



Local Permit Overview

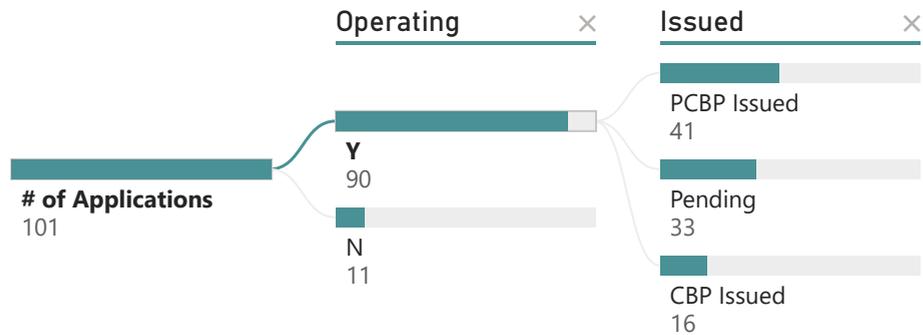
Cannabis Land Use Permit (PLN) Applications



Approvals

Fiscal Year	# Approved
FY 17-18	1
FY 18-19	3
FY 19-20	8
FY 20-21	8
FY 21-22	22
FY 22-23	5
Total	47

Provisional (PCBP) and Annual Cannabis Business Permit (CBP) Applications



Issuances

Fiscal Year	# Issued
FY 17-18	3
FY 18-19	5
FY 19-20	2
FY 20-21	5
FY 22-23	5
Total	20

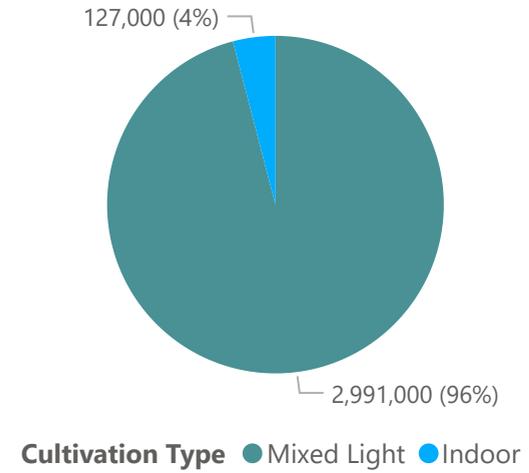


State Licensing Overview

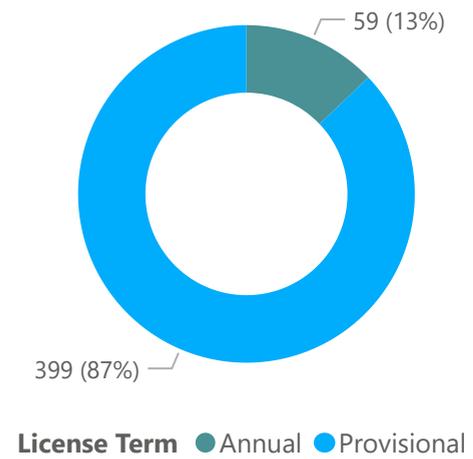
Active State Licenses

Category	# of
Cultivation	316
Nursery	46
Distribution	40
Processor	33
Manufacturing	12
Retail	9
Distribution (Transport Only)	2
Total	458

