
December 22, 2015

To: Licensed Non-Profit Producers (LNPP)

From: Ken Groggel, Manager
Medical Cannabis Program (MCP)

Re: 2015 Third Quarter Report Summary

The following information is compiled from the quarterly data reports submitted by the LNPPs. This information is intended for the Department of Health and LNPPs and is considered an estimate only.

Patients:

- Number who purchased this quarter – 27,064. Average per LNPP – 1,176. High – 3,316 & 3,076. Low – 3 & 111. One producer reported serving fewer than 100 patients & twelve producers reported serving over 1,000 patients.
- Average amount purchased per patient – 17 grams. High – 36 & 34. Low – 4 & 5. Three producers reported more than 30 grams average per patient. Six producers reported an average of 7 grams or less per patient.
- Average price per gram (flowers & buds) – Average per LNPP - \$11.12. High - \$13.85 & 13.00. Two producers reported the average price of \$13.00 or more. Low - \$6.30 & \$8.63. Three producers reported the average price under \$10.00.
- Number of grams provided free of charge – 12,158. High – 4,785 & 1,465. Fourteen producers reported more than 150 grams provided free of charge. Low – 0 & 4. Nineteen producers reported providing free grams to patients.

Production:

- Total plants in production – 7,064. Average per LNPP – 307. High – 450 X 4 LNPPs. Low – 94 & 145. Several producers increased their plant count during the annual re-licensing period.
- Number of plants harvested – 2,462. Average per LNPP – 107. High – 202 & 183. Low – 0 & 39. Fifteen producers reported harvesting over 100 plants. Four producers reported harvesting 50 plants or less.
- Total yield – 797,641 grams. Average per LNPP – 34,680. High – 146,318 & 79,400. Low – 0 & 2,974. Twelve producers reported yields over 30,000 grams. Seven producers reported yields less than 10,000 grams.
- Product in stock (flowers & buds) – 213,629 grams. Average per LNPP – 9,288 grams. High – 45,968 & 30,896. Seven producers report over 10,000 grams in stock. Low – 493 & 672. Three producers reported 0 or did not report.

MEDICAL CANNABIS PROGRAM

Income:

- Total receipts - \$8,327,392. Average per LNPP - \$362,060. High - \$1,001,870 & \$900,070. Eleven producers reported total receipts over \$300,000. Low – \$450 & \$51,803. Four producers reported total receipts less than \$100,000.

Expenses:

- Gross receipts tax paid - \$613,253. Average per LNPP - \$26,663. High - \$68,686 & \$58,884. Twelve producers reported more than \$20,000 in gross receipts tax paid. Low - \$33 & \$4,798. Two producers reported less than \$5,000 in gross receipts tax paid.
- Amount paid for testing – \$29,980. Average per LNPP - \$1,303. High - \$5,279 & \$4,100. Three producers reported paying more than \$4,000 for testing. Six producers reported no testing expense.
- Salaries, stipends and other compensation - \$2,599,445. Average per LNPP - \$113,019. High - \$362,642 & \$296,233. Nine producers reported compensation over \$100,000. Low – \$0 & \$14,315. Four producers reported compensation less than \$30,000.

Producer to Producer or Manufacturer Transactions:

- Total transactions – 322. Average per LNPP – 114. High – 67 & 49. Low – 2 & 5. Four producers reported 0 transactions.

Patient and Caregiver Purchases:

- A review of the data this quarter revealed one producer reported exceeding the Adequate Supply definition by selling more than 230 units/8 ounces of usable cannabis to a qualified patient or primary caregiver in a 90 day period. In addition, producers reported three qualified patients exceeded the Adequate Supply definition by purchasing more than 230 units/8 ounces during a 90 day period.

Let me know if you have any questions.

Thank you for your continued support and service to the qualified patients of New Mexico.