



The State of Cannabis in Massachusetts

Cannabis Control Commission

April 25, 2024



Acting Chair

Ava Callender Concepcion



Chair Daniel Donahue

Co-Chair, Joint Committee on Cannabis Policy



Acting Chair

Ava Callender Concepcion



Agenda

1. **Welcome**
2. **Commission Overview**
3. **Chapter 180 Implementation**
4. **Research Agenda**
5. **Equity Programming**
6. **From Seed to Sale: The Cannabis Journey**
7. **Projects**
8. **Enforcement**
9. **Licensing**
10. **Investigations**
11. **Testing**
12. **Constituent Services**
13. **Revenue and FY 2025 Budget**
14. **Commission Policy and Outreach**
15. **Next Steps and Additional Resources**



Commission Overview



The mission of the Cannabis Control Commission is to honor the will of Massachusetts voters by safely, equitably, and effectively implementing and administering the laws enabling access to medical and adult use marijuana in the Commonwealth.

Meet the Commission



Nurys Camargo,
Social Justice
Appointed in 2021



Ava Callender
Concepcion,
Public Safety
Appointed in 2021



Kimberly Roy,
Public Health
Appointed in 2021



Bruce Stebbins,
Regulated Industries
Appointed in 2021

Commission Departments

- Executive Director
- Communications
- Constituent Services
- Digital and Creative Services
- Enforcement
- Equity Programming and Community Outreach
- Finance and Accounting
- General Counsel
- Government Affairs and Policy
- Human Resources
- Information Technology
- Licensing
- Operations
- Research
- Testing



Current State of Licenses and Applications

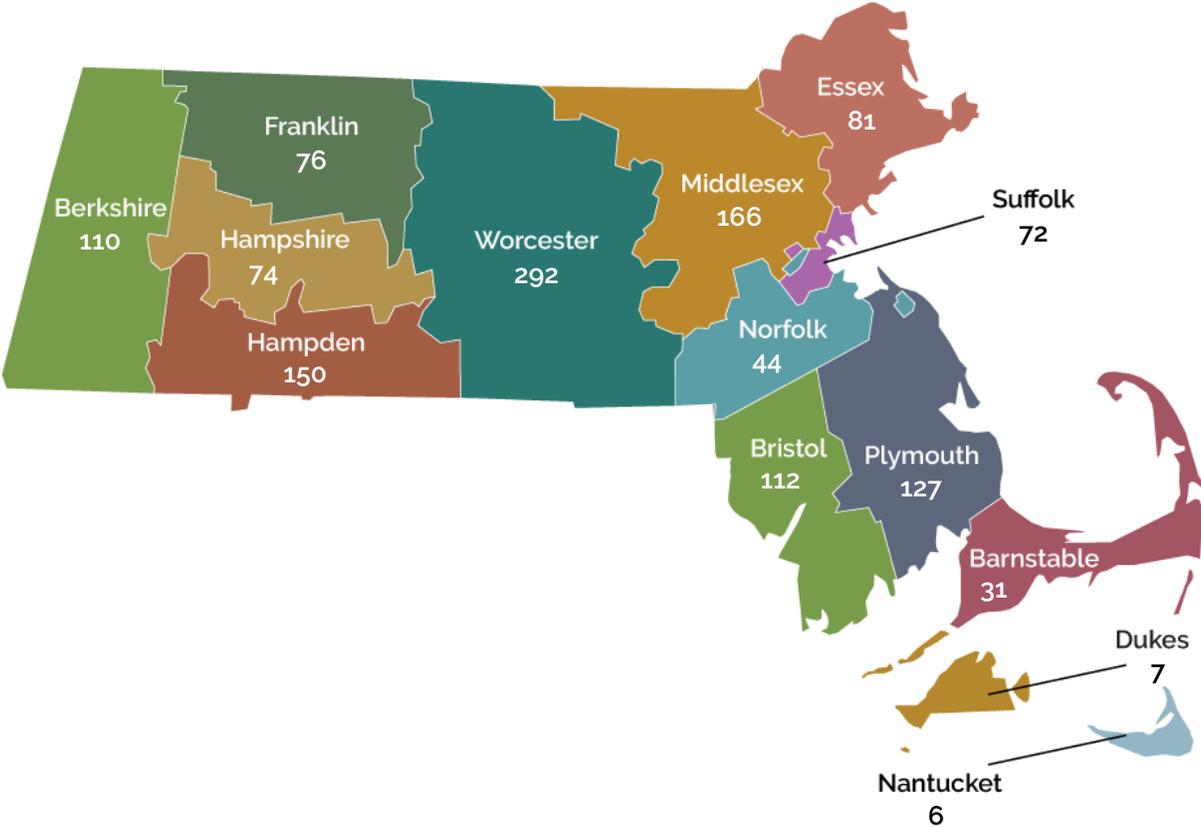
Type	Pending Application	Pre-Certified Endorsement	Provisionally Approved	Provisional License	Final License	Commence Operation	Total
Craft Marijuana Cooperative	2	-	0	4	0	0	6
Marijuana Courier License	11	-	0	12	1	10	34
Marijuana Courier Pre-Certification	15	101	-	-	-	-	116
Independent Testing Laboratory	1	-	2	2	0	16	21
Marijuana Cultivator	46	-	45	189	28	130	440
Marijuana Delivery Operator License	10	-	0	21	2	11	44
Marijuana Delivery Operator Pre-Certification	16	99	-	-	-	-	115
Marijuana Microbusiness	6	-	4	13	1	5	29
Marijuana Product Manufacturer	31	-	45	136	18	111	342
Marijuana Research Facility	5	-	1	1	0	0	7
Marijuana Retailer	50	-	35	130	9	350	576
Marijuana Transporter with Other Existing ME License	5	-	2	5	0	3	15
Microbusiness Delivery Endorsement	1	4	0	1	0	1	7
Third Party Transporter	10	-	0	0	0	5	15
Standards Laboratory	0	-	0	0	0	0	0
Total	209	204	134	514	59	642	1,767



Marijuana Establishment Licenses

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

County	#	+/-
Barnstable	31	+2
Berkshire	110	
Bristol	112	+6
Dukes	7	
Essex	81	+6
Franklin	76	+3
Hampden	150	+10
Hampshire	74	
Middlesex	166	+12
Nantucket	6	
Norfolk	44	+2
Plymouth	127	+13
Suffolk	72	+8
Worcester	292	+14
Total	1,348	+76



Open Data



Agent Registration and Ownership

The Cannabis Control Commission is dedicated to supporting full and robust industry participation by



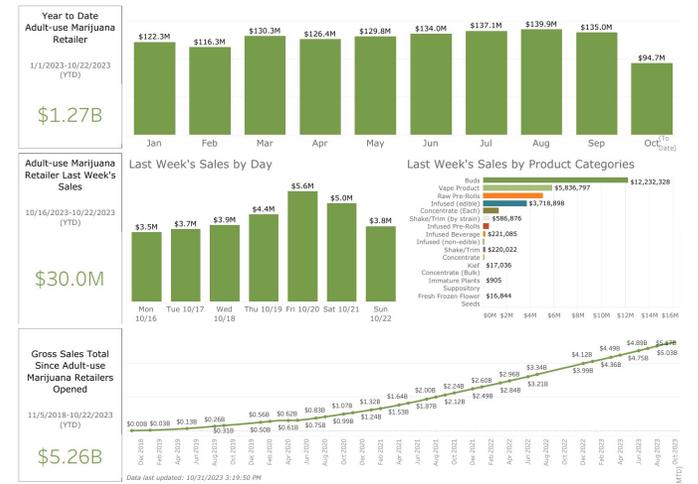
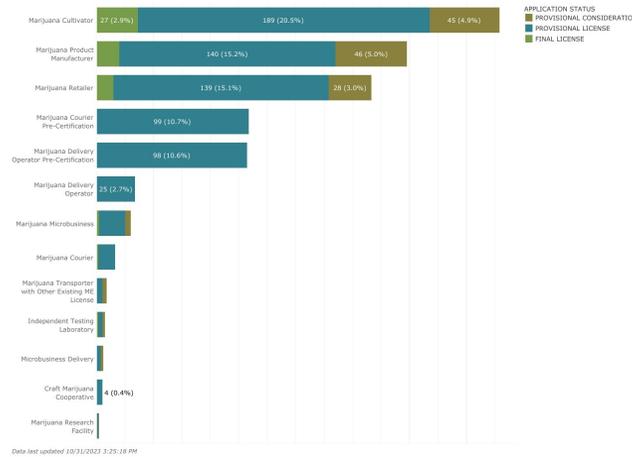
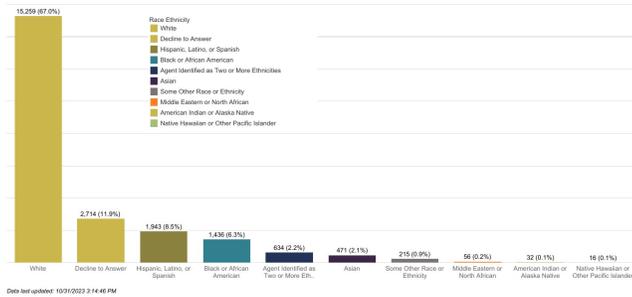
Applications and Licenses

The Commission offers applicants of all sizes the opportunity to contribute through a wide range of licenses



Sales and Product Distribution

This safely regulated industry will contribute through economic development, job growth, and tax



Open Data: Data Catalog

Data Category	Dataset Name
Agent Registration and Ownership	Active Marijuana Establishment Agents Gender Totals
	Marijuana Establishment Agent Race / Ethnicity Totals
Applications and Licenses	Marijuana Establishment License and Applications - Approved
	Marijuana Establishment License and Applications - Pending
	Marijuana Establishment License and Application DBE Totals
	Marijuana Establishment License and Applications - Approved, Pending, Re-Opened
	Total Adult-use Marijuana Establishment License Applications Submitted
Sales and Product Distribution	ITD Adult-use Retail and Delivery Sales Report Data
	Marijuana Retail and Delivery Weekly Sales Report Total
	Average Monthly Price per Ounce for Adult-Use Cannabis
	Medical Treatment Centers - Facility Statistics
	Marijuana Establishment Adult-use Plant Activity and Volume
	Marijuana Establishment Facility Statistics

What percent of businesses are minority-owned?

How many edibles were sold last year?





Chapter 180 of the Acts of 2022

Regulations

- On August 9, 2022, former Governor Baker signed S.3096, *An Act relative to equity in the cannabis industry* (Chapter 180 of the Acts of 2022) into law.
- Chapter 180 grants the Commission new authority and mandates to regulate the licensed cannabis industry, including oversight authority over Host Community Agreements and municipal equity programs.
- After multiple rounds of revision, a public comment period, public hearings, the Commission promulgated new regulations on October 27, 2023.



Chapter 180 Implementation

Phase 1 (HCA): No later than 3/1/24

All related outreach, communications, MassCIP applications, guidance documents, and trainings related to HCAs to be complete for a go-live date of 3/1/24.

Phase 2 (Municipal Equity Standards): No later than 5/1/24

All related outreach, communications, MassCIP applications (SEB / municipal notification), guidance documents, and trainings to be complete for a go-live date of 5/1/24.

Phase 3 (CIF Certification): Target by 6/1/24

All related outreach, communications, MassCIP applications, guidance documents, and trainings related to CIF assessments to be complete for a target date of 6/1/24

Phase 4 (Pre-Cert./ Amended Agent Reg. Apps): Target 8/1/24

All related communications, MassCIP applications, and guidance documents related to pre-certs. and agent reg. apps. to be complete for a target date of 8/1/24.

Phase 5 (All): Target 10/31/24

Remainder of project deliverables finished, or at least in progress, by 10/31/24.



