

MEDICAL CANNABIS SURVEY
PRODUCERS
APRIL 2019



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METHODOLOGY

This research study was commissioned the New Mexico Department of Health in order to determine, among medical cannabis producers, how many plants they estimate they need to grow in order to meet current patient demand, as well as their reasons for arriving at their estimate. This study also assessed whether or not medical cannabis producers are able to meet current patient demand, cultivation type preference, and overall satisfaction with how the medical cannabis program in New Mexico is being run.

THE INTERVIEW

Research & Polling, Inc. attempted to interview all 35 medical marijuana producers in New Mexico. The New Mexico Department of Health provided Research & Polling, Inc. with a list of all medical cannabis producers in New Mexico. A total of 34 producers completed interviews. All interviews were conducted between March 28th, 2019 and April 9th, 2019.

The telephone interviewers are professionals who are brought together for a training session prior to each survey. This ensures their complete and consistent understanding of the survey instrument.

EXECUTIVE SUMMARY

RESEARCH
& POLLING
INC



EXECUTIVE SUMMARY

This research study was commissioned the New Mexico Department of Health in order to determine, among medical cannabis producers, how many plants they estimate they need to grow in order to meet current patient demand, as well as their reasons for arriving at their estimate. This study also assessed whether or not medical cannabis producers are able to meet current patient demand, cultivation type preference, and overall satisfaction with how the medical cannabis program in New Mexico is being run.

PATIENT DEMAND & PRODUCER SUPPLY

The majority (55%) of medical cannabis producers say they are unable to meet patient demand, while approximately one-quarter say they are able to meet patient demand. Approximately one-fifth of producers say they are able to exceed patient demand.

Over half (55%) of producers say they are able to consistently supply patients with all of the medical cannabis products they most often request, while 45% say they are unable to do so. Among those who say they are unable to consistently supply patients with the products they are most often requesting, many mention the plant count limitations as the reason they cannot meet demand.

“Plant count was not high enough at the time, but it has recently been increased.”

“We run out, due to old plant count (450). Also financial obstacles, because it is still federally illegal.”

Just over two-thirds (68%) of medical cannabis producers say patients request medical cannabis products that they do not produce, such as specific types of concentrates, strains, and vapes, as well as CBD products and inhalers. Further, it should be noted that many producers mention plant count limit as the reason they do not produce these products.

“Lack of flower, due to plant count limitations.”

“Not enough plants to produce these products.”

Over two-thirds (68%) of medical cannabis producers also say there are certain medical cannabis products they would like to produce more of, but cannot because of the limits on the number of plants they can grow. Among those who say they would like to produce more products, several say they would like to produce more of everything, while others mention flower, concentrates, oils, CBD products, and edibles. Nearly all (94%) of producers say they plan to open new dispensaries in the next year.

PLANT COUNT

When asked how many plants they estimate they need to grow, per year, in order to meet current patient demand (including for products their company does not currently produce), the plurality of medical cannabis producers say they estimate they need to grow 2,500 plants. Fifteen percent of medical cannabis producers say they estimate they need to grow 450 plants. Twelve percent of producers say they need to grow 1,000 plants, 21% say between 1,250 and 2,000, and 3% say they need to grow 4,000 plants in order to meet current patient demand. Six percent each

say they need to grow either 5,000 or 7,500 plants, and 3% each say they need to grow either 12,000 or 15,000 plants to meet current patient demand.

On average, producers say they need to grow 3,016 plants per year in order to meet patient demand. The median number of estimated plants needed is 2,000. When medical cannabis producers were asked, how they arrived at their plant count estimate, many mention the demand from the number of patients in the program and that they plan to expand.

“Number of patients in program, number of producers and number of requests for products.”

“We're supplying 2 stores currently, and preparing to supply more.”

“Based on current demand and model of growth, and our capacity to grow.”

SALES AND TRANSACTIONS

On average, producers (with patients) have approximately 12,800 patients registered with their company and perform approximately 3,250 transactions per week. On average, the price per unit/gram of flower or bud that producers sell to patients is \$10.50. Further, on average, producers say 66% of their sales is flowers or bud, while 33% is cannabis derived products.

When producers were asked in an unaided, open-ended manner what types of medical cannabis products their patients are most interested in purchasing, many producers mention flower, edibles, and concentrates, while others specifically mention vape oils.

CULTIVATION

Over eight-in-ten (82%) medical cannabis producers say they grow all of the following: Sativa, Indica, hybrids, and high CBD strains. On average, producers yield approximately 32 ounces of usable cannabis per plant. The median is 20 ounces per plant.

Nine percent of producers say they have 1 harvest per year and another 9% say they have 3 harvests per year. One-third have between 3.5 and 5 harvests per year. Twelve percent say they have between 5.5 and 8 harvests per year. Over one-quarter (27%) of producers say they harvest continually throughout the year.

The majority (53%) of medical cannabis producers say that cultivation should be regulated by plant count, while one-fifth (21%) say cultivation should be regulated by canopy limit. Nine percent say cultivation should be regulated by square footage. Twelve percent of producers say it depends, and 6% did not offer an opinion.

“More flexibility, it should be regulated by number of plants per patient.”

“Plant count is easier for the grower but the plant count still needs to be increased.”

“By limiting plant count it prevents the market from being flooded, and it keeps things under control.”

“Can't do selective breeding with plant count. Canopy limit offers more flexibility and ability to get creative.”

“Growers should have a choice and use methods that are best for them. Each method works well for particular products.”

OVERALL SATISFACTION

Medical cannabis producers were asked how satisfied they are with how the medical cannabis program in New Mexico is being run, using a five-point scale where a score of five is *very satisfied* and a score of one is *not satisfied at all*. Approximately one-quarter (24%) of producers say they are satisfied (a score of four or five). Nearly two-fifths (38%) have mixed feelings, while another two-fifths (39%) express dissatisfaction.

“They are trying their best to do things right - to help growers and patients.”

“Doing a poor job of running the program. They don't know what they are doing. They put an arbitrary number on maximum amount of THC and maximum amount a patient can buy. Plus program has a huge turnover in employees.”

“They have worked really hard given limits.”

“People working for program are great, but the regulations have problems. Lack of access to would be patients causes a smaller program than would otherwise be possible.”

“There have been some areas that are great, but license renewal and inspection have room for improvement.”

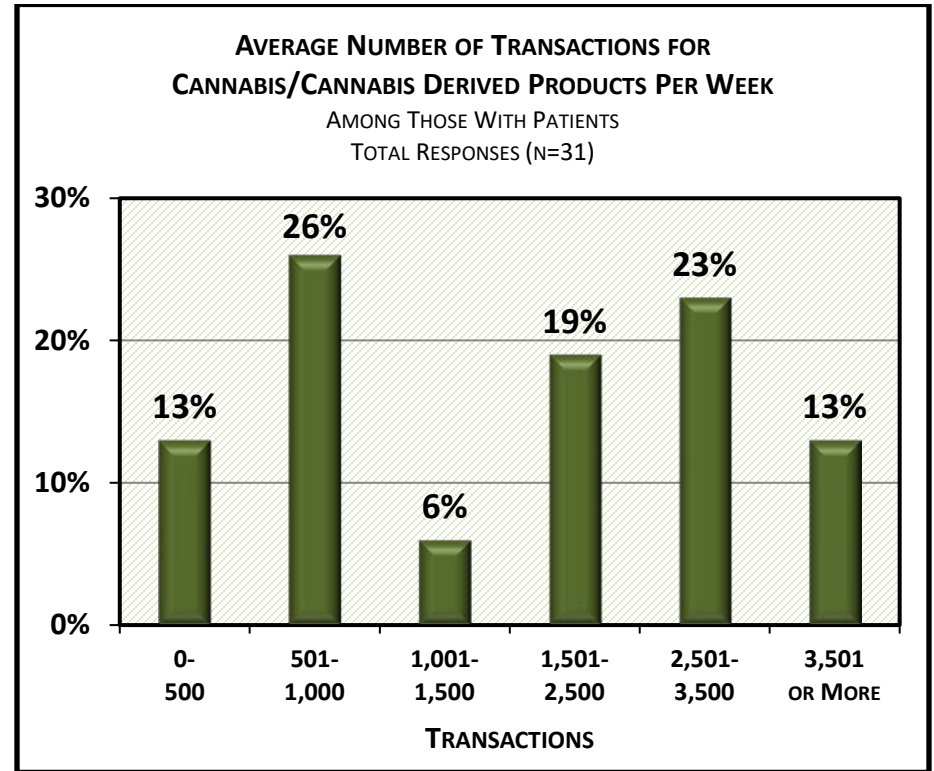
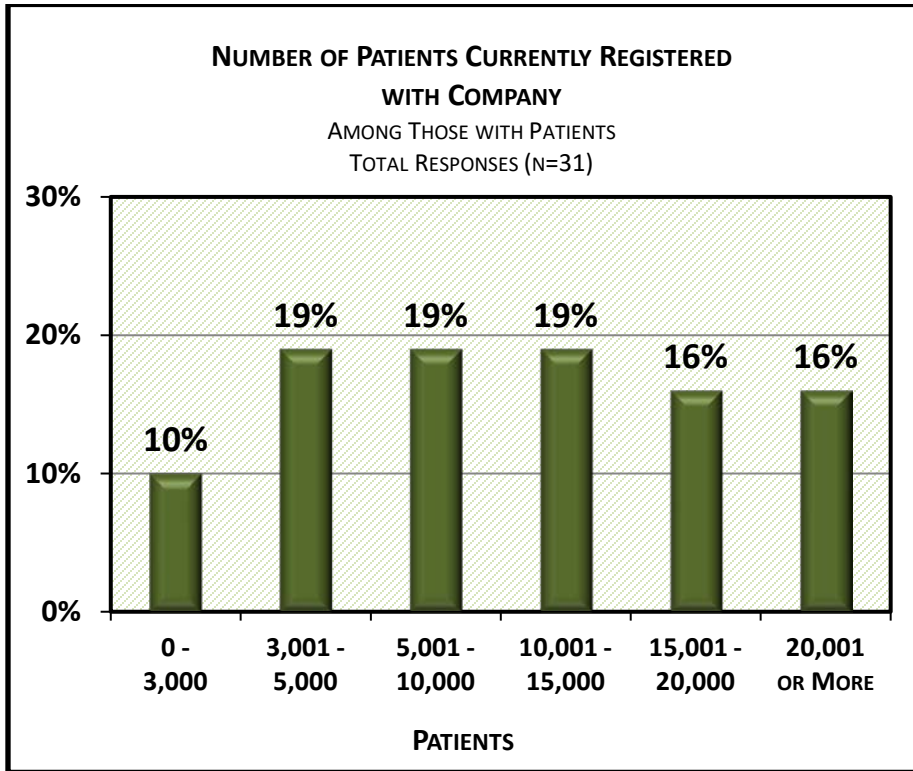
“New administration has a desire to improve program.”

SUMMARY OF RESULTS

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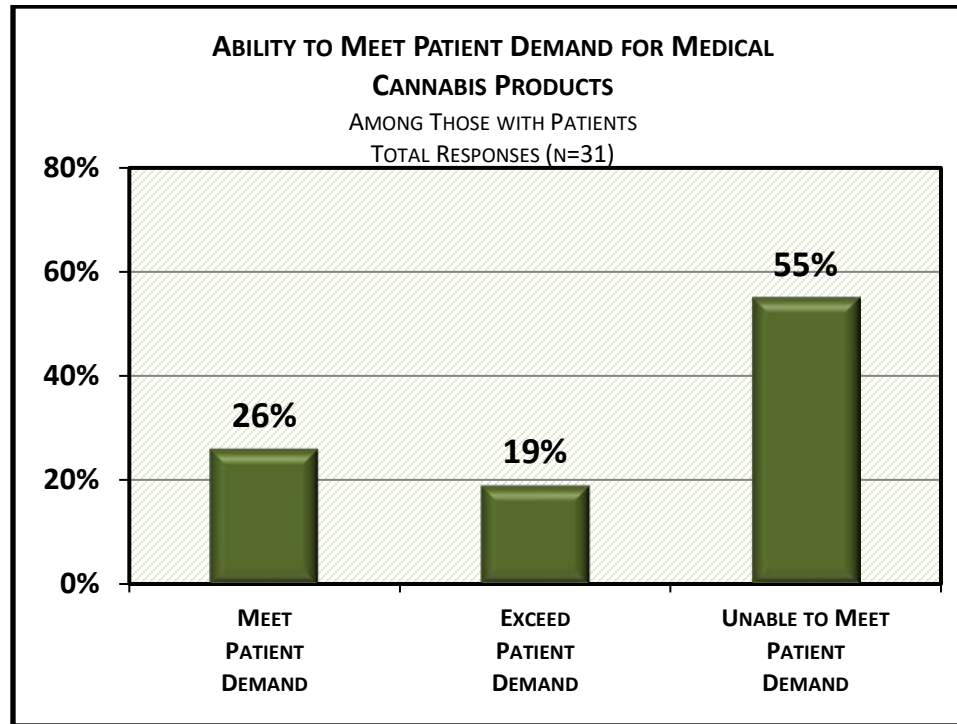
SUMMARY OF RESULTS



