



# The State of Cannabis in Massachusetts

Cannabis Control Commission

May 30, 2023



# Chair Daniel Donahue

Co-Chair, Joint Committee on Cannabis Policy



# Danielle Allard

Chief of Staff, Office of Co-Chair Adam Gomez



# Commissioner Ava Callender Concepcion



# Agenda

1. **Welcome** – Chair Daniel Donahue, Joint Committee on Cannabis Policy
2. **Introduction** – Commissioner Ava Callender Concepcion
3. **Commission Operations Overview**
4. **Introduction of Equity Programs** – Commissioner Bruce Stebbins
5. **Equity Programming**
6. **Introduction of Licensing, Enforcement, and Testing Process** – Commissioner Kimberly Roy
7. **Licensing, Enforcement, and Testing**
8. **Revenue and FY 2024 Budget** – Commissioner Nurys Camargo
9. **Closing** – Chair Shannon O’Brien
10. **Next Steps and Additional Resources**
11. **Breakout Tables**

# Meet the Commission



Nurys Camargo,  
Social Justice  
*Appointed 2021*



Ava Callender  
Concepcion,  
Public Safety  
*Appointed 2021*



Shannon O'Brien  
(Chair)  
Corporate Management,  
Finance, Securities  
*Appointed 2022*



Kimberly Roy,  
Public Health  
*Appointed 2021*



Bruce Stebbins,  
Regulated Industries  
*Appointed 2021*

# Legislative and Executive Branch Outreach

- August 2021: Policy Approved
  - Commission may vote to advocate for certain public policy topics that affect the Commission's ability to meet its mandate
- November 2021:
  - Social Equity Funding statement unanimously approved:
  - State-administered fund offering public and private funds for equity program participants
- January 2022:
  - OUI statement unanimously approved
  - Social Consumption statement approved (4-1)
- April 2022: Proactive Policy
  - Staff coordinate schedules and assign Commissioners to meet with legislators and Executive officials
  - Prior notification of intergovernmental meetings required



# 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
- The Commission will promulgate new regulations as mandated by the statute by November 9, 2023 and request public comments from municipalities and other industry stakeholders





# Chapter 180

- Requires the Commission to review and approve municipal policies that promote equity in the local licensing process
  - The Commission will share best practices and recommendations;
  - Municipalities that adopt local equity into their licensing, and who license equity Retailers may receive an additional 1% in local option tax; and
  - Cities and towns that refuse to adopt local equity policy will forfeit all community impact fee revenue.
- Requires the Commission to review and approve Host Community Agreements for compliance with statute.



# 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 via updating its by-laws or ordinances.
- The Commission has established regulations on social consumption licenses (935 CMR 500), but may revisit them in the upcoming regulatory review





# Commission Overview

# Leadership Team



Shawn Collins,  
Executive Director



Alisa Stack,  
Chief Operating Officer



Cedric Sinclair,  
Chief Communications Officer



Yaw Gyebi, Jr.,  
Chief of Investigations and Enforcement



Paul Clark,  
Chief Technology and Innovation Officer



Julie K. Johnson,  
Director of Research



Adriana Leon,  
Chief Financial and Accounting Officer



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.

