



COLORADO
Department of Revenue
Enforcement Division – Marijuana

MED 2019 Mid-Year Update

Lu Córdova

Executive Director, Colorado Department of Revenue

Heidi Humphreys

Deputy Executive Director, Colorado Department of Revenue

Cory Amend

Senior Director, Colorado Department of Revenue

Jim Burack

Director, Marijuana Enforcement Division

Kyle Lambert

Deputy Director, Marijuana Enforcement Division

February 7, 2020

Licensing Data

Marijuana Business Licenses

The total number of marijuana business licenses decreased each consecutive month from January to June 2019.

Occupational Licenses

The Division processed an average of 1,642 occupational license applications (new and renewal applications combined) per month from January to June 2019.

Table 1: New Business Licenses Issued in as of June 30, 2019

Medical Center	8
Medical Cultivation	2
Medical Infused-Product Manufacturer (MIPs)	1
Medical Testing Facility	1
Medical Transporter	1
Total Medical	13
Adult Use Store	26
Adult Use Cultivation	38
Adult Use Infused-Product Manufacturer (MIPs)	19
Adult Use Testing Facility	3
Adult Use Transporter	1
Total Adult Use	87
Total All	100

Colorado Marijuana Enforcement Division: 2019 Mid-year Update

Table 2: Monthly Establishment License Totals by Type

	Jan	Feb	Mar	Apr	May	Jun
Medical Marijuana Businesses						
Centers	467	464	462	462	460	455
Cultivation Operations	685	677	667	665	649	636
Infused Product Manufacturers	240	240	239	237	231	230
Testing Facilities	11	11	11	11	12	12
Transporter	6	7	7	7	7	5
Total Medical Licenses	1,409	1,399	1,386	1,382	1,359	1,338
Adult Use Marijuana Establishments						
Stores	550	552	554	563	564	566
Cultivation Facilities	740	732	720	705	706	704
Product Manufacturing Facilities	283	286	286	282	285	287
Testing Facilities	11	11	12	11	13	13
Transporter	6	7	7	7	7	5
Total Adult Use Licenses	1,590	1,588	1,579	1,568	1,575	1,575
Total Medical and Adult Use Licenses	2,999	2,987	2,965	2,950	2,934	2,913

Monthly Medical Business & Adult Use Establishment License Totals as of June 30, 2019 (Table 2)

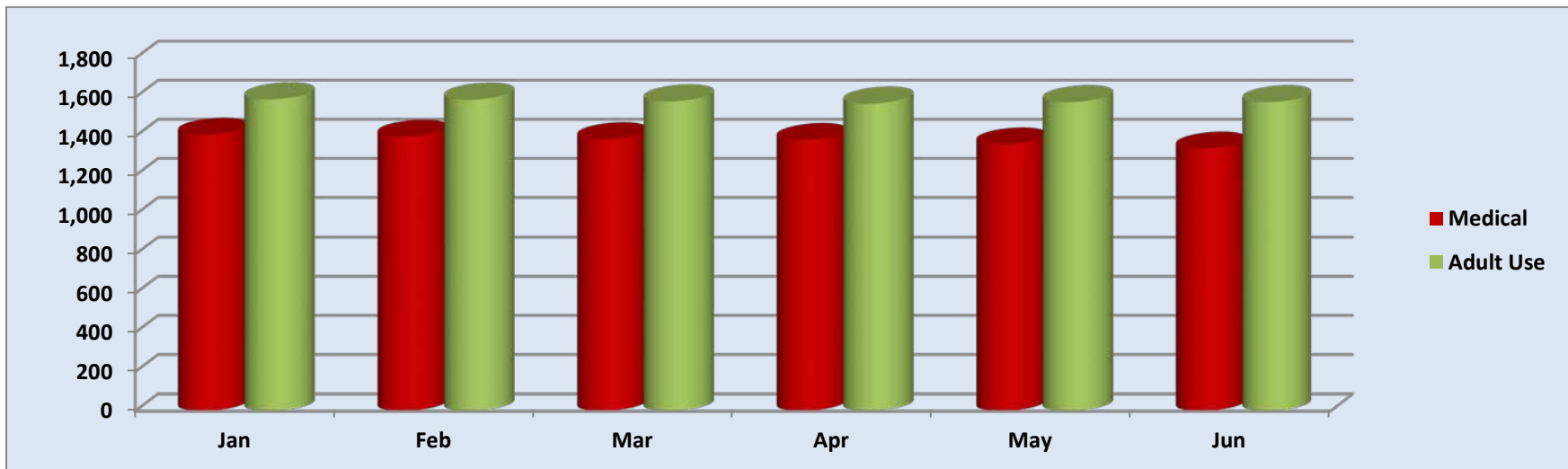
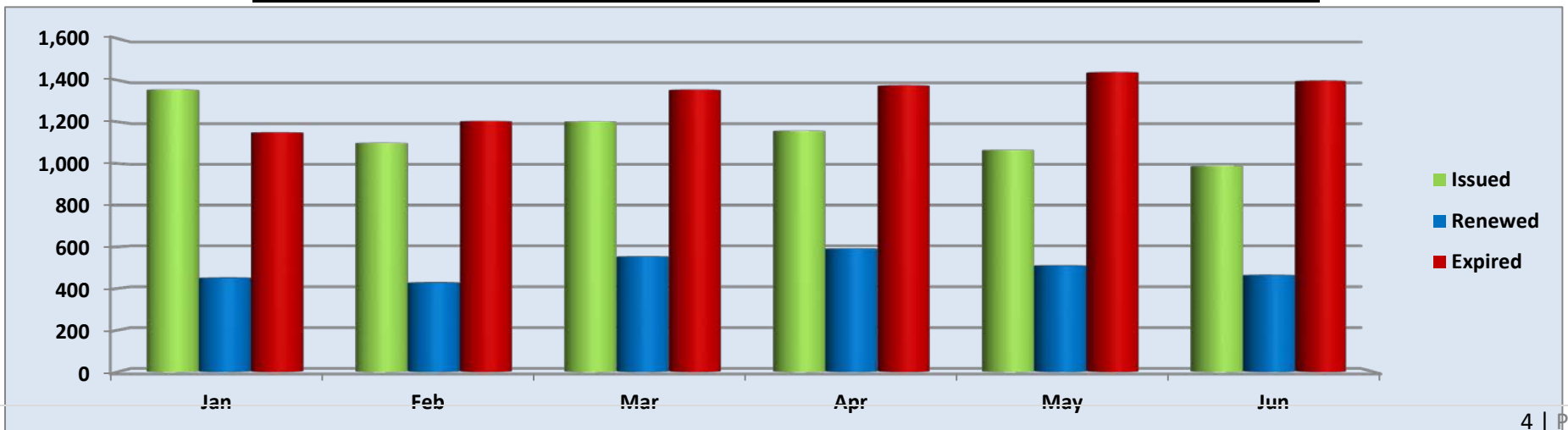


