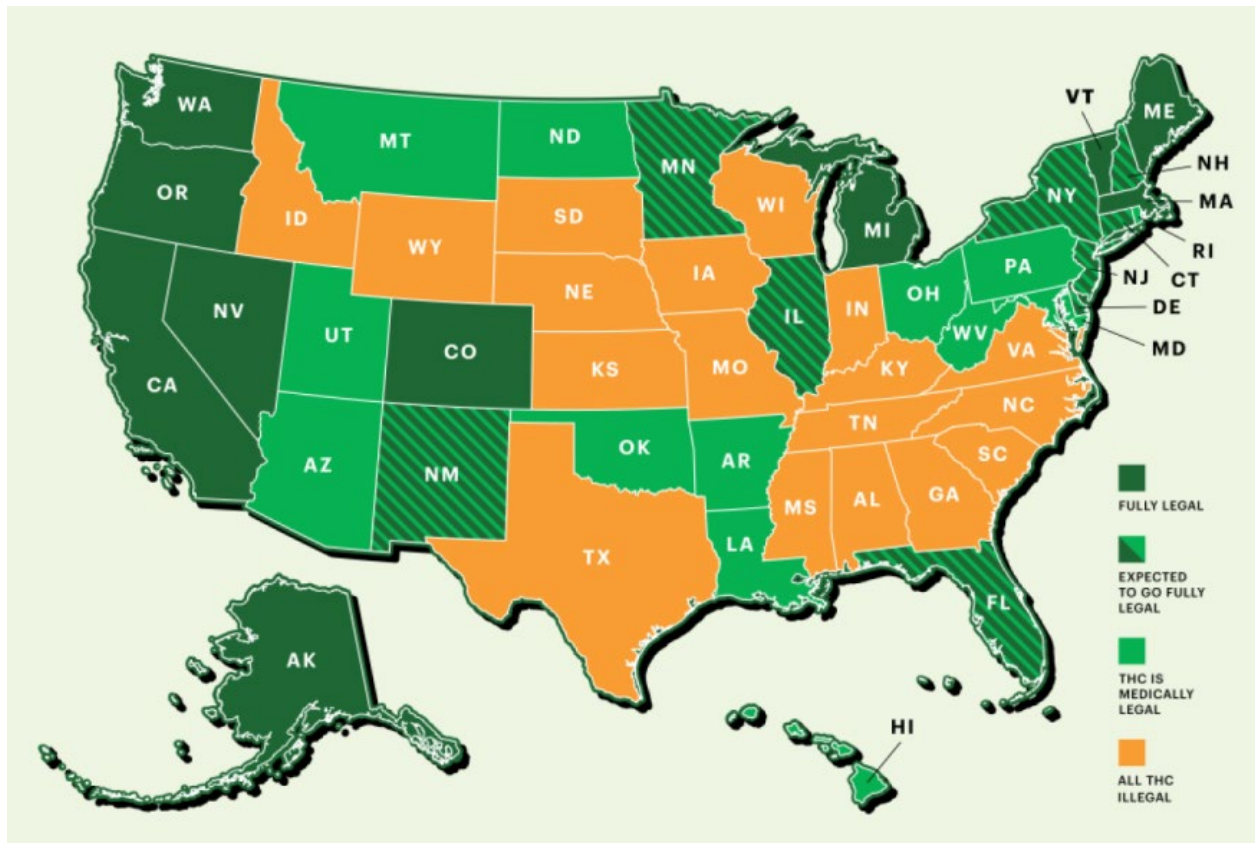




Status of marijuana legalization across the country



Source: <https://www.rollingstone.com/culture/culture-features/cannabis-legalization-states-map-831885/>

