



The Cannabis Control Commission Presents

The State of Cannabis in Massachusetts

April 29, 2025



Agenda

1. Welcome and Introduction
2. Financial Performance
3. Commission Operations
4. Equity and Industry Integrity
5. The Future of The Industry
6. Next Steps and Additional Resources



Commission Welcome

Bruce Stebbins, Acting Chair

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



Travis Ahern,
Executive Director
Started March 2025



State House Welcome

Rep. Daniel Donahue, Co-Chair, Joint Committee on Cannabis Policy

Sen. Adam Gomez, Co-Chair, Joint Committee on Cannabis Policy



Commission Overview

Travis Ahern, Executive Director

2024 Cannabis Industry Highlights

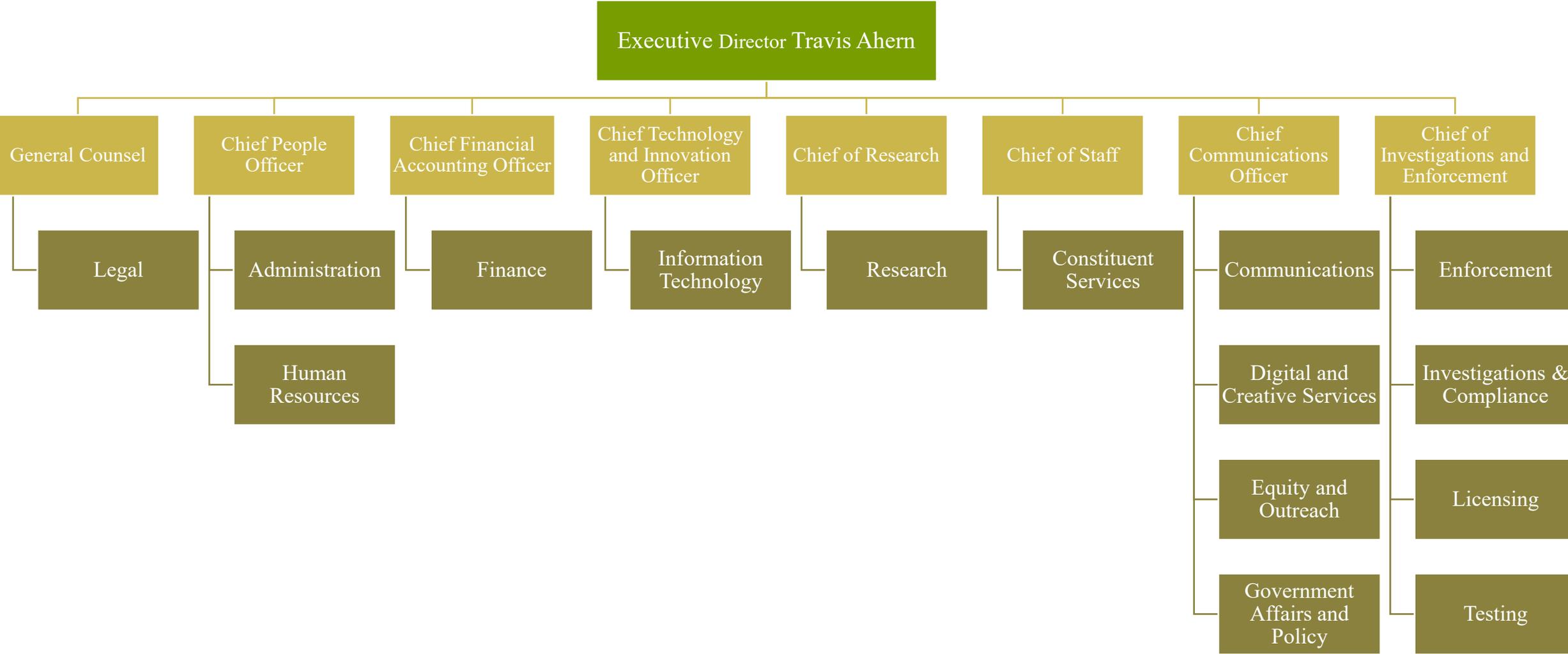
- \$1.64 Billion in Adult-Use Sales – Highest annual total to date
- \$1.4+ Billion in State and Local Tax Revenue generated
- 100+ New Businesses Opened across Massachusetts
- 1,000+ Final Licenses Issued
- Expanded Public Dashboards for sales, licensing, and equity tracking
- Updated Regulations Finalized to implement Chapter 180 reforms
- Host Community Agreement Modernization
- 10 Outreach Events
- Faces of Equity Campaign
- Public Comment Submitted to DEA on federal cannabis rescheduling
- Increased Testing Oversight
- MA Recognized as National Model
- First-Ever Cannabis Social Equity Trust Fund Grants awarded by EOED





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.

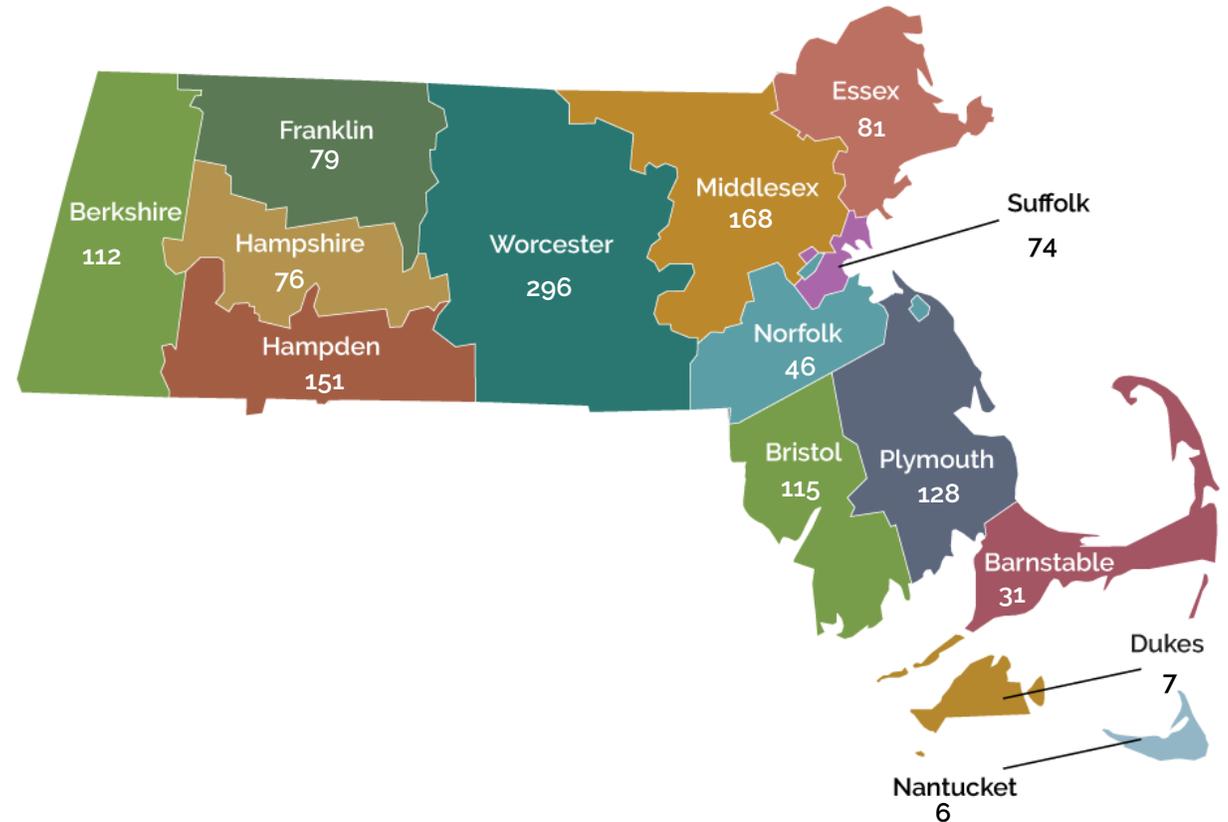
Executive Director Functional Organizational Chart



Marijuana Establishment Licenses

The totals below represent entities in each county that have achieved at least a provisional license

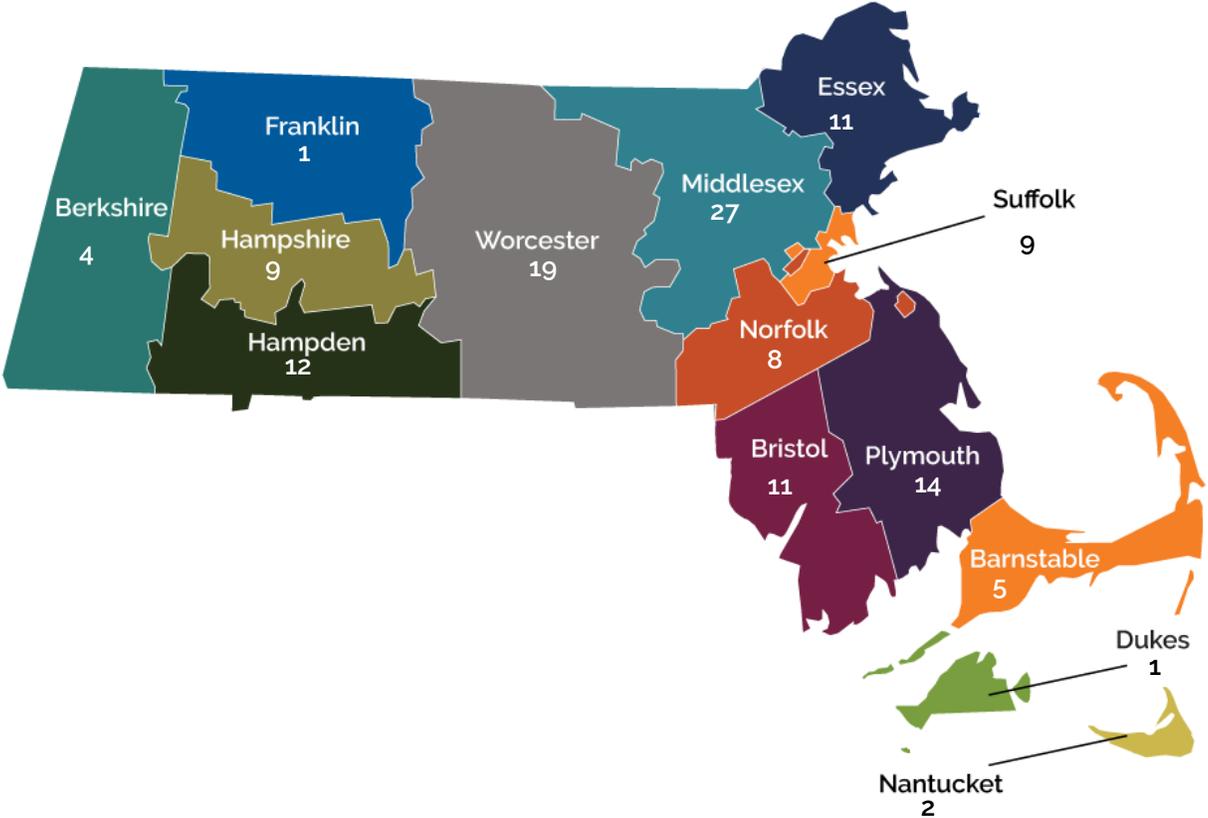
County	#	+/-
Barnstable	31	0
Berkshire	113	0
Bristol	116	0
Dukes	7	0
Essex	82	0
Franklin	79	0
Hampden	152	0
Hampshire	76	0
Middlesex	172	0
Nantucket	6	0
Norfolk	46	0
Plymouth	129	0
Suffolk	78	1
Worcester	297	0
Total	1,384	1



Medical Marijuana Treatment Center Licenses (Dispensing)

The totals below are the total number of MTC (Dispensing) licenses by county.

County	#
Barnstable	5
Berkshire	4
Bristol	11
Dukes	1
Essex	11
Franklin	1
Hampden	12
Hampshire	9
Middlesex	27
Nantucket	2
Norfolk	8
Plymouth	14
Suffolk	9
Worcester	19
Total	133





Financial Performance of the Cannabis Industry

Kimberly Roy, Commissioner

Revenue

2018- Present

- Gross Adult-Use and Medical Sales: **\$8 billion**
- Gross Adult-Use Sales: **\$7 billion**

2024 Calendar Year

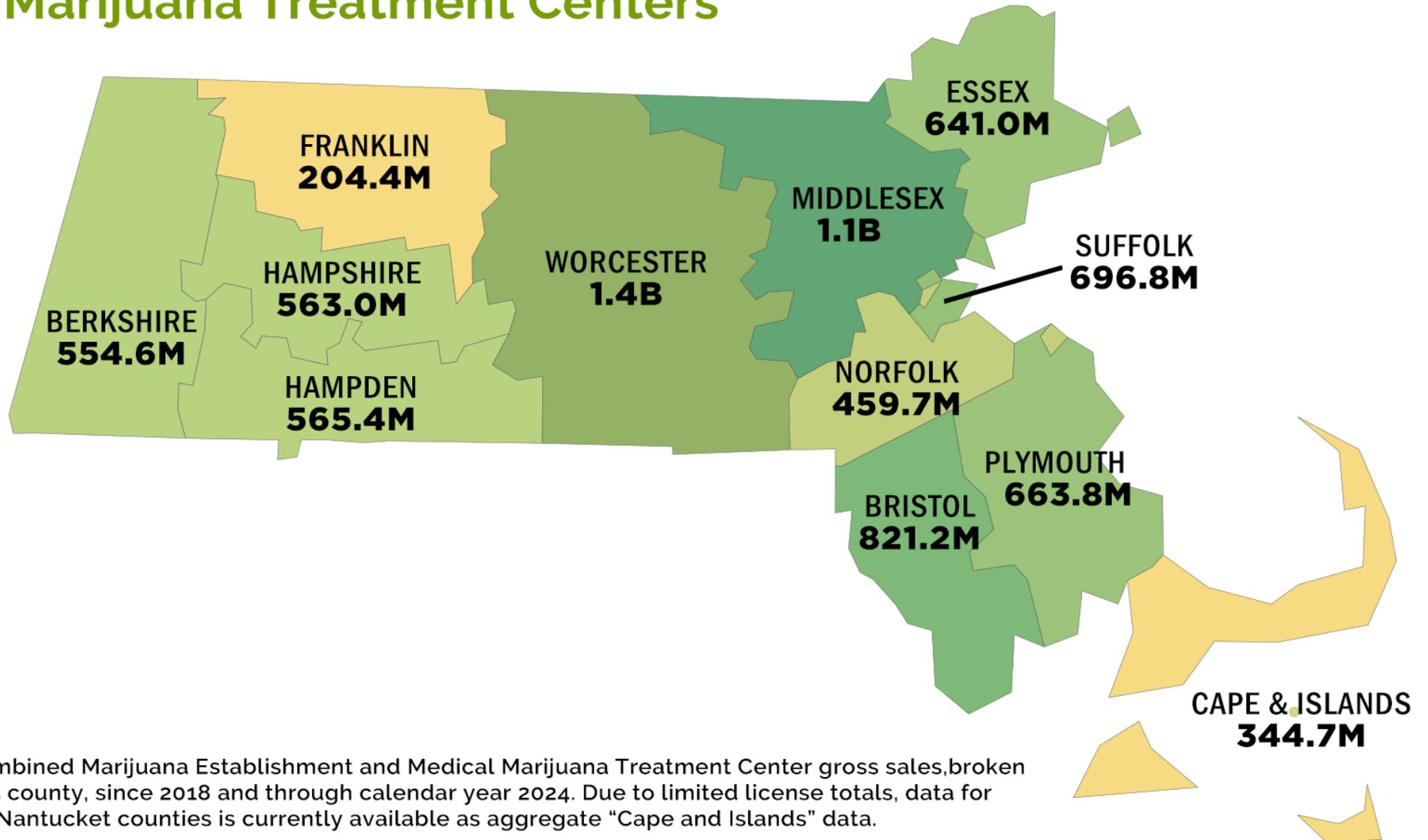
- Adult-Use Marijuana Retail Sales: **\$1.64 billion**
- Medical Marijuana Treatment Center Sales: **\$225.5 million**

2025 Calendar Year (YTD)*

- Adult-Use Marijuana Retail Sales: **\$392.6 million**



Gross Sales for Marijuana Establishments & Medical Marijuana Treatment Centers



The map represents combined Marijuana Establishment and Medical Marijuana Treatment Center gross sales, broken down by Massachusetts county, since 2018 and through calendar year 2024. Due to limited license totals, data for Barnstable, Dukes, and Nantucket counties is currently available as aggregate "Cape and Islands" data.