Chapter 180 Implementation - Guidance and Forms

- Updated Guidance on Licensure
- Model Host Community Agreement
- Host Community Agreement Waiver Form
- Updated Guidance on Host Community Agreements
- Municipal Equity Guidance
- Municipal Equity Model Bylaw or Ordinance
 - Public Comment Period closes **4/25 at 5pm**





Research

Dr. Julie Johnson, Chief of Research

Research Agenda

- The Commission serves as a cannabis policy research center of excellence, among the first of its kind to both inform evidence-based policy decisions and add to the scientific literature.
- The center of excellence brings together legislators, regulators, researchers, and other government agencies to study the implementation and effects of cannabis policies.
- G. L. c. 94G, § 17(a):
 - (i) Patterns of use, methods of consumption, sources of purchase and general perceptions of marijuana
 - (ii) Incidents of impaired driving, hospitalization and use of other health care services related to marijuana use
 - (iii) Economic and fiscal impacts for state and local governments
 - (iv) Ownership and employment trends in the marijuana industry examining participation by racial, ethnic and socioeconomic subgroups, including identification of barriers to participation in the industry;
 - (v) Market analysis examining the expansion or contraction of the illicit marketplace;
 - (vi) Incidents of discipline in schools, including suspensions or expulsions, resulting from marijuana use or possession of marijuana or marijuana products; and
 - (vii) Civil penalties, arrests, prosecutions, incarcerations and sanctions imposed for possession, distribution or trafficking



Research Department Products

- **External Products**

- 12 comprehensive reports [legislative and special reports]
- 20 scientific, peer-review manuscripts
- 20 scientific conference presentations
- 1 Textbook chapter
- 17 guest lectures and panels
- 2 Subcommittee white papers

- **Internal Products**

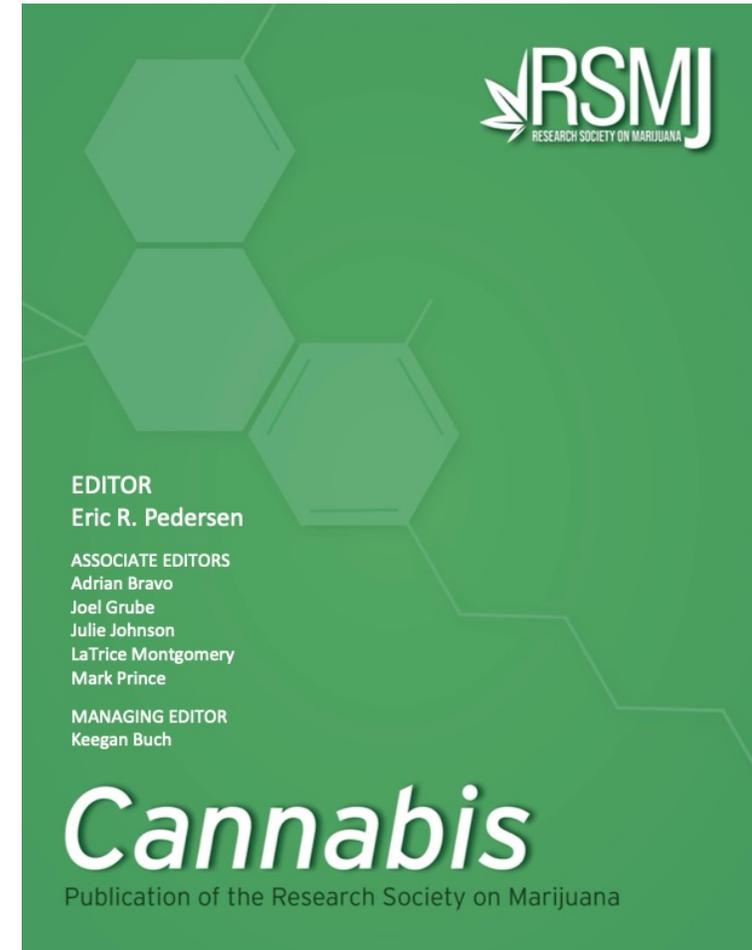
- Literature searches and reviews
- Content consulting and presentations
- Data analysis and visualization
- Survey construction



Research Department Roles

- **External Roles**

- Associate Editor and Members, Research Society on Marijuana (RSMj)
- Guest Editor, Clinical Therapeutics
- Co-Chair, CANNRA Medical Use and Research Subcommittee
- Members, Council of State and Territorial Epidemiologists (CSTE)
- CSTE Cannabis Subcommittee
- CSTE International Cannabis Policy Study (ICPS) Subcommittee
- Research Collaborators
- Consultants



Center for Cannabis Research and Policy (CCRP)

- Create a world-renowned center of excellence and leading source of collaboration for cannabis policy research and regulation data analytics, as the first Center for Cannabis Research & Policy (CCRP) within a government agency, which will lead by conducting, funding, and disseminating applied research on cannabis policy and regulation.





Commissioner Bruce Stebbins

Social Consumption

- Chapter 180 of the Acts of 2022 allows municipalities to opt-in to allow social consumption licensees within their borders, via two methods:
 1. Voters may place a question on the next biennial election ballot asking the voters to approve social consumption licensing;
 2. The municipality may opt-in by updating its by-laws or ordinances.
- Social Consumption licenses are exclusively available to Economic Empowerment Applicants, Social Equity Program Participants, Microbusinesses and Craft Marijuana Cooperatives.
- The Commission has established regulations on social consumption licenses (935 CMR 500) and is actively working on creating more framework for these license types.



Positive Impact and Diversity

All licensees are required to submit:

- Plans to Positively Impact Disproportionately Harmed People
- Diversity Plans

Model Diversity and Positive Impact Plans and Resources:

- Guidance documents
- Model plans





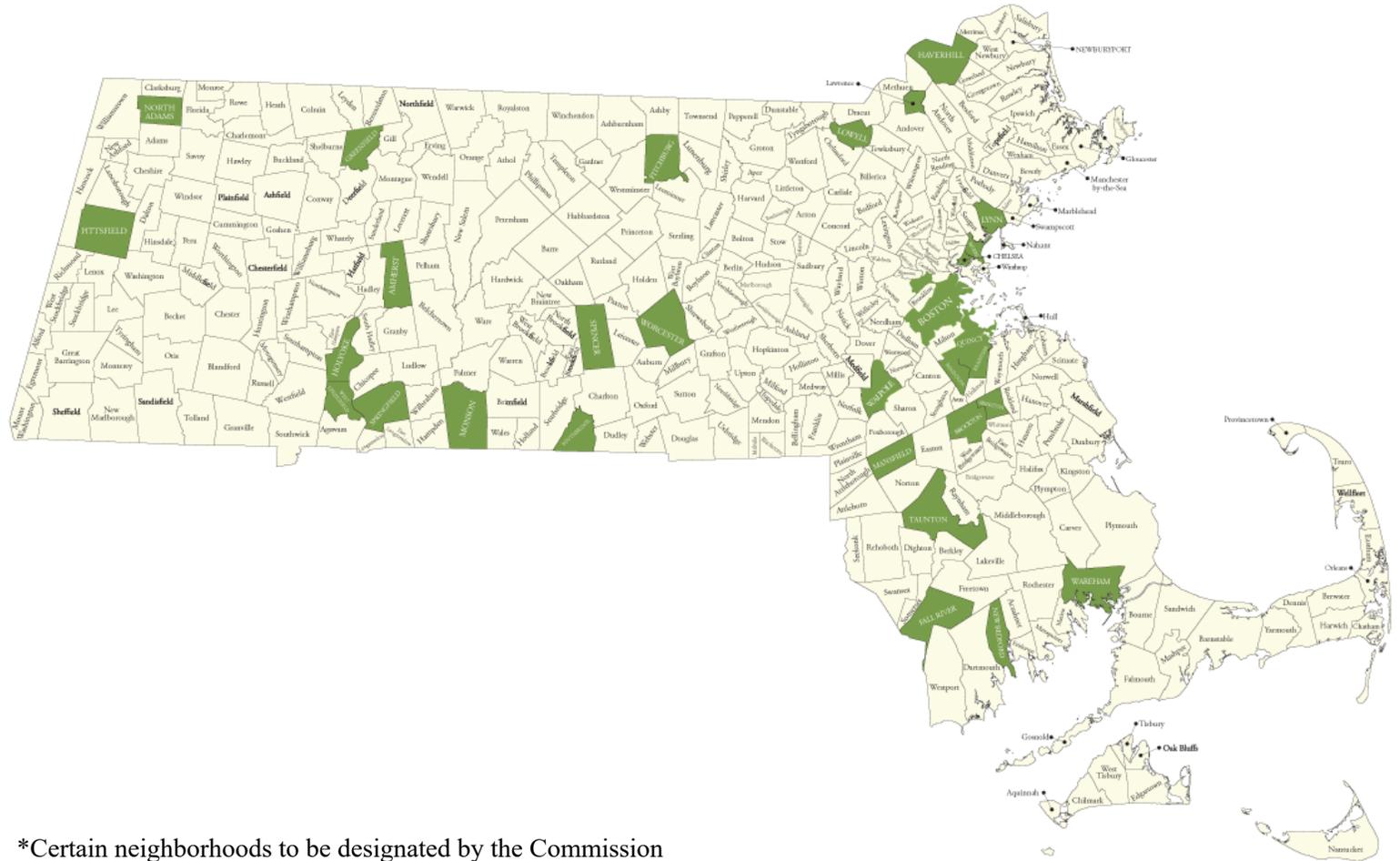
Equity Programming

Darrus Sands

Manager of Equity Programming and Community Outreach

Disproportionately Impacted Areas

- | | |
|------------|------------------|
| Abington | Monson |
| Amherst | New Bedford |
| Boston* | North Adams |
| Braintree | Pittsfield |
| Brockton | Quincy |
| Chelsea | Randolph |
| Fall River | Revere |
| Fitchburg | Southbridge |
| Greenfield | Spencer |
| Haverhill | Springfield* |
| Holyoke | Taunton |
| Lawrence | Walpole |
| Lowell* | Wareham |
| Lynn | West Springfield |
| Mansfield | Worcester* |



*Certain neighborhoods to be designated by the Commission



Equity Programming & Community Outreach Overview

- We promote the inclusion of communities disproportionately harmed by marijuana arrests and incarceration into the cannabis industry through:
 - Community outreach initiatives, to disadvantages groups and industry stakeholders, including providing industry updates, educational resources, additional resources, training opportunities and consultations with state agencies
 - Strategic Partnerships engagement, to increase our reach to women, veterans and racial minority populations
 - Recruitment of minority-owned, women-owned and Veteran owned business enterprises to become licensed
 - Equity Programming, the development of our technical assistance and training platform, the Social Equity Program



Social Equity Program (SEP) Overview

- The Social Equity Program (SEP) creates sustainable pathways into the cannabis industry for individuals most impacted by the War on Drugs, marijuana prohibition, disproportionate arrest, and incarceration.
- **The Social Equity Program (SEP) Highlights**
 - First statewide social equity program of its kind in the Nation;
 - To-date over **1000** participants have been enrolled in the program
 - Utilizing the Technical Assistance and Training programming, participants will have acquired tools and resources to apply for and obtain a license through the Cannabis Control Commission. However, program acceptance and trainings do not guarantee licensure.
 - First-ever Advanced Course Curricula launched last year
 - Cohort IV application deadline – **April 30**



Social Equity Program Eligibility

Applicants are eligible for the social equity program if they demonstrate at least one of the following criteria:

- #1** Income that does not exceed 400% of Area Median Income and Residency in an Area of Disproportionate Impact, as defined by the Commission, for at least five of the past ten years;
- #2** Residency in Massachusetts for at least the past 12 months and a conviction or continuance without a finding for an offense under M.G.L. c. 94C or an equivalent conviction in Other Jurisdictions;
- #3** Residency in Massachusetts for at least the past 12 months and proof that the applicant was either married to or the child of an individual convicted or continuance without a finding for a M.G.L. c. 94C offense or an equivalent conviction in Other Jurisdictions;
- #4** Any individual listed as an owner on the original certification of an Economic Empowerment Priority Applicant.



Program Benefits

- Access to technical assistance, virtual training courses and instructors;
- Expedited License Application Review for individuals who maintain 10% ownership in the business;
- For those that maintain Majority ownership;
 - Waived Licensing Application Fees - Does not include cost associated with background checks;
 - Waived METRC Monthly Program Fees - Does not include other costs associated with the seed-to-sale licensing system, specifically the fees for plant and package tags;
 - 50% Reduction of Annual Renewal Fees;
 - Exclusive Three- Year period access to Social Consumption & Delivery Only License Types;
 - Application Pre-Certification providing applicants with an initial determination from the Commission which can be used for interactions with property owners, local officials, investors, and more.



Social Equity Program Track Overview

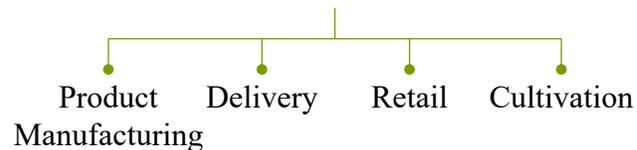
Each track is comprised of several individual and skills-based courses which encompass a complete curriculum.



Entrepreneur

Those seeking licensure and ownership.

Sub-tracks based on participant interest:



All Entrepreneur Track participants take Universal Courses, followed by courses specific to their sub-track.



Core

Those interested in cannabis careers at Marijuana Establishments at the managerial and executive level.

All Core Track Participants take Universal Courses, followed by courses specific to managerial and executive level opportunities.



Entry

Those interested in entry level positions or starting careers at Marijuana Establishments.

All Entry Track Participants are encouraged to take Universal Courses.



