The State of Cannabis in Massachusetts

Cannabis Control Commission
April 25, 2024
Acting Chair
Ava Callender Concepcion
Chair Daniel Donahue
Co-Chair, Joint Committee on Cannabis Policy
Acting Chair
Ava Callender Concepcion
Agenda

1. Welcome
2. Commission Overview
3. Chapter 180 Implementation
4. Research Agenda
5. Equity Programming
6. From Seed to Sale: The Cannabis Journey
7. Projects
8. Enforcement
9. Licensing
10. Investigations
11. Testing
12. Constituent Services
13. Revenue and FY 2025 Budget
14. Commission Policy and Outreach
15. Next Steps and Additional Resources
Commission Overview
The mission of the Cannabis Control Commission is to honor the will of Massachusetts voters by safely, equitably, and effectively implementing and administering the laws enabling access to medical and adult use marijuana in the Commonwealth.
Meet the Commission

Nurys Camargo, Social Justice  
*Appointed in 2021*

Ava Callender Concepcion, Public Safety  
*Appointed in 2021*

Kimberly Roy, Public Health  
*Appointed in 2021*

Bruce Stebbins, Regulated Industries  
*Appointed in 2021*
Commission Departments

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

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

*Data as of 4/12/2024*
Marijuana Establishment Licenses

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

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

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

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

Sales and Product Distribution
This safety regulated industry will contribute through economic development, job growth, and tax
## Open Data: Data Catalog

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

**What percent of businesses are minority-owned?**

**How many edibles were sold last year?**
Chapter 180 of the Acts of 2022

Chapter 180 grants the Commission new authority and mandates to regulate the licensed cannabis industry, including oversight authority over Host Community Agreements and municipal equity programs.

After multiple rounds of revision, a public comment period, public hearings, the Commission promulgated new regulations on October 27, 2023.
Chapter 180 Implementation

Phase 1 (HCA): No later than 3/1/24
All related outreach, communications, MassCIP applications, guidance documents, and trainings related to HCAs to be complete for a go-live date of 3/1/24.

Phase 2 (Municipal Equity Standards): No later than 5/1/24
All related outreach, communications, MassCIP applications (SEB/municipal notification), guidance documents, and trainings to be complete for a go-live date of 5/1/24.

Phase 3 (CIF Certification): Target by 6/1/24
All related outreach, communications, MassCIP applications, guidance documents, and trainings related to CIF assessments to be complete for a target date of 6/1/24.

Phase 4 (Pre-Cert./Amended Agent Reg. Apps): Target 8/1/24
All related communications, MassCIP applications, and guidance documents related to pre-certs and agent reg. apps. to be complete for a target date of 8/1/24.

Phase 5 (All): Target 10/31/24
Remainder of project deliverables finished, or at least in progress, by 10/31/24.
Chapter 180 Implementation - Guidance and Forms

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

Dr. Julie Johnson, Chief of Research
Research Agenda

• The Commission serves as a cannabis policy research center of excellence, among the first of its kind to both inform evidence-based policy decisions and add to the scientific literature.

• The center of excellence brings together legislators, regulators, researchers, and other government agencies to study the implementation and effects of cannabis policies.

• G. L. c. 94G, § 17(a):
  - (i) Patterns of use, methods of consumption, sources of purchase and general perceptions of marijuana
  - (ii) Incidents of impaired driving, hospitalization and use of other health care services related to marijuana use
  - (iii) Economic and fiscal impacts for state and local governments
  - (iv) Ownership and employment trends in the marijuana industry examining participation by racial, ethnic and socioeconomic subgroups, including identification of barriers to participation in the industry;
  - (v) Market analysis examining the expansion or contraction of the illicit marketplace;
  - (vi) Incidents of discipline in schools, including suspensions or expulsions, resulting from marijuana use or possession of marijuana or marijuana products; and
  - (vii) Civil penalties, arrests, prosecutions, incarcerations and sanctions imposed for possession, distribution or trafficking
Research Department Products

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

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

Research Department overview and publications are available via [https://masscannabiscontrol.com/research/](https://masscannabiscontrol.com/research/)
Research Department Roles

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

• Create a world-renowned center of excellence and leading source of collaboration for cannabis policy research and regulation data analytics, as the first Center for Cannabis Research & Policy (CCRP) within a government agency, which will lead by conducting, funding, and disseminating applied research on cannabis policy and regulation.
Commissioner Bruce Stebbins
Chapter 180 of the Acts of 2022 allows municipalities to opt-in to allow social consumption licensees within their borders, via two methods:

1. Voters may place a question on the next biennial election ballot asking the voters to approve social consumption licensing;
2. The municipality may opt-in by updating its by-laws or ordinances.

