

April 21, 2016

To: Licensed Non-Profit Producers (LNPP)

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

Re: 2015 Fourth 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. Nineteen producers reporting.

Patients:

- Number who purchased this quarter - 41,419 (+ 14,355 from last quarter). Average per LNPP – 2,179. High – 14,655 & 6,061. Low – 7 & 122. Two producers reported serving fewer than 100 patients & nine producers reported serving over 1,000 patients.
- Average amount purchased per patient – 19 grams. High – 38 & 37. Low – 3 & 4. Four producers reported more than 30 grams' average per patient. Four producers reported an average of 4 grams or less per patient.
- Average price per gram (flowers & buds) – Average per LNPP - \$11.12. High - \$13.85 & 13.00. Two producers reported the average price of \$13.00 or more. Low - \$8.25 & \$9.49. Two producers reported the average price under \$10.00.
- Number of grams provided free of charge – 7,673.25. High – 1,247 & 1,185. Six producers reported more than 150 grams provided free of charge. Low – 0 & 10. Fifteen producers reported providing free grams to patients. Three producers reported 0 free grams provided. One producer did not report anything in this field (field left blank).

Production:

- Total plants in production – 5,379. Average per LNPP – 283. High – 450 X 3 LNPPs. Low – 40 & 0. Several producers had just below the plants allowed at 446 or 447 plants.
- Number of plants harvested – 3,416. Average per LNPP – 179. High – 450 & 328. Low – 0 & 21. Sixteen producers reported harvesting over 100 plants. Two producers reported harvesting 50 plants or less. One producer did not report anything in this field (field left blank).
- Total yield – 1,670,566 grams. Average per LNPP – 87,924. High – 592,470 & 209,837. Low 1,782 & 6,931. Fifteen producers reported yields over 30,000 grams. Three

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producers reported yields less than 10,000 grams. One producer did not report anything in this field (field left blank).

- Product in stock (flowers & buds) – 696,625 grams. Average per LNPP – 36,664 grams.
High – 4484,320 & 87,630. Six producers report over 10,000 grams in stock. Low – 290 & 999. Four producers reported 0 or did not report.

Income:

- Total receipts - \$7,464,038. Average per LNPP - \$392,844. High - \$917,234 & \$846,807. Nine producers reported total receipts over \$300,000. Low – \$19,156 & \$45,987. Two producers reported total receipts less than \$100,000.

Expenses:

- Gross receipts tax paid - \$745,924. Average per LNPP - \$39,259. High - \$240,864 & \$72,122. Nine producers reported more than \$20,000 in gross receipts tax paid. Low - \$1,376 & \$3,305. Two producers reported less than \$5,000 in gross receipts tax paid.
- Amount paid for testing – \$19,704. Average per LNPP - \$1,037. High - \$4,790 & \$3,082.

One producer reported paying more than \$4,000 for testing. Seven producers reported no testing expense.

- Salaries, stipends and other compensation - \$2,339,392. Average per LNPP \$123,125.
High - \$277,480 & \$260,346. Ten producers reported compensation over \$100,000. Low – \$3,900 & \$5,304. Two 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