



Cannabis Control Board Market Update

House Committee on Government Operations

Friday, January 12, 2024

Brynn Hare, Executive Director

Adult-Use Cannabis Program Licensing Overview (Social Equity Licenses)

Total Issued Employee ID Cards: 863

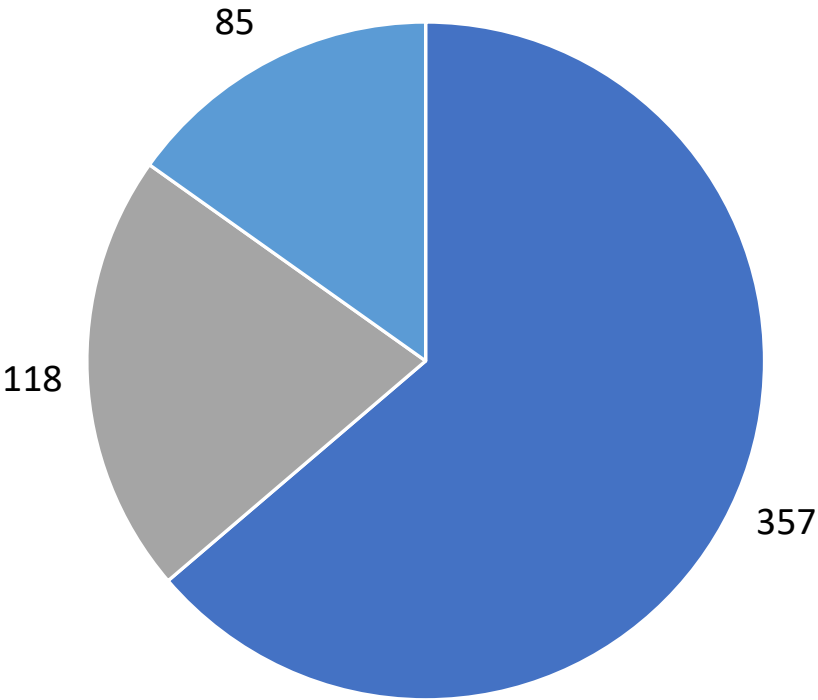
Total Issued Licenses: 560 (85)

Outdoor & Mixed Cultivation	Indoor Cultivation	Manufacturing	Other
Tier 1 Mixed: 97 (21) Tier 2 Mixed: 17 (2) Tier 3 Mixed: 7 (1) Tier 4 Mixed: 1 Tier 5 Mixed: 3 (2) Tier 1 Outdoor: 112 (6) Tier 2 Outdoor: 23 (3) Tier 3 Outdoor: 13 (4) Tier 4 Outdoor: 4 (1) Tier 5 Outdoor: 3	Tier 1 Indoor: 97 (17) Tier 2 Indoor: 14 (3) Tier 3 Indoor: 7 (4) Tier 4 Indoor: 0 Tier 5 Indoor: 1 Total Cultivators: 399 (64)	Tier 1: 11 (2) Tier 2: 55 (7) Tier 3: 9 (1) Total: 75 (11)	Retail: 73 (11) Testing Labs: 2 Wholesale: 8 (1) Integrated: 3

Adult-Use: Issued Licenses by Priority Status

KLO

Total Licenses Issued: 560



■ Standard ■ Economic Empowerment ■ Social Equity

Slide 3

KLO I have a difference of 48 between the total issued licenses and these priority status numbers but they are pulling from the same report so somethings off.