Social Consumption licenses are exclusively available to Economic Empowerment Applicants, Social Equity Program Participants, Microbusinesses and Craft Marijuana Cooperatives.

The Commission has established regulations on social consumption licenses (935 CMR 500) and is actively working on creating more framework for these license types.
Positive Impact and Diversity

All licensees are required to submit:

• Plans to Positively Impact Disproportionately Harmed People
• Diversity Plans

Model Diversity and Positive Impact Plans and Resources:

• Guidance documents
• Model plans
Equity Programming

Darrus Sands
Manager of Equity Programming and Community Outreach
**Disproportionately Impacted Areas**

<table>
<thead>
<tr>
<th>City</th>
<th>City</th>
</tr>
</thead>
<tbody>
<tr>
<td>Abington</td>
<td>Monson</td>
</tr>
<tr>
<td>Amherst</td>
<td>New Bedford</td>
</tr>
<tr>
<td>Boston*</td>
<td>North Adams</td>
</tr>
<tr>
<td>Braintree</td>
<td>Pittsfield</td>
</tr>
<tr>
<td>Brockton</td>
<td>Quincy</td>
</tr>
<tr>
<td>Chelsea</td>
<td>Randolph</td>
</tr>
<tr>
<td>Fall River</td>
<td>Revere</td>
</tr>
<tr>
<td>Fitchburg</td>
<td>Southbridge</td>
</tr>
<tr>
<td>Greenfield</td>
<td>Spencer</td>
</tr>
<tr>
<td>Haverhill</td>
<td>Springfield*</td>
</tr>
<tr>
<td>Holyoke</td>
<td>Taunton</td>
</tr>
<tr>
<td>Lawrence</td>
<td>Walpole</td>
</tr>
<tr>
<td>Lowell*</td>
<td>Wareham</td>
</tr>
<tr>
<td>Lynn</td>
<td>West Springfield</td>
</tr>
<tr>
<td>Mansfield</td>
<td>Worcester*</td>
</tr>
</tbody>
</table>

*Certain neighborhoods to be designated by the Commission*
Equity Programming & Community Outreach Overview

- We promote the inclusion of communities disproportionately harmed by marijuana arrests and incarceration into the cannabis industry through:
  - Community outreach initiatives, to disadvantages groups and industry stakeholders, including providing industry updates, educational resources, additional resources, training opportunities and consultations with state agencies
  - Strategic Partnerships engagement, to increase our reach to women, veterans and racial minority populations
  - Recruitment of minority-owned, women-owned and Veteran owned business enterprises to become licensed
  - Equity Programming, the development of our technical assistance and training platform, the Social Equity Program
The Social Equity Program (SEP) creates sustainable pathways into the cannabis industry for individuals most impacted by the War on Drugs, marijuana prohibition, disproportionate arrest, and incarceration.

**The Social Equity Program (SEP) Highlights**
- First statewide social equity program of its kind in the Nation;
- To-date over **1000** participants have been enrolled in the program;
- Utilizing the Technical Assistance and Training programming, participants will have acquired tools and resources to apply for and obtain a license through the Cannabis Control Commission. However, program acceptance and trainings do not guarantee licensure.
- First-ever Advanced Course Curricula launched last year
- Cohort IV application deadline – **April 30**
**Social Equity Program Eligibility**

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

1. Income that does not exceed 400% of Area Median Income and Residency in an Area of Disproportionate Impact, as defined by the Commission, for at least five of the past ten years;

2. Residency in Massachusetts for at least the past 12 months and a conviction or continuance without a finding for an offense under M.G.L. c. 94C or an equivalent conviction in Other Jurisdictions;

3. Residency in Massachusetts for at least the past 12 months and proof that the applicant was either married to or the child of an individual convicted or continuance without a finding for a M.G.L. c. 94C offense or an equivalent conviction in Other Jurisdictions;

4. Any individual listed as an owner on the original certification of an Economic Empowerment Priority Applicant.
Program Benefits

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

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

**Entrepreneur**
Those seeking licensure and ownership.
Sub-tracks based on participant interest:
- Product Manufacturing
- Delivery
- Retail
- Cultivation

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.

