



COLORADO
Department of Revenue
Enforcement Division – Marijuana

MED 2018 Annual Update

Lu Córdova

Executive Director, Colorado Department of Revenue

Heidi Humphreys

Deputy Executive Director, Colorado Department of Revenue

Cory Amend

Senior Director, Colorado Department of Revenue

Jim Burack

Director, Marijuana Enforcement Division

Kyle Lambert

Deputy Director, Marijuana Enforcement Division

July 30, 2019

Licensing Data

Medical Business Licenses

- There was an 8% decrease in the total number of Medical Business Licenses when comparing the January and December month end totals.

Occupational Licenses

- An average of 1,316 new occupational licenses were issued each month. The number of active occupational licenses increased by 6% when comparing the January and December month end totals.

Table 1: Status of Local Jurisdictions Reporting Marijuana Licensing as of December 31, 2018	
Medical and Adult Use Marijuana Banned	209
Medical Marijuana Licenses Only	12
Adult Use Marijuana Licenses Only	12
Medical and Adult Use Licenses	89
Total	322

Local Jurisdictions Reporting Marijuana Licensing Status as of December 31, 2018 (Table 1)

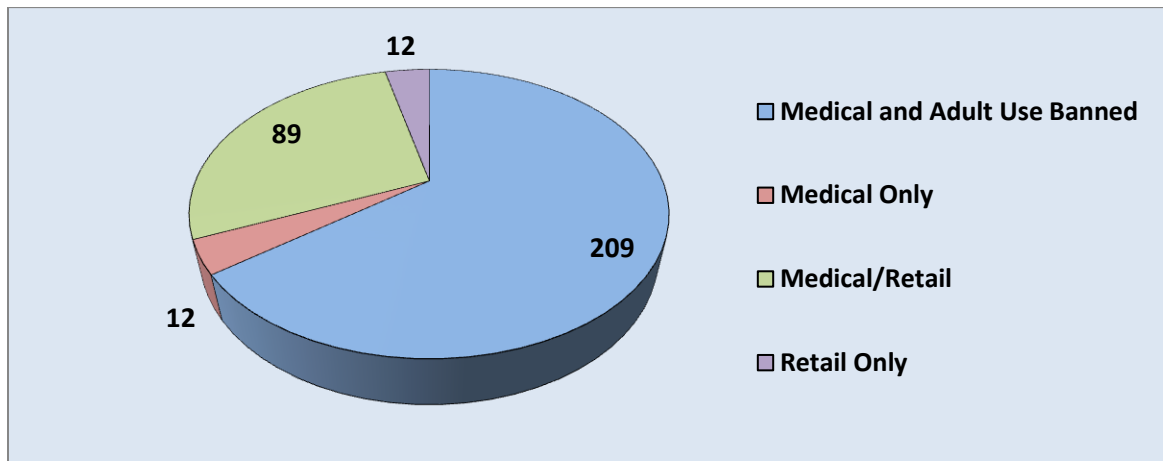
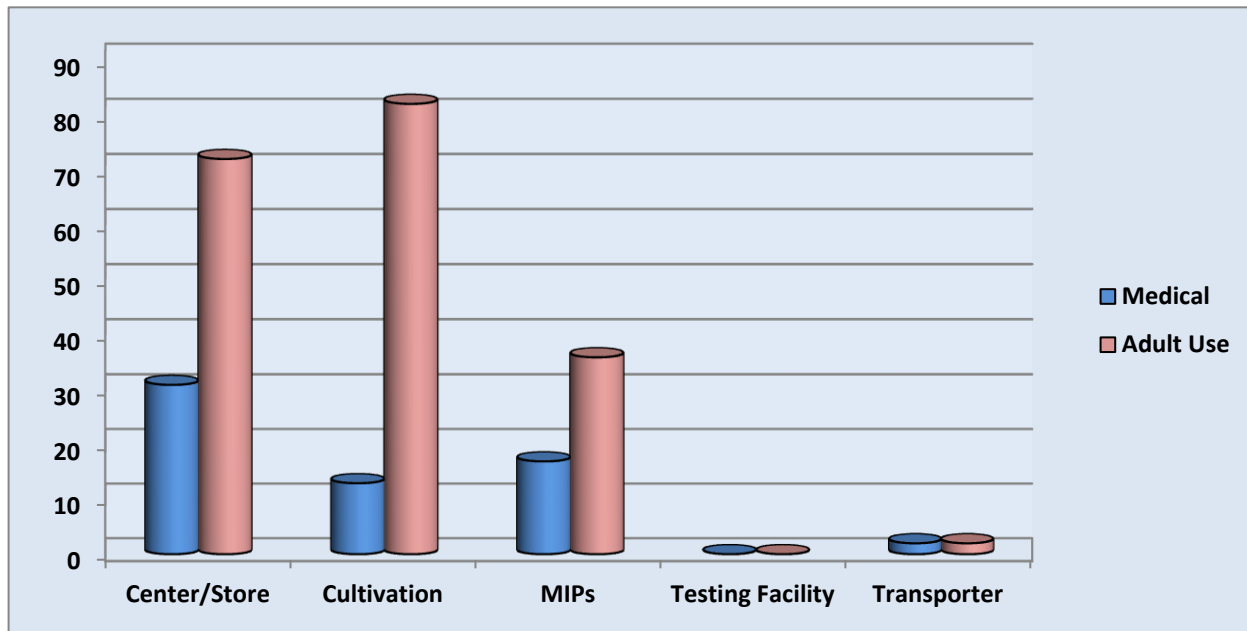


Table 2: New Business Licenses Issued as of December 31, 2018	
Medical Center	31
Medical Cultivation	13
Medical Infused-Product Manufacturer (MIPs)	17
Medical Testing Facility	0
Medical Transporter	2
Total Medical	63
Adult Use Store	72
Adult Use Cultivation	82
Adult Use Infused-Product Manufacturer (MIPs)	36
Adult Use Testing Facility	0
Adult Use Transporter	2
Total Adult Use	192
Grand Total	255

New Business Licenses Issued as of December 31, 2018 (Table 2)



*The Division has adopted the term “Adult Use” in place of using “Retail” to describe the 21 and over commercial marijuana market authorized by the voters through Amendment 64 in 2012.

