	50,180	48,924	51,738	58,100	49,849	606,094
Adult Use	113,737	115,655	133,234	132,502	138,281	150,388	176,485	186,376	198,440	182,959	191,997	212,857	1,932,911
Total	166,866	160,688	181,466	183,970	189,036	199,799	225,761	236,556	247,364	234,697	250,097	262,706	2,539,005