- Trade Professionals
- Ancillary Professionals

Social Equity Program Track Overview
### Racial Demographic Overview - Cohorts I, II, III

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

#### Demographics Composition of Cohorts I-III

- American Indian or Alaska Native
- Asian
- Black or African American
- Hispanic, Latino or Spanish
- White
- Middle Eastern, North African
- Decline to Answer
- Identified Two or More Ethnicities
- Other
Commissioner Bruce Stebbins
From Seed to Sale:
An Overview of the Massachusetts Cannabis Industry
From Seed to Sale: An Overview of the Massachusetts Cannabis Industry
Investigations & Enforcement

Mercedes Erickson, Project Manager
I&E is comprised of 75 staff from:
- Licensing
- Investigations
- Testing
- Enforcement Counsel
- Constituent Services
- Projects

I&E is responsible for the overall implementation and compliance of the Commonwealth’s cannabis laws and regulations.

I&E is under the current direction of Interim Chief of Investigations and Enforcement, Nomxolisi Khumalo.
Projects Management Overview

• The Project Management team oversees the projects and operations of I&E. The team collaborates with the CIE to identify and execute process enhancements and standard operating procedures (SOPs).

• We facilitate staff needs by managing equipment, resources, onboarding processes, and fleet logistics. Financial activities are supported through procurement strategies, budget planning, and statements of work.

• We coordinate regulatory compliance efforts, including the implementation of Chapter 180 regulations, audit reviews, and manage the seed-to-sale processes to ensure adherence to all relevant guidelines.

Meet the Team

• Project Manager, Lead - Mercedes Erickson
• Project Coordinators
• I&E Assistant
Project Management Overview

• **Procurements**
  • Seed to Sale Platform (Metrc)
  • Licensing Platforms
  • Testing Services
  • Financial Auditing Services

• **Resources**
  • Personal Protection Equipment (PPE)
  • Inspection equipment
  • Mobile Office

• **Fleet Management**
  • Vehicles for Investigations and Testing staff
  • PM Team assisted with procurement in FY23 and receipt of 23 vehicles in FY24
Project Management Overview

• **Ch. 180 – Regulations Implementation**
  - Supporting over 200 deliverables across the I&E teams
    - Technology and Applications
    - Policy and Process Documents
    - Compliance Documents, Notices and Forms
    - Staff training
    - Internal and External Communications

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

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

Timothy Goodin, Interim Enforcement Counsel
Enforcement Counsel Overview

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

Meet the Team

- **Interim Enforcement Counsel** - Tim Goodin
- **Associate Enforcement Counsels**
- **Enforcement Paralegals**
By the Numbers

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

- Conducted 74 suitability reviews since 2020

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

Derek Chamberlin, Licensing Analyst
Licensing Overview

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

- Licensing also assists with the implementation of regulatory changes, communicates with industry stakeholders pertaining to licensing-related questions, provides industry-related data to the public and formally presents applications for provisional and final licensure to the Commission.

