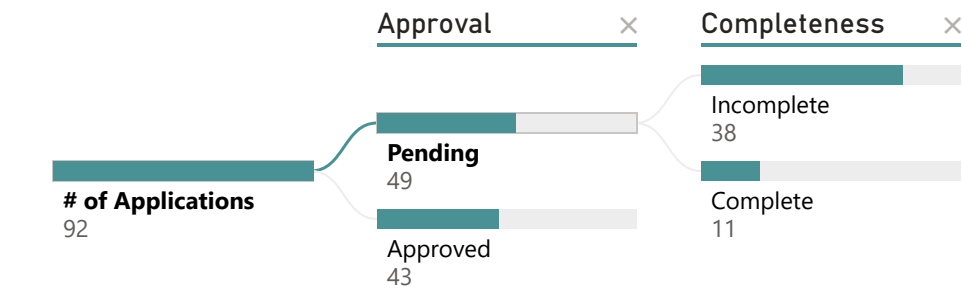




Local Permit/License Overview

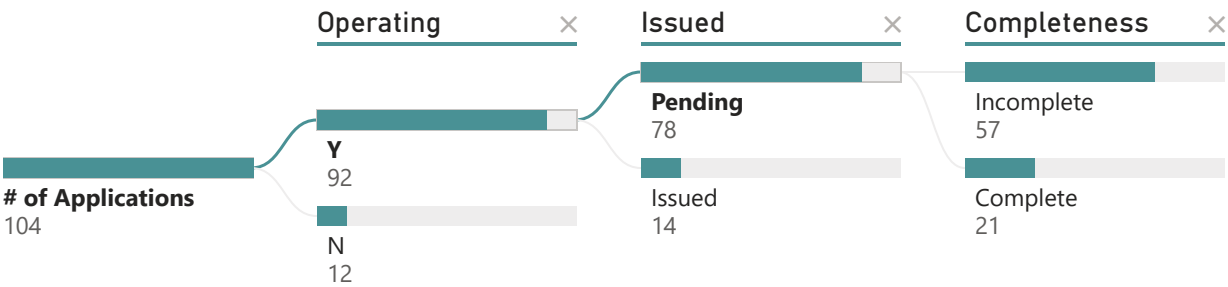
Cannabis Land Use Permit Applications



Approvals

Fiscal Year	# Approved
FY 17-18	2
FY 18-19	3
FY 19-20	8
FY 20-21	8
FY 21-22	22
Total	43

Cannabis Business Permit Applications



Issuances

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

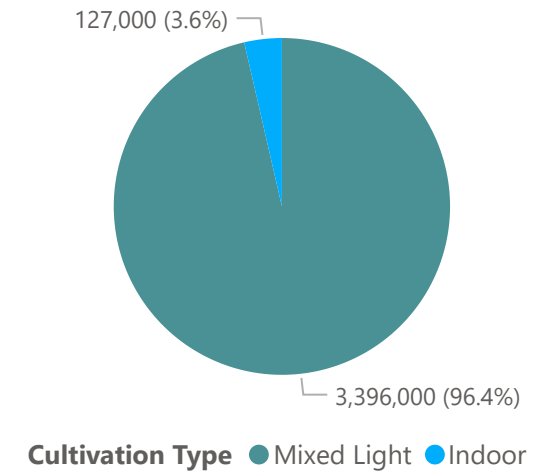


State Licensing Overview

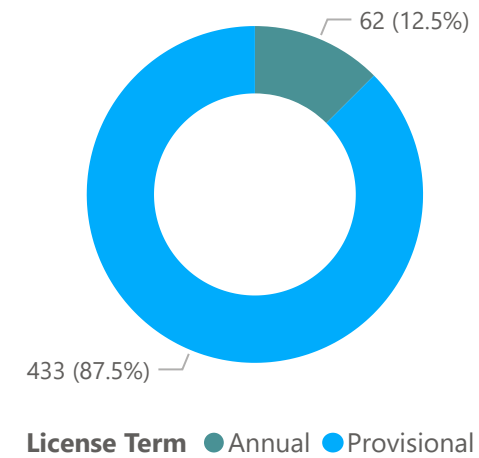
Active State Licenses

Category	# of
Cultivation	357
Nursery	46
Distribution	35
Processor	35
Manufacturing	11
Retail	9
Distribution (Transport Only)	2
Total	495