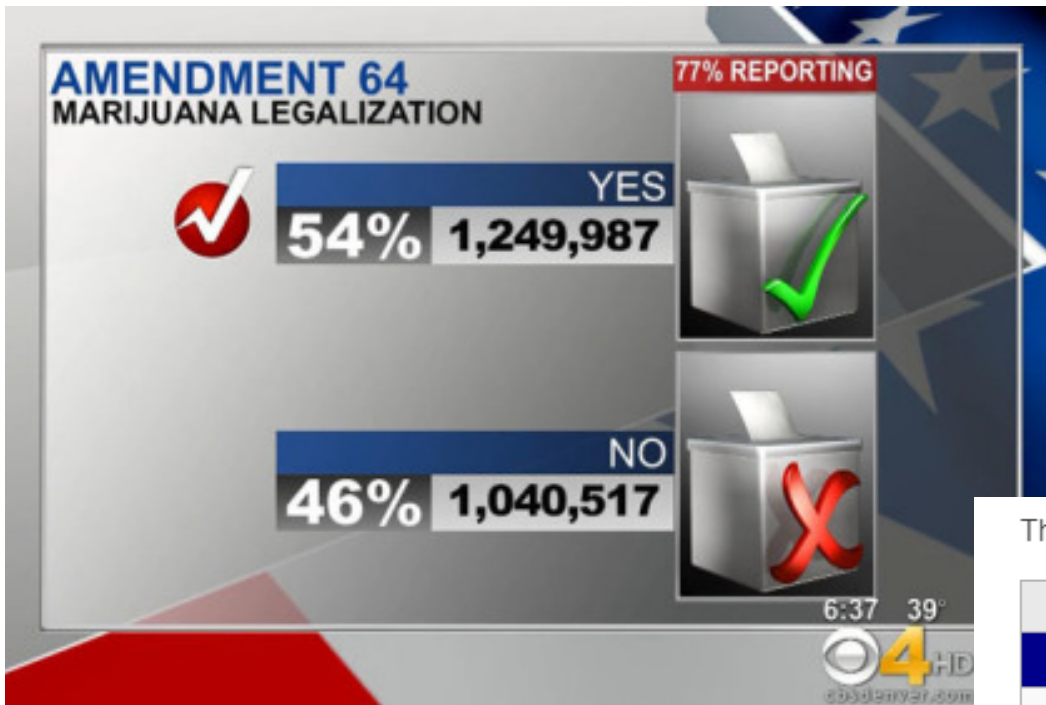
A very, very brief history lesson.

2000 2010

2012 2014

When it comes to adult-use,
Colorado was first!

Colorado Voters spoke in 2012



The following are **official** election results:

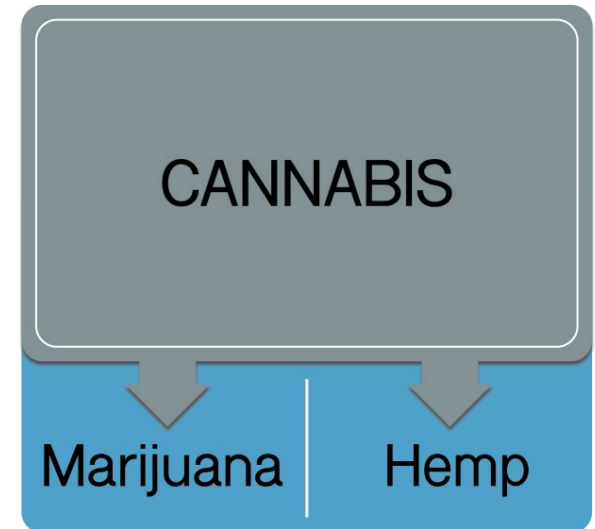
Colorado Amendment 64		
Result	Votes	Percentage
✓ Yes	1,383,139	55.32%
No	1,116,894	44.68%

Results via [Colorado Secretary of State](#).

