

May 26, 2016

To: Licensed Non-Profit Producers (LNPP)

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

Re: 2016 First 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 – 55,016. Average per LNPP – 2,500. High – 13,628 & 11,892. Low – 24 & 157. One producer reported serving fewer than 100 patients & fourteen producers reported serving over 1,000 patients.
- Average amount purchased per patient – **19.44** units. High – 80 & 58. Low – **1.70 & 3.70**
Four producers reported more than 30 units average per patient. **Six** producers reported an average of 7 units or less per patient. Two producers reported 0 or did not report.
- Average price per unit (flowers & buds) – Average per LNPP - \$11.06. High - \$13.85 & 13.00. Two producers reported the average price of \$13.00 or more. Low - \$6.88 & \$9.44. **Four** producers reported the average price under \$10.00. **Eight** producers reported the average price at \$10.00.
- Number of units provided free of charge – 18,222. High – 4,328 & 4,325. Fourteen producers reported more than 150 units provided free of charge. Low – 0 & 28. Nineteen producers reported providing free units to patients. **Three** producers did not report anything in this field (field left blank).

Production:

- Total plants in production – **7,581**. Average per LNPP – **303**. High – 450 X **4** LNPPs. Low – 0 & 30. Several producers had just below the plants allowed at about 400.
- Number of plants harvested – 3,022. Average per LNPP – **125**. High – 310 & 236. Low – 0 & 70. Sixteen producers reported harvesting over 100 plants. Four producers reported harvesting 100 plants or less. One producer did not report anything in this field (field left blank).

- Total yield – 1,328,224 units. Average per LNPP – **66,411**. High – 312,763 & 205,554. Low – 0 & 4,928. Twelve producers reported yields over 30,000 units. Four producers reported yields over 100,000 units. Five producers reported yields less than 10,000 units. **Two** producers did not report anything in this field (field left blank).
- Product in stock (flowers & buds) – **1,038,910** units. Average per LNPP – **51,945** units. High – 430,598 & 70,277. **Ten** producers report over 10,000 units in stock. Low – 0 & 413. Three producers reported 0 or did not report.

Income:

- Total receipts - \$9,964,922. Average per LNPP - \$452,951. High - \$1,099,399 & \$903,795. Thirteen producers reported total receipts over \$300,000. Low – \$7,068 & \$27,177. Three producers reported total receipts less than \$100,000.

Expenses:

- Gross receipts tax paid - \$768,605. Average per LNPP - \$34,936. High - \$82,8200 & \$73,269. Low- \$588.70 & \$5,536. Fourteen producers reported more than \$20,000 in gross receipts tax paid. Two producers reported less than \$6,000 in gross receipts tax paid.
- Amount paid for testing – **\$80,740**. Average per LNPP - **\$3,670**. High - \$12,653 & \$11,175. Low – \$0 & \$460. **Eight** producers reported paying more than \$4,000 for testing. Three producers reported no testing expense.
- Salaries, stipends and other compensation - **\$3,053,161**. Average per LNPP **\$117,429**. High - \$334,169 & \$263,428. Fourteen producers reported compensation over \$100,000. Low – \$14,007 & 27,192. **Four** producers reported compensation less than \$30,000.

Let me know if you have any questions.

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

Information in bold was updated from the original report released May 26, 2016.

Compiled by Martinik Gonzales
 NM Department of Health
 Revised 03-15-17 by MG