*Gross Sales from 2018- December 2024.

Marijuana Revenue Collections

State and Local Taxes on Marijuana sales have generated over **\$1.4 billion** in Revenue since 2018.

	FY19	FY20	FY21	FY22	FY23	FY24	FY25 YTD
Sales Tax	\$8,109,758	\$30,049,494	\$64,360,570	\$92,324,598	\$93,539,743	\$98,702,371	\$79,779,201
Excise Tax	\$13,948,785	\$51,684,592	\$112,370,476	\$156,669,255	\$161,467,626	\$173,742,923	\$114,043,802
Local Option Tax	\$3,892,684	\$14,386,003	\$31,252,075	\$43,337,440	\$44,737,739	\$47,804,751	\$31,652,905

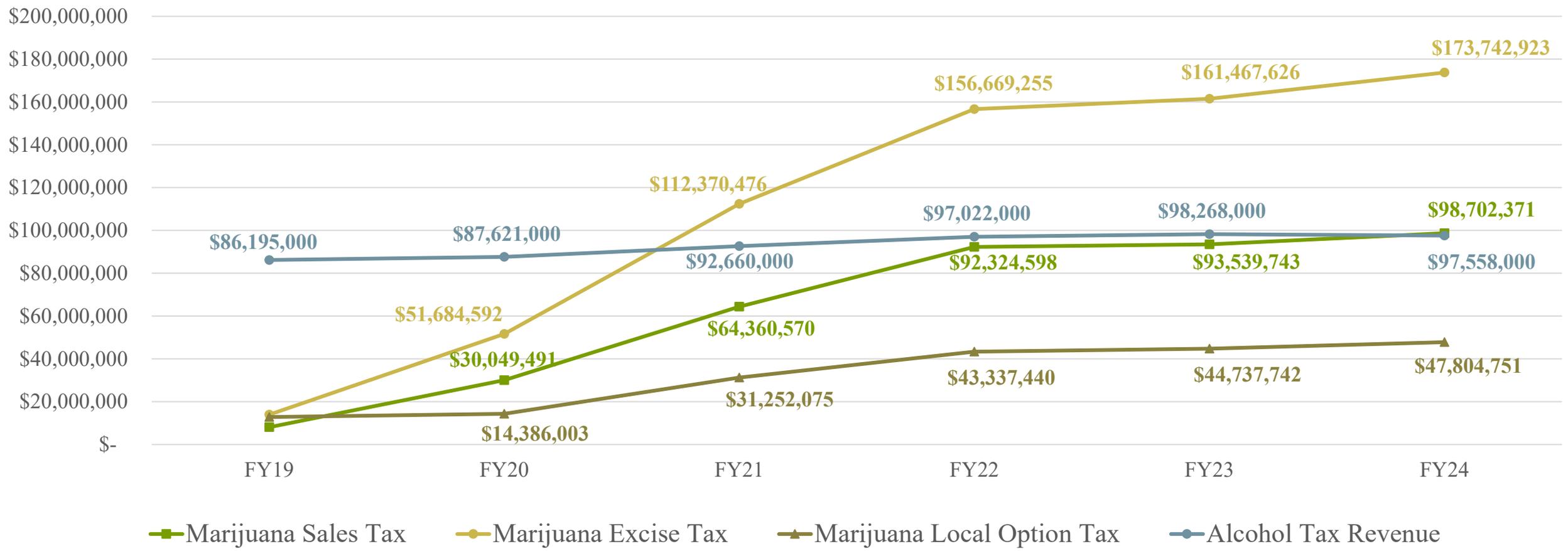
*Net Collections

	FY19	FY20	FY21	FY22	FY23	FY24	FY25 YTD
Non-Tax Revenue	\$8,742,046	\$17,057,689	\$25,065,514	\$27,213,080	\$21,511,911	\$20,013,585	\$15,664,449



Marijuana and Alcohol Tax Revenues

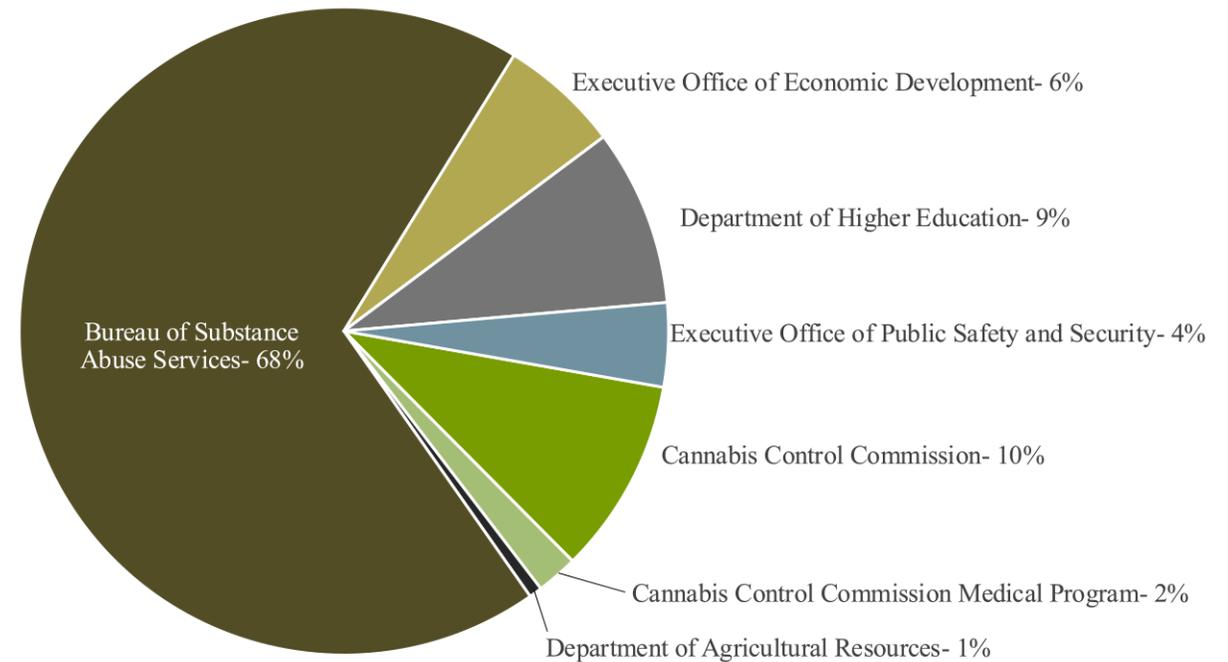
Marijuana and Alcohol Tax Revenues by Fiscal Year



Marijuana Regulation Fund Allocations

	FY24	FY25
Cannabis Control Commission	\$16,312,004	\$16,354,564
CNB Medical	\$3,451,738	\$3,451,738
Community Empowerment and Reinvestment Grant Program	\$15,000,000	\$7,500,000
Agricultural Oversight of Hemp and Cannabis	\$979,766	\$ 1,075,496
Community College Equity through Student Services (SUCCESS) Programs	\$ 14,000,000	\$14,000,000
Re-Entry Grant Programs	\$7,000,000	\$7,000,000
Public Health & Substance Addiction Programs	\$139,356,843	\$ 125,041,012

Breakdown of Sources of Marijuana Regulation Fund for FY 2025



**The Cannabis Social Equity Trust Fund receives 15% of the Marijuana Regulation Fund before additional appropriations are given out.



FY26 Budget Request

Account	FY26 Request
1070-0840 CNB Operations	\$23,076,709
1070-0842 Medical Use of Marijuana	\$5,502,943
1070-0841 Public Education Campaign	\$1,500,000
Total	\$30,079,652

- Grateful for the Legislature’s historic support for the Commission’s mission
- 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
 - Ensuring patient and consumer safety (i.e. confirmatory testing)
 - Improving IT Infrastructure for enhanced security, compliance & access





Policy Development

Nurys Camargo, Commissioner

Working Groups and Stakeholder Engagement



Outreach and Policy Development

- Trainings
 - Two full RVT training sessions
 - Drug Recognition Expert (DRE) training
 - TIPS certification training
- Public Listening Sessions
 - Holyoke Community College: June 27, 2023
 - Virtual Listening Session: July 18, 2023
 - Mass Bay Community College: July 20, 2023
- State Regulator Outreach
 - CA, CO, IL, MI, NJ, NM, NY, and NV
- Local Outreach
 - Commission survey to potential applicants: Economic Empowerment Applicants, Social Equity Program Participants, Microbusinesses, and Craft Marijuana Cooperative license applicants
 - Existing Smoking Establishments
- Key Stakeholder Outreach



On-Site Social Consumption License Classes- *Draft*

SUPPLEMENTAL

For: Existing, qualifying MEs, including Cultivators, Product Manufacturers, Retailers, Microbusinesses, Craft Marijuana Cooperatives or Delivery Operators

- On-site Consumption allowed within or attached to an existing ME
- May host social consumption activities within existing facility or adjoining space
- Consumers may consume product purchased on site
- Examples: ME with an On-site Consumption Space attached – Lounge, Café, Tasting Room, etc.

HOSPITALITY

For: Qualifying Consumption Licensee in a new or existing non-cannabis commercial business space

- On-site Consumption allowed within a new cannabis business, or attached to an existing non-cannabis business
- Mixed-use space allowed as a partnership with a non-cannabis business
- Examples: Lounge, Café, Entertainment/Recreational Space, Yoga Studio, Theater, Lodging Space

EVENT ORGANIZER

For: Qualifying Entities may organize and host Temporary Consumption Events.

- Only ME Licensees can participate in the Event
- Temporary On-site Consumption Permit allowed at single or multiple locations
- May store/purchase cannabis at Principal Place of Business (PPB)
- HCA required at PPB, local permitting and approval needed for Temporary Consumption Events
- Events no more than five days in length nor more than 24 events per year



On-Site Social Consumption License Classes- *Draft*

SUPPLEMENTAL



HOSPITALITY



EVENT ORGANIZER



Implementation

Internal Implementation

- Commission internal impact assessment and implementation procedures
- Application development
- Guidance materials
- Licensing updates
- RVT curricula updates and training
- Creation of Implementation Working Groups
- Development and funding of public education campaign
- Inspections and Enforcement SOP developments
- Social Equity Program Curriculum Update- Social Consumption Track
- Outside vendor updates (e.g., MassCIP, Metrc)
- Responses to RVT solicitation
- Community outreach and resource initiatives
- Secure funding for additional personnel

External Implementation

- Municipal decisions
 - Opt-in by Ordinance, By-law or Petition
 - Revisions to zoning codes
 - Development of social equity strategies
 - HCAs
 - Local permitting processes
- Licensee business decisions
 - Infrastructure
 - Compliance
 - Partnerships
 - Capital Access

Implementation Working Groups

- Public Education Campaign
- Social Consumption Responsible Vendor Training
- Municipal Advisory
- Adaptation and Technical Assistance





Constituent Services and Medical Program Overview

Kate Fiske, Interim Director of Constituent Services

Constituent Services Overview

The Constituent Services Department serves as the forward-facing voice of the Commission to all residents of the Commonwealth.