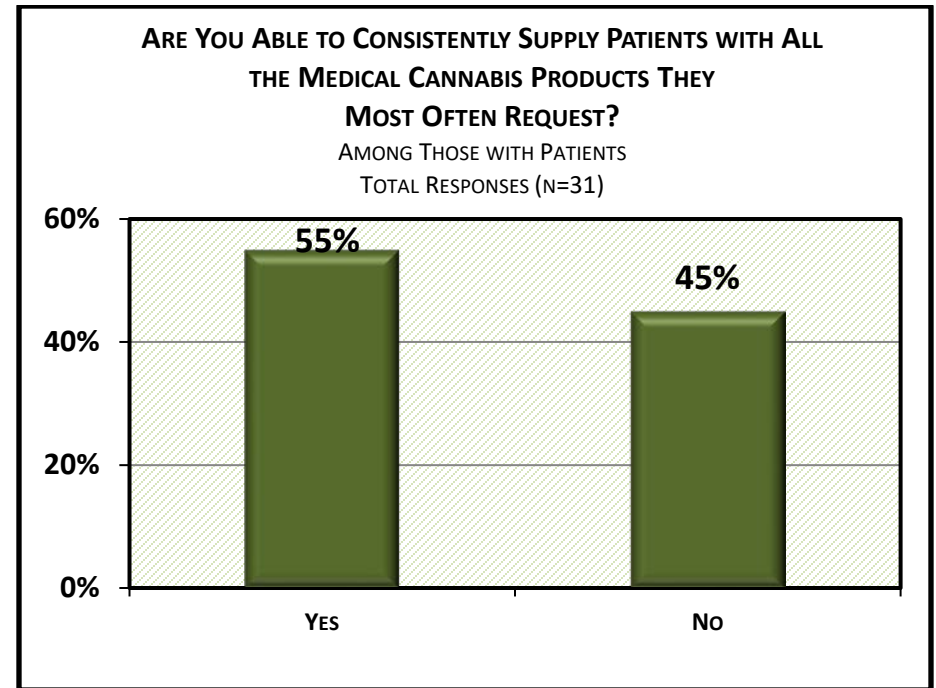
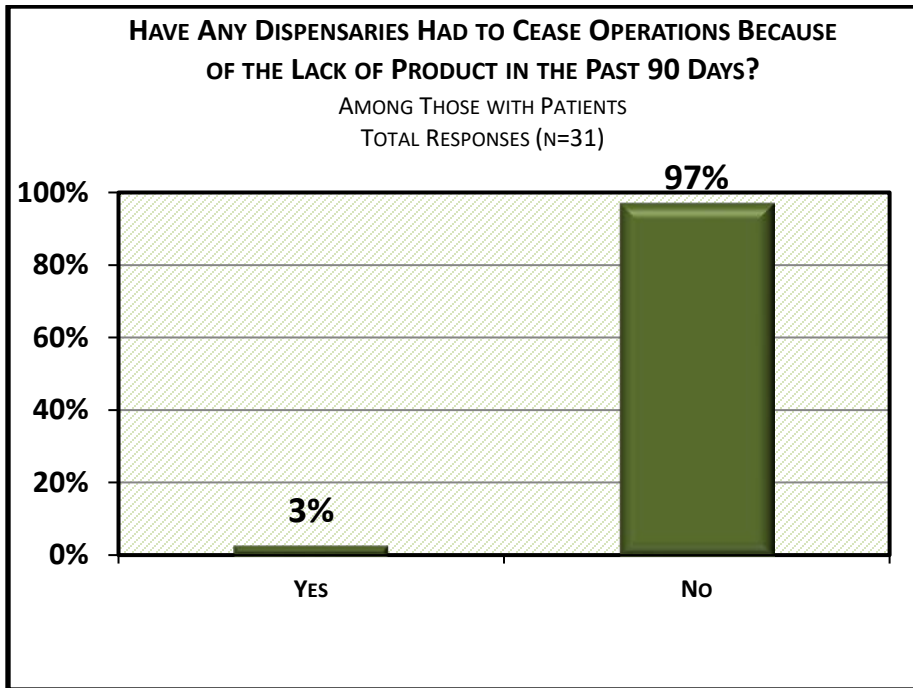
Medical cannabis producers were asked how many patients are currently registered with their company. As shown on the left, 10% of producers have 0 to 3,000 registered patients, while 19% have 3,001 to 5,000, another 19% have 5,001 to 10,000 patients, and 19% have 10,001 to 15,000 patients currently registered with their company. Thirty-two percent of producers have over 15,000 patients registered with their company. On average, producers have approximately 12,800 patients registered with their company. The median number of registered patients is 10,400.

Among the producers who have patients registered with their company, 13% say they have 0 to 500 transactions for cannabis or cannabis derived products on average per week, while 26% say they have between 501 and 1,000 transactions per week. One-quarter of producers say they have between 1,001 and 2,500 transactions per week, 23% say 2,501 to 3,500, and 13% say they have over 3,500 transactions per week. On average, producers have approximately 3,250 transactions per week. The median number of transactions is 1,800.

When producers were asked in an unaided, open-ended manner what types of medical cannabis products their patients are most interested in purchasing, almost all of the producers mention flower, while edibles, concentrates, and vape are also frequently mentioned.



The majority (55%) of medical cannabis producers say they are unable to meet patient demand, while 26% say they are able to meet patient demand. Just under one-fifth (19%) of producers say they are able to exceed patient demand. Of note, producers with more registered patients are more likely than producers with fewer registered patients to say they are able to exceed patient demand.



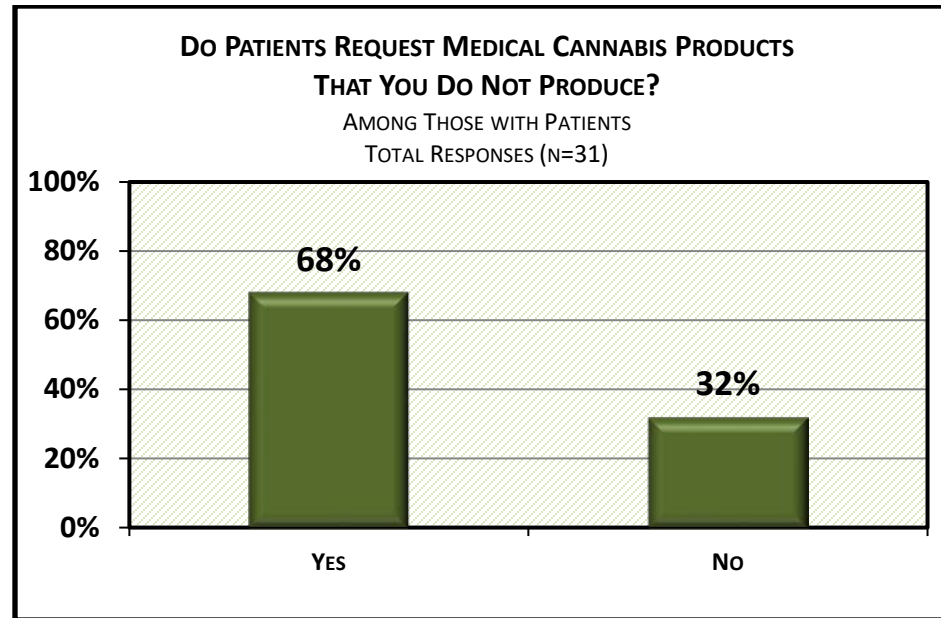
The vast majority (97%) of producers say they have not had to cease operations at any of their dispensaries because of the lack of products in the past 90 days, while just 3% say they have had to cease operations.

Over half (55%) of producers say they are able to consistently supply patients with all of the medical cannabis products they most often request, while 45% say they are unable to do so. Producers with fewer registered patients are more likely to say they are unable to consistently supply patients with all of the medical cannabis products they are most often requesting.

Among those who say they are unable to consistently supply patients with the products they are most often requesting, many mention the plant count limitations as the reason they cannot meet demand.

“Don't have enough trim to meet requests, due to plant count limitations.”

“Due to plant limits, cannot produce enough concentrate.”



Approximately two-thirds (68%) of medical cannabis producers say patients request medical cannabis products that they do not produce, while 32% say patients do not request products that they do not produce.

Producers who say patients request medical cannabis products that they do not currently produce were asked in an unaided, open-ended manner, what types of medical cannabis products patients are requesting. Producers mention a variety of products, such as specific types of concentrates, strains, and vape oils as well as CBD products and inhalers.

“CBD and extraction products.”

“Concentrates, flavored vape, and specific strains.”

“CBD products and edibles.”

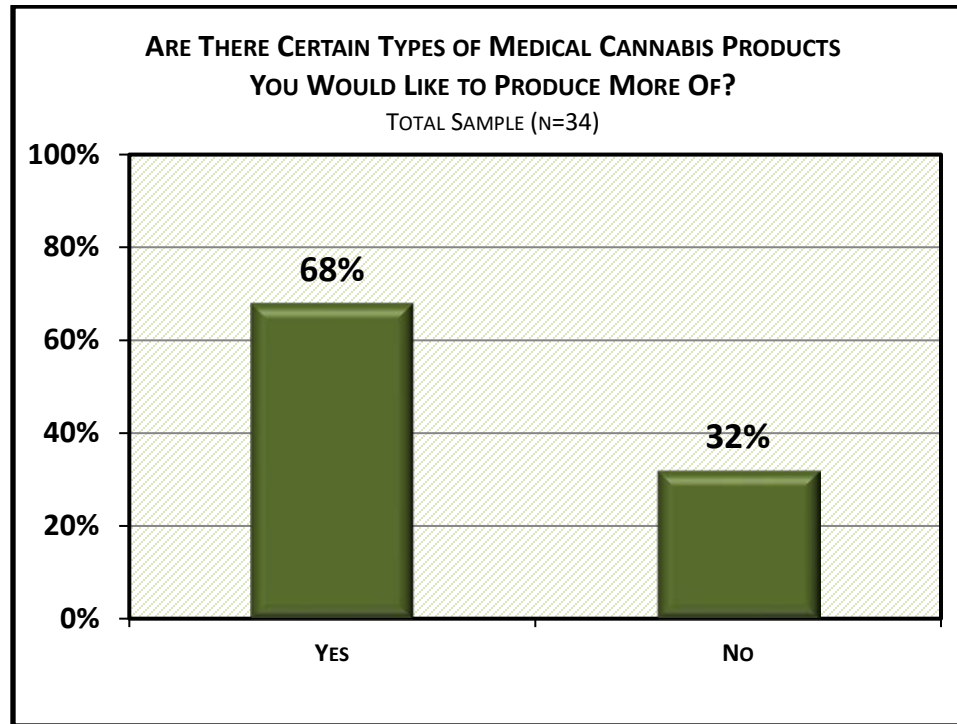
Producers who say patients request medical cannabis products that they do not currently produce were asked in an unaided, open-ended manner, why they are not producing these products. Many producers mention the plant count limit, while others mention that the products being requested are very specific.

“Lack of flower, due to plant count limitations.”

“There will always be requests for varieties that we don't have.”

“Due to the old plant count, not enough to produce it.”

“People will always request specific items that we do not carry, but we have a wide variety of other products to choose from.”



Over two-thirds (68%) of medical cannabis producers say there are certain medical cannabis products they would like to produce more of, but cannot because of the limits on the number of plants they can grow.

Those who say there are certain types of medical cannabis products they would like to produce more of were asked, in an unaided, open-ended manner, what products they would like to produce more of. Several producers say they would like to produce more of everything, while others mention flower, concentrates, oils, CBD products, and edibles.

“Dry flower, CBD products, vape concentrates and oil.”

“Concentrate and more everything.”

“More flower and live concentrate.”

“Concentrate - it requires a lot of product to create it.”

NUMBER OF PLANTS COMPANY NEEDS TO GROW PER YEAR TO MEET CURRENT PATIENT DEMAND TOTAL SAMPLE (N=34)	
450	15%
1,000	12%
1,250	6%
1,500	6%
1,750	3%
2,000	6%
2,500	24%
4,000	3%
5,000	6%
7,500	6%
12,000	3%
15,000	3%
DON'T KNOW	9%

The plurality (24%) of medical cannabis producers estimate they need to grow 2,500 plants in order to meet current patient demand (including products their company does not currently produce). Fifteen percent say they estimate they need to grow 450 plants, while 12% of producers say they need to grow 1,000 plants. One-fifth (21%) say they need to grow between 1,250 and 2,000 and 3% say they need to grow 4,000 plants in order to meet current patient demand. Six percent each say they need to grow either 5,000 or 7,500 plants, and 3% each say they need to grow either 12,000 or 15,000 plants to meet current patient demand. On average, producers say they need to grow 3,016 plants per year in order to meet patient demand; the median is 2,000 plants.

Medical cannabis producers were asked, in an unaided, open-ended manner, how they arrived at their plant count estimate. Many producers mention the demand from number of patients in the program and that they plan to expand.

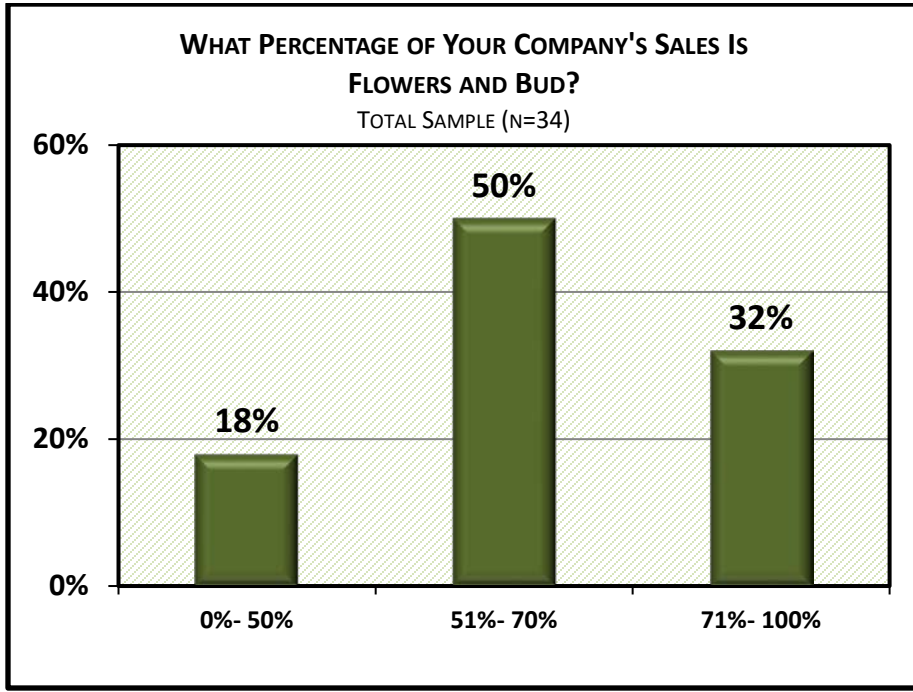
“We're supplying 2 stores currently, and preparing to supply more.”

“Based on current demand and model of growth, and our capacity to grow.”

