



COLORADO

Department of Revenue

Specialized Business Group—Marijuana

MED 2020 Mid-Year Update

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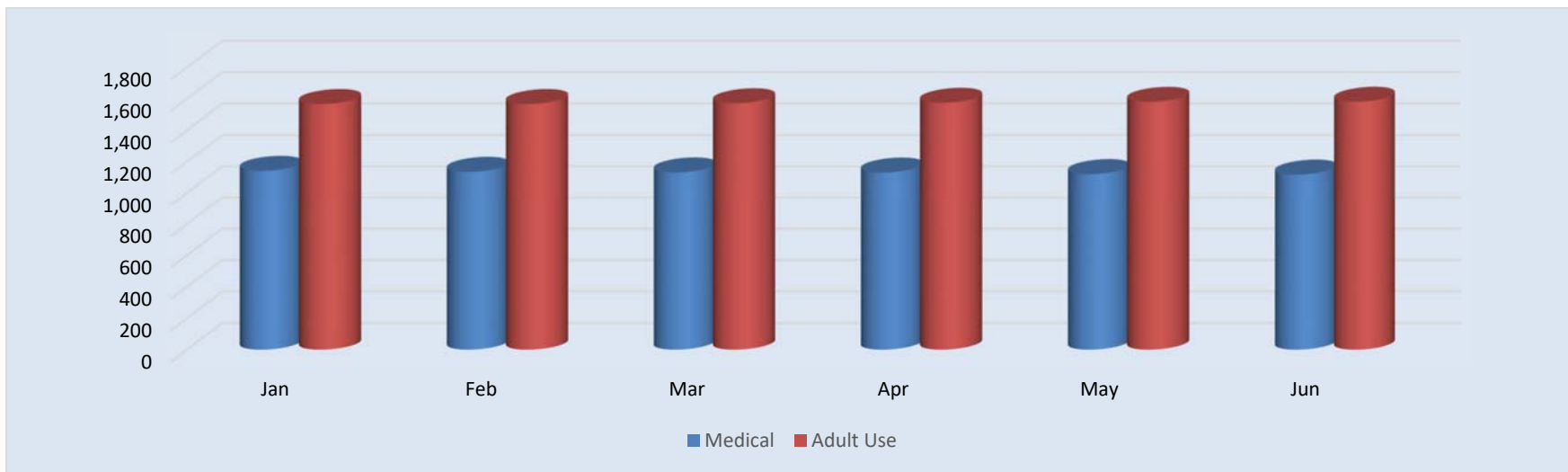
Licensing Data

Table 1: New Business Licenses Issued in as of June 30, 2020	
Medical Store	4
Medical Cultivation Facility	8
Medical Products Manufacturer	7
Medical Testing Facility	0
Medical Transporter	0
<i>Total Medical</i>	19
Adult Use Store	18
Adult Use Cultivation Facility	34
Adult Use Products Manufacturer	9
Adult Use Testing Facility	0
Adult Use Transporter	0
<i>Total Adult Use</i>	61
Total All	80

Table 2: Monthly Establishment License Totals by Type

	Jan	Feb	Mar	Apr	May	Jun
Medical Marijuana Businesses						
Stores	438	435	435	435	433	433
Cultivation Facilities	466	466	465	464	458	454
Product Manufacturers	220	217	216	216	214	215
Testing Facilities	12	12	10	10	10	10
Transporter	5	5	5	5	5	5
Total Medical Licenses	1,141	1,135	1,131	1,130	1,120	1,117
Adult Use Marijuana Establishments						
Stores	575	577	583	587	589	590
Cultivation Facilities	683	684	686	685	692	693
Product Manufacturers	288	285	284	284	282	281
Testing Facilities	14	14	12	12	11	11
Transporter	5	5	5	5	5	5
Total Adult Use Licenses	1,565	1,565	1,570	1,573	1,579	1,580
Total Medical and Adult Use Licenses	2,706	2,700	2,701	2,703	2,699	2,697

Monthly Medical Business & Adult Use Establishment License Totals as of June 30, 2020 (Table 2)



