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LEGISLATIVE MANDATE

Under Chapter 55 of the Acts of 2017, An Act to Ensure Safe Access to Marijuana (Act), the Cannabis Control Commission (Commission) is charged with implementing the statutory and regulatory schemes governing the adult-use, and now medical-use, marijuana programs. The following report is issued pursuant to Section 31 of the Act, which provides in relevant part:

"The commission shall annually submit a complete and detailed report of the commission's activities, including a review of the implementation and enforcement of this chapter and the governance structure established in this chapter, not more than 90 days after the end of the fiscal year to the governor, the attorney general, the treasurer and receiver-general, the clerks of the house of representatives and the senate, the chairs of the joint committee on marijuana policy and the chairs of the house and senate committees on ways and means." St. 2017, c. 55, § 31.

On November 9, 2022, Chapter 180 of the Acts of 2022 came into effect, marking the first-time major changes were made to the Commission's governing legislation. This new law <u>addressed the Commission's policy recommendations</u> by entrusting the agency with new oversight and bringing clarity to the terms of Host Community Agreements (HCAs), creating a publicly administered social equity trust fund administered by the Executive Office of Economic Development, and adopting a technical change to allow municipalities to opt-in to host social consumption licenses within their borders. It also requires cities and towns to incorporate equitable policies at the local licensing level, eliminates certain suitability restrictions that prevented prospective agents with certain criminal backgrounds from participating in the industry, and codifies Massachusetts' first-in-the-nation Social Equity Program (SEP), among other fixes. The Commission promulgated regulations pertaining to HCAs, minimum standards for local equity, and Marijuana Establishment agent suitability on October 27, 2023, ahead of the legislative deadline. Since October, the Commission has been implementing the changes into policies, procedures and documents.





EXECUTIVE SUMMARY

Purpose

This report provides information regarding the implementation, under the Act, of the adultuse marijuana program pursuant to the aforementioned legislation, inclusive of the Medical Use of Marijuana Program, which the Commission successfully transferred from the Department of Public Health on December 24, 2018 with 47 Medical Marijuana Treatment Centers (MTCs), roughly 57,000 patients and 7,000 personal caregivers. Activities contained herein cover the 2023 fiscal year. Data included in the report are the most recent available as of June 30, 2024, unless stated otherwise.

Findings

The Commission has built upon its legislative mandate to implement a successful adultuse marijuana industry and Medical Use of Marijuana Program and has matured beyond a startup organization. To that end, the agency continues to make significant progress in priority areas identified by the Legislature and is well prepared to implement and execute critical new statutes while continuing to serve as a national leader in promoting public health and safety in the industry and building an inclusive marketplace.



INTRODUCTION

Within the evolving landscape of the licensed cannabis industry, the Commission is committed to providing responsible oversight and comprehensive regulation to uphold public health and safety and for a sustainable and equitable industry. The previous year has marked a pivotal chapter in the Commission's history due to the implementation of major, critical updates in state laws regarding municipal equity requirements, oversight of HCAs, and new abilities for municipalities to opt-in to allow for social consumption licensing within their borders. It also included significant milestones, such as back-to-back record setting months of Marijuana Retail sales in June, July and August 2023, culminating in more than \$6 billion in aggregate gross adultuse sales in August.

Established in September 2017, the mission of the 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.

The Commission is led by five Commissioners who craft policy and vote on applications for licensure. These include four Commissioners who were appointed in 2021—Nurys Camargo, Bruce Stebbins, Ava Callender Concepcion, and Kimberly Roy—as well as Chair Shannon O'Brien, who was appointed in September 2022. In September 2023, Commissioner Concepcion was appointed Acting Chair by her peers in the absence of the appointed Chair. In November 2023, the Commission appointed Chief People Officer Debra Hilton-Creek as the Acting Executive Director.

The Commission has continued to evolve and grow since its inception seven years ago. Last year, the Commission began reviewing its governance structure to solidify and refine agency processes and procedures that will outlast the individuals who have been instrumental in getting the organization off the ground and building upon its foundation. To comply with the Open Meeting Law, which protects mediation sessions, Commissioners voted in April 2022 to "have the Commission participate in mediation between the Commissioners and staff leadership, for the purpose of finding common ground and obtaining buy-in from all parties, in our efforts to establish a durable and effective governance structure." Since then, all Commissioners have engaged in this process and a draft Governance Charter outlining a clear governance structure for the Commission was released on July 11. The Commission is in the process of refining this document with the aim of approving a durable Governance Charter.

The Acting Executive Director, Acting Chair Ava Concepcion, Commissioner Bruce Stebbins, and staff from various departments serve on the Executive Director Search Subcommittee – the panel tasked with hiring and onboarding the agency's next Executive Director.

The Commission's successful implementation of a hybrid public meeting structure with remote access for the public ensures inclusivity and accessibility. Operating from headquarters in



Worcester and a satellite office in Boston, physical assemblies, conferences, and speaking engagements persist across the Commonwealth with Commission representatives effectively engaging in a hybrid operational framework.

This year's annual report presents a comprehensive analysis of the initiatives, challenges, achievements, and prospects that have defined the Massachusetts cannabis landscape throughout the past year. The Commission has not only continued to shape the industry's upward trajectory but has also upheld its commitment to public health and safety, social equity, and business vitality. From regulatory advancements to economic empowerment endeavors, from analyzing market trends to increasing public engagement, the Commission has taken a multifaceted approach to keep the Commonwealth at the forefront of responsible cannabis compliance.

IMPLEMENTATION OF ADULT- AND MEDICAL-USE MARIJUANA PROGRAMS

Law

Promulgation of Regulations

On March 23, 2018, the first iteration of regulations, 935 Code Mass. Regs. § 500.000: Adult Use of Marijuana, were published in the Massachusetts Register. On December 24, 2018, the Medical Use of Marijuana Program successfully transferred from the Department of Public Health to the Commission, as was mandated by Section 64 of the Act. The Commission then promulgated 935 CMR 501.000: Medical Use of Marijuana and 935 CMR 502.000: Colocated Adult Use and Medical Use Marijuana Operations. On January 8, 2021, the Commission promulgated amendments to 935 CMR 500.000: Adult Use of Marijuana and 935 CMR 501.000: Medical Use of Marijuana; and repealed 935 CMR 502.000: Colocated Adult-use and Medicaluse Marijuana Operations, which was incorporated, as applicable, in 935 CMR 500.000 and 935 CMR 501.000. St. 2022, c. 180, An Act Relative to Equity in the Cannabis Industry. Chapter 180 went into effect on November 9, 2022, and further amends M.G.L. c. 94G. The Commission filed new regulations implementing changes outlined in Chapter 180 with the Secretary of State's Regulations Division on October 27, 2023. The Commission is also currently working on another round of revisions to the regulations adding in additional opportunities for microbusinesses, removing restrictions for delivery operators and providing additional access for medical patients.