Table 3: Month-End Occupational License Totals

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

	Jan	Feb	Mar	Apr	May	Jun
Key Licenses Issued	360	266	328	357	324	302
Support Licenses Issued	995	833	874	800	741	686
Total New Occupational Licenses Issued	1,355	1,099	1,202	1,157	1,065	988
Key Licenses Renewed	244	232	290	303	269	242
Support Licenses Renewed	205	194	262	287	239	220
Total Occupational Licenses Renewed	449	426	552	590	508	462
Key Licenses Expired	275	224	283	316	358	319
Support Licenses Expired	875	980	1072	1060	1081	1079
Total Occupational Licenses Expired	1,150	1,204	1,355	1,376	1,439	1,398
Percentage of Occupational Licenses Renewed	28.1%	26.1%	28.9%	30.0%	26.1%	24.8%
Total Active Occupational Licenses	40,115	40,206	40,074	39,814	39,440	39,168

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



Cultivated Plants

Average Plant Life Cycle

When comparing the average life cycle of a marijuana plant from mid-year 2018 to mid-year 2019, the cycle length stayed the same at each of the three stages.

Plants by County

78% of the plants being cultivated in the month of June were found in the four counties of Denver, Pueblo, El Paso, and Boulder.

Average Life Cycle of a Marijuana Plant Harvested as of June 30, 2019 was 130 Days