Licensed Cultivation Canopy Maximum by Type



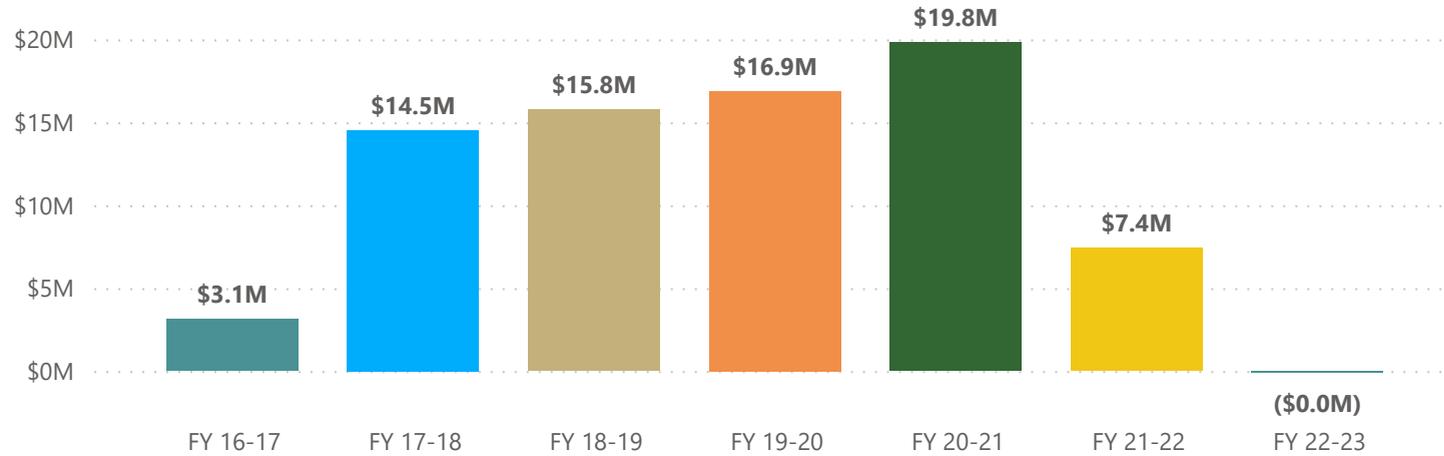
of Licenses by Term



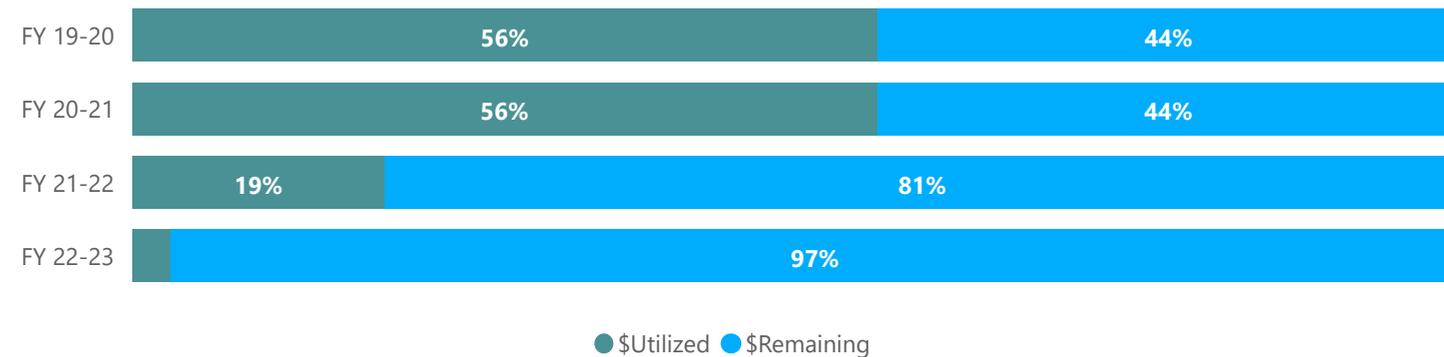


Cannabis Program Budget

Cannabis Tax Collected by Fiscal Year



Balance of Cannabis Program Contingency



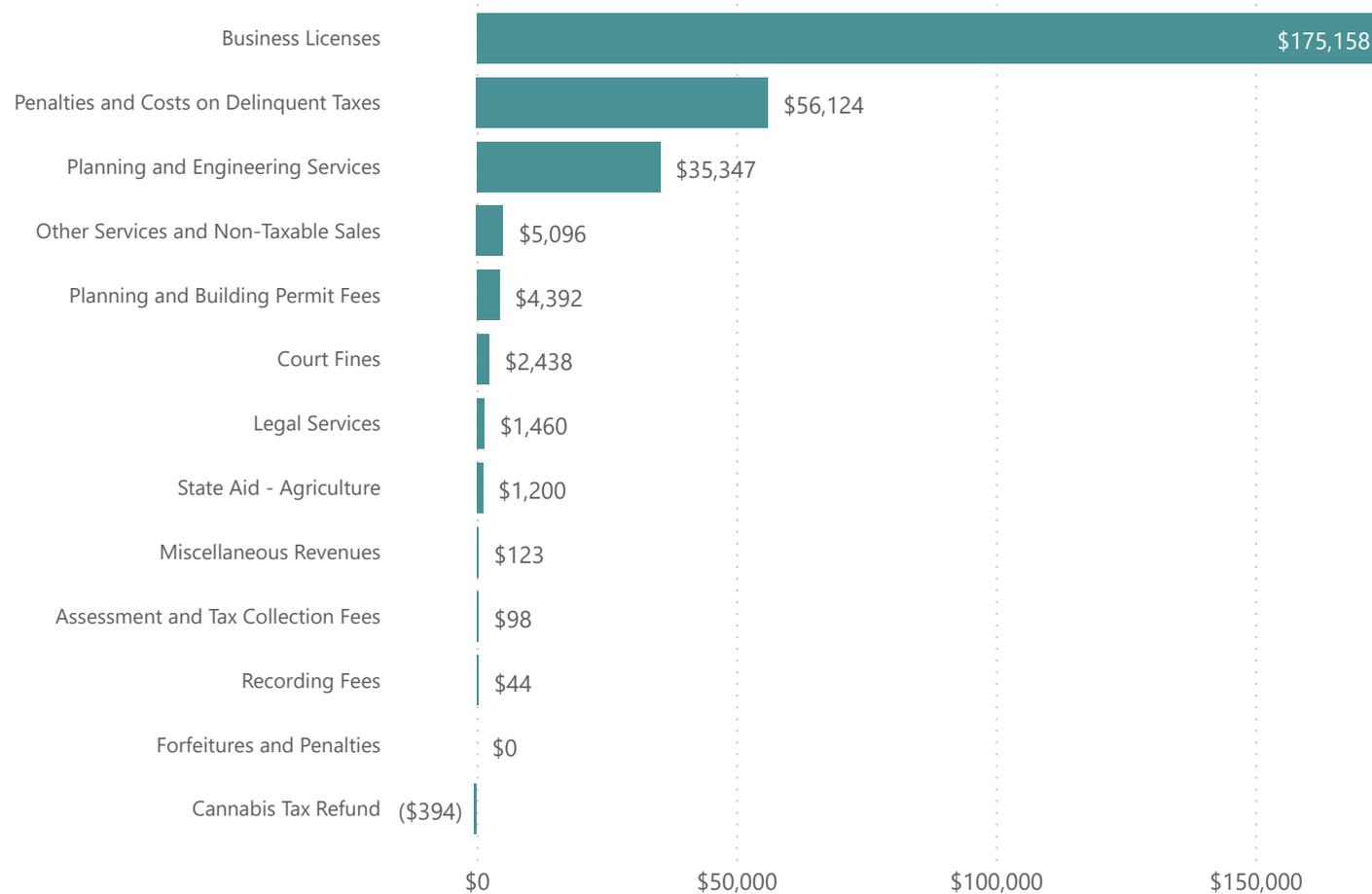
Cannabis Tax Funded Allocations by Fiscal Year

