

Vermont Cannabis Control Board

Report to the House Committee on Ways and Means,
the Senate Committee on Finance, and the House
and Senate Committees on Government Operations
as per Sections 4a, 11, & 13 of Act 62 (2021)

October 15, 2021



Overview

- **Background, Requirements, and Process**
- **Market Analysis**
- **State Licensing Recommendations**
- **State Fee Recommendations**
- **Costs, Revenue, and Taxes**
- **Local Fee Recommendations**

Background, Requirements, and Process

- Cannabis Control Board
- Advisory Committee
- Advisory Sub-Committees
- Consultants
- Relevant Requirements of the Fee Report
- Public Comment

Cannabis Control Board

The three-member Cannabis Control Board (CCB) was established through Act 164 of 2020 for the purpose of safely, equitably implementing and administering the laws and rules regulating adult-use cannabis (marijuana) in Vermont. It is responsible for establishing, administering, and regulating a cannabis regulatory system for commercial cannabis cultivators, wholesalers, product manufacturers, retailers and testing laboratories.



James Pepper (Chair)



Kyle Harris



Julie Hulburd

Advisory Committee

The 14-member Cannabis Control Board Advisory Committee was created to assist the Board’s mission to safely, equitably, and effectively implement and administer the laws enabling adult and medical use of cannabis in Vermont.

| Member | Statutory Position |
|---------------------------------------|---|
| Shayla Livingston | (A) expertise in public health appointed by the Governor |
| Stephanie Smith | (B) the Secretary of Agriculture, Food and Markets or designee |
| Kim Watson | (C) expertise in laboratory science or toxicology appointed by the Governor |
| Nader Hashim | (D) expertise in systemic social justice and equity issues appointed by the Speaker of the House |
| Ashley Reynolds | (E) expertise in women- and minority-owned business ownership appointed by the Speaker of the House |
| Mark Levine | (F) the Chair of the Substance Misuse Prevention Oversight and Advisory Council or designee |
| Chris Walsh | (G) expertise in the cannabis industry appointed by the Senate Committee on Committees |
| Sivan Cotel | (H) expertise in business management or regulatory compliance appointed by the Treasurer |
| Tim Wessel | (I) expertise in municipal issues appointed by the Senate Committee on Committees |
| Ingrid Jonas | (J) expertise in public safety appointed by the Attorney General |
| TJ Donovan (Designee: Julio Thompson) | (K) expertise in criminal justice reform appointed by the Attorney General |
| Billy Coster | (L) the Secretary of Natural Resources or designee |
| Jim Romanoff | (M) the Chair of the Cannabis for Symptom Relief Oversight Committee or designee |
| Meg D’Elia | (N) appointed by the Vermont Cannabis Trade Association |

Advisory Sub-Committees

The Advisory Committee is broken down into six sub-committees by issue area:

- Compliance and Enforcement
- Market Structure, Licensing, Taxes and Fees
- Medicinal Cannabis
- Public Health
- Social Equity
- Sustainability



VS STRATEGIES

Relevant Requirements of the Fee Report

Act 62 (2021), Section 4a states:

“[T]he Cannabis Control Board shall provide recommendations to the House Committee on Ways and Means, the Senate Committee on Finance, and the House and Senate Committees on Government Operations on the following:

(1) State fees to be charged and collected The recommendations shall be accompanied by information justifying the recommended rate The State fees ... shall be projected to be sufficient to fund the duties of the Cannabis Control Board To the extent possible, the recommend fees shall include an amount to repay over a period, not greater than 10 years, to the General Fund any application of excise taxes to the Cannabis Regulation Fund

(A) Application fees, initial annual license fees, and annual license renewal fees for each type of cannabis establishment license as provided in 7 V.S.A. § 846: cultivator, product manufacturer, wholesaler, retailer, testing laboratory, and integrated. If the Board establishes tiers within a licensing category, it shall provide a fee recommendation for each tier.

(B) Fee for a cannabis establishment identification card

(2) Whether monies expected to be generated by State fees ... are sufficient to support the ... the Board and whether any portion of the tax ... should be allocated to the Cannabis Regulation Fund

(3) Local fees to be charged and collected The recommendations shall be accompanied by information justifying the recommended rate The Board shall recommend local fees that are designed to help defray the costs incurred by municipalities in which cannabis establishments are located.”

The CCB has emphasized receiving input and feedback from Vermont residents throughout the process.

- Time is reserved for public comment at all Board meetings, Advisory Committee meetings, and Advisory Sub-Committee meetings.
 - Since the end of May, there have been 16 full Board meetings, two full Advisory Committee meetings, and 50 sub-committee meetings.
- The Board set up a process to receive public comments through its website, where it has received more than 100 substantive comments to date.

Market Analysis

- Supply and Demand Model
- Determining Cannabis Demand
- Evaluating Cannabis Supply
- Total Supply and Demand
- Total Cultivation Required to Meet Demand
- Total Projected Sales

Supply and Demand Model

VS Strategies developed a market analysis model to:

- Determine annual and seasonal cannabis demand
- Evaluate total square feet of cultivation and production volume required to meet market demand
- Project indoor and outdoor production timelines to understand seasonal trends in supply and demand

| Color Code | | | | Vermont Medical and Adult-use Market Analysis Model | | | |
|--|---|---------------------------------------|--|--|---------------------|---------------------|---------------------|
| Adjustable Assumptions | | Intermediate Results | | Vermont | | | |
| Assumptions Tab | | | | Index | | | |
| Top Line Assumptions | | | | Year | | | |
| Vermont Medical Sales Begin | | Jun-13 | | Month | Jan-21 | Feb-21 | Mar-21 |
| Vermont Adult-use Sales Begin | | Oct-22 | | Total Vermont Patients | 4,692 | 4,756 | 4,859 |
| | | | | Total Vermont Consumers | 113,828 | 113,792 | 113,714 |
| Vermont Medical Demand and Sales Assumptions | | | | Total Vermont Medical Market | | | |
| Average per Patient Expenditures (\$/month) | | | | Total Regulated Medical Market (\$) | | | |
| Data from Vermont Medical Operators | | \$280 | | Cannabis Flower | \$ 573,720 | \$ 582,040 | \$ 595,101 |
| Retail Price Change per Year | | -1% | | Pre-rolls | \$ 38,248 | \$ 38,803 | \$ 39,673 |
| Per Patient Demand Change per Year | | 2% | | Concentrates | \$ 50,997 | \$ 51,737 | \$ 52,898 |
| Wholesale Price Change per Year | | 0% | | Vaporizer Pens | \$ 280,485 | \$ 284,553 | \$ 290,938 |
| Category Breakdown | | Per Patient per Month Expenditures | | Edible Products | \$ 293,235 | \$ 297,487 | \$ 304,163 |
| Cannabis Flower | 45% | \$126 | | Topical Products | \$ 25,499 | \$ 25,868 | \$ 26,449 |
| Pre-rolls | 3% | \$8 | | Other Accessories | \$ 12,749 | \$ 12,934 | \$ 13,224 |
| Concentrates | 4% | \$11 | | Total Vermont Medical Market | \$ 1,274,934 | \$ 1,293,422 | \$ 1,322,448 |
| Vaporizer Pens | 22% | \$62 | | Total Regulated Medical Demand (grams or units) | | | |
| Edible Products | 23% | \$64 | | Cannabis Flower | 49,839 | 50,605 | 51,780 |
| Topical Products | 2% | \$6 | | Pre-rolls | 3,398 | 3,450 | 3,530 |
| Other Accessories | 1% | \$3 | | Concentrates | 1,812 | 1,840 | 1,883 |
| Total | 100% | \$280 | | Vaporizer Pens | 6,796 | 6,901 | 7,061 |
| Category Breakdown | Initial Demand per Month (grams or units) | Initial per Unit Price (gram or unit) | | Edible Products | 13,592 | 13,801 | 14,122 |
| Cannabis Flower | 11.00 | \$11.45 | | Topical Products | 1,133 | 1,150 | 1,177 |
| Pre-rolls | 0.75 | \$11.20 | | Other Accessories | 1,510 | 1,533 | 1,569 |
| Concentrates | 0.40 | \$28.00 | | | | | |
| Vaporizer Pens | 1.50 | \$41.07 | | | | | |
| Edible Products | 3.00 | \$21.47 | | | | | |
| Topical Products | 0.25 | \$22.40 | | | | | |
| Other Accessories | 0.33 | \$8.40 | | | | | |
| Vermont Adult-use Demand and Sales Assumptions | | | | Total Vermont Adult-use Market | | | |
| Retail Price Change per Year | | | | Total Adult-use Cannabis Consumers | | | |
| Per Adult-use Consumer Demand Change per Year | | -8% | | Vermont | 113,828 | 113,792 | 113,714 |
| Tourist Grams and Equivalent per Day | | 1.00 | | Border Consumers - 1 | | | |
| | | | | Maine | 0 | 0 | 0 |
| | | | | Massachusetts | 0 | 0 | 0 |
| | | | | New Hampshire | 4,759 | 5,561 | 6,285 |
| | | | | New York | 10,137 | 11,845 | 13,388 |
| | | | | Border Consumers - 2 | | | |
| | | | | Maine | 0 | 0 | 0 |

A Complex Array of Data Sources

Multiple data sources and intermediate models were combined to create the primary market models and municipal-level adjustable market analysis.

