



Cannabis Control Commission

Monthly Public Meeting

September 17, 2021 at 10:00 a.m. via Microsoft Teams Live

Agenda

1. Call to Order
2. **Chairman's Comments and Updates**
3. Minutes for Approval
4. **Executive Director's Report**
5. Staff Recommendations on Changes of Ownership
6. Staff Recommendations on Renewals
7. Staff Recommendations on Final Licenses
8. Staff Recommendations on Provisional Licenses
9. Commission Discussion and Votes
10. New Business that the Chair did not Anticipate at the Time of Posting
11. Next Meeting Date and Adjournment



Executive Director's Report

Highlights from Licensing Data*

- 26 applications awaiting first review
- 21 applications for Commission consideration
- 25 applications awaiting supplemental review
- 97,003 certified active patients
- 502 Social Equity Applications



* Additional data available at the end of slide presentation

Licensing Applications | September 17, 2021

The totals below are all license applications received to date.

| Type | # |
|--|--------------|
| Pending | 236 |
| Withdrawn | 963 |
| Incomplete (Less than 4 packets submitted) | 6,930 |
| Denied | 4 |
| Approved: Delivery Pre-Certifications | 112 |
| Approved: Delivery Endorsements | 3 |
| Approved: Licenses | 908 |
| Total | 9,156 |

* Additional data available at the end of slide presentation

Licensing Applications | September 17, 2021

The totals below are number of licenses approved by category.

| Type | # |
|--|------------|
| Craft Marijuana Cooperative | 2 |
| Marijuana Courier | 10 |
| Marijuana Delivery Operator | 0 |
| Independent Testing Laboratory | 14 |
| Marijuana Cultivator | 274 |
| Marijuana Microbusiness | 22 |
| Marijuana Product Manufacturer | 208 |
| Marijuana Research Facility | 0 |
| Marijuana Retailer | 369 |
| Marijuana Third Party Transporter | 5 |
| Marijuana Transporter with Other Existing ME License | 4 |
| Total | 908 |

* Additional data available at the end of slide presentation

Licensing Applications | September 17, 2021

The totals below are number of licenses approved by stage.

| Type | # |
|--|--------------|
| Pre-Certified/Delivery Endorsement Microbusiness | 114 |
| Provisionally Approved | 91 |
| Provisional License | 471 |
| Final License | 58 |
| Commence Operations | 289 |
| Total | 1,023 |

Provisionally approved means approved by the Commission but has not submitted license fee payment yet – provisional license has not started

Licensing Applications | September 17, 2021

| Status | # |
|---|--------------|
| Application Submitted: Awaiting Review | 26 |
| Application Reviewed: More Information Requested | 163 |
| Application Deemed Complete: Awaiting 3 rd Party Responses | 26 |
| All Information Received: Awaiting Staff Recommendation | 21 |
| Applications Considered by Commission (<i>includes Delivery Pre-Cert</i>) | 1,027 |
| Total | 1,263 |



* Additional data available at the end of slide presentation



Licensing Applications | September 17, 2021

The totals below are distinct license numbers that have submitted all required packets.

The 1,263 applications represent 703 separate entities

| Type | # |
|-------------------------------|--------------|
| MTC Priority | 254 |
| Economic Empowerment Priority | 87 |
| Expedited Review | 390 |
| General Applicant | 532 |
| Total | 1,263 |

| Expedited Applications | |
|--|------------|
| Expedited: License Type | 54 |
| Expedited: Social Equity Participant | 147 |
| Expedited: Disadvantaged Business Enterprise | 130 |
| Expedited: Two or More Categories | 59 |
| Total | 390 |

* Additional data available at the end of slide presentation



Licensing Applications | September 17, 2021

Of 1,023 applications approved by the Commission, the following applications have Economic Empowerment Priority Review, Social Equity Program Participant, and/or Disadvantaged Business Enterprise status. Please note, applicants may hold one or more statuses.

| Type | Economic Empowerment | Social Equity Program | Disadvantaged Business Enterprise | TOTAL |
|---|----------------------|-----------------------|-----------------------------------|--|
| Pre-Certified/Delivery Endorsed Microbusiness | 27 | 91 (+20) | 14 (+4) | 132 (+24) |
| Provisionally Approved | 6 | 12 (-1) | 21 (+1) | 39 |
| Provisional License | 19 (-1) | 33 | 84 (+2) | 136 (+1) |
| Final License | 3 (+1) | 2 | 9 | 14 (+1) |
| Commence Operations | 7 (+2) | 8 (+1) | 24 (+2) | 39 (+5) |
| Total | 62 (6%) | 146 (14.3%) | 152 (14.9%) | 360 (+31) 35.1% (+1.8%) |

* Additional data available at the end of slide presentation

Licensing Applications | September 17, 2021

| TYPE | PENDING APPLICATION | PRE-CERTIFIED/ ENDORSEMENT | INITIAL LICENSE DENIED | PROVISIONALLY APPROVED | PROVISIONAL LICENSE | FINAL LICENSE | COMMENCE OPERATION | TOTAL |
|--|---------------------|-------------------------------|------------------------|------------------------|---------------------|---------------|--------------------|--------------|
| Craft Marijuana Cooperative | 3 | - | 0 | 0 | 2 | 0 | 0 | 5 |
| Marijuana Courier License | 7 | - | 0 | 0 | 5 | 3 | 2 | 17 |
| Marijuana Courier Pre-Certification | 10 | 72 | 0 | 0 | 0 | 0 | 0 | 82 |
| Independent Testing Laboratory | 6 | - | 0 | 2 | 5 | 2 | 5 | 20 |
| Marijuana Cultivator | 64 | - | 2 | 25 | 161 | 32 | 56 | 340 |
| Marijuana Delivery Operator License | 11 | - | 0 | 0 | 0 | 0 | 0 | 11 |
| Marijuana Delivery Operator Pre-Certification | 9 | 39 | 0 | 0 | 0 | 0 | 0 | 48 |
| Marijuana Microbusiness | 7 | - | 0 | 3 | 15 | 0 | 4 | 29 |
| Marijuana Product Manufacturer | 45 | - | 1 | 29 | 114 | 14 | 51 | 254 |
| Marijuana Research Facility | 7 | - | 0 | 0 | 0 | 0 | 0 | 7 |
| Marijuana Retailer | 61 | - | 1 | 30 | 167 | 7 | 165 | 431 |
| Marijuana Transporter with Other Existing ME License | 2 | - | 0 | 2 | 1 | 0 | 2 | 7 |
| Microbusiness Delivery | 0 | 2 | 0 | 0 | 0 | 0 | 1 | 3 |
| Third Party Transporter | 4 | - | 0 | 0 | 1 | 0 | 3 | 8 |
| Total | 236 | 113 | 4 | 91 | 471 | 58 | 289 | 1,262 |