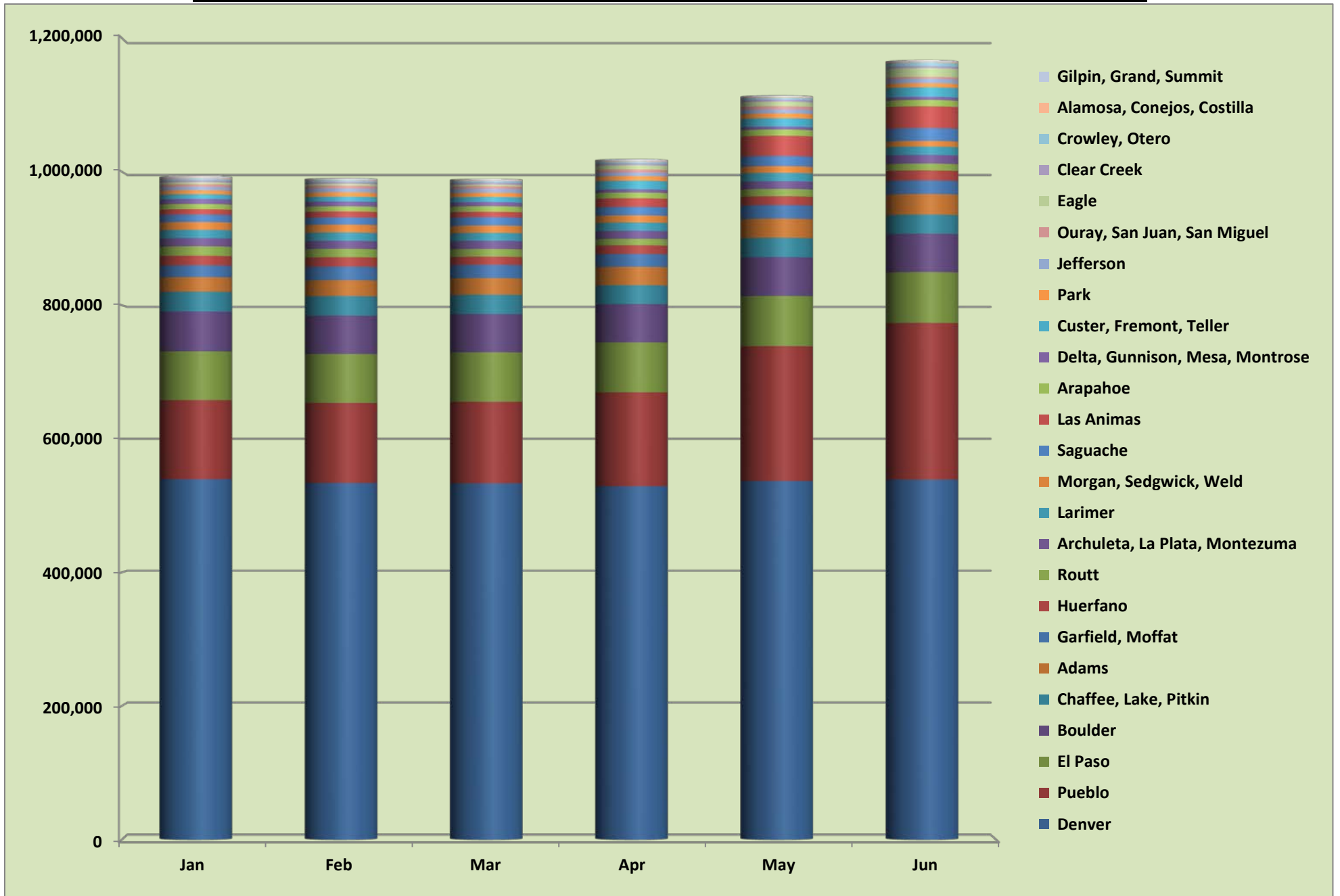
Table 4: Monthly Average of Marijuana Plants Cultivated

	Jan	Feb	Mar	Apr	May	Jun
Average Medical Cultivated Plants	276,745	275,277	274,318	275,342	283,585	286,299
Average Adult Use Cultivated Plants	733,061	719,161	718,828	724,065	789,840	853,361
Combined Average Cultivated Plants	1,009,806	994,438	993,146	999,407	1,073,425	1,139,660

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

<u>County</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>
Denver	539,492	533,737	533,340	528,927	536,884	538,868
Pueblo	118,350	119,966	122,014	140,683	201,806	234,635
El Paso	73,106	73,385	74,192	74,732	75,196	76,037
Boulder	59,617	57,314	57,299	57,432	58,145	57,477
Chaffee, Lake, Pitkin	29,707	29,183	28,809	28,085	28,872	28,545
Adams	21,780	23,821	24,987	27,531	28,651	30,774
Garfield, Moffat	17,565	20,256	19,726	19,282	20,246	20,403
Huerfano	14,397	14,158	12,220	12,893	13,231	14,867
Routt	14,049	12,571	11,626	9,813	10,855	10,276
Archuleta, La Plata, Montezuma	12,434	11,930	12,203	11,997	11,677	12,963
Larimer	12,269	12,560	11,824	12,375	12,471	12,452
Morgan, Sedgwick, Weld	11,709	11,708	11,037	10,681	10,011	8,532
Saguache	11,117	10,813	12,434	12,704	15,217	19,174
Las Animas	8,094	8,884	8,106	12,947	30,259	32,604
Arapahoe	7,764	7,617	8,213	8,486	9,322	9,398
Delta, Gunnison, Mesa, Montrose	7,477	7,218	6,126	4,872	4,475	4,746
Custer, Fremont, Teller	7,182	7,309	7,755	12,915	12,510	14,303
Park	5,698	6,414	6,226	6,806	7,166	6,099
Jefferson	5,239	5,721	5,923	5,302	5,807	6,458
Ouray, San Juan, San Miguel	3,946	4,296	4,103	4,637	4,935	3,174
Eagle	3,031	2,786	2,470	6,344	6,797	12,966
Clear Creek	2,977	3,053	3,160	3,080	3,083	3,070
Crowley, Otero	2,800	2,643	2,517	2,621	3,121	5,610
Alamosa, Conejos, Costilla	1,844	1,216	1,163	1,488	1,445	1,619
Gilpin, Grand, Summit	1,701	1,615	1,633	1,980	1,747	1,723
Grand Total	993,345	990,174	989,106	1,018,613	1,113,929	1,166,773