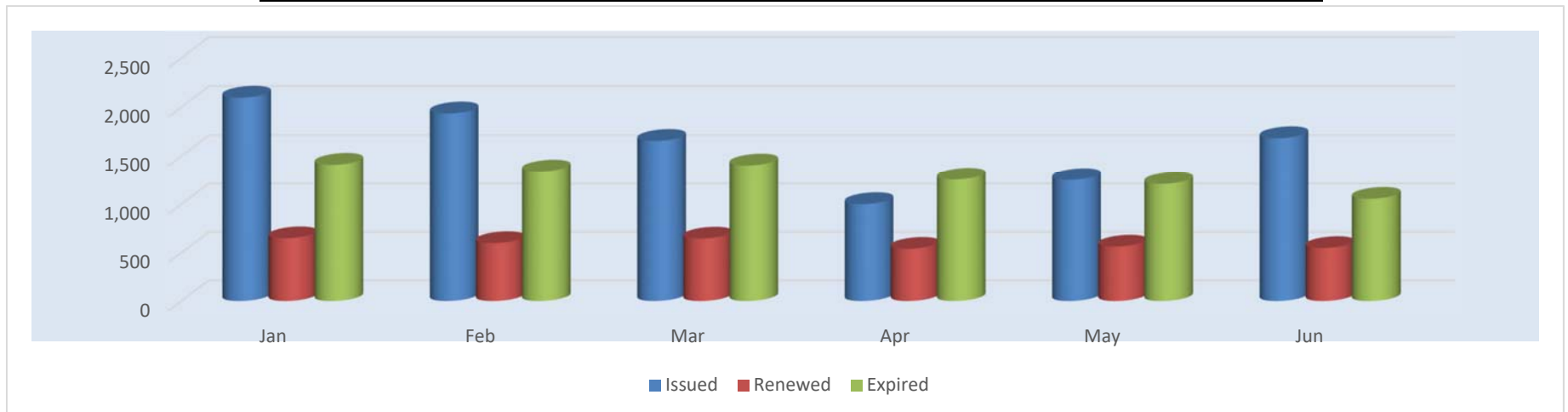
Colorado Marijuana Enforcement Division: 2020 Mid-Year Update

Table 3: Month-End Occupational License Totals as of June 30, 2020

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

	Jan	Feb	Mar	Apr	May	Jun
Owner- Entity Licenses Issued	11	10	17	23	32	21
Owner- Individual Licenses Issued	26	19	16	21	80	113
Employee Licenses Issued*	2,096	1,935	1,655	1,002	1,253	1,683
*As of January 1, 2020 the Division no longer issued new Support and Key Licenses. Based on changes to rule, Support and Key Licenses were combined to a single license type, Employee License.						
Key Licenses Renewed	359	315	373	295	310	274
Support Licenses Renewed	291	285	274	246	254	275
Total Occupational Licenses Renewed	650	600	647	541	564	549
Key Licenses Expired	346	349	415	325	339	264
Support Licenses Expired	1,065	993	989	932	872	792
Total Occupational Licenses Expired	1,411	1,342	1,404	1,257	1,211	1,056
Percentage of Occupational Licenses Renewed	31.5%	30.9%	31.5%	30.1%	31.8%	34.2%
Total Active Occupational Licenses	36,574	37,542	37,967	37,835	38,022	38,687

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



Cultivated Plants

Average Life Cycle of a Marijuana Plant Harvested as of June 30, 2020 was 125 Days