Vermont Medical and Adult-use Cannabis Supply and Demand Model

[Index](#)

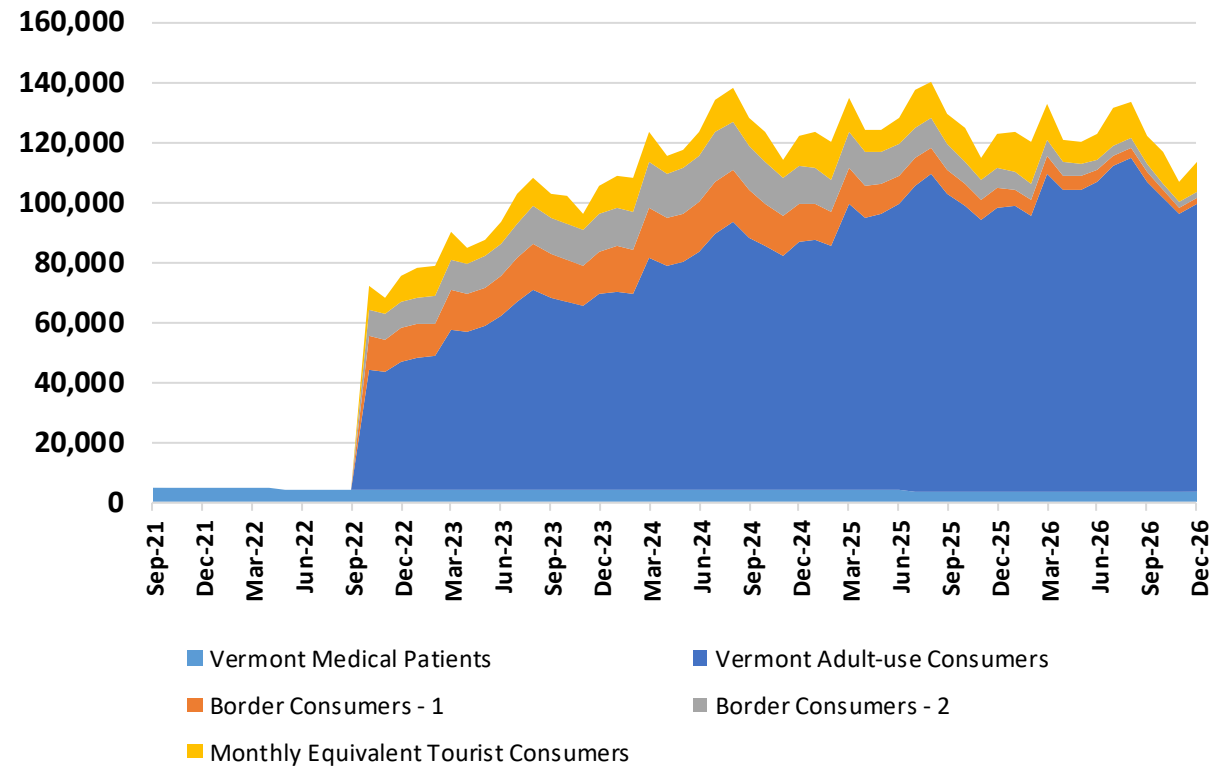
| <i>Annual Key Results</i> | <i>Primary Market Analysis Model</i> | <i>Addressable Market</i> | <i>Cultivation</i> | <i>Tourism</i> | <i>Consumer and Population Projections</i> | <i>Other Data Tabs</i> |
|---|--|---|--|---|---|--|
| Vermont Annual Results and Key Data | Vermont Medical and Adult-use Market Analysis Model | Addressable Market of Past Month Cannabis Consumers | Vermont Medical and Adult-use Indoor Cultivation Schedule | Vermont County and Seasonal Cannabis Tourism Model | Vermont Municipal-Level Cannabis Consumer Projection | Vermont Medical Cannabis Patient Registration |
| Vermont Medical and Adult-use Market Graphs | Links to Sections Within Primary Market Analysis Model | Vermont Border County and Market Capture Analysis | Random Cultivation Start Date Generator - Indoor Cultivation | Vermont Tourism Spending Analysis by County By Month | Vermont Municipal-Level Population Data and Projections | Established Market Seasonal Trend Analysis |
| | Total Vermont Medical Market | | Random Cultivation Start Date Generator - Greenhouse Cultivation | Vermont Tourist Expenditures by Metropolitan Area and Frequency | Vermont and Border County Consumer Projection | Vermont Hemp Data |
| | Total Vermont Adult-use Market | | | | Vermont and Border County Population Data and Projections | Vermont and Neighboring States Home Cultivation Analysis |
| | Total Vermont Medical and Adult-use Market | | | | | Vermont Medical Cannabis Dispensary Locations |
| | Vermont Indoor Cultivation | | | | | Vermont Population Data |
| | Vermont Greenhouse Cultivation | | | | | Vermont and Border County NSDUH Substate Regions (2016-2018) |
| | Combined Inventory Allocation from Both Cultivation Facilities | | | | | NSDUH Substate Data (2016-2018) |
| | Vermont Extraction | | | | | |
| | Vermont Finished Product Production | | | | | |
| | Vermont Medical Patient Dispensary Retail Sales | | | | | |
| | Vermont Adult-use Store Retail Sales | | | | | |
| | Supply and Demand Analysis | | | | | |
| | Medical and Adult-use Finished Product Retail Sales and Taxes | | | | | |
| | Medical and Adult-use Retail Sales by Storefront | | | | | |

Determining Cannabis Demand

Estimate the number of cannabis consumers seasonally within multiple consumer categories:

- Resident Medical Patients
- Resident Adult-use Consumers
- Business and Leisure Tourists
- Border Tourists

Composition of Vermont Medical and Adult-use Cannabis Consumers



Process to Determine Cannabis Demand

- Utilized Vermont county and municipal level population projections from Vermont Center for Geographic Information.
- Overlaid state and sub-state past month and past year cannabis use frequency data from the federal National Survey on Drug Use and Health (NSDUH) administered by the Substance Abuse and Mental Health Services Administration.
- Analyzed seasonal tourism data from Vermont Agency of Commerce and Community Development to evaluate non-Vermont resident cannabis consuming tourists on a seasonal basis.
- Integrated seasonal demand trends from existing cannabis markets in Colorado, Oregon, and Washington to show month to month shifts in consumer spending.
- Calculated cannabis expenditures by consumer cohort using NSDUH data for intra-past month use frequency and an analogue for price per ounce.
- Projected product category specific market share using data from Vermont medical sales and other regulated northeast cannabis markets.

Evaluating Cannabis Supply

- The model utilizes two types of cultivation:
 - *Indoor and light-supplemented greenhouses* – Allow flowering plants to be harvested all year
 - *Outdoor and basic greenhouses* – Only use the light from the sun resulting in one harvest per year
- The Cannabis Control Board controls when cultivators receive licenses but not when they complete their construction or harvest plants.
 - The model incorporates a degree of randomness to highlight the complexities of harvest coming to the regulated market from cultivators at different times.

Modeling Cannabis Cultivation

| Vermont Medical and Adult-use Indoor Cultivation Schedule | | | | Days | 2 | 12/31/22 | - | 1/6/23 | 1/7/23 | - | 1/13/23 | 1/14/23 | - | 1/20/23 | 1/21/23 | - | 1/27/23 | 1/28/23 | - | 2/3/23 | 2/4/23 | - | 2/10/23 | 2/11/23 | - | 2/17/23 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------|----------------|--------------------|--------------|---------------|----------|------|-----------|--------|-----|---------|---------|-----|---------|---------|-----|---------|---------|-----|--------|--------|-----|---------|---------|-----|---------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| | | | | Week | 53 | | | | 54 | | | | 55 | | | | 56 | | | | 57 | | | | 58 | | | | 59 | | | | | | | | | | | | | | | | | | | | | | | | | |
| Index | | | | Start Day | 364 | 365 | 366 | 367 | 368 | 369 | 370 | 371 | 372 | 373 | 374 | 375 | 376 | 377 | 378 | 379 | 380 | 381 | 382 | 383 | 384 | 385 | 386 | 387 | 388 | 389 | 390 | 391 | 392 | 393 | 394 | 395 | 396 | 397 | 398 | 399 | 400 | 401 | 402 | 403 | 404 | 405 | 406 | 407 | 408 | 409 | 410 | 411 | 412 | 413 |
| | | | | Weekday | F | S | Su | M | T | W | Th | F | S | Su | M | T | W | Th | F | S | Su | M | T | W | Th | F | S | Su | M | T | W | Th | F | S | Su | M | T | W | Th | F | S | Su | M | T | W | Th | F | S | Su | M | T | W | Th | F |
| | | | | Cycle Number | Grow Facility | # | Freq | Start Day | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Licensing Assumptions | Start | End | Number of Months | Cycle 1 | Grow Facility | 1 | - | 109 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Cultivation Licensing Date Range | Jan-22 | Jul-23 | 18 | Cycle 2 | Grow Facility | 2 | 19 | 128 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time for Licensing (months) | 1 | | Licenses per Month | Cycle 3 | Grow Facility | 3 | 16 | 144 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Number of Cultivators | 200 | | 11 | Cycle 4 | Grow Facility | 4 | 4 | 148 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | Cycle 5 | Grow Facility | 5 | 15 | 163 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| From Final License to Start Planting | Low | High | Average | Cycle 6 | Grow Facility | 6 | 16 | 179 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time Range (months) - Normal | 4 | 12 | 8 | Cycle 7 | Grow Facility | 7 | 28 | 207 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time Range (months) - Outlier | 2 | 18 | | Cycle 8 | Grow Facility | 8 | 3 | 210 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Low - Outlier | High - Outlier | Normal Range | Cycle 9 | Grow Facility | 9 | 9 | 219 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Percentage of Licenses | 17% | 17% | 67% | Cycle 10 | Grow Facility | 10 | 7 | 226 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Cultivation Facility Assumptions | | | | Cycle 11 | Grow Facility | 11 | 0 | 226 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Date | Jan-22 | Jan-23 | Jan-25 | Cycle 12 | Grow Facility | 12 | 3 | 229 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SQFT of Flowering Space | 360,000 | 360,000 | 360,000 | Cycle 13 | Grow Facility | 13 | 9 | 238 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Canopy per Cultivator | 1,800 | 1,800 | 1,800 | Cycle 14 | Grow Facility | 14 | 3 | 241 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Frequency of Cultivation (days) | 128 | 128 | 128 | Cycle 15 | Grow Facility | 15 | 5 | 246 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | Cycle 16 | Grow Facility | 16 | 4 | 250 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | Cycle 17 | Grow Facility | 17 | 4 | 254 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stage | Color | Number of Days | Number of Weeks | Cycle 18 | Grow Facility | 18 | 2 | 256 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Starting Clones | | 21 | 3.00 | Cycle 19 | Grow Facility | 19 | 18 | 274 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Continual Cut Clones | | 21 | 3.00 | Cycle 20 | Grow Facility | 20 | 4 | 278 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Vegetation | | 42 | 6.00 | Cycle 21 | Grow Facility | 21 | 2 | 280 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Flower | | 63 | 9.00 | Cycle 22 | Grow Facility | 22 | 6 | 286 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Harvest/Clean | | 2 | 0.29 | Cycle 23 | Grow Facility | 23 | 1 | 287 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Dry | | 14 | 2.00 | Cycle 24 | Grow Facility | 24 | 0 | 287 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Trim | | 7 | 1.00 | Cycle 25 | Grow Facility | 25 | 9 | 296 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Cure/Test | | 7 | 1.00 | Cycle 26 | Grow Facility | 26 | 0 | 296 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Package | | 4 | 0.57 | Cycle 27 | Grow Facility | 27 | 1 | 297 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Release | | 1 | 0.14 | Cycle 28 | Grow Facility | 28 | 9 | 306 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | Cycle 29 | Grow Facility | 29 | 5 | 311 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Initial Cycle | | 161 | 23.00 | Cycle 30 | Grow Facility | 30 | 0 | 311 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Full Cycle | | 161 | 23.00 | Cycle 31 | Grow Facility | 31 | 0 | 311 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Initial Cycle Cultivation Through Harvest | | 128 | 18.29 | Cycle 32 | Grow Facility | 32 | 8 | 319 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Cultivation Through Harvest | | 128 | 18.29 | Cycle 33 | Grow Facility | 33 | 4 | 323 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Initial Cycle Cultivation Through Cure | | 156 | 22.29 | Cycle 34 | Grow Facility | 34 | 8 | 331 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Cultivation Through Cure | | 156 | 22.29 | Cycle 35 | Grow Facility | 35 | 2 | 333 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | Cycle 36 | Grow Facility | 36 | 1 | 334 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | Cycle 37 | Grow Facility | 37 | 4 | 338 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | Cycle 38 | Grow Facility | 38 | 2 | 340 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | Cycle 39 | Grow Facility | 39 | 2 | 342 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | Cycle 40 | Grow Facility | 40 | 7 | 349 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

