

February 16, 2015

To: Licensed Non-Profit Producers (LNPP)

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

Re: 2014 Fourth Quarter Report Summary

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

Patients:

- Number who purchased this quarter – 16,691. Average per LNPP – 725. High – 2,071 & 1,611. Low – 11 & 80. Three producers reported serving fewer than 100 patients & six producers reported serving over 1,000 patients.
- Average amount purchased per patient – 20 grams. High – 54 & 48. Low – 2 & 3.5. Four producers reported more than 30 grams average per patient. Five producers reported an average of 7 grams or less per patient.
- Average price per gram (flowers & buds) – Average per LNPP - \$11.33. High - \$13.95 & 13.51. Two producers reported the average price of \$13.00 or more. Low - \$6.03 & \$7.83. Two producers reported the average price under \$10.00.
- Number of grams provided free of charge – 9,452. Nineteen producers reported providing free medicine to patients. High – 3,367 & 1,661. Low – 7 & 24. Eleven producers reported more than 150 grams provided free of charge.

Production:

- Total plants in production – 3,135. Average per LNPP – 136. High – 150 X 13 LNPPs. Low – 0 & 93.
- Number of plants harvested – 2,050. Average per LNPP – 89. High – 218 & 136. Low – 13 & 39. Eight producers reported harvesting over 100 plants. Five producers reported harvesting 50 plants or less.
- Total yield – 555,368 grams. Average per LNPP – 24,146. High – 75,741 & 66,604. Low – 2,099 & 3,368. Six producers reported yields over 30,000 grams. Six producers reported yields less than 10,000 grams.
- Product in stock (flowers & buds) – 301,542 grams. Average per LNPP – 13,111 grams. High – 83,000 & 59,765. Five producers report over 10,000 grams in stock. Low – 110 & 187. Five producers reported 0 or did not report.

MEDICAL CANNABIS PROGRAM

Income:

- Total receipts - \$6,382,561. Average per LNPP - \$277,502. High - \$818,698 & \$605,829. Eight producers reported total receipts over \$300,000. Low – \$26,874 & \$52,355. Four producers reported total receipts less than \$100,000.

Expenses:

- Gross receipts tax paid - \$394,820. Average per LNPP - \$17,166. High - \$54,006 & \$48,180. Seven producers reported more than \$20,000 in gross receipts tax paid. Low - \$0 & \$167. Four producers reported less than \$5,000 in gross receipts tax paid.
- Amount paid for testing – \$29,861. Average per LNPP - \$1,298. High - \$7,471 & \$4,855. Three producers reported paying more than \$4,000 for testing. Eight producers reported no testing expense.
- Salaries, stipends and other compensation - \$2,004,255. Average per LNPP - \$87,141. High - \$263,725 & \$253,399. Seven producers reported compensation over \$100,000. Low – \$9,000 & \$12,000. Four producers reported compensation less than \$30,000.

Producer to Producer or Manufacturer Transactions:

- Total transactions – 165. Average per LNPP – 7. High – 39 & 29. Low – Six producers reported 0 transactions.

Patient and Caregiver Purchases:

- Purchases of 28 grams or more at one time – 715. High – 220 & 61. Low – 0 & 2. A review of the data this quarter revealed that two producers reported exceeding the Adequate Supply definition by selling more than 6 ounces of usable cannabis to a qualified patient or primary caregiver in a 3 month period. In addition, producers reported two qualified patients exceeded the Adequate Supply definition by purchasing from more than one LNPP during the same 3 month period.

Let me know if you have any questions.

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