Constituent Support

- Respond to inquires from constituents
- Provide resources and information regarding the Commission's rules and regulations, sharing the work of each department

Medical use of Marijuana Program Support

- Registration of Patients and Caregivers
- Support for medical program needs
- Technical support

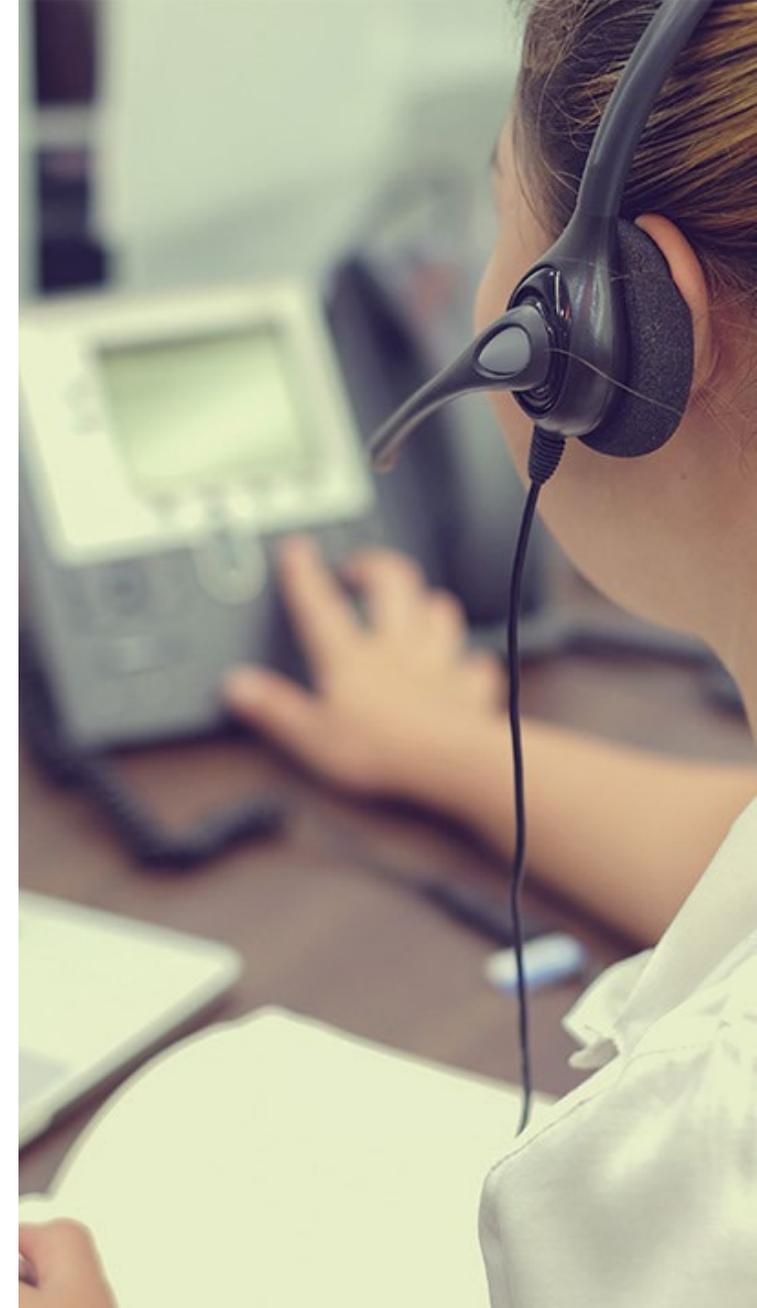
Team Structure

Chief of Staff: Andrew Carter

Interim Director of Constituent Services: Kate Fiske

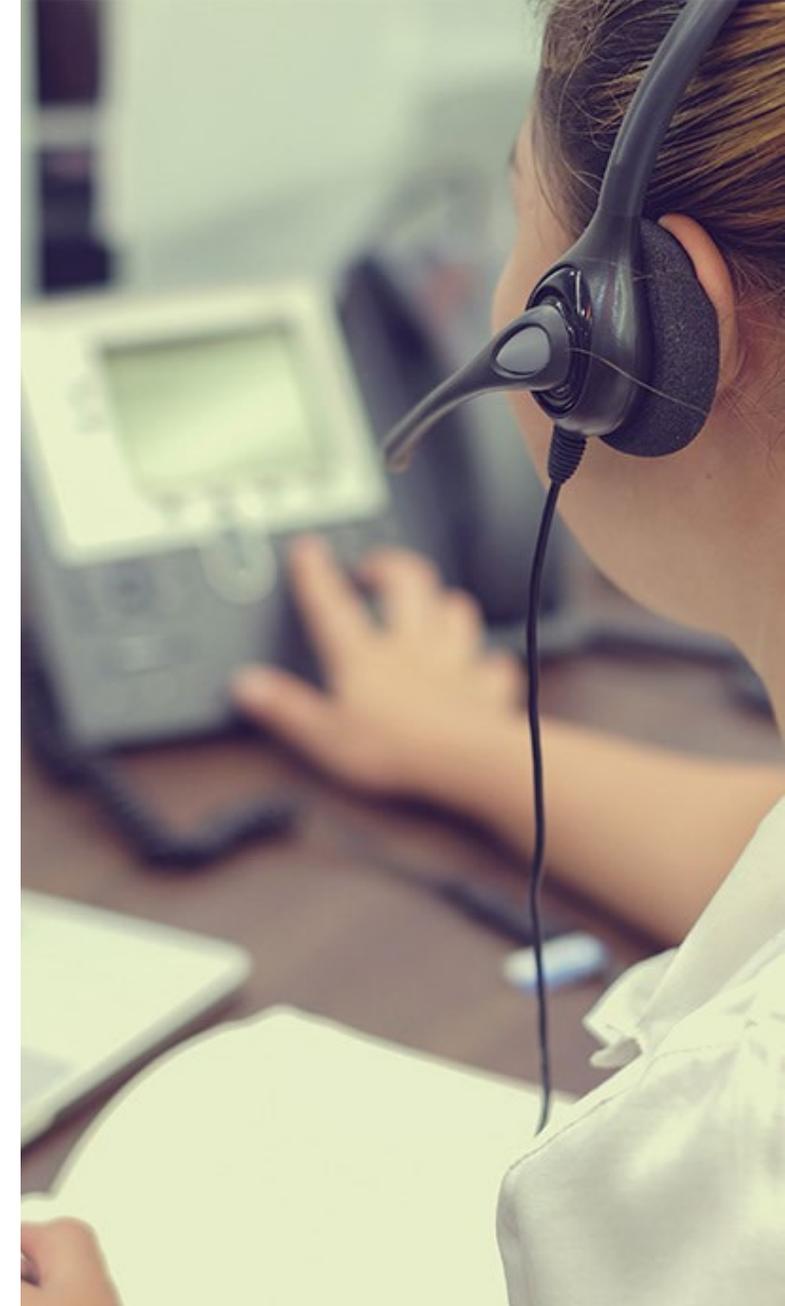
Constituent Services Associates: 7

Receptionist: 1



Constituent Services Support

- **Operator phone line**
 - Constituent communications come through this line and are reviewed for appropriate staff follow-up.
 - Operator line is managed by Reception/Operations, with the CSA team providing regular coverage and support.
- **Commission Mailbox management**
 - Triage and respond to all emails to the Commission general mailbox.
 - Receive and prepare general inquiries for all Commission teams and complaints for the Inspections team.
 - Commission general email inbox is open for inquiries 24/7 and responses are typically returned within 24 business hours.
- **Stakeholder engagement in the field**
- **Liaise with community and government agencies to support constituent needs**



Medical Program Support

The Medical Marijuana Program was established in 2012 under the Department of Public Health and transitioned to the Cannabis Control Commission in 2018.

- Constituent Services phone line
 - Patients,
 - Caregivers,
 - Healthcare providers,
 - Medical Marijuana Treatment Center licensees,
 - Registered agents,
 - The general public.
- In-person patient events
- Registration of Patients and Caregivers
- Educational events

Medical Marijuana Program Patient and Caregiver Applications Processed

2024	
Patient Registrations	13,549
Patient Renewals	73,621
Caregiver Registrations	1,944
Caregiver Renewals	4,798
Paper Applications Processed	1,601
Total	93,912



Constituent Services and Operator Phone Lines

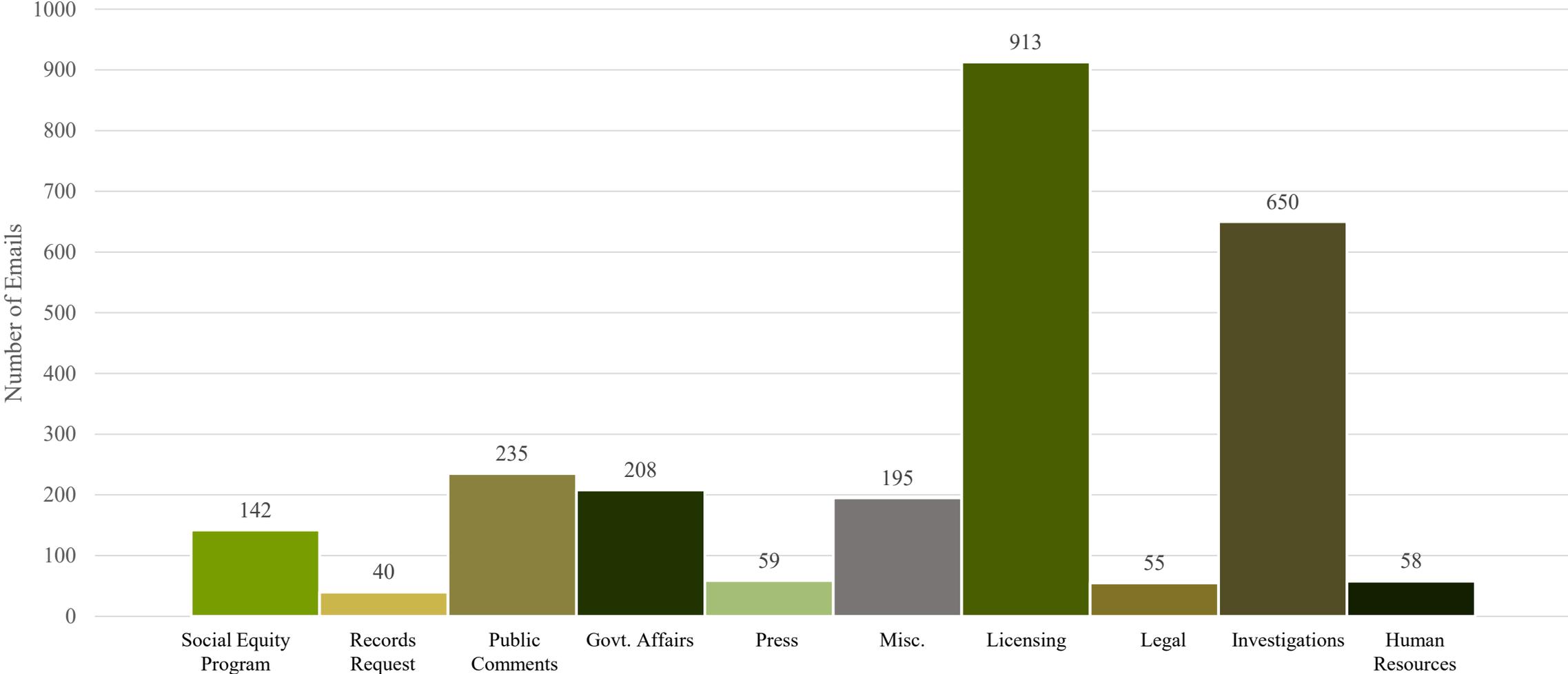
CY2024	Calls Offered	Calls Handled	Average Handle Time	Average Time in Queue
Operator Inbound	6,363	6,676	00:04:34min	00:01:33min
Operator Outbound	385	385	00:00:48min	-
Patient Services Inbound	23,849	29,530	00:10:41min	00:03:23min
Patient Services Outbound	6,166	6,166	00:03:22min	-



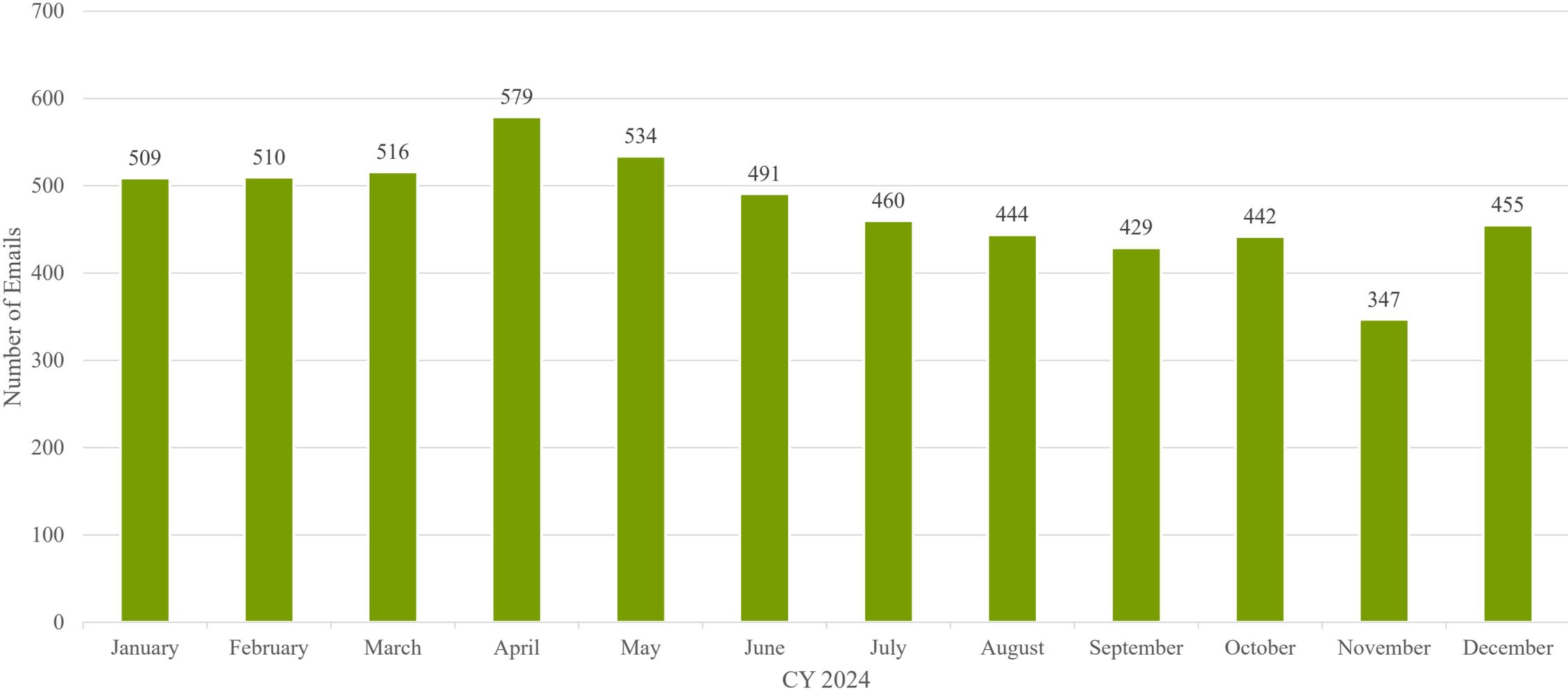
Commission Mailbox | CY 2024 Monthly Numbers



Commission Mailbox | CY2024 Topics



Commission Mailbox | CY2024 MMJ



How to Contact Us

General Inquiries and Comments

Phone: (774) 415-0200

Email: Commission@CCCMass.com

Website: <https://masscannabiscontrol.com/contact/>

Medical Use of Marijuana Program

Phone: (833) 869-6820

Medical Program phone line hours: 10:00 a.m.-3:00 p.m., Monday-Friday





Equity and Industry Integrity



Equity Programming and Community Outreach

Steven Carosello, Manager of Community Outreach

Equity Programming & Community Outreach Overview

The **Equity Programming and Community Outreach Department** leads the Cannabis Control Commission's efforts to promote equity, inclusion, and economic empowerment within the legal cannabis industry.