Guidance

In addition to its regulations, the Commission regularly drafts, revises, and adopts guidance for licensing and other administrative processes implicated by its legislative mandate. To date, the



Commission has published 20 guidance documents, and three protocols designed to assist consumers, patients, applicants, business owners, equity programming participants, and local officials. Guidance documents are available on the Commission's website at https://masscannabiscontrol.com/public-documents/guidance-documents/.

After promulgation of new regulations, the Commission reviews and updates guidance documents to ensure the public has adequate resources to understand the new requirements. The Commission continues to issue guidance documents from time to time as matters arise to aid the public in complying with the various regulations or avoiding public health risks.

Implementation of Chapter 180 of the Acts of 2022

On October 27, 2023, the Commission promulgated historic new adult and medical use of marijuana regulations in accordance with Chapter 180 of the Acts of 2022, *An Act Relative to Equity in the Cannabis Industry*. These regulations include new requirements relative to the agency's oversight of HCAs, minimum equity standards for host communities and municipalities, and reforms to the Commission's suitability standards and review.

The Commission has published a Model HCA and HCA Waiver to assist licensees and host communities in adopting an agreement that complies with these new regulatory requirements. Since March 1, 2024, the Commission has received 304 HCAs as part of the license application and renewal process including executed Model HCAs and HCA Waivers. The Commission's oversight of HCAs includes:

- The review, approval, and certification of HCAs;
- The authority to deem an HCA provision invalid or unenforceable, or voidable; and
- The authority to issue sanctions against a host community that is noncompliant with HCA regulatory requirements, abstain from considering new license applications in that host community, or publish a list of communities that are out of compliance.

In furtherance of the state's efforts to increase equity in the licensed cannabis industry, the Commission published a Model Municipal Equity By-Law or Ordinance Template, along with a Guidance on Municipal Equity and Industry Participation, to assist Host Communities with establishing local licensing policies that support meaningful participation in Massachusetts' marketplace by communities that have been disproportionately harmed by previous marijuana prohibition and enforcement.



Licensing

Through the legalization of adult-use marijuana in the Commonwealth, the Legislature required the Commission to certify priority applicants, license Marijuana Establishments, register agents, and approve applicants for a Social Equity Program. To that end, the Commission and its vendors designed and implemented the Massachusetts Cannabis Industry Portal (MassCIP) as an electronic registration system, and Metrc, the state's seed-to-sale tracking system of record.

As of January 2020, the administration of the medical marijuana program shifted from the previously responsible Department of Public Health to the Commission. With this transition, the electronic application, licensing, and agent registration through MassCIP extended to include MTCs.

Priority Applicants

Between April 17, 2018, and May 22, 2018, the Commission offered an application process for economic empowerment priority certification in accordance with state law. In total, the Commission received 322 submitted applications and ultimately granted priority certification to 81 MTC applicants and 122 EEAs. As of July 2024, the Commission has issued 28 commence operations approvals to economic empowerment priority applicants and 51 commence operations approvals to SEP participants, enabling them to begin various licensing operations in the Commonwealth.

Provisional and Final Licensees

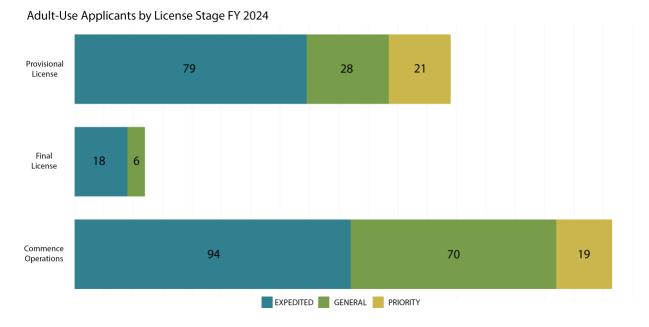
As of July 2024, the Commission had received 1,782 license applications for adult-use Marijuana Establishments (MEs). At the time of this report, Commission staff are reviewing 206 adult-use license applications and further reviewing and inspecting 13 provisional licensees. The following is a summary breakdown of the 1,782 ME and MTC license applications fully submitted to the Commission as of July 2024:

- 259 MTC Priority Applicants (which, according to state law, is an MTC previously approved by the Department of Public Health when it administered the Medical Use of Marijuana Program and had at least obtained an MTC provisional license as of April 1, 2018);
- 135 EEAs (as certified by the Commission in 2018 in accordance with state-mandated timelines);
- 347 SEP Applicants (as approved through the Commission's Social Equity Program);



- 680 Expedited Applicants (as allowed through Commission policy approved in November 2019 as part of a process for certain businesses to receive expedited review. These applicants consist of minority-, women-, and veteran-owned businesses as certified by the Supplier Diversity Office as well as Independent Testing Laboratories, Outdoor Cultivators. Marijuana Microbusinesses, and Craft Marijuana Cooperatives. SEP Participant Applicants also receive expedited review.); and
- 722 General Applicants which do not meet any of the aforementioned criteria.

As of July 2024, 673 licensees have received notices from the Commission that authorize them to commence business operations in the Commonwealth, another 57 entities currently possess final licenses, and 560 have been approved for provisional licenses. Each year, the licensing team has authorized more businesses to commence operations and approved more final licenses than the previous year.



Closures

Of the 673 adult-use ME licenses the Commission has authorized to commence operations, 37 licenses, or 5.4%, have either surrendered, not renewed their license, or have had their license revoked/voided by the agency and are no longer operating in Massachusetts.

Adult-use Marijuana Retailers, which are the most sought-after license type, have seen even fewer closures. Since November 2018, 367 dispensaries have been approved to commence operations and open their doors to adult-use cannabis consumers in Massachusetts. Only nine



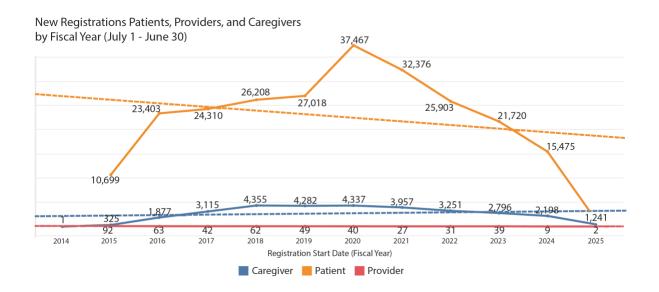
licensees, or 2.4% have either surrendered or not renewed their license, leaving 358 active and operational Marijuana Retailers in the Commonwealth.