Table 3: Month-End Business and Establishment License Totals by Type in 2018												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Medical Marijuana Businesses												
Centers	503	505	500	499	496	495	487	486	483	479	474	473
Cultivation Operations	750	759	739	737	727	725	717	716	708	687	680	673
Infused Product Manufacturers	255	258	255	256	254	253	249	251	239	238	236	239
Testing Facilities	11	11	11	11	11	11	11	11	11	11	11	11
Total Medical Licenses	1,519	1,533	1,505	1,503	1,488	1,484	1,464	1,464	1,441	1,415	1,401	1,396
Adult Use Marijuana Establishments												
Stores	517	527	528	530	531	538	532	541	548	547	550	549
Cultivation Facilities	721	724	733	744	743	744	739	740	739	736	732	735
Product Manufacturing Facilities	280	283	284	289	288	289	287	284	286	285	278	282
Testing Facilities	12	12	12	12	11	11	11	11	11	11	11	11
Total Adult Use Licenses	1,530	1,546	1,557	1,575	1,573	1,582	1,569	1,576	1,584	1,579	1,571	1,577
Total Medical and Adult Use Licenses	3,049	3,079	3,062	3,078	3,061	3,066	3,033	3,040	3,025	2,994	2,972	2,973

Monthly Medical Business & Adult Use Establishment License Totals as of December 31, 2018 (Table 3)

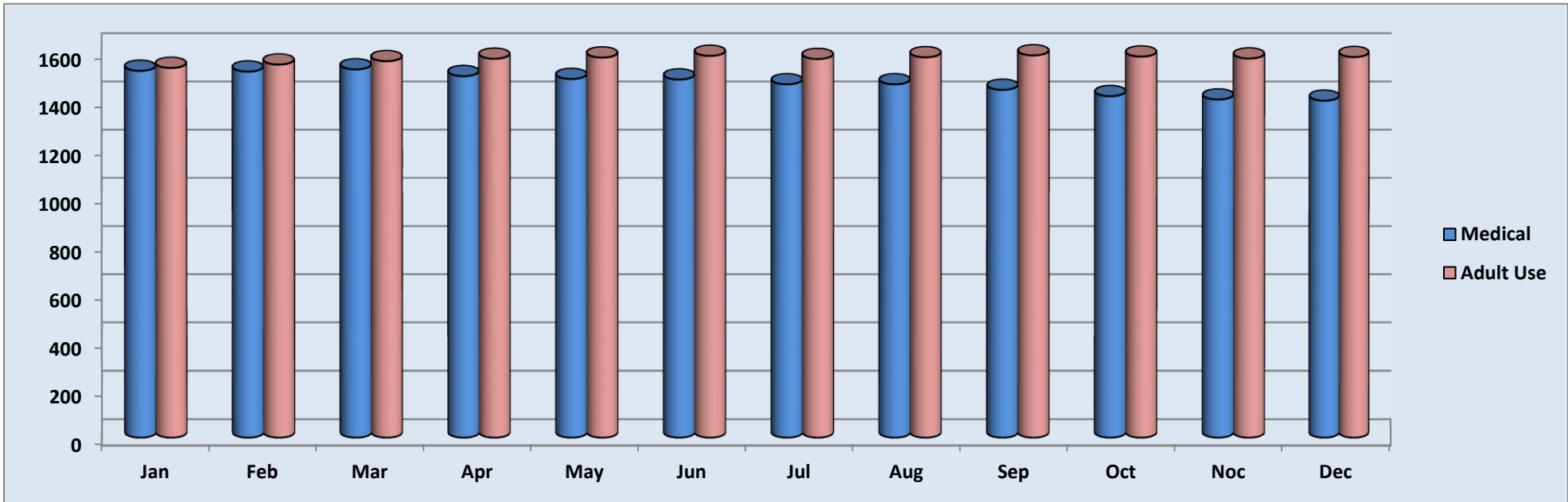
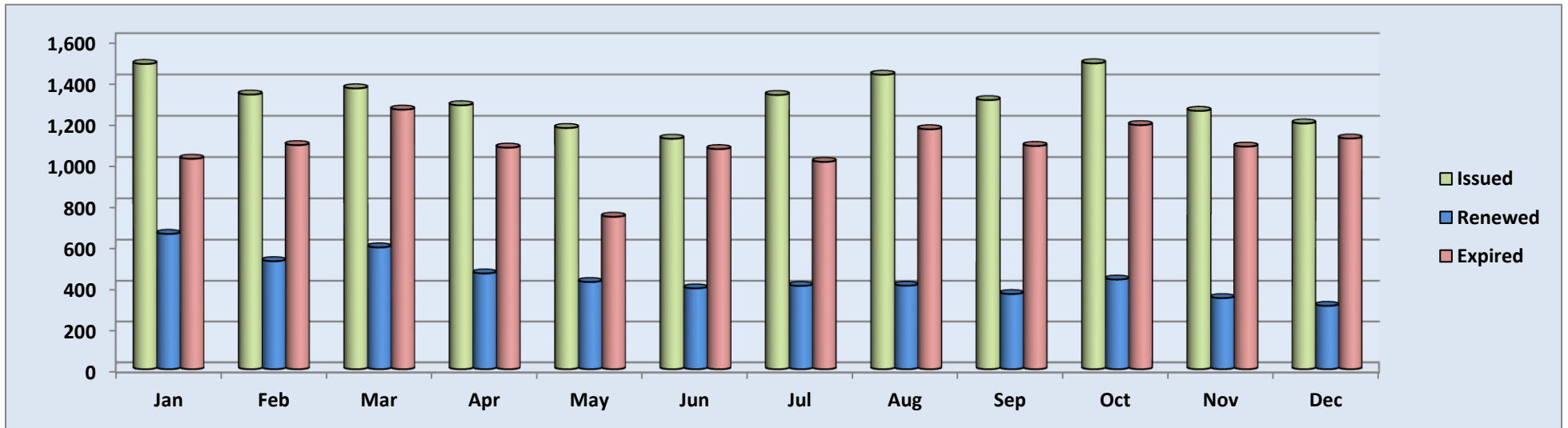