Ancillary

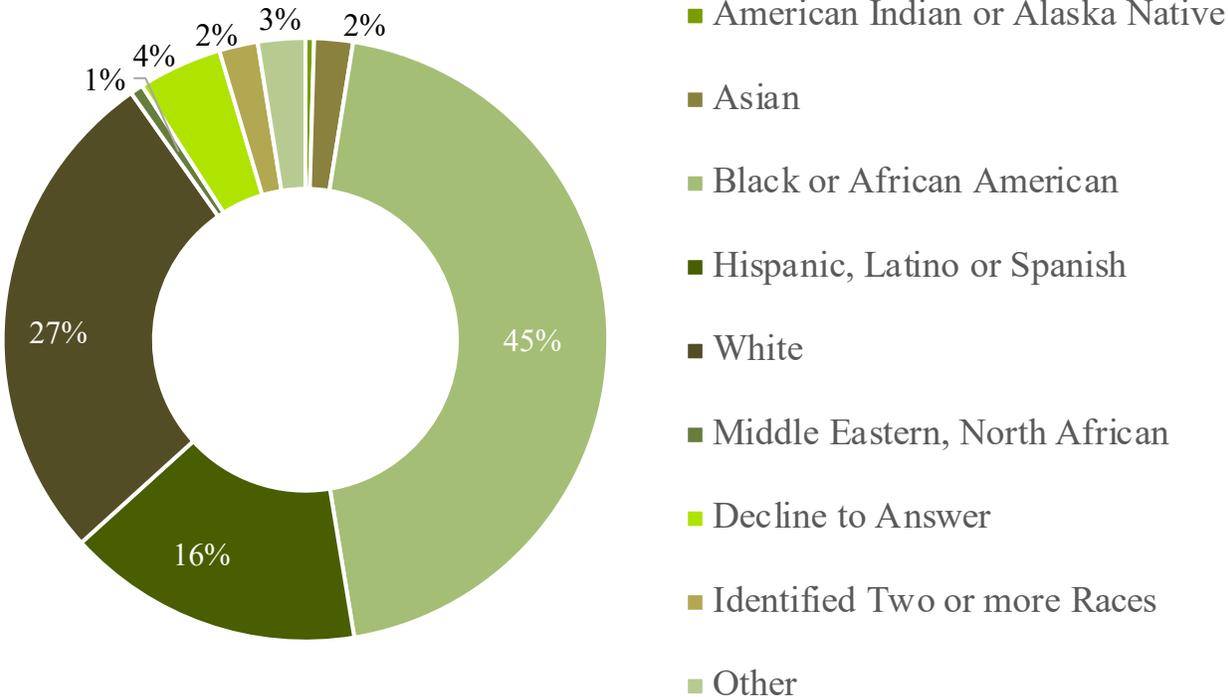
Those with existing skills that are directly transferable to working with or supporting cannabis businesses.



Racial Demographic Overview- Cohorts I, II, III

Race/Ethnicity	#	%
Hispanic; Latino; Spanish	138	15.8%
Asian	18	2.1%
Black; African American	391	44.9%
White	235	27%
Middle Eastern; North African	6	0.7%
American Indian; Alaska Native	4	0.5%
Native Hawaiian; Other Pacific Islander	0	0%
Identified as Two or More Ethnicities	18	2.1%
Other Race or Ethnicity	22	2.5%
Declined to Answer	39	4.5%
Total	871	100%

Demographics Composition of Cohorts I-III





Commissioner Bruce Stebbins



***From Seed to Sale:
An Overview of the Massachusetts Cannabis Industry***





Investigations & Enforcement

Mercedes Erickson, Project Manager

Investigations & Enforcement (I&E)

- I&E is comprised of 75 staff from:
 - Licensing
 - Investigations
 - Testing
 - Enforcement Counsel
 - Constituent Services
 - Projects
- I&E is responsible for the overall implementation and compliance of the Commonwealth's cannabis laws and regulations.
- I&E is under the current direction of Interim Chief of Investigations and Enforcement, Nomxolisi Khumalo.

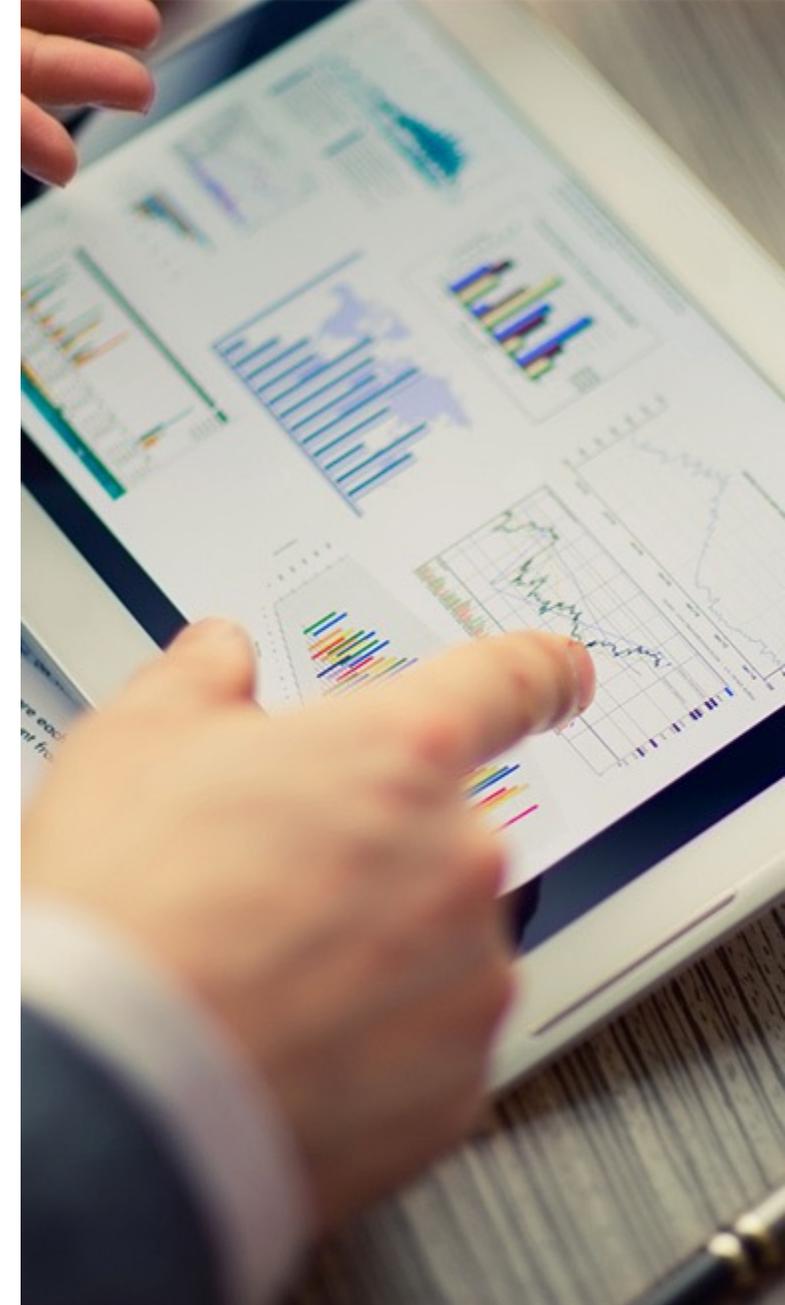


Projects Management Overview

- The Project Management team oversees the projects and operations of I&E. The team collaborates with the CIE to identify and execute process enhancements and standard operating procedures (SOPs).
- We facilitate staff needs by managing equipment, resources, onboarding processes, and fleet logistics. Financial activities are supported through procurement strategies, budget planning, and statements of work.
- We coordinate regulatory compliance efforts, including the implementation of Chapter 180 regulations, audit reviews, and manage the seed-to-sale processes to ensure adherence to all relevant guidelines.

Meet the Team

- **Project Manager, Lead** - Mercedes Erickson
- **Project Coordinators**
- **I&E Assistant**



Project Management Overview

- **Procurements**

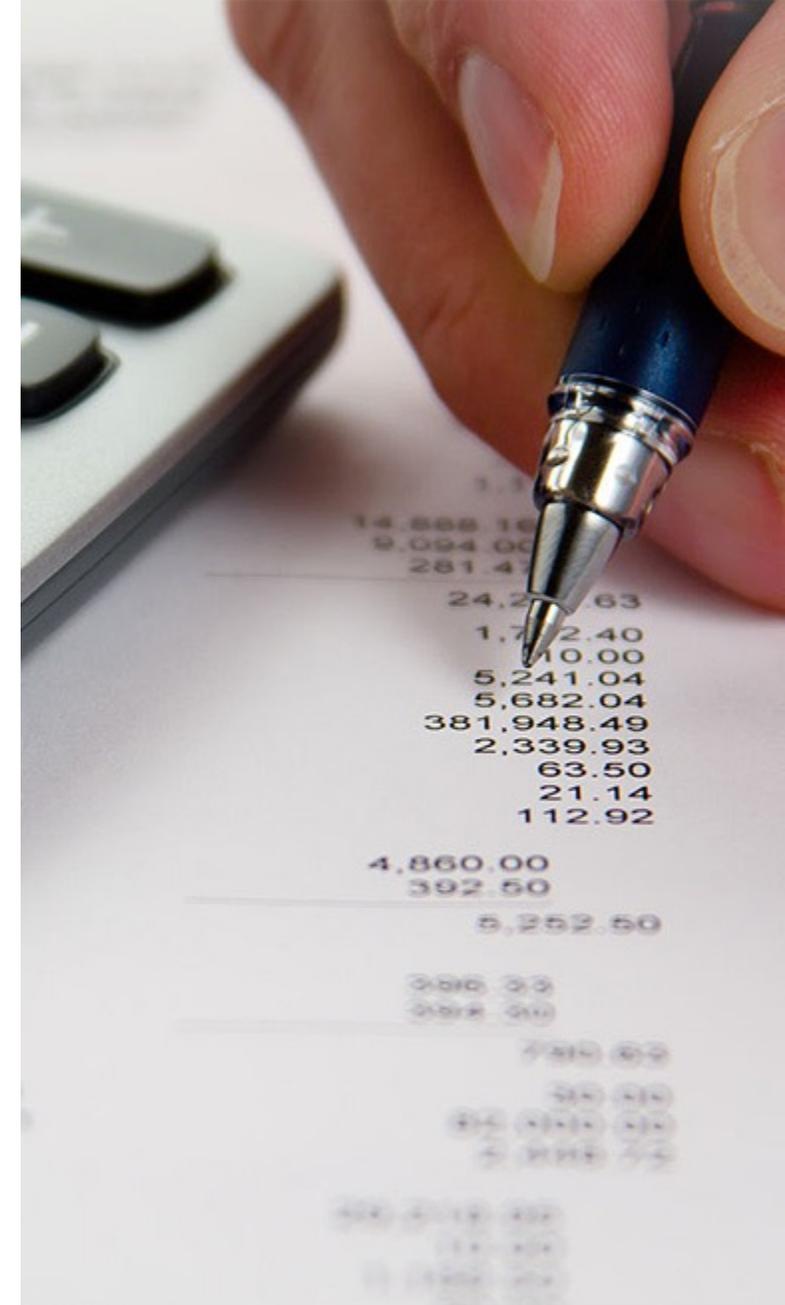
- Seed to Sale Platform (Metric)
- Licensing Platforms
- Testing Services
- Financial Auditing Services

- **Resources**

- Personal Protection Equipment (PPE)
- Inspection equipment
- Mobile Office

- **Fleet Management**

- Vehicles for Investigations and Testing staff
- PM Team assisted with procurement in FY23 and receipt of 23 vehicles in FY24



Project Management Overview

- **Ch. 180 – Regulations Implementation**

- Supporting over 200 deliverables across the I&E teams
 - Technology and Applications
 - Policy and Process Documents
 - Compliance Documents, Notices and Forms
 - Staff training
 - Internal and External Communications

- **Audits**

- Continuous Department of Criminal Justice Information Services (DCJIS) monitoring for all relevant staff
- Participated in 2022 audit from State Auditor’s office and response to post audit inquiry in 2024

- **Internal Controls**

- Coordinate department review and update to I&E components of Internal Control Plan including audit related corrective measures.





