



**Jt. Committee on Marijuana Regulation**  
**Oregon Liquor Control Commission**  
**Steven Marks, Executive Director**  
**Will Higlin, Sr. Director of Licensing and Compliance**  
*February 9, 2017*



# Application Stats (Feb. 6, 2017)

- From September 15 to January 27 = approximately 600 approved licenses
- From September 15 to January 27 = approximately 700 new applications
- 2015-17 budget = 1,000 applications, 800 licenses

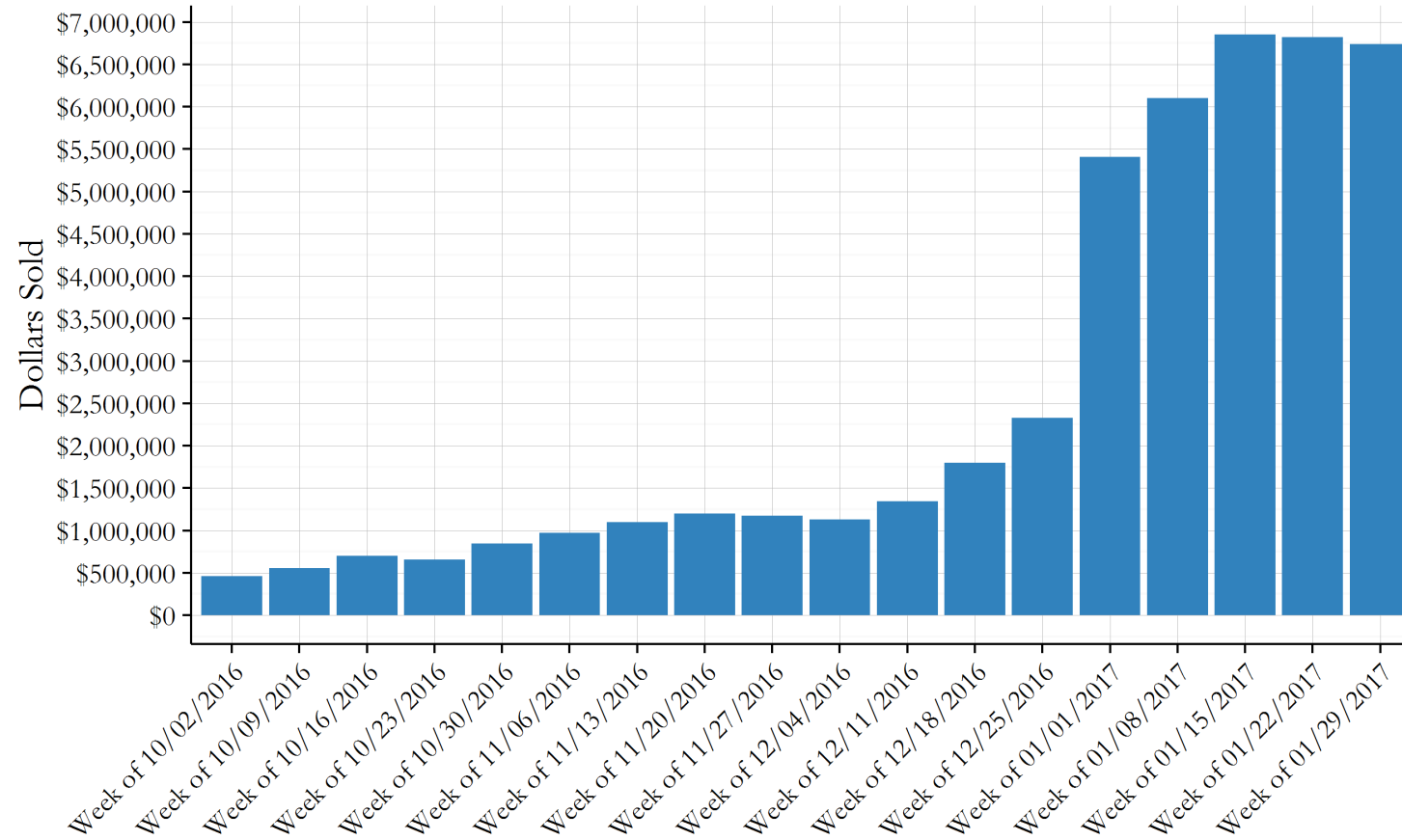
## Status of Applications by Type

	License Active	Approved Not Paid	Assigned	Ready For Assignment	Without Approved LUCS	Grand Total
Laboratory	20	0	3	0	3	26
Processor	60	6	99	22	40	227
Producer	397	20	418	143	103	1081
Retailer	312	4	180	18	46	560
Wholesaler	42	10	42	19	21	134
Research	0	0	0	0	2	2
<b>Grand Total</b>	<b>831</b>	<b>40</b>	<b>742</b>	<b>202</b>	<b>215</b>	<b>2030</b>