Fiscal Year	FTE Count	Non-Staff Costs	Staff Costs	Total Costs
FY 16-17	3.00	\$108,138	\$120,353	\$228,491
Cannabis	3.00	\$108,138	\$120,353	\$228,491
FY 17-18	3.98	\$147,685	\$572,130	\$719,815
Cannabis	3.98	\$147,685	\$572,130	\$719,815
FY 18-19	19.48	\$1,035,521	\$2,700,413	\$3,735,934
Cannabis	19.48	\$1,035,521	\$2,700,413	\$3,735,934
FY 19-20	26.98	\$1,075,107	\$3,917,559	\$4,992,666
Cannabis	23.98	\$1,075,107	\$3,646,395	\$4,721,502
Non-Cannabis	3.00		\$271,164	\$271,164
FY 20-21	26.48	\$1,398,534	\$4,177,262	\$5,575,796
Cannabis	23.48	\$1,398,534	\$3,826,343	\$5,224,877
Non-Cannabis	3.00		\$350,919	\$350,919
FY 21-22	27.23	\$1,840,831	\$4,493,590	\$6,334,421
Cannabis	25.23	\$1,510,831	\$4,277,376	\$5,788,207
Non-Cannabis	2.00	\$330,000	\$216,214	\$546,214
FY 22-23	18.98	\$1,416,077	\$4,569,545	\$5,985,622
Cannabis	18.98	\$1,270,535	\$4,203,114	\$5,473,649
Non-Cannabis		\$145,542	\$366,431	\$511,973
Total		\$7,021,893	\$20,550,851	\$27,572,743



Other Cannabis Revenue (FY 22-23 through November 2022)