# Commission Departments

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



# Current State of Licenses and Applications

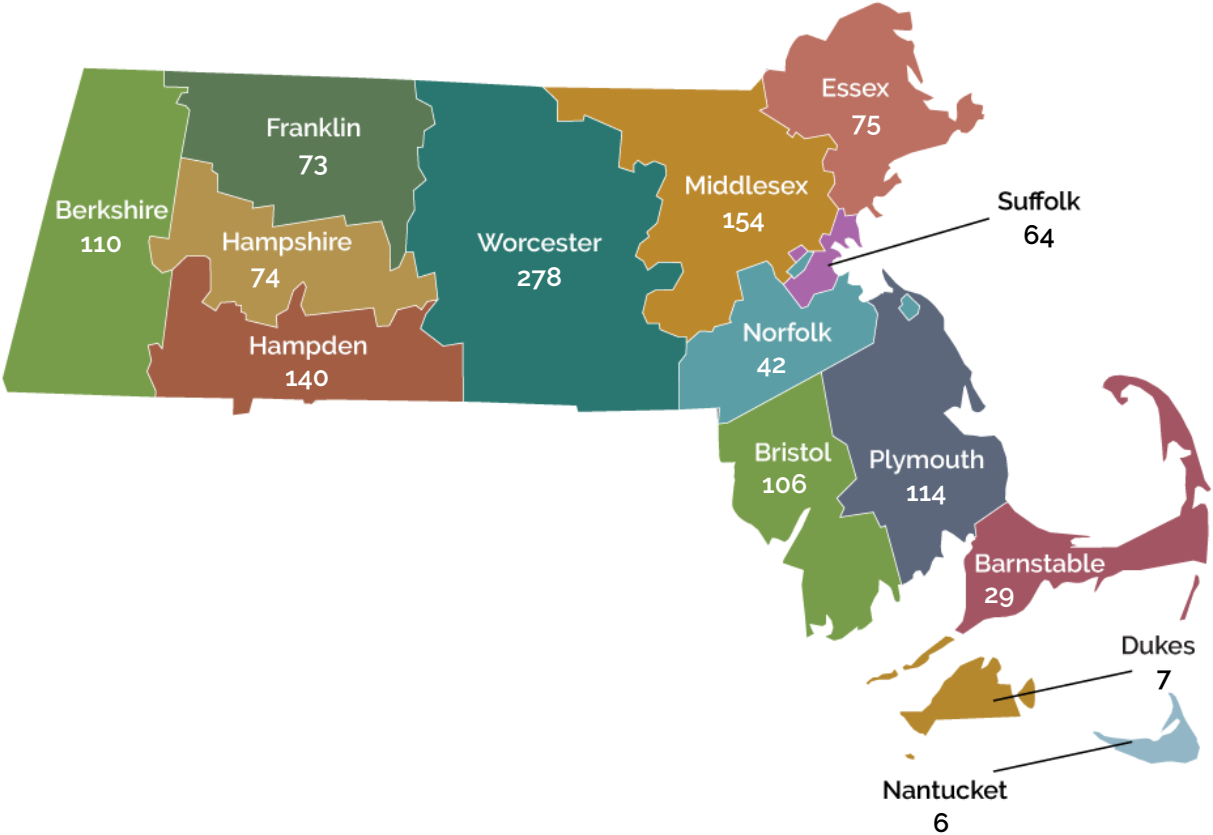
Type	Pending Application	Pre-Certified Endorsement	Initial License Declined	Provisionally Approved	Provisional License	Final License	Commence Operation	Total
Craft Marijuana Cooperative	2	-	0	0	4	0	0	6
Marijuana Courier License	12	-	0	0	11	1	9	33
Marijuana Courier Pre-Certification	11	97	0	-	-	-	-	108
Independent Testing Laboratory	1	-	0	2	5	0	13	21
Marijuana Cultivator	56	-	2	68	175	20	107	428
Marijuana Delivery Operator License	8	-	0	0	24	0	7	39
Marijuana Delivery Operator Pre-Certification	14	96	0	-	-	-	-	110
Marijuana Microbusiness	5	-	0	8	15	2	9	39
Marijuana Product Manufacturer	37	-	1	54	134	12	92	330
Marijuana Research Facility	6	-	0	1	1	0	0	8
Marijuana Retailer	52	-	1	47	135	16	286	537
Marijuana Transporter with Other Existing ME License	4	-	0	4	2	0	3	13
Microbusiness Delivery Endorsement	2	2	0	0	0	0	1	5
Third Party Transporter	8	-	0	0	1	0	4	13
Standards Laboratory	0	-	0	0	0	0	0	0
<b>Total</b>	<b>218</b>	<b>195</b>	<b>4</b>	<b>184</b>	<b>507</b>	<b>51</b>	<b>531</b>	<b>1,690</b>



# Marijuana Establishment Licenses

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

County	#	+/-
Barnstable	29	+9
Berkshire	110	+24
Bristol	106	+28
Dukes	7	
Essex	75	+12
Franklin	73	+25
Hampden	140	+56
Hampshire	74	+18
Middlesex	154	+28
Nantucket	6	
Norfolk	42	+5
Plymouth	114	+31
Suffolk	64	+31
Worcester	278	+59
<b>Total</b>	<b>1272</b>	<b>+326</b>