Enforcement

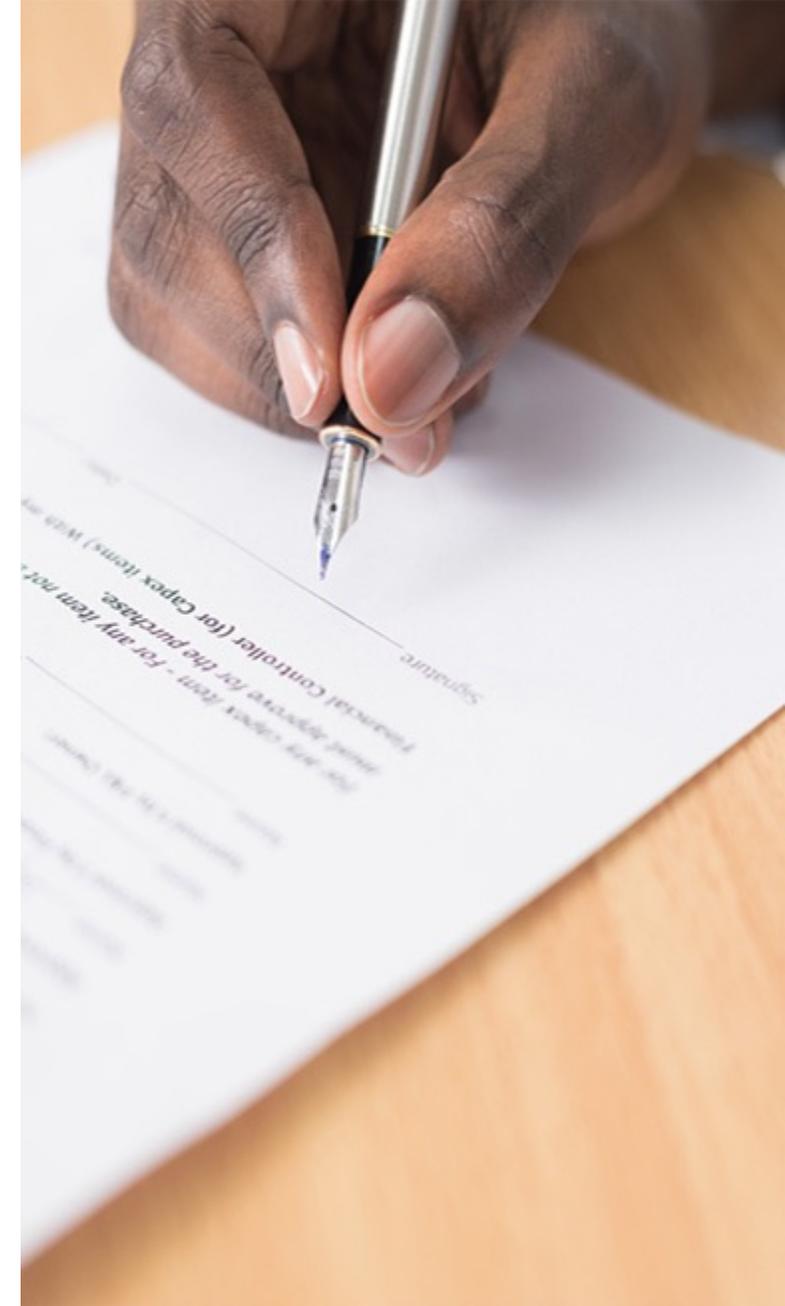
Timothy Goodin, Interim Enforcement Counsel

Enforcement Counsel Overview

- The Enforcement Counsel team is responsible for advising the CIE and department staff regarding the implementation of Commission regulations.
- Prosecute violations of Commission regulation through various enforcement actions and represent the Commission at administrative hearings in accordance with G.L. c. 30A.
- Conduct suitability reviews and appear on behalf of the Commission before the Suitability Review Committee.
- Analyze waiver requests pursuant to 935 CMR 500.850 and 501.850 and provide recommendations to the CIE and Executive Director.
- Support the Commission and department during regulatory rulemaking and review.

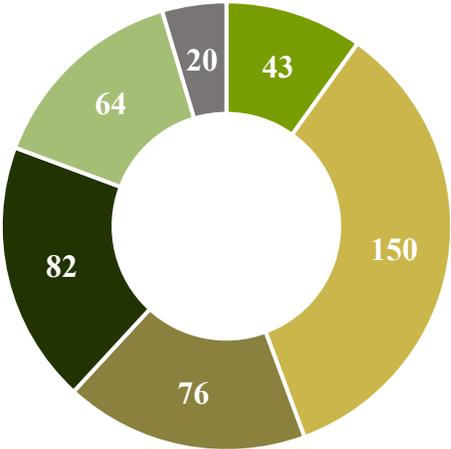
Meet the Team

- **Interim Enforcement Counsel** - Tim Goodin
- **Associate Enforcement Counsels**
- **Enforcement Paralegals**



By the Numbers

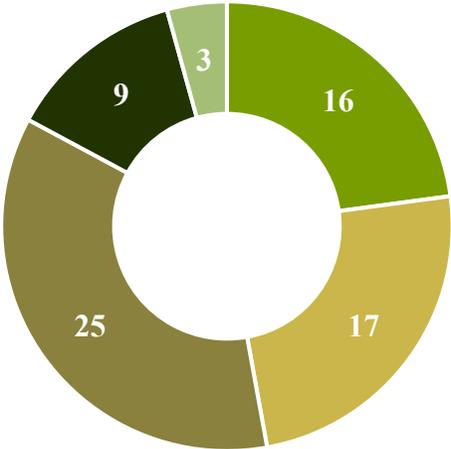
Waivers



■ 2019 ■ 2020 ■ 2021 ■ 2022 ■ 2023 ■ 2024

- Processed over **400** waivers since 2019
- Average requests received per year since 2021: **74**

Suitability



■ 2020 ■ 2021 ■ 2022 ■ 2023 ■ 2024

- Conducted **74** suitability reviews since 2020

Enforcement Actions



■ 2019 ■ 2020 ■ 2021 ■ 2022 ■ 2023 ■ 2024

- Initiated **38** formal enforcement actions since 2019 resulting in over **\$2,000,000** in total sanctions





Licensing

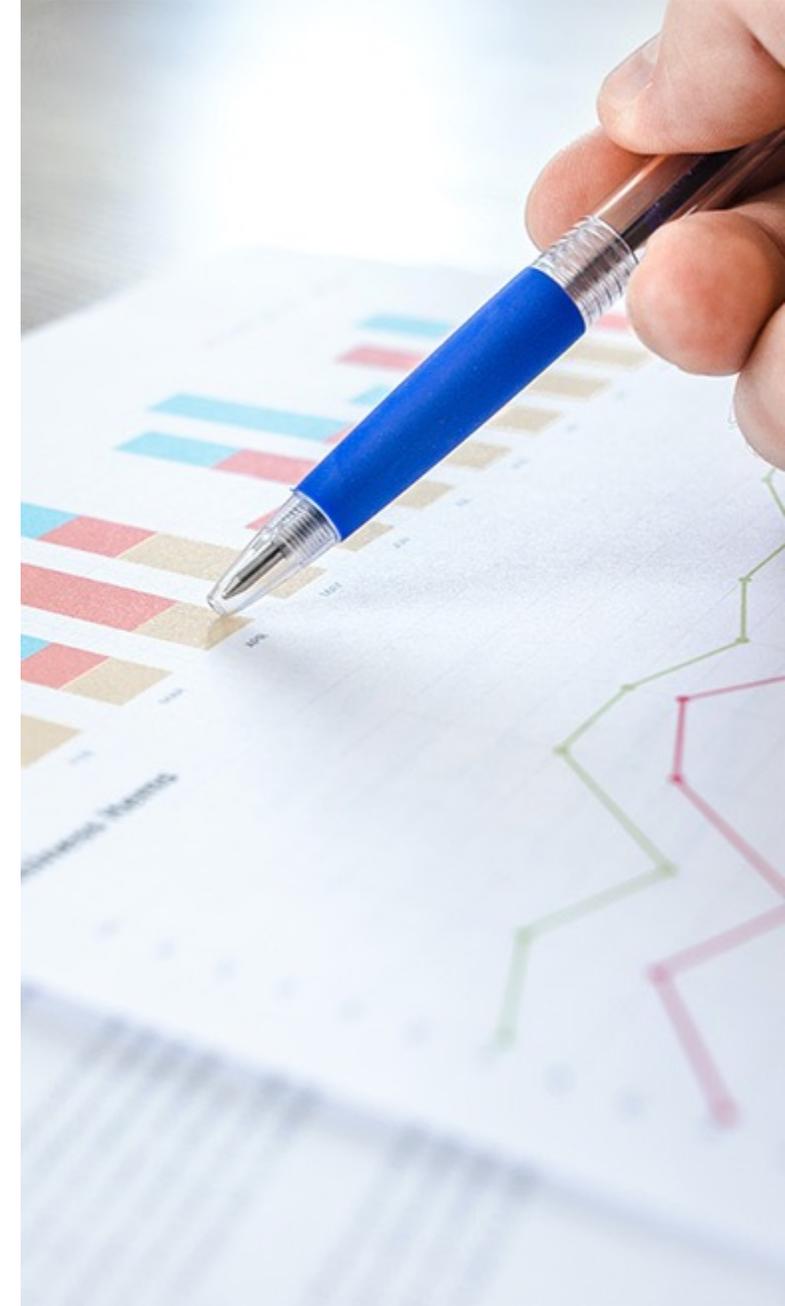
Derek Chamberlin, Licensing Analyst

Licensing Overview

- The Commission's Licensing staff are responsible for the intake and review of all Marijuana Establishment license applications, agent applications, license renewals, and license change applications.
- Licensing also assists with the implementation of regulatory changes, communicates with industry stakeholders pertaining to licensing-related questions, provides industry-related data to the public and formally presents applications for provisional and final licensure to the Commission.

Meet the Team

- **Director of Licensing-** Kyle Potvin
- **Licensing Managers**
- **Licensing Analysts**
- **Licensing Specialists**



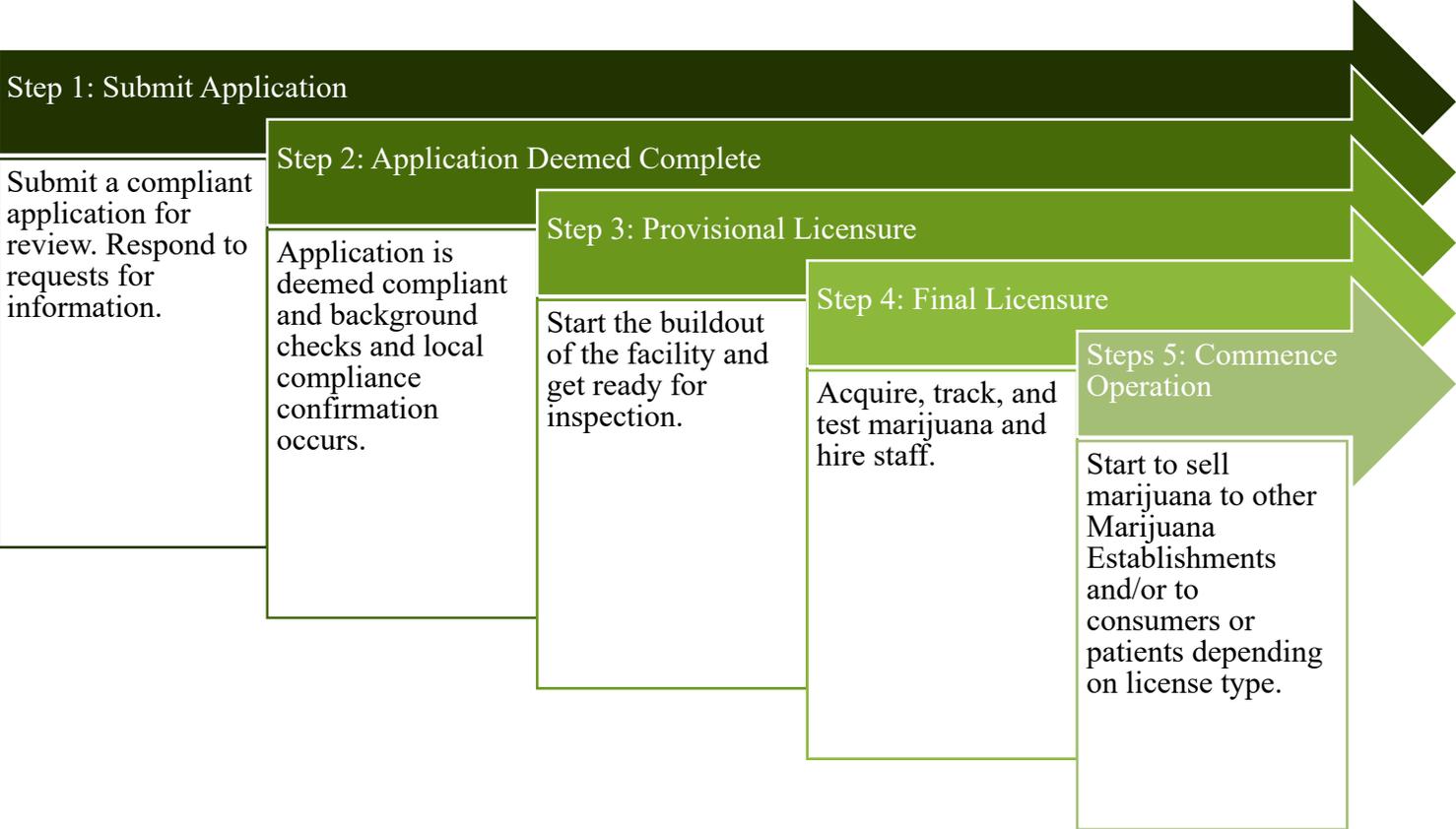
License Types

Type	
Marijuana Cultivator	Cultivate, process, and package marijuana, to transfer marijuana to other MEs, but not to consumers.
Marijuana Product Manufacturer	Obtain, manufacture, process, and package marijuana and marijuana products, to transport marijuana and marijuana products to MEs, and to transfer marijuana and marijuana products to other MEs, but not to consumers.
Marijuana Retailer	Purchase, repackage, white label, and transport marijuana or marijuana products from MEs, and to sell, repackage or otherwise transfer marijuana and marijuana products to other MEs and to sell to consumers.
Microbusiness	Can perform the same operations as a Marijuana Cultivator and/or Product Manufacturer. However, cultivation is limited to no more than 5,000 sq. ft. of canopy.
Craft Marijuana Cooperative	Cultivate, obtain, manufacture, process, package, and brand marijuana and marijuana products to transport marijuana to MEs, but not to consumers.
Third-Party Transporter	Purchase, obtain, and possess marijuana or marijuana products solely for the purpose of transporting, temporary storage, sale and distribution on behalf of other MEs, but not to consumers.
Marijuana Courier	Deliver marijuana or marijuana products directly to consumers or patients from a Marijuana Retailer or Medical Marijuana Treatment Center.
Marijuana Delivery Operator	Purchase at wholesale and warehouse finished marijuana or marijuana products acquired from a Marijuana Cultivator, Marijuana Product Manufacturer, Microbusiness or Craft Marijuana Cooperative, and sell and deliver directly to consumers.
Medical Marijuana Treatment Center	Acquires, cultivates, possesses, processes, transports, sells, distributes, delivers, dispenses, or administers marijuana or marijuana products to registered qualifying patients or their personal caregivers for medical use.
Independent Testing Laboratory	Does not hold any other type of ME/MTC license and is accredited to test marijuana and marijuana products in the adult- and medical- use markets.