Changes of Ownership (Entities)

Between July 2023 and July 2024, Enforcement staff has made approximately 29 recommendations for Change of Ownership applications involving entities with direct and indirect control.

Medical Provisional and Final Licenses

In addition to regulating the adult-use cannabis industry in Massachusetts, the Commission has overseen the Medical Use of Marijuana Program since it was transferred from the Department of Public Health in December of 2018. As of July 1, 2024, the medical-use cannabis industry is comprised of the following: 107 licensees that have commenced full operations to serve registered qualifying patients and caregivers through vertically integrated MTCs, as well as 24 provisional licensees, and 61 expired licenses. As of July 2024, the Medical Use of Marijuana Program is composed of 91,758 Certified Active Patients, 86,617 Active Caregivers and 448 Certifying Healthcare Providers.



Enforcement

The Commission is proud of the fair and comprehensive investigatory process it has developed and employed since the agency's inception in 2017 to ensure licensees comply with



state law and regulations. Massachusetts' regulations are some of the strongest in the nation, and the agency stands by its policies and procedures that are building a safe, effective, and equitable industry.

Enforcement Referrals

Since July 2023, Enforcement staff has made approximately eight investigative referrals to Enforcement Counsel, which reviews findings for possible litigation. During this period, Enforcement staff has completed approximately 990 total inspections, including unannounced inspections, license closure inspections, change of location inspections, structural change completion inspections, post-provisional license inspections, post-final license inspections, vehicle and vessel inspections, and audits. From these inspections, Enforcement staff has issued approximately 450 Notices of Deficiencies to licensees. Enforcement staff have also processed approximately 187 architectural review and structural change applications, and approximately 14 alternative security provisions.

Enforcement Actions

Since July 2023, the Commission—through its Enforcement Counsel staff—has initiated nine enforcement actions in response to regulatory noncompliance. The subject of these actions range from noncompliant pest management practices and contamination of marijuana and marijuana products to required seed-to-sale tracking. These enforcement actions are intended to preserve the health, safety, and welfare of the public when engaging with the legal cannabis industry.

Additionally, over the past year the Commission has resolved four enforcement actions via Final Order and Stipulated Agreement negotiated by Enforcement staff through Informal Dispute Resolution (IDR) conferences. In each instance, Enforcement staff secured affirmative relief in furtherance of the public interest and to ensure future regulatory compliance. These actions, combined, resulted in fine payments totaling \$620,000. All fines collected during this fiscal year were the result of a negotiation between the parties during IDR.

Testing

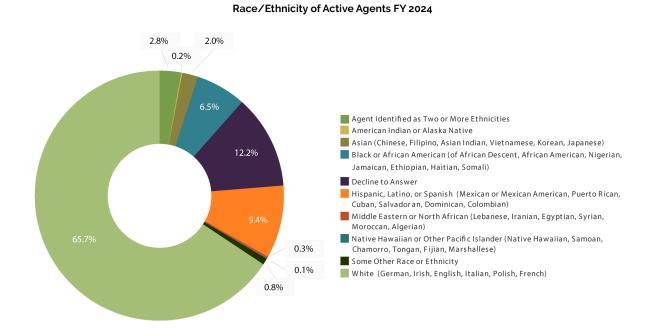
The Commission hired four Laboratory Testing Analysts to create a new team within the Investigations and Enforcement Department that currently oversees 14 Independent Testing Laboratories (ITLs) and two laboratory facilities on the Island Counties. The Testing team provides analytical expertise in technical matters regarding analysis of cannabis and cannabis products through issuance of bulletins, and assists Enforcement, Research, and Data staff. Along



with the Director of Testing and Laboratory Testing Manager, the team actively conducts unannounced inspections of ITLs to ensure compliance with regulations and resolves matters in the Commission's seed-to-sale record system, Metrc, to ensure transfer and sale of safe products to adult-use and medical patients.

Agents

As of July 2024, the Commission had received 23,394 applications for Marijuana Establishment agent registrations. 35.7% (8,342) of the applicants identified as female, 62.9% (14,717) identified as male, 0.6% (131) identified by a different gender and 0.9% (204) declined to answer. The Commission has also received 29,429 applications for agent registrations for MTCs where 62.1% (18,283) of the applicants identified as male, 37.5% (11,049) identified as female and 0.3% (97) declined to answer.



Responsible Vendor Training (RVT)

Commission regulations 935 CMR 500.105(2)(b) and 935 CMR 501.105(2)(b) outline the Responsible Vendor Training (RVT) Requirement for all current ME and MTC agents. The Licensing Department manages the RVT Program, including the application process, communication with applicants and current vendors, and any regulatory updates regarding RVT. To date, the Commission has approved 41 applicants, out of which 32 applicants are Certified RVT Vendors of the Basic and Delivery Core Curriculum. Of the Certified Vendors, 11 run their operations in Massachusetts while the remaining vendors operate outside of the state using either



synchronous or asynchronous learning methods.

In May 2023, the Commission unveiled new training curricula for cannabis business employees. These RVT curricula are designed to cater to both MTCs and adult-use MEs. The mandatory Basic Core Curriculum, already in place, covers essential topics such as product knowledge, responsible serving procedures, risk mitigation strategies, and public safety. An optional Advanced Core Curriculum is now available, enabling Agents to build on the knowledge, skills, and practices covered in the Basic Curriculum and specialize in areas such as cultivation, product manufacturing, social equity, and more. In addition to the Basic Core Curriculum, the Delivery Core Curriculum is required for all agents working under a delivery license type to ensure compliance with regulations and will provide training on how to safely conduct deliveries, cash handling policies, strategies for de-escalating potentially dangerous situations, collecting and communicating information to assist in investigations, and more.

The Commission published <u>RVT Guidance</u> and <u>FAQ</u> documents to guide applicants through the RVT certification process as well as an updated <u>RVT Checklist</u> in the public documents section of the Commission's website.

Communications

The Commission is in constant contact with members of the public through various media and platforms. Beyond the agency's monthly public meeting, which consistently features Commissioners' availability to the media after adjournment, Commissioners regularly attend and present at public events throughout the Commonwealth, the Northeast, and nationwide. Commission principals have made or participated in numerous press opportunities, presentations, speeches, panel discussions, roundtables, and other forums before stakeholder groups such as community organizations, senior citizen groups, municipal officials, financial institutions, industry, peer regulators, and law enforcement. The agency takes seriously its responsibility to address questions raised by members of the press efficiently and transparently, and to proactively promote agency updates that will impact constituent groups through web updates, email communications, social media, and more.