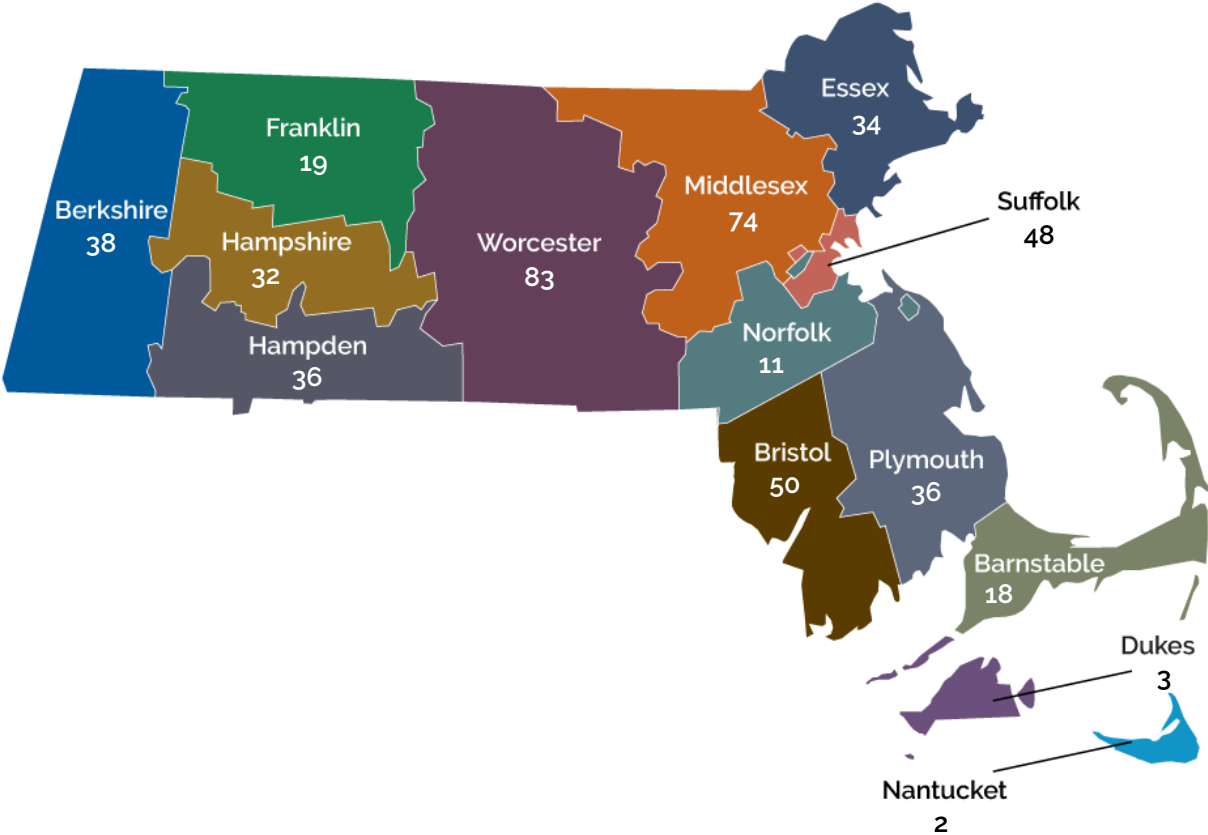




# Marijuana Retailer Licenses

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

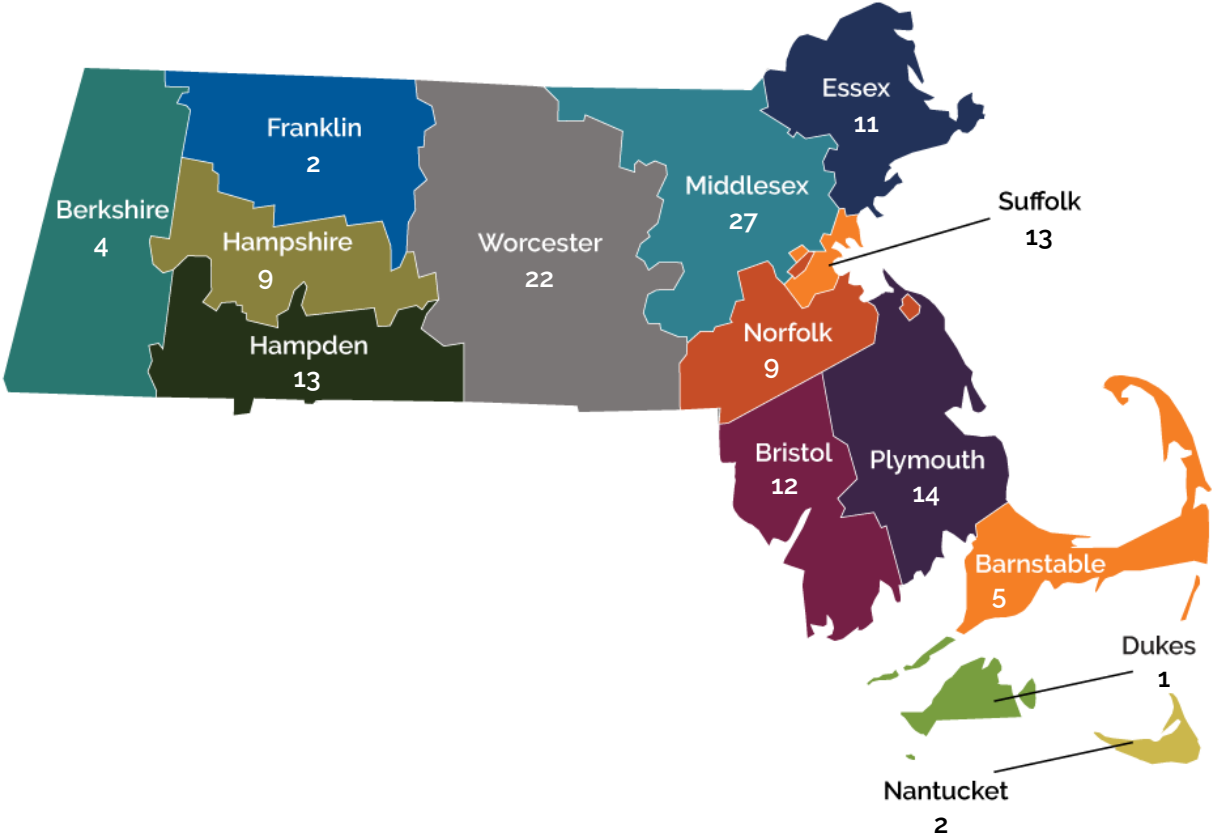
County	#	+/-
Barnstable	18	+4
Berkshire	38	+3
Bristol	50	+11
Dukes	3	
Essex	34	+1
Franklin	19	+10
Hampden	36	+14
Hampshire	32	+4
Middlesex	74	+11
Nantucket	2	
Norfolk	11	+2
Plymouth	36	+8
Suffolk	48	+23
Worcester	83	+12
<b>Total</b>	<b>484</b>	<b>+103</b>



# Medical Marijuana Treatment Center Licenses

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

County	#	+/-
Barnstable	5	-1
Berkshire	4	
Bristol	12	
Dukes	1	
Essex	11	
Franklin	2	
Hampden	13	
Hampshire	9	
Middlesex	27	-1
Nantucket	2	
Norfolk	9	+3
Plymouth	14	-2
Suffolk	13	+5
Worcester	22	+2
<b>Total</b>	<b>144</b>	<b>+6</b>



# 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 reports are available via <https://masscannabiscontrol.com/research/>.