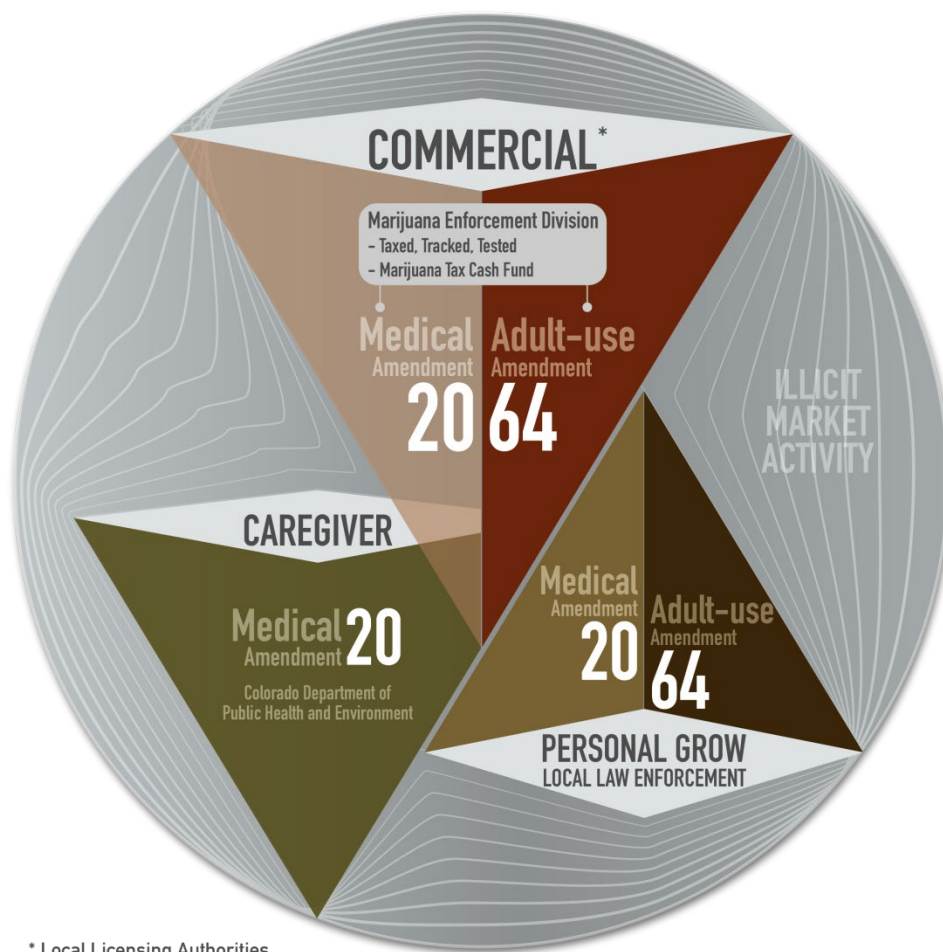
Source: <https://denver.cbslocal.com/2012/11/06/no-on-64-concedes-colorado-votes-in-favor-of-pot-legalization/>

Why is it so complicated?

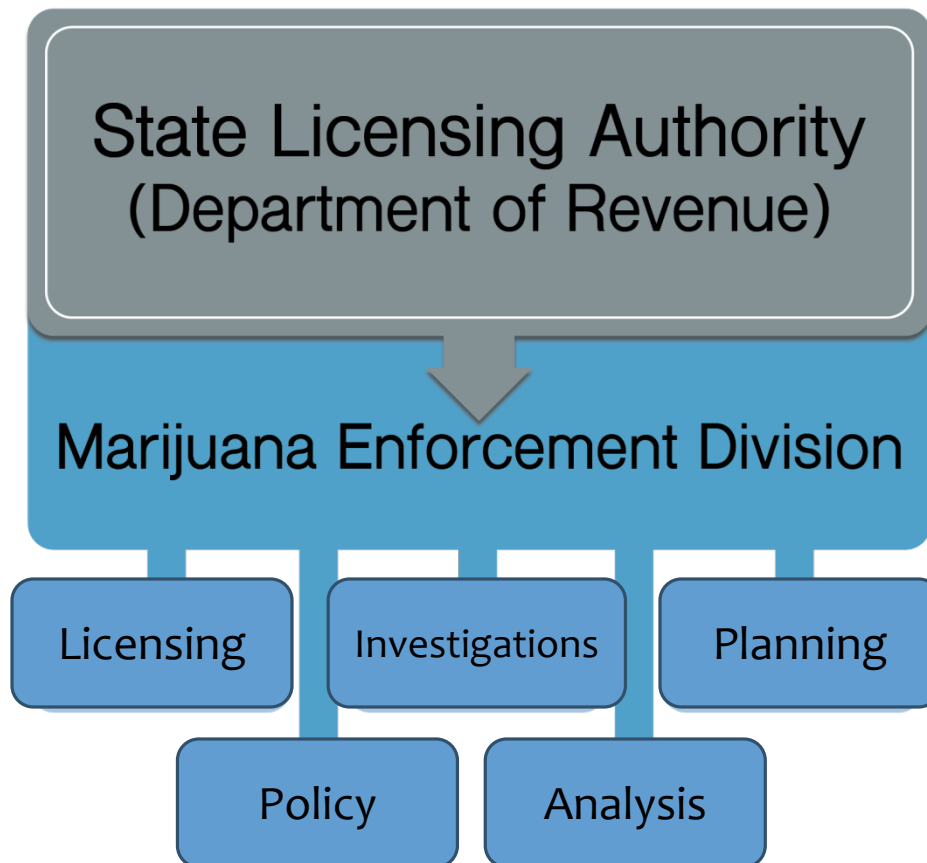
- Illegal substance under Federal law
 - Cole memo priorities remain relevant
- Limited federal oversight
 - FDA, EPA, NHTSA, etc.
- Innovative, dynamic industry
- Lack of historical science and research
 - Federal role diminished
- Dual licenses required, both state and local
- Industrial hemp cultivations are regulated by the Colorado Department of Agriculture.
- CBD derived from industrial hemp used in food and beverage products are regulated by the Colorado Department of Public Health and Environment