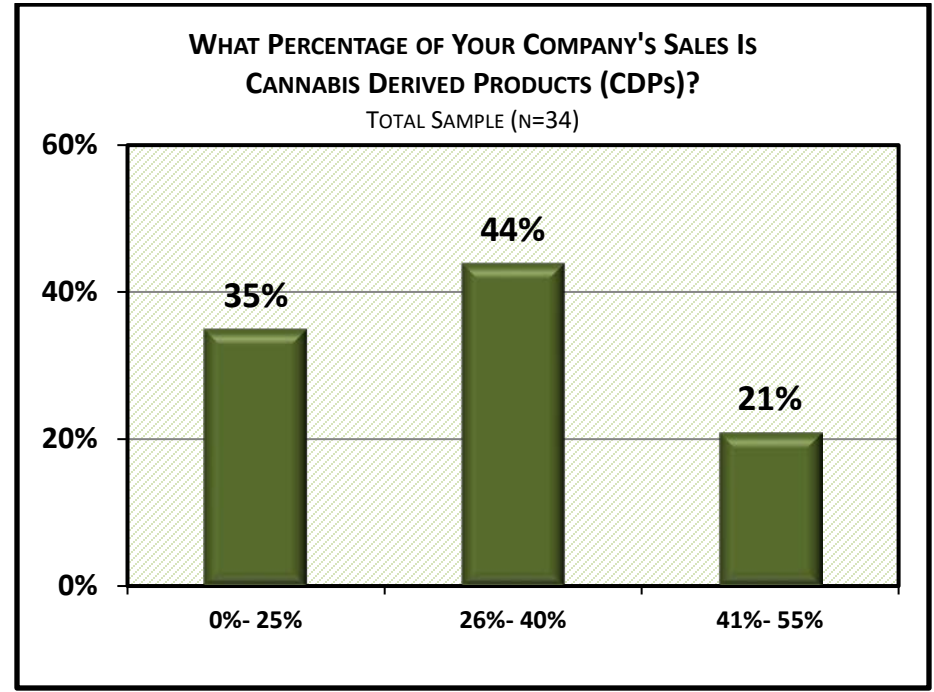
“Will be opening new stores, as well as delivery system, and program growth!”

“It would double what we have now allowing us to produce more, and even the balance between supply and demand.”

“Number of patients in program, number of producers, and number requests for products.”



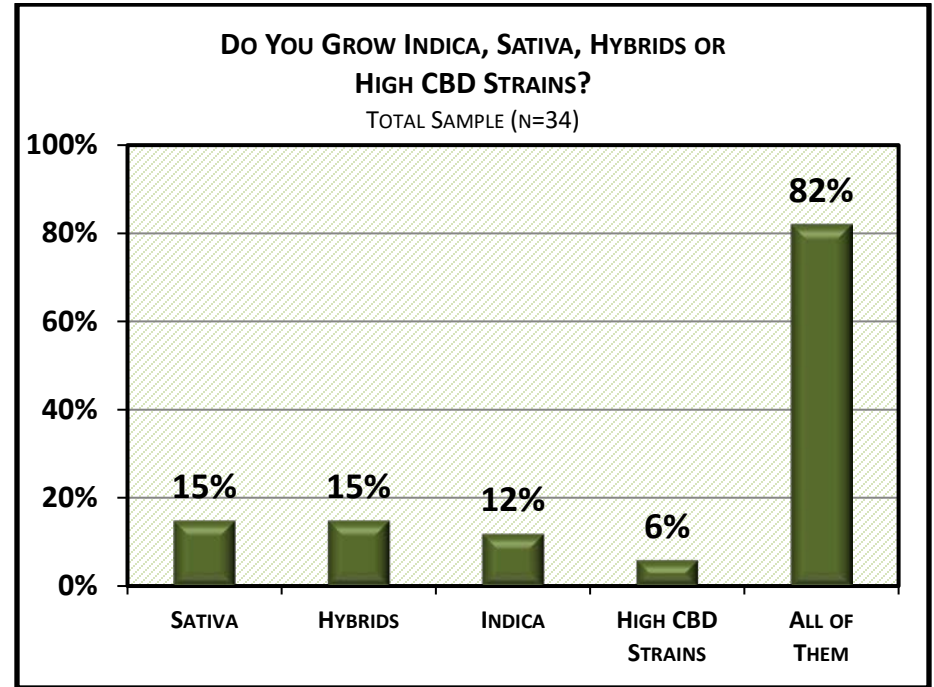
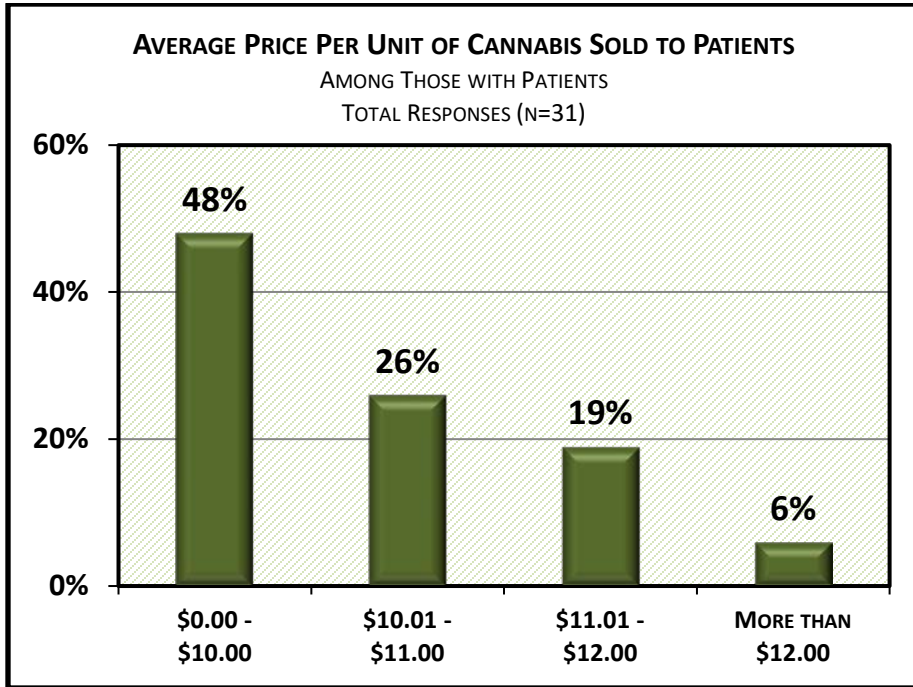
MEAN: 66%



MEAN: 33%

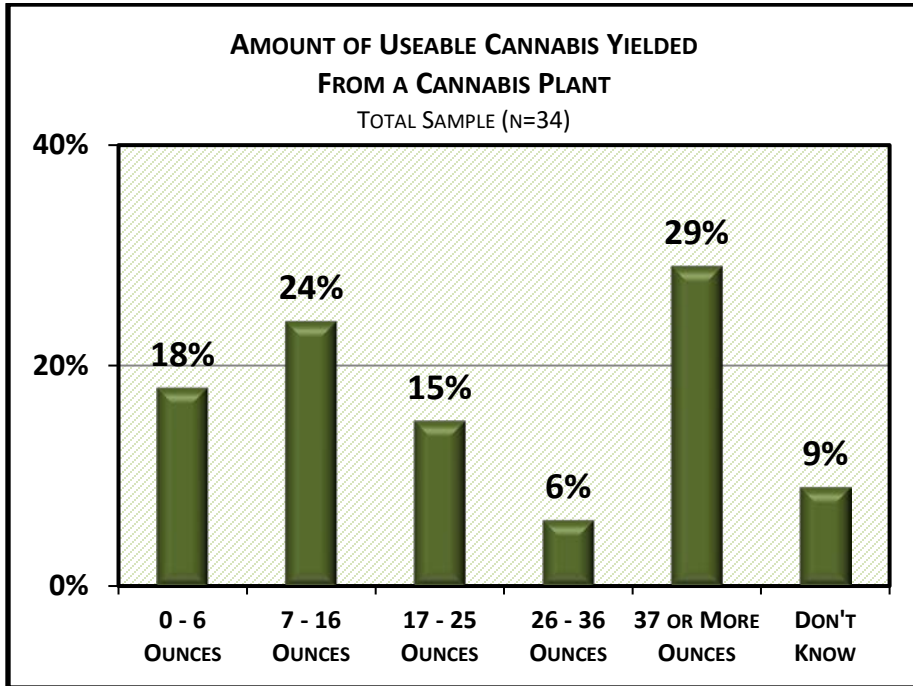
As shown above on the left, 18% of producers say between 0% and 50% of their sales are flowers or bud, while half say that between 51% and 70% of their sales are flower or bud. One-third (32%) of producers say between 71% and 100% of their sales are flower or bud. On average, 66% of sales is flowers or bud.

As shown above on the right, 35% of medical cannabis producers say between 0% and 25% of their sales are cannabis derived products (CDPs), while 44% of producers say between 26% and 40% of their sales are CDPs. One-fifth (21%) of producers say between 41% and 55% of their sales are CDPs. On average, 33% of sales is CDPs.



Nearly half (48%) of producers say the average price per unit (gram) of cannabis, either bud or flower, that they sell to patients is between \$0 and \$10. One-quarter (26%) of producers say the average price is between \$10.01 and \$11, while 19% say the average price is between \$11.01 and \$12. Just six percent of producers say the average price per unit of cannabis they sell to patients is more than \$12. On average, the price per unit that producers sell to patients is \$10.50.

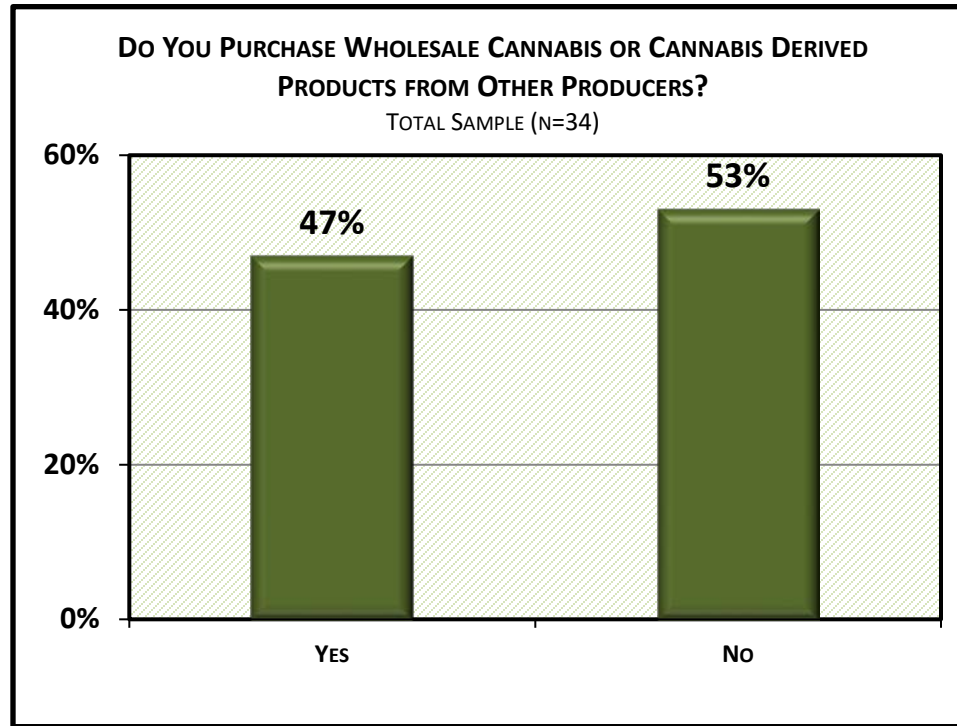
Over eight-in-ten (82%) medical cannabis producers say they grow all of the following: Sativa, Indica, hybrids, and high CBD strains. Fifteen percent each say they grow either Sativa or hybrids, while 12% say they grow Indica. Six percent say they grow high CBD strains.



NUMBER OF HARVEST PER YEAR	
TOTAL SAMPLE (N=34)	
1 HARVEST	9%
3 HARVESTS	9%
3.5 HARVESTS	6%
4 HARVESTS	6%
4.5 HARVESTS	3%
5 HARVESTS	18%
5.5 HARVESTS	3%
6 HARVESTS	3%
7 HARVESTS	3%
8 HARVESTS	3%
16 HARVESTS	3%
26 HARVESTS	3%
52 HARVESTS	3%
365 (CONTINUOUS) HARVESTS	27%

As shown above on the left, 18% of medical cannabis producers say they yield between 0 and 6 ounces of useable cannabis per plant, while 24% say they yield between 7 and 16 ounces. Fifteen percent of producers say they yield between 17 and 25 ounces, 6% say between 26 and 36 ounces, and 29% say they yield 37 ounces or more of usable cannabis per plant. On average, producers yield approximately 32 ounces of usable cannabis per plant; the median is 20 ounces.

As shown above on the right, 9% of producers say they have one harvest per year and another 9% say they have three harvests per year. One-third have between 3.5 and 5 harvests per year. Twelve percent say they have between 5.5 and 8 harvests per year, while 3% each say they have 8, 16, 26, or 52 harvests per year. Over one-quarter (27%) of producers say they harvest continually throughout the year.



Forty-seven percent of medical cannabis producers say they purchase wholesale cannabis or cannabis derived products from other producers, while the majority (53%) says they do not.

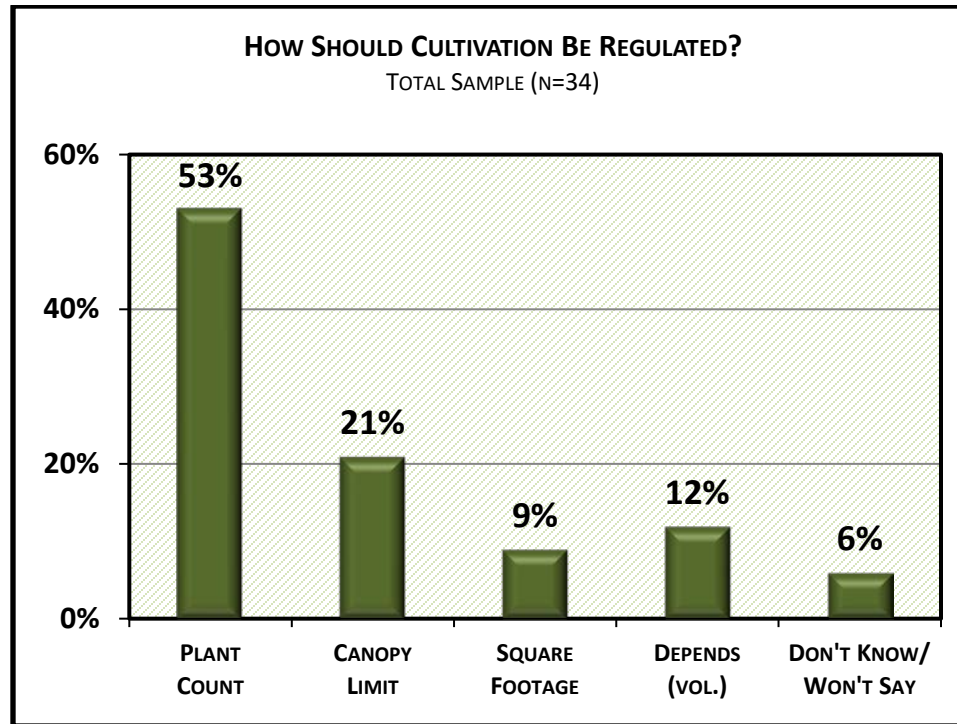
Producers who purchase wholesale cannabis or cannabis derived products were asked, in an unaided, open-ended manner, which products they purchase. Most respondents say they purchase flower, concentrates, trim, and oil. When asked why they purchase these products wholesale, many respondents cite that they have trouble meeting demand for these products because of the plant count limit or to supplement inventory.