# Commissioner Bruce Stebbins

# 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

Silea Williams, Director of Equity Programming and  
Community Outreach

# Social Equity Program

- Benefits include:
  - Access to training and technical assistance;
  - Expedited licensing review;
  - Certain fee waivers; and
  - Exclusive ability to become pre-certified by the Commission before pursuing the local licensing process, and to apply for delivery and social consumption license types for at least three years.
- Nearly 900 participants have been eligible for free training, which is available to license owners, managers, entry-level workers, and ancillary (contract) businesses
  - In a recent survey, a representative sample of respondents demonstrates that 39% of Participants have already engaged in SEP training and technical assistance
- First-ever Advanced Course Curricula launched May 1
- Cohort 4 application expected to launch this year



# 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.





# Social Equity Program Eligibility

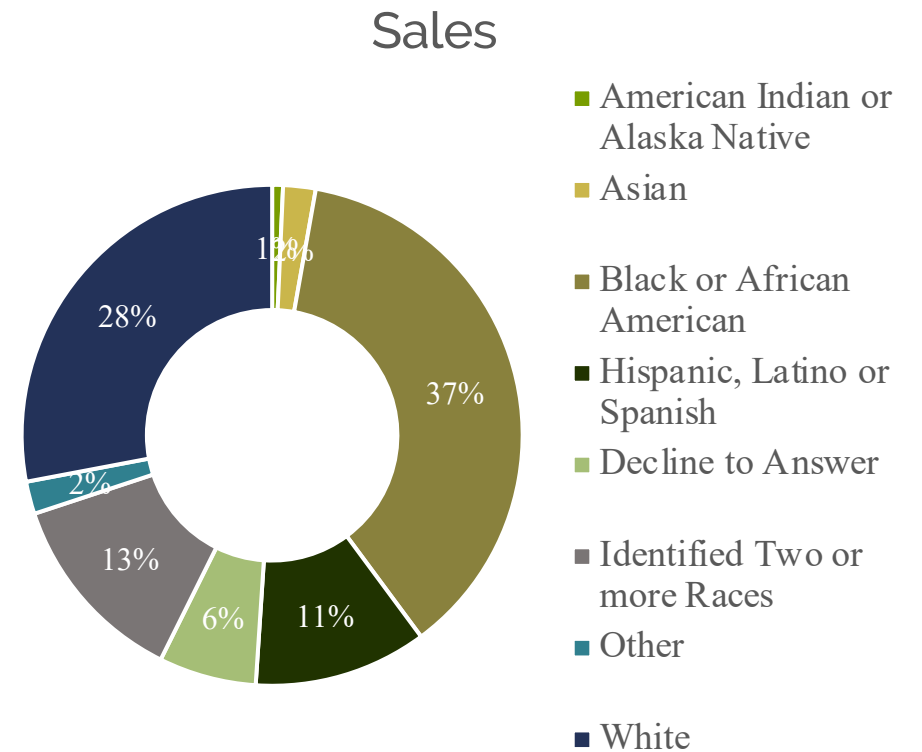
Applicants are eligible for the social equity program if they demonstrate at least one of the following criteria:

- #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.



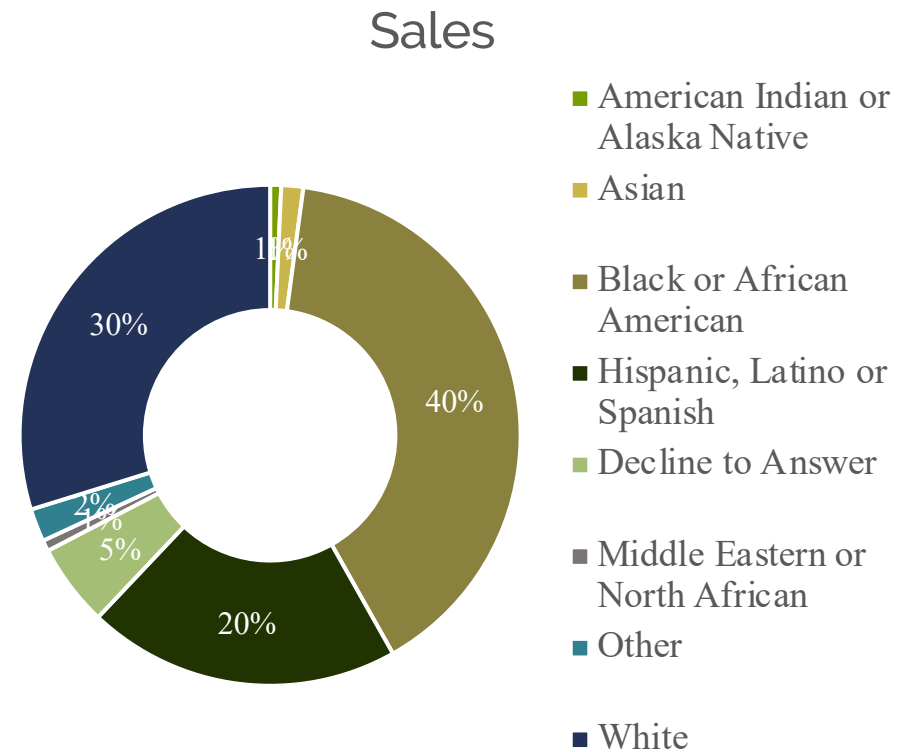
# Racial Demographic Overview- Cohort 1

Race/Ethnicity	#	%
Hispanic; Latino; Spanish	16	11.19%
Asian	3	2.10%
Black; African American	53	37.06%
White	40	27.97%
Middle Eastern; North African	0	0.0%
American Indian; Alaska Native	1	0.70%
Native Hawaiian; Other Pacific Islander	0	0.0%
Identified as Two or More Ethnicities	18	12.59%
Other Race or Ethnicity	3	2.10%
Declined to Answer	9	6.29%
<b>Total</b>	<b>143</b>	<b>100%</b>