Table 4: Month-End Occupational License Totals as of December 31, 2018

***All Occupational Licenses are issued and renewed for a two year period.**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Key Licenses Issued	423	290	365	365	337	275	394	409	399	374	332	309
Support Licenses Issued	1,062	1,047	1,002	920	838	848	941	1,024	911	1,114	926	888
Total New Occupational Licenses Issued	1,485	1,337	1,367	1,285	1,175	1,123	1,335	1,433	1,310	1,488	1,258	1,197
Key Licenses Renewed	347	302	307	241	249	194	197	212	208	194	160	164
Support Licenses Renewed	275	228	290	229	179	203	212	198	161	246	189	147
Total Occupational Licenses Renewed	622	530	597	470	428	397	409	410	369	440	349	311
Key Licenses Expired	236	241	284	273	206	261	233	240	216	249	199	211
Support Licenses Expired	790	851	980	907	539	812	778	929	872	940	886	913
Total Occupational Licenses Expired	1,026	1,092	1,264	1,180	745	1,073	1,011	1,169	1,088	1,189	1,085	1,124
Percentage of Occupational Licenses Renewed	39%	33%	32%	30%	36%	27%	29%	26%	25%	27%	24%	22%
Total Active Occupational Licenses (On the last day of each month)	37,761	38,161	38,227	38,282	38,520	38,868	38,951	39,126	39,476	39,754	40,035	40,106

Monthly Totals For Occupational Licenses Issued, Renewed, and Expired as of December 31, 2018 (Table 4)



Cultivated Plants

2018 Monthly Average

- Adult Use plants accounted for approximately 75% of the total plants cultivated in Colorado during the months of July to December.

Plants by County

- Once again, Denver, Pueblo, El Paso, and Boulder Counties have the highest number of plants cultivated each month, with Denver representing 55% of all plants cultivated in the month of December.

Average Life Cycle of a Marijuana Plant Harvested in 2018 was 130 Days



Table 5: Monthly Average of Marijuana Plants Cultivated as of December 31, 2018

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Average Medical Cultivated Plants	294,885	298,997	300,206	293,938	293,899	287,769	272,650	265,520	259,695	252,787	253,466	253,894
Average Adult Use Cultivated Plants	654,823	660,057	670,179	684,163	730,404	774,996	801,678	826,048	832,171	776,196	724,333	722,532
Combined Average Cultivated Plants	949,708	959,054	970,385	978,101	1,024,303	1,062,765	1,074,328	1,091,568	1,091,866	1,028,983	977,799	976,426

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Table 6: Month-End Total Plant Count by County (or Group of Counties) as of December 31, 2018

		<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>
<u>A</u>	Denver	532,457	530,514	534,441	533,556	528,410	529,496	525,331	522,046	521,526	520,983	531,388	534,360
<u>B</u>	Pueblo	98,703	101,994	104,966	119,731	170,479	193,978	200,217	212,911	205,159	126,656	113,620	112,809
<u>C</u>	El Paso	75,390	77,441	77,796	76,607	76,946	75,954	70,517	67,711	66,648	67,603	70,030	70,241
<u>D</u>	Boulder	61,563	64,507	62,443	64,136	62,399	60,289	55,218	55,901	54,643	55,455	57,902	56,020
<u>E</u>	Conejos, Costilla, Crowley, Huerfano, Las Animas, Saguache	34,349	32,361	33,931	40,539	43,248	51,690	57,602	61,947	61,336	37,856	37,444	38,157
<u>F</u>	Garfield, Mesa, Routt	35,987	37,221	35,813	35,120	35,979	35,434	35,009	32,962	35,029	35,579	37,325	38,872
<u>G</u>	Adams, Arapahoe	24,514	25,094	25,291	24,270	24,367	27,274	27,276	32,836	32,835	30,042	28,641	29,216
<u>H</u>	Eagle, Grand, Pitkin, Summit	13,918	13,761	15,275	17,803	19,653	23,679	23,558	22,333	20,483	11,415	12,385	12,065
<u>I</u>	Chaffee, Fremont, Lake	19,841	20,698	21,113	22,543	23,747	23,026	22,974	25,495	27,777	29,314	27,672	26,695
<u>J</u>	Morgan, Sedgwick, Weld	11,869	12,005	12,302	12,165	12,268	12,563	12,476	11,945	11,422	11,461	11,898	12,681
<u>K</u>	Archuleta, La Plata, Montezuma, San Juan	11,336	11,894	12,384	12,655	13,050	12,388	12,068	12,309	12,733	13,235	13,234	12,150
<u>L</u>	Larimer	13,181	13,222	12,593	12,412	11,268	11,344	11,423	11,664	12,437	11,536	12,037	12,051
<u>M</u>	Clear Creek, Gilpin, Jefferson	8,876	9,778	10,970	10,750	9,940	9,858	9,178	8,616	9,092	8,396	8,130	7,432
<u>N</u>	Gunnison, Montrose, Ouray, San Miguel	6,170	7,767	8,566	8,764	8,951	9,084	8,758	9,539	9,210	8,024	7,261	6,563
<u>O</u>	Park, Teller	4,697	4,583	5,578	4,972	5,263	4,477	4,931	5,084	4,819	5,264	4,648	4,850
	<u>TOTAL</u>	952,851	962,840	973,462	996,023	1,045,968	1,080,534	1,076,536	1,093,299	1,085,149	972,819	973,615	974,162

Month-End Total Plant Count by County (or Group of Counties) as of December 31, 2018 (Table 6)