The department focuses on addressing the historical harm caused by marijuana prohibition through direct engagement, workforce development, and programming tailored to communities disproportionately impacted.

Core Functions & Initiatives

- **Social Equity Program (SEP):** Development and delivery of free technical assistance and training for eligible individuals entering the cannabis industry.
- **Community Outreach:** Hosting events, presentations, and consultations to raise awareness, share resources, and provide education on cannabis industry opportunities.
- **Strategic Partnerships:** Collaborating with local organizations, state agencies, and stakeholders to extend support and access to women, veterans, and communities of color.
- **Recruitment & Inclusion:** Supporting participation of minority-, women-, and veteran-owned businesses in the licensing and regulatory process.
- **Resource Navigation:** Offering guidance and information to equity applicants, licensees, and job seekers through online platforms, help desks, and public engagement.



Department Goals

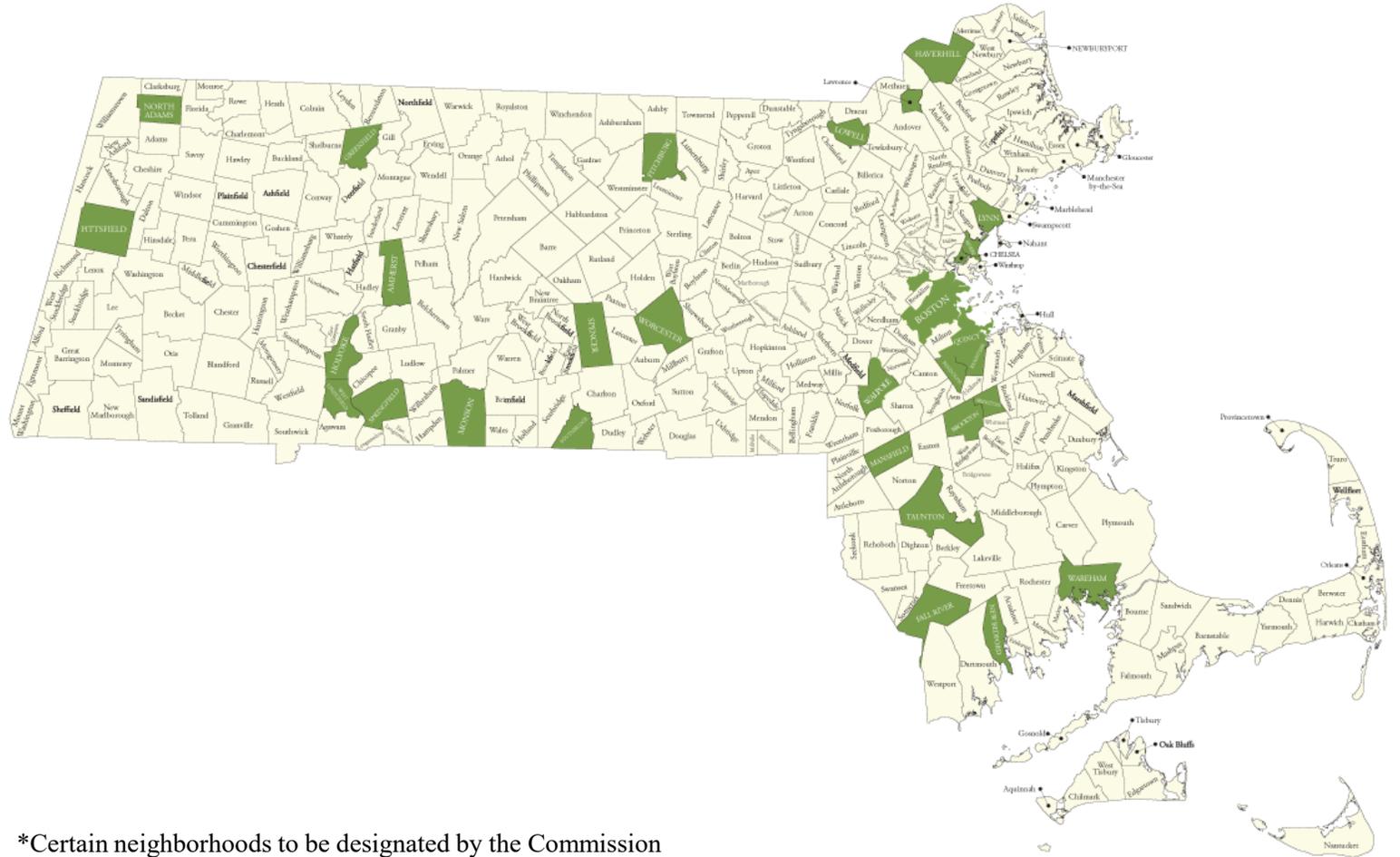
Address the disparities in life outcomes for affected individuals and improve the quality of life in areas of disproportionate impact by:

- 1 Reducing barriers to entry in the regulated cannabis industry;
- 2 Providing professional training, technical services, and mentoring for individuals and businesses facing systemic barriers; and
- 3 Promoting sustainable, socially and economically reparative practices in the regulated cannabis industry in Massachusetts.



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

Social Equity Program (SEP) Overview

The **Social Equity Program (SEP)** creates sustainable pathways into the legal cannabis industry for individuals and communities most impacted by the War on Drugs, marijuana prohibition, and disproportionate arrest and incarceration.

Program Highlights

- First statewide social equity program of its kind in the nation
- Over 1,100 participants enrolled to date
- Participants gain access to free technical assistance and training, equipping them with the tools and knowledge to pursue licensure and business development
- First-ever Advanced Course Curriculum launched to support supplemental learning across all cohorts
- Live instructor-led coursework scheduled to launch September 2025
- Eligibility to apply to the Cannabis Social Equity Trust Fund, which provides grant-based funding for qualifying approved Social Equity Program Participants and Certified Economic Empowerment Applicants



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 an 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 Approved Economic Empowerment Priority Applicant who meets and satisfies (4) of the previously established EEA's certification criteria.

Social Equity Program Benefits

- **Free Technical Assistance & Training:**
Access to a robust curriculum of self-paced courses and instructor-led training designed to support business development, workforce readiness, and regulatory compliance.
- **Expedited License Application Review:**
Available for individuals who maintain **at least 10% ownership** in the cannabis business for which they are seeking licensure.
- **Benefits for Majority Owners (51%+ Ownership):**
 - **Waived License Application Fees**
(Excludes costs associated with background checks)
 - **Waived METRC Monthly Program Fees**
(Excludes costs for plant and package tags within the seed-to-sale tracking system)
 - **50% Reduction of Annual License Renewal Fees**
- **Exclusive License Access:**
Eligibility for exclusive access to **Delivery** and **Social Consumption** license types for a minimum of three years.
- **Application Pre-Certification:**
Available for all license types, pre-certification provides an initial determination from the Commission.



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.



Launching of EquityWorks Career Hub

Empowering Careers, Cultivating Equity powered by Premier Virtual

EquityWorks Career Hub Platform – Overview

The EquityWorks Career Hub is a centralized, digital employment resource portal developed by the Cannabis Control Commission’s Equity Programming and Community Outreach Department to support equitable workforce development across the cannabis industry.

This platform is designed to connect job seekers, Social Equity Program (SEP) participants, Certified Economic Empowerment (EEA) applicants, and returning citizens with licensed cannabis businesses and integrated business solutions also referenced as “ancillary” service providers throughout Massachusetts.

Key Features:

- **Industry-Specific Job Boards:** Targeted job listings aligned with cannabis license types and business sectors.
- **Virtual Job Fairs:** Opportunities for scheduled and real-time interviews with hiring employers in a virtual setting.
- **Employer Portal:** Cannabis businesses can post jobs, manage listings, and connect directly with a diverse talent pool.
- **Exclusive Access for SEP/EEA Applicants:** Platform features designed specifically for individuals approved under the Commission’s equity programs.
- **SEP Booth:** A centralized virtual hub for SEP participants to access dedicated resources, support, and career tools.
- **Career Navigation Support:** Resume templates, interview guidance, and other career-readiness tools for job seekers.

The EquityWorks Career Hub will launch in **June 2025** as part of a broader commitment to building sustainable pathways into the legal cannabis workforce and promoting economic empowerment across Massachusetts.





Investigations & Enforcement

Mercedes Erickson, Investigations & Enforcement Project Manager

Investigations & Enforcement (I&E)

- I&E is comprised of 68 staff from:
 - Licensing
 - Investigations
 - Testing
 - Enforcement Counsel
 - Training
 - Projects
- I&E is responsible for the overall implementation and compliance of the Commonwealth's cannabis laws and regulations.
- I&E is under the direction of the Chief of Investigations and Enforcement (CIE), Nomxolisi K. Jones.





Project Management

Mercedes Erickson, Investigations & Enforcement Project Manager

Project Management Overview

The Project Management team is responsible for planning, executing, and managing key initiatives.

Led by Mercedes Erickson, the team consists of four project coordinators who oversee various aspects of planning, implementation and stakeholder engagement.

- Field Equipment & Resource Needs
- Regulatory Implementation
- Fleet Management
- Procurements & Budget Planning
- Regulatory Compliance



Administration of Projects and Programs

- I&E supports the mission of the Commission by safely, equitably and effectively implementing and administering the laws enabling access to medical and adult-use marijuana in the Commonwealth.
- Increased scope of responsibilities over time due to the ever-evolving Cannabis industry.
- Outline projects, initiatives, and programs in a structured format, considering the scope, timelines, resources, and expected outcomes of each endeavor.
 - Alignment of expectations is critical, especially when it comes to ensuring accountability and maintaining credibility. Stakeholders will have a clear understanding of what we aim to achieve and when, fostering public trust.
 - By waiting until funding and full project scopes are finalized before implementing initiatives, we can avoid the current challenges of overextension. As it stands, trying to address everything simultaneously has put considerable strain on resources and staff.
 - The goal of this structured approach will be to alleviate the current pressures and position us as a more organized and trustworthy agency.



Ongoing and Future Projects

- Chapter 180
- Regulatory Changes from Fall 2024
- Testing Protocols and Standardization
- Leadership Rating Program
- Research License Applications
- Responsible Vendor Training
- Secret Shopper Program
- Social Consumption
- Standards Lab



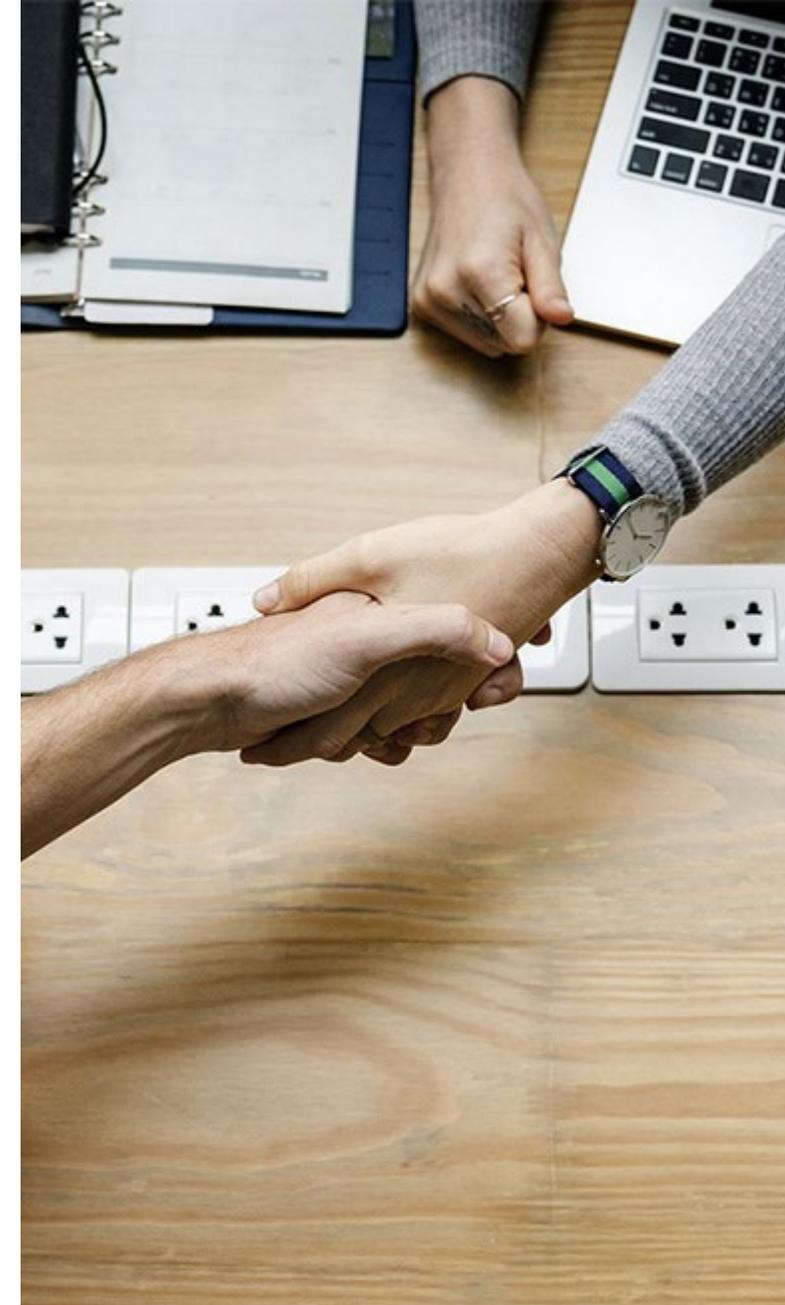


Training

Armond Enos, Director of Enforcement Training

Trainings Overview and Goals

- Establish and administer trainings related to the Commission's licensing, investigations, testing, and enforcement responsibilities, including compliance monitoring and investigative techniques.
- Monitor Licensee's compliance with training obligations resulting from hearing decisions, IDRs and Stipulated Agreements.
- Establish and administer trainings related to the Commission's electronic systems, i.e., MassCIP, Metrc, MMJOS, Microsoft Dynamics, etc.
- Assist with the creation, development and administering of onboarding programs for newly-hired Commission employees.
- Establish and administer updated trainings based on statutory, regulatory and/or policy changes.
- Provide technical assistance and training guidance related to the Commission's Responsible Vendor Training program.



