



Cannabis Regulatory Advisory Committee Meeting

January 26, 2023



NMRLD
NEW MEXICO
REGULATION &
LICENSING DEPARTMENT



Licensing Update

322 Pending Applications

54 Vertically Integrated

- 5 Retail
- 8 Manufacturer
- 25 Producer
- 16 Premise

148 Micro Integrated

- 15 Retailer
- 19 Manufacturer
- 141 Micro Producer

120 Individual Licenses

- 21 Retailer
- 5 Manufacturer
- 49 Producer
- 19 Consumption Area
- 20 Courier
- 5 Testing Laboratory
- 1 Research Laboratory





Licensing Update

1,098 Approved Applications

461 Vertically Integrated

- 116 Retail
- 117 Manufacturer
- 106 Producer
- 122 Premise

456 Micro Integrated

- 140 Retail
- 175 Manufacturer
- 141 Producer

991 Individual Licenses

- 324 Retailer
- 163 Manufacturer
- 218 Producer
- 242 Micro Producer
- 11 Consumption Area(s)
- 30 Courier
- 3 Testing Laboratory





Licensing Update

Gender

2,530 Controlling Persons Listed in Approved License Applications

- Male: 1,746
- Female: 741
- Non-Binary: 17
- Gender Non-Conforming: 6
- Prefer Not to Answer: 20

Of those who self-identified their gender (2,487):

- ~69% of controlling persons identified as male
- ~29% of controlling persons identified as female
- 1% of controlling persons identified as gender non-conforming or non-binary





Licensing Update

Race

2,533 Controlling Persons Listed in Approved License Applications

- White, Non-Hispanic: 997
- Black or African American: 75
- American Indian or Alaska Native: 20
- Asian American, Asian Indian or Pacific Islander: 87
- Mixed Race: 107
- Other Race: 211
- Prefer Not to Answer: 215

Of those who self-identified their race: (2,318)

- ~43% of controlling persons identified as white
- ~21% of controlling persons identified as non-white
- ~36% of controlling persons identified as mixed race



Licensing Update

Ethnicity

2,533 Controlling Persons Listed in Approved License Applications

- 886 No Latino, Hispanic, or Spanish Origin
- 1,049 Some Latino, Hispanic, or Spanish Origin
- 182 Prefer Not to Answer

Of Those who Self-Identified Their Ethnicity (1,935):

- ~46% of controlling persons identified as having No Latino, Hispanic, or Spanish origins
- ~54% of controlling persons identified as having some Latino, Hispanic, or Spanish origins





Compliance Update

April 1, 2022 - Present

- 371 Total Inspections
 - 209 Retail Inspections
 - 145 Production Inspections
 - 17 Manufacturing Inspections
- 240 Notice of Violations
 - 91 Open Cases
 - 149 Closed Cases
 - 3 Notice of Contemplated Action (NCA)



Cannabis Revenue Update

Between April 1, 2022, and December 31, 2022, New Mexico cannabis retailers sold nearly \$360 million in adult-use and medical cannabis combined.

- Medical Sales \$144,452,827.38
- Recreational Sales \$214,621,351.70
- **Total** **\$359,074,179.08**



2022 Top 10 Cannabis Cities

City	Medical	Recreational	Total
Albuquerque	\$58,291,760.37	\$70,238,906.91	\$128,530,667.28
Santa Fe	\$13,610,575.33	\$16,504,475.03	\$30,115,050.36
Las Cruces*	\$12,823,405.48	\$16,322,742.12	\$29,146,147.60
Hobbs*	\$3,331,981.27	\$12,397,911.21	\$15,729,892.48
Sunland Park*	\$1,766,016.06	\$12,890,282.12	\$14,656,298.18
Rio Rancho	\$7,406,676.81	\$6,790,127.43	\$14,196,804.24
Clovis*	\$3,854,643.93	\$6,551,304.09	\$10,405,948.02
Carlsbad*	\$3,258,108.09	\$7,131,672.66	\$10,389,780.75
Alamogordo	\$4,851,133.36	\$4,046,348.37	\$8,897,481.73
Ruidoso	\$2,906,750.63	\$5,942,500.02	\$8,849,250.65

*State border city/town





2022 CCD Accomplishments

- Intergovernmental Agreement with RLD/CCD & Indian nations, pueblo, and tribes
- Legacy Licenses were successfully renewed in the Summer of 2022
- Renewals for non legacy licenses has launched
- Staff has grown with addition of Law Clerk, Administrative Support for Compliance, and Financial Manager
- CCD office opening in Las Cruces/ Compliance presence in Southern New Mexico
- Compliance checklist and procedures have been established and continue to be refined
- CCD Compliance Staff trained with Colorado Marijuana Enforcement Division
- Cannabis Reporting Online Portal (CROP)



CCD Social Equity

- Strong Diversity Numbers
- Micro Logo
- Logos for Tribal, Acequia, Historic Areas
- Cannabis Business 101 Videos



Thank you!