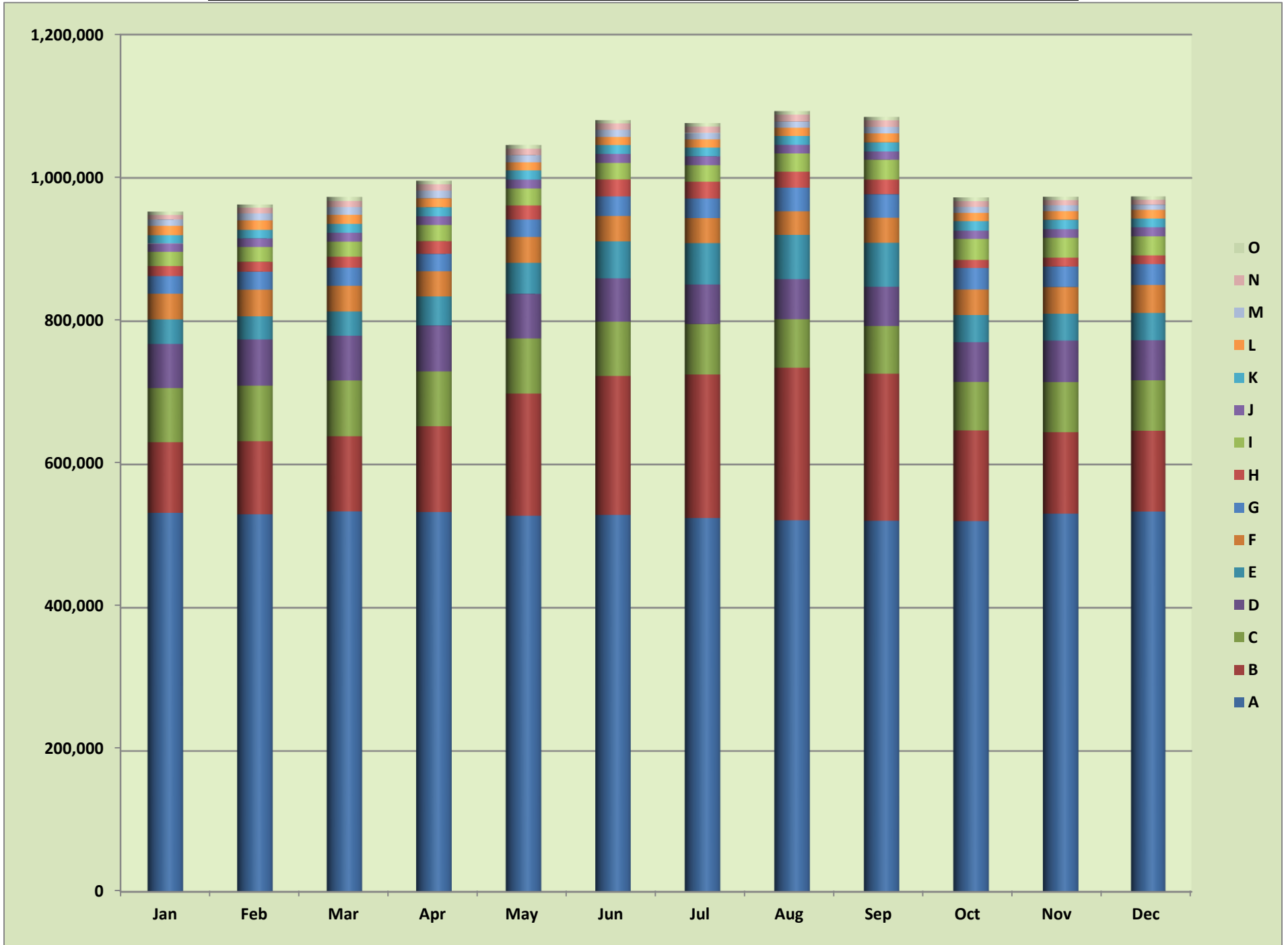


Table 7: Pounds of Usable Marijuana by Category as of December 31, 2018

<u>Category</u>	<u>Adult Use (lbs.)</u>	<u>Medical (lbs.)</u>	<u>Total (lbs.)</u>
Bud / Flower	400,600	212,904	613,504
Shake / Trim	264,899	104,588	369,487
Wet Whole Plant	135,759	66,026	201,785
Total	801,258	383,518	1,184,776

Pounds of Usable Marijuana by Category as of December 31, 2018 (Table 7)

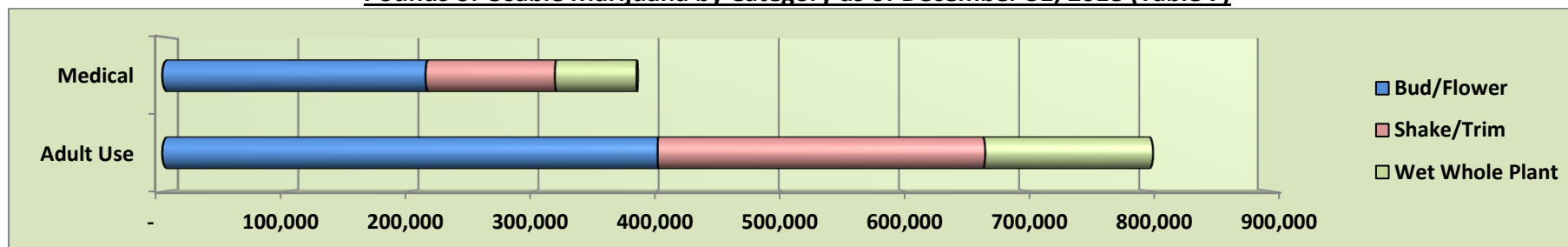


Table 8: Pounds of Usable Marijuana and Number of Harvested Plants by County as of December 31, 2018

(Includes all types of usable marijuana: bud/flower, shake/trim, and wet whole plant)

		<u>Total lbs.</u>	<u>Harvested Plants</u>
A	Denver	579,490	1,489,027
B	Pueblo	130,407	284,083
C	El Paso	85,767	175,423
D	Boulder	77,780	175,891
E	Adams, Arapahoe	36,566	80,712
F	Garfield, Mesa, Routt	32,860	94,471
G	Conejos, Costilla, Huerfano, Las Animas, Saguache	23,336	70,023
H	Eagle, Grand, Pitkin, Summit	18,243	41,658
I	Chaffee, Crowley, Fremont, Lake	15,786	60,138
J	Larimer	10,961	30,700
K	Clear Creek, Gilpin, Jefferson	10,854	21,449
L	Archuleta, La Plata, Montezuma, San Juan	8,070	29,280
M	Morgan, Sedgwick, Weld	7,438	28,810
N	Gunnison, Montrose, Ouray, San Miguel	6,305	14,451
O	Park, Teller	4,413	8,528
	TOTAL	1,048,276	2,604,644

Volume Sold to Consumers

Adult Use Flower vs Edible Sales

- The Adult Use market accounted for 66% of the total pounds of flower sold to consumers in 2018, and accounted for 86% of the total units of edibles sold to consumers.

Concentrates

- There was a 78% increase in the total units of marijuana concentrates sold to consumers from 2017 to 2018.