Licensed Cultivation Canopy Maximum by Type



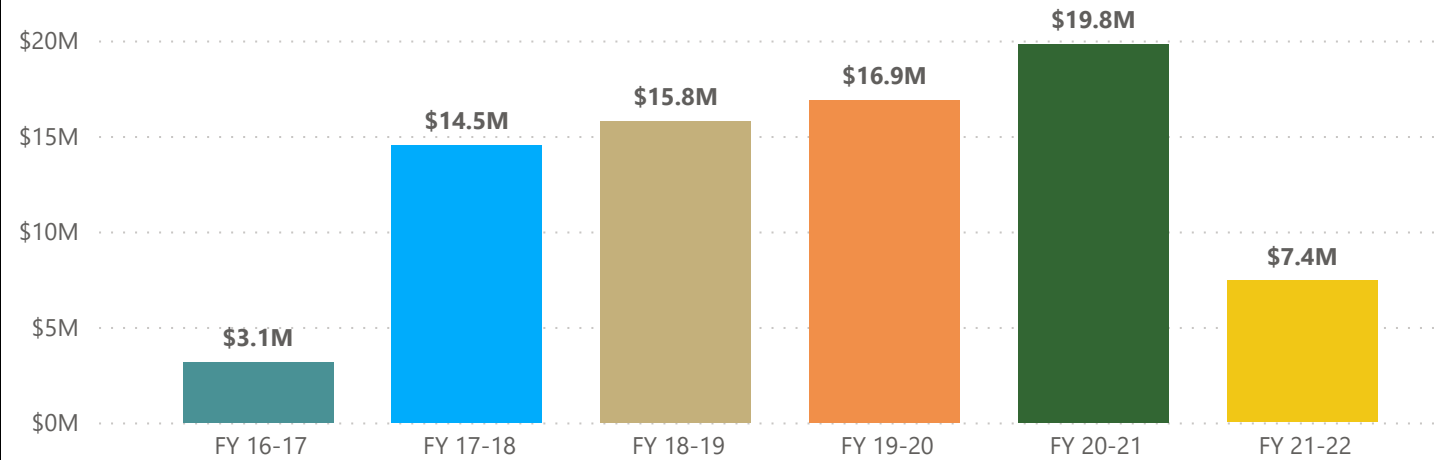
of Licenses by Term



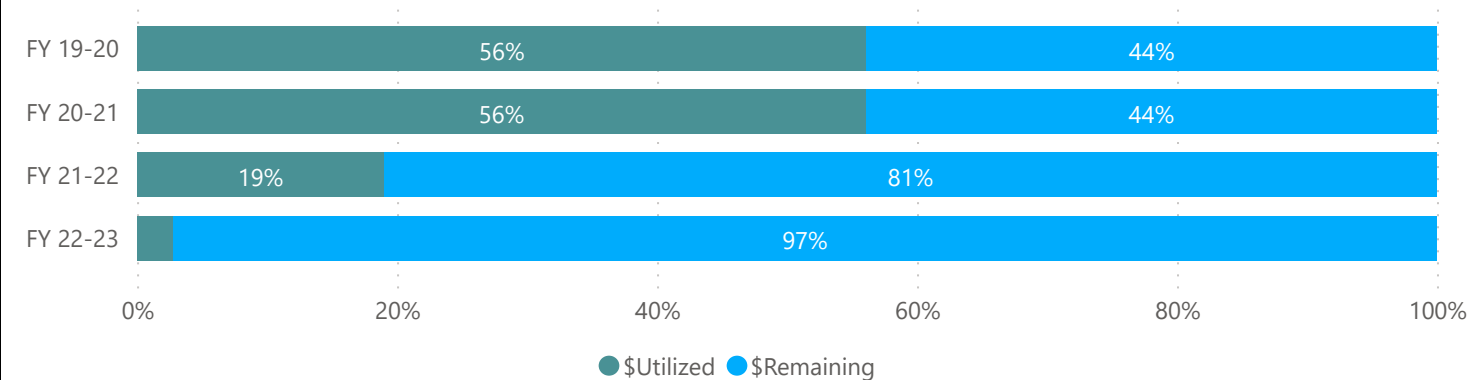


Cannabis Program Budget

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	31.23	\$1,796,745	\$5,334,595	\$7,131,341
Cannabis	25.23	\$1,547,245	\$4,606,959	\$6,154,205
Non-Cannabis	6.00	\$249,500	\$727,636	\$977,136
Total		\$7,402,561	\$21,315,901	\$28,718,463