Harvest and Extraction Yield

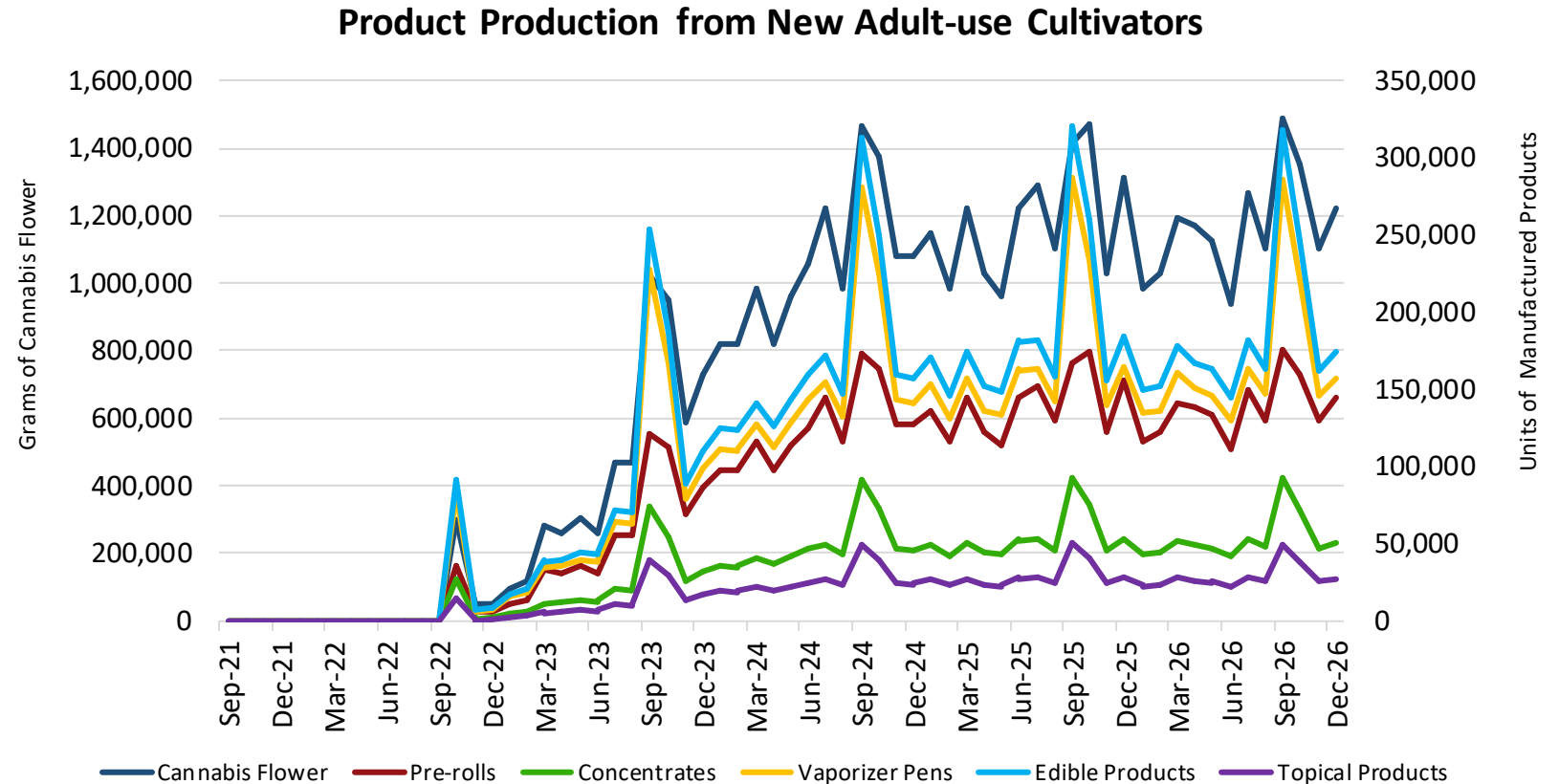
- Cannabis cultivation and supply is evaluated based on yield per square feet of flowering canopy.
 - $\text{Total grams of cannabis harvested from flowering plants} \div \text{the area of flowering plants harvested}$
- Cannabis is then extracted raw for high-end vaporizer cartridges or dried and separated into flower and trim for use in inhalable, ingestible, or topical forms.
- Cannabis allocated for extraction is first turned to concentrate and then divided among different types of manufactured products.

Product Production for Retail Supply

- Harvested cannabis is turned into six primary product categories:

- Cannabis Flower
- Pre-rolls
- Concentrates
- Vaporizer Pens
- Edible Products
- Topical Products

- Each of these categories will have dozens to hundreds of different retail product varieties.

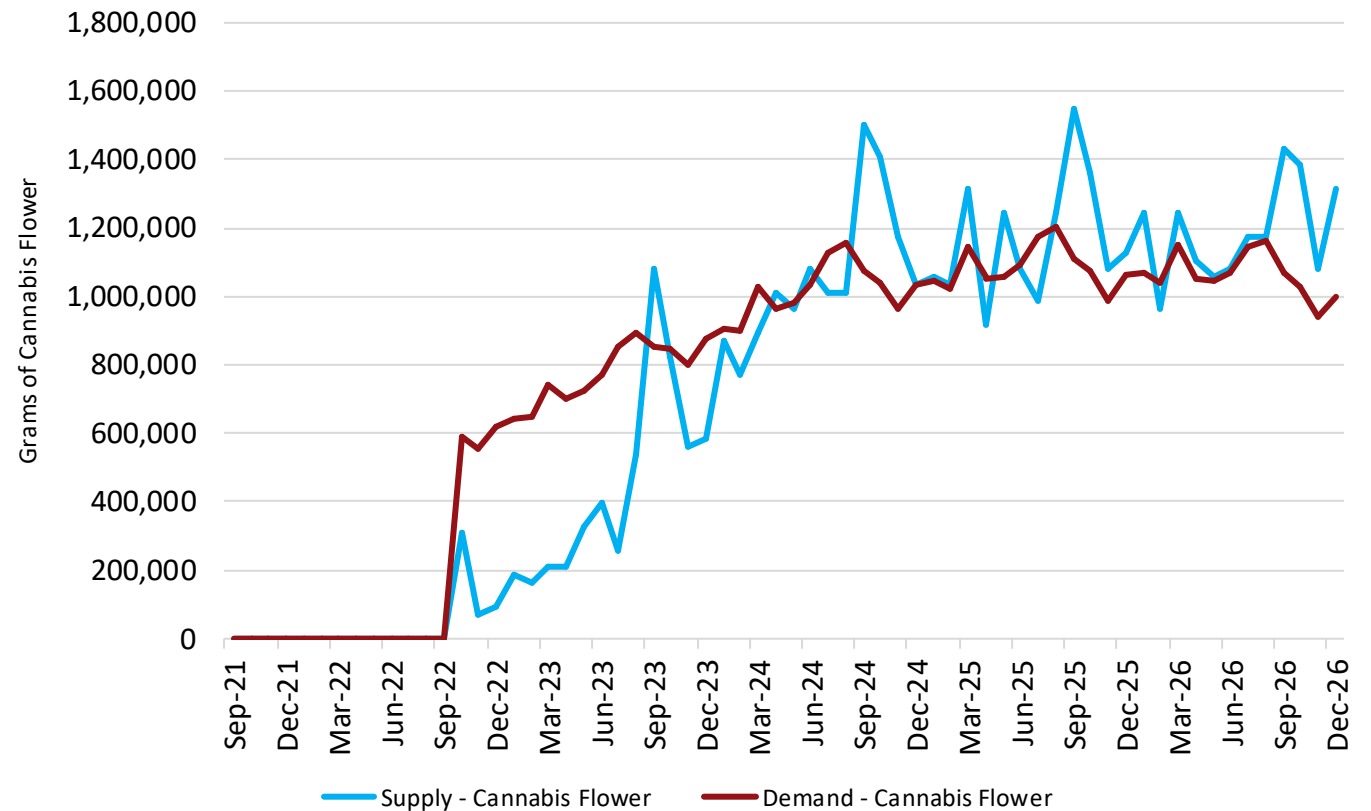


Total Supply and Demand

- Supply and demand are evaluated on a product category basis.
- Supply in Vermont will vary based on the total square feet of cultivation, month, harvest yield, extraction efficiency, and allocation of oil to manufactured products.