Table 9: Pounds of Flower/Bud Sold to Consumers Monthly as of December 31, 2018

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Medical	10,980	10,102	11,509	11,156	12,874	12,593	12,698	14,068	14,308	13,670	12,036	11,869	147,863
Adult Use	19,789	20,252	23,910	23,190	22,526	23,272	25,199	27,218	26,661	25,616	24,884	25,775	288,292
Total	30,769	30,354	35,419	34,346	35,400	35,865	37,897	41,286	40,969	39,286	36,920	37,644	436,155

Monthly Totals for Pounds of Flower/Bud Sold to Consumers as of December 31, 2018 (Table 9)

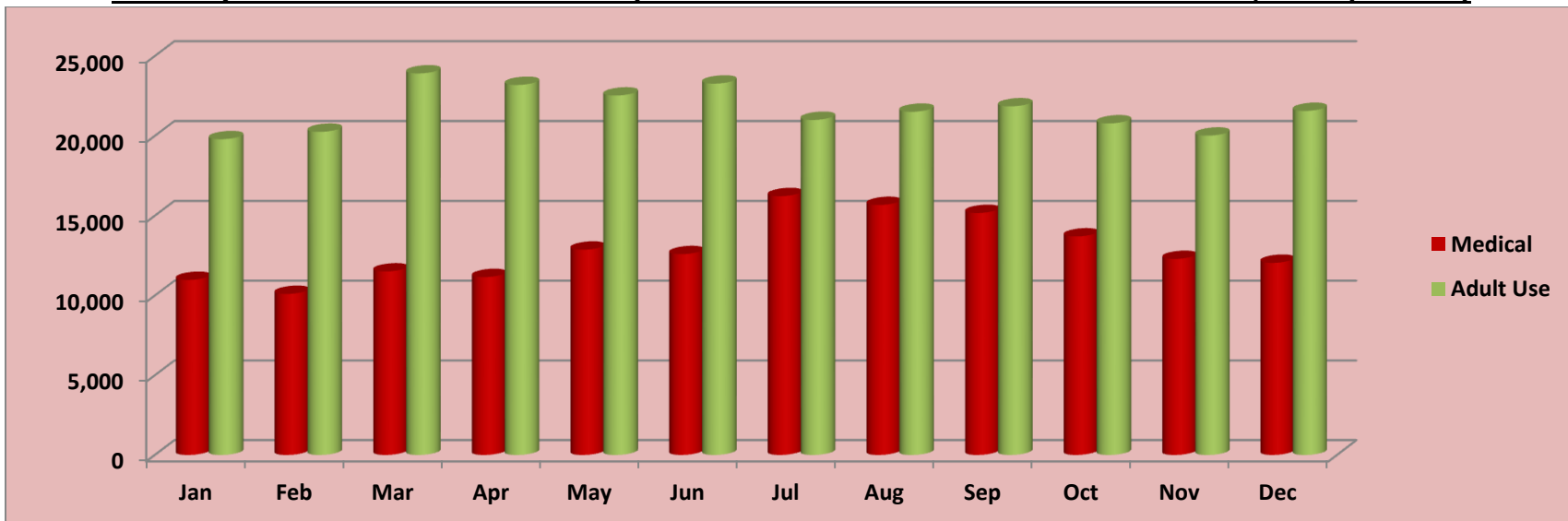


Table 10: Units of Edibles Sold to Consumers Monthly as of December 31, 2018

	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
Medical	146,992	140,993	164,244	164,209	158,822	148,293	151,532	153,139	145,695	156,724	151,831	159,851	1,842,325
Adult Use	750,534	722,586	945,987	849,792	839,836	941,402	1,086,989	1,057,754	970,981	895,721	855,591	1,010,370	10,927,543
Total	897,526	863,579	1,110,231	1,014,001	998,658	1,089,695	1,238,521	1,210,893	1,116,676	1,052,445	1,007,422	1,170,221	12,769,868

Monthly Total Units of Edibles Sold to Consumers as of December 31, 2018 (Table 10)

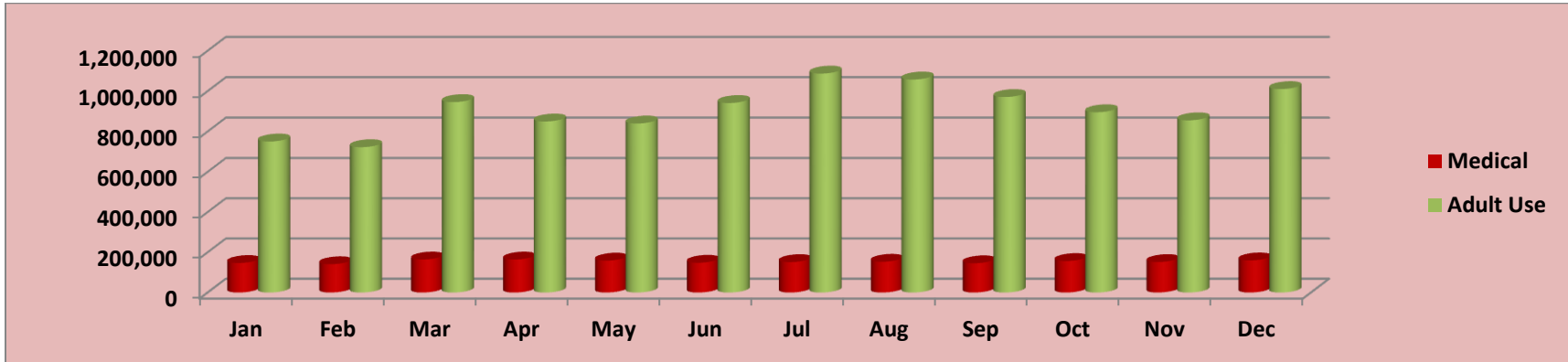


Table 11: Units of Non-Edible Infused Products Sold to Consumers Monthly as of December 31, 2018

	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
Medical	15,443	13,961	16,676	15,931	15,216	16,768	14,291	14,422	13,481	14,969	12,662	15,766	179,586
Adult Use	70,263	68,214	83,810	75,048	84,435	93,432	103,407	102,272	98,384	82,880	75,730	90,118	1,027,993
Total	85,706	82,175	100,486	90,979	99,651	110,200	117,698	116,694	111,865	97,849	88,392	105,884	1,207,579

Monthly Total Units of Non-Edibles Sold to Consumers as of December 31, 2018 (Table 11)