Month-End Total Plant Count by County (or Group of Counties) as of June 30, 2019 (Table 5)



Category	Adult Use (lbs.)	Medical (lbs.)	Total (lbs.)
Buds/Flower	230,155	105,365	335,520
Shake/Trim	107,557	46,952	154,509
Wet Whole Plants	75,895	33,299	109,194
Grand Total	413,607	185,616	599,223

*Usable Marijuana is defined throughout this report as bud/flower, shake/trim, and wet whole plant reported as a package in the Inventory Tracking System.

Pounds of Usable Marijuana by Category as of June 30, 2019 (Table 6)

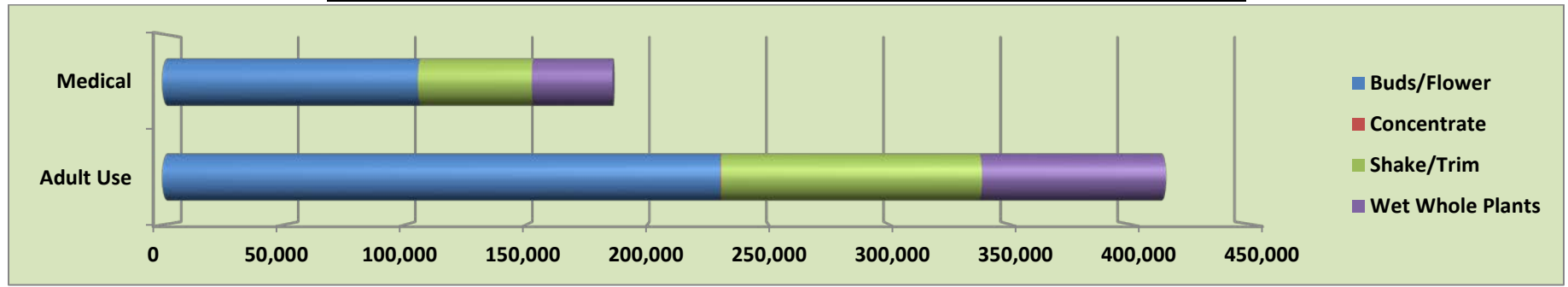


Table 7: Pounds of Usable Marijuana by County as of June 30, 2019

<u>County</u>	<u>Total</u>	<u>Harvested Plants</u>
Denver	336,079	835,964
El Paso	55,632	98,290
Pueblo	55,231	156,904
Boulder	43,113	76,209
Adams	20,700	38,795
Chaffee, Lake, Pitkin	15,714	55,782
Garfield, Moffat	11,147	26,739
Arapahoe	6,365	8,706
Routt	6,209	18,944
Larimer	5,556	15,284
Archuleta, La Plata, Montezuma	5,221	15,026
Clear Creek	4,814	3,437
Huerfano	4,303	17,246
Morgan, Sedgwick, Weld	4,042	15,010
Las Animas	3,373	9,547
Custer, Fremont, Teller	2,948	10,352
Park	2,738	5,298
Saguache	2,735	11,733
Ouray, San Juan, San Miguel	2,638	3,725
Crowley, Otero	2,597	4,389
Delta, Gunnison, Mesa, Montrose	2,175	9,042
Gilpin, Grand, Summit	1,915	1,960
Jefferson	1,889	7,604
Eagle	1,336	2,914
Alamosa, Conejos, Costilla	753	2,163
TOTAL	599,223	1,451,063

Volume Sold to Consumers

Flower and Edible Sales

66% of all flower/bud sold to consumers in the first half of 2019 were in the adult-use market.

87% of all edibles sold to consumers in the first half of 2019 were in the adult-use market.

Concentrate Sales

59% of all the pounds of concentrate and 86% of all the units of concentrate sold to consumers in the first half of 2019 were in the adult-use market. (*Based on the varied types of concentrate products; concentrates are reported by licensees in either weight or individual units based on licensee preference.)