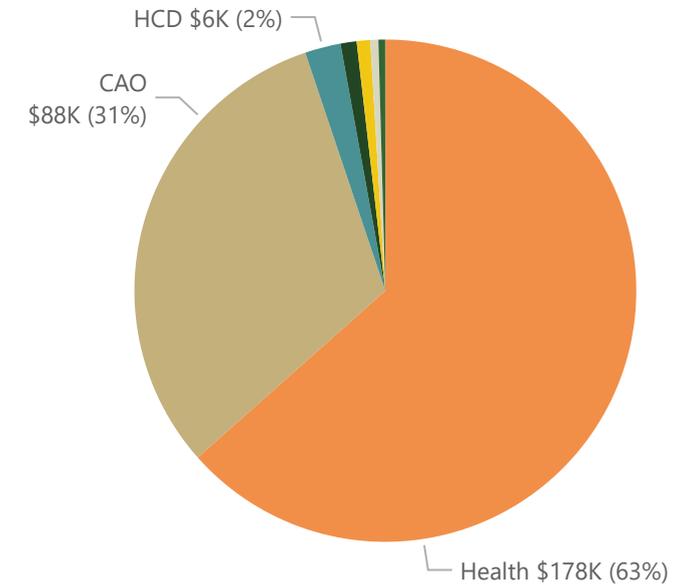
Non-Tax Revenue by Type



\$281,086

Total Non-Tax Revenue

Non-Tax Revenue by Department



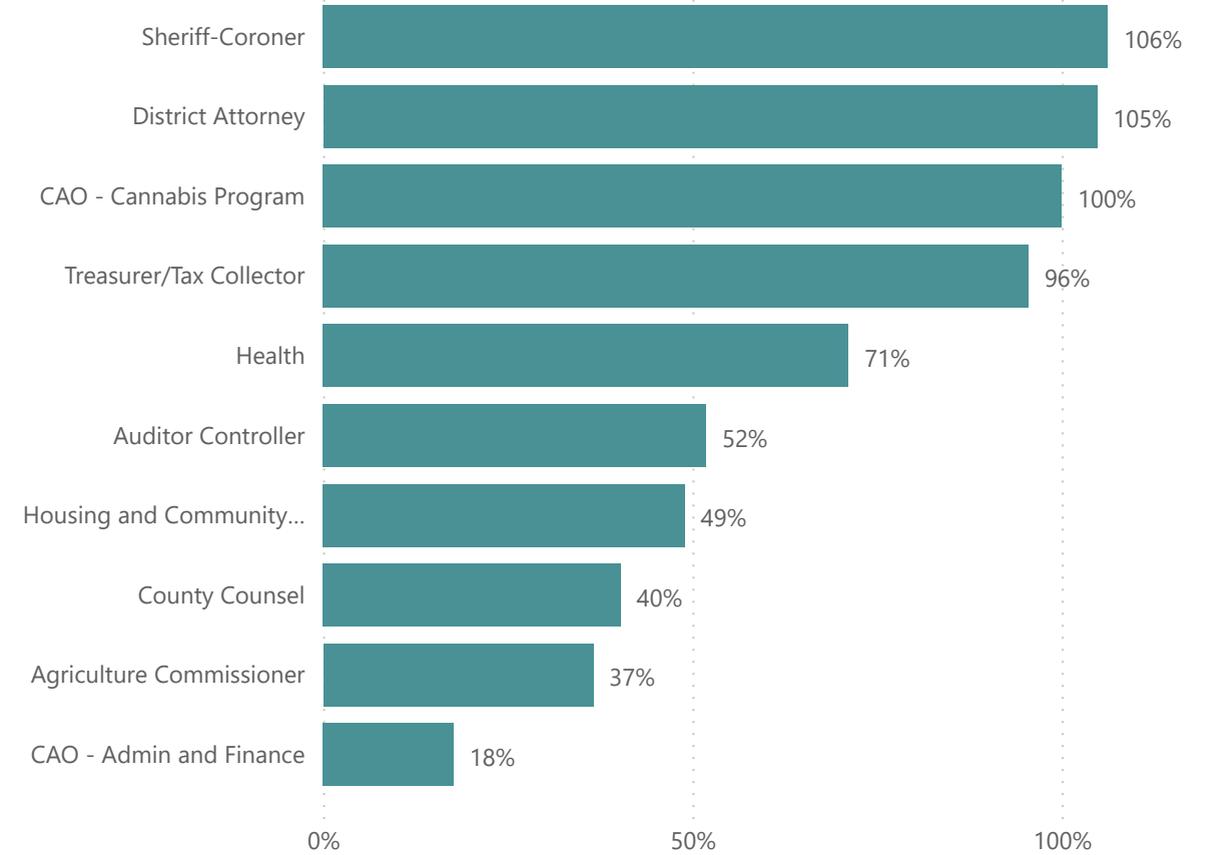


Resource Utilization (FY 21-22)

Utilization by Department

Department	Hours Utilized	Hours Available	% Utilization
Agriculture Commissioner	1,559	4,260	37%
Auditor Controller	836	1,612	52%
CAO - Admin and Finance	301	1,704	18%
CAO - Cannabis Program	8,245	8,244	100%
County Counsel	650	1,612	40%
District Attorney	6,156	5,874	105%
Health	5,144	7,230	71%
Housing and Community Development	2,504	5,112	49%
Sheriff-Coroner	3,671	3,456	106%
Treasurer/Tax Collector	3,107	3,253	96%
Total	32,173	42,357	76%

Utilization by Department



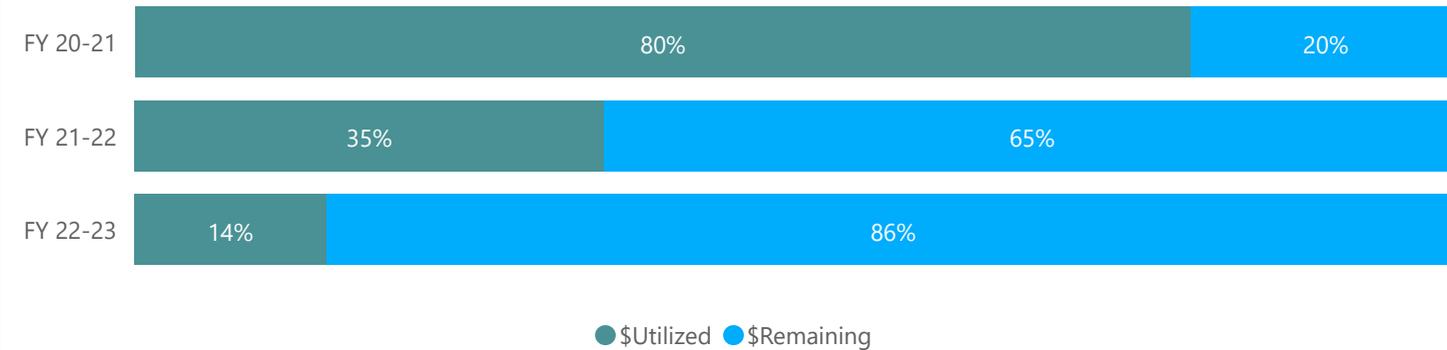


Unlicensed Enforcement

Outcomes of Search Warrant and Abatement Activities by Calendar Year

	2019	2020	2021	2022	Total
Cannabis Plants	31,938	32,888	18,602	97,717	181,145
Cannabis Processed (lbs)	3,981	5,476	1,716	38,460	49,633
Total Gross Weight of Destroyed Cannabis (tons)	18	19	10	68	115
Firearms	13	105	97	24	239
Currency	\$100,815	\$28,146	\$104,700	\$5,500	\$239,161
Explosive Material (lbs)				25	25
Meth (lbs)				1	1
Clandestine Lab	0	2	5	2	9
Wholesale Market Value of Product	\$35,919,000	\$38,364,000	\$15,238,500	\$68,088,500	\$157,610,000