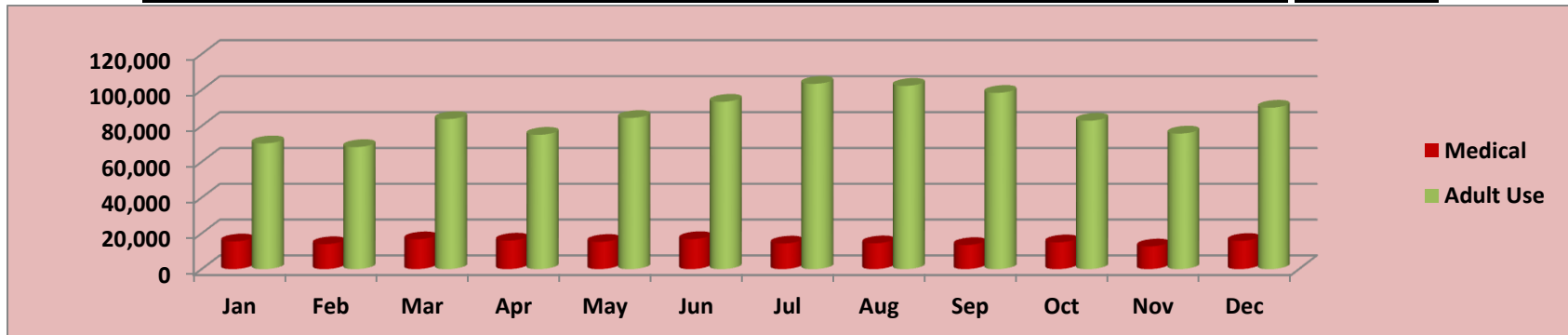


Table 12: Pounds* of Concentrate Sold to Consumers Monthly as of December 31, 2018

	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
Medical	1,236	1,093	1,199	1,160	1,109	1,233	1,234	1,258	1,247	1,343	1,293	1,247	14,652
Adult Use	1,370	1364	1,610	1,608	1,524	1,506	1,679	1,717	1,668	1,723	1,709	1,837	19,315
Total	2,606	2,457	2,809	2,768	2,633	2,739	2,913	2,975	2,915	3,066	3,002	3,084	33,967

Monthly Total Pounds of Concentrate Sold to Consumers (Table 12)

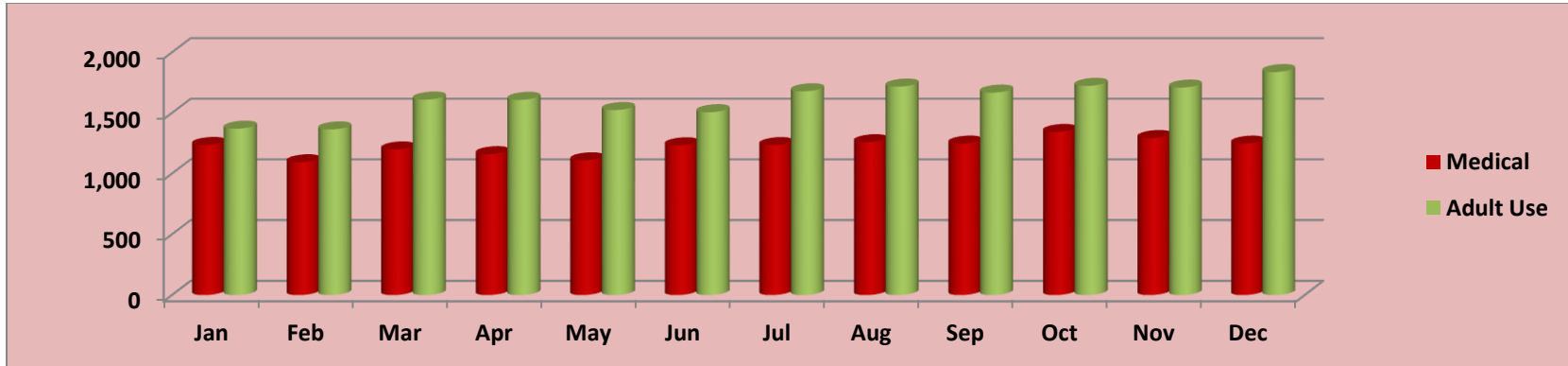
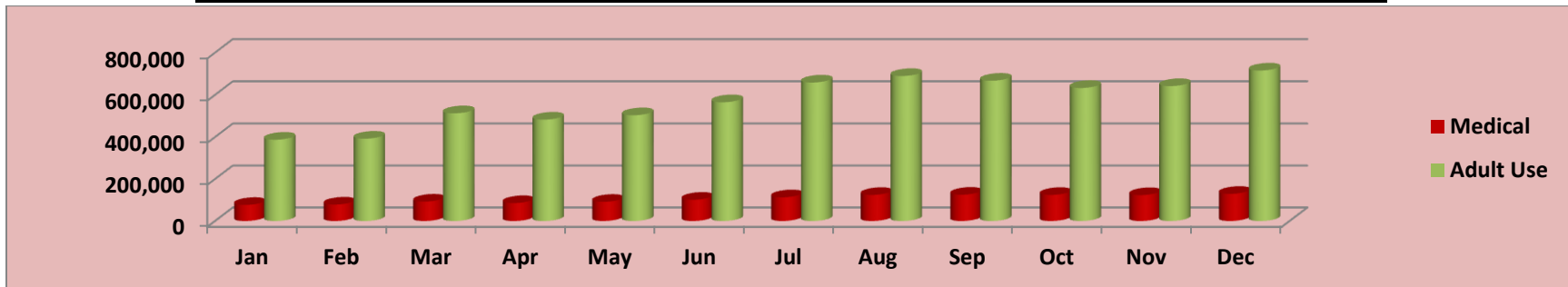


Table 13: Units* of Concentrates Sold to Consumers Monthly as of December 31, 2018

	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
Medical	76,733	78,369	92,417	85,393	91,287	101,298	112,898	124,210	125,173	124,150	123,451	129,365	1,264,744
Adult	387,343	392,277	512,803	482,703	503,368	564,992	658,520	689,221	667,086	632,685	641,689	715,373	6,848,060
Total	464,076	470,646	605,220	568,096	594,655	666,290	771,418	813,431	848,259	756,835	765,140	844,738	8,112,804

Monthly Units of Concentrate Sold to Consumers as of December 31, 2018 (Table 13)



*The inventory tracking system tracks concentrates by either weight or unit based on the manufacturer's preference.

Testing Data

Microbial Contaminant Testing

- There were 90,625 packages of Flower and Shake/Trim submitted for microbial contaminant testing in 2018.

All Other Contaminant Tests

- There were 109,409 packages submitted for all other contaminant tests combined.