# Marijuana Sales



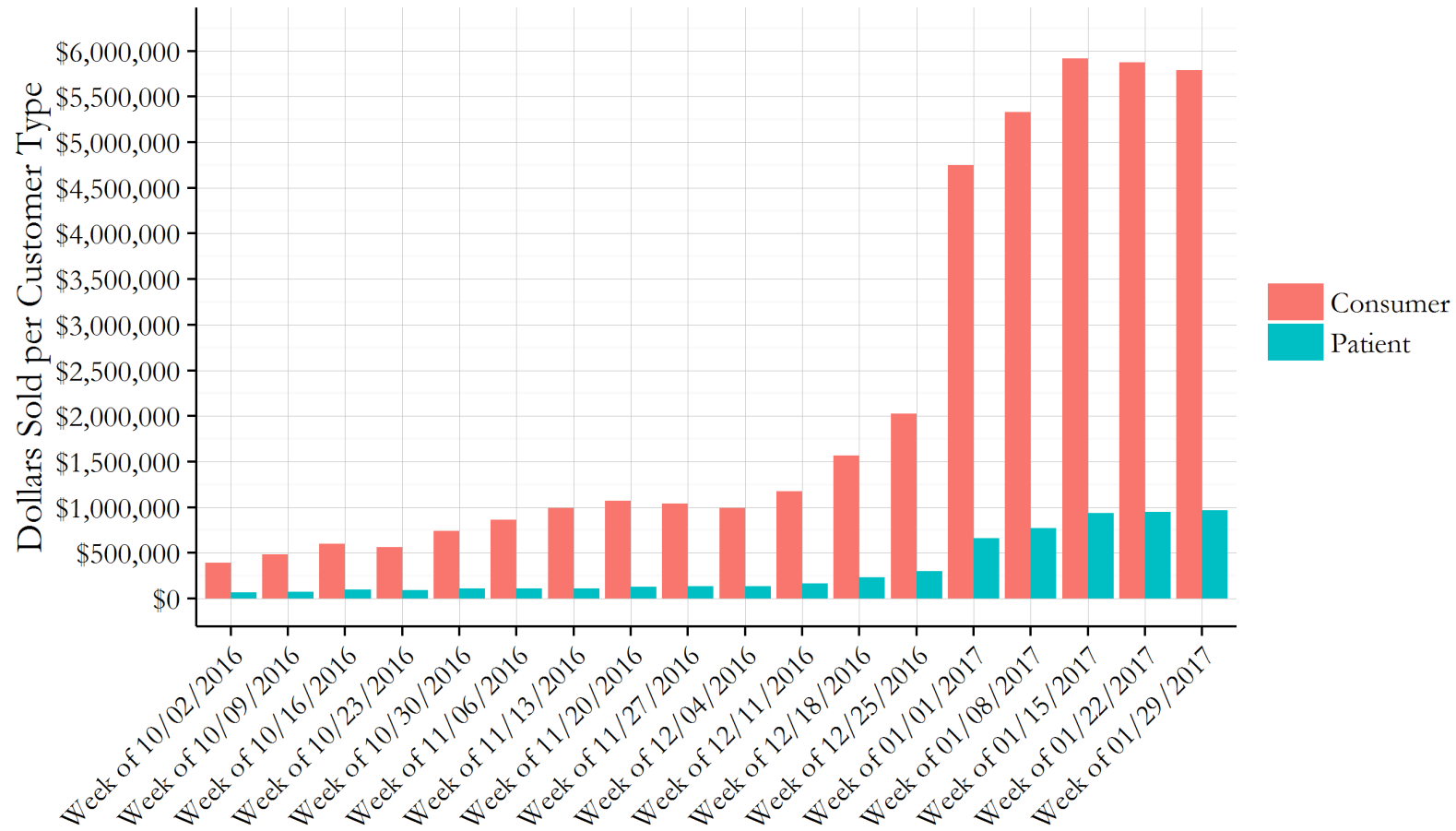
Total Sales by Week



# Marijuana Sales



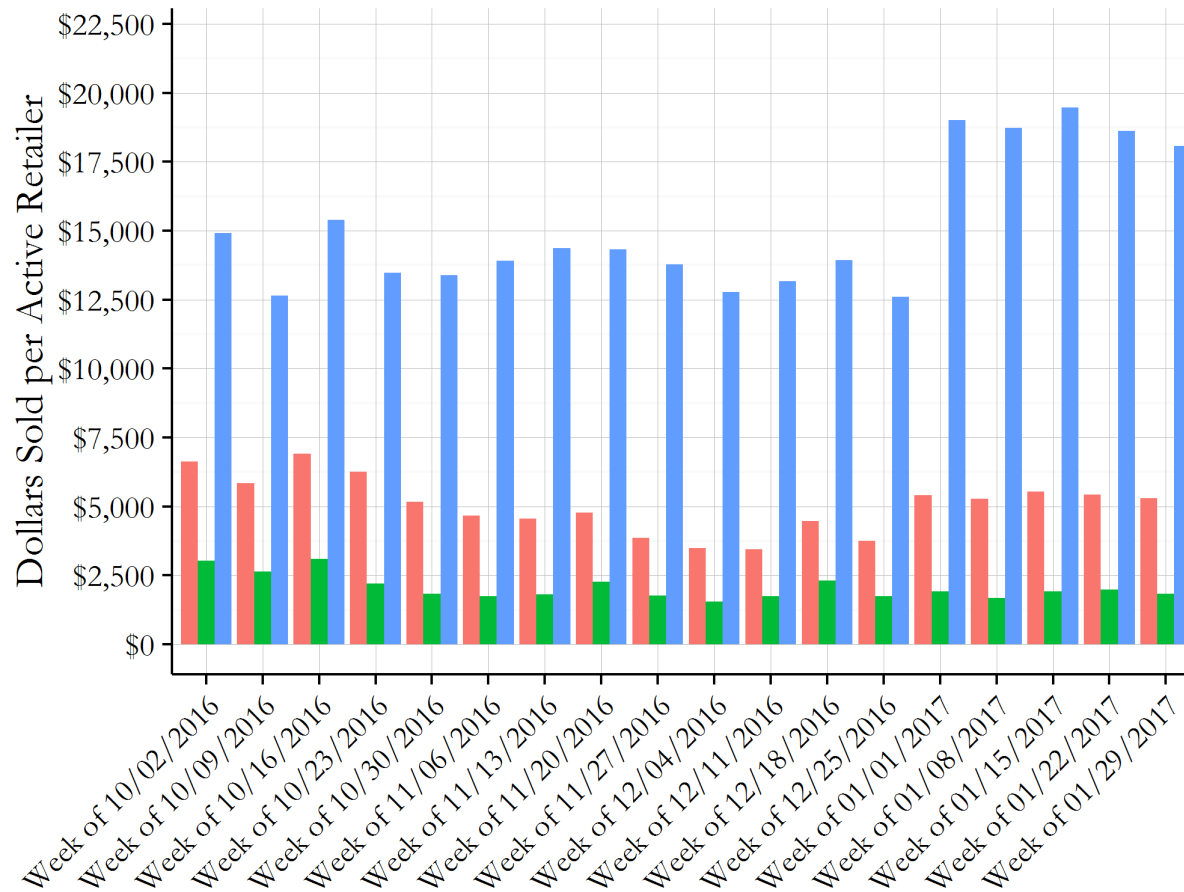