MMJ Licensing and Registration Data | September 17, 2021

The numbers below are a snapshot of the program for the month of August.

| MTC Licenses | # |
|---------------------|------------|
| Provisional | 43 |
| Final | 10 |
| Commence Operations | 83 |
| License Expired | 42 |
| Total | 178 |

| MMJ Program | # |
|---|---------|
| Certified Patients | 103,156 |
| Certified Active Patients | 97,003 |
| Active Caregivers | 8,112 |
| Registered Certifying Physicians | 283 |
| Registered Certifying Nurse Practitioners | 98 |
| Ounces Sold | 78,701 |

* Additional data available at the end of slide presentation

Commission Updates

- Final Amended Order: **Virtual Community Outreach Meetings**
 - Extended to April 1, 2022
 - Conforms with COVID-19-related date extensions set by the Legislature and signed by Governor.



Commission Updates

- Medical Sales now in Open Data
 - MTCs have conducted **\$583M** in sales to Registered Qualifying Patients and Caregivers over past 2 years. This data includes 2020 sales of **\$270M** and 2021 year-to-date sales of **\$205M**.
 - As noted earlier, there are 83 operating MTCs in the Commonwealth, along with 10 MTCs that currently possess final licenses and 43 that have been granted and currently possess provisional licenses from the Commission.



Commission Updates

- The Commission has received **502** applications for Cohort 3 of the Social Equity Program
 - Application deadline extended until November 15th.
 - Original deadline was this Friday, September 17th
 - With additional time, the Commission will continue to identify additional outreach opportunities to disproportionately impacted communities. These communities are based not only on geography, but demographics as well.
 - Applications will continue to be reviewed on a rolling basis through then, and once accepted, benefits (including access to exclusive license types) accrue immediately



Social Equity Program Applications | September 17, 2021

| Race | American Indian or Alaska Native | Asian | Black or African American | Declined to Answer | Hispanic, Latino, or Spanish | Middle Eastern or North African | Other | White | Two or More Listed |
|------|----------------------------------|-------|---------------------------|--------------------|------------------------------|---------------------------------|-------|-------|--------------------|
| | 0 | 13 | 235 | 17 | 60 | 10 | 11 | 83 | 73 |
| | 0% | 2.6% | 46.9% | 3.4% | 12% | 2% | 2.2% | 16.5% | 14.5% |

| Track Interest | Ancillary | Core | Entrepreneur | Entry | Declined to Answer |
|----------------|-----------|------|--------------|-------|--------------------|
| | 17 | 49 | 400 | 36 | 0 |
| | 3.4% | 9.8% | 79.7% | 7.2% | 0% |

* Additional data available at the end of slide presentation

Social Equity Program Applications | September 17, 2021

| Gender | Female | Male | User Defined | Declined to Answer |
|--------|--------|------|--------------|--------------------|
| | 140 | 356 | 4 | 2 |
| | 27.9% | 71% | .8% | .4% |

| Veteran Status | Yes | No | Declined to Answer |
|----------------|-----|-----|--------------------|
| | 30 | 472 | 0 |
| | 6% | 94% | 0% |

| Farmer Status | Yes | No | Declined to Answer |
|---------------|------|-------|--------------------|
| | 36 | 466 | 0 |
| | 7.2% | 92.8% | 0% |

* Additional data available at the end of slide presentation

Hiring Update

Desktop Support Analyst

- Currently posted – Closes October 10th
-

Executive Assistant

- Screening and interview stage
-

Investigators

- 9 onboarded August 16th and August 30th
-

Associate Enforcement Counsel

Constituent Services Associate

Research Analyst

- Final candidates stage

In the last four months:

Recruited, hired, and
onboarded 17 new staff
members

83 Total Employees



FY2022 Budget

- The Legislature and Governor supported our request for FY2022 with a total of \$15.2M in appropriations.
- Updates on FY2022 planned spending will follow.

Total Available Budgets, FY2018-FY2022

| Account | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 |
|---------------------------|--------------------|---------------------|---------------------|---------------------|---------------------|
| CNB Operations | \$5,000,000 | \$8,487,870 | \$9,952,761 | \$12,700,000 | \$12,420,669 |
| Medical-Use of Marijuana | \$0 | \$3,000,000 | \$3,266,981 | \$2,797,208 | \$2,797,208 |
| Public Awareness Campaign | \$2,000,000 | \$2,000,000 | \$1,000,000 | \$0 | \$0 |
| Total | \$7,000,000 | \$13,487,870 | \$14,219,742 | \$15,497,208 | \$15,217,877 |