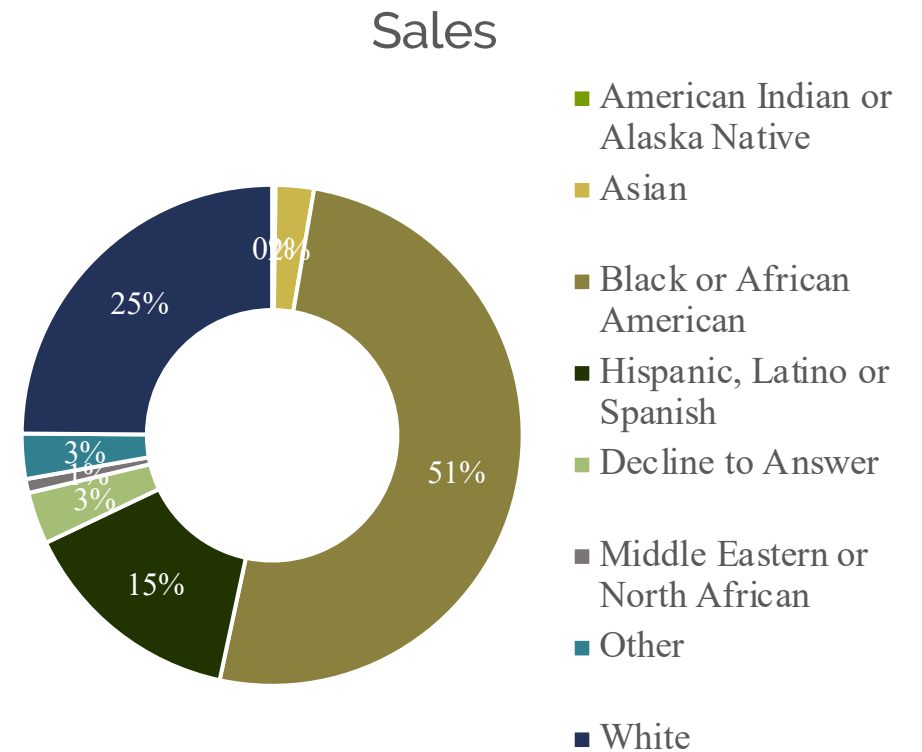
# Racial Demographic Overview- Cohort 2

Race/Ethnicity	#	%
Hispanic; Latino; Spanish	57	20.21%
Asian	4	1.42%
Black; African American	112	39.72%
White	84	29.79%
Middle Eastern; North African	2	0.71%
American Indian; Alaska Native	2	0.71%
Native Hawaiian; Other Pacific Islander	0	0.0%
Identified as Two or More Ethnicities	0	0.0%
Other Race or Ethnicity	6	2.13%
Declined to Answer	15	5.32%
<b>Total</b>	<b>282</b>	<b>100%</b>



# Racial Demographic Overview- Cohort 3

Race/Ethnicity	#	%
Hispanic; Latino; Spanish	65	14.57%
Asian	11	2.46%
Black; African American	226	50.67%
White	111	24.88%
Middle Eastern; North African	4	0.89%
American Indian; Alaska Native	1	0.22%
Native Hawaiian; Other Pacific Islander	0	0.0%
Identified as Two or More Ethnicities	0	0.0%
Other Race or Ethnicity	13	2.91%
Declined to Answer	15	3.36%
<b>Total</b>	<b>446</b>	<b>100%</b>



# Economic Empowerment Certification Status Criteria

Application period required to be held April-May 2018, pursuant to statutory mandate.

**Economic Empowerment Applicants needed to demonstrate they met three out of six of the following criteria:**

- Majority of ownership belongs to people who have lived in areas of disproportionate impact for 5 of the last 10 years;
- Majority of ownership has held one or more previous positions where the primary population served were disproportionately impacted, or where primary responsibilities included economic education, resource provision or empowerment to disproportionately impacted individuals or communities;
- At least 51% of current employees/sub-contractors reside in areas of disproportionate impact and will increase to 75% by first day of business;
- At least 51% of employees or sub-contractors have drug-related CORI, but are otherwise legally employable in a cannabis-related enterprise;
- A majority of the ownership is made up of individuals from Black, African American, Hispanic or Latino descent; and
- Owners can demonstrate significant past experience in or business practices that promote economic empowerment in areas of disproportionate impact.





# Disproportionately Impacted Areas

- The Commission voted unanimously at its November 2022 Public Meeting to add the city of Lawrence and one additional Worcester census tract to its list of Areas of Disproportionate Impact, bringing the total number of communities to 30.
- Benefits for Disproportionately Impacted Areas include Social Equity Program eligibility for residents, and the municipality's access to benefits available through Positive Impact Plans required from all licensees.
- Policy conversation will revisit the Commission's original list, as well as a 2021 study that examined if/how to alter that list





# Commissioner Kimberly Roy



# Product Catalog

- Comprehensive public database of regulated marijuana products sold through licensees
- Hosted through Commission's seed-to-sale tracking system, Metrc, and embedded on the agency's website
- Assists engaged stakeholders (e.g., school administrators, public safety officials, medical professionals, and parents) with identifying source of legal products



# 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](https://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](https://MoreAboutMJ.org)



**Marijuana is Legal.**  
**Know the Laws.**

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

**MORE ABOUT MARIJUANA**

[MoreAboutMJ.org](https://MoreAboutMJ.org)

Please consume responsibly. Cannabis Control Commission

# 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 Commission voted to put the agency's logo on the curriculum at its January 12, 2023 Public Meeting.
- The curriculum will be 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.