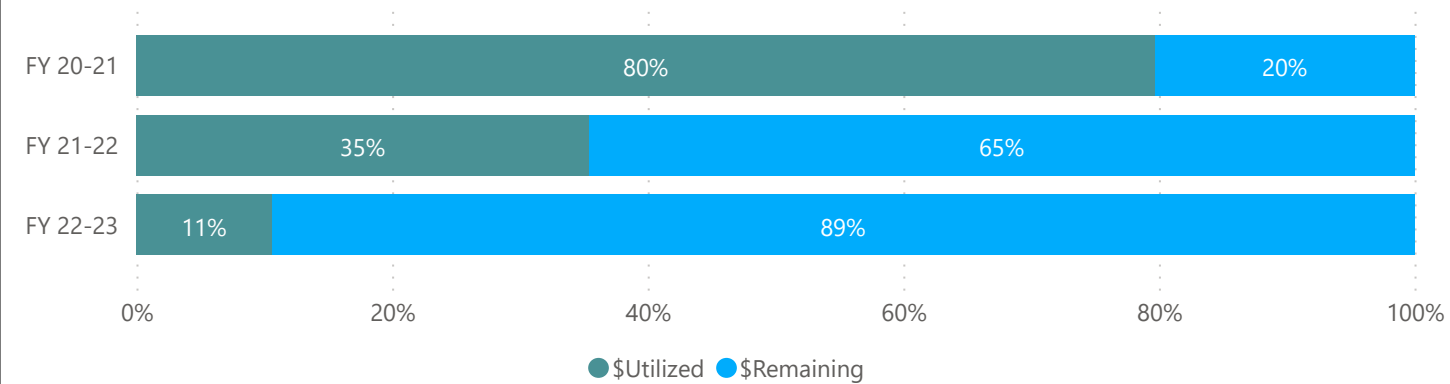


Unlicensed Enforcement

Outcomes of Search Warrant and Abatement Activities by Calendar Year

	2019	2020	2021	2022	Total
Cannabis Plants	31,938	32,888	18,602	97,703	181,131
Cannabis Processed (lbs)	3,981	5,476	1,716	38,430	49,603
Total Gross Weight of Destroyed Cannabis (tons)	18	19	10	68	115
Firearms	13	105	97	18	233
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		7
Wholesale Market Value of Product	\$35,919,000	\$38,364,000	\$15,238,500	\$68,066,500	\$157,588,000

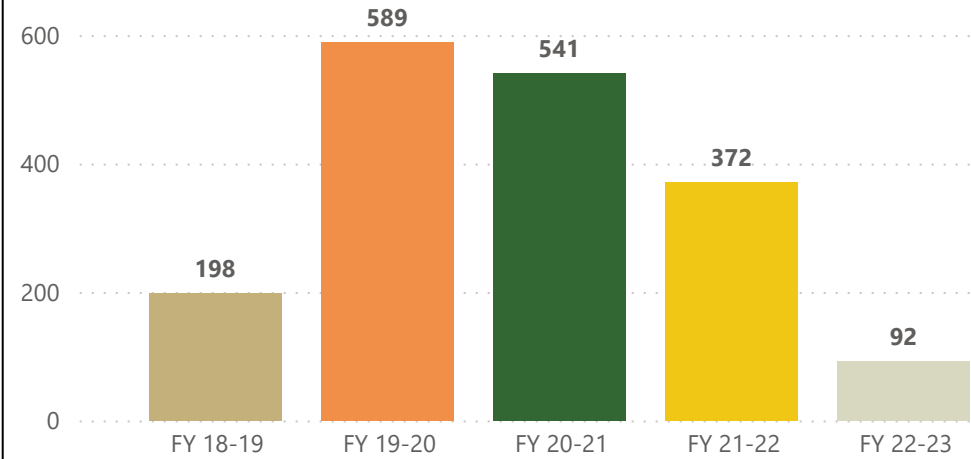
Balance of Allocation for Enforcement Against Unlicensed Cannabis Activity