Staff Recommendations on Licensure



Staff Recommendations: Changes of Ownership

a. DMA Holdings LLC



Staff Recommendations: Renewals

- a. 202 Trading Company, Inc. (#MRR205849)
- b. 253 Organics, LLC (#MCR140047)
- c. 253 Organics, LLC (#MRR205865)
- d. Alternative Therapies Group, II, Inc. (#MRR205824)
- e. Atlantic Medicinal Partners, Inc. (#MRR205716)
- f. B Leaf Wellness Centre LLC (#MRR205866)
- g. Berkshire Roots Inc. (#MRR205803)
- h. Blackstone Valley Naturals, LLC (#MBR169277)
- i. **Bud's Goods & Provisions Corp. (#MCR140045)**
- j. **Bud's Goods & Provisions Corp. (#MPR243654)**
- k. Budda Brothers 90 Sargeant Street LLC (#MCR140016)
- l. Budda Brothers 90 Sargeant Street LLC (#MPR243625)
- m. Cedar Roots LLC (#MCR140059)
- n. Cedar Roots LLC (#MPR243658)
- o. Cloud Creamery LLC (#MPR243660)
- p. Coastal Solutions (#MTR263101)
- q. Cosmopolitan Dispensary, Inc. (#MRR205847)
- r. Cultivate Cultivation, LLC (#MCR140073)
- s. Cultivate Cultivation, LLC (#MPR243675)
- t. Cultivate Leicester, Inc. (#MRR205864)
- u. Curaleaf North Shore, Inc. (#MCR140063)
- v. Curaleaf North Shore, Inc. (#MPR243663)
- w. Delta 420 LLC (#MRR205842)
- x. FFD Enterprises MA, Inc. (#MCR140032)
- y. FFD Enterprises MA, Inc. (#MPR243639)
- z. FFD Enterprises MA, Inc. (#MRR205796)
- aa. Fresh Fields Lowell LLC (#MRR205814)
- bb. Good Chemistry of Massachusetts, Inc. (#MRR205830)
- cc. Green River Cannabis Company Inc (#MRR205855)
- dd. Greenhouse Naturals LLC (#MRR205800)
- ee. Grow Rite, LLC (#MCR140074)

Staff Recommendations: Renewals

ff. Harmony of MA, Inc. (#MRR205862)
gg. HVV Massachusetts, Inc. (#MCR140039)
hh. HVV Massachusetts, Inc. (#MPR243647)
ii. HVV Massachusetts, Inc. (#MRR205810)
jj. I.N.S.A., Inc. (#MCR140061)
kk. I.N.S.A., Inc. (#MPR243662)
ll. I.N.S.A., Inc. (#MRR205843)
mm. Late Spring, Inc. (#MRR205853)
nn. Littleton Apothecary LLC (#MRR205828)
oo. Local Roots NE Inc. (#MRR205851)
pp. MCR Labs, LLC (#ILR267895)
qq. Minuteman Farm, LLC (#MCR140067)
rr. **Nature's Medicines, Inc. (#MCR140065)**
ss. **Nature's Medicines, Inc. (#MRR205845)**
tt. **Nature's Medicines, Inc. (#MRR205846)**
uu. **Nature's Medicines, Inc. (#MRR205825)**
vv. NEO Manufacturing MA LLC (#MCR140057)
ww. NEO Manufacturing MA LLC (#MPR243659)

xx. New England Treatment Access, LLC (#MCR140053)
yy. New England Treatment Access, LLC (#MPR243651)
zz. New England Treatment Access, LLC (#MRR205840)
aaa. New England Treatment Access, LLC (#MRR205839)
bbb. New England Treatment Access, LLC (#MRR205835)
ccc. New Leaf Enterprises, Inc. (#MRR205822)
ddd. New Leaf Enterprises, Inc. (#MRR205820)
eee. Northeast Alternatives, Inc. (#MCR140062)
fff. Northeast Alternatives, Inc. (#MPR243672)
ggg. Northeast Alternatives, Inc. (#MRR205857)
hhh. Pharmacannis Massachusetts Inc. (#MRR205831)
iii. Pure Oasis LLC (#MRR205797)
jjj. Silver Therapeutics, Inc. (#MMCR140077)
kkk. Silver Therapeutics, Inc. (#MMPR243661)
lll. Silver Therapeutics, Inc. (#MMPR243678)
mmm. Silver Therapeutics, Inc. (#MRR205870)

Staff Recommendations: Renewals

nnn. Sira Naturals, Inc. (#MCR140058)
ooo. Sira Naturals, Inc. (#MPR243665)
ppp. Sira Naturals, Inc. (#MXR126659)
qqq. The Healing Center LLC (#MRR205871)
rrr. Team Green, LLC (#MRR205838)
sss. Terpene Journey, LLC (#MRR205791)
ttt. The Heirloom Collective, Inc. (#MCR140054)
uuu. The Heirloom Collective, Inc. (#MPR243657)
vvv. Turning Leaf Centers Northampton, LLC
 (#MRR205778)
www. Western Front, LLC (#MRR205827)
xxx. Ermont, Inc. (#RMD225)

yyy. Good Chemistry of Massachusetts, Inc. (#RMD3061)
zzz. Holistic Health Group, Inc. (#RMD1566)
aaaa. M3 Ventures, Inc. (#RMD465)
bbbb. M3 Ventures, Inc. (#RMD806)
cccc. Mass Wellspring, LLC (#RMD665)
dddd. Mayflower Medicinals, Inc., Vertically Integrated
 Medical Marijuana Treatment Center
eeee. Mission MA, Inc. (#RMD1125)
ffff. New England Treatment Access, LLC (#RMD3028)
gggg. Silver Therapeutics, Inc. (#RMD3059)



Staff Recommendations: Final Licenses

- a. 208 Worcester Street, LLC (#MR283652), Retail
- b. Artis, LLC (#DO100113), Marijuana Courier
- c. Caroline's Cannabis, LLC (#MR283694), Retail**
- d. CommCan, Inc. (#MR283001), Retail
- e. Enlite Cannabis Dispensary, LLC (#MR281867), Retail
- f. Four Daughters Compassionate Care, Inc. (#MC282243), Cultivation, Tier 4 / Indoor
- g. Four Daughters Compassionate Care, Inc. (#MP281715), Product Manufacturer
- h. Green Thumb Growers, LLC (#MB281692), Microbusiness
- i. Heal Provincetown, Inc. (#MR282621), Retail
- j. Herbal Pathways, LLC (#MR282037), Retail
- k. Kaycha MA, LLC (#IL281349), Independent Testing Laboratory





