
August 17, 2015

To: Licensed Non-Profit Producers (LNPP)

From: Ken Groggel, Manager
Medical Cannabis Program (MCP)

Re: 2015 Second Quarter Report Summary

The following information is compiled from the quarterly data reports submitted by the LNPPs. This information is intended for the Department of Health and LNPPs and is considered an estimate only.

Patients:

- Number who purchased this quarter – 22,169. Average per LNPP – 964. High – 2,590 & 2,226. Low – 3 & 122. One producer reported serving fewer than 100 patients & nine producers reported serving over 1,000 patients.
- Average amount purchased per patient – 27 grams. High – 182 & 43. Low – 4 & 5. Five producers reported more than 30 grams average per patient. Four producers reported an average of 7 grams or less per patient.
- Average price per gram (flowers & buds) – Average per LNPP - \$11.13. High - \$14.75 & 14.00. Four producers reported the average price of \$13.00 or more. Low - \$5.99 & \$7.36. Two producers reported the average price under \$10.00.
- Number of grams provided free of charge – 10,560. Eighteen producers reported providing free medicine to patients. High – 4,219 & 1,532. Low – 7 & 10. Eleven producers reported more than 150 grams provided free of charge.

Production:

- Total plants in production – 4,447. Average per LNPP – 193. High – 450 X 2 LNPPs. Low – 126 & 142. Four producers increased their plant count during the quarter.
- Number of plants harvested – 1,876. Average per LNPP – 81. High – 175 & 142. Low – 0 & 24. Eight producers reported harvesting over 100 plants. Five producers reported harvesting 50 plants or less.
- Total yield – 582,363 grams. Average per LNPP – 25,320. High – 105,063 & 55,762. Low – 0 & 784. Ten producers reported yields over 30,000 grams. Eight producers reported yields less than 10,000 grams.
- Product in stock (flowers & buds) – 194,764 grams. Average per LNPP – 8,468 grams. High – 43,836 & 25,000. Eight producers report over 10,000 grams in stock. Low – 195 & 654. Five producers reported 0 or did not report.

MEDICAL CANNABIS PROGRAM

Income:

- Total receipts - \$7,400,174. Average per LNPP - \$321,746. High - \$902,671 & \$754,651. Nine producers reported total receipts over \$300,000. Low – \$1,050 & \$21,199. Four producers reported total receipts less than \$100,000.

Expenses:

- Gross receipts tax paid - \$519,232. Average per LNPP - \$22,575. High - \$63,375 & \$59,545. Ten producers reported more than \$20,000 in gross receipts tax paid. Low - \$77 & \$2,491. Three producers reported less than \$5,000 in gross receipts tax paid.
- Amount paid for testing – \$21,819. Average per LNPP - \$948. High - \$4,622 & \$4,355. Two producers reported paying more than \$4,000 for testing. Ten producers reported no testing expense.
- Salaries, stipends and other compensation - \$2,314,207. Average per LNPP - \$100,617. High - \$302,959 & \$299,691. Eight producers reported compensation over \$100,000. Low – \$0 & \$14,781. Four producers reported compensation less than \$30,000.

Producer to Producer or Manufacturer Transactions:

- Total transactions – 259. Average per LNPP – 11. High – 54 & 38. Low – Five producers reported 0 transactions.

Patient and Caregiver Purchases:

- Purchases of 28 grams or more at one time – 774. High – 196 & 88. Low – 1 & 5. Two producers reported no sales over 28 grams. A review of the data this quarter revealed no producers reported exceeding the Adequate Supply definition by selling more than 230 units/8 ounces of usable cannabis to a qualified patient or primary caregiver in a 90 day period. In addition, producers reported no qualified patients exceeded the Adequate Supply definition by purchasing more than 230 units/8 ounces during a 90 day period.

Let me know if you have any questions.

Thank you for your continued support and service to the qualified patients of New Mexico.