Licensing Process

Here is a snapshot of the Licensing process. Please see the Commission's Guidance on Licensure, pages 19-47, for more in-depth information.



Useful Resources

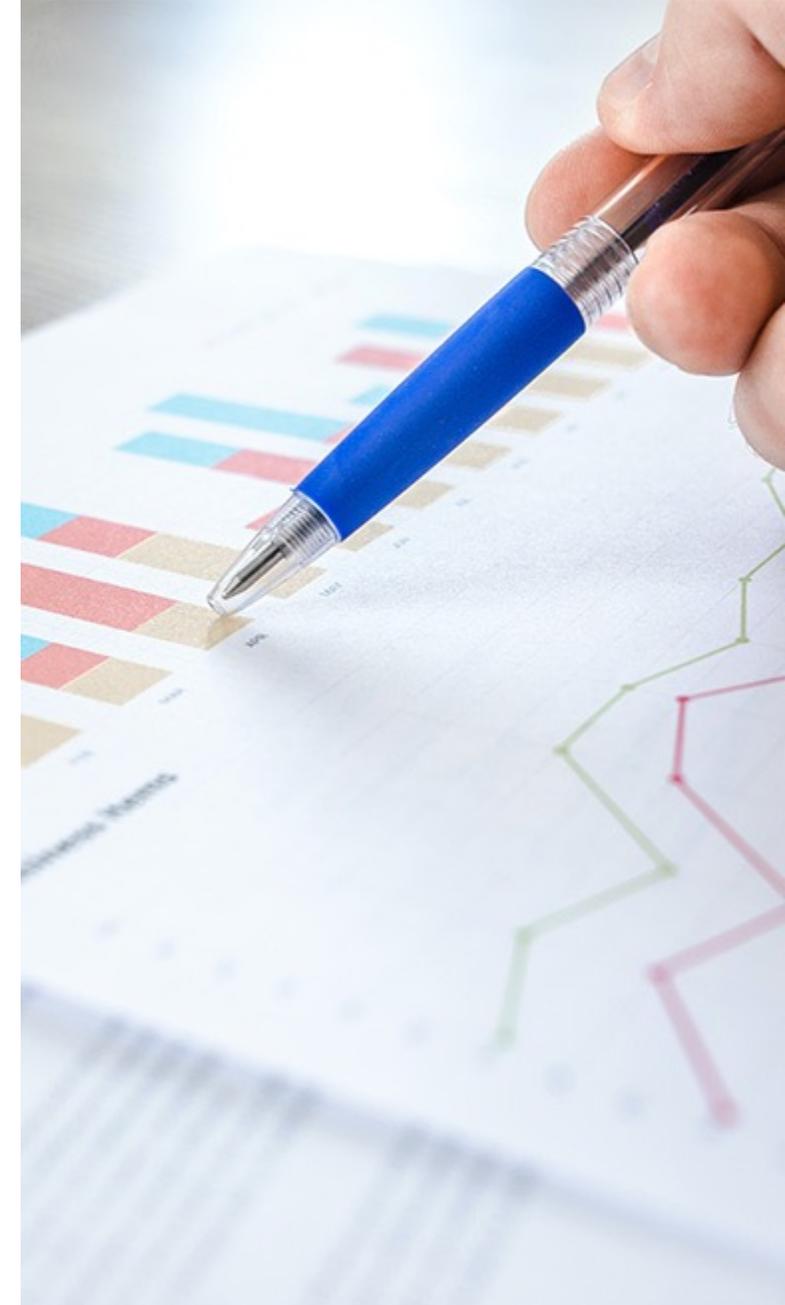
Guidance Documents:

- Guidance documents explain Commission policies and processes in greater detail and are useful tools for applicants, licensees, and other stakeholders.
- Guidance documents used frequently include the following:
 - Guidance on Licensure
 - Guidance on Agent Registration
 - Guidance on Host Community Agreements

These documents can be found at:

<https://masscannabiscontrol.com/public-documents/guidance-documents/>.

All guidance documents are available in English. Some frequently used documents are available in Portuguese and Spanish.





Investigations

Katherine Binkoski, Interim Director of Investigations

Investigations

- The Commission's Investigations staff are responsible for conducting both announced and unannounced inspections and monitoring general compliance of licensed Marijuana Establishments (ME), Medical Marijuana Treatment Centers (MTC) and Independent Testing Laboratories (ITL).
 - Minimum of two (2) inspections before commence operations

Meet the Team

- **Interim Director of Investigations** – Katherine Binkoski
- **Investigations Managers**
- **Investigators and Compliance Officers**



Provisional Licensure

- A Licensee receives a Provisional License after the Commission has confirmed that an ME, MTC, or ITL has completed the application process and has satisfied the qualifications for initial licensure.
- Once a Licensee has been issued a Provisional License it may then proceed with requesting the Post-Provisional Licensing Inspection (“PPLI”) by submitting a formal request to the Commission.
- Once received and processed, the PPLI request is then assigned to the Lead Investigator or Compliance Officer.



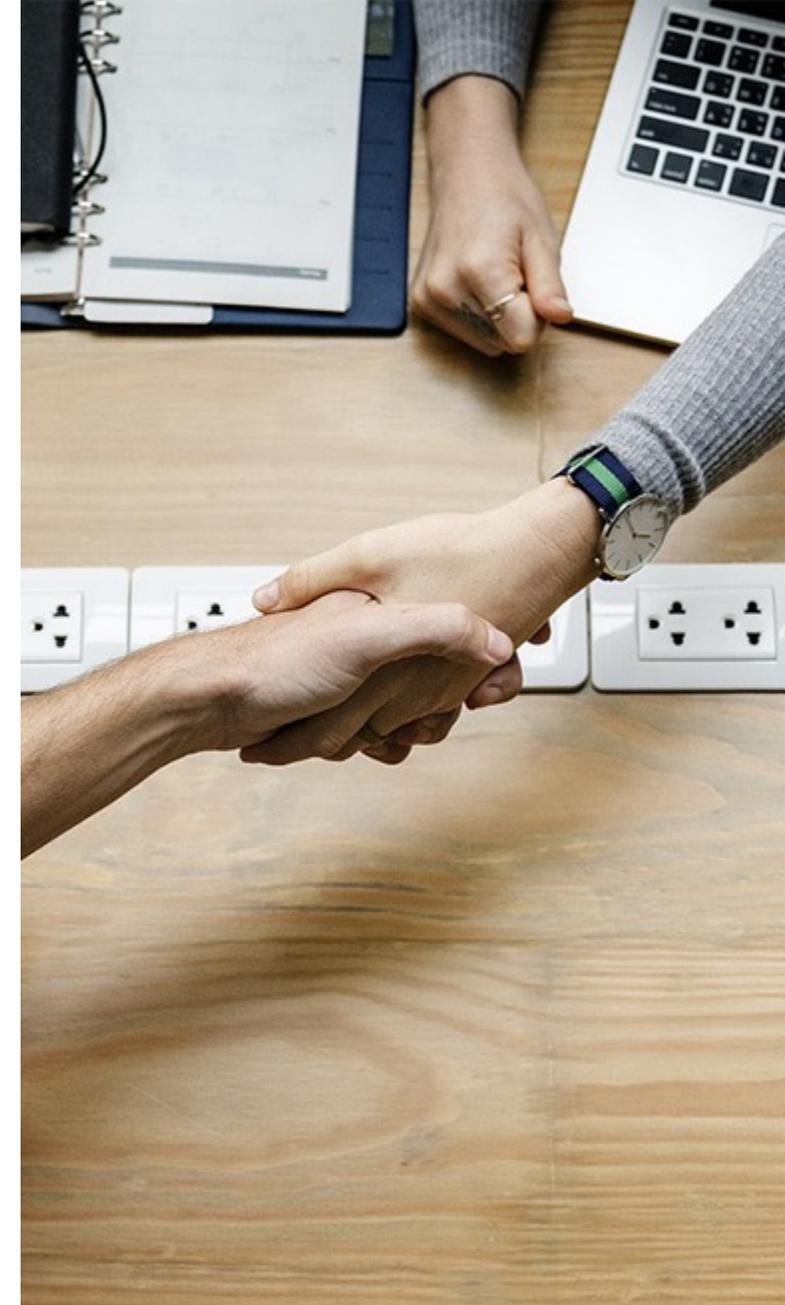
Post-Provisional Licensing Inspection (PPLI) and Final Licensure

- The PPLI is the first inspection of the Licensee’s ME, MTC or ITL
 - A PPLI interview is first conducted with the Licensee to obtain information regarding the Licensee’s operations, practices and procedures.
- A Notice of Deficiency Statement (“NOD”) is issued to the Licensee for any regulatory violations observed or discovered during the PPLI.
- The Licensee is required to submit a written Plan of Correction (“POC”) that details the corrective steps and a timeline of implementation.
- The lead Investigator or Compliance Officer drafts the PPLI Report which is reviewed and is ultimately placed on a Public Meeting Agenda for Commissioner vote. If approved, the Licensee is issued a Final License which permits the Licensee to begin cultivating, processing or obtaining and acquiring Marijuana and Marijuana Products.



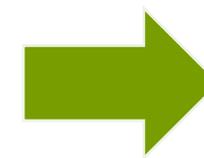
Post-Final Licensing Inspection (PFLI) and Commence Operations

- After receiving a Final License, Licensees can request a PFLI by submitting a formal request to the Commission.
- This inspection requires Marijuana or Marijuana Products to be on-site so Commission staff may verify the Licensee's ability to accurately record and track Marijuana plant and product movement.
- Any observed regulatory violations are cited and issued through an NOD and the Licensee is required to submit a written POC.
- Once approved, the Licensee is issued approval to commence operations.



2023 Inspections & Commence Operations

	Adult Post Provisional License Inspection (APPLI)	Adult Post Final License Inspection (APFLI)	Medical Post Provisional License Inspection (MPPLI)	Medical Post Final License Inspection (MPFLI)	TOTAL
January	12	5			17
February	7	23		1	31
March	11	10			21
April	14	17			31
May	14	11	1	1	27
June	11	11			22
July	8	7			15
August	12	11	1		24
September	5	11	1	2	19
October	9	9	1		19
November	3	9	1		13
December	7	6		1	14
TOTAL	113	130	5	5	253

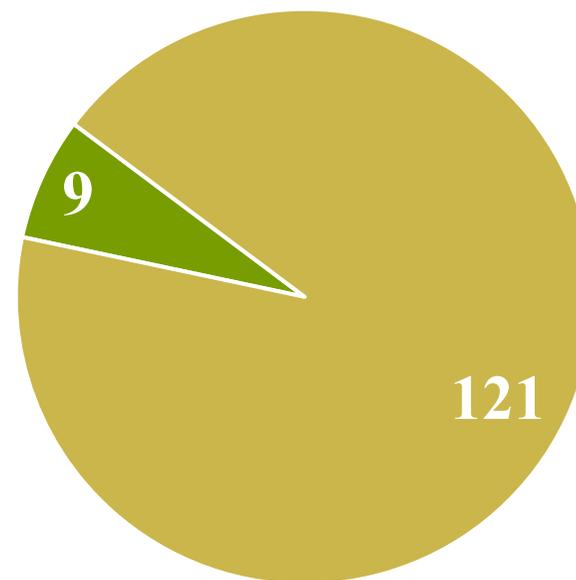


Commence Operations
January: 5
February: 11
March: 16
April: 9
May: 13
June: 15
July: 10
August: 9
September: 11
October: 12
November: 9
December: 7
Total: 127

Referrals to Enforcement Counsel

- **9** Referrals made to EC for potential enforcement action in 2023
- **121** Other EC Referrals for Advice and Counsel, such as:
 - Suitability
 - Waivers
 - Attorney Advisors
 - Correspondence with Attorney Advisors
 - Correspondence with Counsel and Advice

Enforcement Referrals Made by Investigations



■ For Potential Enforcement Action ■ For Advice and Counsel



Testing

Geneive Hall, Laboratory and Testing Manager

Testing Overview

The Commission's Testing staff is responsible for conducting both announced and unannounced inspections, and monitoring compliance of Independent Testing Laboratories (ITLs).

Testing Staff is also responsible for handling all Metrc tickets (Seed to Sale requests) involving test samples.