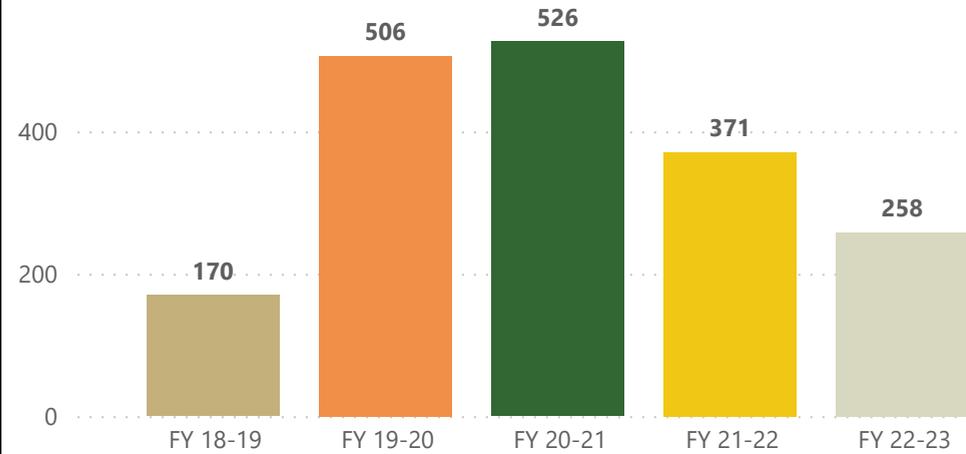
Balance of Allocation for Enforcement Against Unlicensed Cannabis Activity