Several examples in the past year alone range from communications around the passage of draft and final regulations to implement Chapter 180 of the Acts of 2022, as well as the agency's progress to enact HCA review and new municipal equity requirements, among other provisions; the opening of applications for the fourth cohort of the agency's SEP and a related "Faces of Equity" campaign to build brand awareness of the Commission's equity initiatives and progress; important Investigations and Enforcement updates, such as a bulletin related to public health and safety announcements for licensees, agents, and Certifying Healthcare Providers stemming from the Department of Public Health's Fatality Assessment and Control Evaluation (FACE) report and



Occupational Lung Disease Bulletin; and communications related to stakeholder engagement opportunities, such as public comment periods for the agency's model HCA, model municipal equity bylaw or ordinance, and general accounts receivable issues.

Website

From July 1, 2023, through June 30, 2024, the Commission's website received more than 1,500,000 page views and over 750,000 unique visits, and continues to provide a high level of transparency and self-service for the public by regularly maintaining various tables and tools such as the <u>Licensing Tracker</u>, <u>Municipal Zoning Tracker</u>, <u>Responsible Vendor Trainer directory</u>, and <u>Find a Retailer map</u> as well as posting all enforcement actions and announcements, and provisional and final Executive Summaries and License Applications following the Commission's monthly Public Meetings.

Virtual Engagement

The Commission sent, on average, nine email campaigns to subscribers per month with an open rate of 43% (35.63% being the average email open rate across all industries and 40.56% for Government entities). The Commission's social media presence includes Instagram (@CannabisControlCommission, 4,200 followers) and LinkedIn (@CannabisControlCommission, 10,500) in addition to Twitter, now called X, (@MA_Cannabis, 9,200 followers) and Facebook (@MassCCC, 2,9403,100 followers). Through these various channels, the Commission continues to communicate with the public regarding the work of the agency and its regulation of the developing industry.









Public Awareness Campaign

The Commission utilized organic promotion in Fiscal Year 24 to highlight evergreen content from its state-mandated public awareness campaign, More About Marijuana (http://www.MoreAboutMJ.org/). Previously, the campaign's educational messaging was developed in partnership with MORE Advertising, and utilized third-party research, surveys, and focus groups of Massachusetts residents to implement content. Although More About Marijuana was not funded for Fiscal Year 2024, Communications utilized this past April 20—a date sometimes recognized by adult-use cannabis consumers—as an opportunity to create in house and promote to licensees new, branded outreach materials that are now available through the Massachusetts Health Promotion Clearinghouse. All resources are available to the public to order or download instantly for free.

The latest resources include a new "Understanding Labels" flyer, a revamped "Marijuana Products" flyer, and a "More About Marijuana" public education campaign logo sticker with a QR code that points recipients to MoreAboutMJ.org. All materials can be housed and/or provided by licensees to patients and patrons of Marijuana Retailers, delivery businesses, and dispensing MTCs, or distributed during community engagement events and other opportunities that promote education and awareness around responsible marijuana consumption.

Additional Commission work is underway to restructure existing content on MoreAboutMJ.org to make the public aware of recent Investigations and Enforcement updates around cannabinoid reporting by Independent Testing Laboratories that may have an impact on the information available to constituents on their product labels. Communications staff are also reviewing and drafting messaging towards the implementation of mandates under *Chapter 180 of the Acts of 2022* that pertain to the public education campaign, including components "to educate the public on health risks associated with marijuana and tetrahydrocannabinol consumption, including, but not limited to, the risks: (A) to mental health; (B) of use during pregnancy; (C) of use of high potency products; and (D) of home extraction of marijuana concentrates...."

With that in mind, the Commission took advantage of July 10, 2024, or 7/10, otherwise



recognized as "OIL" Day by nationwide industry participants and enthusiasts, by highlighting previously existing messaging around the dangers of manufacturing marijuana products at home, which was originally deployed in 2020 in accordance with *Chapter 55 of the Acts of 2017*.

"Faces of Equity" Campaign

Through Fiscal Year 23 and the first half of Fiscal Year 24, the Commission worked with a creative agency to develop the "Faces of Equity" public awareness campaign, an integrated multimedia campaign designed to communicate the Commission's equity mission, policies, and programming using the voices and profiles of actual participants and industry agents, and how the program has produced real benefits and life-changing opportunities for those who have been most harmed by the War on Drugs.

The campaign had three goals: to raise awareness of the Commission's various equity programming, to recruit participants for Cohort IV of the Social Equity Program, and to inspire potential applicants to visualize themselves as participants who can obtain success for themselves and their families in the legal cannabis industry.

The campaign consisted of a wide array of creative collateral, the cornerstone being a 10-minute mini-documentary that showcases the history of the War on Drugs, the legalization of cannabis in Massachusetts, including the creation of the Commission and its equity mandate, and the successes equity programming participants are finding in the legal cannabis industry today. The participants' stories were then further broken down into two-minute personal interviews where they delved into their backgrounds, past experiences in the legacy and legal markets, and how the Commission's equity programming has been a truly life-changing experience. Advertising collateral was also developed such as print and digital ads, bus shelter posters, and radio spots. The Commission then partnered with an advertising vendor on a strategic media buy to place this collateral, in English and Spanish, in local outlets within and adjacent to the 30 communities in Massachusetts identified by the Commission as Disproportionately Impacted Areas (DIAs).

The Commission also created a suite of creative collateral in-house to educate the public on the agency's various equity offerings and how to apply for the SEP. This collateral consisted of rack cards, updated website content, and an application video tutorial series. The Commission promoted all collateral and the SEP's open application period through social media and an email drip campaign from January 15th to April 30th, 2024.





Equity Programming and Community Outreach

The Commission continues to assess and build upon the nation's first statewide Social Equity Program (SEP). The Equity Programming and Community Outreach (EPCO) team is led by the Director of Equity Programming and Community Outreach, a redesigned role that reaffirms that a lens of equity is placed on the Commission's work. The department has expanded to include staff to support the agency's robust community outreach needs to DIAs, the medical community, municipalities and government officials, academia, and other priority constituents.