Meet the Team

- **Director of Testing** – James Kocis
- **Laboratory and Testing Manager**
- **Laboratory and Testing Analysts**



Laws, Regulations, and Protocols

- All Marijuana and Marijuana Products must be tested by an ITL prior to being transferred to another Licensee or being sold to patients and consumers.
- All ITLs need to follow the Commission's laws, regulations, and Protocols for the Sampling and Analysis of Finished Marijuana Products for Marijuana Establishments, Medical Marijuana Treatment Centers, and Co-located Marijuana Operations.



Required Tests

- Cannabinoid Profile
- Heavy Metals
- Pesticides & Plant Growth Regulators
- Microbial Contaminants and Mycotoxins
- Residual Solvents
- Vitamin E Acetate (vaporizer products only)



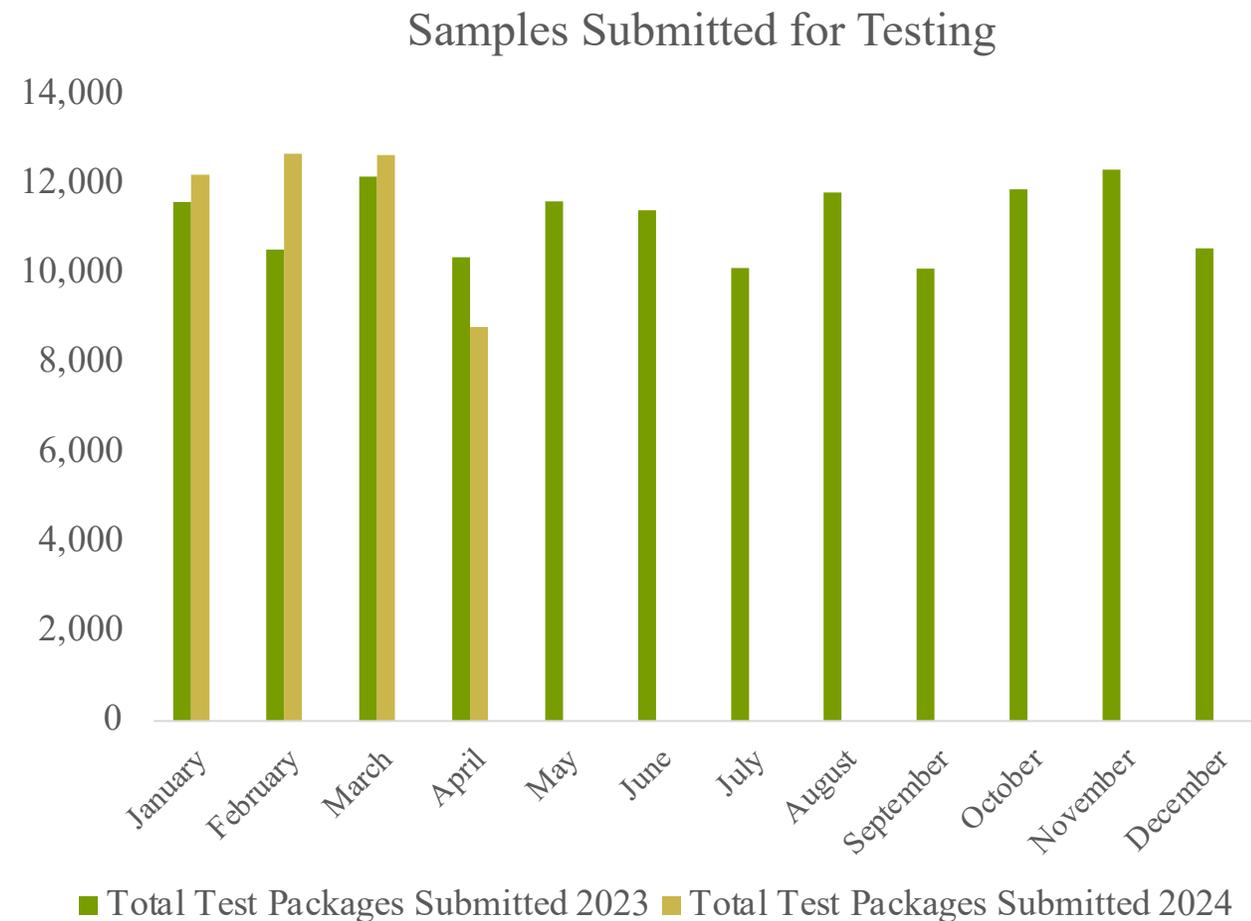
Testing Spotlight: Pesticides

- The Commission and MA Department of Agricultural Resources (MDAR) enjoy a close partnership, which requires collaboration on several matters including pesticide application and the sale of hemp-derived products in licensed MEs and MTCs.
- MDAR has primary jurisdiction over Pesticides and Hemp.
 - Application of pesticides shall be performed in compliance with M.G.L. c. 132B and regulations 333 CMR 2.00 – 14.00.
- When are pesticides tested for?
 - Marijuana flower must be tested for pesticides whether being sold as is or processed into additional products.
 - Pesticide contaminations cannot be remediated and are reported to MDAR.



Status and Trends

- 15 ITLs and 3 Island “Labs” are operational
- ~ 20 unannounced compliance inspections occurred over the last year
- ~132,000 test samples were submitted to ITLs since 2023
- ~300 Metrc tickets were addressed, representing over 1,000 test samples since 2024





Constituent Services

Kathy Oliver Jones, Director of Constituent Services

Constituent Services Overview

- The Constituent Services team or CSAs are the forward-facing voice of The Commission.
- Additionally, they manage the medical marijuana (MMJ) program via support phone lines for providers, patients and caregivers.
- They also support the operator line where all calls to The Commission are received and manage the main Commission email correspondence.
- The CSA team also supports Commissioner engagements surrounding the medical program in the community when invited.

Meet the Team

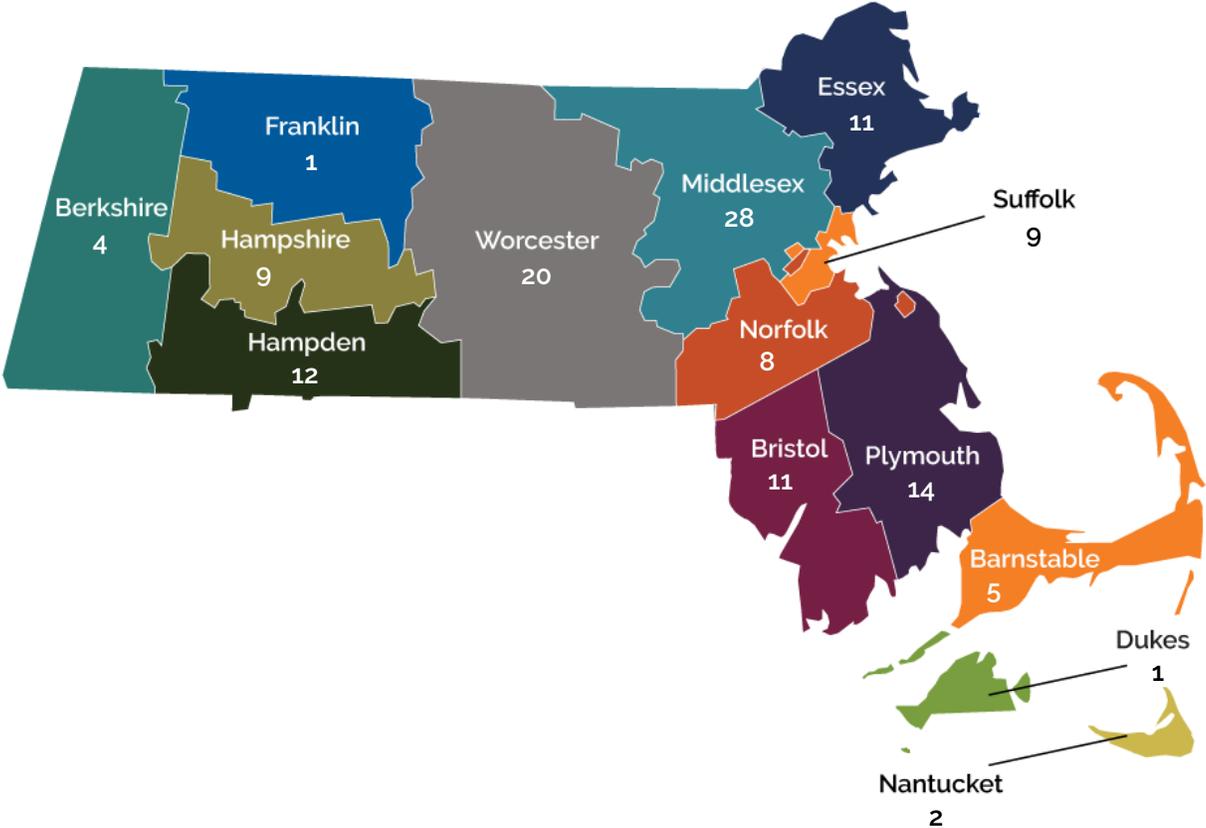
- **Director** - Kathy Oliver Jones
- **Constituent Services Manager**
- **Constituent Service Associates**



Medical Marijuana Treatment Center Licenses

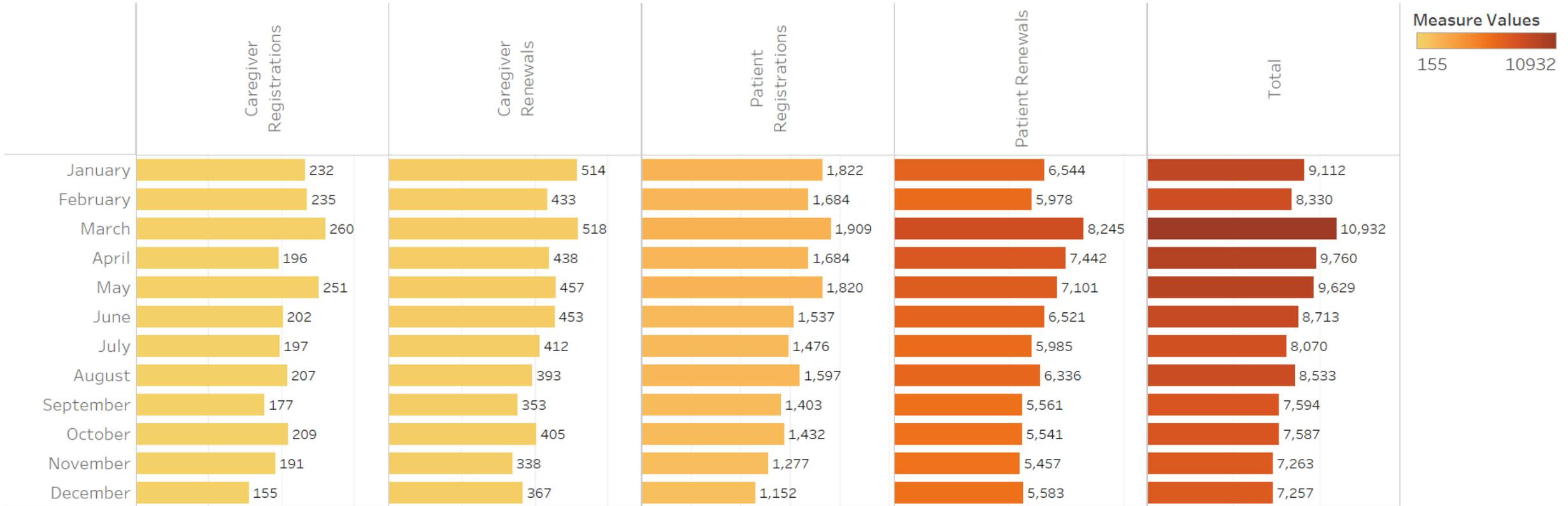
The totals below are the total number of licenses by county.