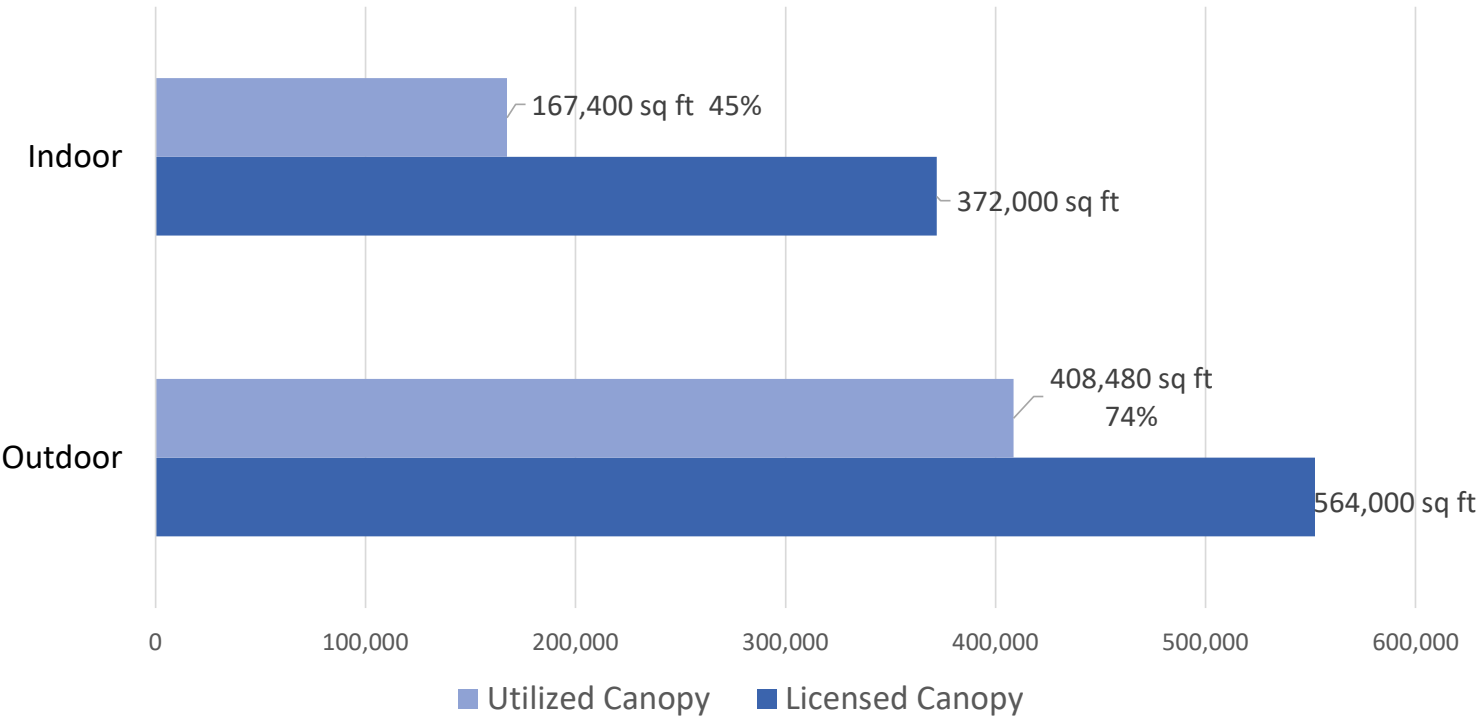
Lashua, Kimberley, 2024-01-11T21:55:35.956

KLO 0 This slide now matches.