Table 8: Pounds of Flower/Bud Sold to Consumers as of June 30, 2019

	Jan	Feb	Mar	Apr	May	Jun	Total
Adult Use	17,661	16,660	20,058	19,835	20,856	22,612	117,682
Medical	9,151	8,377	10,069	10,583	11,304	10,700	60,184
Grand Total	26,811	25,037	30,127	30,418	32,160	33,312	177,866

Pounds of Flower/Bud Sold to Consumers as of June 30, 2019 (Table 8)

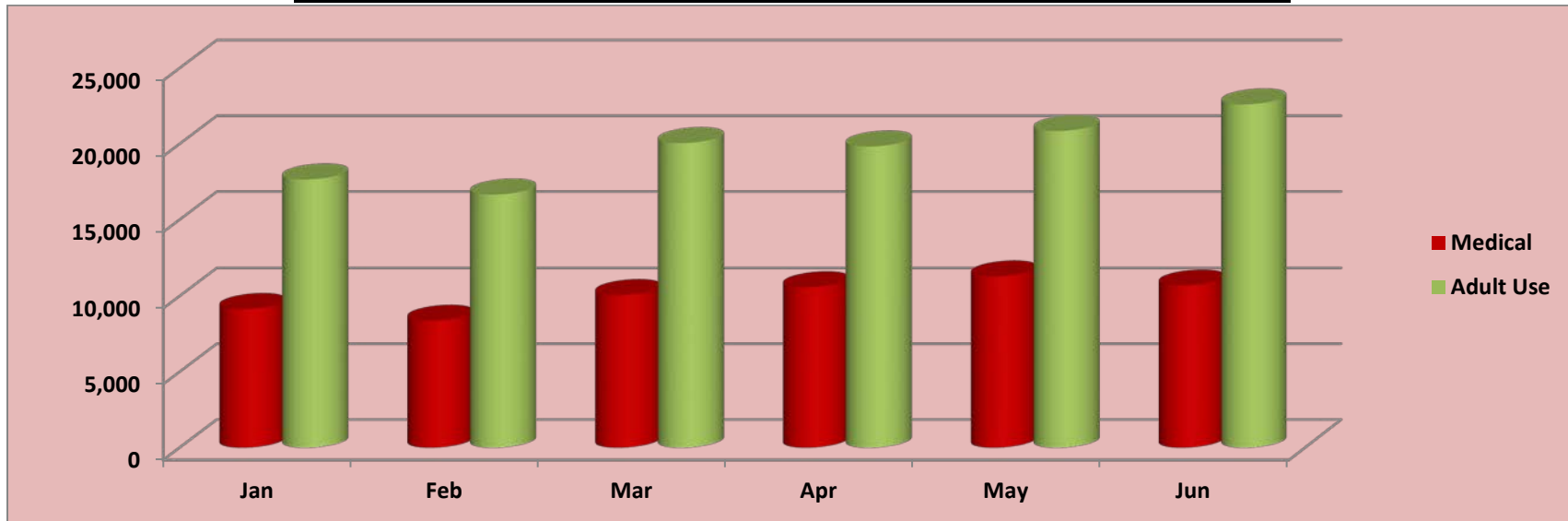


Table 9: Units of Edibles Sold to Consumers as of June 30, 2019

	Jan	Feb	Mar	Apr	May	Jun	Total
Adult Use	906,223	881,147	1,098,948	992,814	1,002,722	1,077,778	5,959,632
Medical	145,249	143,771	164,706	155,546	148,722	136,267	894,261
Grand Total	1,051,472	1,024,918	1,263,654	1,148,360	1,151,444	1,214,045	6,853,893

Units of Edibles Sold to Consumers as of June 30, 2019 (Table 9)

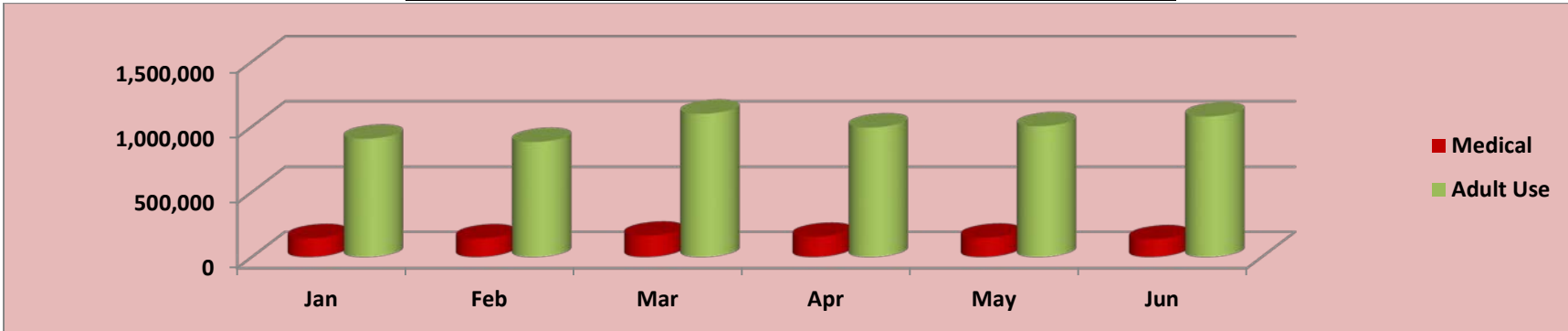


Table 10: Units of Non-Edible Infused Products Sold to Consumers as of June 30, 2019