County	#	+/-
Barnstable	5	
Berkshire	4	
Bristol	11	-1
Dukes	1	
Essex	11	
Franklin	1	-1
Hampden	12	-1
Hampshire	9	
Middlesex	28	+1
Nantucket	2	
Norfolk	8	-1
Plymouth	14	
Suffolk	9	-4
Worcester	20	-2
Total	135	-9



Constituent Services Medical Program 2023 Numbers

2023 Medical Program Summary by Month



Constituent Services Medical Program Numbers by Year

Year	Caregiver Applications	Caregiver Renewals	Total Caregivers	Patient Applications	Patient Renewals	Total Patients
2023	2,512	5,081	7,593	18,793	76,324	95,117
2022	3,085	5,215	8,300	23,902	76,188	100,090
2021	3,510	5,271	8,781	29,457	73,171	102,628
2020	4,659	4,430	9,089	42,777	57,081	99,858
2019	3,265	3,463	6,728	22,694	39,940	62,634
2018	4,756	2,930	7,686	28,474	34,522	62,996
2017	3,789	1,501	5,290	25,540	24,697	50,237
2016	2,571	493	3,064	24,527	12,782	37,309
2015	950	40	990	20,127	1,762	21,889
2014	39	0	39	1,483	0	1,483





Commissioner Kimberly Roy

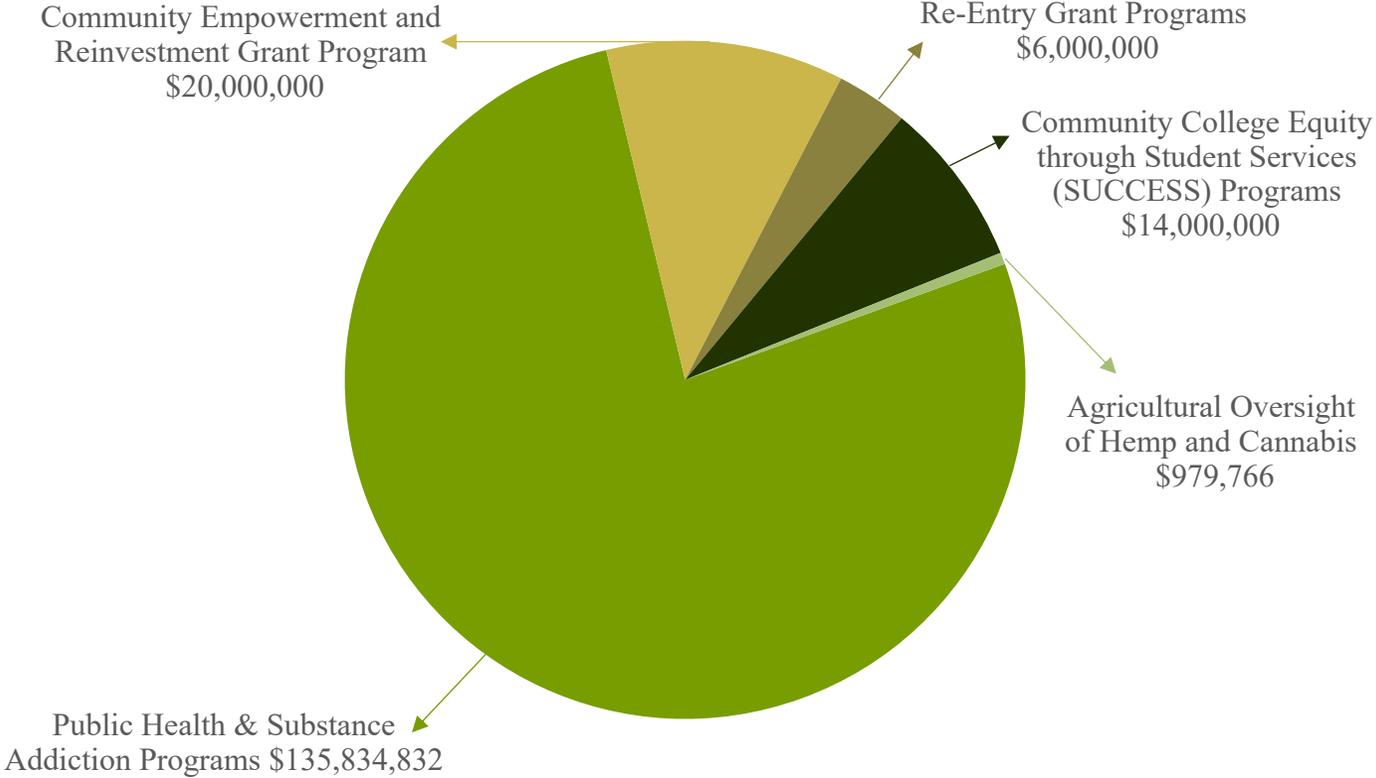


Revenue and FY25 Budget

Marijuana Regulation Fund Allocations

	FY22	FY23
Public Health & Substance Addiction Programs	\$81,787,070	\$135,834,832
Community Empowerment and Reinvestment Grant Program	\$7,500,000	\$ 20,000,000
Re-Entry Grant Programs	\$ 4,000,000	\$6,000,000
Community College Equity through Student Services (SUCCESS) Programs	\$10,500,000	\$14,000,000
Agricultural Oversight of Hemp and Cannabis	\$959,016	\$ 979,766

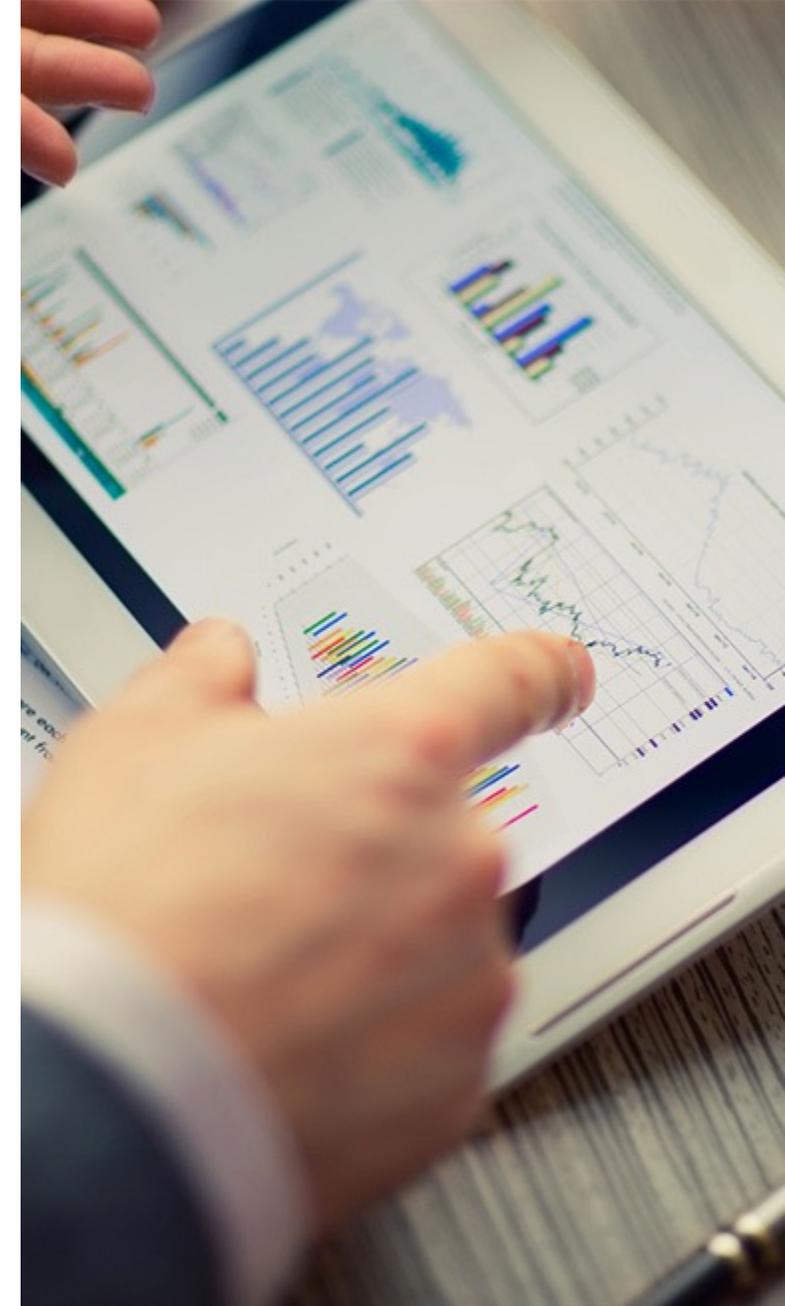
FY 23 Marijuana Fund Allocations



*Fund allocations outside of the Cannabis Control Commission

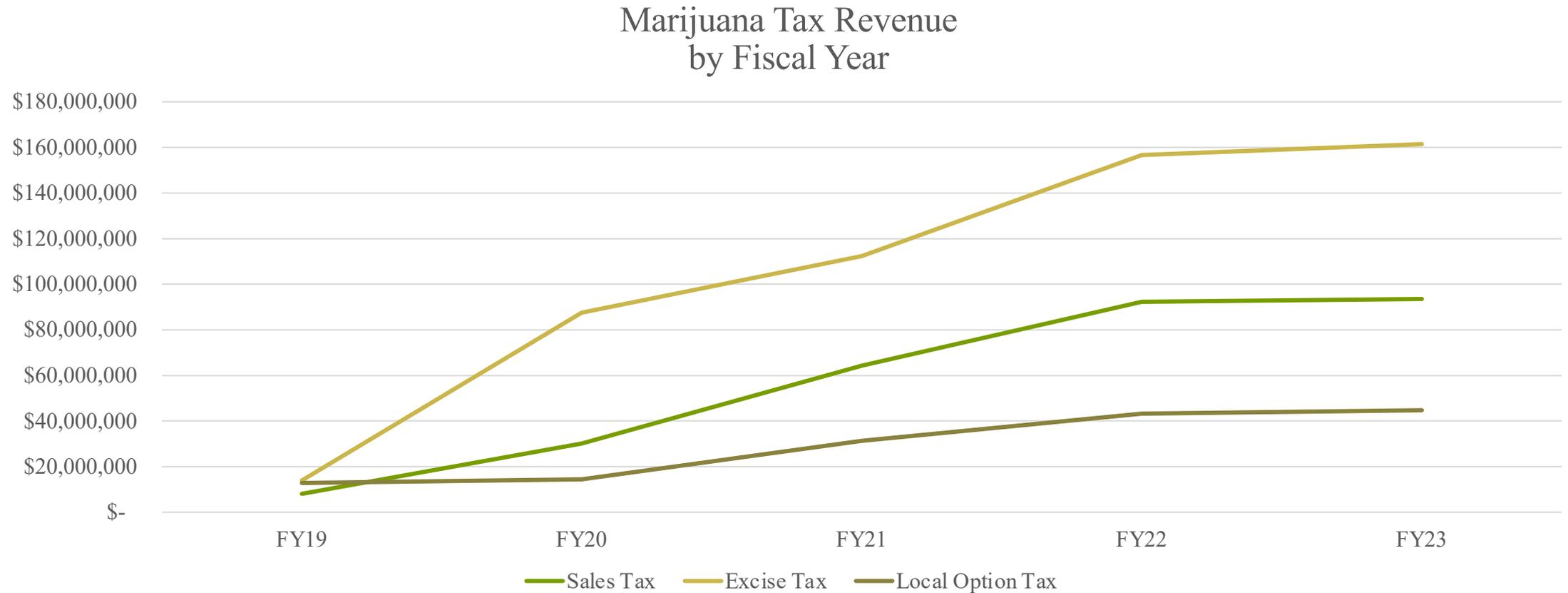
Revenue

- Gross Adult-Use Sales 2018-Present: **\$6 billion**
- Adult-Use Marijuana Retail Sales in 2023: \$1.56 billion
- Adult-Use Marijuana Retail Sales in 2024 YTD: \$422.5 million
- Medical Marijuana Treatment Center Sales to Patients and Caregivers 2023: \$225.5 million



Tax Revenue

State and Local Taxes on Marijuana sales have generated over **\$1.1 billion** in Revenue since 2018.



Marijuana Revenue Collections

State and Local Taxes on Marijuana sales have generated over **\$1.1 billion** in Revenue since 2018.

	FY19	FY20	FY21	FY22	FY23	FY24 YTD
Sales Tax	\$8,109,758	\$30,049,494	\$64,360,570	\$92,422,423	\$93,539,743	\$80,720,423
Excise Tax	\$13,948,785	\$51,504,592	\$112,370,476	\$156,669,255	\$161,467,626	\$123,436,322
Local Option Tax	\$3,892,684	\$14,386,003	\$31,252,075	\$43,337,440	\$44,737,739	\$34,078,257

*Net Collections

	FY18	FY19	FY20	FY21	FY22	FY23	FY24 YTD
Non-Tax Revenue	\$38,725	\$8,742,046	\$17,057,689	\$25,065,514	\$27,213,080	\$21,511,911	\$14,492,081



FY25 Budget Request

Account		FY25 Request
1070-0840	CNB Operations	\$20,404,510
1070-0842	Medical Use of Marijuana	\$3,997,168
1070-0841	Public Education Campaign	\$1,500,000
Total		\$25,901,678

- Grateful for the Legislature’s historic support for the Commission’s mission
- Non-Tax revenue consistently outpaces expenditures
- Through the effective and efficient use of additional resources, the Commission will meet the demands of the industry and protect public health and safety by:
 - Developing and enforcing effective regulations
 - Developing and executing a program of continuing public education
 - Conducting and contributing to research on marijuana-related topics



Shifting Gears

Operating Under the Influence Curriculum

- In January 2023, Massachusetts became the first legalized state to adopt a curriculum to educate the public about the risks of cannabis-impaired driving as part of its mandatory driver's education program for new drivers under age 18.
- The curriculum, "Shifting Gears: the Blunt Truth about Marijuana and Driving," was developed by the Massachusetts Registry of Motor Vehicles, in partnership with the Commission, AAA Northeast, and other partners.
- The curriculum has been taught through a 25-minute informative and easy-to-follow video to approximately 50,000 young drivers across the Commonwealth each year.
- This education is crucial for the safety of new drivers and others utilizing our roads, especially because this is the first generation of drivers to be licensed since cannabis became legal in Massachusetts.



More About Marijuana

Public Awareness Campaign

- In 2018, the Commission launched its “More About Marijuana” public education campaign with information about responsible consumption and prevention of underage access prior to the opening of the first Marijuana Retailers.
- Other segments since then have addressed state mandates and public health emergencies, including:
 - The risks of home manufacturing and cultivation; and
 - The dangers of unregulated vapes—in response to the 2019 EVALI vaping crisis.
- Additional health and safety information is available to the public at MoreAboutMJ.org and through free rack cards downloadable at the Health Resources in Action website.