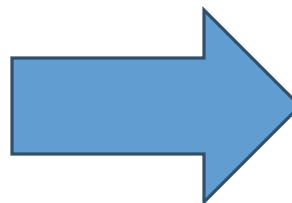
Marijuana Landscape in Colorado



Who we are.



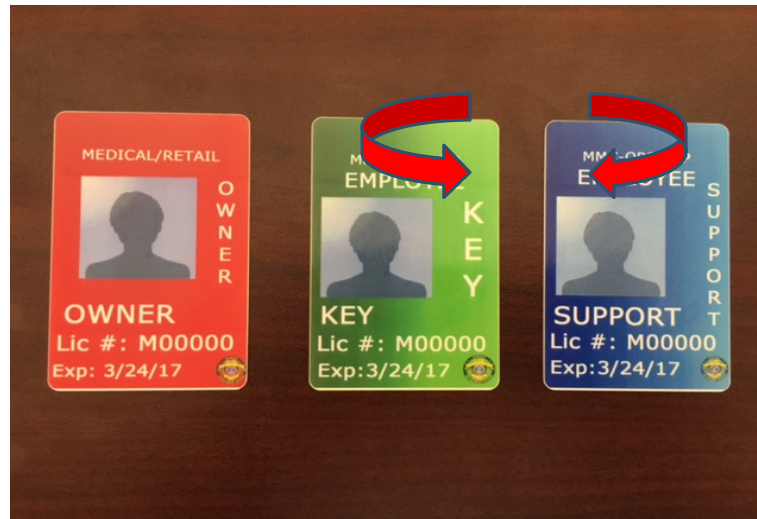
What we do.



**TRACKED,
TAXED, TESTED**

People

Occupational License Type	Number of Licenses (as of 12/2/19)
Owners	1,633
Employees*	39,909
TOTAL:	41,542



Places



Number of Licenses

As of January 2, 2020, there are **2,722** licenses approved across the state.

License Types	Medical Licenses	Retail Licenses
Stores	438	572
Cultivations	465	682
Infused Product Manufacturers	220	285
Testing Facilities	12	14
Operators	7	9
Transporters	7	10
R&D Cultivation	1	n/a
Totals	1,150	1,572

Plants



[Colorado.Gov/Revenue](https://colorado.gov/revenue)

TRACKED, Taxed and Tested



Products



Source: TGS

Packaging and Labeling Requirements

- Child-resistant packaging is critical
- Putting only the most critical pieces of information on a label to prevent “white noise” effect. For example
 - Warning statements
 - Potency statement
 - Harvest/production batch numbers
 - Universal Symbol



Tracked, Taxed and TESTED

Marijuana testing: including plants and products:

- Potency
- Homogeneity
- Pesticides
- Contaminants
 - Residual Solvents
 - Microbial