	Jan	Feb	Mar	Apr	May	Jun	Total
Adult Use	73,975	71,486	87,026	80,992	83,638	88,827	485,944
Medical	12,462	13,143	14,998	13,329	14,072	12,232	80,236
Grand Total	86,437	84,629	102,024	94,321	97,710	101,059	566,180

Units of Non-Edibles Sold to Consumers as of June 30, 2019 (Table 10)

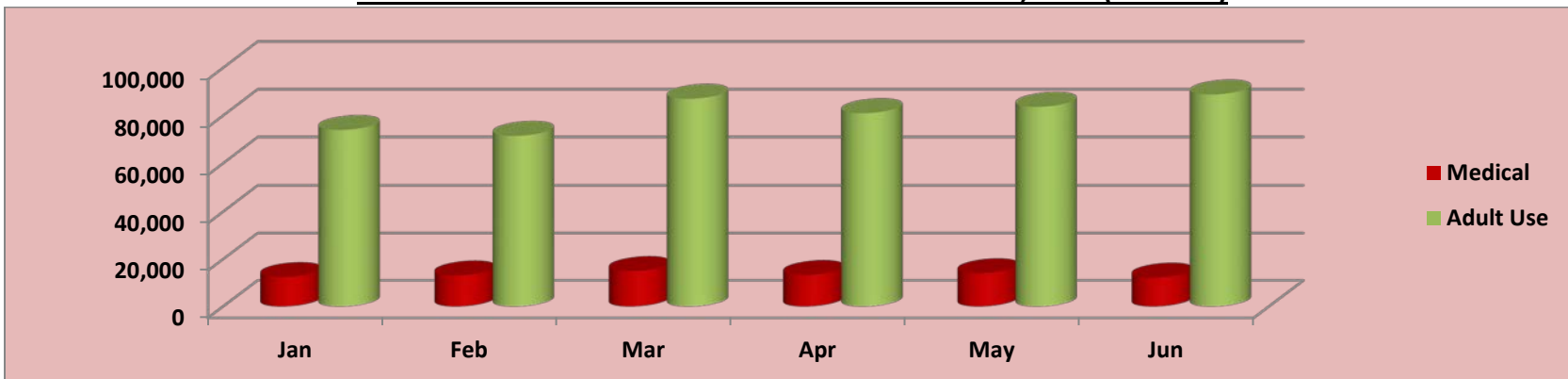


Table 11: Pounds of Concentrate Sold to Consumers as of June 30, 2019

	Jan	Feb	Mar	Apr	May	Jun	Total
Adult Use	1,814	1,745	2,066	2,046	1,977	1,968	11,616
Medical	1,370	1,248	1,397	1,402	1,347	1,281	8,046
Grand Total	3,184	2,994	3,463	3,448	3,324	3,250	19,662

Pounds of Concentrate Sold to Consumers as of June 30, 2019 (Table 11)

