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May 21, 2013

To: Licensed Non-Profit Producers

From: Ken Groggel, Manager *KG*  
Medical Cannabis Program

Re: First Quarter Report Summary

The following information is compiled from the quarterly data reports submitted by all LNPPs.

Patients:

- Number who purchased this quarter – 9,760. Average per LNPP – 424. High – 2233 & 1076. Low – 0 & Not Tracked. It appears that 2 LNPPs may have reported total patient sales/transactions rather than the number of individual patients who purchased. “Not Tracked” is not an accepted response. This data requirement shows all patients who purchased from the LNPP during the quarter, not the number of sales per patient.
- Average amount purchased per patient – 41 grams. High – 59.5 & 56.7. Low – 0 & 2.76. It appears there is confusion regarding the formula for this data point. It is not the average per sale. The correct calculation is: Total grams sold by the LNPP divided by the number of patients who purchased equals the average amount per patient during the quarter.

Production:

- Total plants in production – 3,104. Average per LNPP – 135. High – 150 X 11 LNPPs. Low – 0 & 87. Three producers reported having less than 100 plants.
- Total yield – 243,538 grams. Average per LNPP – 10,588. High – 34,477 & 28,792. Low – 0 X 2 LNPPs. Seven producers reported yields less than 5,000 grams.

Income:

- Total receipts - \$3,296,098.00. Average per LNPP - \$143,308.00. High - \$414,023.00 & \$359,987.00. Four producers reported total receipts over \$300,000.00. Low – 0 & \$32,891.00. Nine producers reported total receipts less than \$100,000.00.

**Expenses:**

- Gross receipts tax paid - \$237,470.00. Average per LNPP - \$10,325.00. High - \$28,981.00 & \$28,889.00. Low - 0 & \$1,771.00. Seven LNPPs reported less than \$5,000.00 in gross receipts tax paid.
- Salaries, stipends and other compensation - \$1,190,166.00. Average per LNPP - \$51,746.00. High - \$150,447.00 & \$115,462.00. Five LNPPs reported compensation over \$100,000.00. Low – 0 & \$4,247.00. Five LNPPs reported compensation less than \$20,000.00.

**Producer to Producer or Manufacturer Transactions:**

- This is a new tracking form and will be included in future reports. Thank you to everyone who completed this form for the quarter.

**Patient and Caregiver Purchases:**

- Purchases of 28 grams or more at one time – 773. High – 168 & 144. Low – Six LNPPs reported no sales of 1 ounce or more. One producer completed the form correctly. Errors included patient names, producer codes rather than MCP ID codes, partial MCP ID codes, ounces instead of grams and missing “P” or “C” to designate a patient or caregiver. We will be tracking this information closely to ensure the 6 ounce/3 month definition for an adequate supply of usable cannabis is followed by qualified patients, primary caregivers and LNPPs.

Let me know if you have any questions.

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