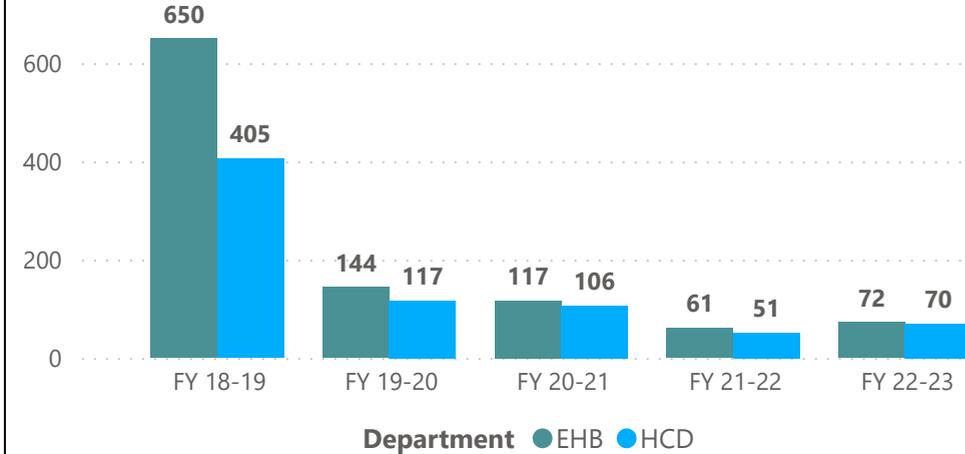


Compliance Inspections

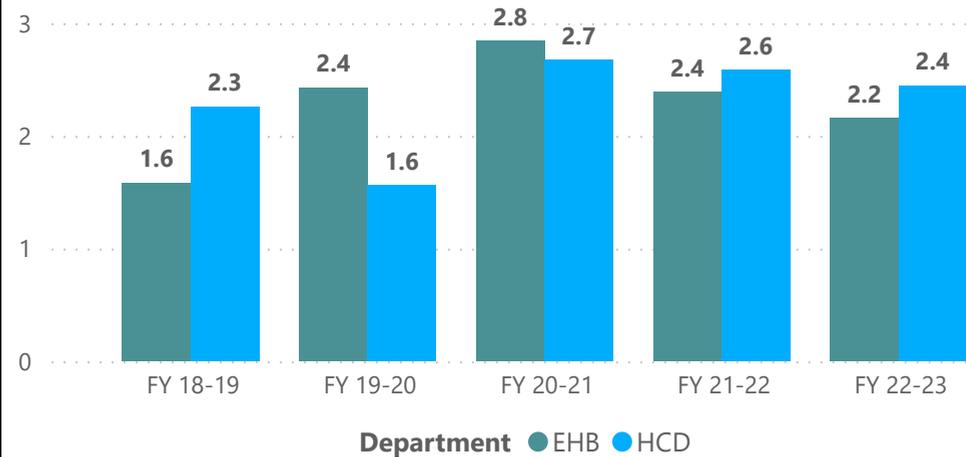
of Inspections Conducted by Fiscal Year



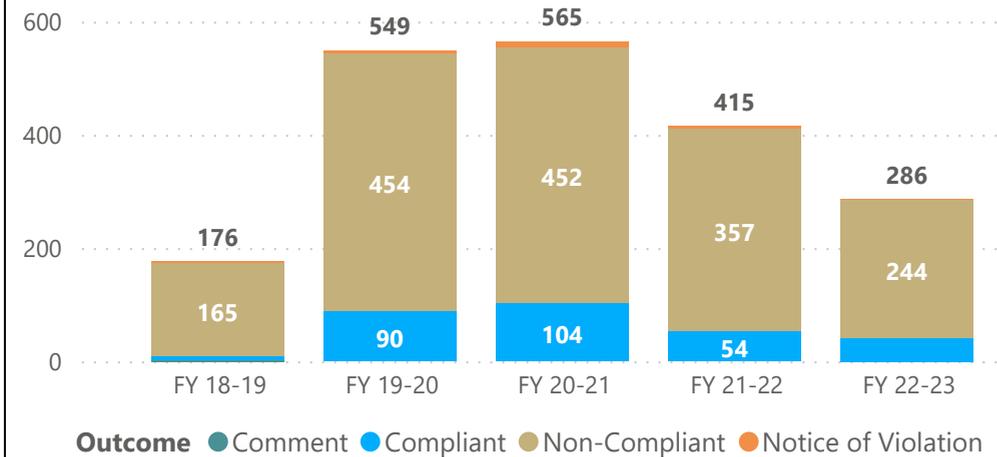
Average Time to Result (Hours)



Average Inspection Duration (Hours)



Outcome of Compliance Inspection

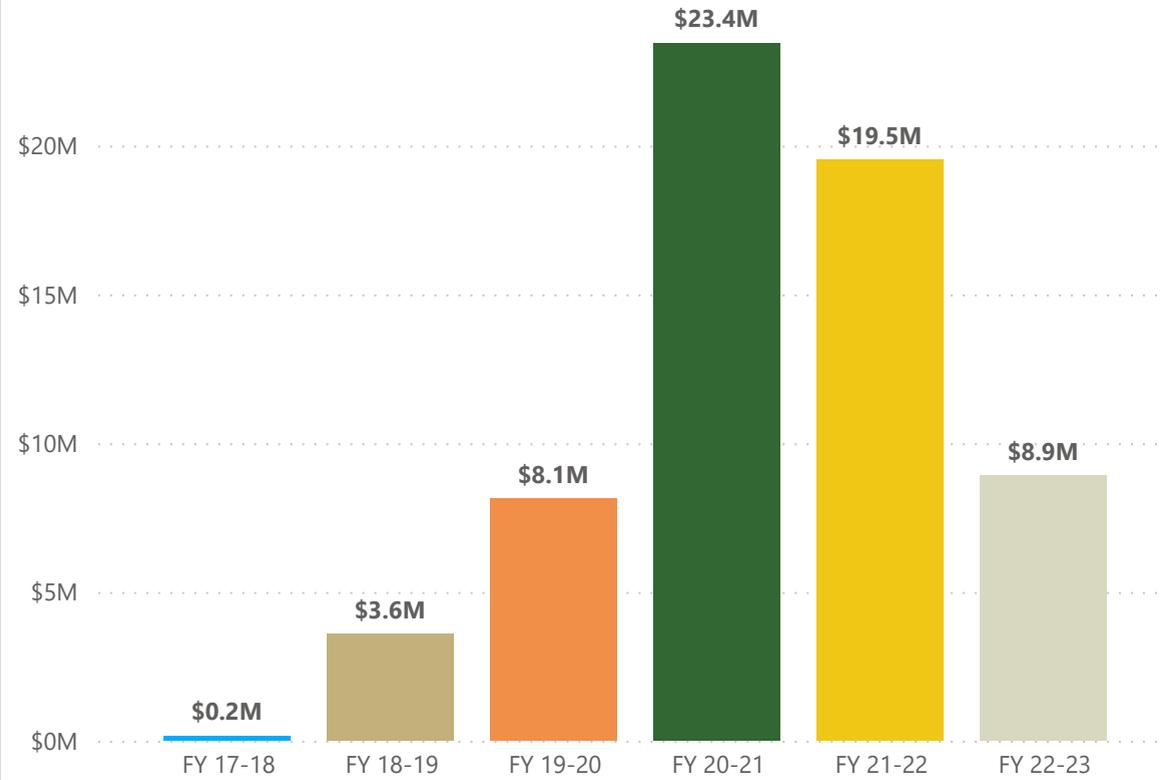


*This does not sum to the totals of each fiscal year in the top left chart because departments may have had different outcomes.