“Due to plant count limitations, we do not have enough materials to produce those things.”

“We did not have enough flower rooms and low plant count.”

“Trouble meeting demand, we usually run out and need more.”

“We run out of flower and need more to produce products.”



The majority of medical cannabis producers (53%) say that cultivation should be regulated by plant count, while one-fifth (21%) say cultivation should be regulated by canopy limit. Nine percent say cultivation should be regulated by square footage. Twelve percent of producers say it depends, and 6% did not offer an opinion. Producers were asked, in an unaided, open-ended manner, to give the underlying reasons for their opinion on how cultivation should be regulated.

“More flexibility, it should be regulated by number of plants per patient.”

“Plant count is simpler.”

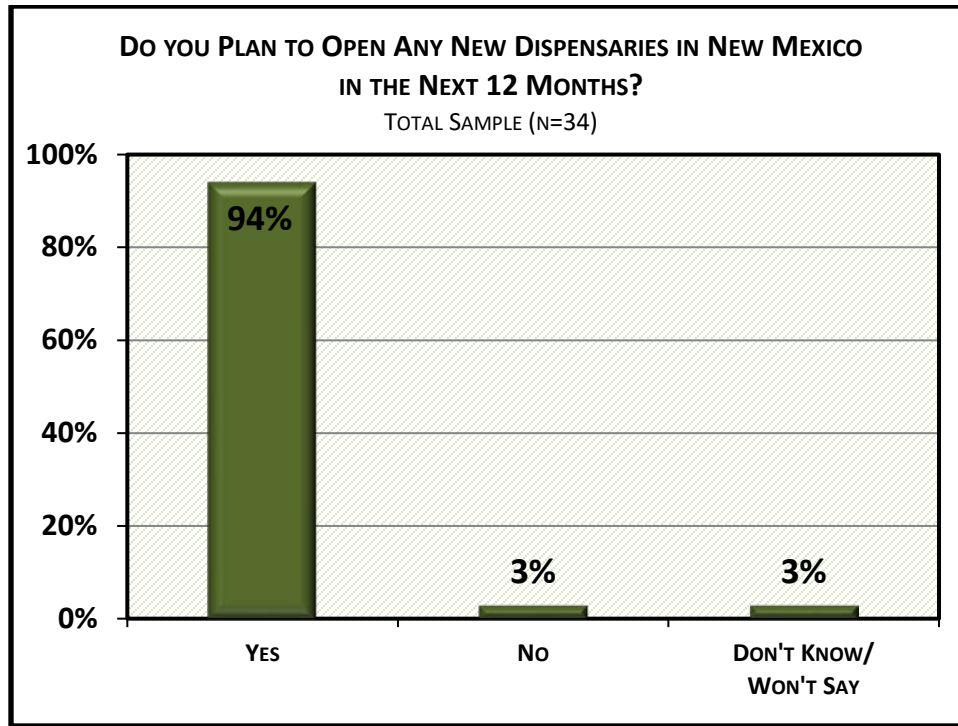
“All of above, people should be able to choose cultivation method that works best for them.”

“Plant count is easier for the grower but the plant count still needs to be increased.”

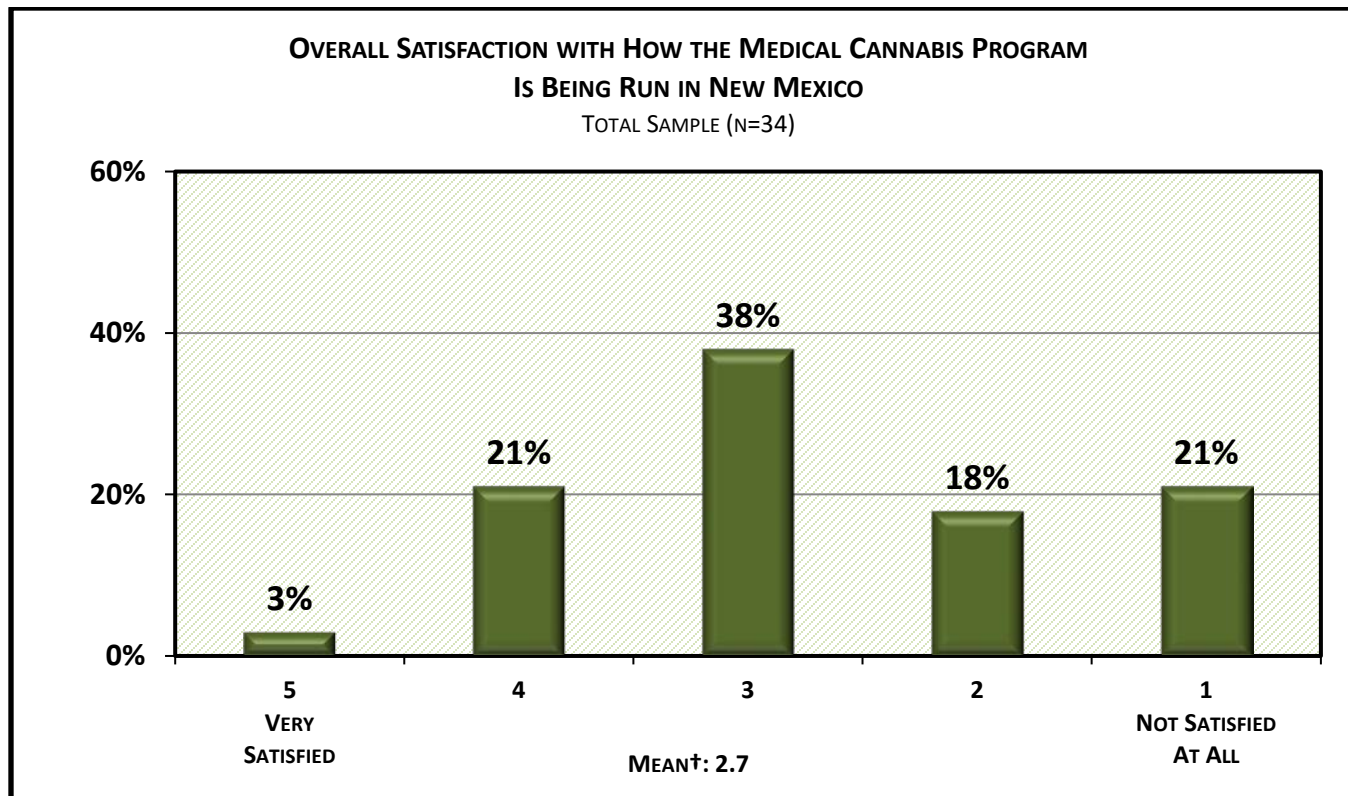
“Can't do selective breeding with plant count. Canopy limit offers more flexibility and ability to get creative.”

“There is not one size fits all type of method. It all depends on what you are trying to grow.”

“Growers should have a choice and use methods that are best for them. Each method works well for particular products.”



Nearly all (94%) medical cannabis producers say they plan to open new dispensaries in the next year, while 3% say they do not plan to do so and another 3% did not offer an opinion.



† THE MEAN SCORE IS DERIVED BY TAKING THE AVERAGE SCORE BASED ON THE 5-POINT SCALE. THE VERY SATISFIED RESPONSE IS ASSIGNED A VALUE OF 5; THE NOT SATISFIED AT ALL RESPONSE IS ASSIGNED A VALUE OF 1. THE DON'T KNOW/WON'T SAY RESPONSES ARE EXCLUDED FROM THE CALCULATION OF THE MEAN.

Medical cannabis producers were asked how satisfied they are with how the medical cannabis program in New Mexico is being run, using a five-point scale where a score of five is *very satisfied* and a score of one is *not satisfied at all*. Approximately one-quarter (24%) of producers say they are satisfied (a score of four or five), with 3% saying they are *very satisfied*. Nearly two-fifths (38%) have mixed feelings, while another two-fifths (39%) express dissatisfaction (21% are *not satisfied at all*). Producers were asked, in an unaided, open-ended manner, to give the underlying reasons for their satisfaction with the way the medical cannabis program in New Mexico is being run.

“Needs a lot of work. It's underfunded, needs proper funding to prepare for any expansion - and understaffed. Money from program is going to general fund and not to the program.

*“The program is grossly understaffed. They only have one compliance officer to serve the entire state, they really need more.
Software program is not the best (Biotrak).*

“Need actual growers to be involved in the regulation of the program. Biotrak is still not fully developed, is a down grade from previous program.

"It is always improving, but still not perfect. They are understaffed. We pay \$90,000 to grow 450 plants. It is much more expensive than other states."

"Created a market with a few huge players (monopoly); regulations are cumbersome for smaller licenses."

"There have been some areas that are great, but license renewal and inspection have room for improvement."

"Things are going well, would like more clear communication and expediency."

"New administration has a desire to improve program."

DATA TABLES

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NUMBER OF PATIENTS CURRENTLY REGISTERED WITH YOUR COMPANY
 AMONG THOSE WITH PATIENTS

QUESTION 1: HOW MANY PATIENTS ARE CURRENTLY REGISTERED WITH YOUR COMPANY?

	TOTAL RESPONSES (N=31)	REGION					NUMBER OF PATIENTS CURRENTLY REGISTERED					
		ABQ METRO	NORTH-WEST	NORTH-CENTRAL	LAS CRUCES/SOUTH-WEST	EASTSIDE	0-3,000 PATIENTS	3,001-5,000 PATIENTS	5,001-10,000 PATIENTS	10,001-15,000 PATIENTS	15,001-20,000 PATIENTS	20,001 OR MORE
0 - 3,000	10%	-	33%	-	100%	-	100%	-	-	-	-	-
3,001 - 5,000	19%	-	33%	67%	-	33%	-	100%	-	-	-	-
5,001 - 10,000	19%	12%	33%	17%	-	67%	-	-	100%	-	-	-
10,001 - 15,000	19%	29%	-	17%	-	-	-	-	-	100%	-	-
15,001 - 20,000	16%	29%	-	-	-	-	-	-	-	-	100%	-
20,001 OR MORE	16%	29%	-	-	-	-	-	-	-	-	-	100%

AVERAGE NUMBER OF TRANSACTIONS FOR CANNABIS/CANNABIS DERIVED PRODUCTS PER WEEK
 AMONG THOSE WITH PATIENTS

QUESTION 2: HOW MANY TRANSACTIONS FOR CANNABIS AND CANNABIS DERIVED PRODUCTS DOES YOUR COMPANY HAVE AT ITS DISPENSARIES, ON AVERAGE, PER WEEK?

	TOTAL RESPONSES (N=31)	REGION					NUMBER OF PATIENTS CURRENTLY REGISTERED					
		ABQ METRO	NORTH-WEST	NORTH-CENTRAL	LAS CRUCES/SOUTH-WEST	EASTSIDE	0-3,000 PATIENTS	3,001-5,000 PATIENTS	5,001-10,000 PATIENTS	10,001-15,000 PATIENTS	15,001-20,000 PATIENTS	20,001 OR MORE
0 - 500	13%	-	-	17%	100%	33%	67%	33%	-	-	-	-
501 - 1,000	26%	24%	100%	17%	-	-	33%	33%	33%	33%	-	20%
1,001 - 1,500	6%	6%	-	17%	-	-	-	-	17%	-	20%	-
1,501 - 2,500	19%	24%	-	17%	-	33%	-	17%	17%	17%	40%	20%
2,501 - 3,500	23%	29%	-	17%	-	33%	-	-	33%	50%	20%	20%
3,501 OR MORE	13%	18%	-	17%	-	-	-	17%	-	-	20%	40%

TYPES OF MEDICAL CANNABIS PRODUCTS THAT PATIENTS ARE MOST INTERESTED IN PURCHASING

TOTAL SAMPLE (N=34)

QUESTION 3: WHAT TYPES OF MEDICAL CANNABIS PRODUCTS ARE YOUR PATIENTS MOST INTERESTED IN PURCHASING?

65% FLOWER 35% CANNABIS DERIVED PRODUCTS

BUD, FLOWER, EDIBLES

BUD, OILS OR DERIVATIVE PRODUCTS EDIBLES

CHOCOLATE GUMMIES, HARD CANDIES AND EXTRACTS FOR INHALATION (I.E. VAPES WAX)

EDIBLES, CONCENTRATE, VAPE

EDIBLES, FLOWER AND VAPES

FLOWER (N=2)

FLOWER AND OILS

FLOWER, CONCENTRATE (N=2)

FLOWER, CONCENTRATE AND VAPE

FLOWER, CONCENTRATE AND EDIBLE (N=8)

FLOWER, CONCENTRATE, INFUSED PRODUCTS, TABLETS, OIL PASTILLES, SUPPOSITORIES,
 EDIBLES, TOPICALS

FLOWER, EDIBLES (N=3)

FLOWER, EDIBLES AND EXTRACTS

FLOWER, EDIBLES AND VAPE PENS

FLOWER, EDIBLES, OIL, HASH, AND CONCENTRATES

FLOWER, PRE ROLLED, CONCENTRATE, AND EDIBLES

FLOWER, PRE ROLLS, AND EDIBLE GUMMIES

FLOWER, PRE-ROLLS, CONCENTRATES OIL, VAPE, WAXES, AND EDIBLES

FLOWER, VAPE PENS, AND CONCENTRATES

WE ONLY SELL WHOLESALE (N=3)

ABILITY TO MEET PATIENT DEMAND

AMONG THOSE WHO HAVE PATIENTS

QUESTION 4: WHEN THINKING OF DEMANDS FROM PATIENTS REGISTERED WITH YOUR COMPANY, WOULD YOU SAY YOUR COMPANY IS CURRENTLY ABLE TO MEET PATIENT DEMAND, EXCEED PATIENT DEMAND, OR IS YOUR COMPANY UNABLE TO MEET PATIENT DEMAND FOR MEDICAL CANNABIS PRODUCTS?