Of note:

- All marijuana testing labs must be ISO-accredited as of 1/1/19.
- Labs may elect to go through process validation
- MED aligns with Federal guidelines whenever possible



Image Source: https://www.rm3.us/assets/news-ncia-policy-council-testing-policy-report_final.pdf

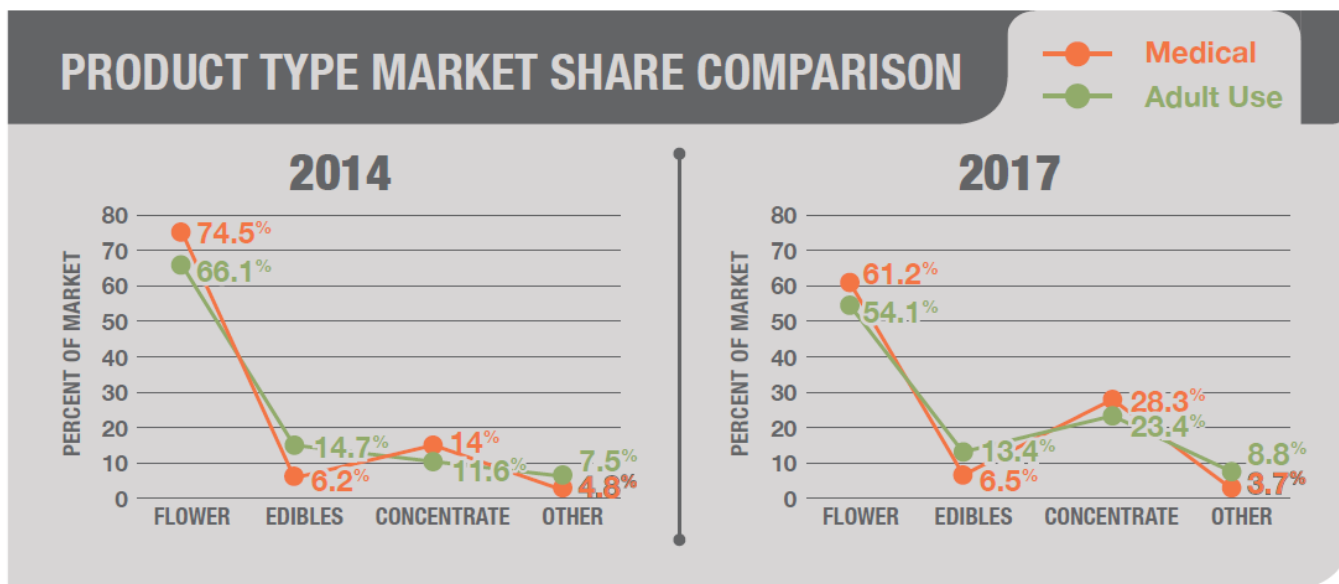
Additional Public Safety Priorities

- Advertising
- Enforcement / underage compliance checks
- Edibles legislation
- Production management/limits
- Waste removal
- Restrictions on purchase amounts (looping)
- Restrictions on hours of operation
- Consumption prohibited on any licensed premises
- 24 hour video surveillance requirements