# Licensing, Enforcement, and Testing

# License Types/Descriptions

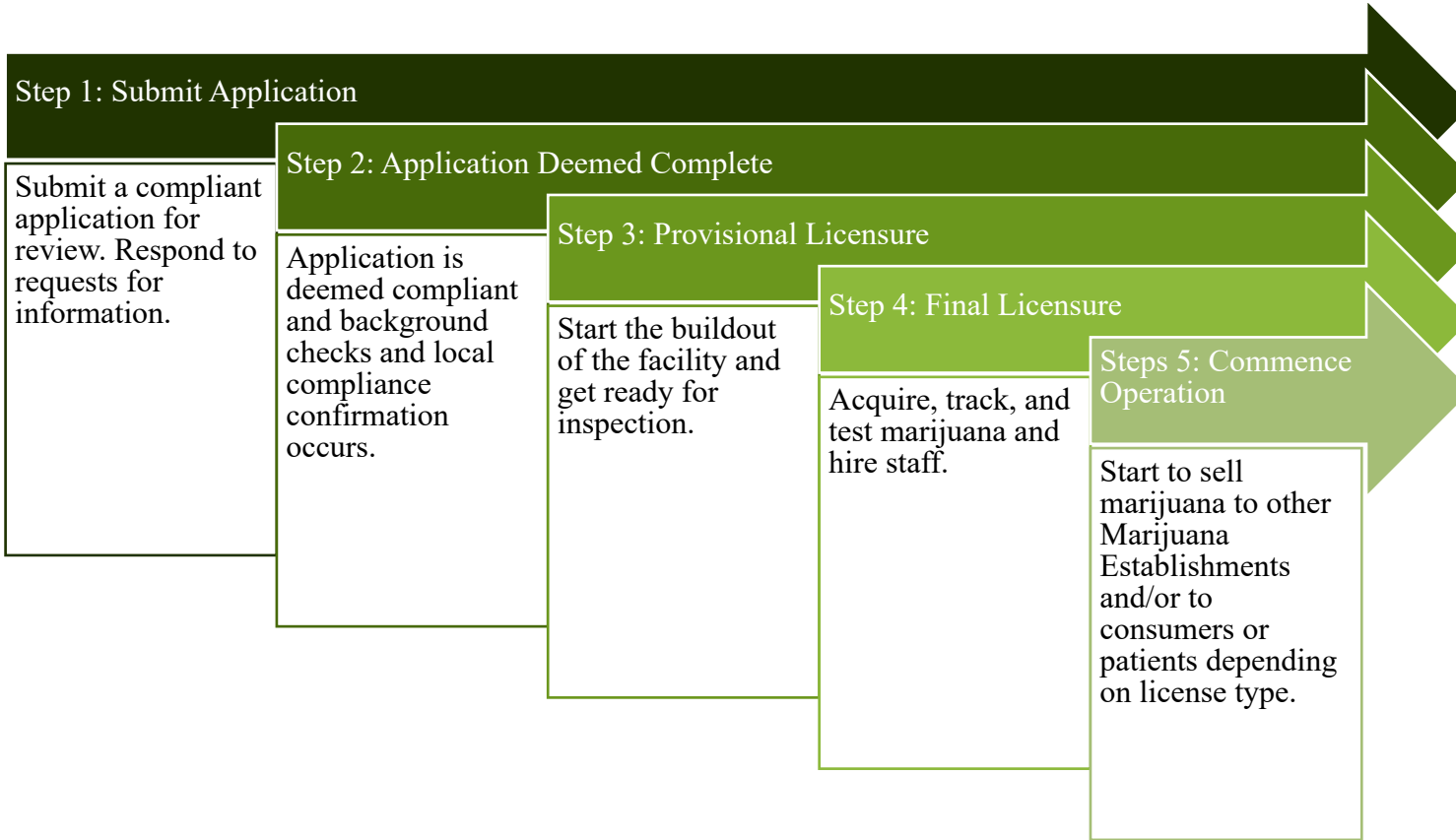
Here is a variety of Marijuana Establishment types and the operations they can perform. Please see the Commission's Guidance on Licensure, pages 7-13, for more in-depth information.

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.



# 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 here: <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 Overview

- 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
- Chief of Investigations and Enforcement – Yaw Gyebi, Jr. Esq.
- Director of Investigations – Nomxolisi Khumalo
- Investigations Managers – Timothy Barwise, Katherine Binkoski, Armond Enos, Daniel Huber, Colin Soper and Nicole Trant
- 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.



# Regulations, Protocols and Guidance

- **935 CMR 500.160 and 935 CMR 501.160**
  - (1) No Marijuana Product may be sold or otherwise marketed for adult/medical use that is not capable of being tested by Independent Testing Laboratories ("ITL").
- Guidance documents are available that provide Licensees with required and recommended best practices for the collection and analysis of Marijuana plant material and other finished Marijuana products to comply with CCC testing regulations.
  - *Protocol for the Sampling and Analysis of Finished Marijuana Products for Marijuana Establishments, Medical Marijuana Treatment Centers, and Colocated Marijuana Operations*



# Required Contaminant Tests

Guidance documents are available that provide Licensees with required and recommended best practices for the collection and analysis of Marijuana plant material and other finished Marijuana products to comply with CCC testing regulations.