Total Sales by Week,  
by Customer Type



# Marijuana Sales



Sales per Active Retailer by Week,  
by Product Type



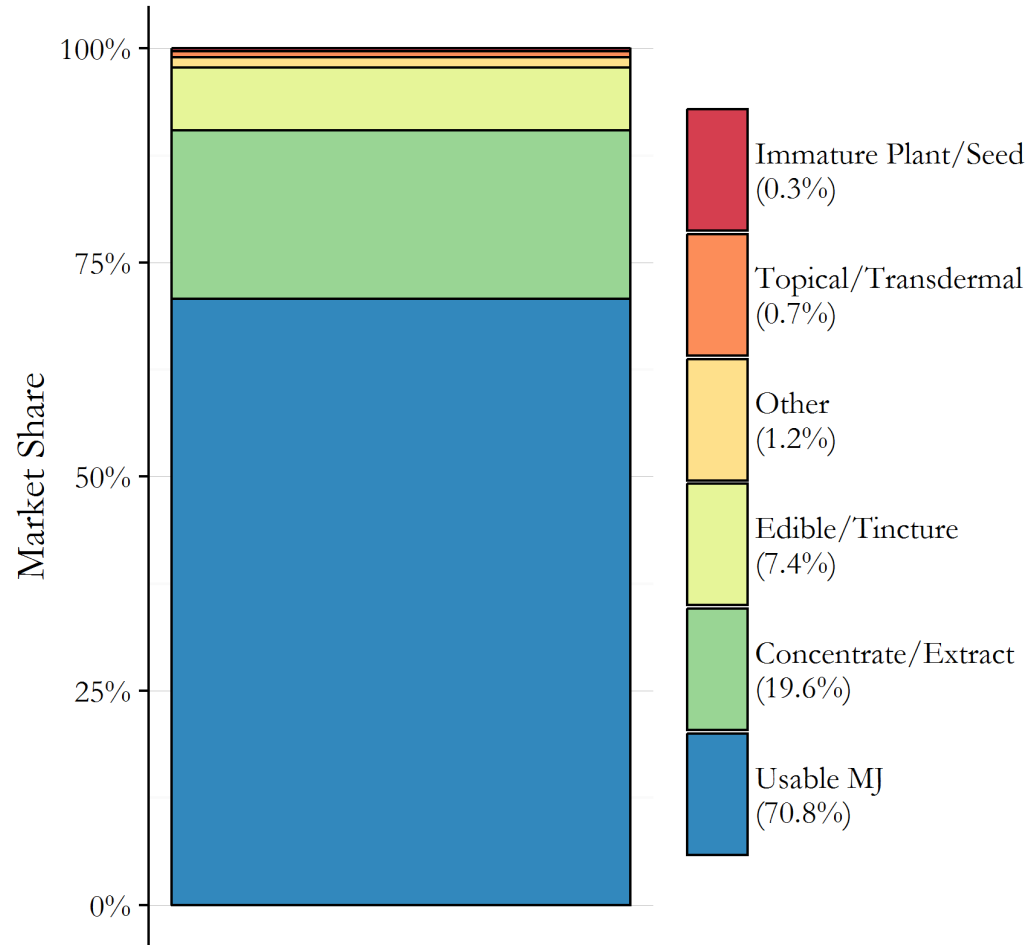
■ Concentrate/Extract  
■ Edible/Tincture  
■ Usable MJ

Week of 10/02/16 – 18 retailers  
1/1/17 – Early Start Ends  
Week of 1/22/17 – 259 retailers