Social Equity Program

The SEP is designed to build a pathway into the legal cannabis industry for individuals disproportionately impacted by previous prohibition. The SEP focuses on those most impacted by the War on Drugs, marijuana prohibition, disproportionate arrest and incarceration, and provides training, technical assistance, and mentorship for entry into the regulated marketplace across four areas: entrepreneurship, entry- and managerial-level workforce and professional development, and ancillary business support. Its overall mission is to decrease the disparities in life outcomes for impacted individuals and improve the quality of life for those from DIAs. Commission staff have initiated a three-year strategic planning process to ensure the SEP continues to effectively meet its intended goals.

Approved SEP Participants and EEAs are eligible for expedited application review within



the Commission's licensing queue when they submit a licensing application, receive certain fee waivers, and have exclusive access to Commission pre-certification and delivery and social consumption license types. The agency previously expanded SEP criteria and increased participation in the program to any individual listed as an owner on the original certification of a Certified Economic Empowerment Priority Applicant who satisfies certain criteria.

SEP Program goals are to:

- Reduce barriers to entry in the commercial marijuana industry, regardless of desired specialty within the industry;
- Provide professional and technical services as well as mentoring for individuals and businesses facing systemic barriers; and
- Promote sustainable, socially and economically reparative practices in the commercial marijuana industry in Massachusetts.

To qualify for the program, an applicant must meet one of the following criteria:

- Residency in a DIA for at least five of the past 10 years and income not exceeding 400% of the Area Median Income in the applicant's respective town/city;
- A past drug conviction, continuance without a finding, or an equivalent conviction in other jurisdictions, and residency in Massachusetts for at least the preceding 12 months;
- Married to, or the child of, a person with a drug conviction, a continuance without a finding, or an equivalent conviction in other jurisdictions, and residency in Massachusetts for at least the preceding 12 months;
- Any individual listed as an owner on the original certification of a Certified Economic Empowerment Priority Applicant who satisfies one or more the following criteria:
- Lived for five of the preceding 10 years in a DIA, as determined by the Commission;
- Experience in 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;
- Black, African American, Hispanic, or Latino descent; or
- Other significant articulable demonstration of past experience in or business practices that promote economic empowerment in DIAs.



Since its inception, the Commission has accepted 872 participants into the free technical assistance and training program. Cohort III has been the largest class to date, consisting of 446 participants, of which approximately 65% of participants self-identify as Black, African American, Hispanic, or Latino descent.

Advanced Courses

As the Commission continued refining its programming, the need for additional advanced courses became apparent. Using survey results collected from participants, the Commission worked with its technical assistance and training vendor to develop and deliver advanced-level courses in April and May of 2023. The SEP curriculum will continue to evolve as the industry grows and as new resources are discovered to assist SEP Participants in entering the cannabis industry.

Priority Licensees

The Commission remains fully committed to its mission of encouraging and enabling full participation within the marijuana industry from individuals and communities that have previously been disproportionately harmed by marijuana prohibition and enforcement through strategic, intentional, and supportive programming. The Commission has approved licenses owned by SEP Participants and EEAs totaling 137 Provisional Licenses, 5 Final Licenses, and 79 Licenses have commenced operations.

Exclusive Licenses

The Commission's delivery license types, including Delivery Courier, Delivery Operator, and Microbusiness with Delivery Endorsements, are exclusively available to approved SEP Participants and EEAs. The exclusivity period began on April 1, 2022, when the first Marijuana Delivery Operator received their notice to commence operations in the Commonwealth and will span a minimum of 36 months. As of June 30, 2024, 211 businesses have been pre-certified as either a Delivery Courier, Delivery Operator, or Microbusiness with Delivery Endorsement.



Social Equity, Economic Empowerment, Disadvantaged Business Enterprise Final Licenses FY2024

	#SEP	#EE	#DBE	Grand Total
Delivery Operator	7		4	11
Cultivation	2		6	8
Delivery Courier	1			1
Independent Testing Labs			2	2
Marijuana Transporter w/ Other Existing License	1			1
Microbusiness Delivery Endorsement	1			1
Product Manufacturing	3		8	11
Retail	7	6	32	45
Delivery Couriers Pre-Certification	3	5		8
Grand Total	25	11	52	88

Engagement and Events

EPCO has held and attended a plethora of events in the past and is committed to ongoing engagement with the community. Throughout the year, the EPCO team actively promoted the SEP and advanced its initiatives.

In September 2023, the EPCO team organized a major engagement at the 2023 Fierce Urgency of NOW Festival. The event was hosted by the Commission and highlighted the SEP and other equity programming opportunities. It included detailed presentations on outreach efforts, eligibility requirements, benefits, technical assistance, and training programming. This event took place on September 13th, 2023, at the Roxbury Community College (RCC) Reggie Lewis Center. The event featured SEP resource tables, engagement with Commissioners, and a comprehensive presentation/clinic by Mass CultivatED, which focused on program services, expungement and sealing resources, and industry entry opportunities.

The application period for SEP Cohort IV was open from February 5th to April 30th, 2024. During this period, the EPCO team held six application clinic events aimed at increasing engagement and applications for the SEP. These clinics featured SEP resources and facilitated direct engagement with Commissioners and staff. Strategic partners, including Mass CultivatED, provided critical information on program services, expungement and sealing resources, and industry entry opportunities, further supporting potential applicants.

In addition to the application clinics, the EPCO team has been actively engaged with the community and strategic partners to extend their outreach efforts. On February 24th, 2024, the



team participated in an expungement and information clinic organized by Mass CultivatED and AyrWellness. This event aimed to provide additional resources and support to the community, focusing on expungement and sealing processes and opportunities within the cannabis industry.

The EPCO team continues to work diligently on outreach initiatives across various regions to engage potential applicants and stakeholders. These initiatives include providing detailed information about the SEP, such as eligibility criteria, application processes, and the extensive support available to participants. The team's ongoing efforts ensure that the SEP remains accessible and beneficial to those it aims to serve.

EPCO will continue to organize robust community outreach events to provide current and prospective equity participants with resources intended to help them enter the legal cannabis industry as an owner, employee, or ancillary services vendor.



Areas of Disproportionate Impact (DIAs) Work

Consistent with the statutory and regulatory mandate, the Commission has been reviewing its initial 2018 list of DIAs, defined as a geographic area identified by the Commission for the purposes identified in M.G.L. c. 94G, § 4(a½)(iv), and which has had historically high rates of arrest, conviction, and incarceration related to Marijuana crimes. See 935 CMR 500.002 and 501.002. A Study Identifying Disproportionately Impacted Areas by Cannabis Prohibition in Massachusetts ("Study") was completed by the Donahue Institute and the University of Massachusetts Amherst and presented to the Commission in March 2021. This study produced a



new list of DIAs. The study was referred to the Commission's internal Access and Equity workgroup ("workgroup") to evaluate its findings. The workgroup presented a history of the DIA list at its August 2022 meeting and presented its policy recommendations in September 2022. The Commission has since approved including two new DIAs – the City of Lawrence, and a census tract in the City of Worcester that the workgroup identified as having been inadvertently left off the initial list.