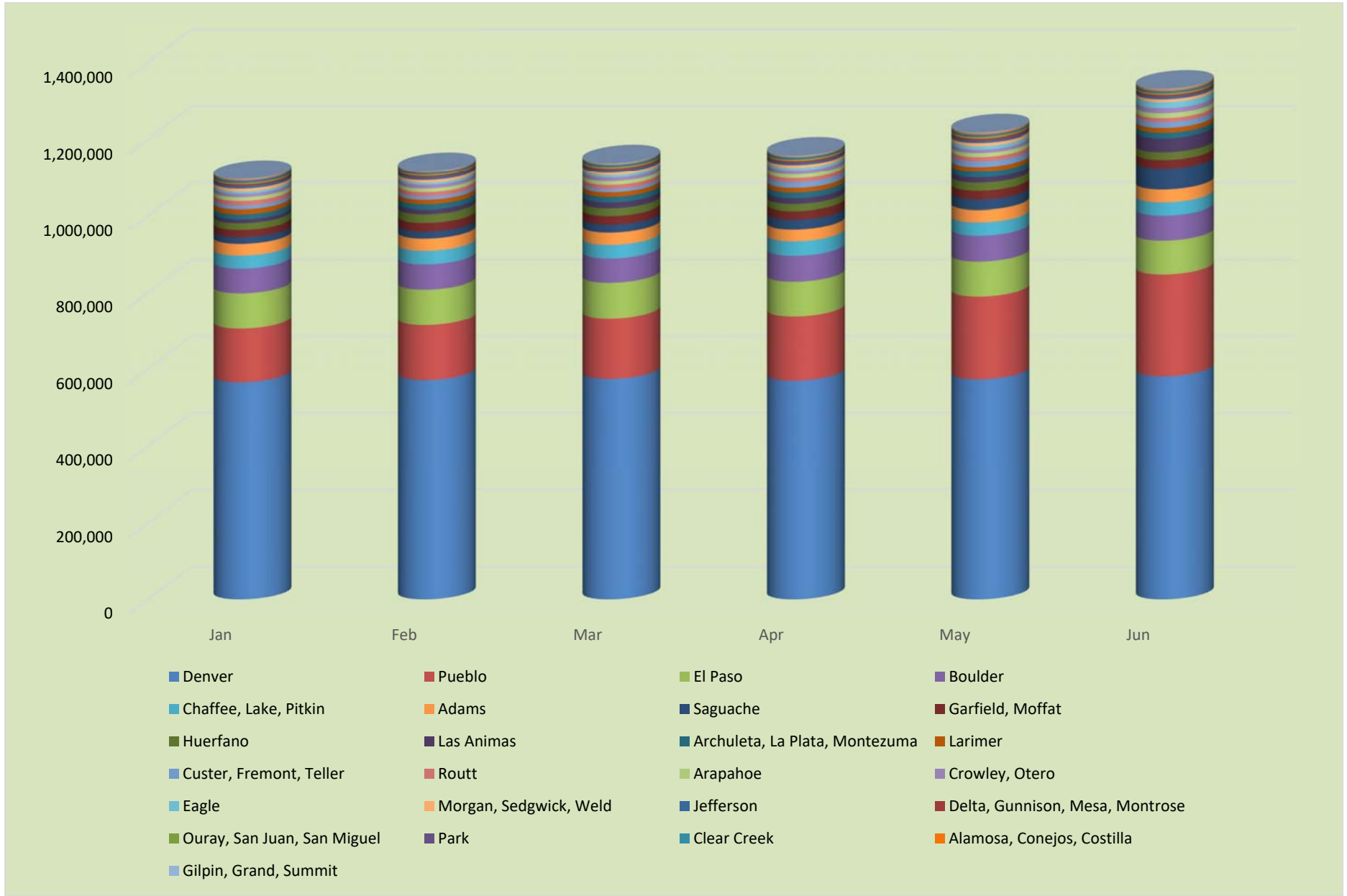


Table 4: Monthly Average of Marijuana Plants Cultivated

	Jan	Feb	Mar	Apr	May	Jun
Average Medical Cultivated Plants	323,285	326,856	325,206	309,996	327,297	326,228
Average Adult Use Cultivated Plants	768,574	779,853	802,029	797,286	869,177	893,597
Combined Average Cultivated Plants	1,091,859	1,106,709	1,127,235	1,107,282	1,196,474	1,219,825

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	566,550	572,394	575,387	570,591	574,193	582,055
Pueblo	139,387	142,986	158,112	168,497	217,037	265,699
El Paso	93,665	93,743	92,468	89,688	90,313	88,505
Boulder	63,609	65,109	63,592	67,632	67,350	65,191
Chaffee, Lake, Pitkin	33,848	35,401	35,563	38,151	34,817	33,718
Adams	30,810	31,949	32,407	30,672	32,043	33,974
Saguache	17,211	18,355	20,517	25,321	27,096	55,220
Garfield, Moffat	19,208	22,589	22,297	22,372	22,948	23,078
Huerfano	17,469	22,485	19,325	18,362	21,280	20,321
Las Animas	9,910	11,256	15,340	14,852	14,000	35,922
Archuleta, La Plata, Montezuma	13,063	14,115	14,700	15,156	15,216	14,050
Larimer	12,489	11,817	12,115	12,141	12,151	12,686
Custer, Fremont, Teller	9,677	8,792	8,563	14,718	15,401	14,908
Routt	12,059	11,066	10,920	11,174	11,331	10,722
Arapahoe	9,882	9,661	9,636	9,989	10,502	12,722
Crowley, Otero	8,710	9,541	9,850	10,015	8,971	13,287
Eagle	5,769	5,423	6,041	6,594	8,885	15,540
Morgan, Sedgwick, Weld	8,166	7,433	6,782	7,718	8,296	7,543
Jefferson	6,368	6,094	6,019	6,015	6,091	6,195
Delta, Gunnison, Mesa, Montrose	4,657	4,831	4,966	4,782	5,370	5,225
Ouray, San Juan, San Miguel	3,884	3,878	4,472	4,542	4,769	4,665
Park	3,579	2,750	2,970	3,002	2,669	3,033
Clear Creek	3,112	2,583	3,045	3,194	2,790	3,102
Alamosa, Conejos, Costilla	2,618	2,034	1,680	1,855	3,171	3,548
Gilpin, Grand, Summit	1,360	1,594	1,542	1,515	1,577	1,525
Grand Total	1,097,060	1,117,879	1,138,309	1,158,548	1,218,267	1,332,434