# Market Share



Market Share by Product Type



# Testing



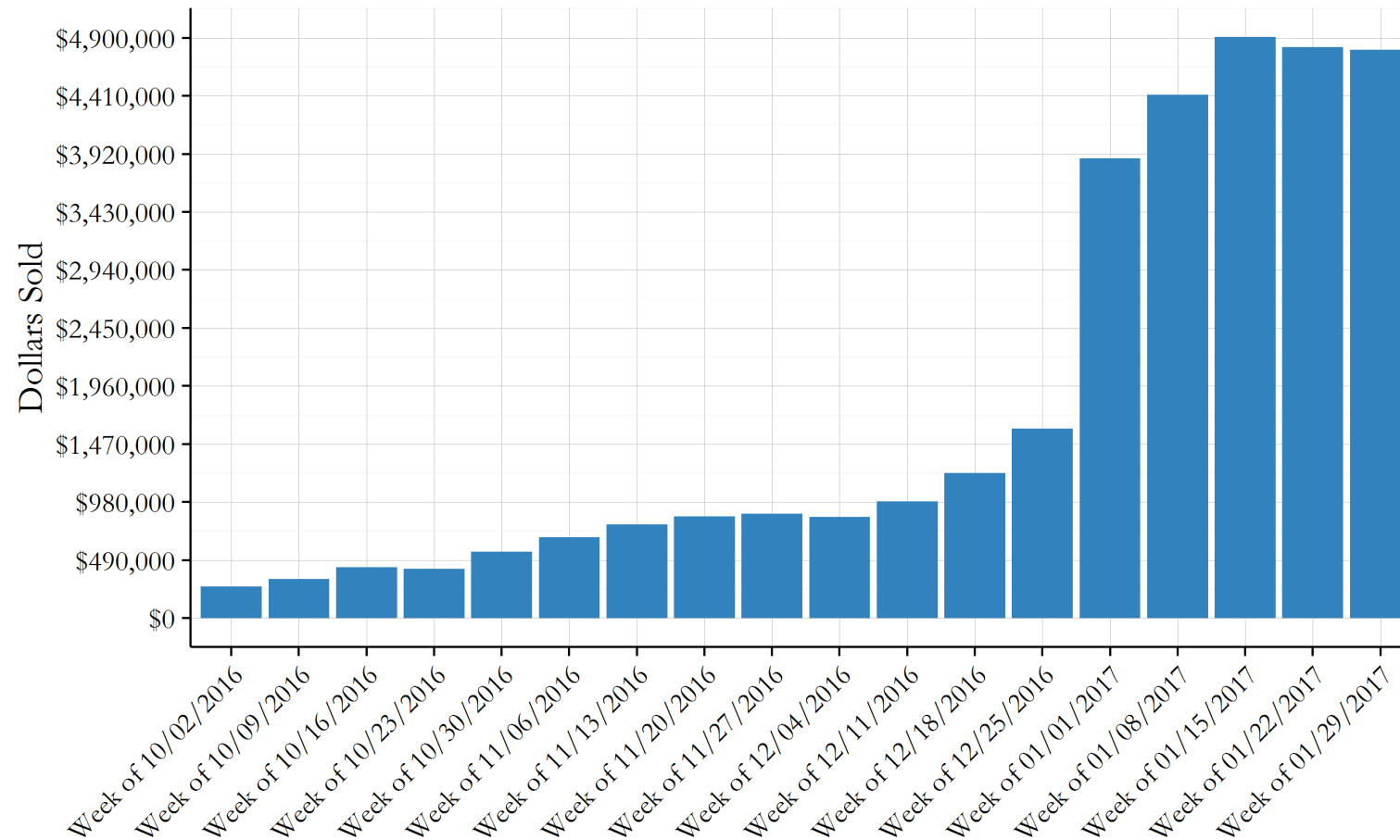
**Status on February 3, 2017**

Test Status	Number of Samples
Waiting Testing	2,292
Test Passed (includes retest)	5,865
Test Failed (includes retest)	343