Staff Recommendations: Final Licenses

- l. Local Roots NE, Inc. (#MR283723), Retail
- m. MJ's Market, Inc. (#MR281457), Retail**
- n. New England Craft Cultivators, LLC (#MR283416), Retail
- o. Paper Crane Provisions, LLC (#MC283300), Cultivation, Tier 6 / Outdoor
- p. Pure Botanicals, LLC (#MC281770), Cultivation, Tier 1 / Indoor
- q. Royal Sun Farm, LLC (#MC282001), Cultivation, Tier 6 / Outdoor
- r. The Haven Center, Inc. (#MR281258), Retail
- s. Four Daughters Compassionate Care, Inc. (#MTC1691), Vertically Integrated Medical Marijuana Treatment Center



Staff Recommendations: Provisional Licenses

- a. Evokanna Labs, LLC (#MCN283141), Cultivation, Tier 4 / Indoor
- b. Evokanna Labs, LLC (#MPN281969), Product Manufacturer
- c. Evokanna Labs, LLC (#MXN281382), Transporter with Other ME License
- d. Frozen 4 Corporation (#MCN283525), Cultivation, Tier 2 / Indoor
- e. MAIA Advanced Organics, Inc. (#MCN283086), Cultivation, Tier 5 / Indoor
- f. MAIA Advanced Organics, Inc. (#MPN281960), Product Manufacturer
- g. Mass Cannabis Growers Cooperative (#CON281452), Craft Marijuana Cooperative, Tier 3 / Indoor
- h. Misty Mountain Shop, LLC (#MRN282634), Retail
- i. Neamat, LLC (#MPN282004), Product Manufacturer
- j. North Country Production, LLC (#MCN283161), Cultivation, Tier 6 / Indoor
- k. Pepperell Roots, LLC (#MCN283252), Cultivation, Tier 1 / Indoor
- l. Pepperell Roots, LLC (#MPN282002), Product Manufacturer
- m. Pepperell Roots, LLC (#MCN283254), Cultivation, Tier 6 / Indoor
- n. Spencer House, LLC (#MRN284143), Retail
- o. Sugar Grove, LLC (#MCN283194), Cultivation, Tier 2 / Indoor
- p. Sugar Grove, LLC (#MPN282044), Product Manufacturer
- q. The Heritage Club, LLC (#MRN282762), Retail
- r. Verdant Reparative, Inc. (#MPN282055), Product Manufacturer
- s. Verdant Reparative, Inc. (#MRN282752), Retail
- t. Zip Run, Inc. (#DOA100102), Marijuana Courier
- u. Alchemy League (#RMDA3481), Vertically Integrated Medical Marijuana Treatment Center



Commission Discussion & Votes

Commission Discussion & Votes

- Timeline for Executive Director Performance Review Process
- Possible Extension of COVID-19 Administrative Actions
- Job Description: Director of Testing
- Responsible Vendor Training Applicants



COVID-19 Administrative Actions

- Telehealth for Initial Certification
- Curbside Pickup



Responsible Vendor Training Applicants

- Train to Tend
- ELearn Cannabis Academy
- Willow Street Legal, LLC





Upcoming Meetings & Adjournment

Upcoming Meetings and Important Dates

Next Meeting Date:
Thursday, October 14

- Monthly Public Meeting
- Remote via Teams

• 10:00 AM



2021 Public Meeting Schedule

Public Meeting dates are tentative and subject to change

November 18

December 16



The Commission is in recess



Additional Licensing Data



Licensing Applications | September 17, 2021

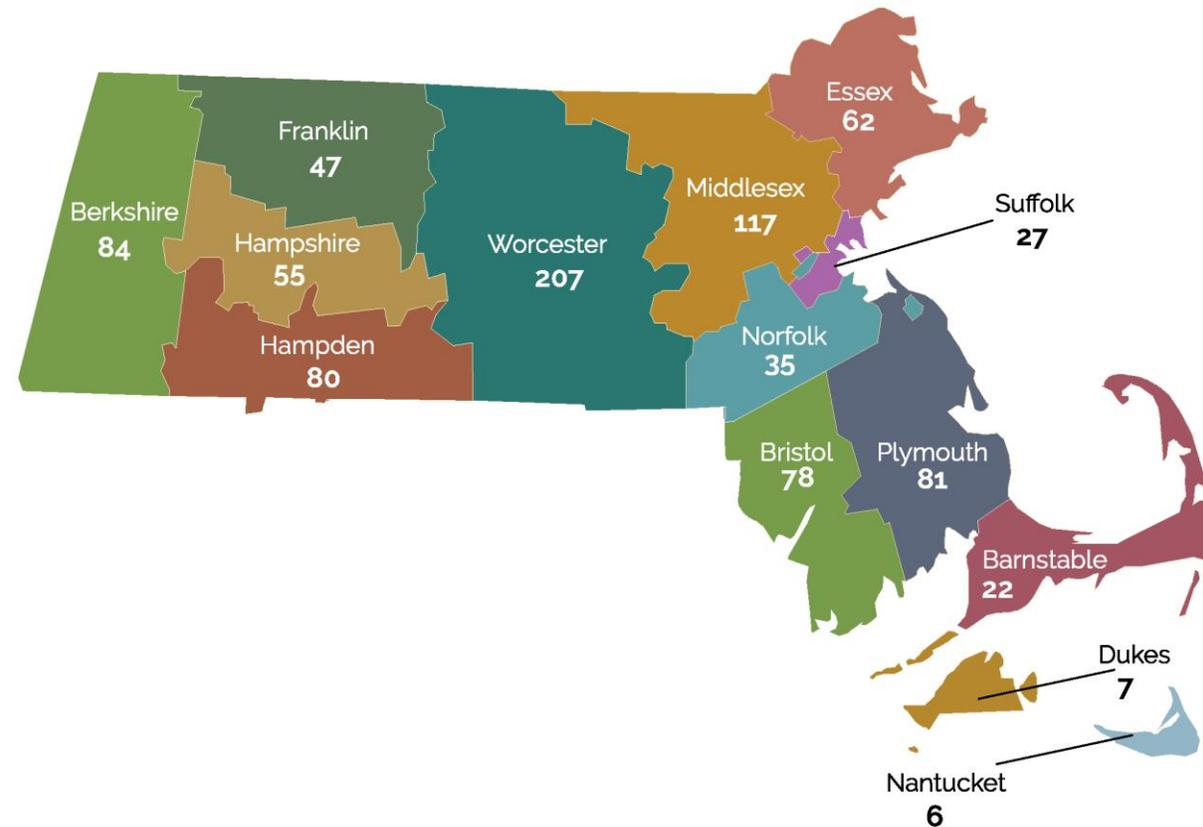
The totals below are applications that have submitted all four packets and are pending review.