Lashua, Kimberley, 2024-01-11T23:00:30.441

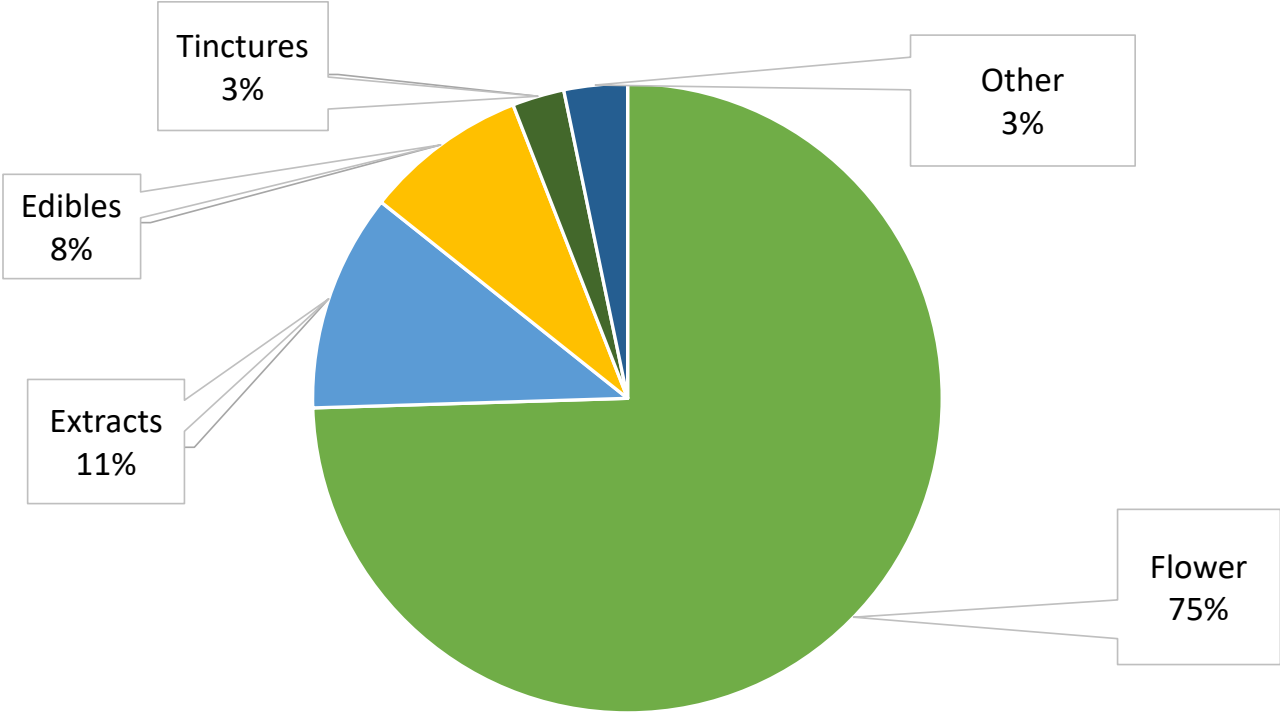
Adult-Use: Canopy Size

Licensed Canopy Square Footage Capacity vs. Utilization



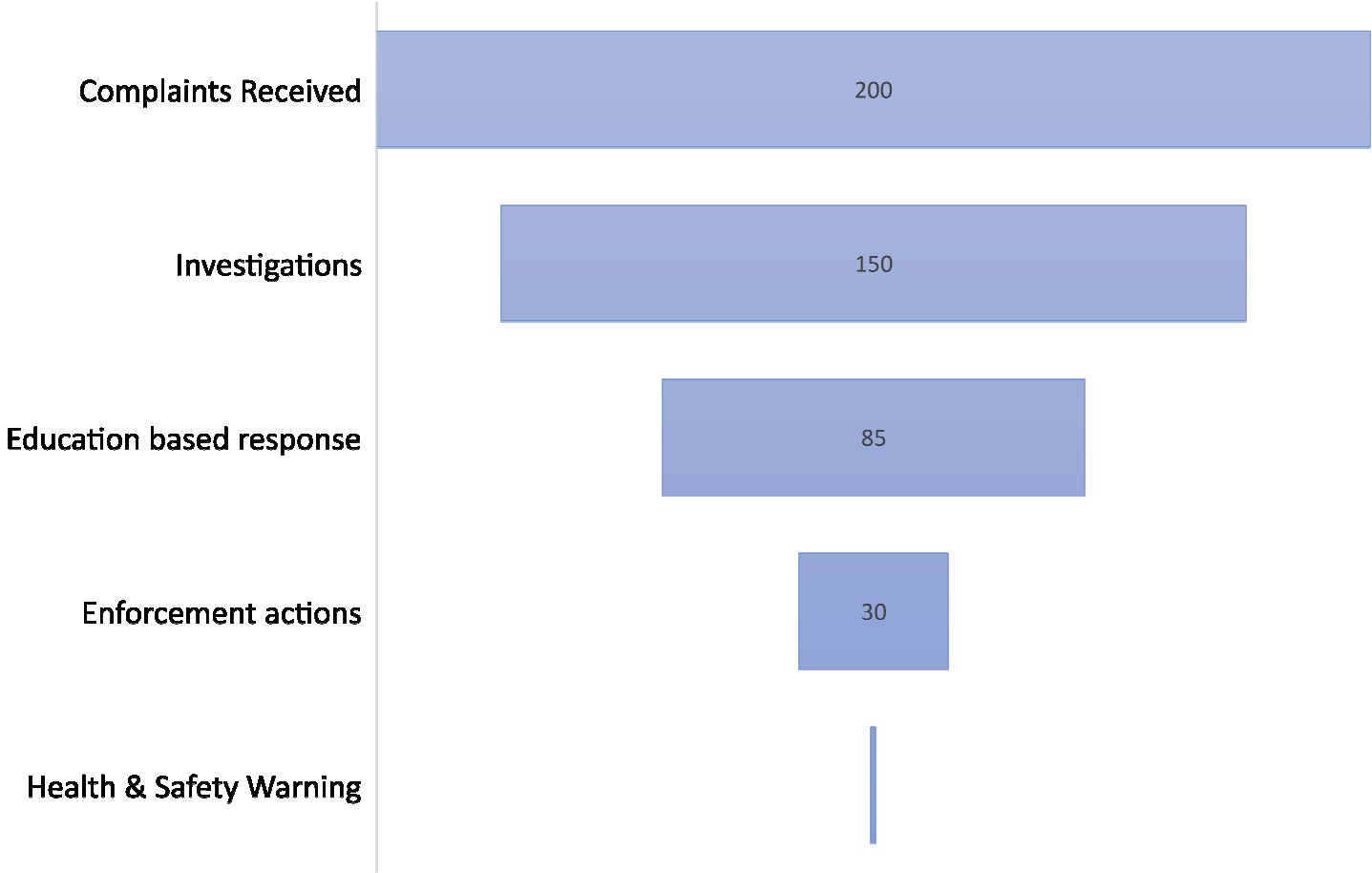
Adult-Use: Registered Products

Total Registered Products: 3,808



■ Flower ■ Extract ■ Edible ■ Tincture ■ Other

Adult-Use: Summary of Compliance Work



Adult-Use: Application Processing Times

Priority Status	Average Days from Submission to Approval for Initial Application	Average Days from Submission to Approval for Renewal Application
Standard	88	66
Social Equity	66	59

Adult-Use: Advertising Data

Total advertising submissions received and reviewed: 263

- Approved: 58%
- Denied: 40%
- Partial Approval: 2%

Reasons for denial* pursuant to 7 V.S.A. § 864:

- 45%: Insufficient data to meet 15% youth audience composition threshold
- 30%: Missing health warning
- 15%: Deceptive, false, or misleading
- 15%: Offers prize, award, or inducement to purchase
- 5%: Appealing to children
- 5%: Represents that the use of cannabis has curative effects
- 2%: Other

*There may be multiple reasons to deny a single submission.

Adult-Use: Revenue

- May 2022 – December 2023 fee revenue: \$3.75M (application, license, product registration fees and administrative penalties)
- October 2022 – October 2023
 - Taxable sales \$97.03M
 - Excise tax revenue: \$13.58M
 - Sales tax: \$5.82M

Medical Cannabis Program: 2009 - today