# Usable Marijuana



Sales of Usable MJ by Week

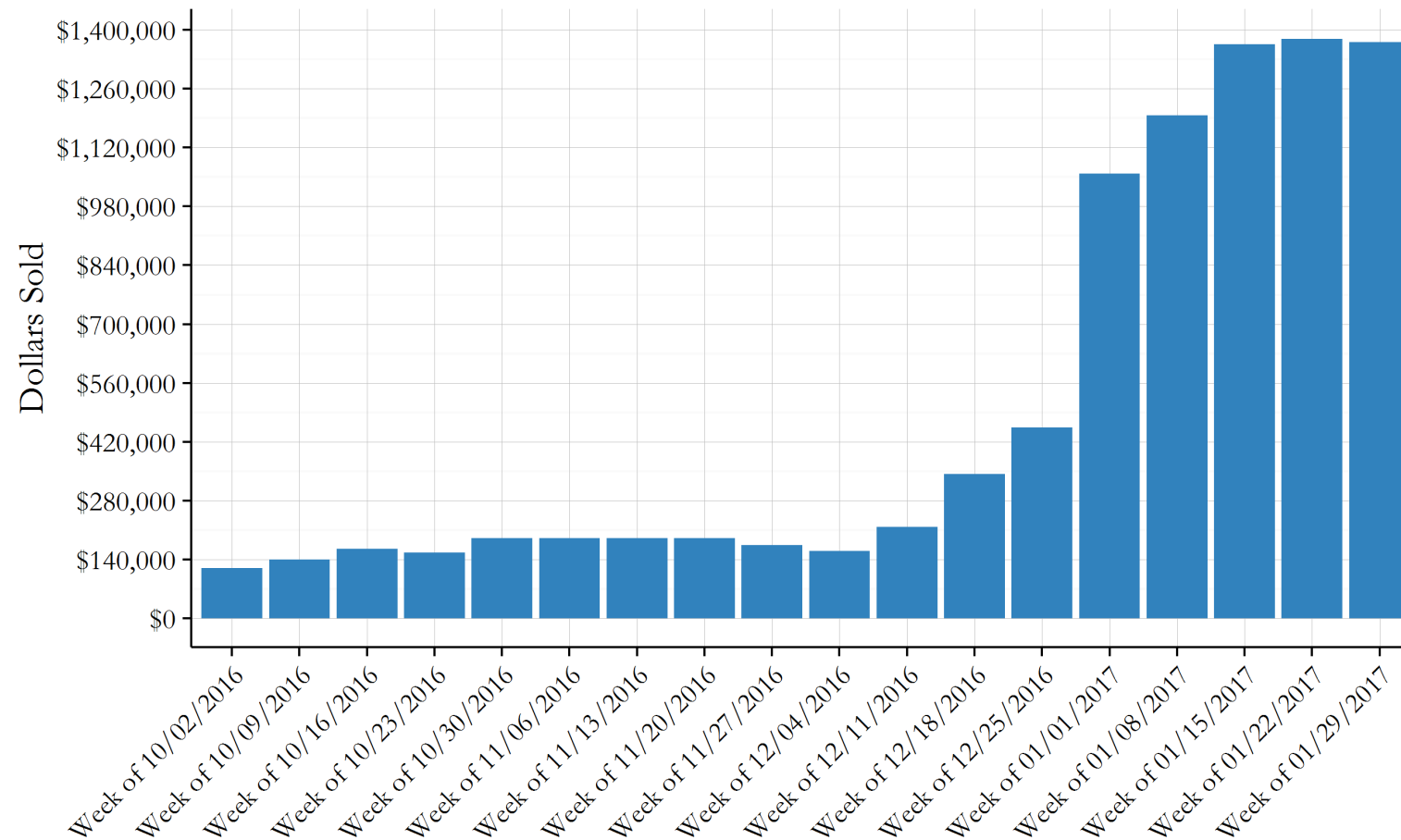






# Concentrate/Extracts

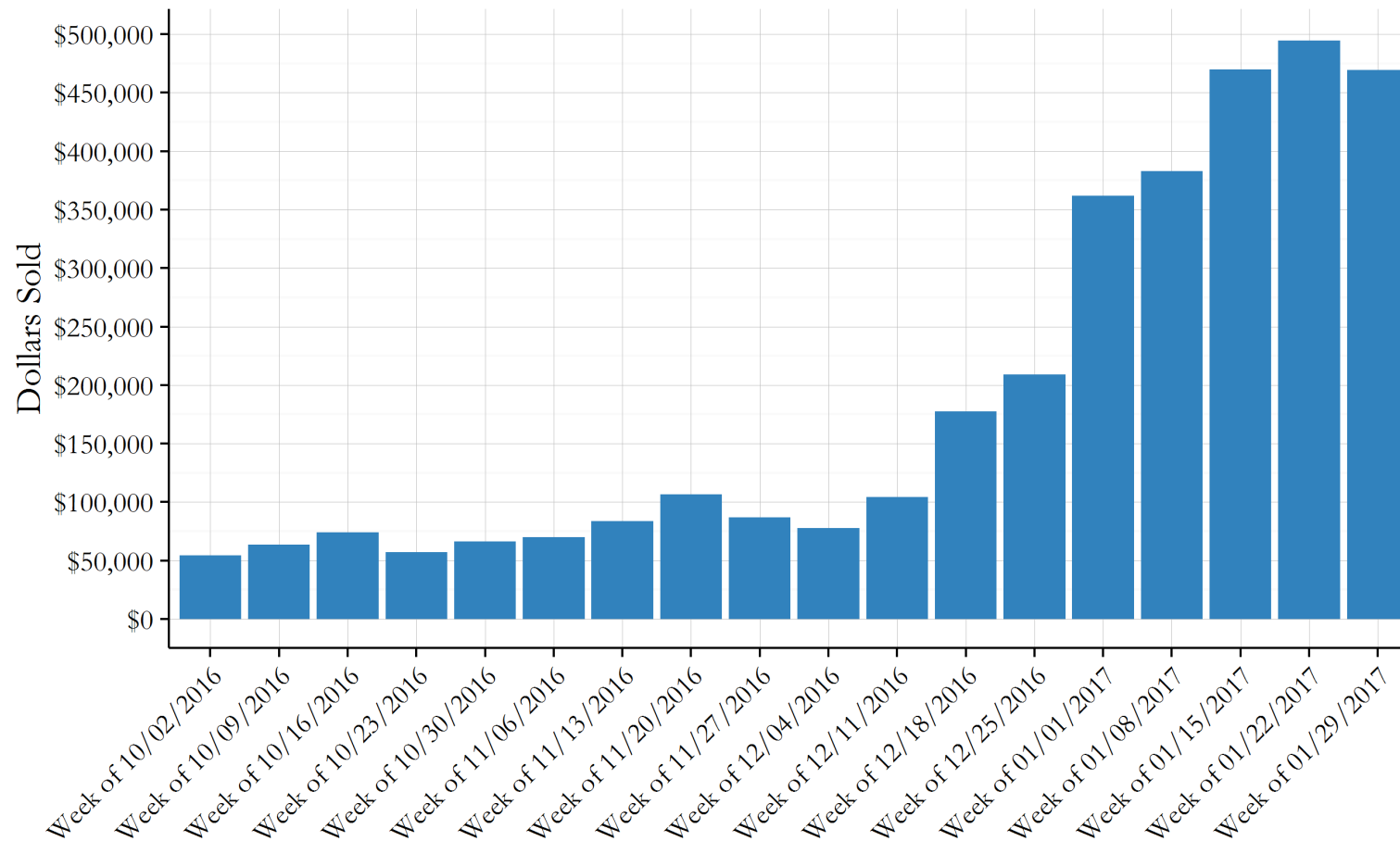
Sales of Concentrate/Extract by Week



# Edible/Tincture



Sales of Edible/Tincture by Week



# Recreational and Medical Sales



Recreational and Medical Sales	
Total Sales	\$ 46,863,000
Recreational Sales	\$ 40,744,000
Medical Sales	\$ 6,119,000
Medical Sales (percentage of total sales)	13%

**Estimated tax collected (17%): \$6.9 million**

# Packaging and Labeling



- Steps to augment safety of products
  - Prohibited words/names attractive to children
  - Child resistant packages certified by 3<sup>rd</sup> parties
- Outreach and education
  - 7 information sessions at OLCC headquarters, 3 industry presentations, rule update sessions in Eugene, Bend and Ashland

Packaging and Labeling		
Application Status	Packages	Labels
New	0	0
Resubmission Required	45	100
Under Review	0	0
Approved	872	442

# Moving Forward



- Testing
  - Working with OHA, Governor's office
- Compliance
  - Cannabis Tracking System investigations
  - Sanctions and administrative hearings process
  - Law enforcement coordination
- Licensing
  - Existing and new applications
  - Renewal Process
- Resource Constraints
  - Licensing and enforcement staff
  - Legislative changes

# Hemp



- In August 2016, the US Dept. of Agriculture, DEA and FDA issued a joint “Statement of Principles on Industrial Hemp.”
- Oregon DOJ has interpreted the “Statement of Principles” to mean that hemp grown for CBD could be considered marijuana for purposes of the federal Controlled Substances Act.
- OLCC currently has no regulatory authority over industrial hemp. We are ready to work together with our partner agencies and the legislature to address this difficult issue.

# **OLCC'S MISSION**

**Support businesses, public safety,  
and community livability  
through education and the enforcement  
of liquor and marijuana laws.**