Supply and Demand for Cannabis Flower in Vermont

Total Supply from new Cultivators vs Medical and Adult-use Demand



Total Cultivation Required to Meet Demand

- Assuming approximately 20% of cultivation comes from outdoor cultivation with one harvest per year, Vermont will likely require 400,000–500,000 square feet of flowering canopy.
- Flowering canopy typically makes up 40%–60% of a cultivation facility’s premises.
- The following tables show the total balance of seasonal supply and demand with 450,000 square feet of flowering canopy and 20% outdoor.
- While seasonal outdoor supply will surpass demand in the fall, inventory can be stored over time to meet consumer needs in the winter and spring.

| Assumptions Tab | | | 2024 | | | | | | | | | | | | |
|-------------------------------|---------------------|--------|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Top Line Assumptions | | | Year | Jan-24 | Feb-24 | Mar-24 | Apr-24 | May-24 | Jun-24 | Jul-24 | Aug-24 | Sep-24 | Oct-24 | Nov-24 | Dec-24 |
| Vermont Medical Sales Begin | | Jun-13 | Total Vermont Patients | 4,241 | 4,223 | 4,206 | 4,189 | 4,172 | 4,155 | 4,138 | 4,120 | 4,103 | 4,087 | 4,070 | 4,053 |
| Vermont Adult-use Sales Begin | | Oct-22 | Total Vermont Consumers | 115,256 | 115,301 | 115,343 | 115,389 | 115,432 | 115,477 | 115,521 | 115,566 | 115,611 | 115,654 | 115,699 | 115,742 |
| | | | Percentage of Regulated Vermont Market Capable of Being Served with Produced Inventory | | | | | | | | | | | | |
| | | | Cannabis Flower | 83.0% | 96.4% | 91.3% | 92.4% | 85.9% | 115.8% | 87.4% | 101.3% | 123.0% | 143.4% | 114.2% | 115.5% |
| | | | Pre-rolls | 87.5% | 101.6% | 96.0% | 97.3% | 90.4% | 121.7% | 91.7% | 106.3% | 129.1% | 150.7% | 120.2% | 121.4% |
| | | | Concentrates | 91.2% | 100.0% | 92.2% | 94.3% | 97.7% | 114.5% | 93.2% | 99.2% | 202.4% | 173.1% | 119.3% | 113.8% |
| | | | Vaporizer Pens | 92.9% | 101.9% | 94.1% | 96.1% | 99.6% | 116.9% | 95.1% | 101.3% | 206.7% | 176.6% | 121.7% | 116.1% |
| | | | Edible Products | 97.8% | 107.3% | 99.7% | 101.6% | 105.5% | 124.0% | 101.3% | 108.1% | 219.8% | 187.6% | 128.7% | 123.3% |
| | | | Topical Products | 97.0% | 106.4% | 98.2% | 100.4% | 104.0% | 122.0% | 99.3% | 105.8% | 215.8% | 184.4% | 127.0% | 121.3% |
| | | | Percentage of Vermont Medical and Adult-use Market Capable of Being Served with Produced Inventory | | | | | | | | | | | | |
| | | | <i>Shelf Life Adjusted Rolling Average</i> | | | | | | | | | | | | |
| | | | Cannabis Flower | 83.4% | 84.9% | 87.3% | 90.8% | 91.4% | 96.6% | 95.4% | 97.6% | 106.5% | 113.0% | 120.1% | 124.2% |
| | | | Pre-rolls | 88.0% | 89.5% | 91.9% | 95.6% | 96.2% | 101.6% | 100.2% | 102.5% | 111.8% | 118.6% | 126.1% | 130.5% |
| | | | Concentrates | 100.4% | 106.5% | 112.0% | 97.1% | 96.4% | 97.6% | 98.7% | 113.7% | 125.1% | 128.3% | 130.4% | |
| | | | Vaporizer Pens | 102.2% | 108.5% | 114.1% | 99.0% | 93.5% | 98.2% | 99.6% | 100.7% | 116.0% | 127.6% | 131.0% | 133.1% |
| | | | Edible Products | 97.2% | 102.5% | 106.3% | 110.7% | 116.1% | 106.8% | 101.9% | 104.0% | 119.1% | 128.9% | 130.9% | 133.5% |
| | | | Topical Products | 79.9% | 85.0% | 89.2% | 94.2% | 98.7% | 103.5% | 105.9% | 109.0% | 122.0% | 120.9% | 119.6% | 121.7% |
| Product Category | Shelf Life (Months) | | | | | | | | | | | | | | |
| Cannabis Flower | 3 | | | | | | | | | | | | | | |
| Pre-rolls | 3 | | | | | | | | | | | | | | |
| Concentrates | 6 | | | | | | | | | | | | | | |
| Vaporizer Pens | 6 | | | | | | | | | | | | | | |
| Edible Products | 8 | | | | | | | | | | | | | | |
| Topical Products | 12 | | | | | | | | | | | | | | |

Indoor vs. Outdoor Cultivation

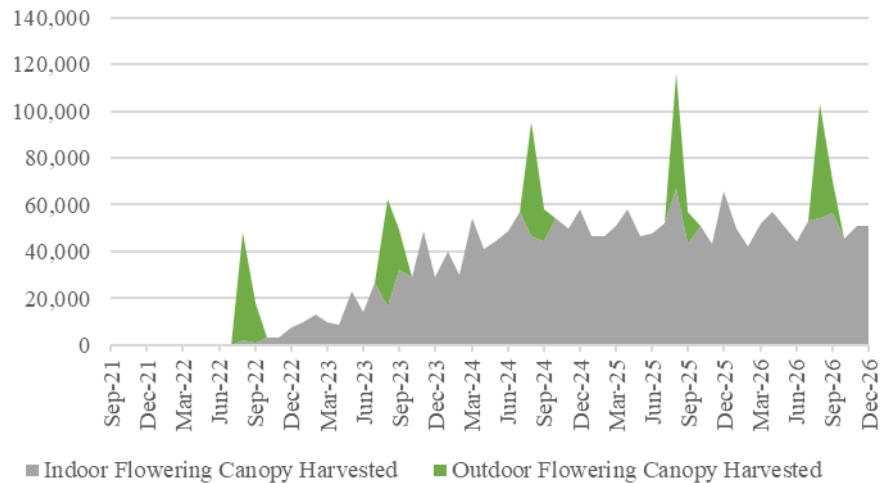
- Outdoor cultivation produces less total biomass per square feet per year since Vermont’s climate only allows for one early fall harvest.
- Outdoor harvests come on the market in the fall before the ski season starts when demand is lowest.
- The same 450,000 square feet of cultivation would result in summer shortages if 50% of square feet were allocated for outdoor cultivators.
- While it is possible to supply the market with a greater percentage of outdoor cultivation, doing so may result in larger seasonal supply swings and a less stable market for growers

| Assumptions Tab | | | 2024 | | | | | | | | | | | | |
|-------------------------------|---------------------|--------|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Top Line Assumptions | | | Year | Jan-24 | Feb-24 | Mar-24 | Apr-24 | May-24 | Jun-24 | Jul-24 | Aug-24 | Sep-24 | Oct-24 | Nov-24 | Dec-24 |
| Vermont Medical Sales Begin | | Jun-13 | Total Vermont Patients | 4,241 | 4,223 | 4,206 | 4,189 | 4,172 | 4,155 | 4,138 | 4,120 | 4,103 | 4,087 | 4,070 | 4,053 |
| Vermont Adult-use Sales Begin | | Oct-22 | Total Vermont Consumers | 115,256 | 115,301 | 115,343 | 115,389 | 115,432 | 115,477 | 115,521 | 115,566 | 115,611 | 115,654 | 115,699 | 115,742 |
| | | | Percentage of Regulated Vermont Market Capable of Being Served with Produced Inventory | | | | | | | | | | | | |
| | | | Cannabis Flower | 56.7% | 58.6% | 45.7% | 62.3% | 65.6% | 56.8% | 62.4% | 57.0% | 185.9% | 100.1% | 66.8% | 69.4% |
| | | | Pre-rolls | 59.8% | 61.8% | 48.0% | 65.6% | 69.0% | 59.7% | 65.5% | 59.8% | 195.2% | 105.1% | 70.3% | 72.9% |
| | | | Concentrates | 59.9% | 58.1% | 50.1% | 64.3% | 68.6% | 58.8% | 64.0% | 59.8% | 241.9% | 196.9% | 69.9% | 71.8% |
| | | | Vaporizer Pens | 61.0% | 59.1% | 51.1% | 65.6% | 70.0% | 60.0% | 61.1% | 246.9% | 201.0% | 71.3% | 73.3% | |
| | | | Edible Products | 64.3% | 62.3% | 54.2% | 69.3% | 74.0% | 63.7% | 69.7% | 65.1% | 262.5% | 213.4% | 75.4% | 77.8% |
| | | | Topical Products | 63.7% | 61.8% | 53.4% | 68.4% | 73.0% | 62.7% | 68.3% | 63.8% | 257.8% | 209.8% | 74.4% | 76.5% |
| | | | Percentage of Vermont Medical and Adult-use Market Capable of Being Served with Produced Inventory | | | | | | | | | | | | |
| | | | <i>Shelf Life Adjusted Rolling Average</i> | | | | | | | | | | | | |
| Product Category | Shelf Life (Months) | | Cannabis Flower | 63.5% | 51.4% | 51.4% | 55.6% | 57.9% | 57.4% | 61.7% | 60.3% | 89.9% | 100.1% | 102.5% | 107.0% |
| | | 3 | Pre-rolls | 67.0% | 54.2% | 54.1% | 58.6% | 60.9% | 60.4% | 64.9% | 63.4% | 94.4% | 105.1% | 107.7% | 112.4% |
| | | 6 | Concentrates | 103.1% | 106.6% | 107.2% | 77.7% | 57.1% | 58.6% | 60.6% | 60.5% | 87.3% | 108.0% | 108.7% | 108.9% |
| | | 6 | Vaporizer Pens | 104.9% | 108.6% | 109.2% | 79.2% | 58.2% | 59.7% | 61.8% | 89.1% | 110.2% | 110.9% | 111.1% | |
| | | 8 | Edible Products | 94.0% | 96.9% | 97.6% | 101.2% | 104.6% | 79.8% | 62.7% | 64.2% | 88.4% | 104.8% | 105.8% | 108.4% |
| | | 12 | Topical Products | 74.3% | 76.5% | 78.3% | 81.4% | 83.6% | 85.4% | 87.1% | 88.7% | 106.7% | 102.5% | 91.4% | 92.8% |

Indoor vs. Outdoor Cultivation (cont.)