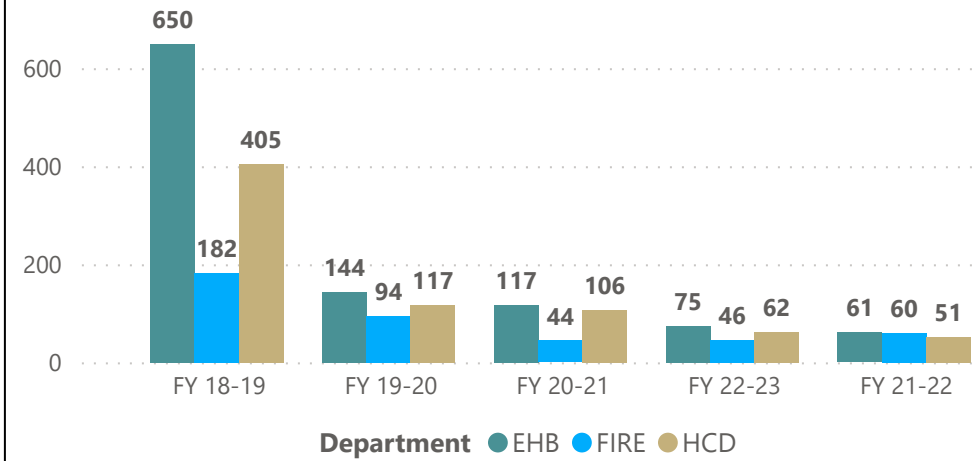


Compliance Inspections

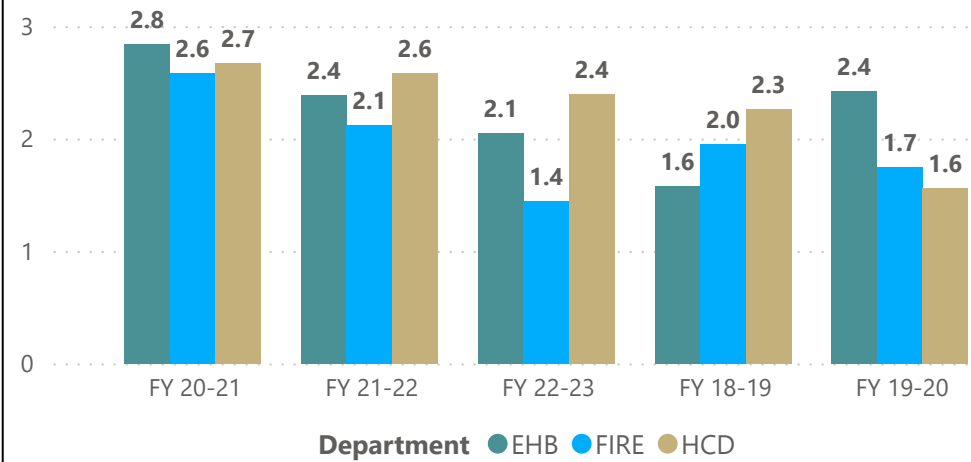
of Inspections Conducted by Fiscal Year



Average Time to Result (Hours)