Constituent Services

The Commission ensures timely responses to all inquiries from the public. Constituents may contact the agency through the MassCannabisControl.com "Contact" page, email, call, or write the agency with their opinions, questions, comments, and concerns. The Commission receives more than 100 inquiries per day directed to its Constituents Services phone line and email box. The Director of Constituent Services liaises with other departments and staff to resolve constituent cases. Similarly, staff members under the Chief of Investigations and Enforcement regularly respond to questions about licenses and applications, compliance, ownership, suitability, and other matters related to operating businesses.

Regarding concerns about whistleblower complaints, the Commission takes the safety and welfare of Registered Agents, patients, and consumers seriously, and follows up on concerns and allegations such as whistleblower and citizen complaints pertaining to regulatory violations by licensees. The Commission also requires licensees' SOPs as part of the post-provisional license inspection—ahead of the final license phase. Licensees are required to have personnel records and policies available upon request by the Commission, and a licensee that cannot produce these records upon request will be in violation of 935 CMR 500.105(9)(d)4b. If the Commission does



not have jurisdiction based on the nature of the complaint, it can take steps to ensure the complaint is referred to the appropriate agency.

Prior to the pandemic, staff attended community meetings and other public events to ensure people can speak directly with Commission representatives. The most frequently received questions and comments typically pertain to the Medical Use of Marijuana Program, compliance, marijuana policy, the legal industry, Marijuana Establishments, social equity, and related state laws.

In Fiscal Year 2024, the Commission implemented a new call center system that has improved the Commission's ability to collect and use data on constituent inquiries. In Fiscal Years 2024-2025, the Commission plans to use this information to improve services where appropriate and build in budget requests.









Patient Support for Medical Use of Marijuana Program

On December 24, 2018, the Medical Use of Marijuana Program was transferred from the Department of Public Health and fully integrated into the Commission. Commission staff routinely respond to patient inquiries in addition to processing patient, caregiver, and provider registrations.

The Commission also eliminated patient registration and renewal fees, introduced an Initial Access certification process for Patients and Caregivers to streamline access to medicine, expanded the use of Telehealth certification during the COVID-19 state of emergency, and provided digital applications for interested physicians, nurse practitioners, and physician assistants to join the program, among other updates.

As of July 2024, the Medical Use of Marijuana Program is composed of 119,673 Certified Active Patients, 6,588 Active Caregivers, and 448 Certifying Healthcare Providers. Staff in



Constituent Services assist patients, caregivers, and providers with registration and troubleshooting technical issues.

Government Affairs and Policy

The Commission continues to monitor the legislative process and is grateful for the Legislature's collaboration over the last seven years. As the agency continues to meet the demands of the booming licensed cannabis industry, it will seek to continue that deep collaboration with legislative partners. The Commission is in regular contact with the Legislature and Executive departments on a variety of topics. Most often, legislative offices are in contact with the Commission on behalf of their constituents. From time to time, however, the Commission will reach out to the Legislature to request insight and/or consideration of matters within the Legislature's purview.

In August 2023, a delegation of state legislators and officials from Hawaii's Executive Offices visited the Commission to consult with our staff on crafting their own regulations and implementing a recreational marijuana marketplace. During the course of their visit, they relied on the expertise of the Commission to create strategies for safeguarding their medical marijuana program, ensuring public safety and creating a robust industry. Massachusetts is widely regarded as a national leader in marijuana policy, as evidenced by the volume of our publications and the frequent consultation requests from other states and federal agencies.

On April 23, 2024, the Commission hosted its second annual State of Cannabis event at the State House. Commissioners and staff from multiple departments had the opportunity to engage with legislators and staff, provide comprehensive insights into the Commission's functions, programs, and initiatives. Commission staff were available after the presentation to connect with legislative staff. The Commission debuted a new video at the State of Cannabis, providing an overview of the <u>Seed to Sale</u> process in Massachusetts, as well as collateral materials with statistics and data from the past year.





In June 2024, the Cannabis Control Commission convened a public listening session on Martha's Vineyard to address concerns raised by constituents, patients and licensees regarding cannabis supply issues on the islands. During this session, Commissioners engaged with a broad array of stakeholders, including licensees, patients, agents, certifying practitioners, and the general public. Recognizing the unique challenges posed by the island's geography, the Commission sought guidance from states with similar conditions, such as Hawaii, Alaska, Maine, and California, which have navigated issues related to cannabis transportation across state waters. Following these discussions and the hearing, the Commission approved an administrative order permitting the transportation of cannabis and cannabis products over Massachusetts' territorial waters to licensed businesses and treatment centers on the islands. This decision underscores the Commission's commitment to public health and safety, ensuring that both patients and consumers have reliable access to regulated, safe cannabis products.

Statements of Commission Policy

Per the Commission's legislative outreach policy, the Commission does not weigh in on specific bills but rather, may advocate for general policies to support an industry that protects public safety, health, and welfare, and that promotes an equitable and fair marketplace. The Commission may also, by majority vote, approve policy statements to aid the Legislature on topics that fall under the agency's purview. Under this process, the Commission approved one Statement of Commission Policy during the previous year.

On June 11, 2024, Commissioner Kimberly Roy <u>testified</u> in front of the Joint Committee on Agriculture and Joint Committee on Cannabis Policy regarding Hemp Regulations in the Commonwealth.

The Commission voted in July 2024 to submit a <u>public comment</u> 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.











Legal

The Legal Department advises the Commission and its staff on the interpretation and implementation of its governing laws and on applicable areas of state and federal law. In addition, Legal coordinates, as needed, on responding to external inquiries from members of the public and from federal and state agencies and officials, including agency counsel. Staff also supports professional groups and academic institutions focused on the developing area of cannabis law.

Regulatory Working Groups

In response to Chapter 180 of the Acts of 2022: An Act Relative to Equity in the Cannabis Industry, the Commission assigned three Working Groups composed of Commissioners and staff to discuss policies to implement reforms based on three subject areas: HCAs, Municipal Equity, and Suitability. The recommendations from the working group were incorporated into draft regulations and were made available for public comment before these were promulgated in the fall of 2023.