Month-End Total Plant Count by County (or Group of Counties) as of June 30, 2020 (Table 5)



<u>Category</u>	<u>Adult Use (lbs.)</u>	<u>Medical (lbs.)</u>	<u>Total (lbs.)</u>
Buds/Flower	232,202	108,937	341,139
Shake/Trim	120,962	56,111	177,073
Wet Whole Plants	72,113	33,118	105,231
Grand Total	425,277	198,166	623,443

Pounds of Usable Marijuana by Category as of June 30, 2020 (Table 6)

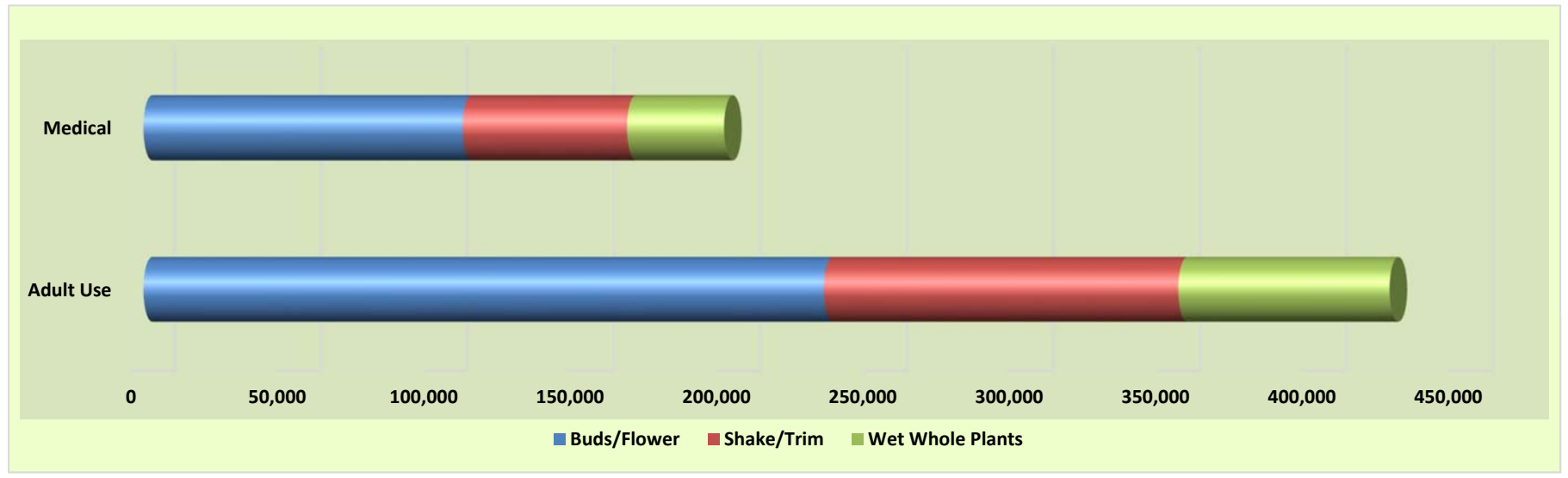


Table 7: Pounds of Usable Marijuana by County as of June 30, 2020 * (Includes all types of usable marijuana: bud/flower, shake/trim and wet whole plant)		
<u>County</u>	<u>Total lbs. of Usable marijuana</u>	<u>Harvested Plants</u>
Denver	363,715	899,055
Pueblo	56,829	194,498
El Paso	49,123	118,217
Boulder	42,989	85,386
Adams	21,345	57,155
Chaffee, Lake, Pitkin	14,899	57,027
Garfield, Moffat	9,110	29,807
Arapahoe	8,415	13,483
Routt	5,898	17,225
Archuleta, La Plata, Montezuma	5,754	19,759
Clear Creek	5,374	4,432
Larimer	5,353	18,839
Huerfano	4,867	27,835
Saguache	4,028	20,753
Ouray, San Juan, San Miguel	4,021	6,240
Las Animas	3,484	12,170
Custer, Fremont, Teller	3,376	14,076
Crowley, Otero	2,941	11,327
Morgan, Sedgwick, Weld	2,810	9,296
Delta, Gunnison, Mesa, Montrose	1,964	6,768
Park	1,959	3,628
Jefferson	1,871	9,618
Gilpin, Grand, Summit	1,531	1,648
Eagle	1,252	8,548
Alamosa, Conejos, Costilla	539	2,604
TOTAL	623,447	1,649,394