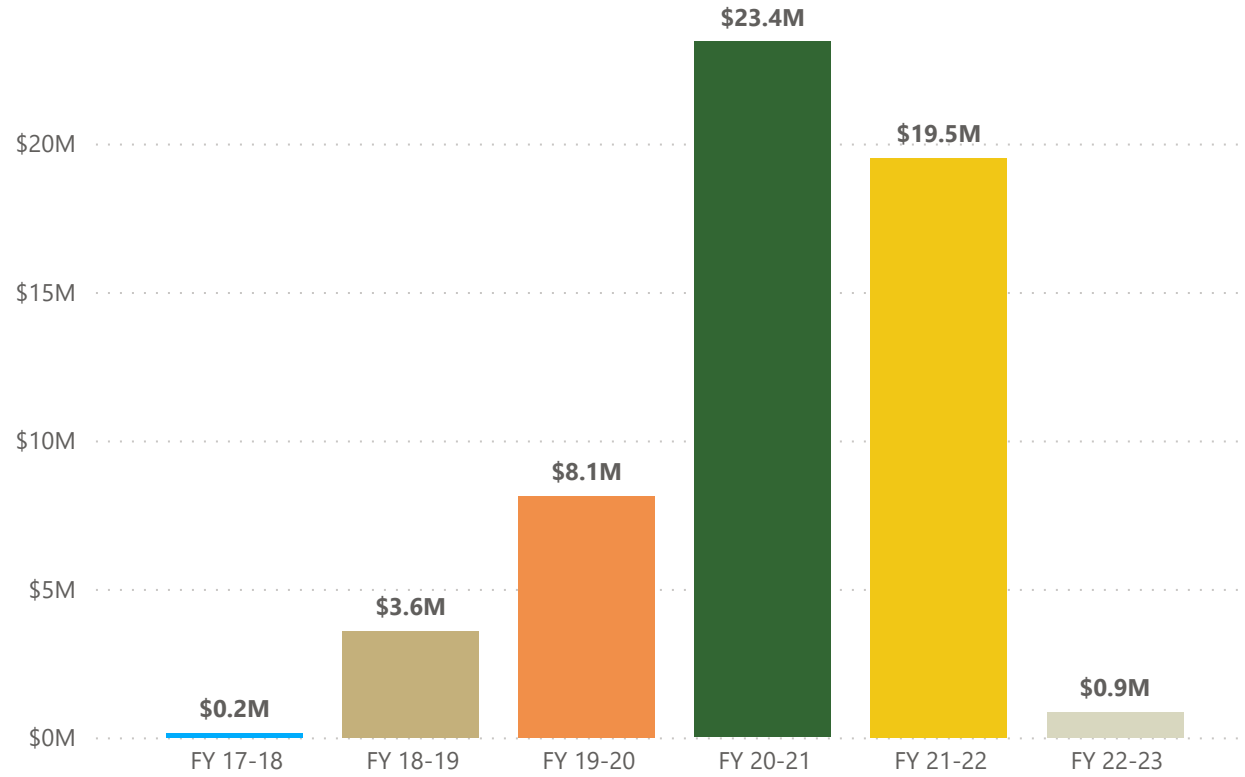
Average Inspection Duration (Hours)