| Type | # |
|--|------------|
| Craft Marijuana Cooperative | 3 |
| Delivery-Only Provisional Licensure (Part 2) | 7 |
| Delivery-Only Pre-Certification (Part 1) | 10 |
| Independent Testing Laboratory | 6 |
| Marijuana Cultivator | 64 |
| Marijuana Delivery Operator Provisional License (Part 2) | 11 |
| Marijuana Delivery Operator Pre-Certification (Part 1) | 9 |
| Marijuana Microbusiness | 7 |
| Marijuana Product Manufacturer | 45 |
| Marijuana Research Facility | 7 |
| Marijuana Retailer | 61 |
| Marijuana Transporter with Other Existing ME License | 2 |
| Microbusiness Delivery Endorsement | 0 |
| Third Party Transporter | 4 |
| Total | 236 |

Licensing Applications | September 17, 2021

The totals below are the total number of licenses by county.

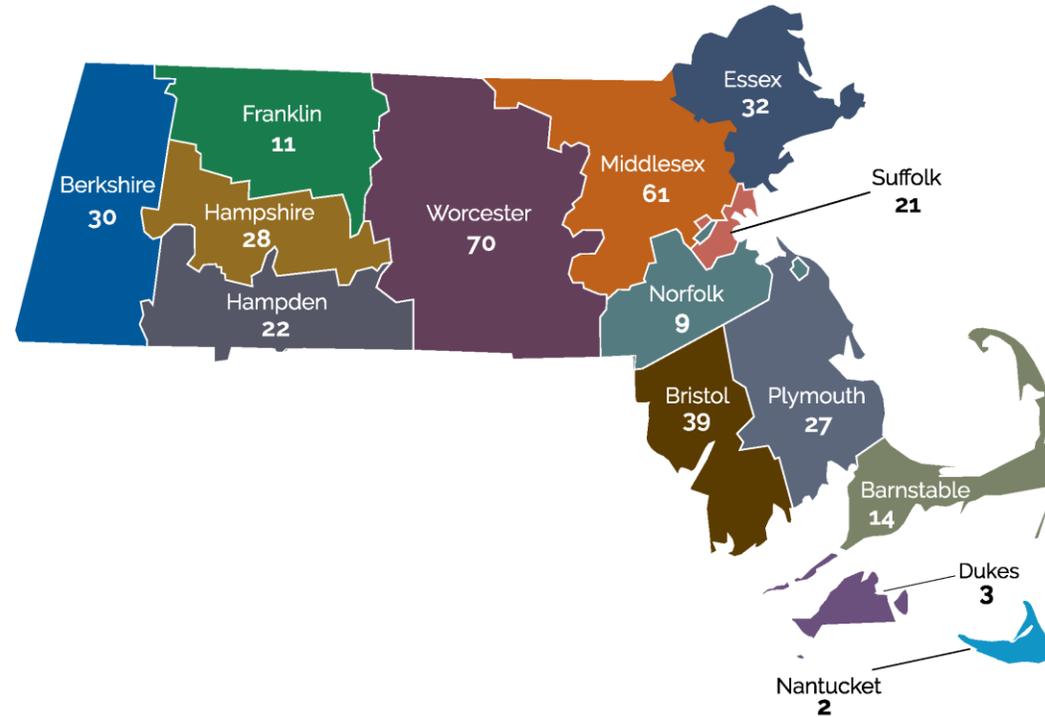
| COUNTY | # | +/- |
|--------------|------------|------------|
| BARNSTABLE | 22 | |
| BERKSHIRE | 84 | +2 |
| BRISTOL | 78 | +3 |
| DUKES | 7 | |
| ESSEX | 62 | |
| FRANKLIN | 47 | |
| HAMPDEN | 80 | +4 |
| HAMPSHIRE | 55 | |
| MIDDLESEX | 117 | |
| NANTUCKET | 6 | |
| NORFOLK | 35 | |
| PLYMOUTH | 81 | +2 |
| SUFFOLK | 27 | +4 |
| WORCESTER | 207 | +1 |
| TOTAL | 908 | +16 |



Licensing Applications | September 17, 2021

The totals below are the total number of retail licenses by county.

| COUNTY | # | + |
|--------------|------------|-----------|
| BARNSTABLE | 14 | |
| BERKSHIRE | 30 | +1 |
| BRISTOL | 39 | +1 |
| DUKES | 3 | |
| ESSEX | 32 | |
| FRANKLIN | 11 | |
| HAMPDEN | 22 | |
| HAMPSHIRE | 28 | |
| MIDDLESEX | 61 | |
| NANTUCKET | 2 | |
| NORFOLK | 9 | +1 |
| PLYMOUTH | 27 | +1 |
| SUFFOLK | 21 | +4 |
| WORCESTER | 70 | |
| TOTAL | 369 | +8 |



Adult Use Agent Applications | September 17, 2021

31,155 Total Agent Applications:

281
Total
Pending { 268 Pending Establishment Agents
13 Pending Laboratory Agents

- 1,490 Withdrawn
- 1,943 Incomplete
- 1,325 Expired
- 10,244 Surrendered
- 2 Denied / 1 Revoked
- 15,869 Active

