



Cannabis Regulatory Advisory Committee Meeting

April 14, 2023



NMRLD
NEW MEXICO
REGULATION &
LICENSING DEPARTMENT



CCD One Year Anniversary



- \$300M in adult-use sales in first year
- \$ 32.4M recreational & \$15.4M medical sales in March 2023
- As of March 2023, \$27M in cannabis taxes has been collected in the General Fund
- As of early April 2023, over 10M transactions have been recorded
- Albuquerque had the most adult-use with \$96M
- Santa Fe & Las Cruces each had \$22M in adult-use
- Sunland Park recorded \$19.4M in adult-use
- Hobbs recorded \$17M in adult-use
- Clovis, Farmington, and Ruidoso saw more than \$7M in adult-use
- \$50,000 have been collected in fines





Cannabis Revenue Update

Between April 1, 2022, and April 11, 2023, New Mexico cannabis retailers sold over \$500 million in adult-use and medical cannabis combined.

- Medical Sales \$192,550,059.38
- Recreational Sales \$311,749,580.96
- **Total** **\$504,299,640.32**



April 1, 2022, to April 11, 2023
Top 10 Cities

City	Medical Sales	Recreational Sales	Total Sales
ALBUQUERQUE	\$77,543,004.81	\$99,158,944.23	\$176,701,949.05
SANTA FE	\$17,685,923.12	\$22,841,706.20	\$40,527,629.32
LAS CRUCES	\$17,055,773.79	\$23,092,403.54	\$40,148,177.32
SUNLAND PARK	\$2,373,614.07	\$20,226,219.94	\$22,599,834.01
HOBBS	\$4,483,414.23	\$18,059,482.26	\$22,542,896.49
RIO RANCHO	\$9,569,229.89	\$9,525,250.04	\$19,094,479.93
CARLSBAD	\$4,484,029.82	\$10,421,517.87	\$14,905,547.69
CLOVIS	\$5,221,196.20	\$9,225,860.99	\$14,447,057.19
ALAMOGORDO	\$6,541,717.11	\$5,950,950.10	\$12,492,667.21
RUIDOSO	\$3,772,395.08	\$8,141,531.39	\$11,913,926.47





2023 Cannabis Revenue Update

Between January 1, 2023, and April 11, 2023, New Mexico cannabis retailers have sold \$145 million in adult-use and medical cannabis combined.

- Medical Sales \$48,081,844.55
- Recreational Sales \$97,051,150.82
- **Total** **\$145,132,995.40**





January 1, 2023, to April 11, 2023
Top 10 Cities

City	Medical Sales	Recreational Sales	Total Sales
ALBUQUERQUE	\$19,392,110.65	\$29,041,487.80	\$48,433,598.44
LAS CRUCES	\$4,241,874.05	\$6,788,553.06	\$11,030,427.11
SANTA FE	\$4,088,667.34	\$6,350,264.67	\$10,438,932.01
SUNLAND PARK	\$608,786.23	\$7,343,143.21	\$7,951,929.44
HOBBS	\$1,154,291.97	\$5,669,555.02	\$6,823,846.99
RIO RANCHO	\$2,167,925.21	\$2,738,949.28	\$4,906,874.49
CARLSBAD	\$1,228,801.88	\$3,296,807.61	\$4,525,609.50
CLOVIS	\$1,371,733.88	\$2,684,640.77	\$4,056,374.65
ALAMOGORDO	\$1,696,901.65	\$1,910,045.22	\$3,606,946.87
ROSWELL	\$1,432,054.51	\$2,038,294.83	\$3,470,349.34





Licensing Update

As of 4/12/23

325 Pending Applications

55 Vertically Integrated

- 4 Retail
- 6 Manufacturer
- 25 Producer
- 20 Premise

94 Micro Integrated

- 19 Retailer
- 31 Manufacturer
- 44 Micro Producer (down 97)

176 Individual Licenses

- 16 Retailer
- 9 Manufacturer
- 41 Producer
- 65 Producer Microbusiness
- 25 Consumption Area
- 15 Courier
- 5 Testing Laboratory
- 0 Research Laboratory





Licensing Update

As of 4/12/23

**1,518 Approved Applications
(+420)**

765 Vertically Integrated

- 423 Retail
- 199 Manufacturer
- 143 Producer

535 Micro Integrated

- 163 Retail
- 209 Manufacturer
- 163 Producer

***2,533 premises approved**

1,233 Individual Licenses

- 454 Retailer
- 204 Manufacturer
- 250 Producer
- 274 Producer Microbusiness
- 11 Consumption Area
- 35 Courier
- 4 Testing Laboratory
- 1 Research Laboratory





Compliance Update

April 1, 2022 - Present

- 539 Total Inspections (+168)
 - 336 Retail Inspections (+127)
 - 167 Producer Inspections (+22)
 - 36 Manufacturer Inspections (+19)
- 290 Notice of Violations (+50)
 - 124 Open Cases (+33)
 - 166 Closed Cases (+17)
 - 4 Notice of Contemplated Action (+1)



Rule and Legislative Update



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Demographic Update

As of 04/11/23

Gender

2,720 Controlling Persons Listed in Salesforce License Applications

- Male: 1,875
- Female: 798
- Non-Binary: 18
- Gender Non-Conforming: 7
- Prefer Not to Answer: 22

Of those who self-identified their gender (2,698):

- ~69% of controlling persons identified as male
- ~29.5% of controlling persons identified as female
- <1% of controlling persons identified as gender non-conforming or non-binary





Demographic Update

(04/11/23)

Race & Ethnicity

2,720 Controlling Persons Listed in Applications

- Hispanic, Latino, or other Spanish origin: 1,227 (49%)
- White, (NH): 1,020 (41%)
- Black or African American, (NH): 87 (4%)
- Asian American, Asian or Pacific Islander, (NH): (3%)
- Mixed Race, (NH): 40 (2%)
- Other Race, (NH): 25 (1%)
- American Indian or Alaska Native, (NH): 20 (.8%)
- Prefer Not to Answer: 227

2,493 self-identified their race and ethnicity:

- ~51% identified as no Latino, Hispanic, or Spanish
 - ~41% identified as white
 - ~8% identified as non-white, non-Hispanic
 - ~2% identified as mixed race, non-Hispanic
- ~49% identified as Hispanic, Latino, or Spanish





CCD Social Equity



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Thank you!