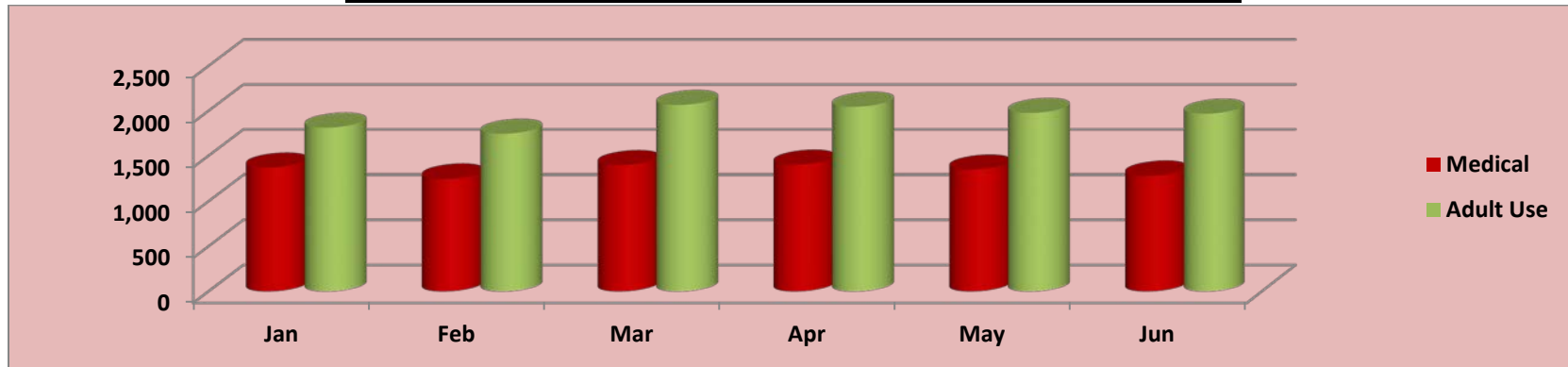
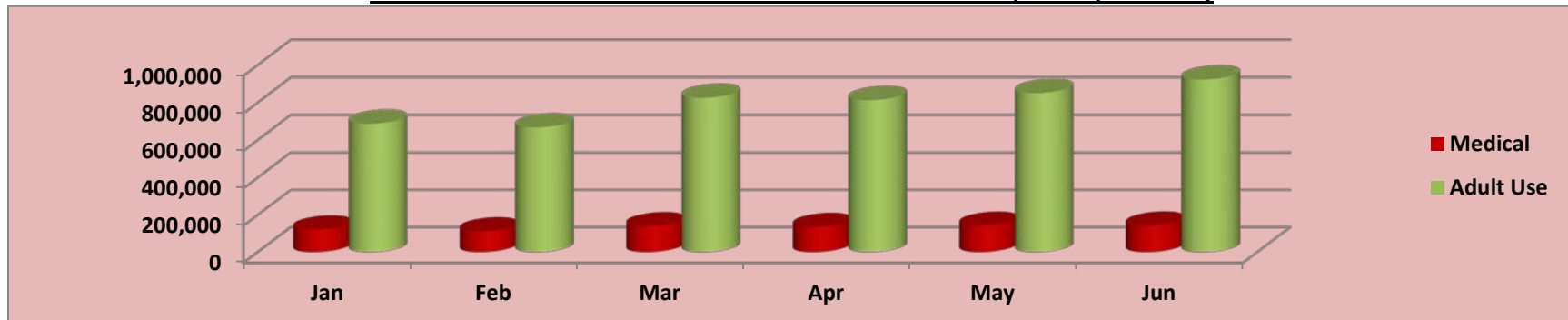


Table 12: Units of Concentrates Sold to Consumers as of June 30, 2019

	Jan	Feb	Mar	Apr	May	Jun	Total
Adult Use	687,549	667,842	825,582	813,043	851,068	922,792	4,767,876
Medical	121,320	111,771	139,379	135,262	142,091	142,716	792,539
Grand Total	808,869	779,613	964,961	948,305	993,159	1,065,508	5,560,415

Units of Concentrate Sold to Consumers as of June 30, 2019 (Table 12)



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

Testing Data

Packages Submitted For Testing

There were over 199,000 tests conducted on packages of marijuana in the first six months of 2019. A package is a test batch submitted to a testing facility. A single package may have multiple tests conducted on it.

Microbial Contaminant Testing

Microbial contaminant testing of Flower and Shake/Trim continues to have the lowest test passed rate of all categories and test types at 88% and 86% for medical and adult-use respectively.

Table 13: Marijuana Potency and Homogeneity Package Testing as of June 30, 2019

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

	Market	Jan	Feb	Mar	Apr	May	Jun	Total
Concentrate Potency Tests	Adult Use	6,115	5,628	6,640	7,260	6,713	6,228	38,584
	Medical	3,432	3,199	3,614	3,928	3,624	2,974	20,771
Flower and Shake/Trim Potency Tests	Adult Use	4,394	3,909	4,172	4,372	4,465	3,898	25,210
	Medical	3,514	2,788	2,902	3,256	3,094	2,498	18,052
Infused Edible Potency Tests	Adult Use	631	713	680	684	833	902	4,443
	Medical	433	373	323	323	324	284	2,060
Infused Edible Homogeneity Tests	Adult Use	545	560	543	544	655	743	3,590
	Medical	358	313	254	268	263	255	1,711
Infused Non-edible Potency Tests	Adult Use	113	99	138	155	104	119	728
	Medical	52	32	41	34	29	34	222