Meet the Team

- **Director of Licensing** - Kyle Potvin
- **Licensing Managers**
- **Licensing Analysts**
- **Licensing Specialists**
<table>
<thead>
<tr>
<th>Type</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marijuana Cultivator</td>
<td>Cultivate, process, and package marijuana, to transfer marijuana to other MEs, but not to consumers.</td>
</tr>
<tr>
<td>Marijuana Product Manufacturer</td>
<td>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.</td>
</tr>
<tr>
<td>Marijuana Retailer</td>
<td>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.</td>
</tr>
<tr>
<td>Microbusiness</td>
<td>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.</td>
</tr>
<tr>
<td>Craft Marijuana Cooperative</td>
<td>Cultivate, obtain, manufacture, process, package, and brand marijuana and marijuana products to transport marijuana to MEs, but not to consumers.</td>
</tr>
<tr>
<td>Third-Party Transporter</td>
<td>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.</td>
</tr>
<tr>
<td>Marijuana Courier</td>
<td>Deliver marijuana or marijuana products directly to consumers or patients from a Marijuana Retailer or Medical Marijuana Treatment Center.</td>
</tr>
<tr>
<td>Marijuana Delivery Operator</td>
<td>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.</td>
</tr>
<tr>
<td>Medical Marijuana Treatment Center</td>
<td>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.</td>
</tr>
<tr>
<td>Independent Testing Laboratory</td>
<td>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.</td>
</tr>
</tbody>
</table>
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.

Step 1: Submit Application
Submit a compliant application for review. Respond to requests for information.

Step 2: Application Deemed Complete
Application is deemed compliant and background checks and local compliance confirmation occurs.

Step 3: Provisional Licensure
Start the buildout of the facility and get ready for inspection.

Step 4: Final Licensure
Acquire, track, and test marijuana and hire staff.

Steps 5: Commence Operation
Start to sell marijuana to other Marijuana Establishments and/or to consumers or patients depending on license type.
Useful Resources

Guidance Documents:

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

These documents can be found at: https://masscannabiscontrol.com/public-documents/guidance-documents/.

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

Katherine Binkoski, Interim Director of Investigations
Investigations

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

Meet the Team

• Interim Director of Investigations – Katherine Binkoski
• Investigations Managers
• Investigators and Compliance Officers
Provisional Licensure

• A Licensee receives a Provisional License after the Commission has confirmed that an ME, MTC, or ITL has completed the application process and has satisfied the qualifications for initial licensure.

• Once a Licensee has been issued a Provisional License it may then proceed with requesting the Post-Provisional Licensing Inspection (“PPLI”) by submitting a formal request to the Commission.

• Once received and processed, the PPLI request is then assigned to the Lead Investigator or Compliance Officer.
Post-Provisional Licensing Inspection (PPLI) and Final Licensure

- The PPLI is the first inspection of the Licensee’s ME, MTC or ITL
  - A PPLI interview is first conducted with the Licensee to obtain information regarding the Licensee’s operations, practices and procedures.

- A Notice of Deficiency Statement (“NOD”) is issued to the Licensee for any regulatory violations observed or discovered during the PPLI.

- The Licensee is required to submit a written Plan of Correction (“POC”) that details the corrective steps and a timeline of implementation.

- The lead Investigator or Compliance Officer drafts the PPLI Report which is reviewed and is ultimately placed on a Public Meeting Agenda for Commissioner vote. If approved, the Licensee is issued a Final License which permits the Licensee to begin cultivating, processing or obtaining and acquiring Marijuana and Marijuana Products.
Post-Final Licensing Inspection (PFLI) and Commence Operations

- After receiving a Final License, Licensees can request a PFLI by submitting a formal request to the Commission.
- This inspection requires Marijuana or Marijuana Products to be on-site so Commission staff may verify the Licensee’s ability to accurately record and track Marijuana plant and product movement.
- Any observed regulatory violations are cited and issued through an NOD and the Licensee is required to submit a written POC.
- Once approved, the Licensee is issued approval to commence operations.
## 2023 Inspections & Commence Operations

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

**Commence Operations**

- January: 5
- February: 11
- March: 16
- April: 9
- May: 13
- June: 15
- July: 10
- August: 9
- September: 11
- October: 12
- November: 9
- December: 7
- Total: 127
Referrals to Enforcement Counsel

• **9** Referrals made to EC for potential enforcement action in 2023

• **121** Other EC Referrals for Advice and Counsel, such as:
  - Suitability
  - Waivers
  - Attorney Advisors
  - Correspondence with Attorney Advisors
  - Correspondence with Counsel and Advice
Testing

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

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

Meet the Team

• **Director of Testing** – James Kocis
• **Laboratory and Testing Manager**
• **Laboratory and Testing Analysts**
Laws, Regulations, and Protocols

• All Marijuana and Marijuana Products must be tested by an ITL prior to being transferred to another Licensee or being sold to patients and consumers.