Volume Sold To Consumers

Table 8: Pounds of Flower/Bud Sold to Consumers as of June 30, 2020

	Jan	Feb	Mar	Apr	May	Jun	Total
Adult Use	15,337	15,468	20,032	19,232	25,435	27,016	122,520
Medical	8,794	9,073	12,352	14,512	15,764	13,684	74,179
Grand Total	24,131	24,541	32,384	33,744	41,199	40,700	196,699

Monthly Totals for Pounds of Flower/Bud Sold to Consumers as of June 30, 2020 (Table 8)

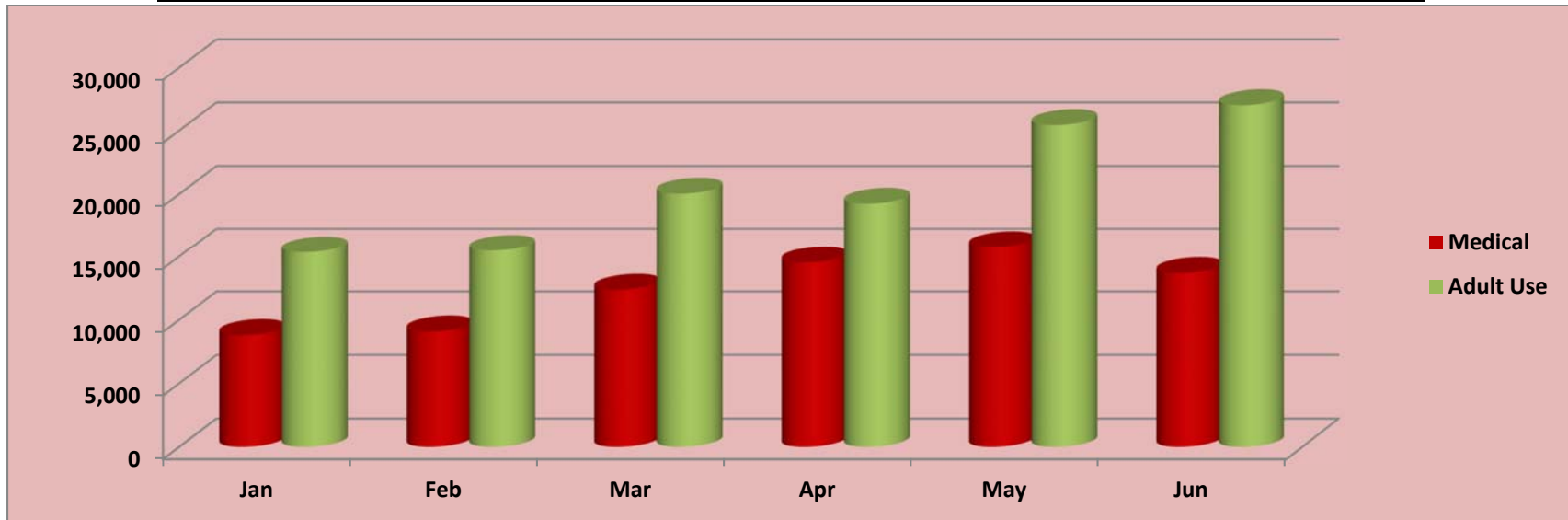


Table 9: Units of Edibles Sold to Consumers as of June 30, 2020

	Jan	Feb	Mar	Apr	May	Jun	Total
Adult Use	1,024,811	1,025,581	1,138,496	834,157	1,127,897	1,271,112	6,422,054
Medical	130,455	123,361	158,777	156,717	166,705	161,525	897,540
Grand Total	1,155,266	1,148,942	1,297,273	990,874	1,294,602	1,432,637	7,319,594

Units of Edibles Sold to Consumers as of June 30, 2020 (Table 9)