Collaboration and Outreach

- Collaborate and engage with other state and local agencies for potential intra-agency cross-training opportunities related to the Commissions regulations and other applicable laws.
- Perform educational outreach regarding general compliance obligations to Licensees through compliance bulletins and related notices.
- Meeting with stakeholders to develop and form training and outreach partnerships.
- Arrange for trainings lead by outside-agency experts for specialized subject matters.
- Educational outreach to Licensees and the cannabis industry through bulletins and notices regarding compliance obligations.



Trainings Conducted (May 2024 – March 2025)

- **12 Trainings/Refreshers and 9 on-site observations**
- Host Community Agreement (HCA) Trainings & Refreshers
 - HCA Basic Contract Law Training
 - HCA Tracker Microsoft Excel Training
- Municipal Equity and Community Impact Fee (CIF) Training & Refreshers
- Enforcement Action Training
- Pilot Driver Logging Program/App Training
- Tableau Training
- ITL Sub-contracting SOP Training - Administrative Order #4
- 9 on-site test sample preparation observations conducted at various cultivation and product manufacturing Licensees



Trainings to be Conducted in 2025

- Suitability Overview Training (c. 180)
- Joint Training with MDAR & Commission regarding Pesticides and Hemp
- Enforceability of Sub-regulatory Documents & Testing Protocols Training
- Updated Testing Protocol Training
- Social Consumption Training
 - SOPs, Inspections, Report Writing and On-going Compliance Monitoring
- Incident Report Training
- Outside Event Training





Licensing

Olivia Koval, Director of Licensing

Licensing Overview

- The Commission's Licensing staff are responsible for the intake and review of all Marijuana Establishment license applications, agent applications, license renewals, license change applications, HCA reviews and Community Impact Fee Certifications.
- 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.

Team Structure

Director of Licensing: Olivia Koval

Licensing Managers: 2

Licensing Analysts: 1

Licensing Specialists: 11

Project Coordinator: 1



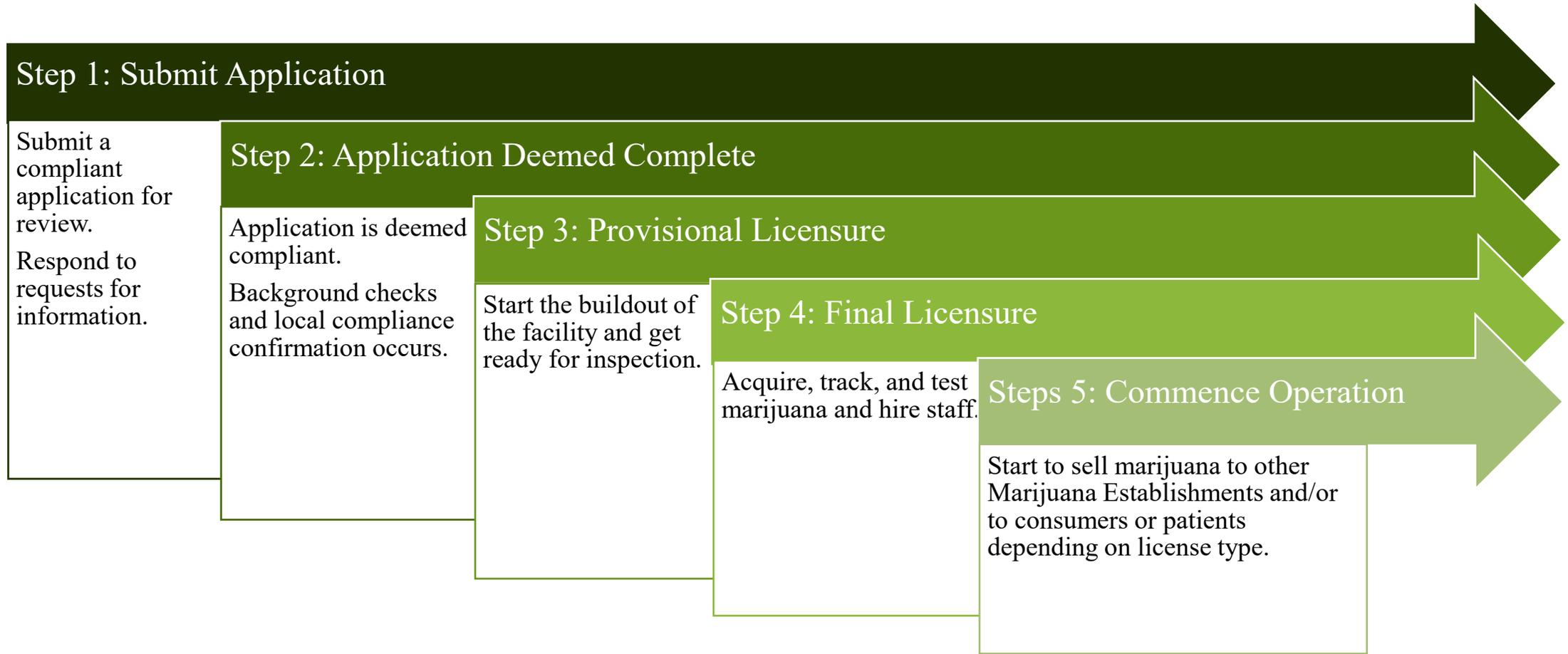
License Types

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.
Standards Laboratory	Ensures consistent and compliant testing by the Independent Testing Laboratories. On request by Commission, tests samples of marijuana products and submits the results of testing to the Commission for review.
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.

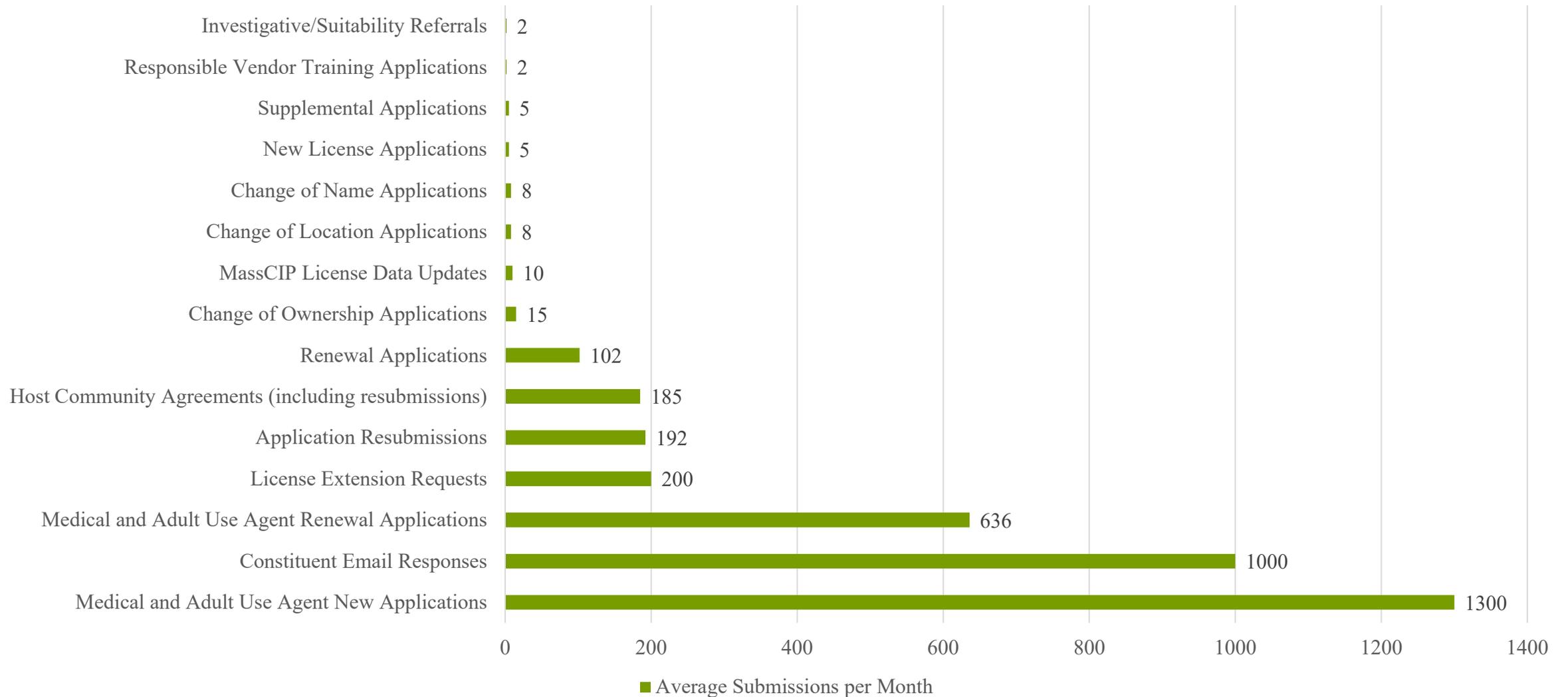


Licensing Process

Marijuana Licensing is a five-step process from Initial Application to Commence Operation. Licensing staff review and analyze submissions from all applicants and licensees through each step.



Licensing: By the Numbers



Host Community Agreements Data

Overview	Total	SEP & EEA	DBE
The total number of applications received since March 1, 2024, containing an HCA	913	147	99
Number of Model HCAs received	237	23	28
Compliant Model HCAs	232	23	28
Number of Model HCA Waivers received	105	18	9
Compliant HCAs	682	110	71
Non-Compliant HCAs	198	29	18

139 Towns with Compliant HCAs

Abington, Adams, Amesbury, Ashburnham, Ashby, Athol, Attleboro, Avon, Ayer, Barre, Belchertown, Belmont, Berkley, Bernardston, Beverly, Blackstone, Blandford, Bolton, Boston, Bourne, Bridgewater, Brimfield, Brockton, Brookfield, Brookline, Cambridge, Charlton, Chelsea, Cheshire, Chicopee, Clinton, Colrain, Cummington, Danvers, Dartmouth, Deerfield, Douglas, Dracut, Eastham, Easthampton, Egremont, Fairhaven, Fall River, Fitchburg, Framingham, Franklin, Gardner, Gill, Gloucester, Grafton, Great Barrington, Greenfield, Groton, Hadley, Halifax, Hanson, Hatfield, Haverhill, Holbrook, Holliston, Holyoke, Hopedale, Hudson, Hull, Kingston, Lakeville, Lee, Lenox, Littleton, Lowell, Lynn, Mansfield, Marblehead, Marlborough, Marshfield, Mashpee, Maynard, Medford, Medway, Melrose, Mendon, Merrimac, Middleborough, Milford, Millbury, Monson, Montague, Natick, Needham, New Bedford, Newton, North Adams, North Brookfield, Northampton, Norton, Norwood, Orange, Orleans, Palmer, Pittsfield, Plainfield, Plymouth, Quincy, Rehoboth, Rockland, Rowley, Royalston, Rutland, Salem, Sandisfield, Sharon, Sheffield, Shrewsbury, Somerville, Southwick, Springfield, Sterling, Sturbridge, Sunderland, Swansea, Taunton, Templeton, Tewksbury, Tyngsborough, Wakefield, Waltham, Ware, Wareham, Webster, Wellfleet, West Springfield, West Tisbury, Westfield, Whately, Whitman, Williamstown, Winchendon, Woburn, Worcester.



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, 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

Team Structure

- **Director of Investigations** – Katherine Binkoski
- **Investigations Managers** – 6
- **Investigators and Compliance Officers** – 26



A Year in Review

- PPLIs conducted in 2024: **81**
 - 76 PPLI Reports written; 34 HCAs reviewed since March 2024
 - **First** Research Facility License! Collaborated with TEST and RES
- PFLIs conducted in 2024: **96**
- Licenses Commenced in 2024: **102**
- Unannounced Inspections: **232**
 - Joint inspections with sister agencies Massachusetts Department of Agricultural Resources (MDAR), Department of Public Health (DPH), and Occupational Safety and Health Administration (OSHA)
- Total Inspections: **594**
 - Change of Locations, Structural Change Completion, Vehicle/Vessel Inspections, Announced compliance inspections
- Audits conducted: **722**
 - Expired Product, Product Database, Advertising, other Metric Audits
- Administrative Holds: **3**



A Year in Review

- Change of Ownerships: **35**
 - 4 Commission initiated financial due diligence investigations
- Alternative Security Provisions: **7**
- AR approvals: **42**
- SC/SC COMP approvals: **52**
- VEH approvals: **35**
- VES approvals: **2**
- Revised or Developed SOPs: **8**
 - INV: Architectural Reviews, Expired Product Reviews, Metric Audits, Open & Unresolved Inquiries, Structural Changes
 - Collaboration with TEST: Pesticide Failures
 - Interdepartmental: HCA Review Process
 - Intradepartmental: I&E Information Sharing
- **5** Bulletins
- **2** Administrative Orders in collaboration with LEG and TEST



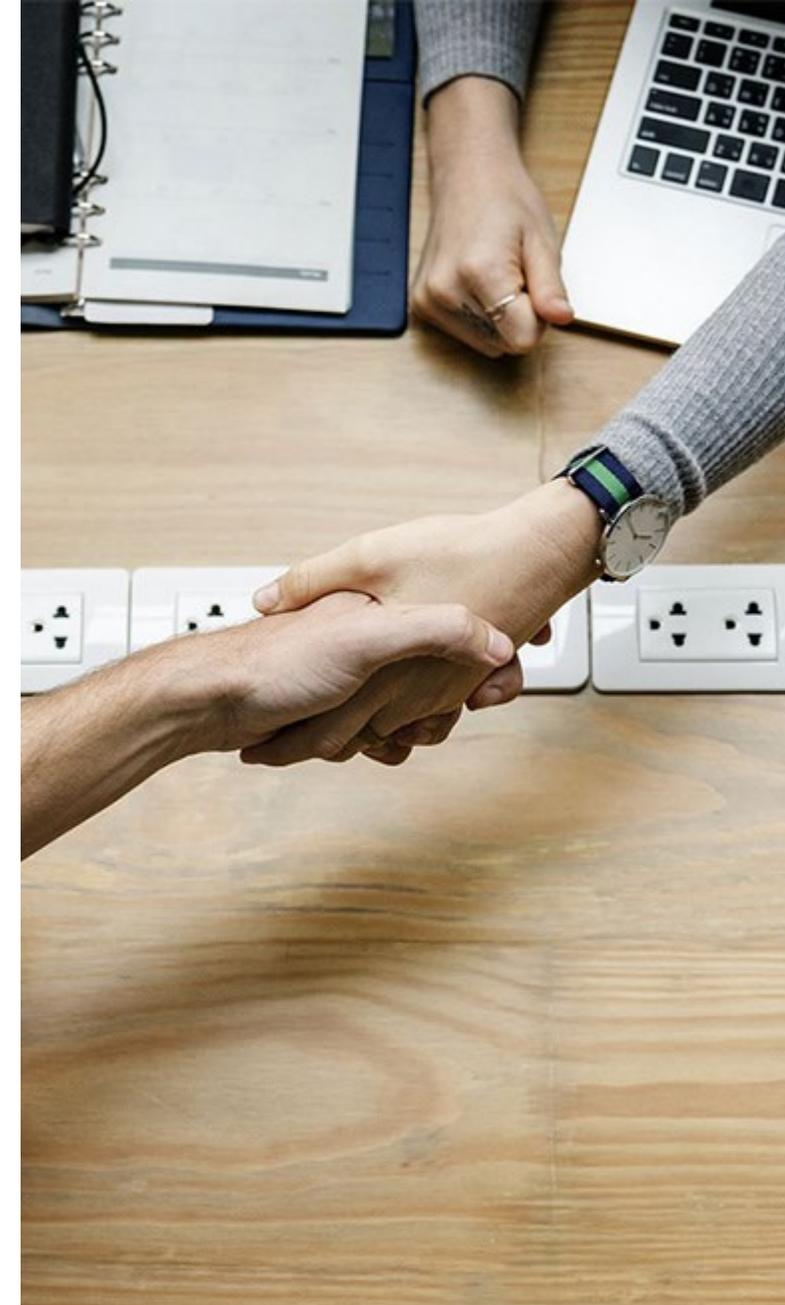
Post-Provisional Licensing Inspection (PPLI) and Final Licensure

- 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.
- 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 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.