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



# Required Contaminant Testing *Explained*

**Cannabinoids:** D9-THC, THCA, CBD, CBDA

## **Heavy Metals**

- Heavy Metal analysis is conducted for the following four metals with upper limits for "all uses" and "ingestion only":
  - 1) Arsenic
  - 2) Cadmium
  - 3) Lead
  - 4) Mercury

## **Vitamin E Acetate (VEA) for Vaporizer Products**

- Licensees who produce and/or sell vaporizer products must send vaporizer products that have been pre-filled (final ready-to-sell form) with marijuana oil to one of the Commission's ITLs for VEA and a second heavy metal screen.
  - Additional Guidance on VEA Testing can be found in the *First and Second Amended Order Applying to Vaporizer Products*



# Required Contaminant Testing *Explained*

## **Pesticides and Plant Growth Regulators:**

- Non-organic pesticides are prohibited and may not be used to cultivate marijuana in Massachusetts
- MA Department of Agricultural Resources has primary jurisdiction
- Per 935 CMR 500.120(5) and 935 CMR 501.120(5), application of pesticides shall be performed in compliance with M.G.L. c. 132B and the regulations promulgated at 333 CMR 2.00 – 14.00 by the MA Department of Agricultural Resources .
- When are pesticides tested for?
  - All marijuana flower must be tested for pesticides in the flower stage whether the flower will be sold and consumed as is or will be further processed into additional products.



# Required Testing by Product Type

## Finished Plant Material

### All Production Batches

- Pesticides and Plant Growth Regulators

### Production Batches to Be Dispensed as Marijuana Product

- Heavy Metals
- Microbiological contaminants and Mycotoxins
- Cannabinoid Profile

## Cannabis Resin

### All Production Batches

- Solvents (if applicable)
- Heavy Metals

### Production Batches to Be Dispensed as Marijuana Product

- Microbiological contaminants and Mycotoxins
- Cannabinoid Profile
- Vitamin E Acetate (vaporizer products only)





# Required Testing by Product Type

## Cannabis Concentrates

### All Production Batches

- Residual Solvents (if applicable)
- Heavy Metals

### Production Batches to Be Dispensed as Marijuana Product

- Microbiological contaminants and Mycotoxins
- Cannabinoid Profile
- Vitamin E Acetate (vaporizer products only)

## MIPs (Marijuana Infused Products)

### All Production Batches

- Microbiological Contaminants and Mycotoxins
- Cannabinoid Profile



# Useful Resources

## Laws and Regulations:

- C. 55 of the Acts of 2017: Session Law for Safe Access to Marijuana
- 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
- C. 180 of the Acts of 2022: An Act Relative to Equity in the Cannabis Industry

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





# Commissioner Nurys Camargo



# Revenue and FY24 Budget

# Revenue

- Adult-Use Marijuana Retail Sales in 2022: \$1.42 billion
- Adult-Use Marijuana Retail Sales in 2023 YTD: \$575 million
- Gross Adult-Use Sales 2018-Present: \$4.5 billion
- Medical Marijuana Treatment Center Sales to Patients and Caregivers in 2022: \$260.2 million
- State and Local Revenue 2018 - Present: **\$912 million**



# FY24 Budget Request

Account		FY24 Request
1070-0840	CNB Operations	\$18,526,946
1070-0842	Medical Use of Marijuana	\$3,684,738
1070-0841	Public Education Campaign	\$1,500,000
<b>Total</b>		<b>\$23,711,684</b>

- 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
- Resources will be devoted to building out critical departmental needs, and conducting needed studies to assess the state of the industry