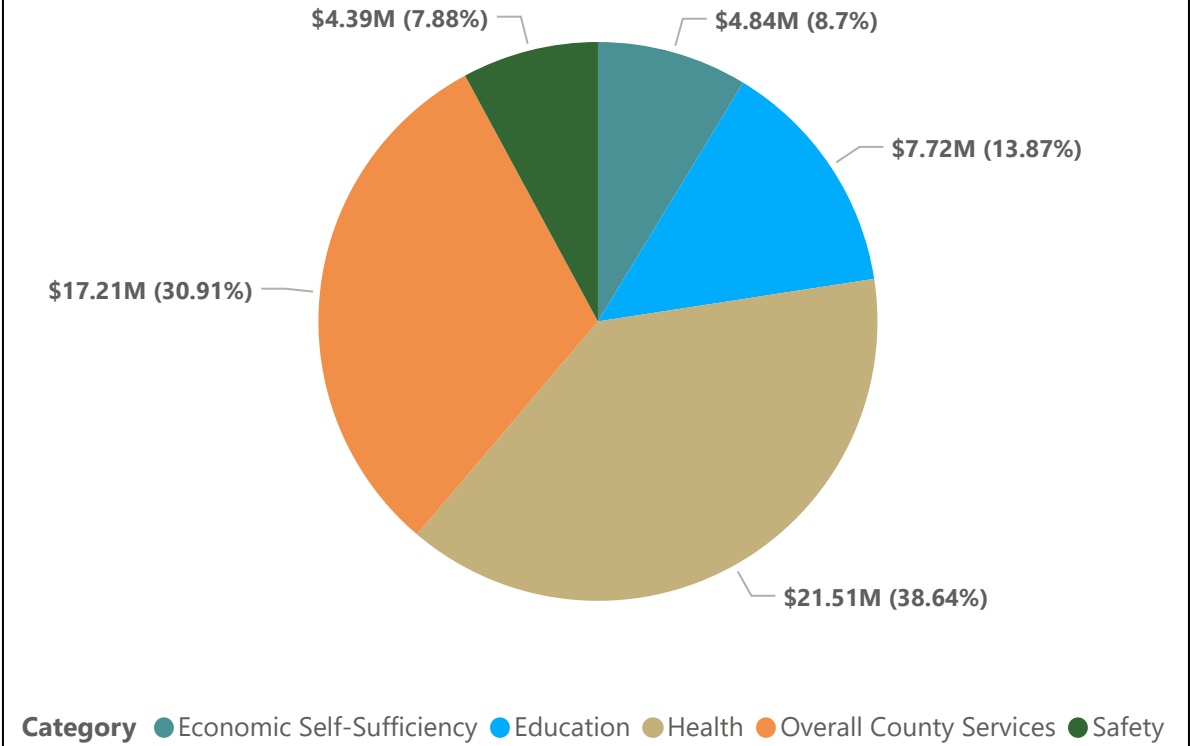


Cannabis Assignment Expenditures

Cannabis Assignment Expenditures by Fiscal Year



Cannabis Assignment Expenditures by Category





Industry Indicators

Annualized Cannabis Cultivation Figures

Fiscal Year	Canopy	Acreage	Cultivation Tax Revenue
FY 19-20	4,042,397	93	\$16,222,473
Indoor	91,100	2	\$728,799
Mixed Light	2,885,594	66	\$14,427,972
Nursery	1,065,703	24	\$1,065,703
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	\$14,548,112
Indoor	83,786	2	\$628,173
Mixed Light	3,099,396	71	\$12,484,249
Nursery	1,435,690	33	\$1,435,690
FY 22-23	4,334,470	100	\$7,437,730
Indoor	89,965	2	\$269,896
Mixed Light	2,923,329	67	\$5,846,658
Nursery	1,321,176	30	\$1,321,176
Total			\$55,912,116

Business Closures

Reason for Closure	2019	2020	2021	2022	Total
Acquisition		1	2	1	4
Enforcement action	2		1		3
Insolvency		7	3	9	19
Operation never began		1	3	1	5
Total	2	9	9	11	31

Approved Canopy Modifications

Fiscal Year	Decrease	Increase	Total
FY 19-20	7	11	18
FY 20-21	2	22	24
FY 21-22	14	15	29
FY 22-23	1	4	5
Total	24	52	76

Cannabis Industry Workforce

Month	Year	# of Employees
July	2021	2,400
August	2022	2,000

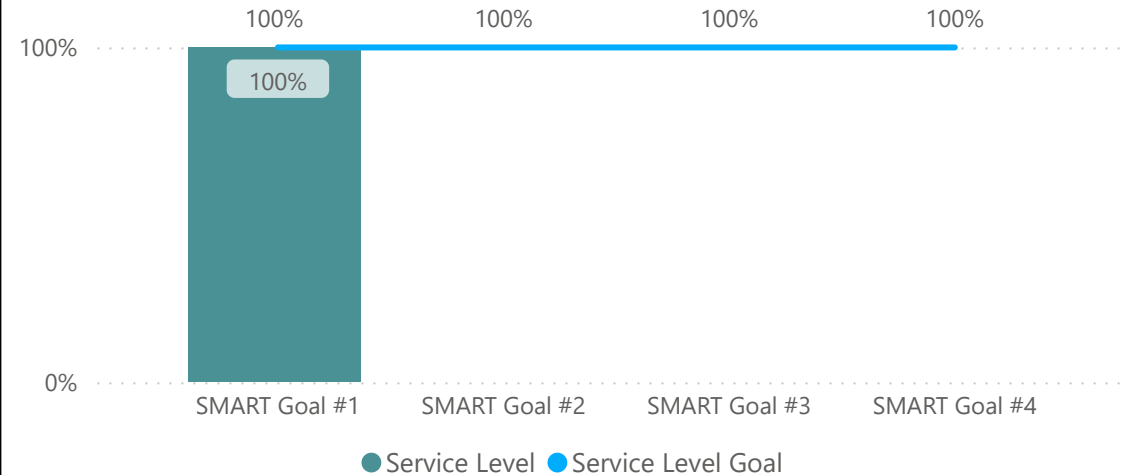
Monthly Wholesale Flower Pricing by Cultivation/Sales Type