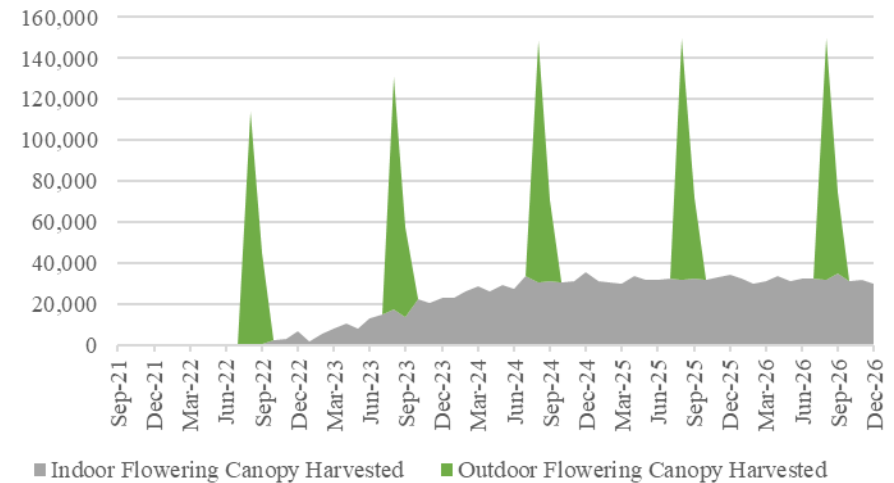
- 450,000 square feet with **20% grown outdoor**

Square Feet of Indoor and Greenhouse Flowering Canopy Harvested Each Month



- 450,000 square feet with **50% grown outdoor**

Square Feet of Indoor and Greenhouse Flowering Canopy Harvested Each Month



Total Projected Sales

| <i>Vermont Annual Results and Key Data</i> | | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | |
|--|--|---|---------------------|----------------------|----------------------|----------------------|----------------------|---------------|
| <u>Index</u> | | | | | | | | |
| Medical and Adult-use Retail Sales | Medical Dispensary Finished Products and Accessories Sold Retail | | | | | | | |
| | Cannabis Flower | \$6,838,666 | \$6,609,148 | \$6,354,401 | \$6,108,927 | \$5,873,354 | \$5,646,968 | |
| | Pre-rolls | \$455,911 | \$440,610 | \$423,627 | \$407,262 | \$391,557 | \$376,465 | |
| | Concentrates | \$607,881 | \$587,480 | \$564,836 | \$543,016 | \$522,076 | \$501,953 | |
| | Vaporizer Pens | \$3,343,348 | \$3,231,139 | \$3,106,596 | \$2,986,587 | \$2,871,417 | \$2,760,740 | |
| | Edible Products | \$3,495,318 | \$3,378,009 | \$3,247,805 | \$3,122,341 | \$3,001,936 | \$2,886,228 | |
| | Topical Products | \$303,941 | \$293,740 | \$282,418 | \$271,508 | \$261,038 | \$250,976 | |
| | Other Accessories | \$151,970 | \$146,870 | \$141,209 | \$135,754 | \$130,519 | \$125,488 | |
| | Total Retail Sales of Medical Finished Products | \$15,197,036 | \$14,686,996 | \$14,120,892 | \$13,575,394 | \$13,051,898 | \$12,548,818 | |
| | Adult-use Finished Products and Accessories Sold Retail** | | | | | | | |
| | Cannabis Flower | \$0 | \$2,844,867 | \$47,283,629 | \$103,716,829 | \$111,005,765 | \$100,512,745 | |
| | Pre-rolls | \$0 | \$379,810 | \$5,550,094 | \$10,985,150 | \$11,563,101 | \$10,470,078 | |
| | Concentrates | \$0 | \$717,817 | \$5,246,967 | \$11,250,602 | \$11,563,101 | \$10,470,078 | |
| | Vaporizer Pens | \$0 | \$3,495,638 | \$26,267,469 | \$56,452,824 | \$57,815,503 | \$52,350,388 | |
| | Edible Products | \$0 | \$1,506,387 | \$12,343,104 | \$27,967,892 | \$27,751,441 | \$25,128,186 | |
| | Topical Products | \$0 | \$424,730 | \$3,261,408 | \$6,885,035 | \$6,937,860 | \$6,282,047 | |
| | Other Accessories | \$0 | \$740,457 | \$3,804,381 | \$4,672,029 | \$4,625,240 | \$4,188,031 | |
| | Total Retail Sales of Adult-use Finished Products | \$0 | \$10,109,707 | \$103,757,052 | \$221,930,360 | \$231,262,011 | \$209,401,553 | |
| | <i>**Adjusted so total sales are reduced in months where supply does not meet total demand</i> | | | | | | | |
| | | | | | | | | |
| | | Combined Medical and Adult-use Finished Products and Accessories Sold Retail | | | | | | |
| | | Cannabis Flower | \$6,838,666 | \$9,454,015 | \$53,638,030 | \$109,825,756 | \$116,879,119 | \$106,159,713 |
| | | Pre-rolls | \$455,911 | \$820,420 | \$5,973,721 | \$11,392,411 | \$11,954,657 | \$10,846,542 |
| | | Concentrates | \$607,881 | \$1,305,297 | \$5,811,802 | \$11,793,618 | \$12,085,176 | \$10,972,030 |
| | | Vaporizer Pens | \$3,343,348 | \$6,726,778 | \$29,374,065 | \$59,439,410 | \$60,686,920 | \$55,111,128 |
| | | Edible Products | \$3,495,318 | \$4,884,396 | \$15,590,909 | \$31,090,232 | \$30,753,378 | \$28,014,414 |
| | | Topical Products | \$303,941 | \$718,470 | \$3,543,826 | \$7,156,543 | \$7,198,898 | \$6,533,023 |
| | Other Accessories | \$151,970 | \$887,327 | \$3,945,590 | \$4,807,783 | \$4,755,759 | \$4,313,519 | |
| | Total Retail Sales of Medical and Adult-use Finished Products | \$15,197,036 | \$24,796,703 | \$117,877,944 | \$235,505,754 | \$244,313,908 | \$221,950,371 | |

State Licensing Recommendations

- Goals and Objectives
- License Type and Fee Requirements
- Other Relevant Statutory Requirements
- Initial License Type Recommendations
- Potential Future License Types

Goals and Objectives

The CCB's license and fee recommendations are designed to foster a legal cannabis market that reflects Vermont's culture and embraces its strengths.

- To promote sustainability, they encourage outdoor cultivation where possible.
- To promote an equitable and accessible industry, they include license types focused on providing access to:
 - small cultivators;
 - individuals operating in the legacy market; and
 - individuals from communities disproportionately impacted by harmful government policies, including cannabis prohibition.
- The Board believes its initial license type recommendations will begin the process of creating an equitable market, and that additional license types and tiers, which will be discussed in a later report, could further this goal immensely.

License Type and Fee Requirements

- Required license types:
 - Cultivators
 - Product manufacturers
 - Wholesalers
 - Retailers
 - Testing laboratories
 - Integrated
- The Board needed to tier the following license types and may tier other license types:
 - Cultivators
 - Retailers
- The Board must recommend state fees to be charged, including application fees, initial annual license fees, and annual license renewal fees for each type of cannabis establishment license.

Other Relevant Statutory Requirements

- The Board needs to propose a plan for reducing or eliminating licensing fees for individuals from communities that have historically been disproportionately impacted by cannabis prohibition or individuals directly and personally impacted by cannabis prohibition.
- Integrated licenses are defined and limited in statute to the existing medical businesses.
- Integrated licensees face a statutory \$50,000 fee to the Cannabis Business Development Fund.
- “Small cultivator” is defined as a tier in statute as “a cultivator with a plant canopy or space for cultivating plants for breeding stock of not more than 1,000 square feet.”
- “Plant canopy” is defined in statute as “the square footage dedicated to live plant production and does not include areas such as office space or areas used for storage of fertilizer, pesticides, or other products.”

Initial License Type Recommendations

Cultivation*

- 6 Outdoor Tiers
- 6 Indoor Tiers
- 1 Mixed Tier

Retail

- 2 Tiers

Manufacturing

- 2 Tiers

Other License Types

- Wholesaler
- Testing Laboratory
- Integrated

* Outdoor cultivation vs. indoor cultivation is differentiated by whether flowering plants receive a light cycle that is different from the normal rise and fall of the sun.

Cultivation License Tiers

Outdoor

| Tier | Max Sq Ft of Total Canopy |
|------|---------------------------|
| 1 | 1,000 |
| 2 | 2,500 |
| 3 | 5,000 |
| 4 | 10,000 |
| 5 | 20,000 |
| 6* | 37,500 |

Indoor

| Tier | Max Sq Ft of Total Canopy |
|------|---------------------------|
| 1 | 1,000 |
| 2 | 2,500 |
| 3 | 5,000 |
| 4 | 10,000 |
| 5 | 15,000 |
| 6** | 25,000 |

* Outdoor Tier 6 is designed to fall within existing land use regulations for cultivation of under an acre.