	TOTAL RESPONSES (N=31)	REGION					NUMBER OF PATIENTS CURRENTLY REGISTERED					
		ABQ METRO	NORTH- WEST	NORTH CENTRAL	LAS CRUCES/ SOUTH- WEST	EASTSIDE	0-3,000 PATIENTS	3,001- 5,000 PATIENTS	5,001- 10,000 PATIENTS	10,001- 15,000 PATIENTS	15,001- 20,000 PATIENTS	20,001 OR MORE
MEET PATIENT DEMAND	26%	29%	-	17%	50%	33%	33%	17%	17%	17%	40%	40%
EXCEED PATIENT DEMAND	19%	24%	-	33%	-	-	-	17%	17%	17%	20%	40%
UNABLE TO MEET PATIENT DEMAND	55%	47%	100%	50%	50%	67%	67%	67%	67%	67%	40%	20%

HAVE ANY OF YOUR DISPENSARIES HAD TO CEASE OPERATIONS BECAUSE OF A LACK OF PRODUCT IN THE PAST 90 DAYS?

AMONG THOSE WHO HAVE PATIENTS

QUESTION 5: IN THE PAST 90 DAYS, HAVE ANY OF YOUR DISPENSARIES HAD TO CEASE ALL OPERATIONS BECAUSE YOU DID NOT HAVE ENOUGH PRODUCTS TO SERVE PATIENTS?

	TOTAL RESPONSES (N=31)	REGION					NUMBER OF PATIENTS CURRENTLY REGISTERED					
		ABQ METRO	NORTH-WEST	NORTH CENTRAL	LAS CRUCES/SOUTH-WEST	EASTSIDE	0-3,000 PATIENTS	3,001-5,000 PATIENTS	5,001-10,000 PATIENTS	10,001-15,000 PATIENTS	15,001-20,000 PATIENTS	20,0001 OR MORE
YES	3%	6%	-	-	-	-	-	-	-	-	20%	-
NO	97%	94%	100%	100%	100%	100%	100%	100%	100%	100%	80%	100%

ABILITY TO CONSISTENTLY SUPPLY PATIENTS WITH THE MEDICAL CANNABIS PRODUCTS MOST OFTEN REQUESTED

AMONG THOSE WHO HAVE PATIENTS

QUESTION 6: ARE YOU ABLE TO CONSISTENTLY SUPPLY PATIENTS WITH ALL THE MEDICAL CANNABIS PRODUCTS THEY ARE MOST OFTEN REQUESTING?

	TOTAL RESPONSES (N=31)	REGION					NUMBER OF PATIENTS CURRENTLY REGISTERED					
		ABQ METRO	NORTH-WEST	NORTH CENTRAL	LAS CRUCES/SOUTH-WEST	EASTSIDE	0-3,000 PATIENTS	3,001-5,000 PATIENTS	5,001-10,000 PATIENTS	10,001-15,000 PATIENTS	15,001-20,000 PATIENTS	20,0001 OR MORE
YES	55%	65%	33%	83%	-	-	-	67%	50%	33%	60%	100%
NO	45%	35%	67%	17%	100%	100%	100%	33%	50%	67%	40%	-

REASONS FOR NOT CONSISTENTLY SUPPLYING PATIENTS WITH THE MEDICAL CANNABIS PRODUCTS THEY MOST OFTEN REQUEST

AMONG THOSE WHO CANNOT CONSISTENTLY SUPPLY PATIENTS WITH THE PRODUCTS THEY MOST OFTEN REQUEST
 TOTAL RESPONSES (N=18)

QUESTION 7: WHY ARE YOU UNABLE TO CONSISTENTLY SUPPLY PATIENTS WITH THE MEDICAL CANNABIS PRODUCTS THEY ARE MOST OFTEN REQUESTING?

- | | |
|--|---|
| DON'T KNOW (N=4) | PLANT COUNT WAS LOW, JUST CHANGED, BUT WE HAVE TO SEE 2 YEARS |
| DON'T HAVE ENOUGH TRIM TO MEET REQUESTS, DUE TO PLANT COUNT LIMITATIONS | PLANT COUNT WAS NOT HIGH ENOUGH AT THE TIME, BUT IT HAS RECENTLY BEEN INCREASED |
| DUE TO LIMITS ON PLANT NUMBERS | THE OLD PLANT COUNT HAMPERED ABILITY TO THE DERIVED PRODUCTS THAT PATIENTS WANTED |
| DUE TO PLANT LIMITS CANNOT PRODUCE ENOUGH CONCENTRATE | WE ARE RAMPING UP GROW METHODS; SO THAT WILL NOT BE AN ISSUE IN FUTURE |
| LACK OF AVAILABILITY OF PRODUCT | WE RAN OUT, DUE TO OLD PLANT COUNT (450). ALSO FINANCIAL OBSTACLES, BECAUSE IT IS STILL FEDERALLY ILLEGAL |
| LICENSING FEE TIES UP FINANCES THAT COULD BE USED TO AID MANUFACTURING AND REINVESTING | WE TEND TO RUN OUT OF SOME OF THE EDIBLES AND CONCENTRATES |
| LIMITS ON PLANT NUMBER | |
| LOW PLANT COUNT LIMITS | |
| PLANT COUNT LIMIT | |

DO PATIENTS REQUEST MEDICAL CANNABIS PRODUCTS THAT YOU DO NOT PRODUCE?

AMONG THOSE WHO HAVE PATIENTS

QUESTION 8: DO PATIENTS REQUEST ANY MEDICAL CANNABIS PRODUCTS THAT YOU DO NOT PRODUCE?

	TOTAL RESPONSES (N=31)	REGION					NUMBER OF PATIENTS CURRENTLY REGISTERED					
		ABQ METRO	NORTH-WEST	NORTH CENTRAL	LAS CRUCES/SOUTH-WEST	EASTSIDE	0-3,000 PATIENTS	3,001-5,000 PATIENTS	5,001-10,000 PATIENTS	10,001-15,000 PATIENTS	15,001-20,000 PATIENTS	20,001 OR MORE
Yes	68%	82%	33%	50%	50%	67%	33%	67%	50%	83%	100%	60%
No	32%	18%	67%	50%	50%	33%	67%	33%	50%	17%	-	40%

TYPES OF MEDICAL CANNABIS PRODUCTS REQUESTED THAT YOU DO NOT PRODUCE

AMONG THOSE PRODUCERS WHO HAVE PRODUCTS REQUESTED THAT THEY DO NOT PRODUCE
TOTAL RESPONSES (N=22)

QUESTION 9: WHAT TYPES OF MEDICAL CANNABIS PRODUCTS ARE PATIENTS REQUESTING THAT YOU DO NOT CURRENTLY PRODUCE?

CANNABIS DERIVED PRODUCTS: LOTIONS, CONCENTRATE AND INFUSED.

CBD AND EXTRACTION PRODUCTS.

CBD BLENDED PRODUCTS.

CBD PRODUCTS AND EDIBLES.

CONCENTRATES, FLAVORED VAPE, SPECIFIC STRAINS.

CONCENTRATES.

DERIVATIVE OR EDIBLES.

EDIBLES (SPECIFIC) AND CAKE POPS.

HIGH CBD STRAINS AND SPECIFIC STRAINS.

HIGH CBD, THC/CBD (ONE TO ONE PRODUCTS) HIGH THC PRODUCTS, DUE TO POTENCY
CAPS.

HIGH THC PRODUCTS (CONCENTRATE), EDIBLES - SPECIFIC DUE TO DIETARY NEEDS (I.E.
GLUTEN FREE, SUGAR FREE AND VEGAN).

INFREQUENTLY-BOUTIQUE ITEMS. LIVE RESIN, CAVIAR, WAX

INHALERS. (N=2)

NEBULIZER.

PLANTS.

SPECIFIC CONCENTRATES.

SPECIFIC STRAINS OF CANNABIS, HIGH CONCENTRATION EXTRACTS.

SPECIFIC VAPE PENS.

STRAINS OF FLOWER - SPECIFIC.

VAPES AND EDIBLES.

WAX, CONCENTRATES

REASONS FOR NOT PRODUCING THESE REQUESTED PRODUCTS

AMONG THOSE PRODUCERS WHO HAVE PRODUCTS REQUESTED THAT THEY DO NOT PRODUCE
 TOTAL RESPONSES (N=22)

QUESTION 10: WHY ARE YOU NOT CURRENTLY PRODUCING THESE PRODUCTS?

DUE TO OLD PLANT COUNT NOT ENOUGH PRODUCTION TO PRODUCE IT.
 DUE TO REGULATORY CONSTRAINTS I.E. CAP ON CONCENTRATES.
 HAD NOT HAD A CHANCE TO INVEST INTO SYSTEM OF PRODUCTIONS.
 IT IS FINANCIALLY INFEASIBLE AT THE MOMENT.
 LACK OF FLOWER, DUE TO PLANT COUNT LIMITATIONS.
 LICENSING FEE TIES UP FINANCES THAT COULD BE USED TO AID MANUFACTURING AND REINVESTING.
 LIMITS ON PLANT COUNT.
 NO INCENTIVE TO CREATE WHEN IT IS SO READILY AVAILABLE. I.E. CVS AND OTHER PLACES.
 NO ONE MAKES THEM IN NEW MEXICO.
 NOT AVAILABLE IT TAKES A LOT OF PLANTS TO CREATE.
 NOT ENOUGH FLOWER TO MAKE OILS.
 NOT ENOUGH PLANTS TO PRODUCE THESE PRODUCTS.
 NOT HAVE ENOUGH MATERIAL, STAFF AND PERSONNEL.

PEOPLE WILL ALWAYS REQUEST SPECIFIC ITEMS THAT WE DO NOT CARRY, BUT WE HAVE A WIDE VARIETY OF OTHER PRODUCTS TO CHOOSE FROM.
 SELLING PLANTS TO PATIENTS COUNTS AGAINST OUR PLANT COUNT.
 THERE WILL ALWAYS BE REQUEST FOR VARIETIES THAT WE DON'T HAVE.
 THERE'S ALWAYS SOMETHING SPECIFIC THAT PEOPLE WILL WANT, CAKE POPS ARE A FAIRLY NEW ITEM AND WE HAVE JUST STARTED PRODUCING THEM.
 WE ARE WAITING TO HEAR BACK FROM THE STATE.
 WE CARRY VAPE, BUT PEOPLE SOMETIMES REQUEST SPECIFIC VAPE PENS THAT WE DO NOT CARRY.
 WE DO NOT HAVE THE MEANS TO DO THAT CURRENTLY.
 WE DO NOT MANUFACTURE CBD'S AND SPECIFIC EDIBLES - VEGAN AND GLUTEN FREE.
 WE ARE NOT ALLOWED TO SELL HIGH THC DUE TO POTENCY. WE DO PRODUCE EDIBLES, BUT WE DO NOT ALWAYS HAVE SPECIFIC EDIBLES.

ARE THERE CERTAIN TYPES OF CANNABIS PRODUCTS YOU WOULD LIKE TO PRODUCE MORE OF?

QUESTION 11: ARE THERE CERTAIN TYPES OF CANNABIS PRODUCTS THAT YOU WOULD LIKE TO PRODUCE MORE OF, BUT CANNOT BECAUSE OF THE LIMITS ON THE NUMBER OF PLANTS YOU CAN GROW?

	TOTAL SAMPLE (N=34)	REGION					NUMBER OF PATIENTS CURRENTLY REGISTERED					
		ABQ METRO	NORTH-WEST	NORTH CENTRAL	LAS CRUCES/ SOUTH-WEST	EASTSIDE	0-3,000 PATIENTS	3,001-5,000 PATIENTS	5,001-10,000 PATIENTS	10,001-15,000 PATIENTS	15,001-20,000 PATIENTS	20,001 OR MORE
YES	68%	75%	67%	33%	100%	67%	67%	50%	67%	83%	80%	60%
NO	32%	25%	33%	67%	-	33%	33%	50%	33%	17%	20%	40%

TYPES OF PRODUCTS YOU WOULD LIKE TO PRODUCE MORE OF
AMONG THOSE PRODUCERS WHO HAVE PRODUCTS REQUESTED THAT THEY DO NOT PRODUCE
TOTAL RESPONSES (N=23)

QUESTION 12: WHAT TYPES OF PRODUCTS WOULD LIKE TO PRODUCE MORE OF?

- | | |
|---|--|
| CBD. | EXTRACTS, CONCENTRATES. |
| COMPENSABLE MEDICATIONS - CAPSULES. | FLOWER, INFUSED PRODUCTS, EDIBLES AND CONCENTRATE. |
| CONCENTRATE AND EDIBLES. | FLOWER. (N=3) |
| CONCENTRATE AND MORE EVERYTHING. | LARGER VARIETY OF STRAINS, CBD RICH STRAINS TO . |
| CONCENTRATE; IT REQUIRES A LOT OF PRODUCT TO CREATE IT. | MORE FLOWER AND LIVE CONCENTRATE. |
| CONCENTRATES. | NON SOLVENT CONCENTRATE, EDIBLES. |
| DRY FLOWER, CBD PRODUCTS, VAPES CONCENTRATES AND OIL. | OILS, CAPSULES, CONCENTRATES, SALVES. |
| EDIBLES AND CONCENTRATES. | OILS, CBD PRODUCTS. |
| EDIBLES, VAPES AND OILS. | RSO'S FOR CANCER PATIENTS. |
| EVERYTHING. | VAPE CARTRIDGES AND DERIVED EXTRACTS. |
| EVERYTHING. | |

NUMBER OF PLANTS COMPANY NEEDS TO GROW PER YEAR TO MEET CURRENT PATIENT DEMAND

QUESTION 13: HOW MANY PLANTS DO YOU ESTIMATE YOUR COMPANY NEEDS TO GROW, PER YEAR, IN ORDER TO MEET CURRENT PATIENT DEMAND (INCLUDING PRODUCTS YOUR COMPANY DOES NOT CURRENTLY PRODUCE)?