	Market	Jan	Feb	Mar	Apr	May	Jun	Total
Concentrate Microbial Contaminants Tests	Adult Use	495	483	488	468	407	442	2,783
	Medical	282	306	261	324	308	215	1,696
Concentrate Residual Solvents Tests	Adult Use	2,205	1,983	2,279	2,696	2,318	2,041	13,522
	Medical	1,253	1,149	1,361	1,452	1,099	844	7,158
Flower and Shake/Trim Microbial Contaminants Tests	Adult Use	3,340	2,963	3,467	3,450	2,954	3,011	19,185
	Medical	2,260	1,859	2,239	2,530	2,104	2,187	13,179
Flower and Shake/Trim Pesticides Tests	Adult Use	2,528	2,000	2,181	2,163	1,917	1,617	12,406
	Medical	1,975	1,345	1,459	1,574	1,408	1,179	8,940
Infused Edible Microbial Contaminants Tests	Adult Use	495	563	513	504	489	701	3,265
	Medical	308	234	195	209	204	208	1,358
Infused Non-edible Microbial Contaminants Tests	Adult Use	71	67	83	98	66	93	478
	Medical	27	18	29	27	26	30	157

Table 15: Marijuana Testing Results as of June 30, 2019 (Percentage of Packages that Passed Testing)

	Market	Jan	Feb	Mar	Apr	May	Jun	Total
Concentrate Microbial Contaminants Results	Adult Use	99.19%	99.17%	97.34%	95.73%	99.02%	99.55%	98.31%
	Medical	99.65%	99.67%	99.23%	98.77%	98.38%	99.53%	99.17%
Concentrate Potency Results	Adult	99.62%	99.72%	99.83%	99.53%	99.58%	99.76%	99.67%
	Medical	99.94%	99.97%	99.70%	99.95%	99.86%	99.83%	99.87%
Concentrate Residual Solvents Results	Adult Use	94.60%	93.49%	93.86%	92.58%	93.18%	96.37%	93.94%
	Medical	92.98%	95.39%	94.42%	96.28%	95.18%	96.33%	95.04%
Flower and Shake/Trim Microbial Contaminants Results	Adult Use	87.51%	87.07%	83.85%	85.33%	88.69%	83.86%	86.00%
	Medical	87.92%	89.94%	85.98%	87.19%	92.25%	86.65%	88.22%
Flower and Shake/Trim Pesticides Results	Adult Use	98.10%	99.05%	98.12%	96.72%	97.97%	98.27%	98.02%
	Medical	98.43%	97.84%	98.01%	98.60%	99.22%	99.66%	98.59%
Flower and Shake/Trim Potency Results	Adult Use	99.48%	99.85%	99.45%	99.43%	99.73%	99.79%	99.62%
	Medical	99.54%	99.86%	99.79%	99.82%	99.87%	99.88%	99.78%
Infused Edible Potency Results	Adult Use	89.22%	86.26%	88.53%	83.48%	86.07%	90.47%	87.42%
	Medical	91.45%	91.15%	91.95%	93.50%	90.12%	94.72%	92.04%
Infused Edible Homogeneity Results	Adult Use	91.74%	88.75%	90.61%	84.38%	87.63%	90.85%	89.05%
	Medical	91.06%	91.37%	92.13%	92.91%	91.63%	94.90%	92.23%
Infused Edible Microbial Contaminants Results	Adult Use	100.00%	99.64%	99.61%	99.60%	99.59%	99.71%	99.69%
	Medical	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Infused Non-edible Microbial Contaminants Results	Adult Use	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
	Medical	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Infused Non-Edible Potency Results	Adult Use	99.12%	91.92%	93.48%	93.55%	91.35%	97.48%	94.51%
	Medical	94.23%	96.88%	97.56%	94.12%	100.00%	100.00%	96.85%

Investigation Information

Change of Ownership Investigations

The number of Change of Ownership applications processed by the Division increased in 2019 to an average of 69 applications per month.

Underage Compliance Checks

The percentage of non-qualified sales check investigations (underage compliance checks) passed by licensees was 99%.

Table 16: Investigations Conducted by MED as of June 30, 2019

Investigation Type	Total Number of Investigations
Business Background Investigation	212
Change of Location Investigation	54
Change of Ownership Investigation	416
Change of Trade Name Investigation	35
Individual Background Investigation	321
Modification of Premises Investigation	218
Non-Qualified Sales Check Investigation (% of Checks Passed)	270 (99%)
Regulatory and Criminal Investigation	1,026
Renewal Investigation	1,970
Targeted Compliance Inspection	280

Table 17: Licenses Affected by Administrative Actions as of June 30, 2019

	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	4	4	2	0	3	0	2	0	15	30
Denial	0	2	0	0	0	3	0	0	46	51
Summary Suspension	1	1	0	0	2	2	0	0	13	19
Order to Show Cause	1	3	0	1	8	9	1	1	35	59
Stipulation, Agreement, and Order	11	16	1	1	24	16	3	1	67	140
Totals	17	26	3	2	37	30	6	2	176	299

Volume of Administrative Actions by Type as of June 30, 2019 (Table 17)