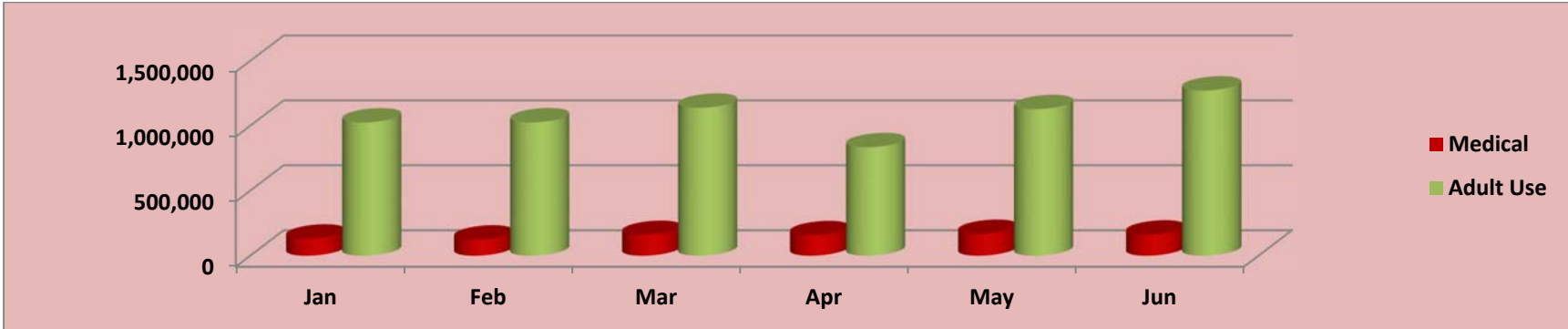


Table 10: Units of Non-Edible Infused Products Sold to Consumers as of June 30, 2020

	Jan	Feb	Mar	Apr	May	Jun	Total
Adult Use	64,999	65,569	53,061	34,601	54,447	65,923	338,600
Medical	9,185	8,357	8,961	8,185	10,903	11,395	56,986
Grand Total	74,184	73,926	62,022	42,786	65,350	77,318	395,586

Units of Non-Edibles Sold to Consumers as of June 30, 2020 (Table 10)

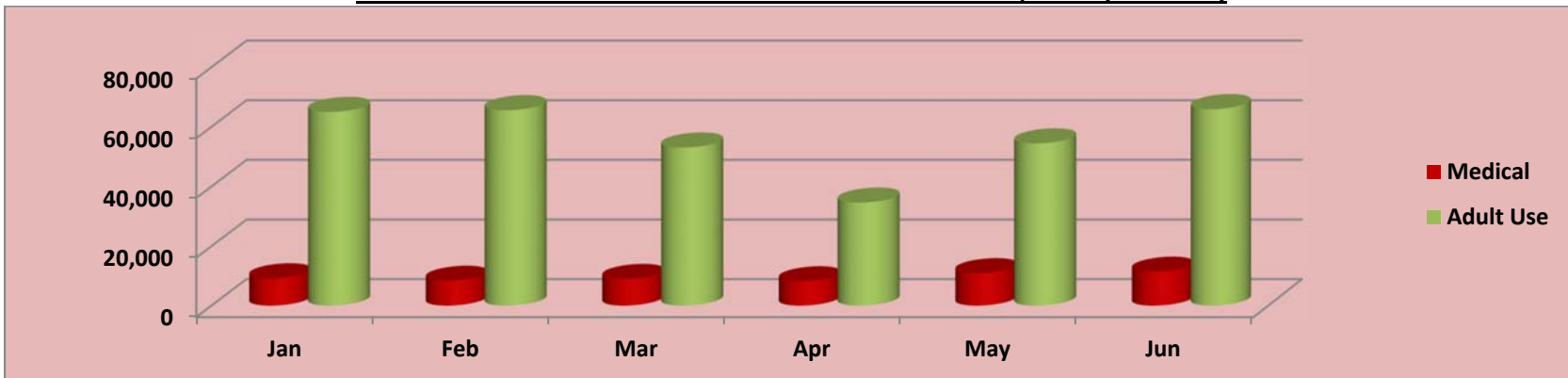


Table 11: Pounds of Concentrate Sold to Consumers as of June 30, 2020

	Jan	Feb	Mar	Apr	May	Jun	Total
Adult Use	2,201	2,197	2,460	2,325	2,849	2,706	14,738
Medical	1,149	1,141	1,316	1,498	1,579	1,345	8,028
Grand Total	3,350	3,338	3,776	3,823	4,428	4,051	22,766

Pounds of Concentrate Sold to Consumers as of June 30, 2020 (Table 11)