Inspections & Investigations

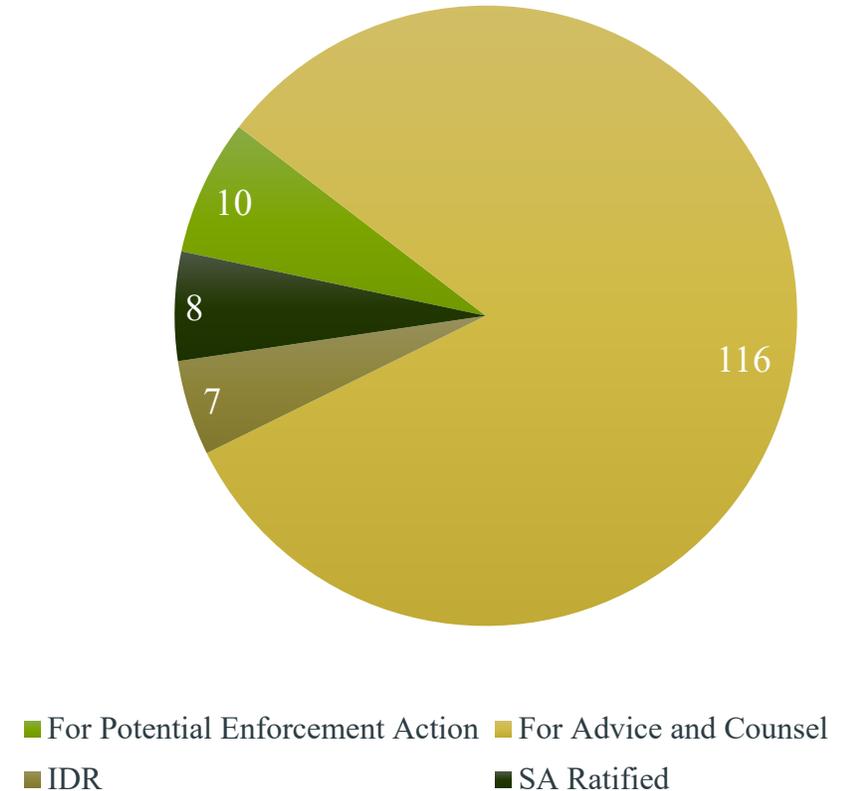
- Inspections outside of PPLI and PFLI:
 - Shutdown Inspections
 - Vehicle/Vessel Inspections
 - Structural Change Completion Inspections
 - Unannounced Inspections*
- Conducts audits to identify noncompliance
 - Expired Products
 - Product Database
 - Advertising
- The team conducts due diligence on Change of Ownership, Change of Location, and Change of Name referrals from Licensing Team
- Processes all Architectural Review and Structural Change Requests
- Follows up on all received complaints and determines next steps:
 - INSP inbox receives approximately 30 complaints monthly
 - Referrals to external agencies (DOR, OSHA, MCAD, MDAR, DPH, AGO)
 - Launches investigation into noncompliance



Referrals to Enforcement Counsel

- 10 Referrals made to EC for potential enforcement action in 2024
- 7 Informal Dispute Resolution Hearings
- 6 Stipulated Agreements Ratified related to referred investigations
- **116** Other EC Referrals for Advice and Counsel, such as:
 - Interpretation Requests
 - Suitability referrals
 - Waivers
 - Attorney Advisors
 - Correspondence with Attorney Advisors
 - Correspondence with Counsel and Advice

Enforcement Referrals Made by Investigations





Testing

Timothy Barwise, Interim Director of Testing

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 resolving all issues with pre-market test sample reporting in the seed-to-sale system.

Team Structure

- **Interim Director of Testing** – Timothy Barwise
- **Laboratory and Testing Manager** - Geneive Hall
- **Laboratory and Testing Analysts** - Four staff



Required Tests

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

Testing Spotlight: Microbial Contaminants

- The Commission requires testing for microbial contaminants:
Total Yeast and Mold, Total Aerobic Bacteria, Total Coliforms, Bile-Tolerant Gram-Negative Bacteria, *E. Coli*, and *Salmonella*
- Engaging with industry stakeholders and constituents regarding testing methodologies in response to requests for increased standardization. Two listening sessions have been hosted to date
- Off-the-shelf audits for label consistency and consumer protection
- Issued two public health advisories in 2025





Enforcement

Timothy Goodin, 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.

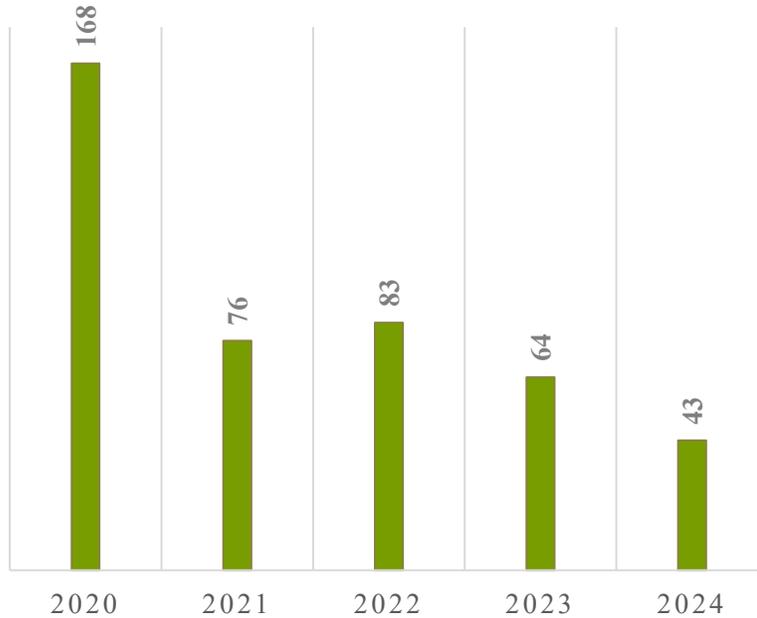
Team Structure

- **Enforcement Counsel** - Timothy Goodin
- **First Assistant Enforcement Counsel:** 1
- **Associate Enforcement Counsels:** 4
- **Enforcement Paralegals:** 2



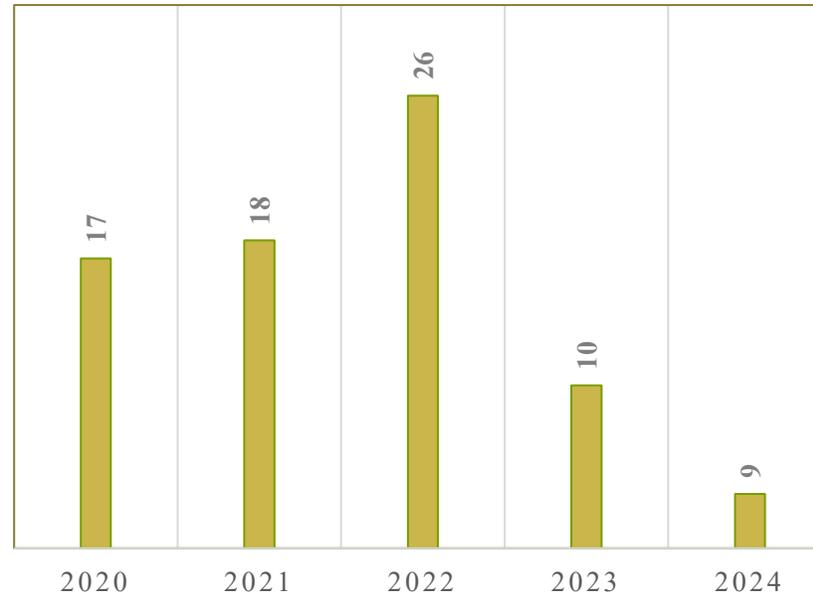
By the Numbers

WAIVERS



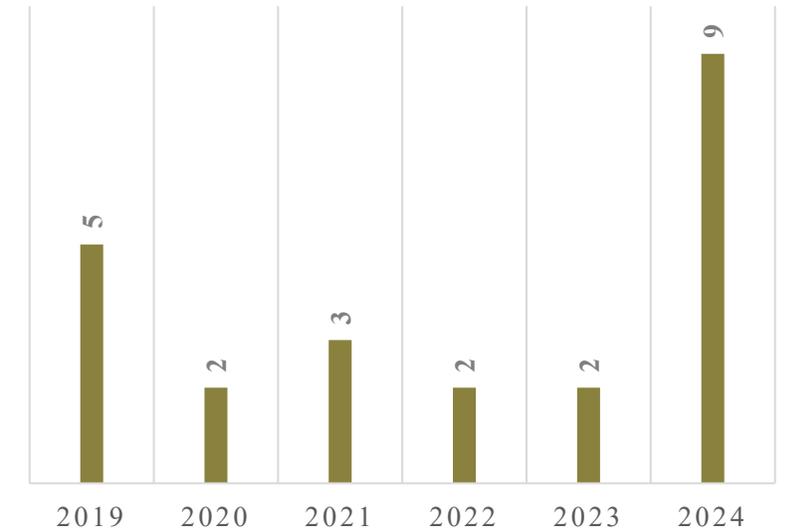
- Processed **434** waivers since 2020.
- Average requests received per year since 2020: **87**

SUITABILITY



- Conducted **80** suitability reviews since 2020.
- Chapter 180 of the Acts of 2022 removed consideration of criminal convictions for employment by a Marijuana Establishment.

ENFORCEMENT ACTIONS



- In 2024, resolved **9** enforcement actions resulting in **\$785,000** in total sanctions.
- Resolved **20** formal enforcement actions since 2019 resulting in over **\$2.75 million** in total sanctions.





The Future of the Industry



Federal, State and Municipal Engagement

Matt Giancola, Director of Government Affairs and Policy

Commission Policy

Legislative Outreach

- On June 11, 2024, Commissioner Roy testified in front of the Joint Committee on Agriculture and Joint Committee on Cannabis Policy regarding Hemp Regulations.
- Joint Committee on Cannabis Policy
- Subject-matter experts for Legislators

Municipal Outreach

- Quarterly Newsletter
- Local Roundtables and Tours
- Connect 351 & Massachusetts Municipal Association (MMA)



Federal Outreach

In July 2024, the Commission submitted a public comment to the United States Department of Justice regarding the Drug Enforcement Administration's proposed rule to reschedule marijuana to Schedule III.

The Commission applauded the Administration's acceptance of cannabis as holding medicinal benefits to some patients, and shared questions and areas for our partners in federal government to consider.