	TOTAL SAMPLE (N=34)	REGION					NUMBER OF PATIENTS CURRENTLY REGISTERED					
		ABQ METRO	NORTH-WEST	NORTH CENTRAL	LAS CRUCES/ SOUTH-WEST	EASTSIDE	0-3,000 PATIENTS	3,001-5,000 PATIENTS	5,001-10,000 PATIENTS	10,001-15,000 PATIENTS	15,001-20,000 PATIENTS	20,001 OR MORE
450	15%	25%	-	-	-	-	17%	-	-	-	40%	40%
1,000	12%	5%	33%	33%	-	-	17%	17%	-	17%	20%	-
1,250	6%	10%	-	-	-	-	-	-	17%	-	-	20%
1,500	6%	5%	-	17%	-	-	-	17%	-	-	-	20%
1,750	3%	5%	-	-	-	-	-	-	-	17%	-	-
2,000	6%	10%	-	-	-	-	-	-	-	33%	-	-
2,500	24%	25%	33%	17%	50%	-	-	-	50%	33%	20%	-
4,000	3%	-	-	-	-	33%	33%	17%	-	-	-	-
5,000	6%	-	-	33%	-	-	-	33%	-	-	-	-
7,500	6%	5%	-	-	-	33%	17%	-	17%	-	-	-
12,000	3%	-	-	-	50%	-	17%	-	-	-	-	-
15,000	3%	5%	-	-	-	-	-	-	-	-	20%	-
DON'T KNOW	9%	5%	33%	-	-	33%	-	17%	17%	-	-	20%

REASONS FOR ESTIMATED PLANT COUNT

TOTAL SAMPLE (N=34)

QUESTION 14: HOW DID YOU ARRIVE AT THIS ESTIMATE?

2500 IN FLOWERS, 2500 ADDITIONAL COULD GROW SMALLER PLANTS.
AM MEETING DEMAND WITH THIS AMOUNT.
BASED ON CAPACITY OF OUR GROW/SQUARE FOOTAGE.
BASED ON CURRENT DEMAND AND MODEL OF GROWTH, AND OUR CAPACITY TO GROW.
BASED ON EXISTING UNMET DEMAND AND ANTICIPATED GROWTH.
BASED ON SQUARE FOOTAGE (4 - 5) PLANTS PER LIGHT), AND A CAPABILITY.
COULD DOUBLE OUR PRODUCTION AND HANDLE IT.
COULD GROW SMALLER PLANTS.
DEMAND IS BETWEEN 45 - 60 LBS. OF FLOWER.
ESTIMATED BUSINESS GROWTH.
I'M LOOKING AT WHERE OUR SHORTAGES ARE AND WHAT WE NEED TO MEET CURRENT DEMAND.
IT GIVES US ENOUGH SO WE CAN EXPERIMENT, AS WELL AS MEET DEMAND.
IT HAS WORKED SO FAR. WE WILL NEED TO ACCOMMODATE NEW LOCATIONS OPENING SOON.
IT IS HARD TO ESTIMATE BECAUSE IT DEPENDS ON THE PRODUCTS YOU ARE PRODUCING.
IT WOULD DOUBLE WHAT WE HAVE NOW ALLOWING US TO PRODUCE MORE, AND EVEN THE BALANCE BETWEEN SUPPLY AND DEMAND.
IT'S WORKED SO FAR AND WE ARE ABLE TO MEET DEMAND.
MOSTLY ON THE RETAIL SIDE OF THINGS, NOT EXPERIENCED IN THE GROW SIDE.
NUMBER OF PATIENTS IN PROGRAM, NUMBER OF PRODUCERS AND NUMBER REQUESTS FOR PRODUCTS.
ONE PER SQUARE FOOT.
OPENING 9 STORES AS SOON AS WE GET THE GO AHEAD. (PROJECTED GROWTH).

PATIENTS HAVE A VARIETY OF NEEDS, AND WE WOULD LIKE TO OFFER A WIDE SPECTRUM OF PRODUCTS.
PLANTS ARE HUGE AND PRODUCE A LOT, WE RECENTLY INCREASED FROM 350 PLANTS AND WILL BE GROWING SMALLER FOR BREEDING.
SQUARE FEET AND USABLE SPACE AS WELL AS DEMAND.
THAT IS THE NUMBER CURRENTLY ALLOWED AND IT IS MORE THAN ENOUGH.
THAT'S THE NEW PLANT LIMIT, SO WE WILL SEE HOW IT GOES.
THE LIMIT HAS BEEN INCREASED TO 2500 AND WE WILL HAVE TO WAIT AND SEE HOW THAT GOES.
THE STATE ESTIMATES THAT PATIENTS PURCHASE TWO OUNCES A YEAR. THAT WOULD BE ENOUGH TO MEET THAT DEMAND.
WE ARE CURRENTLY MEETING DEMAND WITH CURRENT PLANT COUNT, BUT IF I AM INTERPRETING RIGHT. IT LOOKS LIKE NON-RESIDENTS WILL BE ABLE TO PURCHASE AS WELL.
WE DO CLEANING AND EACH CUTTING CONSIDERED A PLANT EVEN WITHOUT ROOTS.
MANY OF OUR PLANTS ARE IN LIMBO HOPING THAT THEY GROW ROOTS.
WE GROW 450 CURRENTLY EXCEED DEMANDS.
WE HAVE 450 PLANTS PER STORE, AND WE HAVE 5 STORES, PLUS WE NEED A LOT OF PLANTS TO PRODUCE CONCENTRATE.
WE HAVE BEEN GROWING THIS AMOUNT FOR A WHILE AND WE HAVE BEEN ABLE TO EXCEED PATIENT DEMAND. WE PLAN ON INCREASING THE NUMBER TO CREATE MORE CONCENTRATE.
WE'RE SUPPLYING STORES CURRENTLY, AND PREPARING TO SUPPLY MORE.
WILL BE OPENING NEW STORES, AS WELL AS DELIVERY SYSTEM, AND PROGRAM GROWTH!

PERCENTAGE OF COMPANY'S SALES THAT IS FLOWERS AND BUD

QUESTION 15: APPROXIMATELY WHAT PERCENTAGE OF YOUR COMPANY'S SALES IS FLOWERS AND BUD?

	TOTAL SAMPLE (N=34)	REGION					NUMBER OF PATIENTS CURRENTLY REGISTERED					
		ABQ METRO	NORTH-WEST	NORTH CENTRAL	LAS CRUCES/SOUTH-WEST	EASTSIDE	0-3,000 PATIENTS	3,001-5,000 PATIENTS	5,001-10,000 PATIENTS	10,001-15,000 PATIENTS	15,001-20,000 PATIENTS	20,001 OR MORE
0%- 50%	18%	10%	67%	17%	-	33%	17%	17%	33%	17%	-	20%
51%- 70%	50%	50%	-	67%	50%	67%	33%	67%	33%	67%	80%	20%
71%- 100%	32%	40%	33%	17%	50%	-	50%	17%	33%	17%	20%	60%

PERCENTAGE OF COMPANY'S SALES THAT IS CANNABIS DERIVED PRODUCTS (CDPs)

QUESTION 16: APPROXIMATELY WHAT PERCENTAGE OF YOUR COMPANY'S SALES IS CANNABIS DERIVED PRODUCTS (CDPs)?

	TOTAL SAMPLE (N=34)	REGION					NUMBER OF PATIENTS CURRENTLY REGISTERED					
		ABQ METRO	NORTH-WEST	NORTH CENTRAL	LAS CRUCES/SOUTH-WEST	EASTSIDE	0-3,000 PATIENTS	3,001-5,000 PATIENTS	5,001-10,000 PATIENTS	10,001-15,000 PATIENTS	15,001-20,000 PATIENTS	20,001 OR MORE
0%- 25%	35%	45%	33%	17%	50%	-	50%	17%	33%	17%	20%	80%
26%- 40%	44%	40%	-	67%	50%	67%	33%	67%	33%	67%	60%	-
41%- 55%	21%	15%	67%	17%	-	33%	17%	17%	33%	17%	20%	20%

AVERAGE PRICE PER UNIT OF CANNABIS, EITHER BUD OR FLOWER, SOLD TO PATIENTS
 AMONG THOSE WITH PATIENTS

QUESTION 17: WHAT IS THE AVERAGE PRICE PER UNIT (GRAM) OF THE CANNABIS, EITHER BUD OR FLOWER, YOU SELL TO PATIENTS?

	TOTAL RESPONSES (N=31)	REGION					NUMBER OF PATIENTS CURRENTLY REGISTERED					
		ABQ METRO	NORTH- WEST	NORTH CENTRAL	LAS CRUCES/ SOUTH- WEST	EASTSIDE	0-3,000 PATIENTS	3,001- 5,000 PATIENTS	5,001- 10,000 PATIENTS	10,001- 15,000 PATIENTS	15,001- 20,000 PATIENTS	20,0001 OR MORE
0 - \$10	48%	59%	33%	50%	-	33%	-	50%	67%	50%	60%	40%
\$10.01 - \$11	26%	29%	-	17%	-	67%	-	17%	33%	33%	40%	20%
\$11.1 - \$12	19%	12%	33%	33%	50%	-	33%	33%	-	17%	-	40%
MORE THAN \$12	6%	-	33%	-	50%	-	67%	-	-	-	-	-

DO YOU GROW INDICA, SATIVA, HYBRIDS OR HIGH CBD STRAINS?

QUESTION 18: DOES YOUR COMPANY GROW INDICA (IN-DI-KUH), SATIVA (SUH-TEE-VUH), HYBRIDS, OR HIGH CBD STRAINS?

	TOTAL SAMPLE (N=34)	REGION					NUMBER OF PATIENTS CURRENTLY REGISTERED					
		ABQ METRO	NORTH- WEST	NORTH CENTRAL	LAS CRUCES/ SOUTH- WEST	EASTSIDE	0-3,000 PATIENTS	3,001- 5,000 PATIENTS	5,001- 10,000 PATIENTS	10,001- 15,000 PATIENTS	15,001- 20,000 PATIENTS	20,0001 OR MORE
INDICA	12%	5%	33%	17%	-	33%	-	33%	17%	17%	-	-
SATIVA	15%	10%	33%	17%	-	33%	-	33%	17%	17%	20%	-
HYBRID	15%	10%	33%	17%	-	33%	-	33%	17%	17%	20%	-
HIGH CDB STRAINS	6%	10%	-	-	-	-	17%	-	-	-	20%	-
ALL OF THESE	82%	85%	67%	83%	100%	67%	83%	67%	83%	83%	80%	100%

AMOUNT OF USABLE CANNABIS YIELDED FROM A CANNABIS PLANT

QUESTION 19: HOW MUCH USABLE CANNABIS DO YOU YIELD, ON AVERAGE, FROM A CANNABIS PLANT?

	TOTAL SAMPLE (N=34)	REGION					NUMBER OF PATIENTS CURRENTLY REGISTERED					
		ABQ METRO	NORTH-WEST	NORTH CENTRAL	LAS CRUCES/SOUTH-WEST	EASTSIDE	0-3,000 PATIENTS	3,001-5,000 PATIENTS	5,001-10,000 PATIENTS	10,001-15,000 PATIENTS	15,001-20,000 PATIENTS	20,001 OR MORE
0 - 6 OUNCES	18%	15%	67%	17%	-	-	-	33%	33%	33%	-	-
7 - 16 OUNCES	24%	25%	-	33%	50%	-	33%	17%	-	33%	40%	20%
17 - 25 OUNCES	15%	10%	33%	-	50%	33%	33%	-	33%	-	-	20%
26 - 36 OUNCES	6%	10%	-	-	-	-	-	-	-	-	20%	20%
37 OR MORE OUNCES	29%	30%	-	33%	-	67%	17%	33%	33%	17%	40%	40%
DON'T KNOW	9%	10%	-	17%	-	-	17%	17%	-	17%	-	-

NUMBER OF HARVESTS PER YEAR

QUESTION 20: HOW MANY HARVESTS DO YOU HAVE IN A TYPICAL YEAR?

	TOTAL SAMPLE (N=34)	REGION					NUMBER OF PATIENTS CURRENTLY REGISTERED					
		ABQ METRO	NORTH-WEST	NORTH CENTRAL	LAS CRUCES/SOUTH-WEST	EASTSIDE	0-3,000 PATIENTS	3,001-5,000 PATIENTS	5,001-10,000 PATIENTS	10,001-15,000 PATIENTS	15,001-20,000 PATIENTS	20,001 OR MORE
1	9%	-	-	20%	-	67%	-	20%	33%	-	-	-
3	9%	10%	33%	-	-	-	17%	20%	-	-	20%	-
3.5	6%	10%	-	-	-	-	-	-	-	-	20%	20%
4	6%	10%	-	-	-	-	17%	-	-	-	-	20%
4.5	3%	5%	-	-	-	-	-	-	-	-	20%	-
5	18%	25%	-	20%	-	-	17%	20%	-	33%	-	40%
5.5	3%	5%	-	-	-	-	-	-	-	17%	-	-
6	3%	-	-	-	-	33%	-	-	17%	-	-	-
7	3%	-	33%	-	-	-	-	-	17%	-	-	-
8	3%	5%	-	-	-	-	-	-	-	17%	-	-
16	3%	-	33%	-	-	-	17%	-	-	-	-	-
26	3%	-	-	20%	-	-	-	20%	-	-	-	-
52	3%	5%	-	-	-	-	-	-	17%	-	-	-
365	27%	25%	-	40%	100%	-	33%	20%	17%	33%	40%	20%

DO YOU PURCHASE WHOLESALE CANNABIS OR CANNABIS DERIVED PRODUCTS FROM OTHER PRODUCERS?

QUESTION 21: DO YOU PURCHASE WHOLESALE CANNABIS OR CANNABIS DERIVED PRODUCTS FROM OTHER PRODUCERS?

	TOTAL SAMPLE (N=34)	REGION					NUMBER OF PATIENTS CURRENTLY REGISTERED					
		ABQ METRO	NORTH-WEST	NORTH CENTRAL	LAS CRUCES/SOUTH-WEST	EASTSIDE	0-3,000 PATIENTS	3,001-5,000 PATIENTS	5,001-10,000 PATIENTS	10,001-15,000 PATIENTS	15,001-20,000 PATIENTS	20,001 OR MORE
YES	47%	40%	33%	83%	50%	33%	50%	67%	33%	50%	40%	40%
NO	53%	60%	67%	17%	50%	67%	50%	33%	67%	50%	60%	60%

CANNABIS OR CANNABIS DERIVED PRODUCTS PURCHASED WHOLESALE

AMONG THOSE PRODUCERS WHO PURCHASE CANNABIS/CANNABIS DERIVED PRODUCTS FROM OTHER PRODUCERS
 TOTAL RESPONSES (N=16)

QUESTION 22: WHAT CANNABIS OR CANNABIS DERIVED PRODUCTS DO YOU PURCHASE WHOLESALE?

ALL OF ABOVE.

BHO AND WAX

BUD.

DRY FLOWER, OILS, CARTRIDGES, AND CONCENTRATES.

EDIBLES AND EXTRACTS.

FLOWER 30 LBS. PER YEAR. CONCENTRATES – 1,500-2,000 CARTRIDGES PER YEAR.

FLOWER 20 POUNDS THIS YEAR.