** Indoor Tier 6 licenses shall not be available initially. If additional supply is need, the Board may choose to allow existing cultivators to expand to Indoor Tier 6 or allow applications for Indoor Tier 6 licenses at some point in the future.

Mixed Tier Licenses

- While most tiers are designated either outdoor or indoor, the Board is proposing one license targeted at small businesses and farmers that will allow both indoor and outdoor cultivation under one license.
- This tier would allow license holders to have an indoor cultivation space of up to 1,000 square feet AND grow up to 50 plants outdoors at the same licensed premise.
- Licensees would have the flexibility to grow how they choose and the ability to continue cultivation during the winter when outdoor growing in Vermont is impossible.

Retail License Tiers

| Tier | Nature of business |
|---------------------|--|
| Retail – Storefront | A traditional retail location that sells cannabis and cannabis products to consumers. A Retail – Storefront licensee may also sell all products a Retail – Nursery may sell. |
| Retail – Nursery | Enables the licensee to sell seeds and clones to home cultivators or other licensees. Could be a stand-alone business or could be held by an existing nursery or other business, provided all other regulatory requirements are met. |

Manufacturing License Tiers

| Tier | Nature of business |
|----------------------|---|
| Manufacture – Tier 1 | Enables the licensee to process and manufacture cannabis in order to produce cannabis products using all allowable methods of extraction, including solvent-based extraction. Products could be sold to Retailers and other licensees but not directly to consumers. |
| Manufacture – Tier 2 | Enables the licensee to process and manufacture cannabis products like the Tier 1 license, but licensees would be prohibited from using more dangerous solvents in their extractions. Aims to be a lower-cost license for businesses that want to make infused or processed products. Licensees may purchase extract for infusing from other licensees. |

Other License Types

| Tier | Nature of business |
|--------------------|---|
| Integrated | For existing medical businesses, as defined in statute. |
| Wholesale | Allows the licensee to purchase cannabis and cannabis products from a licensee to sell to other licensees, but not directly to consumers. |
| Testing Laboratory | Allows the licensee to test cannabis and cannabis products from other licensees or from any home cultivators in the state. |

Potential Future License Types

- In addition to the tiers proposed above, there are other license types that can help build the Vermont cannabis industry in a way that stays true to the culture of the state and furthers the goal of creating an equitable and accessible market.
- These license types either need additional regulatory requirements or, in some cases, legislative authorization. The CCB will provide the legislature more information in our report due January 15, 2022, but we wanted to highlight them now because we think they can become a very important part of the market.
- The Board is discussing the following potential license types but likely will not recommend all of them in the future because some may prove to be too difficult to regulate or may be too similar to existing license types to be practicable.

Potential Future License Types

| License Type | Nature of business |
|------------------------------------|--|
| Co-op Cultivation | Allows co-ops to be formed for the purpose of cannabis cultivation. |
| Retail – Limited | Allows sections of existing businesses, like general stores, to be secured to sell a limited amount of cannabis, provided all other regulations are met. |
| Manufacturing – Cottage | Allows small amounts of infused products to be produced in a non-professional kitchen for retail sale. |
| Delivery | Allows for delivery directly to consumers. Models based on sales from Retail – Storefront and based on sales from Wholesalers have been debated. |
| On-site Consumption | Allows for sales to consumers for on-site consumption. |
| Retail – Temporary Event | Allows for temporary retail sales for consumption at an event like an outdoor concert. |
| Entry Level or Reduced Rate Retail | A lower fee retail with sales or space restrictions, which may encompass producer direct to consumer sales. |

State Fee Recommendations

- Recommendation Format
- Application Fee Recommendations
- License Fee Recommendations
- Social Equity Fee Reduction Recommendations
- CCB Fee Proposal Recommendation

Recommendation Format

- The statute requires the Board to propose fees that would cover the agency's operating costs as well as repay any appropriations that have been received thus far.
- Even with the modest budget the Board is anticipating, due to the small size of the state and the potential market, covering all costs through application and license fees will result in fees that are significant outliers when compared with cannabis license fees around the country and other regulatory fees in the state. While the Board still structured the license fees to prioritize small businesses, social equity applicants, and market access, we have serious concerns that the high fees necessary to cover our costs could keep many from entering our licensed market.
- **Therefore, the Board has decided to submit two separate fee proposals.**

Fee Proposals

Proposal A — We estimate that the fees in this proposal would cover our costs and provide enough additional revenue to reimburse the state for initial appropriations within 10 years. The size of these fees could keep prospective entrepreneurs out of the market and would make Vermont an outlier when compared to most competitor states.*

Proposal B — This proposal was designed to balance the goals of generating significant fee revenue with providing low-cost entry into the market for many license types and keeping most fees competitive with nearby states and other markets without limited licenses. Some tax revenue would be needed to cover operating expenses, but we believe this investment will help ensure Vermont has a functioning and inclusive market.

*See state-by-state list of licensing fees:

<https://www.cannabisbusinesstimes.com/article/state-state-guide-marijuana-application-licensing-fees/>

Application Fee Recommendations

We envision a two-part licensing process, where potential applicants can file an intent to apply early in the process. This filing will allow the applicant to meet background check and other application requirements before procuring real estate and finalizing business plans. If an applicant submits an intent to apply application, the application fee will be reduced by the amount of the intent to apply fee.

| Fee Type | Proposal A | Proposal B |
|---------------------|------------|------------|
| Intent to Apply Fee | \$500 | \$500 |
| Application Fee | \$1,000 | \$1,000 |

Benefits of a Two-part Licensing Process

- Provides the Board an early sense of entrepreneurial demand in order to gauge supply.
- Allows applicants to get official state approval for their leadership team and initial plans before having to procure real estate, saving money for applicants and helping them attract financing.
- Allows applicants to begin the process before finalizing all the details of their plan.
- Allows the state to collect a portion of the application fee earlier in the process.
- Provides potential entrepreneurs a relatively low-cost first step they can use to evaluate the viability of their plan.

License Fee Recommendations

Outdoor Cultivation and Mixed Tier License Fees

| License Tier | Proposal A | Proposal B |
|-------------------------------|------------|------------|
| Tier 1 Outdoor < 1,000 sq ft | \$1,000 | \$750 |
| Tier 2 Outdoor < 2,500 sq ft | \$2,500 | \$1,875 |
| Tier 3 Outdoor < 5,000 sq ft | \$5,000 | \$3,750 |
| Tier 4 Outdoor < 10,000 sq ft | \$10,000 | \$7,500 |
| Tier 5 Outdoor < 20,000 sq ft | \$20,000 | \$15,000 |
| Tier 6 Outdoor < 37,500 sq ft | \$37,500 | \$25,000 |
| Mixed Tier | \$4,500 | \$1,750 |

Indoor Cultivation License Fees

| License Tier | Proposal A | Proposal B |
|------------------------------|------------|------------|
| Tier 1 Indoor < 1,000 sq ft | \$4,000 | \$1,500 |
| Tier 2 Indoor < 2,500 sq ft | \$10,000 | \$3,750 |
| Tier 3 Indoor < 5,000 sq ft | \$20,000 | \$7,500 |
| Tier 4 Indoor < 10,000 sq ft | \$40,000 | \$15,000 |
| Tier 5 Indoor < 15,000 sq ft | \$60,000 | \$22,500 |
| Tier 6 Indoor < 25,000 sq ft | \$100,000 | \$37,500 |

Retail License Fees

| License Tier | Proposal A | Proposal B |
|---------------------------|-------------------|-------------------|
| Retail – Storefront | \$10,000 | \$5,000 |
| Retail – Seeds and Clones | \$4,000 | \$1,000 |

Manufacturing License Fees

| License Tier | Proposal A | Proposal B |
|-----------------------|------------|------------|
| Manufacturer – Tier 1 | \$15,000 | \$7,500 |
| Manufacturer – Tier 2 | \$5,000 | \$1,500 |

Other Fees

| Fee Type | Proposal A | Proposal B |
|-------------------------|--|--|
| Integrated | \$125,000 | \$50,000 |
| Wholesaler | \$4,000 | \$1,000 |
| Testing Laboratory* | \$1,500 | \$1,500 |
| Employee Registration** | \$100 max | \$100 max |
| Local Processing*** | \$100 max or follow uniform fee schedule | \$100 max or follow uniform fee schedule |

* Testing laboratory fees will be integrated with hemp program fees so that a facility testing both does not pay a double fee.

** Biannual

*** The Board recommended municipalities either be (1) permitted to set their own fee, which should be capped by the Board at \$100, or (2) required to follow the uniform charges schedule set forth in 1 V.S.A. 316(d).

Social Equity Applicant Fee Reduction Recommendations

- **“Social equity applicant” means a cannabis license applicant that meets at least one of these 2 criteria:**
 1. Person of color or anyone who can demonstrate that they are from a community that has historically been disproportionately impacted by cannabis prohibition
 2. Has personally been arrested, convicted or incarcerated for a cannabis-related offense or has a family member that has been arrested, convicted, or incarcerated for a cannabis-related offense
- No previous Vermont residency is required, but applicant must currently reside in Vermont.
- Application fees should be waived for social equity applicants.
- License fees for social equity applicants should be waived in the first year, then reduced by 75%, 50%, and 25% in each of the following three years, respectively.

| Year | License Fee |
|------|-------------|
| 1 | Waived |
| 2 | 25% of fee |
| 3 | 50% of fee |
| 4 | 75% of fee |
| 5 | Full fee |

CCB Fee Proposal Recommendation

The Board strongly recommends that the Legislature chooses to adopt Proposal B, which features a lower fee schedule.

- An adult-use cannabis market that develops correctly and inclusively will generate significant tax revenue. Most states use this revenue to cover costs for their cannabis regulatory agency. Using some of this revenue to lessen the burden on licensees in Vermont will benefit cannabis consumers and potential small operators immensely.
- Lower fees will invite more applications and licensees, while encouraging participants in the illicit market to join the regulated market. Proposal B will likely close the projected revenue gap by encouraging the number of licenses to end up closer to the more robust dynamic than the more limited dynamic. (See pp. 52-54)
- Potential future license types should bring in additional revenue, reducing the projected revenue gap even further.
- For lower cost licenses, the Board may institute a sliding fee scale for low-income applicants to create opportunities for all Vermonters to benefit from participating in the market.