The Social Consumption Regulatory Working Group, formed under Chapter 180, was not beholden to the November 9, 2023, deadline and has continued its work through the Fiscal Year. The Social Consumption Working Group is tasked with reviewing the Commission's existing social consumption regulations to consider whether any new regulations or amendments to the existing regulations are needed to move the Social Consumption Marijuana Establishment license forward in Massachusetts. The Working Group continues to meet with regulators from other states with existing social consumption establishments, stakeholders, and receive public input.





Litigation

The Legal Department works closely with the Office of the Attorney General on litigation and other matters implicating the interpretation and implementation of the Commission's laws and associated areas of the law. As of the date of this report, the Commission is not a party to any pending court litigation matters. Legal staff also monitors and alerts Commissioners and staff to important decisions made by federal and state courts.

Open Meeting Law Compliance

The Commission conducts its public meetings in compliance with the Open Meeting Law, G. L. c. 30A, §§ 18-25, which includes posting notice and materials at least 48 hours in advance of its meetings. The Commission's public meetings are held in virtual and/or hybrid formats and, over the past few years, have been consistent with the Governor's executive order related to the Open Meeting Law and the Legislature's enactment of Chapter 20 of the Acts of 2021. In addition to live-streaming its public meetings, the Commission posts recordings of its public meetings on its YouTube channel and its minutes on its website. On a tri-annual basis, the Commission reviews its executive session minutes for release to the public. Relatedly, Legal staff also advises on compliance with Robert's Rules of Order, previously adopted by the Commission.

Ethics Compliance

As required by G. L. c. 10, § 76 (k), the Commission has developed its own Code of Ethics. The Legal Department supports Commissioners and staff in ensuring compliance with state ethics laws and its enhanced code of ethics. As part of its onboarding process, Legal staff ensures that new employees satisfy applicable ethics requirements.

Public Record Compliance

During Calendar Year 2023, the Commission's Records Access Officer received and responded to approximately 230 requests for public records. When necessary, the Commission has withheld exempt records under G. L. c. 4, § 7 (26), including to safeguard records considered to be confidential under its statutes and regulations. In January 2024, the Commission filed its annual report with the Secretary of State's Public Records Division. As needed, it consults with the division to ensure compliance. As of July 25, 2024, the Commission is a party to two pending appeals concerning its response to public record requests.



The Commission's operating principles include a focus on conducting all processes openly and transparently. To that end, staff regularly post the following:

- Applications granted provisional and final licensure, which can be found on the <u>Licensing</u>
 <u>Application Decisions</u> section of the Public Documents page on the Commission's
 Website;
- Executive summaries, public meeting minutes, and other materials presented during Commission public meetings, which can be found on the <u>Public Documents</u> page of the Commission's website.

The Legal Department also consults on the maintenance of the Open Data Platform.

Finance

Commission operations are supported through the Marijuana Regulation Fund, which is subject to appropriation and supports public health and safety needs, substance use disorder prevention, programming for restorative justice, jail diversion, workforce development, and the Cannabis Social Equity Trust Fund, among other uses.

In Fiscal Year 2024, the Legislature appropriated \$20.0 million in total for the Commission: \$16.5 million for the Commission's Operations and \$3.5 million for the Medical Use of Marijuana Program.

Through August 2024, the Commission spent \$18.9M million in Fiscal Year 2024 funds. The Commission continues to grow, hire additional staff, and implement legislative mandates as the industry matures while generating surplus revenue for the Commonwealth.

For Fiscal Year 2025, the Legislature appropriated a total of \$19.8 million for the Commission: \$16.3 million for the Commission's Operations and \$3.5 million for the Medical Use of Marijuana Program. The amount appropriated was less than the Commission's Fiscal Year 2025 request, which totaled \$25.9 million to support the implementation of Chapter 180. While the Commission is taking cost savings measures in Fiscal Year 2025, the Commission may seek a supplemental budget to meet current and ongoing public safety requirements and new requirements based on the statutory changes around HCAs, social consumption, and equity.



Total Budget vs. Actual Spending, FY18-FY25



Revenue

The Commission is proud to have continued to operate at a cost-neutral basis. In fact, as this report shows, the Commission's activities have enabled annual increases in sales taxes. Revenue from application, licensing, fines, and other fees, along with adult-use marijuana sales and excise tax revenue, is deposited into the Marijuana Regulation Fund. In Fiscal Year 2024, the Commission collected \$20.0 million in revenue. Through June 2024, the Massachusetts Department of Revenue reported a total of \$272.4 million in marijuana sales tax revenue and marijuana excise tax revenue for Fiscal Year 2024. In total, the Commission has generated a \$292.4 million contribution to the Marijuana Regulation Fund through fees and sales/excise tax revenues.

Relative to adult-use cannabis revenue in the Commonwealth, by the end of the summer, the agency anticipates surpassed \$6 billion in gross sales since the first two adult-use retail stores on the East Coast opened for business on November 20, 2018. According to Leafly's 2022 Harvest Report, cannabis is the highest revenue generating crop in Massachusetts. The dollar value associated with adult-use cannabis products in the Commonwealth is \$361 million. The next highest ranked is cranberries, pulling almost \$66 million in 2021.

This past fiscal year also witnessed remarkable sales achievements with June establishing a new record for a single month at \$132.9 million in gross sales. The ongoing trajectory continued in July and August, even with the expansion of cannabis legalization in surrounding New England states, that are also seeing record sales in recent months.

These increases are expected to continue, in part, due to the increasing number of customers purchasing seeds and clones from licensed retailers and dispensaries. As of May 2023, Marijuana



Retailers, Marijuana Delivery Operators, and MTCs may sell up to six clones to an individual consumer per day. However, there is no limitation on the number of seeds that can be sold. Massachusetts law allows adult consumers ages 21 or older to grow up to six cannabis plants in a home, or up to 12 plants in households with more than one person over age 21.

Personnel

The Commission's Human Resources Department is responsible for creating and implementing policies, processes, and programs to support the Commission's mission, strategic vision, and efforts to create a great place to work. The Commission has a strong commitment to attracting, rewarding, developing, and retaining an inclusive, diverse, and talented workforce. At the time of this report, the Commission employs 130 staff, of which 53% are female and 25% are persons of color. The agency's management team is 66% female and 37% persons of color. The agency has 2% of employees who chose not to specify their gender, and 22% did not specify their ethnicity. Human Resources has rolled out various employee programs to support staff and foster a community of engagement while working in a remote environment.



Research

The Commission's Research Department currently consists of a Chief of Research, two



Project Coordinators, and two Research Analysts. The department plans to hire additional staff members in Fiscal Year 2026, as the Commission develops the Center for Cannabis Research and Policy (CCRP).