Table 14: Marijuana Potency and Homogeneity Package Testing

	Market	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
Concentrate Potency Tests	Adult Use	5,611	5,148	6,380	6,306	5,876	5,547	5,546	6,572	6,038	6,705	6,063	5,652	71,444
	Medical	4,276	3,403	4,138	4,036	4,105	3,749	3,283	4,004	3,352	3,678	3,798	3,025	44,847
Flower and Shake/Trim Potency Tests	Adult Use	4,678	4,435	5,145	4,364	4,162	4,303	4,330	4,818	3,952	5,173	4,537	4,470	54,367
	Medical	5,324	4,682	5,584	4,697	4,217	3,957	3,743	3,885	3,534	3,592	3,670	3,061	49,946
Infused Edible Potency Tests	Adult Use	695	654	787	705	874	791	794	878	754	844	737	772	9,285
	Medical	459	359	434	368	344	396	301	366	338	324	320	275	4,284
Infused Edible Homogeneity Tests	Adult Use	468	404	502	445	610	530	567	643	532	590	575	582	6,448
	Medical	262	192	260	236	216	265	216	248	169	199	207	185	2,655
Infused Non-edible Potency Tests	Adult Use	191	146	170	142	110	144	133	159	160	141	97	94	1,687
	Medical	50	54	41	39	40	49	37	36	35	51	24	24	480

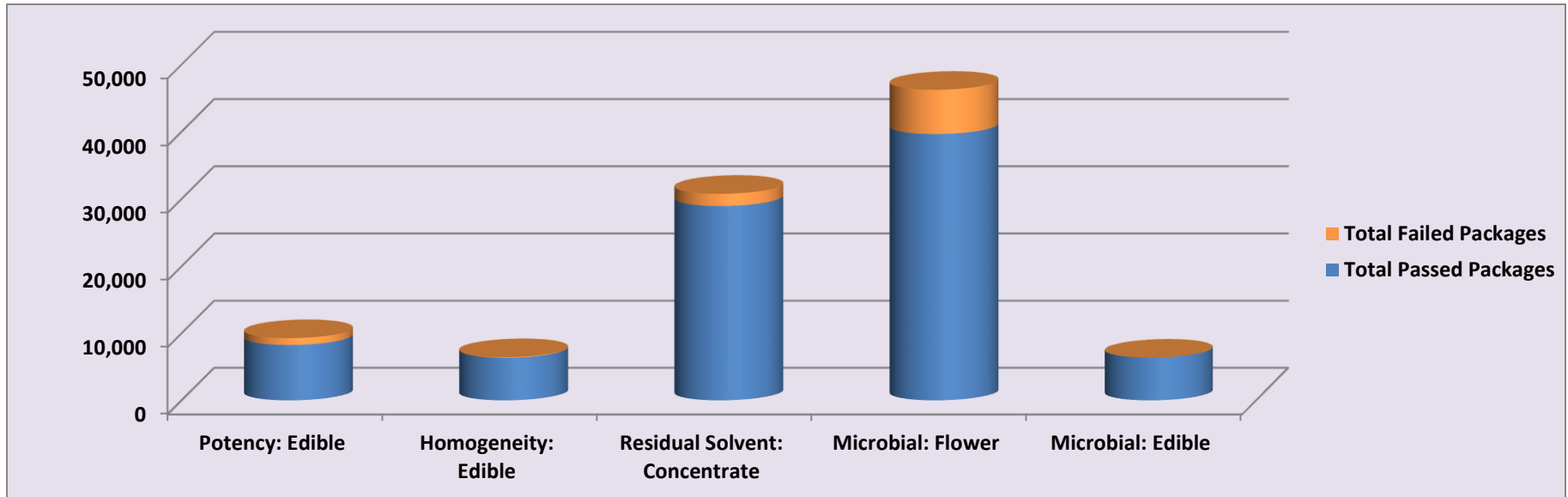
Table 15: Marijuana Contaminant Package Testing as of December 31, 2018

	Market	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
Concentrate Microbial Cont. Tests	Adult Use	413	559	531	549	388	265	470	465	598	664	456	583	5,941
	Medical	240	410	463	623	594	480	470	461	408	348	350	286	5,133
Concentrate Residual Solvent Tests	Adult Use	1,915	2,581	3,102	2,812	2,629	2,564	2,520	2,395	2,370	2,855	2,706	2,320	30,769
	Medical	1,206	2,614	3,292	2,100	1,853	1,621	1,266	1,505	1,359	1,568	1,632	1,189	21,205
Flower and Shake/Trim Microbial Cont. Tests	Adult Use	3,162	3,900	4,692	4,361	3,344	2,561	4,152	4,512	3,768	4,227	3,814	3,751	46,244
	Medical	739	3,435	7,653	6,072	4,353	3,965	3,808	3,140	2,965	2,900	2,929	2,422	44,381
Flower and Shake/Trim Pesticide Tests	Adult Use	N/A	N/A	N/A	N/A	N/A	N/A	N/A	4,316	5,467	4,071	3,164	2,486	19,504
	Medical	N/A	N/A	N/A	N/A	N/A	N/A	N/A	4,044	4,435	3,167	2,483	2,004	16,133
Infused Edible Microbial Cont. Tests	Adult Use	467	516	547	486	553	420	560	582	571	585	495	598	6,380
	Medical	111	230	382	303	250	285	250	269	240	195	211	218	2,944
Infused Non-edible Microbial Cont. Tests	Adult Use	102	94	131	97	65	57	71	95	94	91	72	72	1,041
	Medical	33	41	29	28	31	38	36	21	26	36	21	19	359