Costs, Revenue, and Taxes

- CCB Budget Projections
- Scenarios for Number of Applications
- Fee Revenue Projections for FY25
- Fee Justification Requirements
- Justification for Proposal A
- Justification for Proposal B
- Fee Comparison with Comparable Jurisdictions
- Tax Projections

CCB Budget Projections

- The first step to determine what fees are needed is to estimate what the CCB budget will be and what amount it needs to repay.
 - The projected CCB FY23 budget is \$2,742,553.
 - The 2020 Fiscal Note for S. 54, which contemplated 2 full-time staff members for the CCB, estimated CCB's deficit could be about \$1.8 million by the end of FY24.
- After factoring in budgetary inflation and other cost variables, we believe that if the Board can bring in annual fee revenue plus prorated one-time fee revenue of at least \$3 million by FY25, the fees would cover costs and be on track to pay off the agency's deficit within 10 years.

CCB Budget Projections (cont.)

- The Board's projected FY23 budget contemplates 11 new positions.
 - Enforcement director and 5 inspection/enforcement personnel
 - Licensing director and 2 licensing administrators
 - Financial Manager
 - Data and Information Project Manager
- The Board needs this basic level of staffing to carry out the regulatory duties required by Act 164 and Act 62.

Scenarios for Number of Applications

- Significant uncertainty exists when estimating the number of applications in a new market without state-level license limitations.
- Application statistics were pulled from similar states and three dynamic scenarios provide an understanding of potential license ranges for each license fee proposal.
- Each of these three dynamics then provide projections for application and license fee revenue under fee Proposal A and Proposal B.

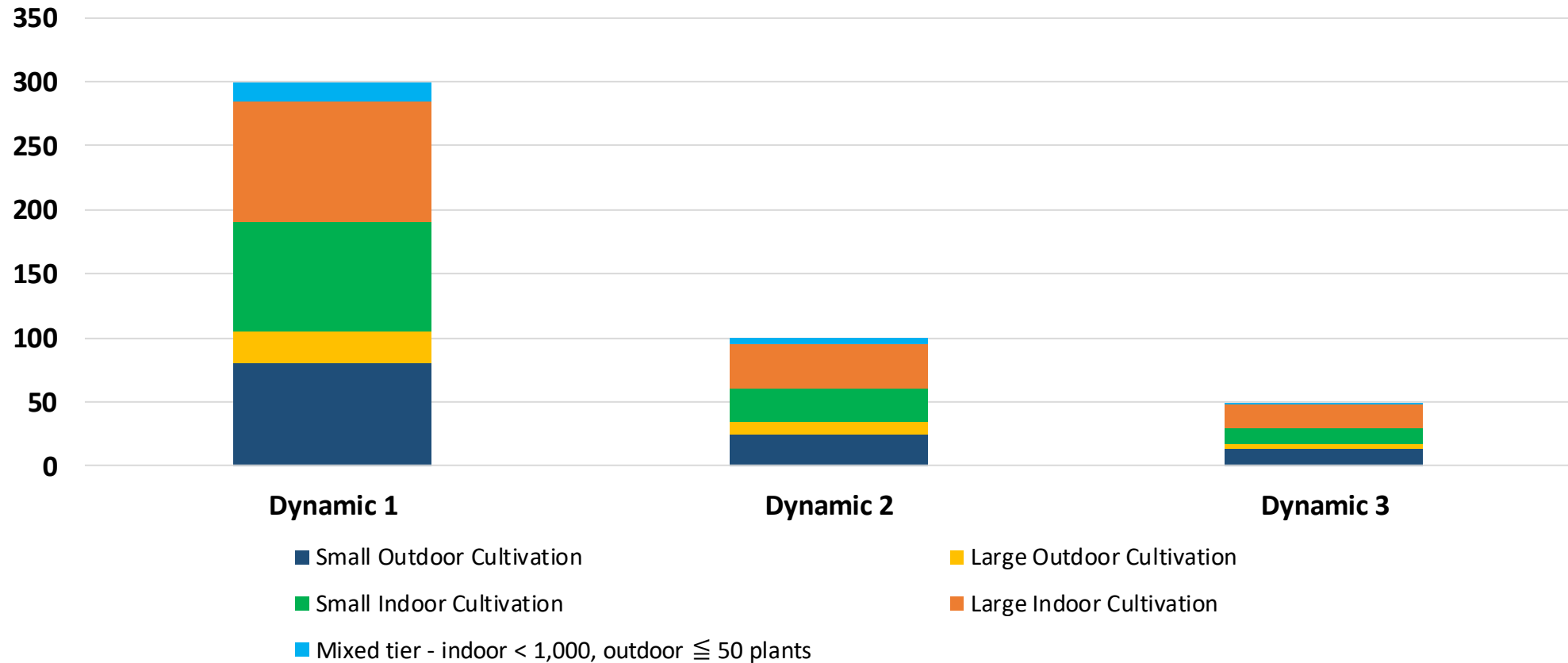
Application Uncertainty

- Fee costs may affect entrepreneurial interest and under Proposal A it is possible that high fees will discourage applications and lower projected total collections.
- To reduce application uncertainty, the Cannabis Control Board may utilize an initial “intent to apply” stage to identify entrepreneurial demand in Vermont for each license type.
 - This will enable the Cannabis Control Board to effectively allocate assets and resources in order to best serve cannabis applicants.

Estimating Entrepreneurial Interest

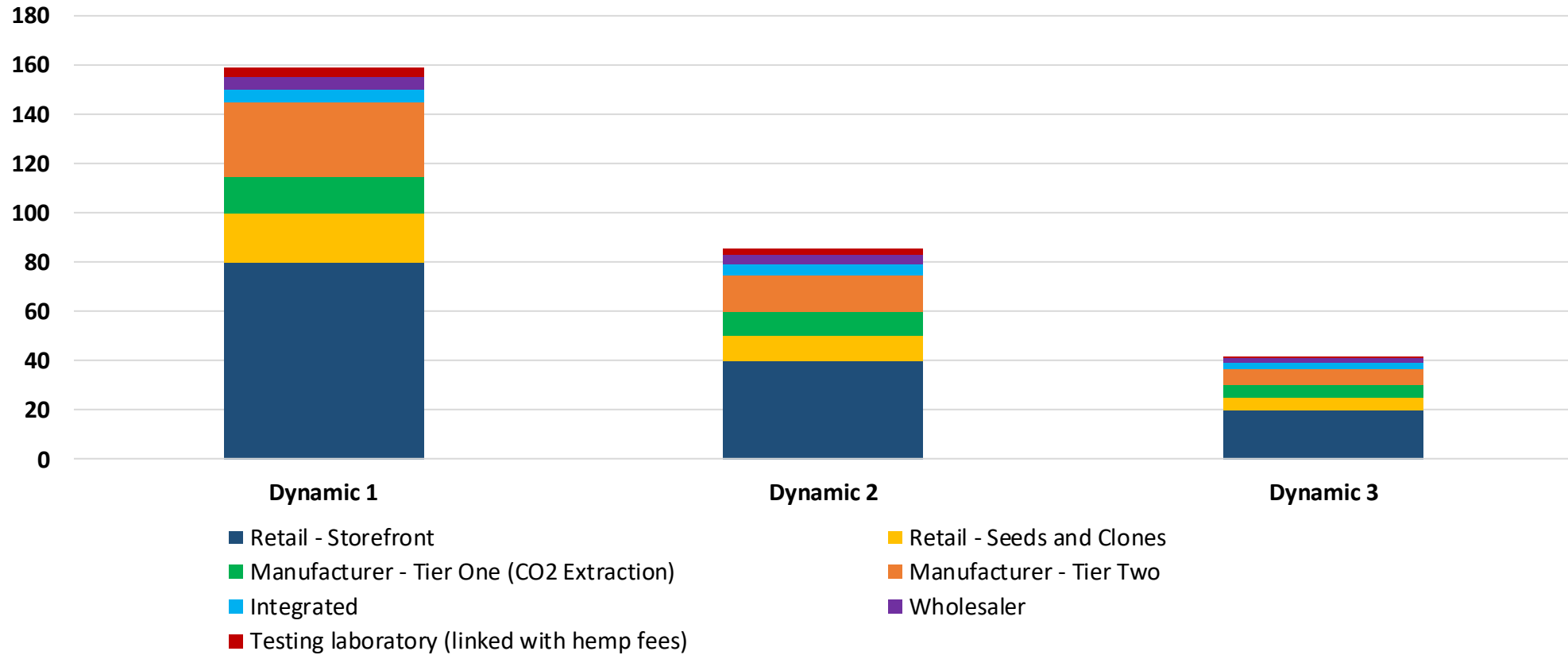
Projections for Cultivation Licensing Under Three Licensing Dynamics

In this graph, "small" means 2,500 square feet of flowering canopy or smaller



Estimating Entrepreneurial Interest (cont.)

Projections for Retail, Manufacturing, and other License Types Under Three Licensing Dynamics



Fee Revenue Projections for FY25

| Type | Proposal A | Proposal B |
|------------|-------------|-------------|
| Dynamic 1 | \$6,502,207 | \$2,874,082 |
| Dynamic 2* | \$2,858,007 | \$1,273,507 |
| Dynamic 3 | \$1,417,664 | \$625,289 |

* In our estimation, this is the most likely Dynamic, although if the high fees of Proposal A are adopted the estimated license totals may move towards Dynamic 3

Fee Justification Requirements

32 V.S.A. §605(d) states:

“(d) A fee request shall contain any proposal to:

(1) Create a new fee, or change, reauthorize, or terminate an existing fee, which shall include a description of the services or product provided, or the regulatory function performed.

(2) Set a new or adjust an existing fee rate or amount. Each new or adjusted fee rate shall be accompanied by information justifying the rate, which may include:

(A) the relationship between the revenue to be raised by the fee or change in the fee and the cost or change in the cost of the service, product, or regulatory function supported by the fee, with costs construed pursuant to subdivision 603(2) of this title;

(B) the inflationary pressures that have arisen since the fee was last set;

(C) the effect on budgetary adequacy if the fee is not increased;

(D) the existence of comparable fees in other jurisdictions;

(E) policies that might affect the acceptance or the viability of the fee amount; and

(F) other considerations.”