FLOWER AND FINISH PRODUCT.

FLOWER AND TRIM.

FLOWER, EDIBLES AND CONCENTRATES.

FLOWER, TRIM, OIL.

FLOWER. (N=4)

PREPACKED FLOWERS AND OIL.

REASONS FOR PURCHASING THESE PRODUCTS WHOLESALE

AMONG THOSE PRODUCERS WHO PURCHASE CANNABIS/CANNABIS DERIVED PRODUCTS FROM OTHER PRODUCERS
 TOTAL RESPONSES (N=16)

QUESTION 23: WHY DO YOU PURCHASE THESE PRODUCTS WHOLESALE?

CAN'T PRODUCE ENOUGH WITH PLANT COUNT.
 CAN'T PRODUCT ENOUGH MATERIAL.
 CLOSED DOWN ONE GREENHOUSE DURING WINTER FOR REPAIRS AND UPGRADES.
 DUE TO PLANT COUNT LIMITATIONS, WE DO NOT HAVE ENOUGH MATERIALS TO PRODUCE THOSE THINGS.
 DUE TO PLANT COUNT.
 I CAN'T ALWAYS KEEP ENOUGH PRODUCT IN STOCK.
 IT IS MORE COST EFFECTIVE.
 TO GET A WIDER SELECTION TO COMPETE WITH COLORADO. WE ARE RIGHT AT THE BORDER.

TO SUPPLEMENT INVENTORY.
 TROUBLE MEETING DEMAND, WE USUALLY RUN OUT AND NEED MORE.
 UNABLE TO MEET DEMAND, WE ARE LARGEST WHOLESALE BUYER IN STATE.
 WE DID NOT HAVE ENOUGH FLOWER ROOMS AND LOW PLANT COUNT.
 WE DON'T HAVE MANUFACTURING LICENSE.
 WE RUN OUT OF FLOWER AND NEED MORE TO PRODUCE PRODUCTS.
 WE RUN OUT, DUE TO PLANT COUNT.
 WITH PLANT COUNT LIMITATION WE CANNOT PRODUCE ENOUGH.

HOW SHOULD CULTIVATION BE REGULATED?

QUESTION 24: IN GENERAL DO YOU BELIEVE CULTIVATION SHOULD BE REGULATED BY PLANT COUNT, SQUARE FOOTAGE, OR CANOPY LIMIT?

	TOTAL SAMPLE (N=34)	REGION					NUMBER OF PATIENTS CURRENTLY REGISTERED					
		ABQ METRO	NORTH-WEST	NORTH CENTRAL	LAS CRUCES/ SOUTH-WEST	EASTSIDE	0-3,000 PATIENTS	3,001-5,000 PATIENTS	5,001-10,000 PATIENTS	10,001-15,000 PATIENTS	15,001-20,000 PATIENTS	20,001 OR MORE
PLANT COUNT	53%	50%	33%	83%	-	67%	33%	67%	83%	33%	40%	60%
SQUARE FOOTAGE	9%	5%	-	17%	50%	-	17%	17%	-	-	20%	-
CANOPY LIMIT	21%	20%	33%	-	50%	33%	17%	17%	17%	17%	40%	20%
DEPENDS (VOLUNTEERED)	12%	15%	33%	-	-	-	17%	-	-	33%	-	20%
DON'T KNOW	6%	5%	-	-	-	-	-	-	-	17%	-	-
WON'T SAY	3%	5%	-	-	-	-	17%	-	-	-	-	-

REASONS FOR CHOICE OF CULTIVATION TYPE

TOTAL RESPONSES (N=32)

QUESTION 25: WHY DO YOU FEEL THIS WAY?

PLANT COUNT

MORE FLEXIBILITY, IT SHOULD BE REGULATED BY NUMBER OF PLANTS PER PATIENT.
PLANT COUNT IS SIMPLER.
IMPROVING THE HIGHEST YIELD.
EASIER TO MANAGE FOR DOH.
PLANT COUNT IS EASIER FOR THE GROWER BUT THE PLANT COUNT STILL NEEDS TO BE INCREASED.
EASIER TO REGULATE, AND TO CALCULATE HOW MUCH IS NEEDED TO GET DEMAND.
EASY FOR THE POWERS THAT BE TO UNDERSTAND AND REGULATE.
PLANT COUNT NEEDS TO BE MORE FLEXIBLE, AND RISE ACCORDING TO PATIENT ENROLLMENT.
WE ARE OUTDOOR GROWERS.
BY LIMITING PLANT COUNT IT PREVENTS THE MARKET FROM BEING FLOODED, AND IT KEEPS THINGS UNDER CONTROL.
YOU CAN HAVE OPTIONS IN PLANT SIZE, SO MANY LARGER PLANTS AND SO MANY SMALLER PLANTS.
EASIER FOR GROWERS.
EASIER FOR GROWERS.
YOU CAN GAGE SUPPLY AND DEMAND BASED ON THE AMOUNT OF PLANTS AVAILABLE.
IT IS THE MOST RELIABLE METHOD.
IT'S A MORE RELIABLE METHOD.
PLANT COUNT IS GREAT FOR OUTDOOR GROWING AND WE ARE AN OUTDOOR GROWER.
GIVES FLEXIBILITY, EVERYONE IS GOING TO GROW IN DIFFERENT STYLES.

SQUARE FOOTAGE

CAN PRODUCE MORE BY SQUARE FOOTAGE THAN ANY OTHER WAY.
IT IS MUCH CHEAPER TO DO THAT WAY.
IT IS HOW FARMING IS TYPICALLY DONE. SQUARE FOOTAGE AND CANOPY LIMIT ARE THE SAME.

CANOPY LIMIT

ALLOW FOR MOST EFFICIENT GROW METHOD, ALLOWS YOU TO KEEP PRICES DOWN.
YOU CAN GET MORE SQUARE FOOTAGE BY USING CANOPY LIMIT.
CAN'T DO SELECTIVE BREEDING WITH PLANT COUNT. CANOPY LIMIT OFFERS MORE FLEXIBILITY AND ABILITY TO GET CREATIVE.
YOU CAN CHANGE GROWING METHODS AND CAN GET THE HIGHEST PLANT COUNT.
GIVES FLEXIBILITY ON HOW WE WANT TO USE OUR SQUARE FOOTAGE. CAN BE CREATIVE ON HOW WE WANT TO GROW.
IT WOULD BE REGULATED BY THE SPACE OF ACTUAL FLOWERS.
GIVES GROWERS ABILITY TO BE EFFICIENT AS POSSIBLE.

DEPENDS

ALL OF ABOVE, PEOPLE SHOULD BE ABLE TO CHOOSE, CULTIVATION METHOD THAT WORKS BEST FOR THEM.
GROWERS SHOULD HAVE A CHOICE AND USE METHODS THAT ARE BEST FOR THEM. EACH METHOD WORKS WELL FOR PARTICULAR PRODUCTS.
THERE IS NOT ONE SIZE FITS ALL TYPE OF METHOD. IT ALL DEPENDS ON WHAT YOU ARE TRYING TO GROW.
NO OPINION.

PLANS TO OPEN ANY NEW DISPENSARIES IN NEW MEXICO IN THE NEXT 12 MONTHS

QUESTION 26: IN THE NEXT 12 MONTHS DOES YOUR COMPANY PLAN TO OPEN ANY NEW DISPENSARIES IN NEW MEXICO?

	TOTAL SAMPLE (N=34)	REGION					NUMBER OF PATIENTS CURRENTLY REGISTERED					
		ABQ METRO	NORTH-WEST	NORTH CENTRAL	LAS CRUCES/SOUTH-WEST	EASTSIDE	0-3,000 PATIENTS	3,001-5,000 PATIENTS	5,001-10,000 PATIENTS	10,001-15,000 PATIENTS	15,001-20,000 PATIENTS	20,001 OR MORE
YES	94%	95%	100%	83%	100%	100%	83%	100%	83%	100%	100%	100%
NO	3%	-	-	17%	-	-	-	-	17%	-	-	-
DON'T KNOW	3%	5%	-	-	-	-	17%	-	-	-	-	-

OVERALL SATISFACTION WITH HOW THE MEDICAL CANNABIS PROGRAM IS BEING RUN IN NEW MEXICO

QUESTION 27: HOW SATISFIED IS YOUR COMPANY WITH HOW THE MEDICAL CANNABIS PROGRAM IS BEING RUN IN NEW MEXICO? PLEASE USE A 5-POINT SCALE WHERE A 5 IS VERY SATISFIED AND A 1 IS NOT SATISFIED AT ALL.

	TOTAL SAMPLE (N=34)	REGION					NUMBER OF PATIENTS CURRENTLY REGISTERED					
		ABQ METRO	NORTH-WEST	NORTH CENTRAL	LAS CRUCES/SOUTH-WEST	EASTSIDE	0-3,000 PATIENTS	3,001-5,000 PATIENTS	5,001-10,000 PATIENTS	10,001-15,000 PATIENTS	15,001-20,000 PATIENTS	20,001 OR MORE
5 - VERY SATISFIED	3%	-	-	-	-	33%	-	17%	-	-	-	-
4	21%	25%	33%	17%	-	-	17%	-	17%	17%	60%	20%
3	38%	30%	33%	50%	50%	67%	17%	33%	67%	67%	20%	20%
2	18%	25%	-	17%	-	-	17%	17%	17%	17%	20%	20%
1 - NOT SATISFIED AT ALL	21%	20%	33%	17%	50%	-	50%	33%	-	-	-	40%
MEAN †	2.7	2.6	2.7	2.7	2.0	3.7	2.0	2.5	3.0	3.0	3.4	2.2

† THE MEAN SCORE IS DERIVED BY TAKING THE AVERAGE SCORE BASED ON THE 5-POINT SCALE. THE VERY SATISFIED RESPONSE IS ASSIGNED A VALUE OF 5; THE NOT SATISFIED AT ALL RESPONSE IS ASSIGNED A VALUE OF 1. THE DON'T KNOW/WON'T SAY RESPONSES ARE EXCLUDED FROM THE CALCULATION OF THE MEAN.

REASONS FOR SATISFACTION WITH HOW THE MEDICAL CANNABIS PROGRAM IS BEING RUN IN NEW MEXICO

TOTAL SAMPLE (N=34)

QUESTION 28: WHY DO YOU FEEL THIS WAY?

CREATED A MARKET WITH A FEW HUGE PLAYERS MONOPOLY REGULATIONS ARE CUMBERSOME FOR SMALLER LICENSES.
DOH IS NOT KNOWLEDGEABLE ABOUT THE PROGRAM, AND THE NEEDS OF THE PATIENTS. DOING A POOR JOB OF RUNNING THE PROGRAM. THEY DON'T KNOW WHAT THEY ARE DOING. THEY PUT AN ARBITRARY NUMBER ON MAXIMUM AMOUNT OF THC AND MAX. AMOUNT A PATIENT CAN BUY. PLUS PROGRAM HAS A HUGE TURNOVER IN EMPLOYEES. ELIMINATING ARBITRARY INTERPRETATIONS OF THE REGULATIONS. REMOVE CAP RULE, REMOVE VOLUME DISCOUNT BAN.
EXTREME LACK OF COMMUNICATION, THEY ARE MAKING IT DIFFICULT FOR PATIENTS TO ACCESS MEDICINE AND PROHIBITING GROWTH OF THE PROGRAM.
GETTING MIXED COMMUNICATIONS. SEEM CONTRADICTORY. LACK OF GETTING THINGS DONE IN A TIMELY MANNER.
HIGH TURNOVER IN DEPARTMENT OF HEALTH. REGULATIONS ARE SUBJECT TO INTERPRETATIONS. NOT SATISFIED WITH BIOTRAK.
I DO NOT LIKE THE WAY IT IS POLICED AND THE MENTALITY OF THOSE THAT ARE POLICING IT.
I DON'T THINK THEY KNOW WHAT THEY ARE DOING. NOT WELL MANAGED OR ORGANIZED. IT IS ALWAYS IMPROVING, BUT STILL NOT PERFECT. THEY ARE UNDERSTAFFED. WE PAY \$, TO GROW PLANTS. IT IS MUCH MORE EXPENSIVE THAN OTHER STATES.
IT IS MANAGED, IT HAS POTENTIAL TO DO WELL BUT HAS NOT THUS FAR. NO ENFORCEMENT OF RULES AND REGULATIONS.
IT'S EASY TO GET A HOLD OF REGULATORS BUT REQUIREMENTS ARE UNCLEAR, AND THERE IS NO REAL OVERSIGHT OF PPL PERSONAL PRODUCTION LICENSE.
LIMITATIONS WERE NOT CONSIDERED WHEN PROGRAM BEGAN, I.E. PLANT COUNT.
LOT OF ISSUES WITH COMPLIANCE. BIOTRAK - THEY AREN'T EVE SURE OF HOW IT WORKS. INSPECTIONS NEED TO BE MORE TIMELY. RENEWAL FEES - NOT MANAGING BUDGET PROPERLY.
LOTS OF IMPROVEMENTS NEED TO BE MADE. COOPERATION BETWEEN DEPARTMENT OF HEALTH AND LNPP'S.
NEED ACTUAL GROWERS TO BE INVOLVED IN THE REGULATION OF THE PROGRAM. BIOTRAK

IS STILL NOT FULLY DEVELOPED, IS A DOWN GRADE FROM PREVIOUS PROGRAM.
NEEDS A LOT OF WORK. IT'S UNDERFUNDED, NEEDS PROPER FUNDING TO PREPARE FOR ANY EXPANSION. AND UNDERSTAFFED. MONEY FROM PROGRAM IS GOING TO GENERAL FUND AND NOT TO THE PROGRAM.
NEW ADMINISTRATION HAS A DESIRE TO IMPROVE PROGRAM.
PEOPLE WORKING FOR PROGRAM ARE GREAT, BUT THE REGULATIONS HAS PROBLEMS.
LACK OF ACCESS TO WOULD BE PATIENTS CAUSES A SMALLER PROGRAM THAN WOULD OTHERWISE POSSIBLE.
PROGRAM TRIES TO RESTRICT PROGRAM GROWTH, AND IT LIMITS PATIENTS ACCESS TO MEDICINE, AS WELL AS QUANTITIES THEY ARE ABLE TO PURCHASE.
SLOW AT GETTING CARDS TO PATIENTS. INFORMATION GETTING LOST. SLOW GETTING CARDS TO EMPLOYEES.
SOFTWARE PROGRAM IS NOT THE BEST BIOTRAK.
STOPPED ALLOWING THE SALES OF CBD ENRICHED PRODUCT. WE HAD TO GET RID OF ALL THOSE PRODUCTS.
THE PACE THAT IT IS EXPANDING IS ON PAR.
THE PROGRAM IS GROSSLY UNDERSTAFFED. THEY ONLY HAVE ONE COMPLIANCE OFFICER TO SERVE THE ENTIRE STATE, THEY REALLY NEED MORE.
THE PROGRAM IS MISMANAGED. IT HAS THE POTENTIAL TO DO WELL BUT HAS NOT THUS FAR. THERE IS NO ENFORCEMENT OF RULES AND REGULATIONS.
THERE ALWAYS ROOM FOR IMPROVEMENT.
THERE HAVE BEEN SOME AREAS THAT ARE GREAT, BUT LICENSE RENEWAL AND INSPECTION HAVE ROOM FOR IMPROVEMENT.
THEY ARE TRYING THEIR BEST TO DO THINGS RIGHT. TO HELP GROWERS AND PATIENTS.
THEY ARE TRYING TO LIMIT SUCCESS AND GROWTH OF PROGRAM. REGULATOR IS UNFRIENDLY AND UNEDUCATED STAFF.
THEY HAVE WORKED REALLY HARD GIVEN LIMITS.
THINGS ARE GOING WELL, WOULD LIKE MORE CLEAR COMMUNICATION AND EXPEDIENCY.
TOO MUCH TURNOVER IN THE STATE OFFICES.
ULTRAHEALTH IS RUNNING THE PROGRAM THROUGH LAWSUITS.