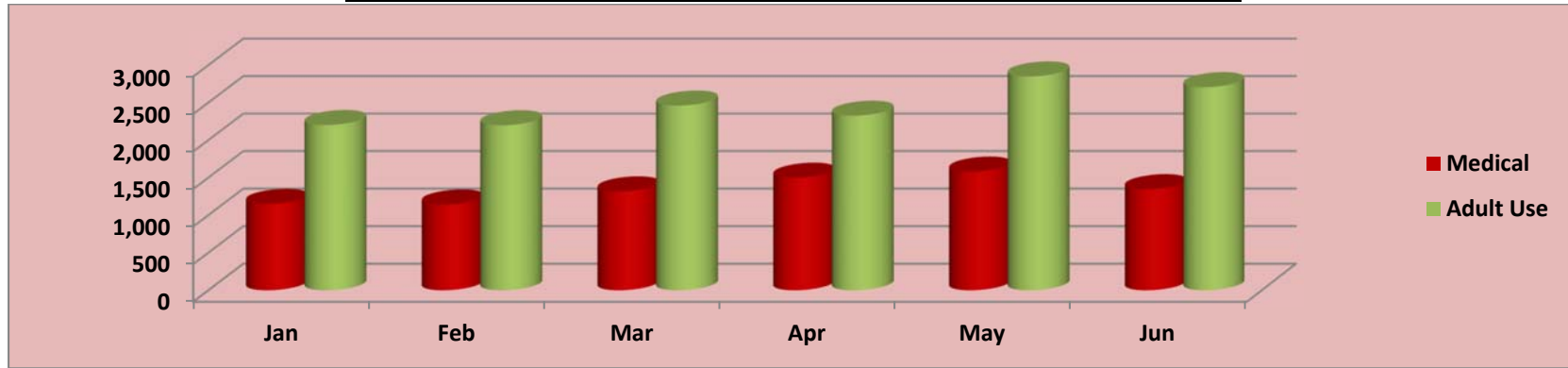
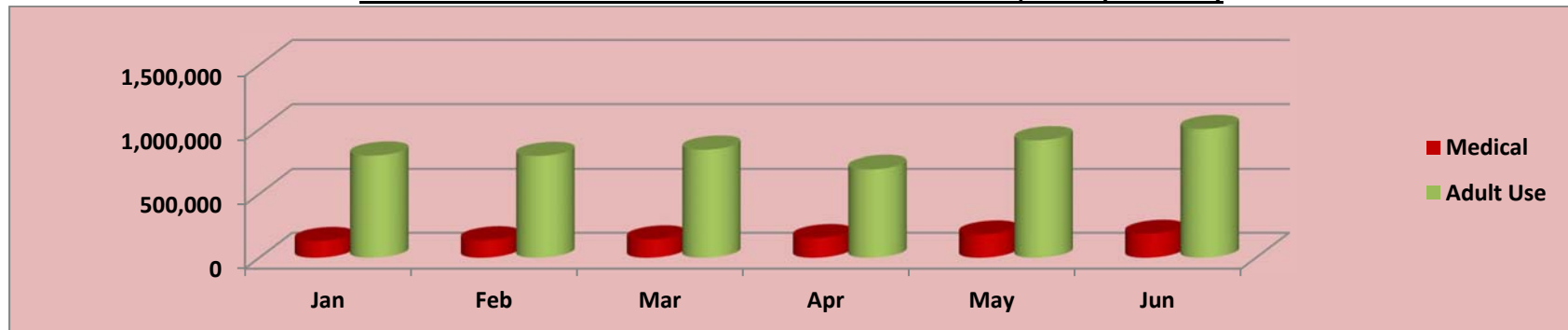


Table 12: Units of Concentrates Sold to Consumers as of June 30, 2020

	Jan	Feb	Mar	Apr	May	Jun	Total
Adult Use	794,118	791,631	840,090	691,163	913,562	1,001,582	5,032,146
Medical	131,036	136,292	143,024	153,635	181,890	187,202	933,079
Grand Total	925,154	927,923	983,114	844,798	1,095,452	1,188,784	5,965,225

Units of Concentrate Sold to Consumers as of June 30, 2020 (Table 12)



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

Testing Data

Table 13: Marijuana Potency and Homogeneity Package Testing as of June 30, 2020

	Market	Jan	Feb	Mar	Apr	May	Jun	Total
Concentrate Potency Tests	Adult Use	6,181	5,693	6,486	5,353	5,578	6,356	35,647
	Medical	3,249	2,789	3,124	2,938	2,847	2,905	17,852
Flower and Shake/Trim Potency Tests	Adult Use	4,615	4,077	4,008	4,045	4,017	4,368	25,130
	Medical	2,593	2,352	2,099	2,471	2,162	2,078	13,755
Infused Edible Potency Tests	Adult Use	885	763	890	669	774	838	4,819
	Medical	291	252	269	298	317	328	1,755
Infused Edible Homogeneity Tests	Adult Use	729	684	761	617	710	742	4,243
	Medical	267	228	242	273	302	319	1,631
Infused Non-edible Potency Tests	Adult Use	142	112	78	97	64	107	600
	Medical	53	39	25	26	27	46	216