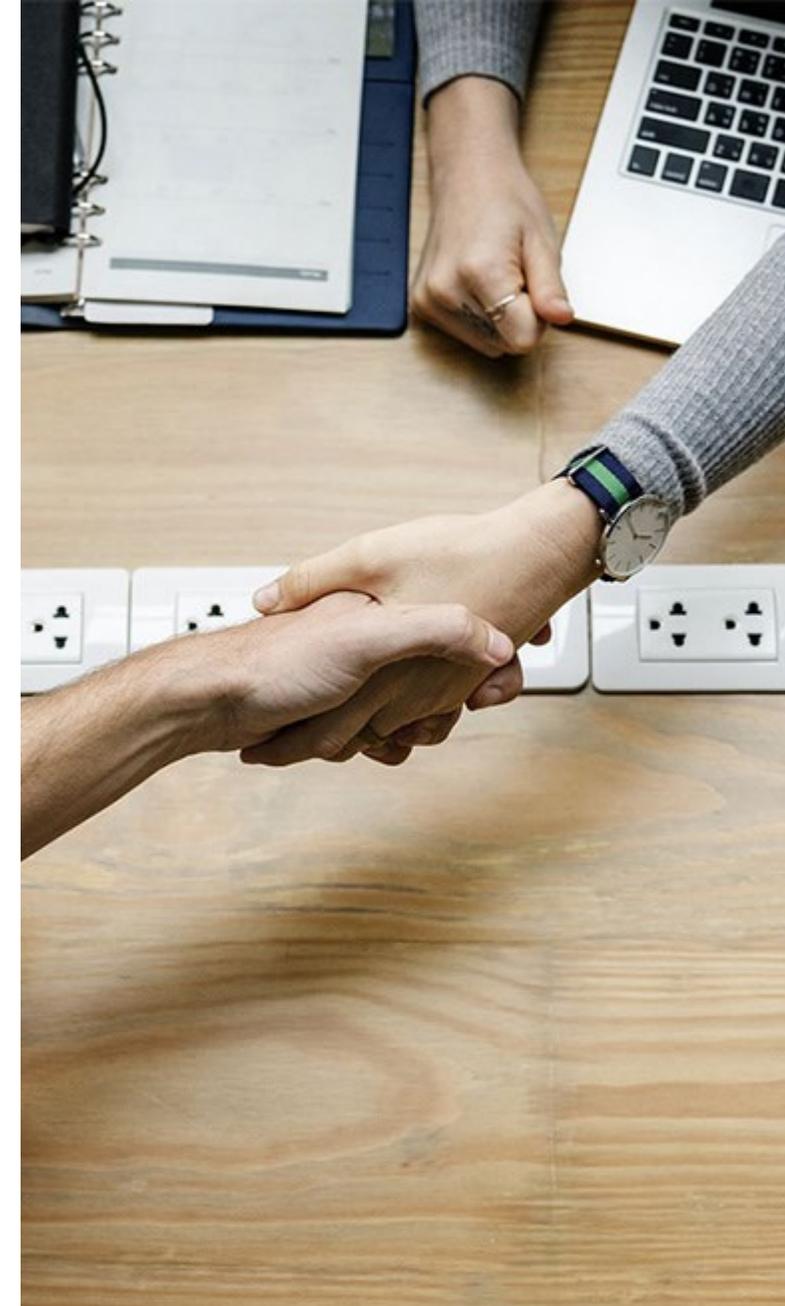
The Commission's public comment included key provisions:

- Support for the accepted Medical Use of Cannabis
- State Sovereignty
- Equity Considerations
- Research and Data Access
- Banking and Tax Implications



National Leader in Cannabis Policy

- CANNRA & Regulators from Other Jurisdictions
- Advocacy and Policy Organizations
- Interagency Coordination
 - Executive Office of Economic Development (EOED)
 - Attorney General's Municipal Law Unit (MLU)
 - Department of Agricultural Resources (MDAR)
 - Department of Public Health (DPH)





Research

Dr. Julie Johnson, Chief of Research

Research Agenda

Pursuant to G. L. c. 94G, § 17(a) and G. L. c. 94G, § 17(b)

G. L. c. 94G, § 17(a)

The commission shall develop a research agenda in order to understand the social and economic trends of marijuana in the commonwealth, to inform future decisions that would aid in the closure of the illicit marketplace and to inform the commission on the public health impacts of marijuana. The research agenda shall include, but not be limited to:

- 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
- vii. Civil penalties, arrests, prosecutions, incarcerations and sanctions imposed for possession, distribution or trafficking

G. L. c. 94G, § 17(b)

The commission shall annually report on the results of its research agenda and, when appropriate, make recommendations for further research or policy changes. The annual reports shall be posted online in a machine-readable format.



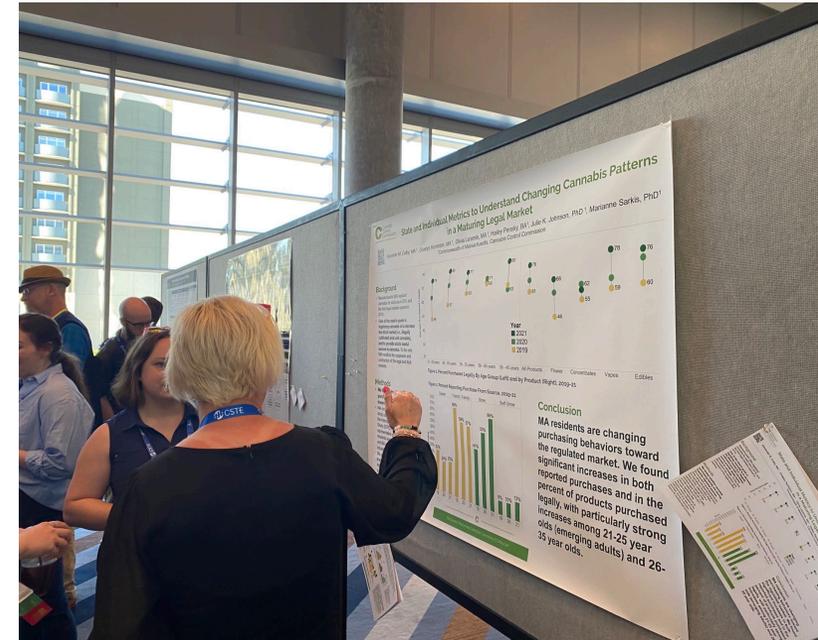
Research Products

External Products

- **13** comprehensive reports [legislative and special reports]
- **22** scientific, peer-review manuscripts
- **21** scientific conference presentations
- **1** Textbook chapter
- **22** guest lectures and panels
- **3** Subcommittee white papers

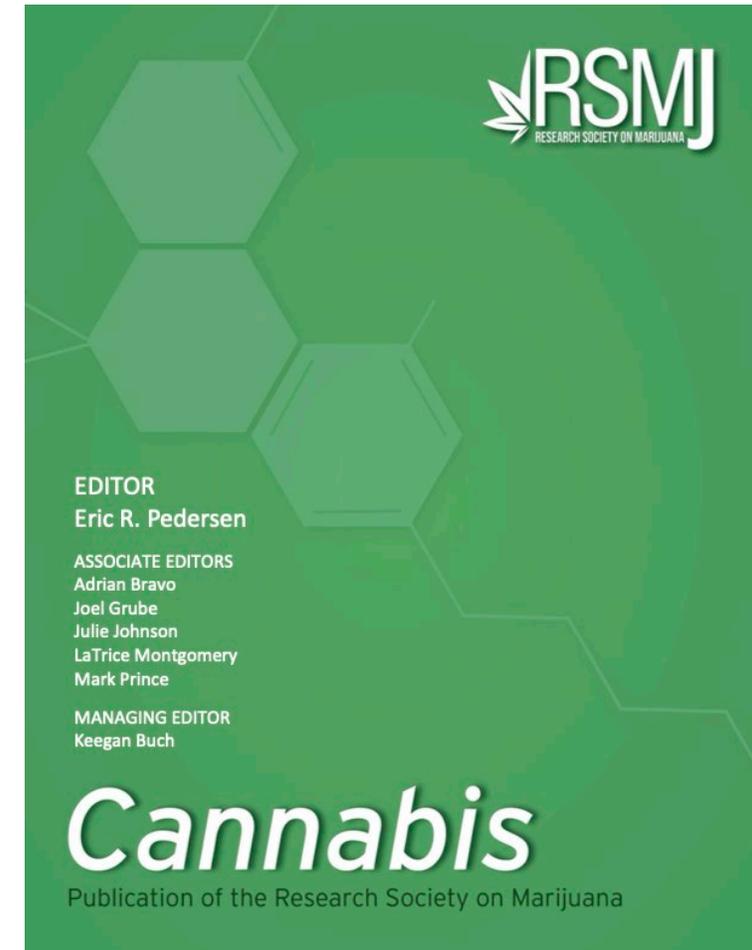
Internal Products

- Literature reviews and syntheses
- Research consulting and presentations
- Data analysis and visualization
- Survey construction



Research Department External Roles

- Associate Editor and Members, Research Society on Marijuana (RSMj)
- Guest Editor, Clinical Therapeutics [2023 and 2025]
- Co-Chair, CANNRA Medical Cannabis 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 the first Center of Excellence (COE) within a government agency, the Center for Cannabis Research & Policy (CCRP), herein referred to as “CCRP.”
- The CCRP will serve as a resource for research and data at the intersection of cannabis policy and regulation for both the Cannabis Control Commission's internal processes and the public, including constituents, policymakers, regulators, and researchers.



Center for Cannabis Research and Policy (CCRP)

Our mission is to bring stakeholders at the local, national, and global levels together and work collaboratively with Commission Leadership and Departments, and externally with the public and key stakeholders, to conduct, fund, and disseminate applied research on cannabis policy and regulation to inform evidence-based policy decisions to ensure safe, equitable, regulated cannabis industries.



CANNABIS DRUG RECOGNITION EXPERT (DRE) PRESENTATION

OPEN TO ALL STAFF

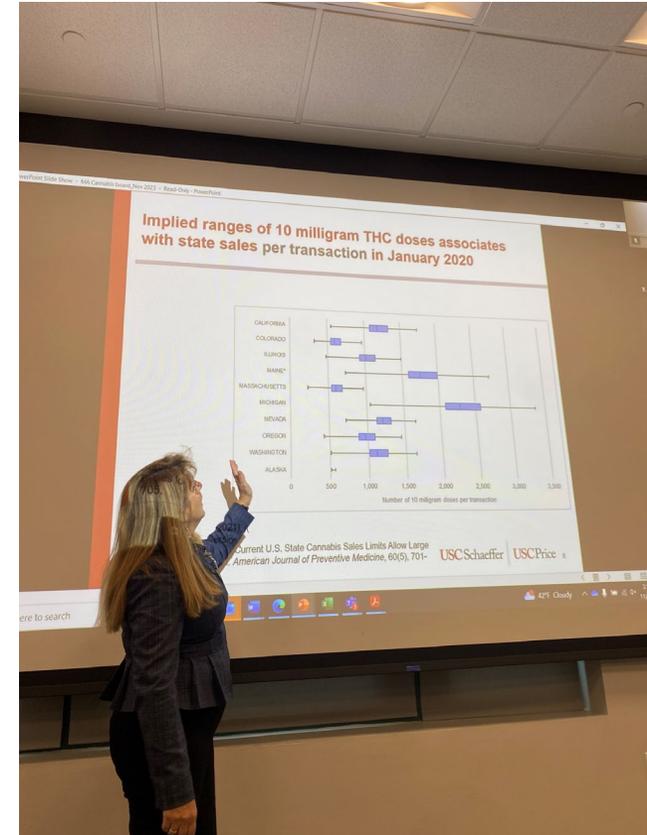
MARCH 19, 2024
12:00 - 2:00 PM
HQ Public Meeting Space

CHIEF DON DECKER
MASSACHUSETTS DRE TRAINING DIRECTOR

This presentation will focus on current DRE training processes and related studies, including opportunities for Q&A.

For additional information, please see the Commission's [Legislative Report on Operating Under the Influence](#).

Invited Guest Presenter: Chief Don Decker, Drug Recognition Expert Coordinator for MA



Invited Guest Presenter: Dr. Rosalie Pacula, Leading international expert on cannabis policy and outcomes



Center for Cannabis Research and Policy (CCRP)

Grantor

- Data procurements
- Funding and mentorship
- Research studies:
 - G. L. c. 94G, § 17(a) (ii): Healthcare system uses, costs, and impacts
 - G. L. c. 94G, § 17(a) (vi): Disciplinary actions in educational systems

Grantee

- Apply for grants with external collaborators to advance scientific knowledge on cannabis research topics with a focus on applied cannabis policy research projects.



Grants

Principal Investigator	Grant and Funder
Dr. Deborah Hasin, Columbia University	<p>Title: Laws on Cannabis, Opioids and Psychiatric Medications: National Study of VA Patients, 2000-2024</p> <p>Funding Agency: National Institutes on Drug Abuse (NIDA)</p>
Dr. Leah Ranney and Sarah D. Kowitt, University of North Carolina at Chapel Hill	<p>Title: Developing and Strengthening Cannabis Warnings</p> <p>Funding Agency: National Institutes on Drug Abuse (NIDA)</p>
Dr. Andy Hyatt, Harvard Medical School and Cambridge Health Alliance	<p>Title: Impact of cannabis legalization and commercialization on substance use and mental health outcomes in psychosis</p> <p>Funding Agency: National Institutes on Drug Abuse (NIDA)</p>
Dr. Dan Berlowitz, University of Massachusetts, Lowell	<p>Title: Enhancing Opportunities for Addiction Research in the Merrimack Valley [Fellowship for students in Lowell, MA, a designated Area of Disproportionate Impact]</p> <p>Funding Agency: National Institutes on Drug Abuse (NIDA)</p>
Dr. Gillian Schauer, Cannabis Regulators Association	<p>Title: Public Health Environmental Scan</p> <p>Funding Agency: CSTE</p>
Dr. Gillian Schauer, Cannabis Regulators Association	<p>Title: Cannabis and Hemp Research</p> <p>Funding Agency: FDA</p>



National Institute
on Drug Abuse



Research Department Product: Industry Report

- [Review and Assessment of the Massachusetts Adult- and Medical-use Cannabis Industries](#)
- Serves as a comprehensive review of the Commonwealth's adult- and medical-use cannabis industries using available data from November 2018 through April 2024
- Includes the first release of data on the medical market and patients, as well as cannabis product testing
- Data on licensees, product sales, and plant activity in the report are centralized under the [Open Data Catalog](#) via the publicly facing Tableau server for regulation and monitoring purposes, and are all freely available to the public



Industry Report: Market Saturation

- Market saturation was estimated as the number of retailers per 100,000 residents
- Average of 5.1 cannabis retailers per 100,000 residents, with large variability across regions
- Saturation of all cannabis retailers was highest in the western counties of Berkshire (18.9) and Hampshire (16.6) and was lowest in Norfolk (1.4) and Middlesex (3.7)
- Medical retailer density was highest in Nantucket (6.9) and Hampshire (6.8) counties, and lowest in Hampden and Norfolk (0.7) counties

Table: Massachusetts Population and Medical/Adult-use Marijuana Retailer Density, By County

