



House Committee on Revenue
Oregon Liquor Control Commission
Steve Marks, Executive Director
Bill Schuette, Economist
February 21, 2017



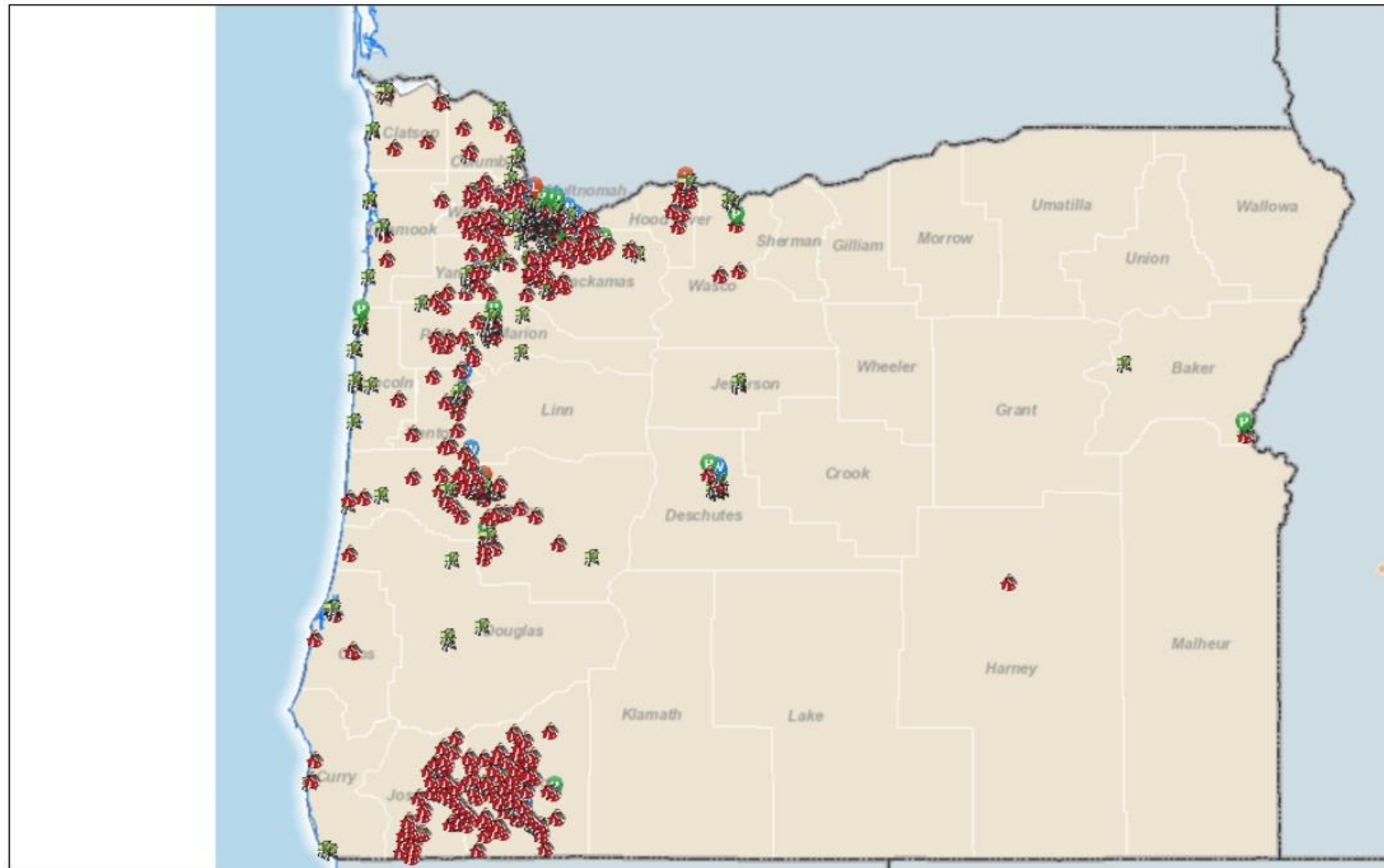
Application Stats (Feb. 6, 2017)