Justification for Proposal A

- The fees proposed here would be for the purpose of applying for a cannabis establishment license, being awarded a cannabis licenses, and renewing a cannabis license.
- The primary justification for the fee schedule is the operating costs associated with the Cannabis Control Board. We estimated our needed revenue and estimated number of licenses across three demand dynamics and developed a fee schedule based on what was estimated to cover costs.
- Within the fee schedule, we still tried to encourage smaller businesses and outdoor cultivation by having comparably low fees for more accessible licenses and keeping outdoor cultivation one-quarter the cost of indoor cultivation.
- The fees in Proposal A are significantly higher for many licenses than comparable markets.

Justification for Proposal B

- The fee schedule in Proposal B is based on promoting market access, not on covering operating costs, but it would still generate significant annual revenue.
- The fees in Proposal B are comparable to fees in similar jurisdictions (see pp. 58-59).
- The fee structure in Proposal B is unlikely to cover the operating costs of the Board, but much more likely than Proposal A to foster a diverse and equitable market with adequate supply to service Vermont's consumers. The high fees of Proposal A create a significant risk that a full market never develops and most supply and sales remain in the legacy market.
- The CCB needs approximately \$3 million to cover operating costs and be on track to pay off the agency's deficit. Under Proposal B, approximately \$1.27 million in application and license fees will be collected under Licensing Dynamic 2 (see pp. 51–52). If the Legislature chooses Proposal B, we recommend it fill the gap by allocating to the CCB approximately 15%–20% of adult-use excise tax revenue over the first 12 months of sales, which equates to approximately \$1.5 million–\$2 million under this model.
- All participants in the regulated cannabis market, especially consumers, will benefit from its safe and effective operation. For this reason, it's reasonable for consumers to share in the cost of managing the market by assigning a portion of the excise tax revenue to support the Board's regulatory function.

Fee Comparison with Comparable Jurisdictions

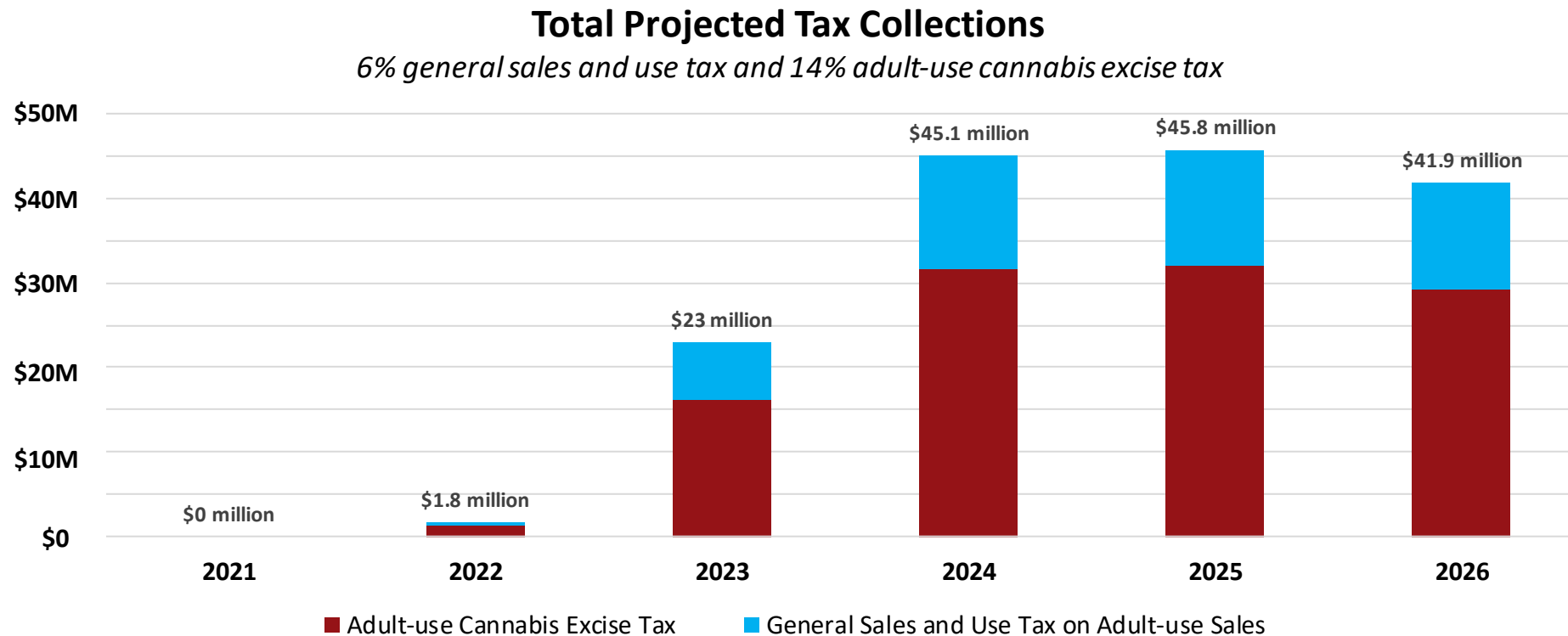
| State | Retail License | Cultivator License |
|-------------------------------|--|---|
| Alaska | New: \$5,000 Renewal: \$7,000 | Limited (≤ 500 sq ft): \$1,000 new, \$1,400 renewal Standard (unlimited sq ft): \$5,000 new, \$7,000 renewal |
| Maine | \$2,500 | Outdoor: \$250–\$15,000 (500–20,000 sq ft) Indoor: \$500–\$30,000 (500–20,000 sq ft) |
| Massachusetts | \$10,000 | Outdoor: \$625–\$25,000 (5,000–100,000 sq ft) Indoor: \$1,250–\$50,000 (5,000–100,000 sq ft) |
| Vermont Proposal A | Storefront: \$10,000 Nursery: \$4,000 | Outdoor: \$1,000–\$37,500 (< 1,000–37,500 sq ft) Indoor: \$4,000–\$100,000 (< 1,000–25,000 sq ft) Mixed: \$4,500 (1,000 sq ft indoor + 50 plants outdoor) |
| Vermont Proposal B | Storefront: \$5,000 Nursery: \$1,000 | Outdoor: \$750–\$25,000 (< 1,000–37,500 sq ft) Indoor: \$1,500–\$37,500 (< 1,000–25,000 sq ft) Mixed: \$1,750 (1,000 sq ft indoor + 50 plants outdoor) |

Fee Comparison with Comparable Jurisdictions (cont.)

| State | Manufacturing License | Testing License | Employee Registration |
|-----------------------|--|---|-----------------------|
| Alaska | Concentrates: \$1,000 (new), \$2,000 (renewal) Products: \$5,000 (new), \$7,000 (renewal) | New: \$1,000 Renewal: \$5,000 | \$50 |
| Maine | \$2,500 | Testing: \$1,000 Sample Collector: \$250 | \$50 |
| Massachusetts | \$10,000 | \$10,000 | \$115 |
| Vermont Proposal A | Tier 1: \$5,000 Tier 2: \$15,000 | \$1,500 | \$100 |
| Vermont Proposal B | Tier 1: \$1,500 Tier 2: \$7,500 | \$1,500 | \$100 |

Tax Projections

Tax projections are estimated to grow to more than \$40 million annually and then fall as neighboring states implement their own adult-use cannabis programs.



Pursuant to Act 62, 30% of the excise tax revenues, not to exceed \$10,000,000.00 per FY, shall be used to fund substance misuse prevention programming. Pursuant to Act 164, sales and use tax revenue shall be used to fund a grant program to start or expand afterschool and summer learning programs.

Local Fee Recommendations

- Local Administration Fees
- Local Administration Fee Recommendation and Justification
- Excise Tax Revenue Shareback Recommendation and Justification

Local Administration Fees

- **Vermont statute states:**

“Local fees to be charged and collected in accordance with the Board’s authority pursuant to 7 V.S.A. § 846. The recommendations shall be accompanied by information justifying the recommended rate as required by 32 V.S.A. § 605(d). The Board shall recommend local fees that are designed to help defray the costs incurred by municipalities in which cannabis establishments are located.”

- **The phrase “costs incurred by municipalities” is ambiguous, which could lead to different interpretations by each town based upon what costs they consider incurred due to regulating cannabis businesses.**
 - VS Strategies recommended the Board define the term to promote consistency among local governments and set clear expectations for stakeholders.
 - The Market Structure Sub-Committee recommended that costs only include the processing of the required forms, as current staff levels should be sufficient to process them.

Local Administration Fee Recommendation and Justification

Recommendation

- The Market Structure Sub-Committee recommended that municipalities either be:
 - permitted to set their own local administration fees, but the Board should cap those fees at \$100; or
 - required to follow the uniform charges schedule set forth in 1 V.S.A. 316(d).
- The application fee would be in addition to any normal local building, zoning, permitting, signage, or other fees required.

Justification

- The state will handle most of the application review process, so the burden on local governments should be relatively minimal and processing costs are expected to be low.
 - The sub-committee expects local governments' review of each application will only take a few minutes; therefore, it can likely be absorbed by existing staff and the low fee will cover any costs incurred.
- Based upon a review of local fees in Vermont, a \$100 fee appears to be within range of other municipal fees.
 - Local fees were reviewed in Rutland, South Burlington, and Essex Junction.

Excise Tax Revenue Shareback Recommendation and Justification

Recommendation

- The Board recommends the Legislature direct 1%–2% of the state excise tax on retail sales to the municipalities where the retail sales occurred.

Justification

- Other states have adopted this type of fee, which allows local governments to cover ancillary costs associated with cannabis retail stores and support other local initiatives that are struggling to find funding.
- Allowing local governments to generate revenue from local businesses will encourage municipalities to opt in to allowing cannabis retailers, improving access for consumers and, in turn, reducing illicit market activity.