Type	January	February	March	April	May	June	July
All Indoor							
# of Licensees	10	10	8	7	7	8	7
Price/Lb.	\$1,111	\$1,177	\$966	\$1,093	\$1,207	\$946	\$902
Volume (Lbs.)	1,303	1,370	612	613	472	794	843
All Mixed Light							
# of Licensees	21	19	18	15	22	17	16
Price/Lb.	\$442	\$471	\$410	\$439	\$430	\$393	\$365
Volume (Lbs.)	11,094	6,781	12,536	7,792	15,934	19,349	18,393
Cultivator (Indoor)							
# of Licensees	7	7	6	4	5	5	5
Price/Lb.	\$1,251	\$1,100	\$967	\$976	\$1,141	\$900	\$894
Volume (Lbs.)	577	628	412	386	388	619	567
Cultivator (Mixed Light)							
# of Licensees	1	1	1		1	1	
Price/Lb.	\$598	\$627	\$445		\$599	\$250	
Volume (Lbs.)	222	357	60		61	93	
Distributor (Indoor)							
# of Licensees	3	3	3	4	3	4	2
Price/Lb.	\$1,001	\$1,242	\$963	\$1,293	\$1,510	\$1,112	\$918
Volume (Lbs.)	726	742	201	227	84	175	276
Distributor (Mixed Light)							
# of Licensees	6	7	7	6	7	4	4
Price/Lb.	\$449	\$503	\$536	\$510	\$558	\$423	\$442
Volume (Lbs.)	3,770	2,677	3,332	3,755	3,410	2,681	3,617
Processor (Mixed Light)							
# of Licensees	14	11	10	9	14	12	12
Price/Lb.	\$434	\$434	\$363	\$372	\$394	\$389	\$347
Volume (Lbs.)	7,101	3,746	9,144	4,037	12,463	16,575	14,776



SMART Goals and Performance Measures

Cannabis Program SMART Goals and Service Levels, Q1 of FY 22-223



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.

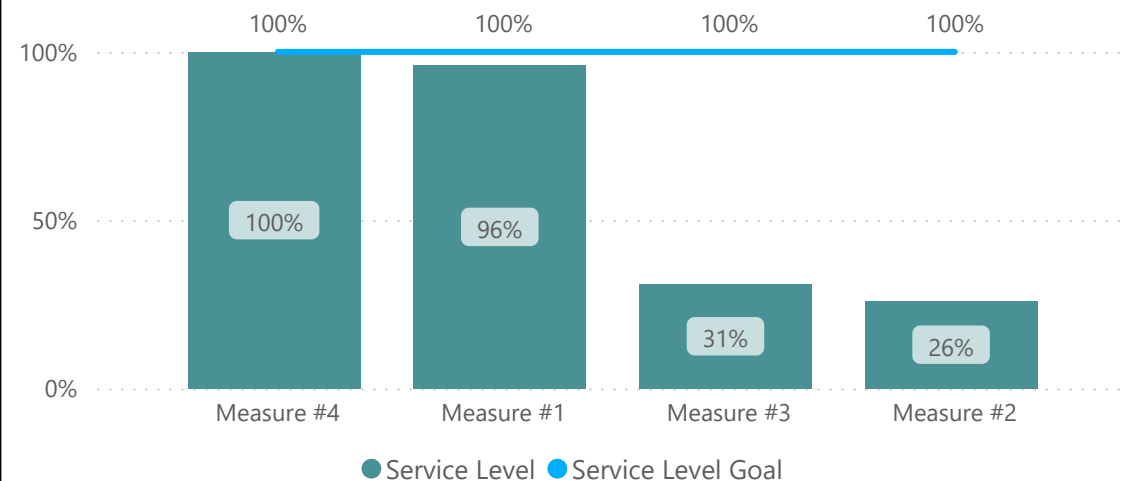
SMART Goal #3: Providing local authorization using the PCBP

No later than August 1, 2022, 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, Q4 of FY 21-22



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.