**PROHIBITED
EDIBLE SHAPES**



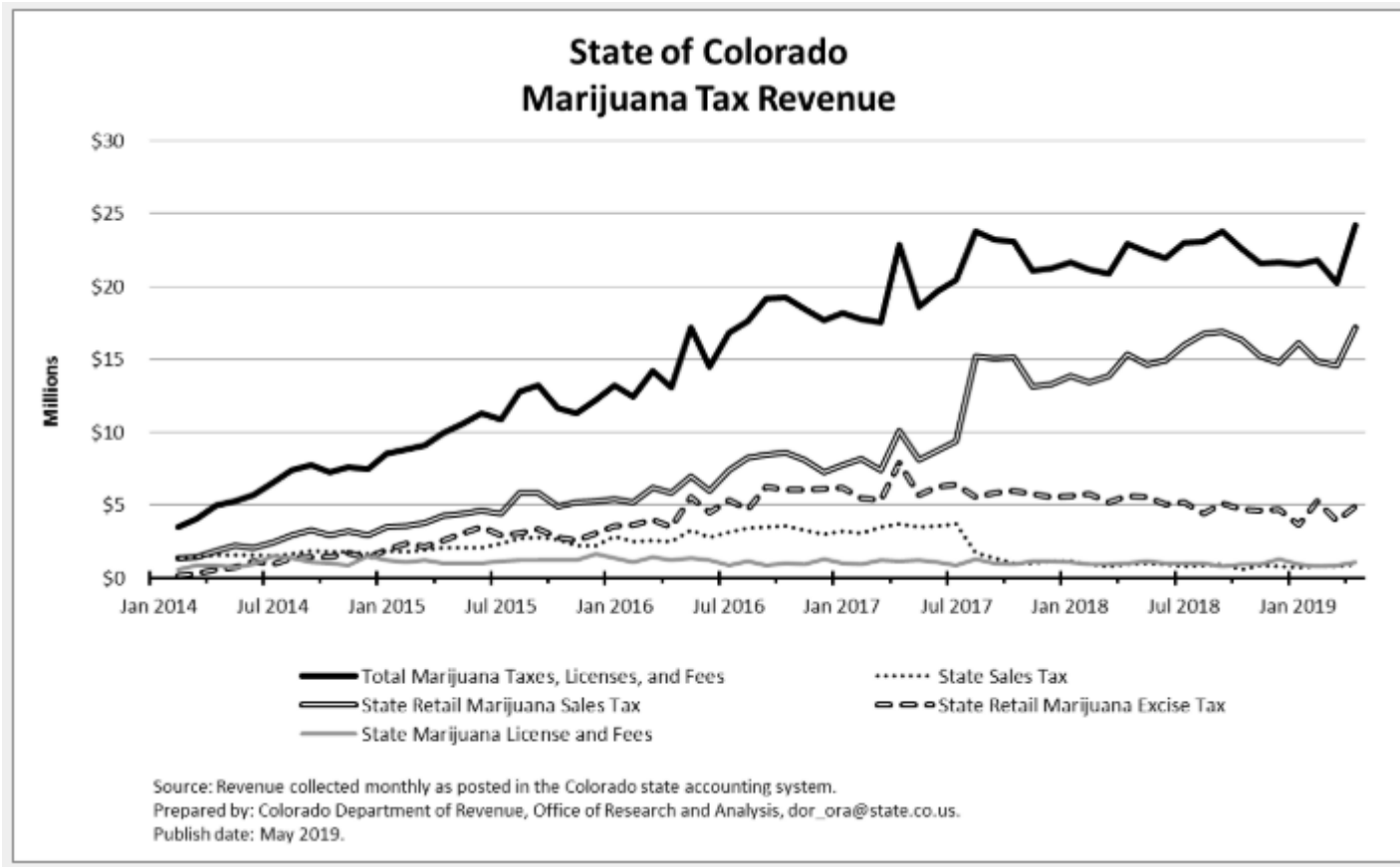
Data Collection & Production Management



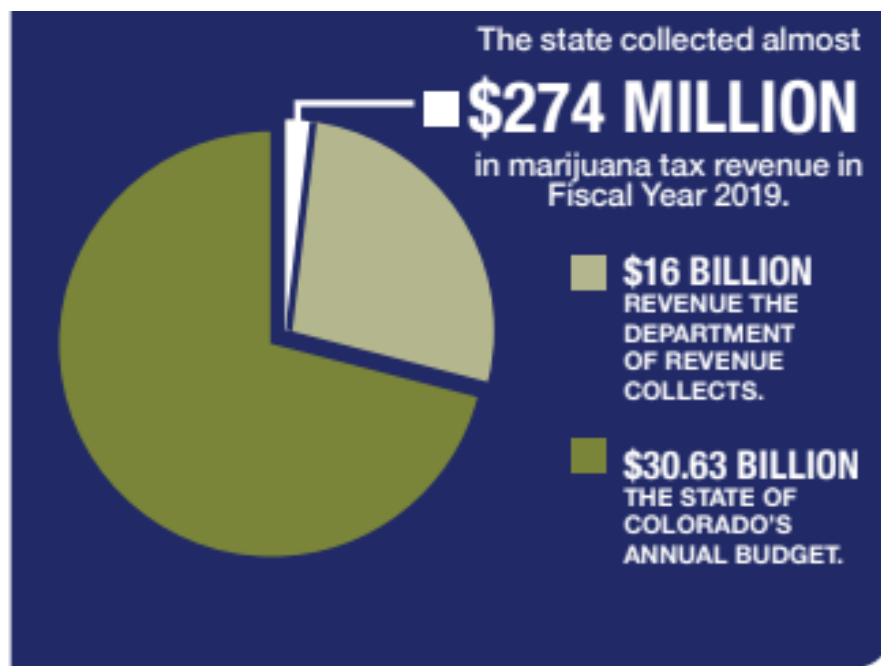
Sales, Revenue and Taxes



Tracked, TAXED and Tested

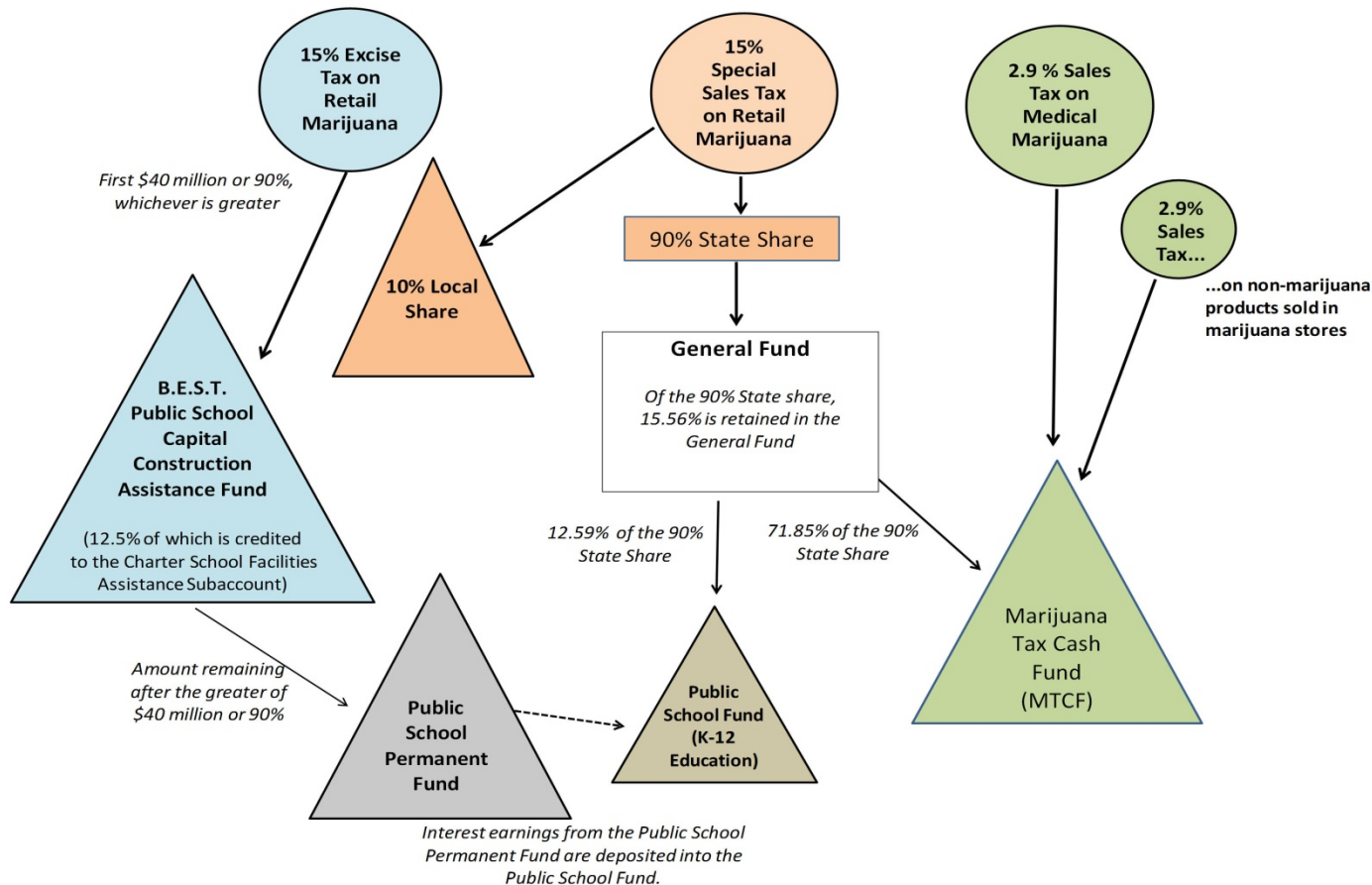


Marijuana Sales and Tax Revenue

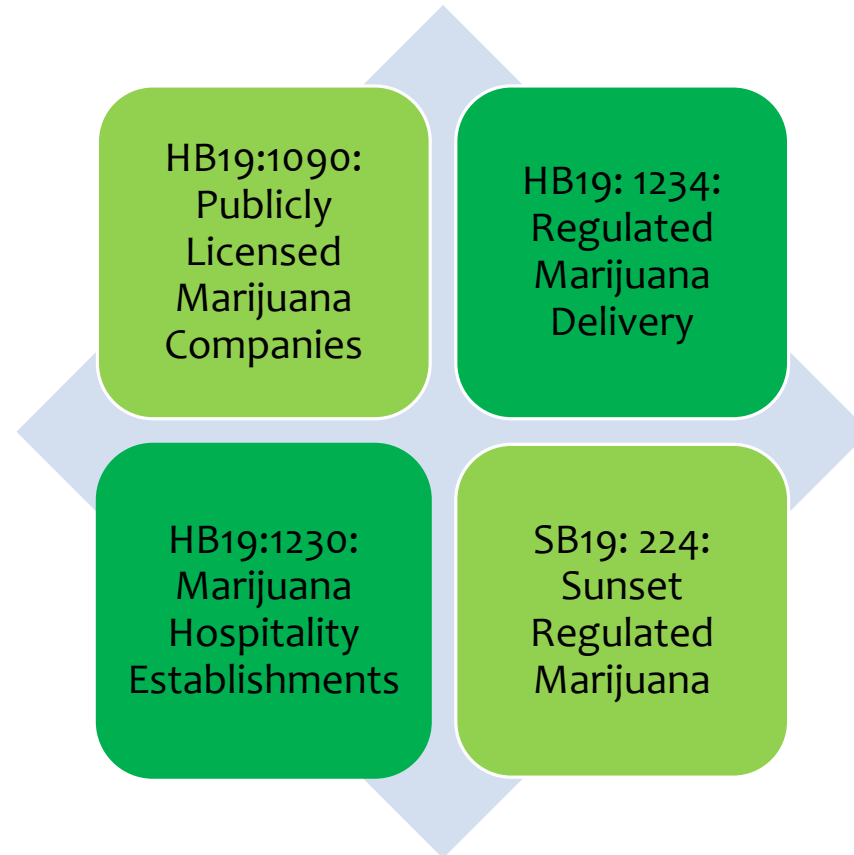


Marijuana Tax Structure

Distribution of Marijuana Tax and Fee Revenue for FY 2018-19



Landmark 2019 Legislation



For more information...

- MED mid-year and annual updates:
www.colorado.gov/pacific/enforcement/med-updates
- Department of Revenue's 2018 annual report:
www.colorado.gov/pacific/revenue/annual-report
- 2017 Market and Demand Study:
www.colorado.gov/pacific/enforcement/marijuana-related-reports-studies
- Marijuana monthly sales reports:
www.colorado.gov/pacific/revenue/colorado-marijuana-sales-reports
- Marijuana monthly tax revenue reports:
www.colorado.gov/pacific/revenue/colorado-marijuana-tax-data
- MED's Use of METRC Performance Evaluation:
http://leg.colorado.gov/sites/default/files/documents/audits/1925p_evaluation_of_dors_use_of_marijuana_inventory_tracking_data_august_2019.pdf

Thank you