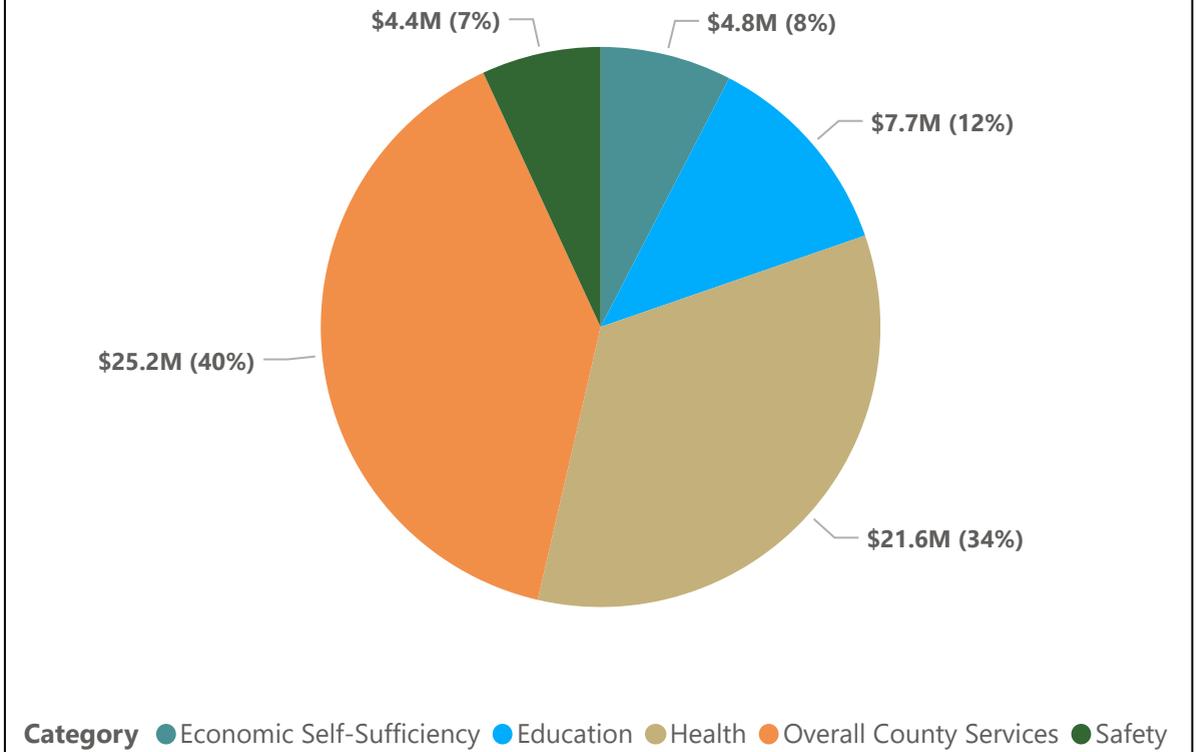


Cannabis Assignment Expenditures

Cannabis Assignment Expenditures by Fiscal Year



Cannabis Assignment Expenditures by Category





Industry Indicators

Annualized Cannabis Cultivation Figures

Fiscal Year	Canopy	Acreage	Tax Revenue
FY 17-18	1,427,278	33	\$5,559,749
Indoor	57,413	1	\$459,304
Mixed Light	932,645	21	\$4,663,225
Nursery	437,220	10	\$437,220
FY 18-19	3,663,044	84	\$14,805,858
Indoor	98,758	2	\$790,064
Mixed Light	2,612,877	60	\$13,064,385
Nursery	951,409	22	\$951,409
FY 19-20	4,043,197	93	\$16,225,673
Indoor	91,100	2	\$728,799
Mixed Light	2,886,194	66	\$14,430,972
Nursery	1,065,903	24	\$1,065,903
FY 20-21	4,501,517	103	\$17,703,801
Indoor	94,056	2	\$752,448
Mixed Light	3,135,973	72	\$15,679,865
Nursery	1,271,488	29	\$1,271,488
FY 21-22	4,618,872	106	\$11,268,228
Indoor	83,786	2	\$389,416
Mixed Light	3,099,396	71	\$9,443,122
Nursery	1,435,690	33	\$1,435,690
FY 22-23	4,038,260	93	\$5,972,441
Indoor	89,965	2	\$230,761
Mixed Light	2,670,462	61	\$4,647,094
Nursery	1,277,833	29	\$1,094,586
Total			\$71,535,749

Monthly Wholesale Flower Pricing by Cultivation/Sales Type

Type	January	February	March	April	May	June	July	August	September	October	November
All Indoor											
# of Licensees	10	10	8	7	7	8	7	4	7	10	6
Price/Lb.	\$1,111	\$1,177	\$966	\$1,093	\$1,207	\$946	\$902	\$810	\$915	\$1,007	\$739
Volume (Lbs.)	1,303	1,370	612	613	472	794	843	743	888	2,283	709
All Mixed Light											
# of Licensees	21	19	18	15	22	17	16	16	13	18	15
Price/Lb.	\$442	\$471	\$410	\$439	\$430	\$393	\$365	\$344	\$312	\$278	\$398
Volume (Lbs.)	11,094	6,781	12,536	7,792	15,934	19,349	18,393	16,612	19,860	43,839	31,391

Cannabis Industry Workforce*

Reporting Period	# of Employees	# of FTEs
Q2 of CY 2021		2,391
Q1 of CY 2022		2,015
Q2 of CY 2022		1,405

*Employee counts prior to 2023 assume full-time employment of 40 hours a week. Staff is working with the industry to provide full time equivalency (FTE) in future updates.