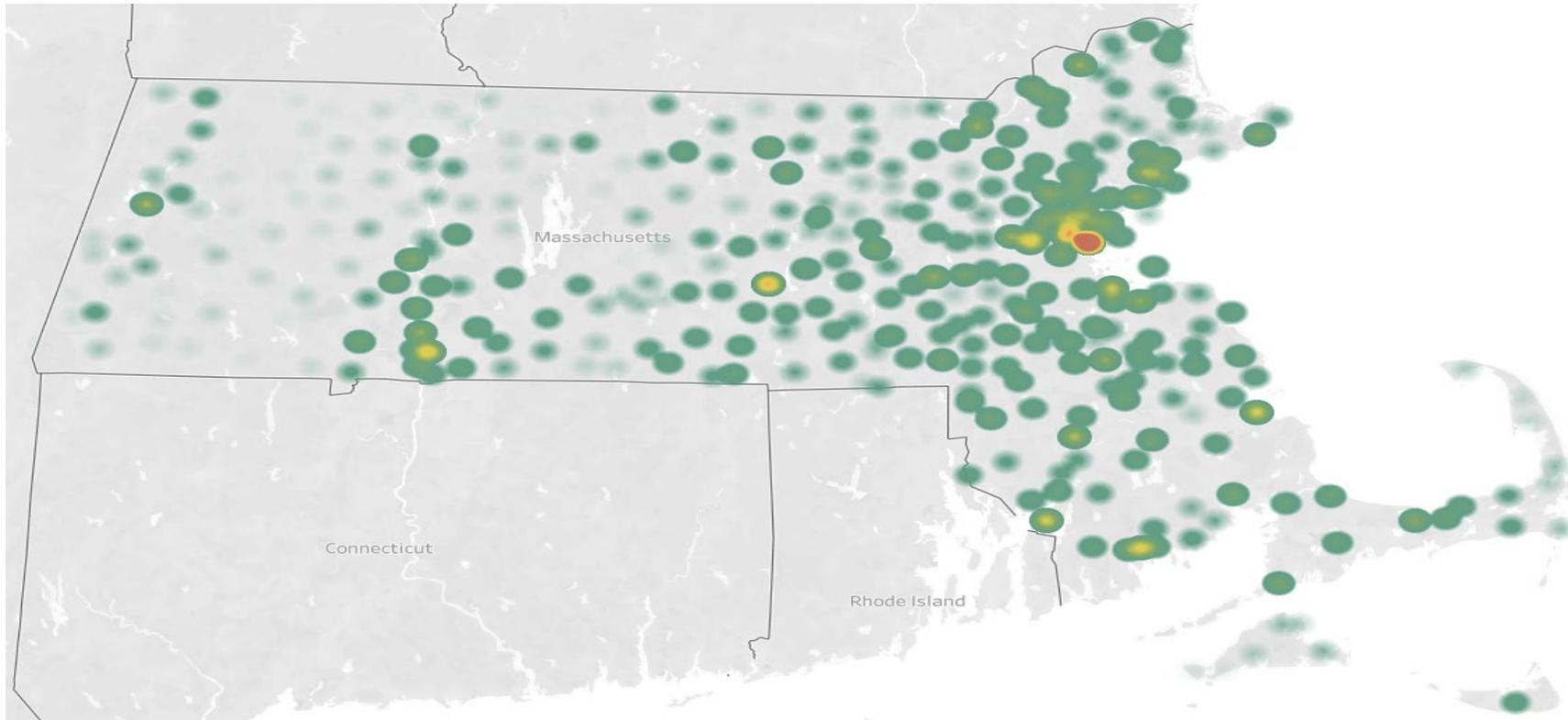
County	2023 Population Estimate (ACS)	Retailers	Retailers Per 100k Population (Estimated)	RMD/MTC Priority Retailers	RMD/MTC Priority Retailers Per 100k Population (Estimated)
Barnstable County	231,735	15	6.5	4	1.7
Berkshire County	126,818	24	18.9	4	3.2
Bristol County	581,841	26	4.5	5	0.9
Dukes County	20,819	2	9.6	1	4.8
Essex County	810,089	32	4.0	13	1.6
Franklin County	70,836	8	11.3	2	2.8
Hampden County	460,291	23	5.0	3	0.7
Hampshire County	162,502	27	16.6	11	6.8
Middlesex County	1,623,952	60	3.7	18	1.1
Nantucket County	14,444	2	13.8	1	6.9
Norfolk County	727,473	10	1.4	5	0.7
Plymouth County	535,308	29	5.4	13	2.4
Suffolk County	768,425	34	4.4	6	0.8
Worcester County	866,866	64	7.4	20	2.3



Industry Report: Patients

As of July 2023, there were nearly 100,000 patients registered with the Commonwealth's Medical Use of Marijuana Program.

Figure: Medical Use of Marijuana Program Patient Distribution and Density Across the Commonwealth



Industry Report: Patients

Of the 100,000 patients:

- The largest age group was patients 36-45 years old;
- Less than 6% of patients were under age 21 or over age 75.
- Approximately half (51%) of patients identified as male and half identified as female (48%).

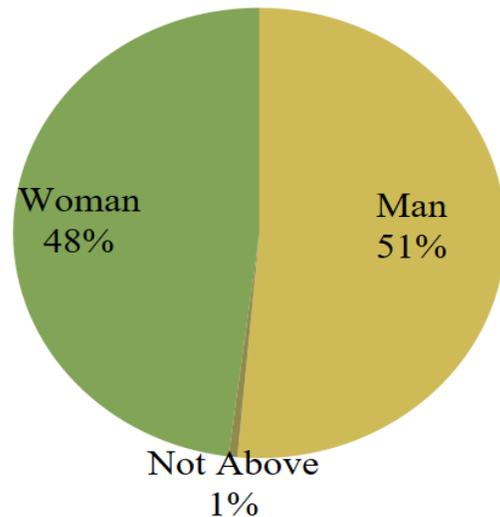
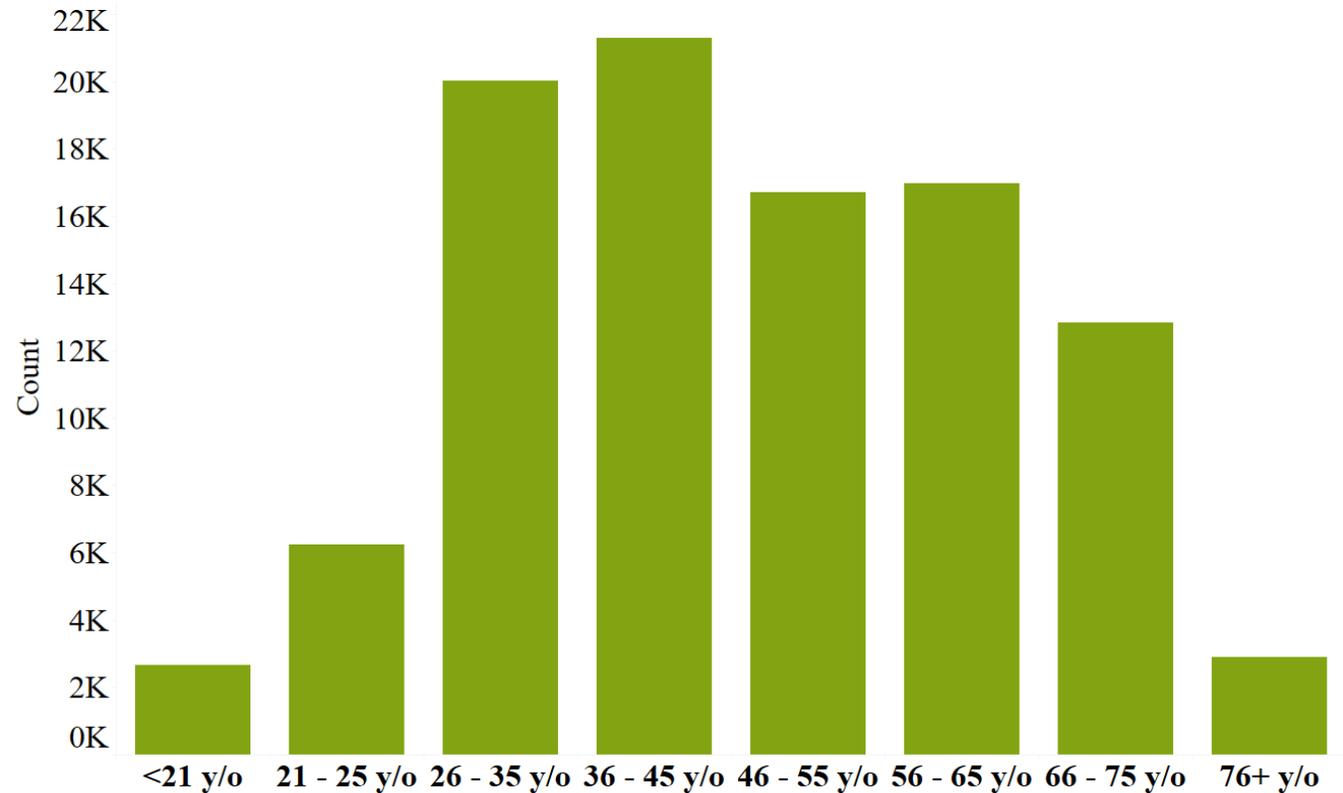


Figure: Patients in Massachusetts' Medical Use of Marijuana Program, Histogram of the Age Distribution



Industry Report: Agents, Access, and Equity

- As of 2023, agent registrations were predominantly White across all positions (70%), but especially at the Senior-level (77%). The industry at large was also majority male (63%), especially at the Senior-level (74%).
- However, there appears to be increased diversity in the industry over time, with higher representation of female and BIPOC agents among new registrations in 2023 than in previous years, both in General and Senior-level positions.

Figure: Race, Ethnicity, and Gender Among Employees and Senior Level Roles

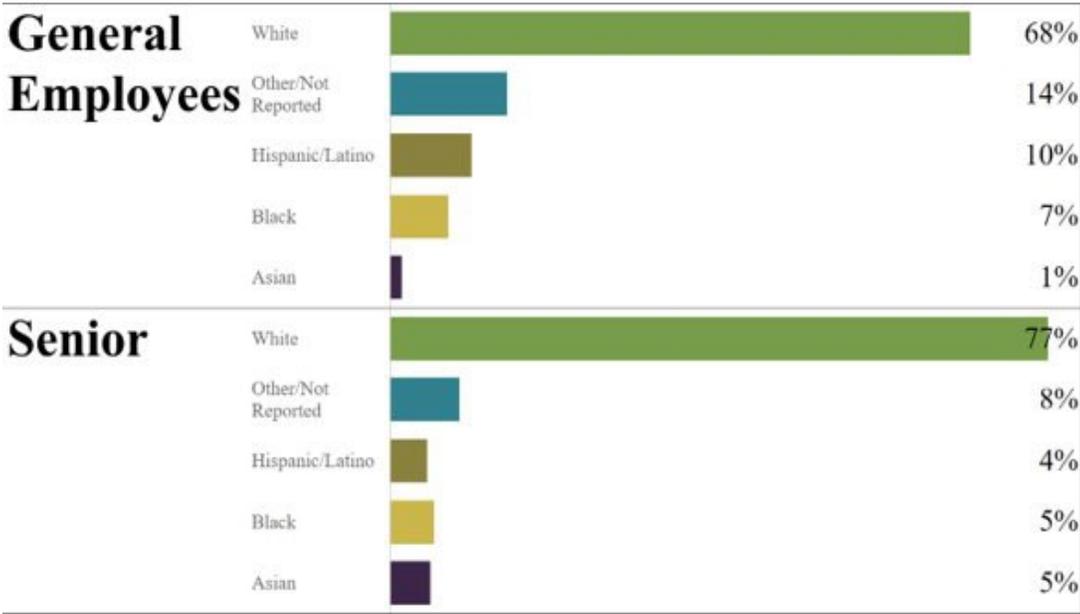
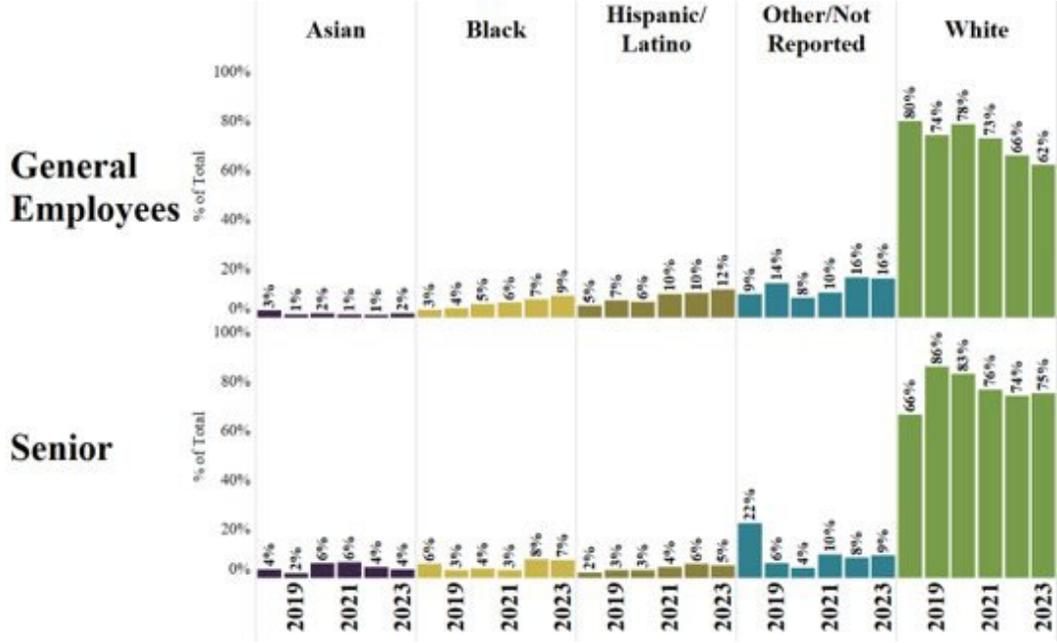


Figure: Race and Ethnicity of Agent Registrations, by Year of Application Submission





Looking to the Future

Travis Ahern, Executive Director



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.

FY 2025 Priorities

- Executive Director Goals
 - Short Term
 - Long Term
- Delivery Exclusivity
- Social Consumption & Municipal Tours
- Testing and Transparency Improvements
- Social Equity Program Technical Assistance Program - Cohort 4
- Equity Works Hub
- Center for Cannabis Research and Policy (CCRP)
- Engagement with the Industry
- Technical improvements



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 Seventh Annual Activities Report
<https://masscannabiscontrol.com/document/seventh-annual-activities-report/>

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. The information provided on this webpage is intended as a general guide and does not constitute an official list. While we strive to ensure accuracy, the content may contain outdated information. Municipalities are encouraged to review their listings and report any inaccuracies by contacting GovAffairs@CCCMass.com. For the most up-to-date and official information, please contact individual municipalities directly.

Additionally, the information in this chart regarding adult-use delivery reflects whether deliveries to consumers within a municipality’s borders are allowed by local bylaws or ordinances. Only delivery licensees with Commission approval to operate are permitted to deliver marijuana and marijuana products to consumers.

Additional information on the allowance of adult-use delivery »

Search:

City/Town	Adult Use Status	Delivery Status
Abington	Zoning in place	Delivery permitted
Acton	Ban in place	Delivery permitted
Acushnet	Ban in place	Delivery banned
Adams	Zoning in place	Delivery permitted
Agawam	Ban in place	Delivery banned
Alford	Ban in place	Delivery permitted
Amesbury	Zoning in place	Delivery permitted
Amherst	Zoning in place; license cap	Delivery permitted
Andover	Ban in place	Delivery banned
Aquinnah	No zoning in place	Delivery permitted

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





Thank you!

 masscannabiscontrol.com

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