• All ITLs need to follow the Commission’s laws, regulations, and Protocols for the Sampling and Analysis of Finished Marijuana Products for Marijuana Establishments, Medical Marijuana Treatment Centers, and Co-located Marijuana Operations.
Required Tests

- Cannabinoid Profile
- Heavy Metals
- Pesticides & Plant Growth Regulators
- Microbial Contaminants and Mycotoxins
- Residual Solvents
- Vitamin E Acetate (vaporizer products only)
The Commission and MA Department of Agricultural Resources (MDAR) enjoy a close partnership, which requires collaboration on several matters including pesticide application and the sale of hemp-derived products in licensed MEs and MTCs.

MDAR has primary jurisdiction over Pesticides and Hemp.
- Application of pesticides shall be performed in compliance with M.G.L. c. 132B and regulations 333 CMR 2.00 – 14.00.

When are pesticides tested for?
- Marijuana flower must be tested for pesticides whether being sold as is or processed into additional products.
- Pesticide contaminations cannot be remediated and are reported to MDAR.
Status and Trends

- 15 ITLs and 3 Island “Labs” are operational

- ~20 unannounced compliance inspections occurred over the last year

- ~132,000 test samples were submitted to ITLs since 2023

- ~300 Metrc tickets were addressed, representing over 1,000 test samples since 2024
Constituent Services

Kathy Oliver Jones, Director of Constituent Services
Constituent Services Overview

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

Meet the Team

- **Director** - Kathy Oliver Jones
- **Constituent Services Manager**
- **Constituent Service Associates**
The totals below are the total number of licenses by county.

<table>
<thead>
<tr>
<th>County</th>
<th>#</th>
<th>+/-</th>
</tr>
</thead>
<tbody>
<tr>
<td>Barnstable</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>Berkshire</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>Bristol</td>
<td>11</td>
<td>-1</td>
</tr>
<tr>
<td>Dukes</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Essex</td>
<td>11</td>
<td></td>
</tr>
<tr>
<td>Franklin</td>
<td>1</td>
<td>-1</td>
</tr>
<tr>
<td>Hampden</td>
<td>12</td>
<td>-1</td>
</tr>
<tr>
<td>Hampshire</td>
<td>9</td>
<td></td>
</tr>
<tr>
<td>Middlesex</td>
<td>28</td>
<td>+1</td>
</tr>
<tr>
<td>Nantucket</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>Norfolk</td>
<td>8</td>
<td>-1</td>
</tr>
<tr>
<td>Plymouth</td>
<td>14</td>
<td></td>
</tr>
<tr>
<td>Suffolk</td>
<td>9</td>
<td>-4</td>
</tr>
<tr>
<td>Worcester</td>
<td>20</td>
<td>-2</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>135</td>
<td>-9</td>
</tr>
</tbody>
</table>
# Constituent Services Medical Program 2023 Numbers