Approved Canopy Modifications

Fiscal Year	Decrease	Increase	Total
FY 19-20	7	11	18
FY 20-21	3	22	25
FY 21-22	14	15	29
FY 22-23	9	5	14
Total	33	53	86

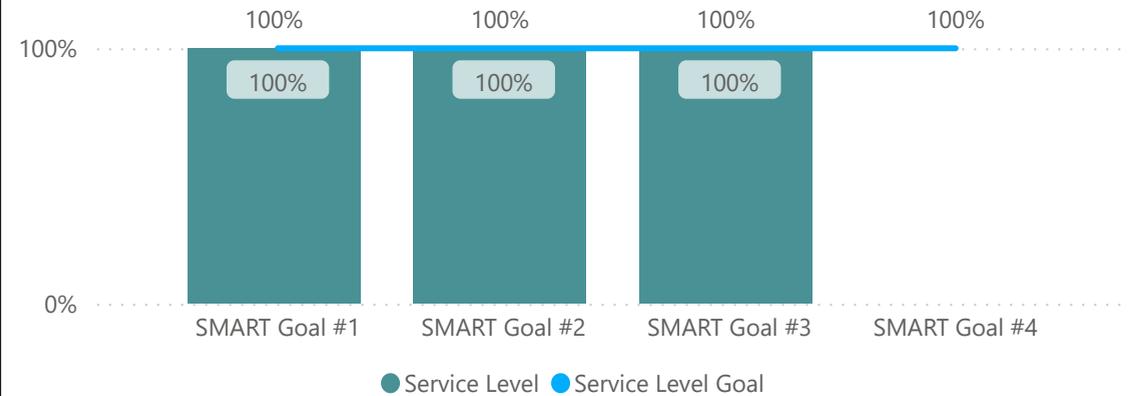
Business Closures (CBPs)

Reason for Closure	2019	2020	2021	2022	Total
Acquisition		1	2	2	5
Enforcement action	2		1		3
Insolvency		7	3	14	24
Operation never began		1	3	1	5
Total	2	9	9	17	37



SMART Goals and Performance Measures for Q2 of FY 22-23

Cannabis Program SMART Goals and Service Levels



**41 PCBP's were issued in the reporting period for SMART Goal #3. No PCBP's are eligible for renewal in the reporting period for SMART Goal #4.*

SMART Goal #1: Issuing a CBP

The Cannabis Program will issue a CBP within 3 business days of the Operator submitting a complete CBP Initial Application and satisfying departmental requirements, in addition to the Property Owner receiving a fully cleared Land Use Entitlement.

SMART Goal #2: Renewing a CBP

The Cannabis Program will renew CBPs within 3 business days of the Operator submitting a complete CBP Renewal Application and satisfying departmental requirements.

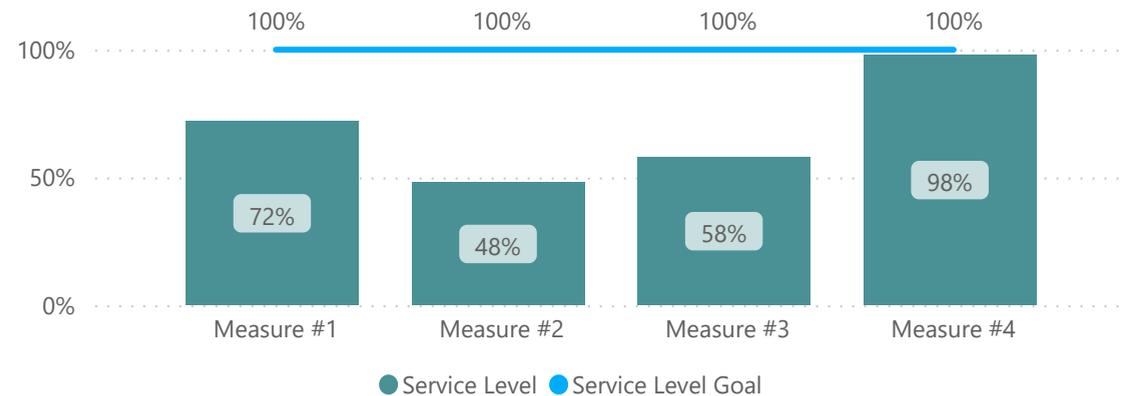
SMART Goal #3: Providing local authorization using the PCBP

No later than January 1, 2023, up to 100 Operators who have not obtained a CBP will be issued a Provisional CBP under Good Standing criteria expiring one year from its issuance date.

Draft SMART Goal #4: Providing renewal of the PCBP

The Cannabis Management Team will review outstanding requirements related to the Land Use Entitlement and the Cannabis Business Permit. Only those that have completed critical requirements and/or made significant progress to complete will be issued a one-time renewal of the PCBP expiring January 1, 2024 for Class A Provisional Cannabis Permittees and January 1, 2026 for Class B Provisional Cannabis Permittees.

HCD Key Performance Measures and Service Levels



Key Performance Measure #1: Building permit plan check

Housing and Community Development will complete the review of plans submitted with building permits within 6-8 weeks.

Key Performance Measure #2: Environmental Services permit plan review

Environmental Services permit plan review completed within 6-to-8-week timelines.

Key Performance Measure #3: Engineering Services permit plan review

Engineering Services permit plan review completed within 6-to-8-week timelines.

Key Performance Measure #4 Construction permit inspections

Housing and Community Development will complete construction permit inspections within one working day of the request.



Local Jurisdiction Assistance Grant

Budget Overview

Allocation	Amount Budgeted	Amount Utilized
Accela Automation Improvements	\$35,000	\$12,825
CEQA studies for District 5, Equity/RRR Programs	\$400,035	
Implement local equity program	\$355,560	
Ordinance amendment work	\$119,800	
Passthrough funding for operators	\$826,640	\$85,873
Total	\$1,737,035	\$98,698

of Pass Through Funding Applications Received



Approved Reimbursements by Category