- 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
Grand Total	831	40	742	202	215	2030


Recreational Marijuana Locations Map





February 17, 2017


OLCC_APPLICATIONS_WEB_MERCATOR

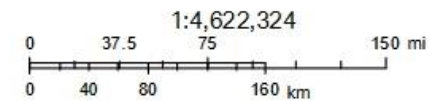
 Recreational Producer

 Recreational Retailer

 Recreational Processor

 Recreational Wholesaler

 Laboratory



State of Oregon Geospatial Enterprise Office

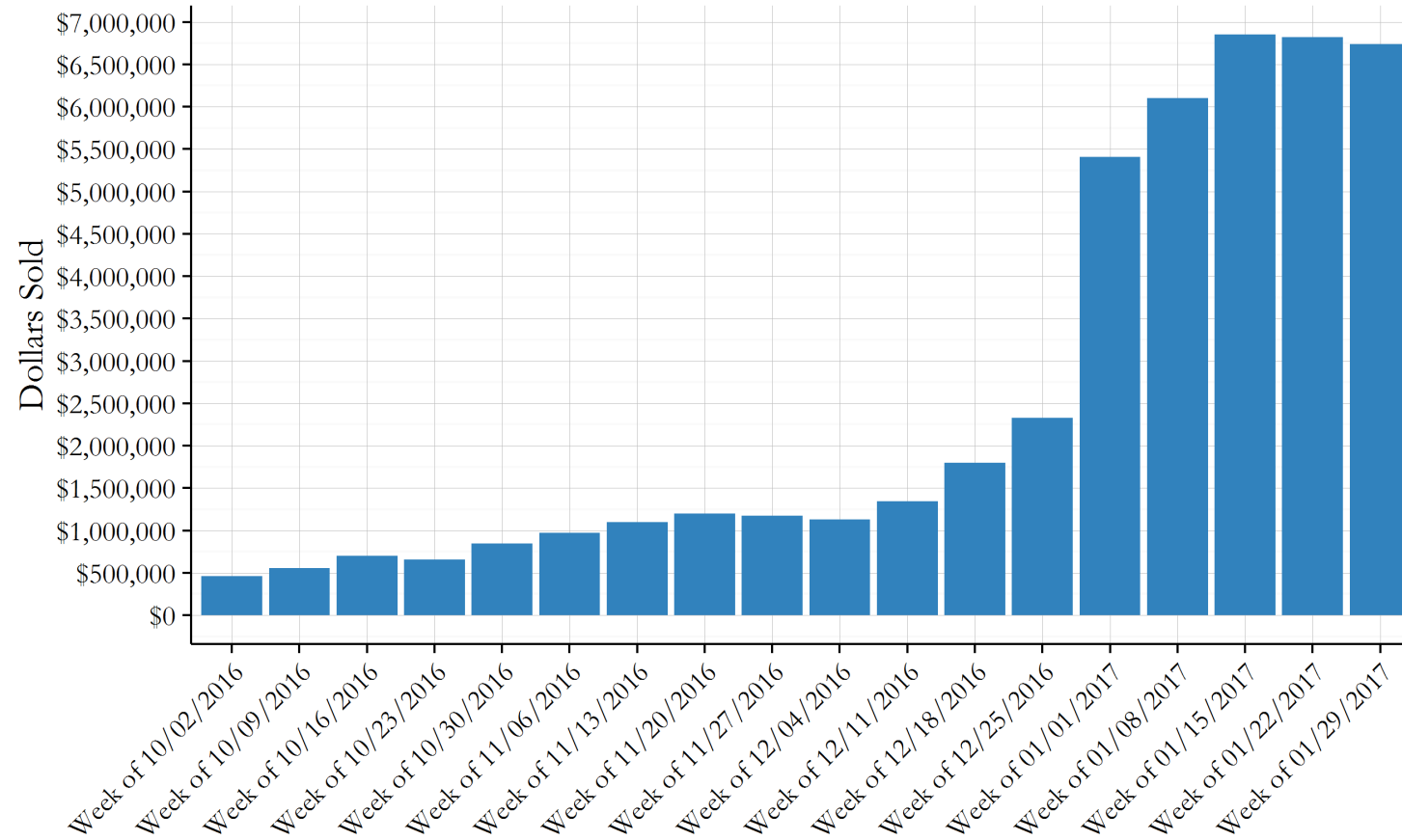
Oregon Licensing Compared to Other States