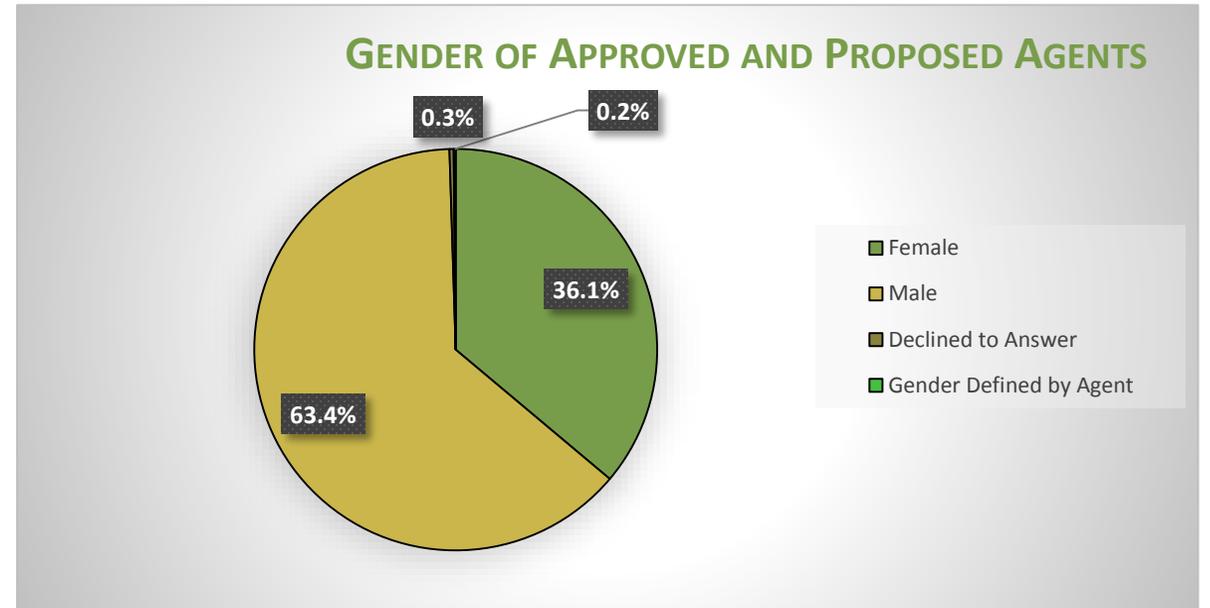
Of 281 Total Pending:

- 117 not yet reviewed
- 157 CCC requested more information
- 7 awaiting third party response
- 0 Review complete; awaiting approval

Agent Applications | September 17, 2021

Demographics of Approved and Pending Marijuana Establishment Agents

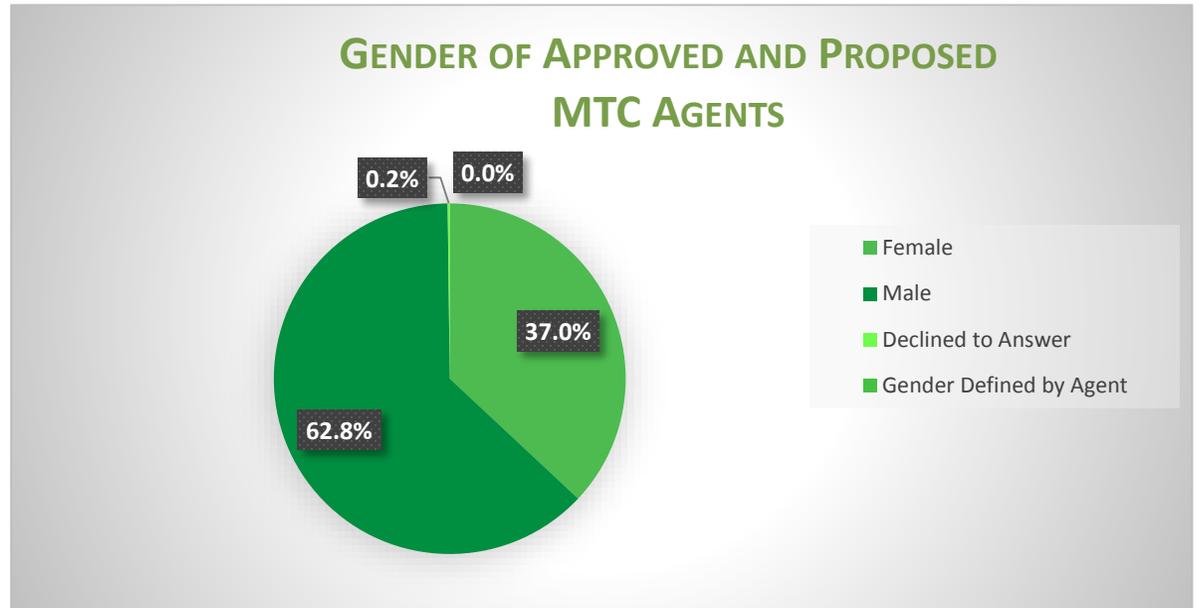
| Gender | # | % |
|-----------------------------|---------------|-------------|
| Female | 5,836 | 36.1% |
| Male | 10,234 | 63.4% |
| Declined to Answer | 54 | 0.3% |
| Gender Defined by Applicant | 26 | 0.2% |
| Total | 16,150 | 100% |