Section 17(a) of G.L. c.94G and St. 2017, c.55 requires the Commission to develop a research agenda to better understand the social and economic trends of cannabis in the Commonwealth. The law identifies at least seven categories of study and authorizes an expansion of that scope with the aim of informing future decisions that would aid in the closure of the unregulated marketplace and monitoring the public health impacts of cannabis and cannabis legalization.

Since the Commission completed all one-time research items pursuant to St. 2017, c. 55 in 2022, it is focused on providing updates to metrics pursuant to Section 17(a) of G.L. c.94G. The Research Department will publish Special Topic Reports and two standardized reports in alternating years: 1) Industry Report and 2) International Cannabis Policy Study (ICPS) Report.

Between July 1, 2023, and July 1, 2024, interdepartmental work has been underway to craft a 13th comprehensive research report to be published in Fall 2024 pursuant to G.L. c.94G § 17(a)(iii), G.L. c.94G § 17(a)(iv), and G.L. c.94G § 17(a)(v). This study will provide a comprehensive assessment on the cannabis industry, including ownership and employment, diversity, equity and inclusion, among other topics of policy interest, such as testing, a recent public health concern nation-wide.

The Research Department continues to work internally, as well as collaborate with various state agencies, academic researchers, and other stakeholders to employ primary and secondary data collection methods to examine a spectrum of items. As cannabis policy research gains interest nationwide, the Commission set both long- and short-term goals to ensure its research is high-quality, impactful, comprehensive, and collaborative. Thus, in addition to research reports, the Department has also published six peer-reviewed scientific articles and invited commentaries and gave six presentations at national scientific conferences and academic institutions to advance the study of effects on cannabis laws.

Members of the Research Department served as Guest Editors for a full issue of the scientific journal *Clinical Therapeutics*, focused on the intersection of cannabis research and policy, published in July 2023. In this Special Issue, entitled, *Cannabis Comes into The Light at the End of a Long Tunnel*, the work of the Commission and colleagues, including Representative Daniel Donahue, highlighted Massachusetts' cannabis research and policy to an international audience. This issue is Open-Access; thus, all articles are available to anyone interested. [See Table 2 below for Commission research scientific publications].

The Commission sponsored and moderated a Symposium at the annual Cannabis Regulators Association (CANNRA) External Stakeholder meeting in May 2024 entitled, *Research*



Spotlight, New Findings on the Health Effects of Cannabis and Cannabinoids and Policy Implications featuring Dr. Rosalie Pacula, Chair in Health Policy, Economics & Law in the Health Policy and Management Department at the USC Sol Price School of Public Policy; Dr. Susan Weiss, Director at the Division of Extramural Research at the National Institute on Drug Abuse (NIDA); and Julie Johnson, Chief of Research, Cannabis Control Commission.

Additionally, the Research Department coordinated a Symposium to be presented at the 2024 Annual Research Society on Marijuana (RSMj) conference featuring, <u>Dr. Gillian Schauer</u>, Executive Director, CANNRA; <u>Dr. Hanan Abramovici</u>, Director, Office of Cannabis Science and Surveillance, Health Canada; <u>Dr. Grace Christensen</u>, Senior Research Scientist, Minnesota Department of Health; <u>Dr. A. Taylor Kelley</u>, Assistant Professor, University of Utah School of Medicine, and Alexander Colby, Research Analyst, Cannabis Control Commission. This Symposium highlighted the intersection of cannabis research and regulation, as well as the unique Massachusetts experience of a cannabis regulatory governance body including an internal Research Department and the applied cannabis research the Commission pursuant to Section 17(a) of G.L. c.94G and St. 2017, c.55.

Commission Research Products from July 1, 2023- July 1, 2024

Table 1. Commission Research Presented at National Scientific Meetings July 1, 2023- July 1, 2024

- **Johnson JK**. Public Awareness Campaign Metrics for Public Health in Legalized Adult-Use Cannabis States. Council of State and Territorial Epidemiologists (CSTE) June 2023. Poster Presentation.
- Colby A, Humiston G, Laramie O, Pensky H, Johnson JK, Sarkis M. State and Individual Metrics to Understand Changing Cannabis Patterns in a Maturing Legal Market. Council of State and Territorial Epidemiologists (CSTE) June 2023. Poster Presentation.
- Laramie O, Humiston G, Pensky H, Colby A, Johnson JK. Public Awareness Campaign Metrics for Public Health in Legalized Adult-Use Cannabis States. Research Society on Marijuana (RSMj) July 2023. Poster Presentation.
- Colby A, Humiston G, Dilley J, Laramie O, Pensky H, Johnson JK. Medical Cannabis Program Resilience in the Era of Adult-Use Cannabis Legalization: A Tale of Three Medical Programs. Research Society on Marijuana (RSMj) July 2023. Poster Presentation.



Guest Lectures, July 1, 2023- July 1, 2024

- Speaker: Chief of Research, Julie Johnson, Invited Speaker and Poster Presenter, Cannabis Science Fair. Hosted by MCR Labs at Harvard University. December 9, 2023
- Lecturers: Chief of Research, Julie Johnson, and Director of Licensing, Kyle Potvin Invited Speaker, Johns Hopkins Bloomberg School of Public Health, Course, *Public Health Perspectives on U.S. Drug Policy*. February 13, 2024

CONCLUSION

This seventh annual report identifies the Commission's ongoing operations for FY 2024 and documents the continued growth of the regulated medical- and adult-use cannabis industry in Massachusetts. As this report demonstrates, the Commission has anticipated needs, created significant efficiencies, and continued to meet requirements outlined in statute.

For much of the past year, Commissioners and staff have deeply engaged in implementing Chapter 180 of the Acts of 2022. Thanks to the Legislature and Administration, Massachusetts has continued its leadership of promoting an equitable industry by expanding the Commonwealth's status as the first state in the nation to have a municipal equity mandate. Further, regulations, guidance, and documents clarifying and enforcing HCAs between municipalities and applicants have started to create a level playing field for operators and provide the necessary direction local officials have requested. The Commission's in-person hearings, listening sessions, and roundtables across the Commonwealth have guided conversations on improving the industry.

In the coming months, the Commission will continue its work by promulgating new regulations focusing on microbusinesses, delivery operators, and medical patients' access. It will also introduce regulations for social consumption establishments, a new avenue for business growth. The agency looks forward to collaborating with stakeholders at the state and local levels, applicants and licensees, and community members to ensure the licensed Massachusetts cannabis industry remains safe, effective, and equitable.