State	Current Total Marijuana Licenses/Applications	2015 Estimated Population	Population Per Marijuana License/Application
Washington	1,776	7,062,000	3,976
Colorado	1,352	5,356,000	3,962
Oregon	2,097	3,970,000	1,893

Marijuana Sales



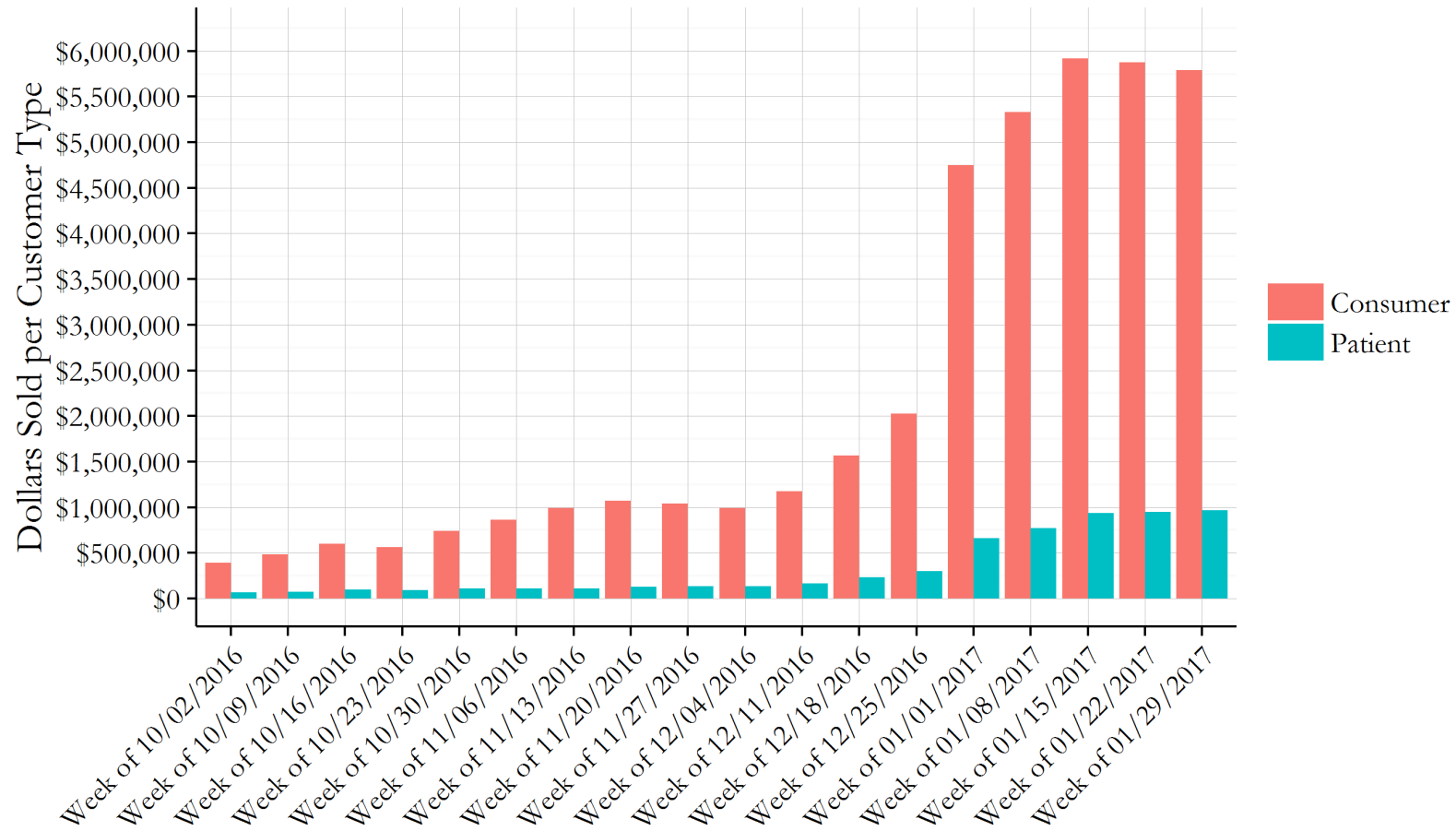
Total Sales by Week



Marijuana Sales



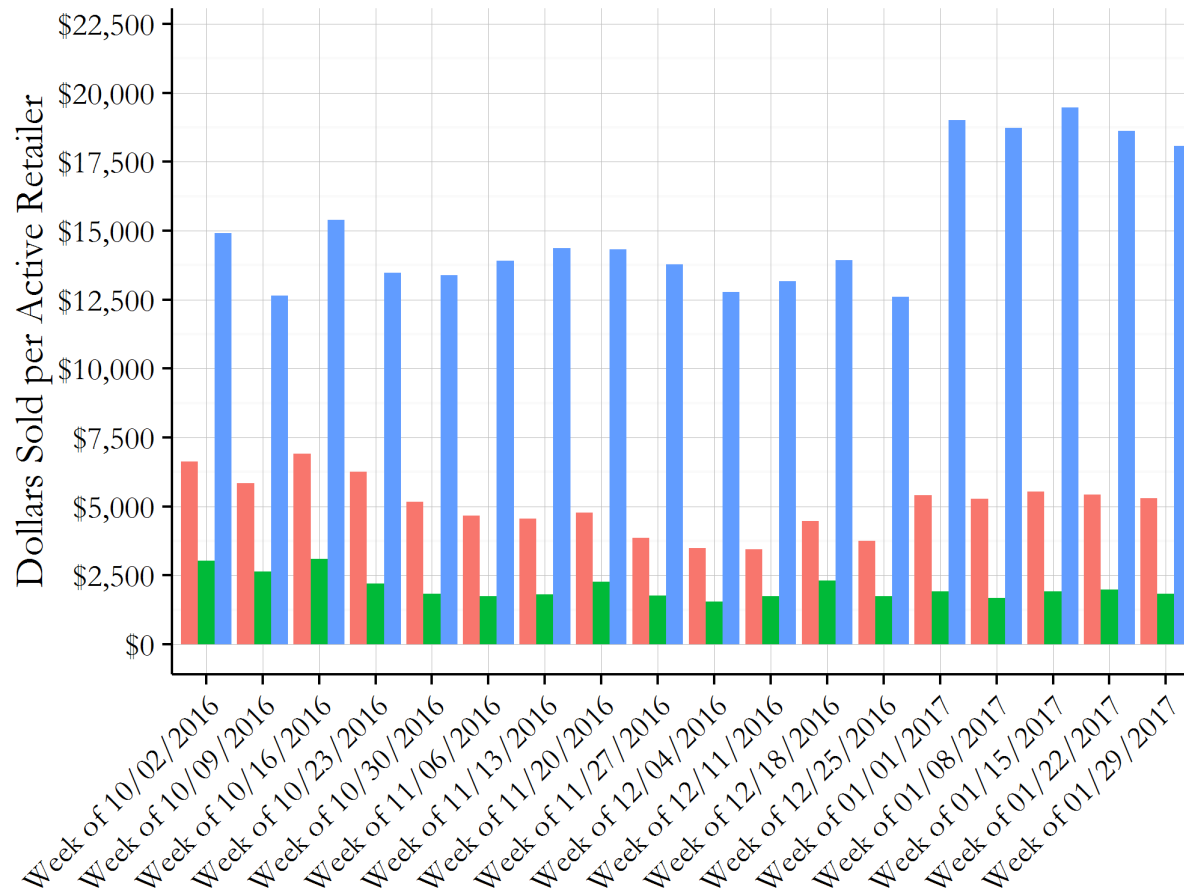
Total Sales by Week,