Table 14: Marijuana Contaminant Package Testing as of June 30, 2020

	Market	Jan	Feb	Mar	Apr	May	Jun	Total
Concentrate Microbial Contaminants Tests	Adult Use	663	900	804	750	620	728	4,465
	Medical	249	419	470	430	360	328	2,256
Concentrate Residual Solvents Tests	Adult Use	2,486	2,444	2,806	2,502	2,035	2,120	14,393
	Medical	1,300	1,111	1,318	1,164	972	980	6,845
Flower and Shake/Trim Microbial Contaminants Tests	Adult Use	3,586	3,245	3,426	2,713	3,045	2,912	18,927
	Medical	2,136	2,048	2,022	1,701	1,635	1,871	11,413
Flower and Shake/Trim Pesticides Tests	Adult Use	2,374	2,142	2,023	1,949	1,840	1,777	12,105
	Medical	1,442	1,357	1,242	1,222	1,031	1,135	7,429
Infused Edible Microbial Contaminants Tests	Adult Use	631	589	634	601	582	623	3,660
	Medical	185	180	183	180	185	191	1,104
Infused Non-edible Microbial Contaminants Tests	Adult Use	78	87	55	47	39	75	381
	Medical	36	26	18	13	25	34	152

Table 15: Marijuana Testing Results as of June 30, 2020 (Percentage of Packages that Passed Testing)								
	Market	Jan	Feb	Mar	Apr	May	Jun	Total
Concentrate Microbial Contaminants Results	Adult Use	99.55%	99.11%	99.50%	99.47%	98.23%	98.76%	99.13%
	Medical	100.00%	99.76%	99.79%	100.00%	100.00%	99.70%	99.87%
Concentrate Potency Results	Adult	99.81%	99.82%	99.55%	99.72%	99.53%	99.70%	99.69%
	Medical	99.85%	99.93%	99.97%	99.80%	99.61%	99.86%	99.84%
Concentrate Residual Solvents Results	Adult Use	95.90%	95.25%	94.90%	93.92%	95.43%	95.66%	95.15%
	Medical	95.77%	96.31%	95.30%	95.27%	94.86%	95.51%	95.51%
Flower and Shake/Trim Microbial Contaminants Results	Adult Use	84.89%	82.25%	83.45%	86.99%	85.71%	84.44%	84.54%
	Medical	86.33%	86.04%	86.05%	85.42%	86.30%	87.76%	86.32%
Flower and Shake/Trim Pesticides Results	Adult Use	99.33%	99.25%	98.47%	98.20%	97.83%	98.87%	98.69%
	Medical	99.65%	99.48%	99.19%	98.20%	97.38%	97.97%	98.73%
Flower and Shake/Trim Potency Results	Adult Use	99.87%	99.56%	98.48%	99.28%	99.25%	99.73%	99.38%
	Medical	99.96%	99.83%	99.14%	99.19%	98.94%	99.33%	99.42%
Infused Edible Potency Results	Adult Use	86.10%	84.93%	84.27%	87.74%	74.42%	84.49%	83.65%
	Medical	91.75%	84.92%	89.59%	91.61%	87.70%	88.72%	89.12%
Infused Edible Homogeneity Results	Adult Use	87.79%	84.94%	83.18%	88.01%	72.82%	84.23%	83.41%
	Medical	93.26%	85.96%	89.26%	94.14%	88.41%	89.66%	90.19%
Infused Edible Microbial Contaminants Results	Adult Use	99.84%	100.00%	99.05%	98.67%	99.31%	99.84%	99.45%
	Medical	100.00%	99.44%	97.81%	97.78%	99.46%	100.00%	99.09%
Infused Non-edible Microbial Contaminants Results	Adult Use	100.00%	100.00%	96.36%	100.00%	97.44%	97.33%	98.69%
	Medical	100.00%	100.00%	94.44%	100.00%	100.00%	100.00%	99.34%
Infused Non-Edible Potency Results	Adult	90.85%	94.64%	83.33%	73.20%	85.94%	85.05%	86.17%
	Medical	88.68%	92.31%	92.00%	73.08%	88.89%	89.13%	87.96%

Investigation Information

Table 16: Investigations Conducted by MED as of June 30, 2020

Investigation Type	Total Number of Investigations
Business Background Investigation	170
Change of Location Investigation	22
Change of Ownership Investigation	226
Change of Trade Name Investigation	25
Individual Background Investigation	223
Modification of Premises Investigation	147
Non-Qualified Sales Check Investigation (Percent Passed)	118 (97%)
Regulatory and Criminal Investigation	824
Renewal Investigation	1,925
Targeted Compliance Inspection	497

Table 17: Licenses Affected by Administrative Actions as of June 30, 2020

	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	7	2	0	1	4	0	0	12	28
Denial	0	0	0	0	0	1	0	0	2	3
Summary Suspension	2	3	0	0	3	2	0	0	11	21
Order to Show Cause	1	7	4	0	14	11	7	0	46	90
Stipulation, Agreement and Order	5	9	5	0	8	13	7	0	88	135
Totals	10	26	11	0	26	31	14	0	159	277

Volume of Administrative Actions by Type as of June 30, 2020 (Table 17)