## 2023 Medical Program Summary by Month

<table>
<thead>
<tr>
<th></th>
<th>Caregiver Registrations</th>
<th>Caregiver Renewals</th>
<th>Patient Registrations</th>
<th>Patient Renewals</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td>232</td>
<td>514</td>
<td>1,822</td>
<td>6,544</td>
<td>9,112</td>
</tr>
<tr>
<td>February</td>
<td>235</td>
<td>413</td>
<td>1,584</td>
<td>5,978</td>
<td>8,330</td>
</tr>
<tr>
<td>March</td>
<td>260</td>
<td>518</td>
<td>1,909</td>
<td>8,245</td>
<td>10,932</td>
</tr>
<tr>
<td>April</td>
<td>196</td>
<td>438</td>
<td>1,684</td>
<td>7,442</td>
<td>9,760</td>
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<tr>
<td>May</td>
<td>251</td>
<td>457</td>
<td>1,820</td>
<td>7,101</td>
<td>9,629</td>
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<tr>
<td>June</td>
<td>202</td>
<td>453</td>
<td>1,537</td>
<td>6,521</td>
<td>8,713</td>
</tr>
<tr>
<td>July</td>
<td>197</td>
<td>412</td>
<td>1,476</td>
<td>5,985</td>
<td>8,070</td>
</tr>
<tr>
<td>August</td>
<td>207</td>
<td>393</td>
<td>1,597</td>
<td>6,336</td>
<td>8,533</td>
</tr>
<tr>
<td>September</td>
<td>177</td>
<td>353</td>
<td>1,403</td>
<td>5,561</td>
<td>7,594</td>
</tr>
<tr>
<td>October</td>
<td>209</td>
<td>405</td>
<td>1,432</td>
<td>5,541</td>
<td>7,587</td>
</tr>
<tr>
<td>November</td>
<td>191</td>
<td>338</td>
<td>1,277</td>
<td>5,457</td>
<td>7,263</td>
</tr>
<tr>
<td>December</td>
<td>155</td>
<td>367</td>
<td>1,152</td>
<td>5,583</td>
<td>7,257</td>
</tr>
</tbody>
</table>

**Measure Values:**
- 155 to 10932
## Constituent Services Medical Program Numbers by Year

<table>
<thead>
<tr>
<th>Year</th>
<th>Caregiver Applications</th>
<th>Caregiver Renewals</th>
<th>Total Caregivers</th>
<th>Patient Applications</th>
<th>Patient Renewals</th>
<th>Total Patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>2023</td>
<td>2,512</td>
<td>5,081</td>
<td>7,593</td>
<td>18,793</td>
<td>76,324</td>
<td>95,117</td>
</tr>
<tr>
<td>2022</td>
<td>3,085</td>
<td>5,215</td>
<td>8,300</td>
<td>23,902</td>
<td>76,188</td>
<td>100,090</td>
</tr>
<tr>
<td>2021</td>
<td>3,510</td>
<td>5,271</td>
<td>8,781</td>
<td>29,457</td>
<td>73,171</td>
<td>102,628</td>
</tr>
<tr>
<td>2020</td>
<td>4,659</td>
<td>4,430</td>
<td>9,089</td>
<td>42,777</td>
<td>57,081</td>
<td>99,858</td>
</tr>
<tr>
<td>2019</td>
<td>3,265</td>
<td>3,463</td>
<td>6,728</td>
<td>22,694</td>
<td>39,940</td>
<td>62,634</td>
</tr>
<tr>
<td>2018</td>
<td>4,756</td>
<td>2,930</td>
<td>7,686</td>
<td>28,474</td>
<td>34,522</td>
<td>62,996</td>
</tr>
<tr>
<td>2017</td>
<td>3,789</td>
<td>1,501</td>
<td>5,290</td>
<td>25,540</td>
<td>24,697</td>
<td>50,237</td>
</tr>
<tr>
<td>2016</td>
<td>2,571</td>
<td>493</td>
<td>3,064</td>
<td>24,527</td>
<td>12,782</td>
<td>37,309</td>
</tr>
<tr>
<td>2015</td>
<td>950</td>
<td>40</td>
<td>990</td>
<td>20,127</td>
<td>1,762</td>
<td>21,889</td>
</tr>
<tr>
<td>2014</td>
<td>39</td>
<td>0</td>
<td>39</td>
<td>1,483</td>
<td>0</td>
<td>1,483</td>
</tr>
</tbody>
</table>
Commissioner Kimberly Roy
Revenue and FY25 Budget
# Marijuana Regulation Fund Allocations

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

**FY 23 Marijuana Fund Allocations**

- Community Empowerment and Reinvestment Grant Program: $20,000,000
- Re-Entry Grant Programs: $6,000,000
- Community College Equity through Student Services (SUCCESS) Programs: $14,000,000
- Agricultural Oversight of Hemp and Cannabis: $979,766
- Public Health & Substance Addiction Programs: $135,834,832

*Fund allocations outside of the Cannabis Control Commission*
Revenue

• Gross Adult-Use Sales 2018-Present: $6 billion

• Adult-Use Marijuana Retail Sales in 2023: $1.56 billion

• Adult-Use Marijuana Retail Sales in 2024 YTD: $422.5 million

• Medical Marijuana Treatment Center Sales to Patients and Caregivers 2023: $225.5 million
State and Local Taxes on Marijuana sales have generated over $1.1 billion in Revenue since 2018.
State and Local Taxes on Marijuana sales have generated over $1.1 billion in Revenue since 2018.