by Customer Type



Marijuana Sales



Sales per Active Retailer by Week,
by Product Type



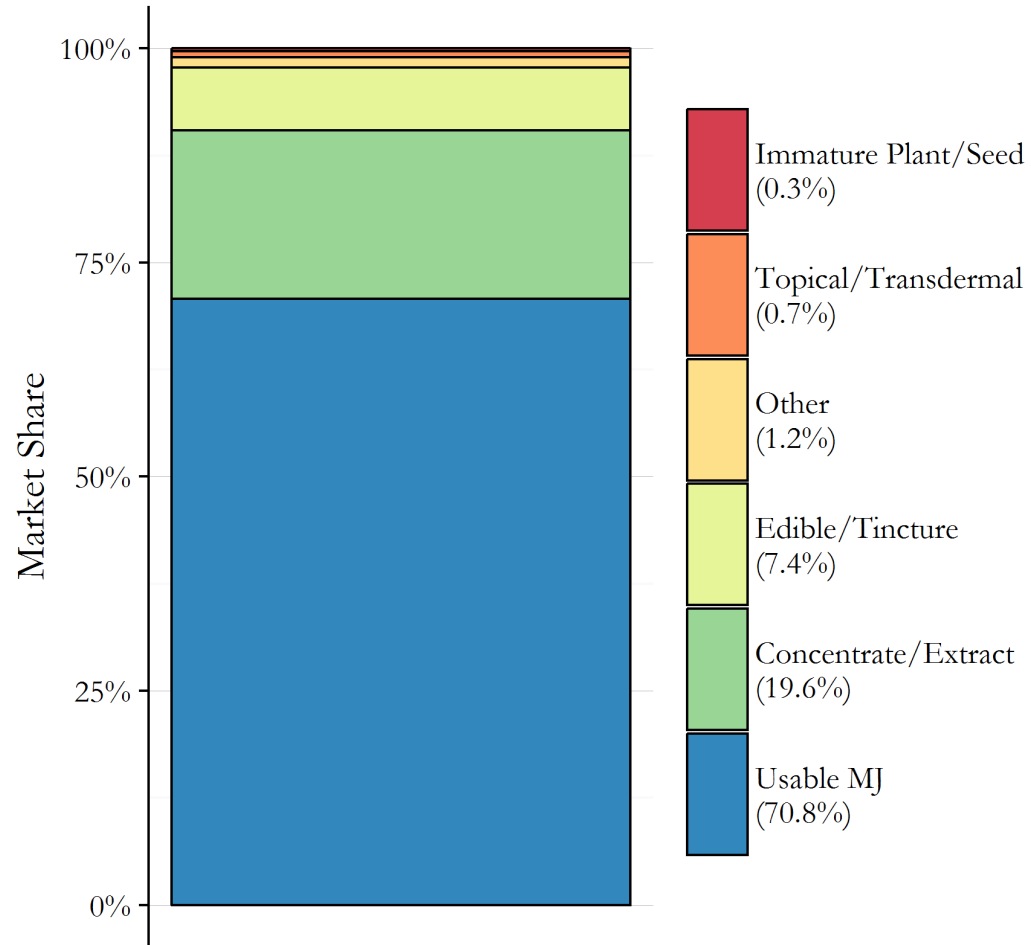
■ Concentrate/Extract
■ Edible/Tincture
■ Usable MJ