DEMOGRAPHICS

RESEARCH
& POLLING
INC



DEMOGRAPHICS

TOTAL SAMPLE (N=34)

JOB TITLE		REGION	
OWNER/CO-OWNER	18%	ABQ METRO	59%
PRESIDENT/CEO/COO/CFO	18%	NORTH CENTRAL	18%
EXECUTIVE DIRECTOR	18%	NORTHWEST	9%
CEO, COO, CFO	18%	EASTSIDE	9%
OTHER COMPANY OFFICER WITH DECISION MAKING RESPONSIBILITIES	15%	LAS CRUCES/SOUTHWEST	6%
OPERATIONS MANAGER	6%		
DIRECTOR OF OPERATIONS	6%		
GENERAL MANAGER	3%		

QUESTIONNAIRE

RESEARCH
& POLLING
INC



MEDICAL CANNABIS PRODUCERS SURVEY
MARCH 2019
N=35 PRODUCERS

HELLO. MY NAME IS YOUR NAME FROM RESEARCH & POLLING, INC. MAY I PLEASE SPEAK WITH (NAME ON LIST) (IF NO NAME ON LIST, ASK TO SPEAK WITH "THE PERSON AT YOUR LOCATION WHO IS MOST KNOWLEDGEABLE ABOUT YOUR COMPANY'S CANNABIS SALES AND PRODUCTION")

WE ARE CONDUCTING AN IMPORTANT SURVEY OF MEDICAL CANNABIS PRODUCERS IN NEW MEXICO ON BEHALF OF THE NEW MEXICO DEPARTMENT OF HEALTH. YOU SHOULD HAVE RECEIVED AN EMAIL FROM THE DEPARTMENT OF HEALTH REGARDING THIS STUDY.

YOUR INDIVIDUAL RESPONSES WILL REMAIN TOTALLY CONFIDENTIAL AND ANONYMOUS, AND BE USED ONLY IN COMBINATION WITH THOSE OF THE OTHER SURVEY PARTICIPANTS.

1. HOW MANY PATIENTS ARE CURRENTLY REGISTERED WITH YOUR COMPANY?

_____ (# OF PATIENTS)

99998. DON'T KNOW

99999. WON'T SAY

2. HOW MANY TRANSACTIONS FOR CANNABIS AND CANNABIS DERIVED PRODUCTS DOES YOUR COMPANY HAVE AT ITS DISPENSARIES, ON AVERAGE, PER WEEK?

_____ (# OF TRANSACTIONS)

99997. NONE

99998. DON'T KNOW

99999. WON'T SAY

3. WHAT TYPES OF MEDICAL CANNABIS PRODUCTS ARE YOUR PATIENTS MOST INTERESTED IN PURCHASING? (RECORD VERBATIM)

97. NONE IN PARTICULAR

98. DON'T KNOW

99. WON'T SAY

4. WHEN THINKING OF DEMANDS FROM PATIENTS REGISTERED WITH YOUR COMPANY, WOULD YOU SAY YOUR COMPANY IS CURRENTLY ABLE TO MEET PATIENT DEMAND, EXCEED PATIENT DEMAND, OR IS YOUR COMPANY UNABLE TO MEET PATIENT DEMAND FOR MEDICAL CANNABIS PRODUCTS?

1. MEET PATIENT DEMAND

2. EXCEED PATIENT DEMAND

3. UNABLE TO MEET PATIENT DEMAND

4. DON'T KNOW

5. WON'T SAY

5. IN THE PAST 90 DAYS, HAVE ANY OF YOUR DISPENSARIES HAD TO CEASE ALL OPERATIONS BECAUSE YOU DID NOT HAVE ENOUGH PRODUCTS TO SERVE PATIENTS?

1. YES

2. NO

4. DON'T KNOW

5. WON'T SAY

6. ARE YOU ABLE TO CONSISTENTLY SUPPLY PATIENTS WITH ALL THE MEDICAL CANNABIS PRODUCTS THEY ARE MOST OFTEN REQUESTING?

- 1. YES
- 2. NO **(SKIP TO Q.8)**
- 4. DON'T KNOW **(SKIP TO Q.8)**
- 5. WON'T SAY **(SKIP TO Q.8)**

7. WHY ARE YOU UNABLE TO CONSISTENTLY SUPPLY PATIENTS WITH THE MEDICAL CANNABIS PRODUCTS THEY ARE MOST OFTEN REQUESTING? (RECORD VERBATIM)

- 97. NONE IN PARTICULAR
- 98. DON'T KNOW
- 99. WON'T SAY

8. DO PATIENTS REQUEST ANY MEDICAL CANNABIS PRODUCTS THAT YOU DO NOT PRODUCE?

- 1. YES
- 2. NO **(SKIP TO Q.11)**
- 4. DON'T KNOW **(SKIP TO Q.11)**
- 5. WON'T SAY **(SKIP TO Q.11)**

9. WHAT TYPES OF MEDICAL CANNABIS PRODUCTS ARE PATIENTS REQUESTING THAT YOU DO NOT CURRENTLY PRODUCE? (RECORD VERBATIM)

- 97. NONE IN PARTICULAR **(SKIP TO Q.11)**
- 98. DON'T KNOW **(SKIP TO Q.11)**
- 99. WON'T SAY **(SKIP TO Q.11)**

10. WHY ARE YOU NOT CURRENTLY PRODUCING THESE PRODUCTS? (RECORD VERBATIM)

- 97. NO REASON IN PARTICULAR
- 98. DON'T KNOW
- 99. WON'T SAY

11. ARE THERE CERTAIN TYPES OF CANNABIS PRODUCTS THAT YOU WOULD LIKE TO PRODUCE MORE OF, BUT CANNOT BECAUSE OF THE LIMITS ON THE NUMBER OF PLANTS YOU CAN GROW?

- 1. YES
- 2. NO **(SKIP TO Q.13)**
- 4. DON'T KNOW/WON'T SAY **(SKIP TO Q.13)**

12. WHAT TYPES OF PRODUCTS WOULD LIKE TO PRODUCE MORE OF? (RECORD VERBATIM)

- 97. NONE IN PARTICULAR
- 98. DON'T KNOW
- 99. WON'T SAY

13. HOW MANY PLANTS DO YOU ESTIMATE YOUR COMPANY NEEDS TO GROW, PER YEAR, IN ORDER TO MEET CURRENT PATIENT DEMAND (INCLUDING PRODUCTS YOUR COMPANY DOES NOT CURRENTLY PRODUCE)?

_____ (# OF PLANTS)

- 99998. DON'T KNOW
- 99999. WON'T SAY

14. HOW DID YOU ARRIVE AT THIS ESTIMATE?

15. APPROXIMATELY WHAT PERCENTAGE OF YOUR COMPANY'S SALES IS FLOWERS AND BUD?

_____ (# OF FLOWERS OR BUD)

- 998. DON'T KNOW
- 999. WON'T SAY

16. APPROXIMATELY WHAT PERCENTAGE OF YOUR COMPANY'S SALES IS CANNABIS DERIVED PRODUCTS (CDPs)?

_____ (% OF CDPs)

- 998. DON'T KNOW
- 999. WON'T SAY

NOTE TO POLLER: TOTALS OF Q.15 AND Q. 16 DOES NOT HAVE TO EQUAL 100%

17. WHAT IS THE AVERAGE PRICE PER UNIT (GRAM) OF THE CANNABIS, EITHER BUD OR FLOWER, YOU SELL TO PATIENTS?

\$_____ (PRICE IN DOLLARS)

- 998. DON'T KNOW
- 999. WON'T SAY

18. DOES YOUR COMPANY GROW INDICA (IN-DI-KUH), SATIVA (SUH-TEE-VUH), HYBRIDS, OR HIGH CBD STRAINS?

1. INDICA
2. SATIVA
3. HYBRID
4. HIGH CBD STRAINS
5. ALL OF THESE **(DO NOT READ)**
6. NONE OF THESE **(DO NOT READ)**
7. DON'T KNOW/WON'T SAY **(DO NOT READ)**

19. HOW MUCH USABLE CANNABIS DO YOU YIELD, ON AVERAGE, FROM A CANNABIS PLANT?

____ (# GRAMS) ____ (# OUNCES) ____ (# POUNDS)

998. DON'T KNOW

999. WON'T SAY

20. HOW MANY HARVESTS DO YOU HAVE IN A TYPICAL YEAR?

____ (# OF HARVESTS)

998. DON'T KNOW

999. WON'T SAY

21. DO YOU PURCHASE WHOLESALE CANNABIS OR CANNABIS DERIVED PRODUCTS FROM OTHER PRODUCERS?

1. YES
2. NO **(SKIP TO Q.24)**
4. DON'T KNOW **(SKIP TO Q.24)**
5. WON'T SAY **(SKIP TO Q.24)**

22. WHAT CANNABIS OR CANNABIS DERIVED PRODUCTS DO YOU PURCHASE WHOLESALE? (RECORD VERBATIM)

97. NONE IN PARTICULAR
98. DON'T KNOW
99. WON'T SAY

23. WHY DO YOU PURCHASE THESE PRODUCTS WHOLESALE? (RECORD VERBATIM)

97. NONE IN PARTICULAR
98. DON'T KNOW
99. WON'T SAY

24. IN GENERAL DO YOU BELIEVE CULTIVATION SHOULD BE REGULATED BY PLANT COUNT, SQUARE FOOTAGE, OR CANOPY LIMIT?

- 1. PLANT COUNT
- 2. SQUARE FOOTAGE
- 3. CANOPY LIMIT
- 97. DEPENDS (VOLUNTEERED)
- 98. DON'T KNOW (SKIP TO Q.26)
- 99. WON'T SAY (SKIP TO Q.26)

25. WHY DO YOU FEEL THIS WAY? (RECORD VERBATIM)

- 97. NO REASON IN PARTICULAR
- 98. DON'T KNOW
- 99. WON'T SAY

26. IN THE NEXT 12 MONTHS DOES YOUR COMPANY PLAN TO OPEN ANY NEW DISPENSARIES IN NEW MEXICO?

- 1. YES
- 2. NO
- 4. DON'T KNOW
- 5. WON'T SAY

27. HOW SATISFIED IS YOUR COMPANY WITH HOW THE MEDICAL CANNABIS PROGRAM IS BEING RUN IN NEW MEXICO? PLEASE USE A 5-POINT SCALE WHERE A 5 IS VERY SATISFIED AND A 1 IS NOT SATISFIED AT ALL.

VERY SATISFIED					NOT SATISFIED AT ALL		DON'T KNOW WON'T SAY
5.....	4.....	3.....	2.....	1.....	6	

28. WHY DO YOU FEEL THIS WAY? (RECORD VERBATIM)

- 97. NO REASON IN PARTICULAR
- 98. DON'T KNOW
- 99. WON'T SAY

THANK YOU FOR YOUR PATIENCE, WE ARE ALMOST DONE. NOW, I WOULD LIKE TO ASK SOME QUESTIONS FOR STATISTICAL PURPOSES ONLY. YOUR RESPONSES WILL REMAIN ANONYMOUS.

29. WHAT IS YOUR JOB TITLE?

- | | |
|---------------------------|---|
| 01. OWNER/CO-OWNER | 06. HUMAN RESOURCES DIRECTOR |
| 02. PRESIDENT | 07. OFFICE MANAGER |
| 03. CHAIRMAN | 08. OTHER COMPANY OFFICER WITH DECISION MAKING RESPONSIBILITIES |
| 04. CEO, COO, CFO | 99. WON'T SAY |
| 05. SENIOR VICE PRESIDENT | OTHER (SPECIFY) _____ |

30. IN WHAT COUNTY IS YOUR COMPANY HEADQUARTERED? (DO NOT READ) (TAKE ONE RESPONSE ONLY)

- | | | |
|----------------|----------------|----------------|
| 01. BERNALILLO | 12. HARDING | 23. ROOSEVELT |
| 02. CATRON | 13. HIDALGO | 24. SAN JUAN |
| 03. CHAVES | 14. LEA | 25. SAN MIGUEL |
| 04. CIBOLA | 15. LINCOLN | 26. SANDOVAL |
| 05. COLFAX | 16. LOS ALAMOS | 27. SANTA FE |
| 06. CURRY | 17. LUNA | 28. SIERRA |
| 07. DE BACA | 18. MCKINLEY | 29. SOCORRO |
| 08. DONA ANA | 19. MORA | 30. TAOS |
| 09. EDDY | 20. OTERO | 31. TORRANCE |
| 10. GRANT | 21. QUAY | 32. UNION |
| 11. GUADALUPE | 22. RIO ARRIBA | 33. VALENCIA |

34. MULTIPLE COUNTIES

99. WON'T SAY
OTHER (SPECIFY) _____

CONCLUSION:

THIS CONCLUDES OUR SURVEY. THANK YOU FOR YOUR TIME. HAVE A GOOD DAY.

NOTE TO POLLER, WAS RESPONDENT

1. MALE
2. FEMALE

UNIQUE ID#: _____

RESPONDENTS PHONE NUMBER: _____

POLLER NAME: _____

POLLER CODE: _____