Agent Applications | September 17, 2021

Demographics of Approved and Pending Medical Marijuana Treatment Center Agents

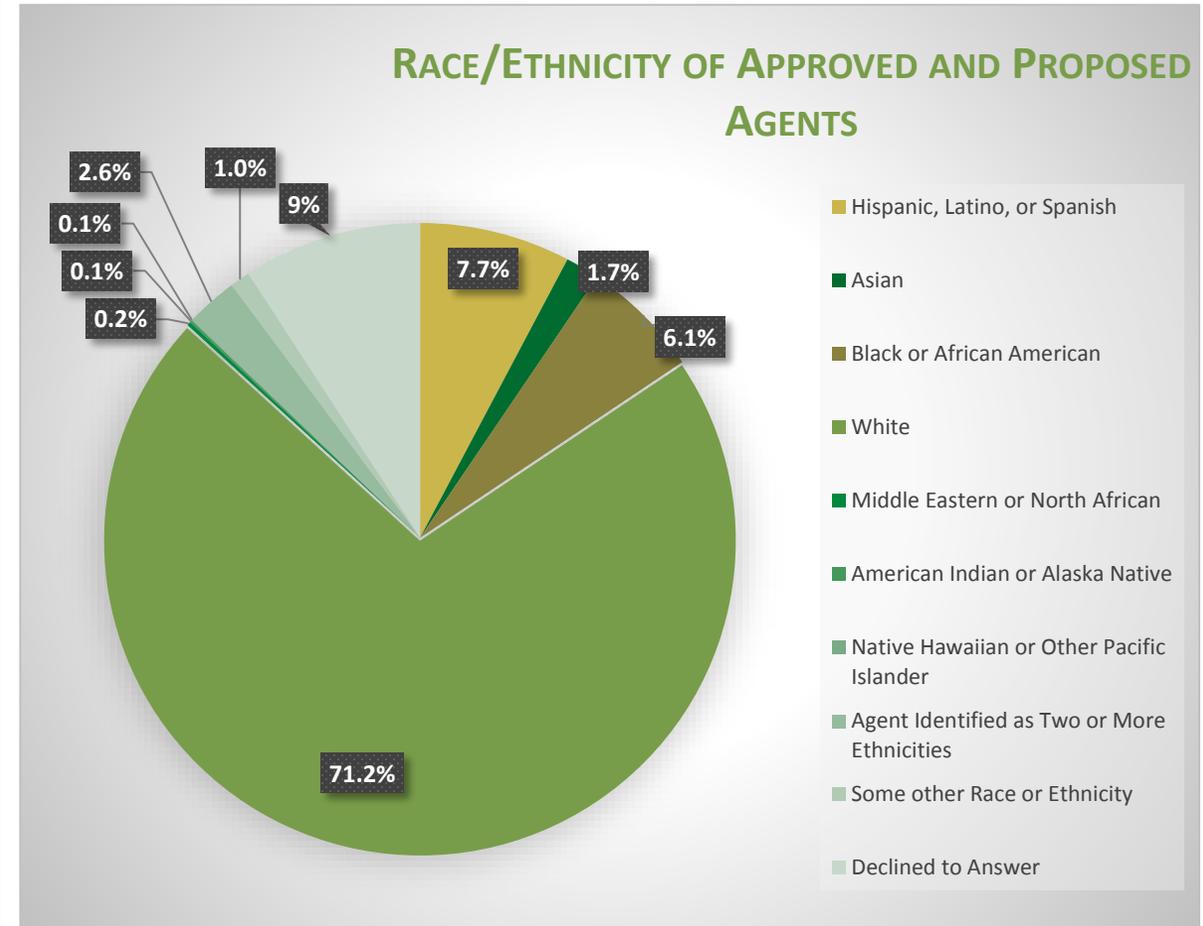
| Gender | # | % |
|-----------------------------|--------------|-------------|
| Female | 3,106 | 37% |
| Male | 5,275 | 62.8% |
| Declined to Answer | 16 | 0.2% |
| Gender Defined by Applicant | 0 | 0% |
| Total | 8,397 | 100% |



Agent Applications | September 17, 2021

Demographics of Approved and Pending Agents

| Race/Ethnicity | # | % |
|---|---------------|-------------|
| Hispanic; Latino; Spanish | 1,248 | 7.7% |
| Asian | 281 | 1.7% |
| Black; African American | 987 | 6.1% |
| White | 11,504 | 71.2% |
| Middle Eastern; North African | 32 | 0.2% |
| American Indian; Alaska Native | 18 | 0.1% |
| Native Hawaiian; Other Pacific Islander | 9 | 0.1% |
| Identified as Two or More Ethnicities | 427 | 2.6% |
| Other Race or Ethnicity | 165 | 1% |
| Declined to Answer | 1,479 | 9.2% |
| Total | 16,150 | 100% |