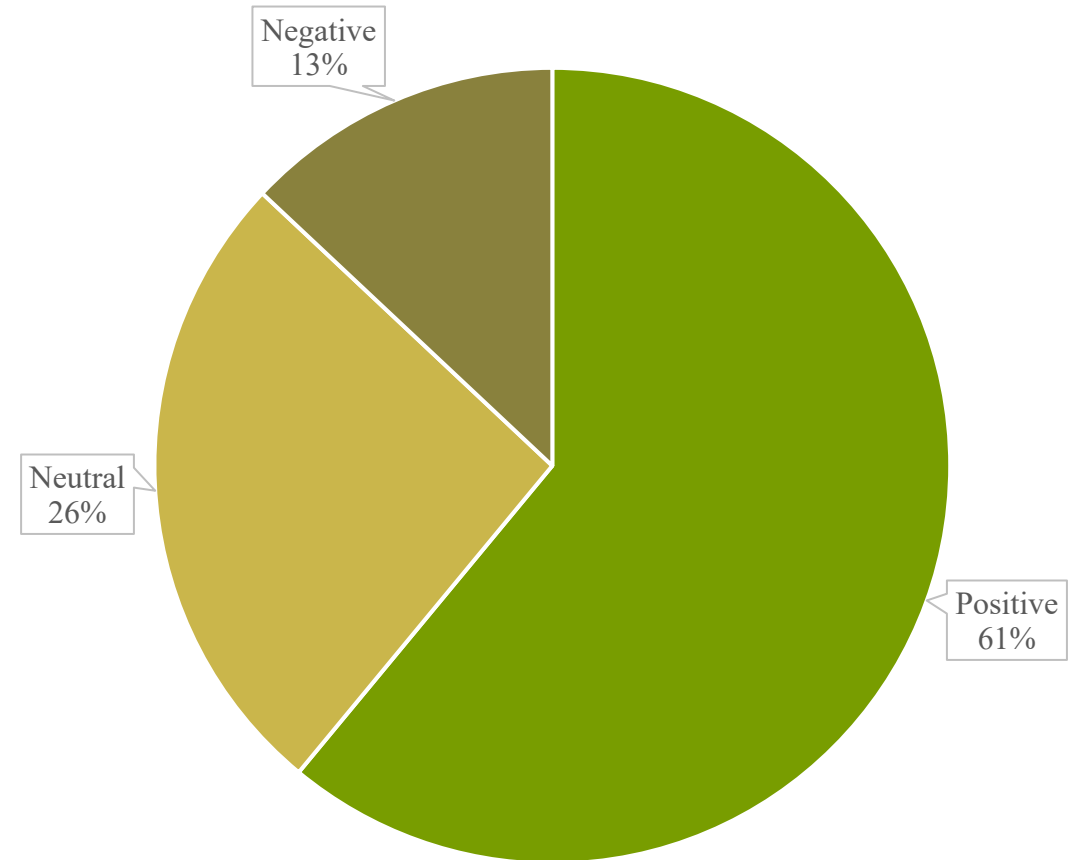


# Chair Shannon O'Brien

# Positive Results

- In November 2016, Massachusetts voters approved adult-use cannabis legalization 53-47%.
- Five years later, UMass Amherst/WCVB published the results of a poll that further demonstrates the maturation of the Commonwealth's legal adult-use marketplace.
  - *61% of Massachusetts residents said they feel legalization has had a positive impact on the state.*

Public Perception on Marijuana Legalization Impact in Massachusetts





# What's Next for the Commission

- Chapter 180 Implementation and Regulatory Revisions
- Exclusivity Period Review
- Governance
- Three-year Equity Programming Strategic Plan
- Five-year Resource Plan





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.



# Next Steps and Additional Resources

# MassCannabisControl.com | State and Local Government

The screenshot shows the website's header with a green navigation bar. 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 background image of a conference room with a presentation screen. The title 'State and Local Government' is centered, followed by the text 'Find guidance about licensing, responsibilities, and other marijuana topics for state and local government.' Below this, a horizontal row of four smaller images with text overlays provides further navigation: 'Municipality's Roles and Responsibilities' (hand writing on a document), 'Licensing Process' (man looking at a screen), 'Law Enforcement' (man holding a cannabis patient ID card), and 'Equity Programs' (hands gesturing in 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**



# Municipal Zoning Tracker

- Identifies zoning and bylaws of adult-use marijuana for all 351 cities and towns in Massachusetts
- Also includes status of delivery and social consumption in cities and towns
- License applicants should consult with local officials in the municipality in which they plan to operate for most up-to-date information
- Municipalities that wish to update information should contact:

**Matt Giancola**

**Director of Government Affairs and Policy**

**[Matt.Giancola@CCCMass.com](mailto:Matt.Giancola@CCCMass.com) | (774) 415-0462**

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](mailto:Matt.Giancola@CCCMass.com).

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

*Last updated June 22, 2022.*

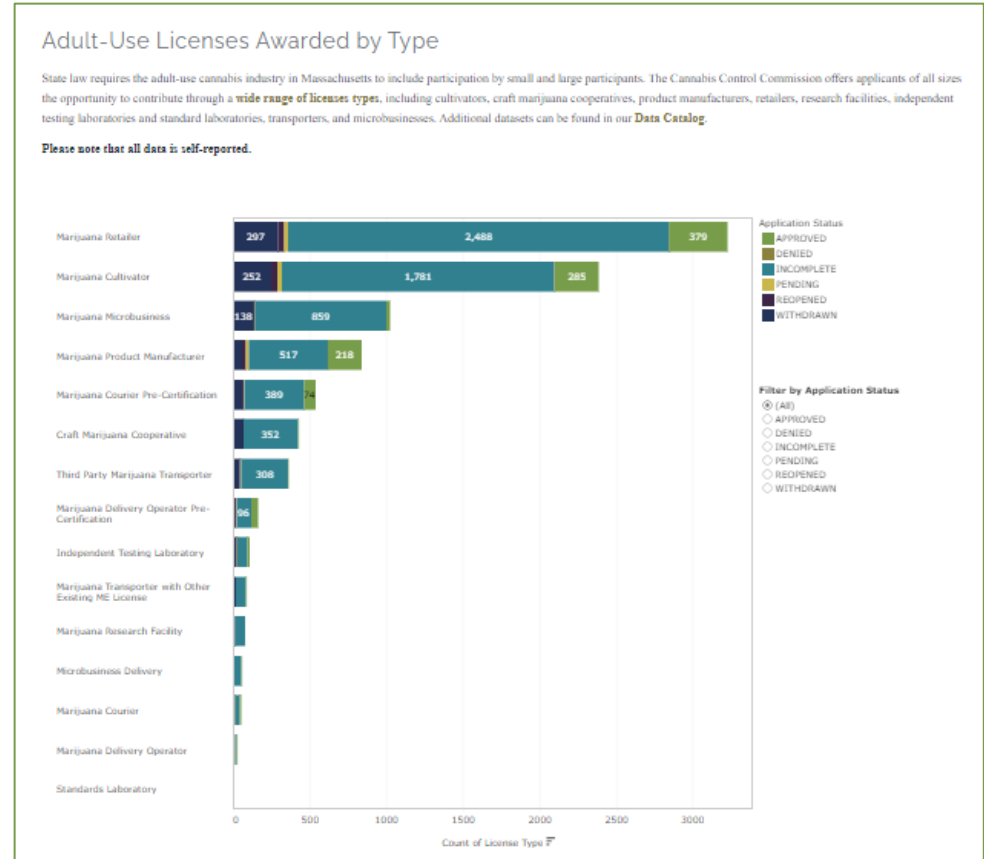
Search:

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



# 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/>
- Licensing Tracker  
<https://masscannabiscontrol.com/licensing-tracker/>
- Commission's Fifth Annual Activities Report  
<https://masscannabiscontrol.com/document/fifth-annual-activities-report/>





**Thank you!**