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

Market Share



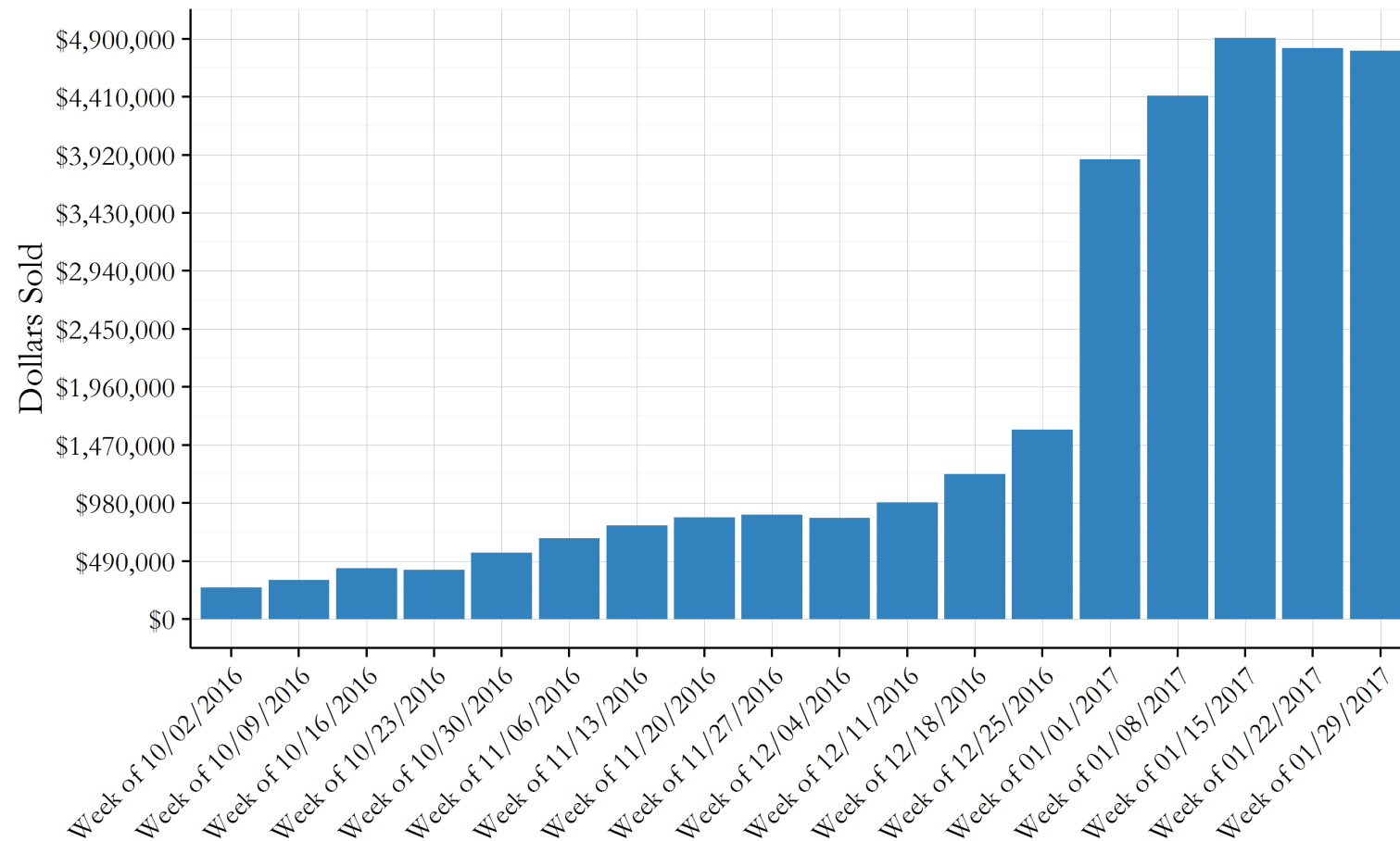
Market Share by Product Type



Usable Marijuana