THE GUIDE TO
Marijuana
in Massachusetts

Know the Law

- You have to be 21 or older to buy or use marijuana of any kind, with exceptions for patients in the Medical Use of Marijuana Program.
- Any marijuana use is not allowed in public or on federal lands.
- Landlords, employers, and municipalities may have their own policies about the use, sale, or growth of cannabis.
- Don't drive if you've been using marijuana.
- You can have up to one ounce on you, and grow six plants in your home – or up to 12 with two or more adults.

BE SAFE If you have been using marijuana, have a **designated driver** or arrange alternative transportation.

MORE ABOUT MARIJUANA

MoreAboutMJ.org



Marijuana is Legal.
Know the Laws.

You must be 21 to buy, use, or grow marijuana.

MORE ABOUT MARIJUANA

MoreAboutMJ.org

Please consume responsibly. Cannabis Control Commission



Acting Chair

Ava Callender Concepcion

Legislative and Executive Outreach Policy

- Cannabis Social Equity Fund
- Social Consumption
- Updating OUI legislation
- Drivers' Education Curriculum
- Veterans Access

The Cannabis Control Commission supports expanding the definition of “Qualifying patient” to include a veteran receiving their health care at a federal Veterans Administration facility who provides documentation that the Veterans Administration has diagnosed the veteran with an existing debilitating medical condition to the Commission. In addition, the Commission also supports the definition of “Debilitating medical condition” to be modified to include post-traumatic stress disorder and opioid use disorder



Commission Policy and Outreach

- Regulatory Updates
 - Two Agents in Vehicles
 - Labeling
 - Microbusiness
 - Social Consumption Pilot Program Updates
- Executive Branch Outreach
 - Governor Healey Mass Pardons for Marijuana Possessions
 - Executive Office of Economic Development- Cannabis Social Equity Trust Fund
- State Outreach
 - Hawaii
 - Cannabis Regulators Association (CANNRA)
- Federal Outreach
 - United States Food and Drug Administration
 - Congressional Delegation



What's Next for the Commission

- Executive Director Search
- New Leadership
- Chapter 180 Implementation
- Exclusivity Period Review
- Regulatory Revisions
- Governance
- Three-year Equity Programming Strategic Plan
- Five-year Resource Plan





Next Steps and Additional Resources



The Cannabis Control Commission will continue to promote public health and safety, foster an equitable industry, and collaborate with stakeholders and policymakers to ensure a successful and safe licensed industry.

Other Key Resources

- Find a Retailer
<https://www.masscannabiscontrol.com/find-a-retailer/>
- Open Data Platform
<https://masscannabiscontrol.com/open-data/>
- Public Resources and Documents
<https://masscannabiscontrol.com/public-resources/>
- Product Catalog
<https://masscannabiscontrol.com/metrc/>
- Licensing Tracker
<https://masscannabiscontrol.com/licensing-tracker/>
- Commission’s Sixth Annual Activities Report
<https://masscannabiscontrol.com/document/sixth-annual-activities-report/>

Municipal Zoning Tracker

Municipal Zoning Tracker

The Municipal Tracker identifies the zoning and bylaws of adult-use marijuana for all 351 cities and towns in Massachusetts.

Looking for a licensed retail Marijuana Establishment near you? Find a retailer.

We encourage applicants to consult with local officials in the municipality in which they plan to operate for current information. If you are a municipality that wishes to update the information listed below, please contact the Director of Government Affairs and Policy, Matt Giancola at Matt.Giancola@CCCMass.com.

[Additional information on the allowance of adult-use Delivery »](#)

Last updated June 22, 2022.

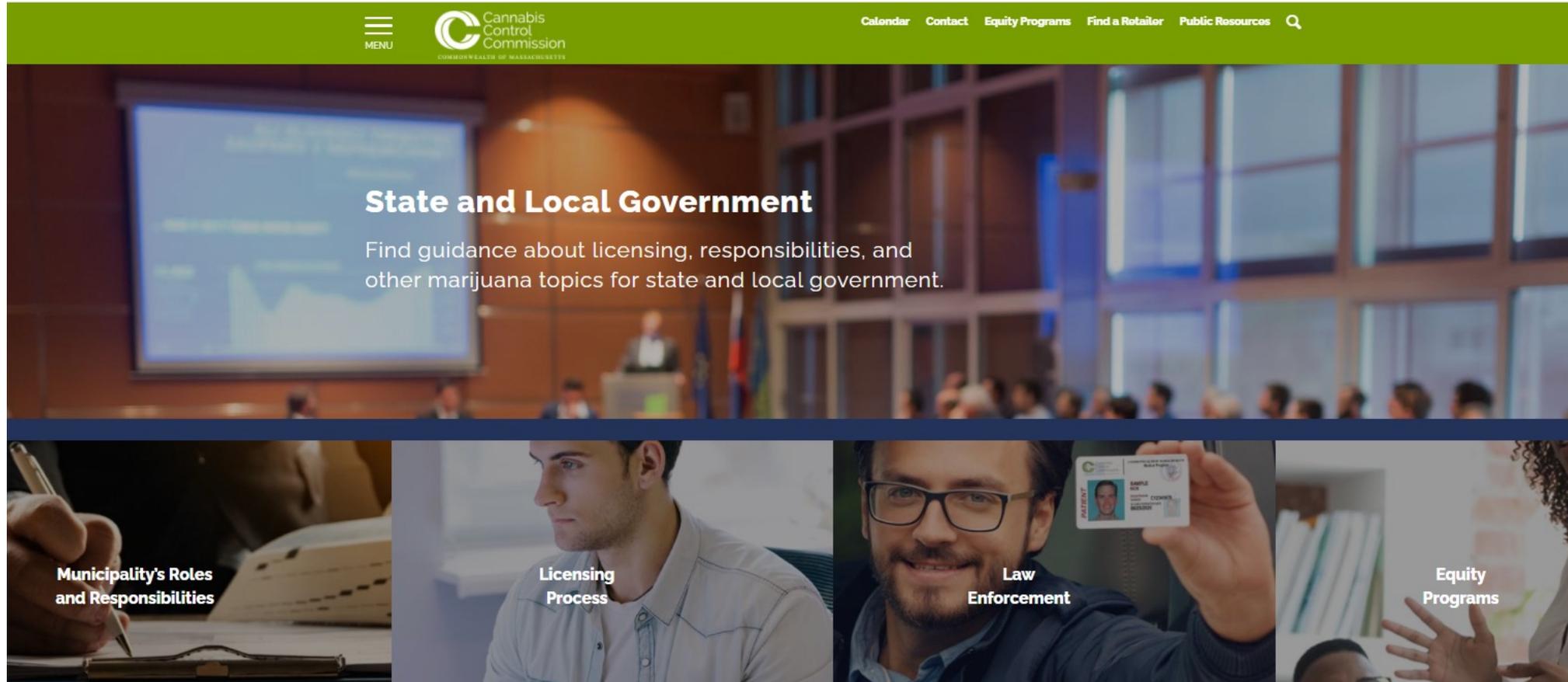
Search:

City/Town	Adult Use Status	Delivery Status	Social Consumption Pilot Municipality
Abington	Zoning in place	Delivery permitted	No
Acton	Ban in place	Delivery banned	No
Acushnet	Ban in place	Delivery banned	No
Adams	Zoning in place	Delivery permitted	No
Agawam	Ban in place	Delivery banned	No
Alford	Ban in place	Delivery permitted	No
Amesbury	Zoning in place	Delivery permitted	No
Amherst	Zoning in place; license cap	Delivery permitted	No

Municipalities that wish to update information should contact:
Matt Giancola, Director of Government Affairs and Policy
Matt.Giancola@CCCMass.com | (774) 415-0462



MassCannabisControl.com | State and Local Government



The screenshot displays the website's navigation bar with a green background. On the left, there is a 'MENU' icon and the 'Cannabis Control Commission' logo for the Commonwealth of Massachusetts. On the right, navigation links include 'Calendar', 'Contact', 'Equity Programs', 'Find a Retailer', 'Public Resources', and a search icon. The main content area features a large banner with a blurred background of a meeting room. The banner text reads: 'State and Local Government' followed by 'Find guidance about licensing, responsibilities, and other marijuana topics for state and local government.' Below the banner is a row of four smaller image-based links: 'Municipality's Roles and Responsibilities' (with an image of a hand writing on a document), 'Licensing Process' (with an image of a man looking at a screen), 'Law Enforcement' (with an image of a man holding up a cannabis patient ID card), and 'Equity Programs' (with an image of hands gesturing during a meeting).

State and Local Government
Find guidance about licensing, responsibilities, and other marijuana topics for state and local government.

Municipality's Roles and Responsibilities

Licensing Process

Law Enforcement

Equity Programs

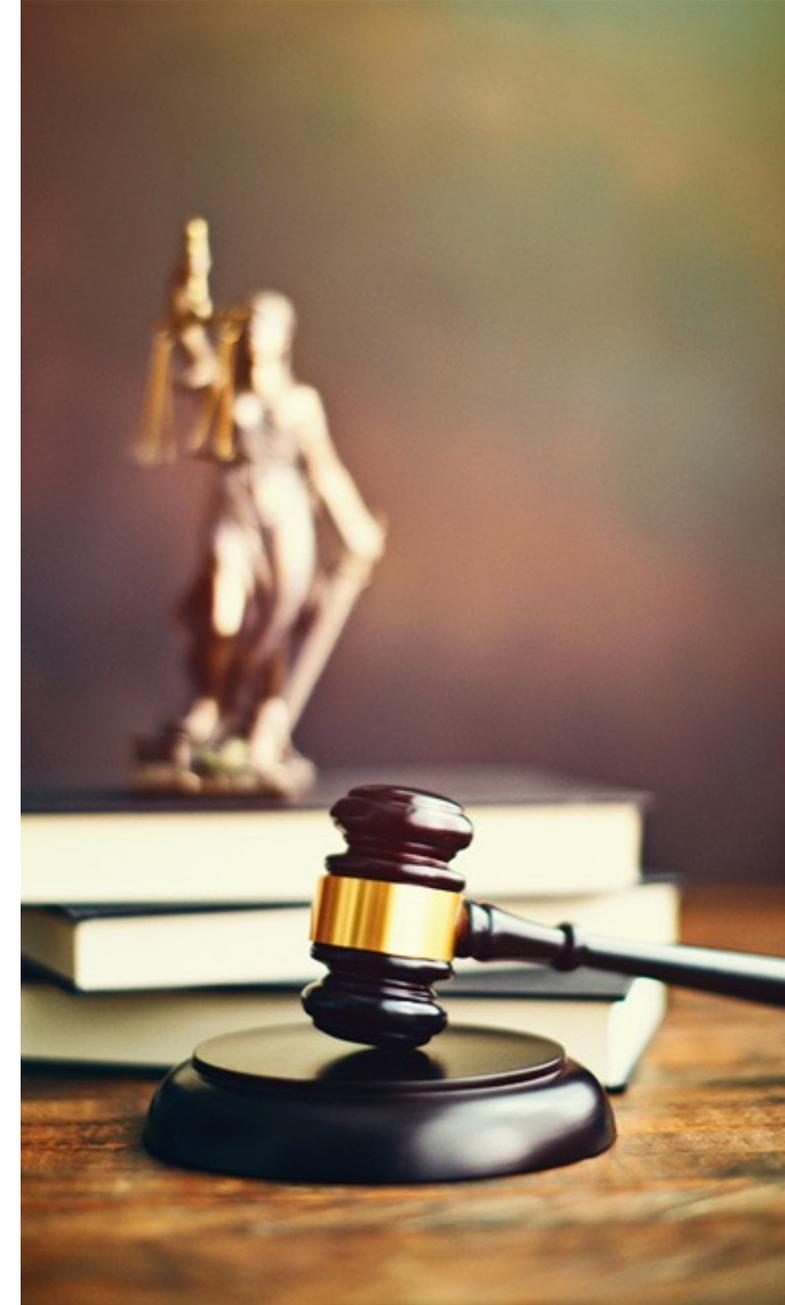


Laws and Regulations

Laws and Regulations:

- St. 2016, c. 334. An Act the regulation and taxation of marijuana act.
- St. 2017, c. 55. An Act to ensure safe access to marijuana.
- St. 2022, c. 180. An Act relative to equity in the cannabis industry.
- G.L. c. 94G – Adult Use of Marijuana Statute
- G.L. c. 94I – Medical Use of Marijuana Statute
- 935 CMR 500 – Adult Use of Marijuana Regulations
- 935 CMR 501 – Medical Use of Marijuana Regulations

These documents can be found at <https://masscannabiscontrol.com/know-the-laws/>.
The regulations are available in English, Portuguese, and Spanish.





Thank you!

 masscannabiscontrol.com

 [@MassCCC](https://www.youtube.com/@MassCCC)

 [CannabisControlCommission](https://www.linkedin.com/company/CannabisControlCommission)

 [@MA_Cannabis](https://twitter.com/@MA_Cannabis)

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