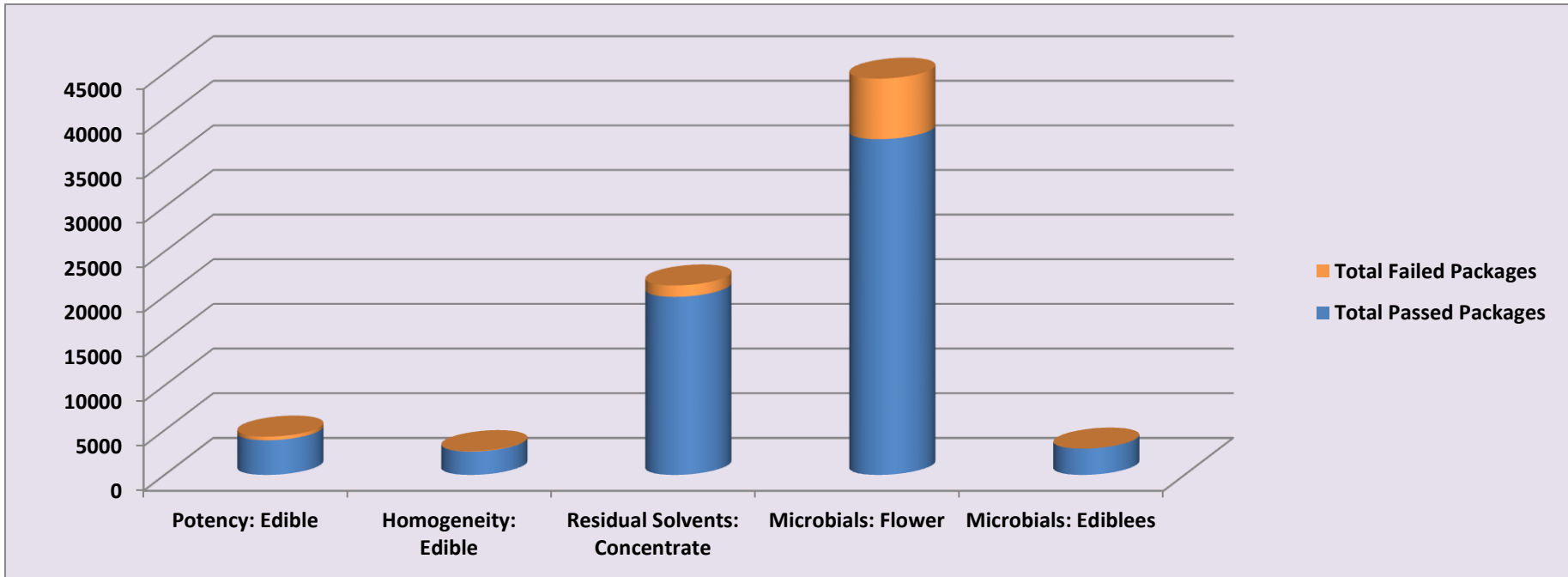
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Table 16: Marijuana Testing Results as of December 31, 2018 (Percentage of Packages that Passed Testing)														
	Market	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
Concentrate Microbial Cont. Results	Adult Use	97.8	99.3	99.8	98.9	99.5	97.7	98.9	98.7	99.3	97.4	99.1	97.1	98.6
	Medical	100.0	99.0	98.5	98.6	99.3	99.6	97.4	98.3	98.3	98.9	97.7	97.9	98.6
Concentrate Potency Results	Adult Use	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	99.9	100.0	100.0	100.0
	Medical	99.9	99.8	100.0	100.0	100.0	99.9	100.0	100.0	100.0	100.0	99.9	100.0	99.9
Concentrate Residual Solvent Results	Adult Use	99.2	88.1	91.4	93.9	94.9	95.2	93.9	92.6	93.9	95.2	94.7	95.6	94.1
	Medical	98.8	89.9	92.0	95.0	94.8	93.7	95.9	95.0	92.9	93.8	94.7	91.3	94.0
Flower and Shake/Trim Microbial Cont. Results	Adult Use	88.2	85.1	86.7	85.0	87.9	85.4	86.0	82.4	85.5	87.3	83.9	85.5	85.7
	Medical	79.0	86.6	85.8	83.8	84.2	81.6	81.9	84.6	86.9	85.1	85.2	91.8	84.7
Flower and Shake/Trim Pesticide Results	Adult Use	N/A	N/A	N/A	N/A	N/A	N/A	N/A	98.5	99.1	98.7	98.7	99.3	98.9
	Medical	N/A	N/A	N/A	N/A	N/A	N/A	N/A	98.3	98.8	98.7	99.4	99.6	98.9
Flower and Shake/Trim Potency Results	Adult Use	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
	Medical	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Infused Edible Potency Results	Adult Use	89.9	85.6	86.7	88.7	92.5	87.7	89.2	90.8	87.9	90.3	87.1	89.6	88.8
	Medical	87.4	88.3	89.9	88.3	89.8	90.2	93.0	90.4	92.6	92.9	90.0	93.1	90.5
Infused Edible Homogeneity Results	Adult Use	98.7	98.8	97.4	97.5	95.9	98.9	99.1	98.0	99.6	99.7	99.1	98.1	98.4
	Medical	97.3	97.9	97.7	97.5	97.2	97.7	99.1	99.2	99.4	99.5	99.5	98.4	98.4
Infused Edible Microbial Cont. Results	Adult Use	100.0	100.0	100.0	99.8	100.0	100.0	100.0	100.0	99.8	99.5	100.0	100.0	99.9
	Medical	100.0	99.1	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	99.9
Infused Non-edible Microbial Cont. Results	Adult Use	100.0	100.0	100.0	100.0	100.0	100.0	98.6	97.9	98.9	100.0	100.0	100.0	99.6
	Medical	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Infused Non-Edible Potency Results	Adult Use	95.8	89.0	87.1	90.8	95.5	94.4	91.0	93.7	94.4	92.2	95.9	97.9	93.1
	Medical	94.0	92.6	90.2	97.4	100.0	87.8	91.9	88.9	97.1	90.2	100.0	95.8	93.8

Adult Use Total Testing Results by Test as of December 31, 2018 (Tables 14-16)



Medical Total Testing Results by Test as of December 31, 2018 (Tables 14-16)



Investigation Information

Change of Ownership Investigations

- The Division continues to process approximately 54 Change of Ownership applications per month.

Administrative Actions

- The Division entered into Stipulation, Agreement, and Orders with 99 business licenses in 2018.

Table 17: Investigations Conducted by MED as of December 31, 2018

Investigation Type	Total Number of Investigations
Business Background Investigation	280
Individual Background Investigation	643
Renewal Investigation	5,253
Change of Ownership Investigation	694
Change of Location Investigation	77
Modification of Premises Investigation	585
Change of Trade Name Investigation	101
Non-Qualified Sales Check Investigation (% of Checks Passed)	293 (92.3%)
Targeted Compliance Inspections	399
Regulatory and Criminal Investigation	1,435

Table 18: Licenses Included in Administrative Actions as of December 31, 2018 (Multiple licenses may be included in a single Administrative Action)

	Medical Centers	Medical Cultivations	Medical MIPs	Medical Testing Facilities	Adult Use Stores	Adult Use Cultivations	Adult Use Product Manufacturers	Adult Use Testing Facilities	Owners or Occupational Badge Holder	Total Licenses Affected
Assurance of Voluntary Compliance	3	4	2	1	5	3	0	0	14	32
Denial	2	2	2	0	2	2	1	0	195	206
Summary Suspension	8	8	1	0	11	8	1	0	19	56
Order to Show Cause	1	3	0	0	6	3	0	0	27	40
Stipulation, Agreement, and Order	22	26	6	0	26	16	3	0	80	179
Totals	36	43	11	1	50	32	5	0	335	513

Volume of Administrative Actions by Type as of December 31, 2018 (Table 18)