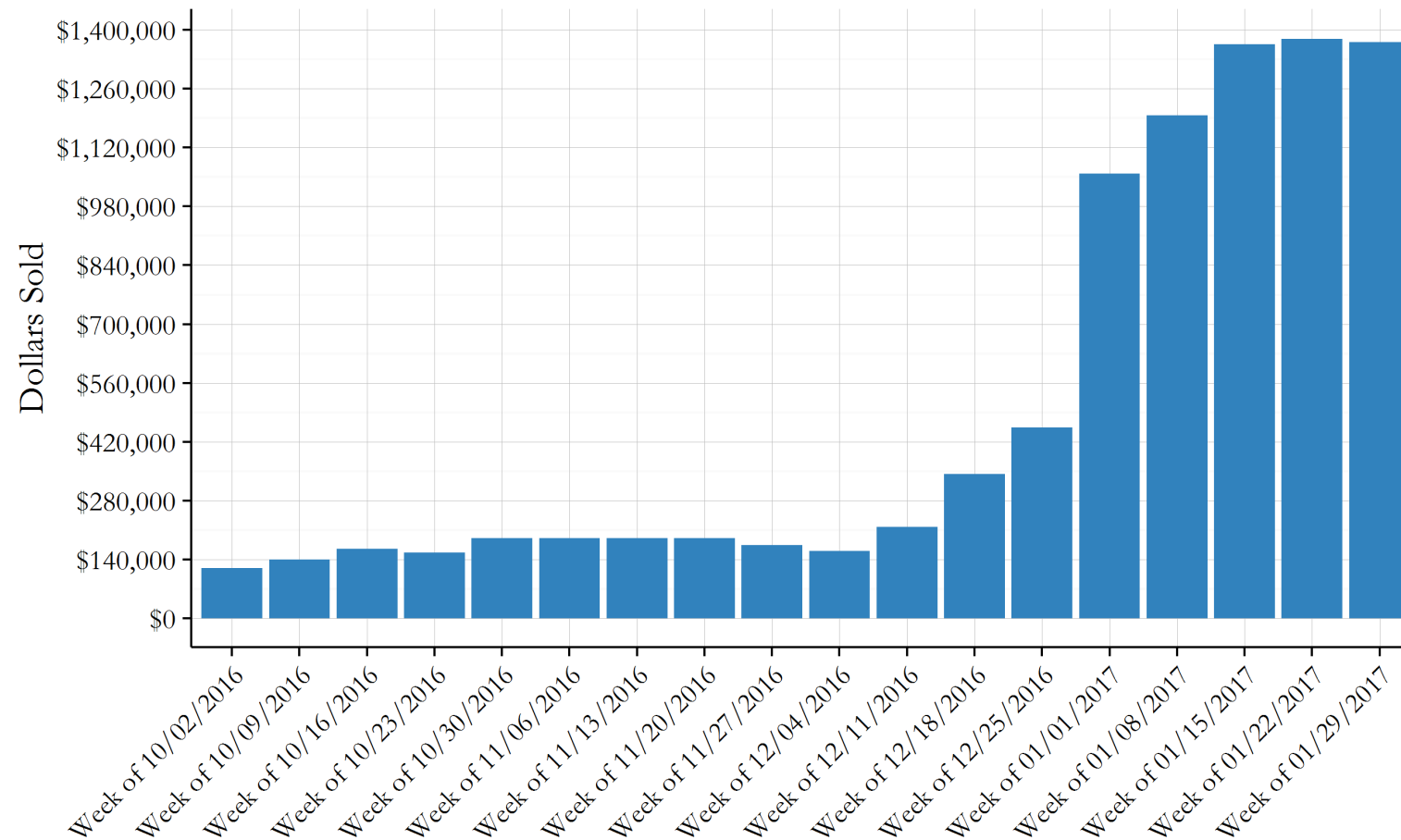
Sales of Usable MJ by Week





Concentrate/Extracts

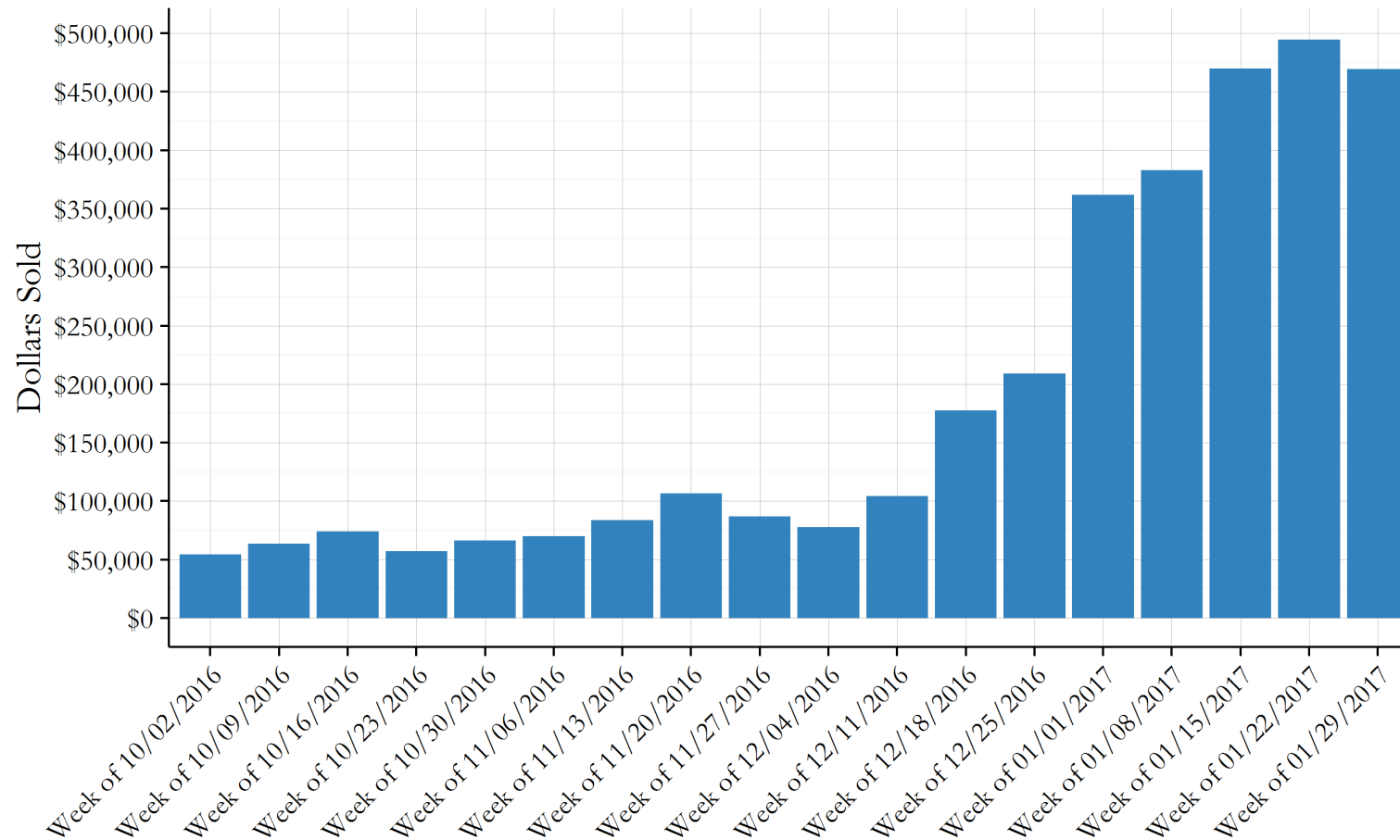
Sales of Concentrate/Extract by Week



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

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

OLCC'S MISSION

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