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

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
<th>FY23</th>
<th>FY24 YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-Tax Revenue</td>
<td>$38,725</td>
<td>$8,742,046</td>
<td>$17,057,689</td>
<td>$25,065,514</td>
<td>$27,213,080</td>
<td>$21,511,911</td>
<td>$14,492,081</td>
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</tbody>
</table>

*Data through April 8, 2024

*Net Collections
## FY25 Budget Request

<table>
<thead>
<tr>
<th>Account</th>
<th>FY25 Request</th>
</tr>
</thead>
<tbody>
<tr>
<td>1070-0840 CNB Operations</td>
<td>$20,404,510</td>
</tr>
<tr>
<td>1070-0842 Medical Use of Marijuana</td>
<td>$3,997,168</td>
</tr>
<tr>
<td>1070-0841 Public Education Campaign</td>
<td>$1,500,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$25,901,678</strong></td>
</tr>
</tbody>
</table>

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

Operating Under the Influence Curriculum

- In January 2023, Massachusetts became the first legalized state to adopt a curriculum to educate the public about the risks of cannabis-impaired driving as part of its mandatory driver’s education program for new drivers under age 18.

- The curriculum, “Shifting Gears: the Blunt Truth about Marijuana and Driving,” was developed by the Massachusetts Registry of Motor Vehicles, in partnership with the Commission, AAA Northeast, and other partners.

- The curriculum has been taught through a 25-minute informative and easy-to-follow video to approximately 50,000 young drivers across the Commonwealth each year.

- This education is crucial for the safety of new drivers and others utilizing our roads, especially because this is the first generation of drivers to be licensed since cannabis became legal in Massachusetts.
More About Marijuana

Public Awareness Campaign

• In 2018, the Commission launched its “More About Marijuana” public education campaign with information about responsible consumption and prevention of underage access prior to the opening of the first Marijuana Retailers.

• Other segments since then have addressed state mandates and public health emergencies, including:
  - The risks of home manufacturing and cultivation; and
  - The dangers of unregulated vapes—in response to the 2019 EVALI vaping crisis.

• Additional health and safety information is available to the public at MoreAboutMJ.org and through free rack cards downloadable at the Health Resources in Action website.
Acting Chair
Ava Callender Concepcion
Legislative and Executive Outreach Policy

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

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

• Regulatory Updates
  o Two Agents in Vehicles
  o Labeling
  o Microbusiness
  o Social Consumption Pilot Program Updates

• Executive Branch Outreach
  o Governor Healey Mass Pardons for Marijuana Possessions
  o Executive Office of Economic Development- Cannabis Social Equity Trust Fund

• State Outreach
  o Hawaii
  o Cannabis Regulators Association (CANNRA)

• Federal Outreach
  o United States Food and Drug Administration
  o Congressional Delegation
What's Next for the Commission

- Executive Director Search
- New Leadership
- Chapter 180 Implementation
- Exclusivity Period Review
- Regulatory Revisions
- Governance
- Three-year Equity Programming Strategic Plan
- Five-year Resource Plan
Next Steps and Additional Resources
The Cannabis Control Commission will continue to promote public health and safety, foster an equitable industry, and collaborate with stakeholders and policymakers to ensure a successful and safe licensed industry.
Other Key Resources

- Find a Retailer
  https://www.masscannabiscontrol.com/find-a-retailer/

- Open Data Platform
  https://masscannabiscontrol.com/open-data/

- Public Resources and Documents
  https://masscannabiscontrol.com/public-resources/

- Product Catalog
  https://masscannabiscontrol.com/metrc/

- Licensing Tracker
  https://masscannabiscontrol.com/licensing-tracker/

- Commission’s Sixth Annual Activities Report

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

Find guidance about licensing, responsibilities, and other marijuana topics for state and local government.
Laws and Regulations:

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

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