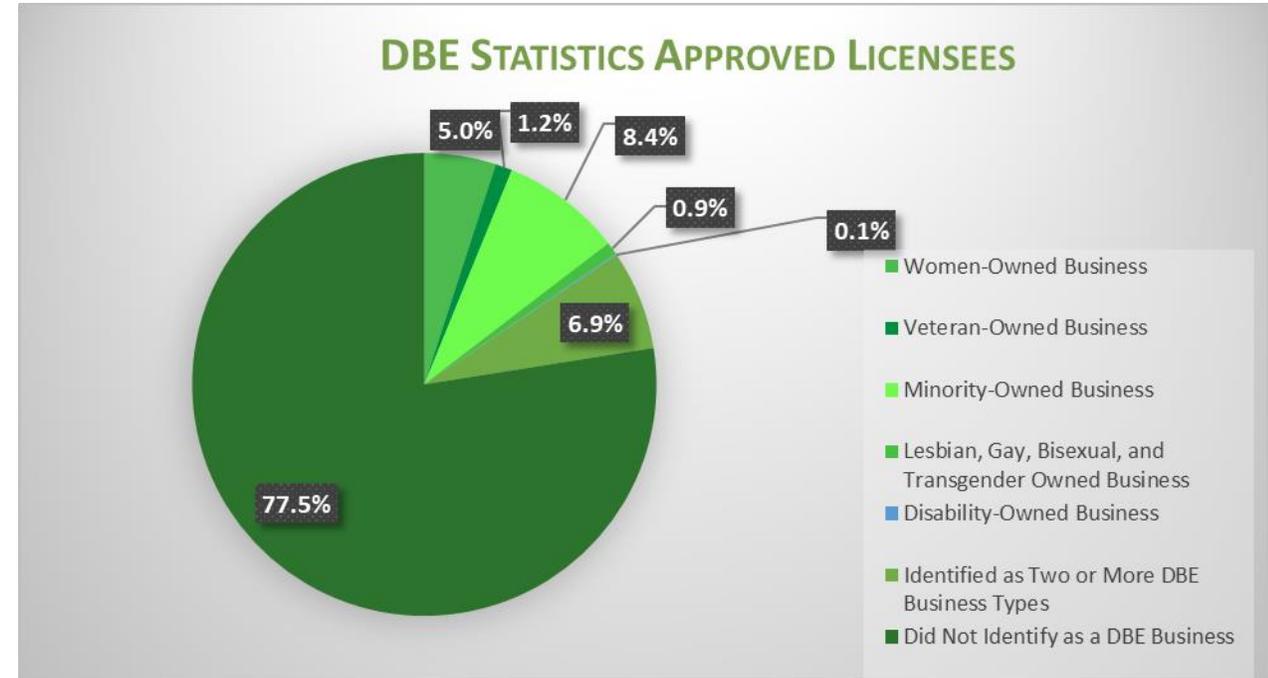


* Additional data available at the end of slide presentation

Licensing Applications | September 17, 2021

Disadvantaged Business Enterprise Statistics for Approved Licensees

| Type | # | % of Group |
|--|--------------|-------------|
| Women-Owned Business | 51 | 5% |
| Veteran-Owned Business | 12 | 1.2% |
| Minority-Owned Business | 86 | 8.4% |
| Lesbian, Gay, Bisexual, and Transgender Owned Business | 9 | 0.9% |
| Disability-Owned Business | 1 | 0.1% |
| Identified as Two or More DBE Business Types | 71 | 6.9% |
| Did Not Identify as a DBE Business | 793 | 77.5% |
| Total | 1,023 | 100% |

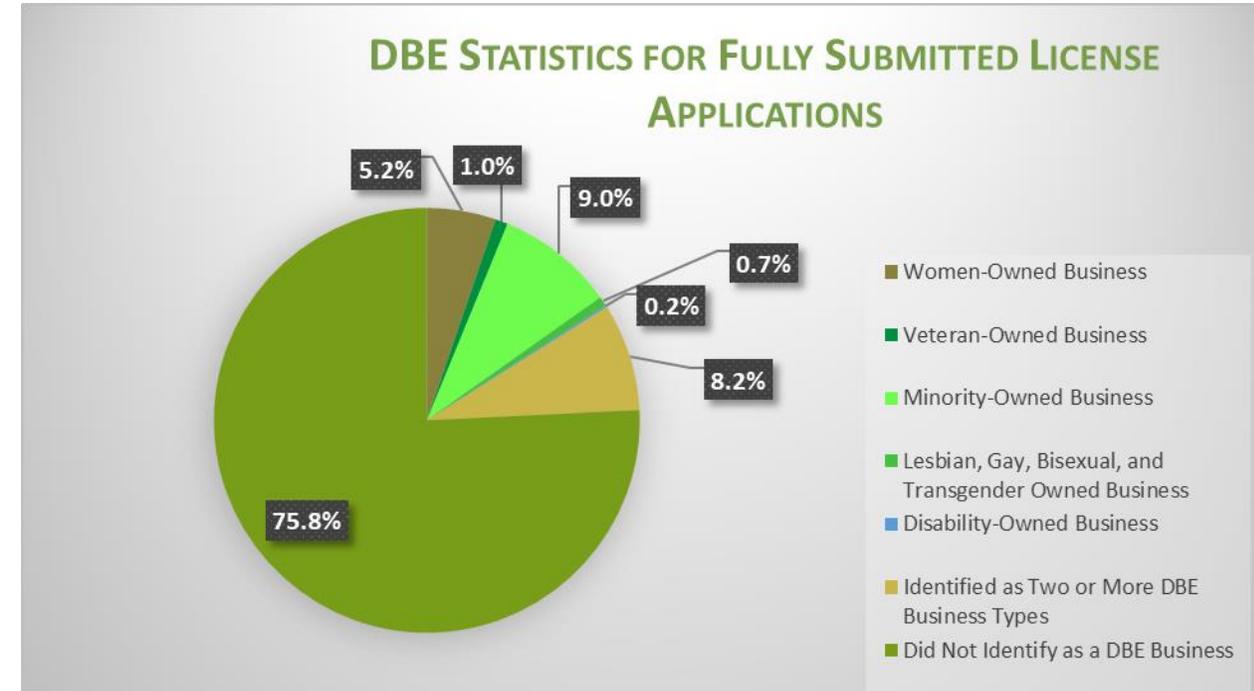


* Additional data available at the end of slide presentation

Licensing Applications | September 17, 2021

Disadvantaged Business Enterprise (DBE) Statistics for Fully Submitted License Applications

| Type | # | % of Group |
|--|--------------|-------------|
| Women-Owned Business | 66 | 5.2% |
| Veteran-Owned Business | 12 | 1% |
| Minority-Owned Business | 113 | 9% |
| Lesbian, Gay, Bisexual, and Transgender Owned Business | 9 | 0.7% |
| Disability-Owned Business | 2 | 0.2% |
| Identified as Two or More DBE Business Types | 103 | 8.2% |
| Did Not Identify as a DBE Business | 954 | 75.8% |
| Total | 1,259 | 100% |



* Additional data available at the end of slide presentation

Medical Use Agent Application | September 17, 2021

| MTC Agent Applications | # |
|---------------------------------------|---------------|
| Pending MTC Agent Applications | 17 |
| Pending Laboratory Agent Applications | 5 |
| Incomplete | 55 |
| Revoked | 4 |
| Denied | 31 |
| Surrendered | 7,704 |
| Expired | 1,255 |
| Active | 8,375 |
| Total Agent Applications | 17,446 |