



# Cannabis Control Board

For more information, visit: [cannabis.ny.gov/cannabis-control-board-meetings](https://cannabis.ny.gov/cannabis-control-board-meetings)

DECEMBER 11, 2024

# AGENDA

- I. Call to Order
- II. Welcome and Opening Remarks
- III. Approval of Meeting Minutes from November 12, 2024, Board Meeting
- IV. YEAR IN REVIEW: 2024 ACCOMPLISHMENTS
- V. Consideration of Adult-Use Applications for Approval
- VI. Consideration of Adult-Use Licensee Location or Tier Change Amendment Requests
- VII. Consideration of Violations, Hearings and Enforcement Regulations
- VIII. Consideration of Administrative Law Decision Appeal - The Rezz v. OCM
- IX. Consideration of Administrative Law Decision Appeal - 360 Garden Delight, Inc. v. OCM
- X. Consideration of Administrative Law Decision Appeal - World of Exotic Inc. v. OCM
- XI. Consideration of Administrative Law Decision Appeal - Cross Bay Snacks Inc v. OCM
- XII. Office of Cannabis Management Report
- XIII. Public Comment
- XIV. Adjourn

# CHAIR WRIGHT OPENING REMARKS

- New York State's cannabis market is thriving with over 260 adult-use dispensaries now open. We are on the verge of surpassing the \$1 billion mark in retail sales before the end of the year, a significant achievement for the industry.
- New York's cannabis program continues to set the national standard by prioritizing social and economic equity. With over half of all adult-use licenses awarded to equity applicants, the state is fostering opportunities for communities historically impacted by cannabis prohibition to thrive in this growing industry.
- This holiday season, New Yorkers over the age of 21 have the chance to give the gift of community support by shopping at local, licensed dispensaries. Purchasing from New York's cannabis businesses not only ensures product safety and quality but also uplifts small entrepreneurs and strengthens local economies during this festive time of year.

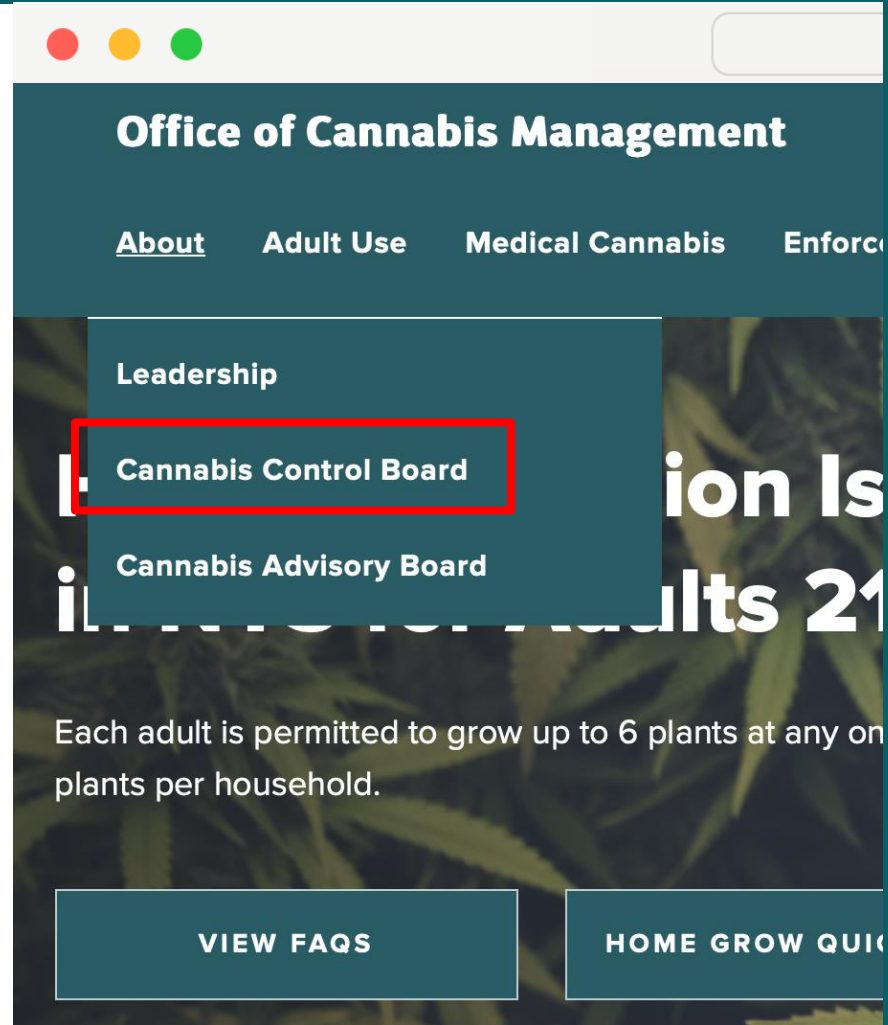


# APPROVAL OF MEETING MINUTES FROM NOVEMBER 12, 2024, BOARD MEETING

Pursuant to the Open Meetings Law, within two weeks, the following is provided on [cannabis.ny.gov](https://cannabis.ny.gov) on the Cannabis Control Board page:

- Meeting minutes
- Meeting transcript
- Meeting video

The public was provided with information on how to access this meeting in the Public Notice. An unabridged video recording, an unabridged transcript, will be made available on the OCM website within two weeks of the Board meeting.



# YEAR IN REVIEW: 2024 ACCOMPLISHMENTS

# YEAR IN REVIEW 2024 ACCOMPLISHMENTS

2024 was a dynamic year for #NYCannabis full of rapid expansion, engagement, and partnership. Internally and externally, OCM continues to lay the groundwork for a strong 2025.

- Cannabis Market Growth
- Dispensary Openings
- Staffing and Administration
- Licenses Issued
- Enforcement Actions
- Social and Economic Equity Initiatives
- Community Education and Outreach
- Community Reinvestment
- Compliance Inspections
- Medical Cannabis Program Expansion
- Cannabis Research Opportunities
- Public Health and Safety
- Energy and Sustainability
- Agency Partnerships

# END OF 2023 VS. DECEMBER 2024: A YEAR OF GROWTH

## END OF 2023

**Dispensaries Open: 41**  
**Retail Sales: \$160M+**

**Tax Revenue:**  
FY 2022-2023: \$12.8M  
Midpoint FY 2023-2024: \$15.9M+

## DECEMBER 2024

**Dispensaries Open: 261**  
**Retail Sales:**  
2024 to date: \$757.8M  
**(\$918.7M total)**

**Tax Revenue:**  
FY 2023-2024: \$50.7M  
Midpoint 2024-2025: \$64.3M+

# ADULT-USE LICENSES ISSUED

CAURD with  
Final Licenses

224

CAURD  
operating  
at Delivery  
Only

2

Registered  
Organization  
Dispensing and  
Non-dispensing  
(ROD/ROND)

9

Provisionally  
Approved Retail  
Dispensaries

115



Adult-Use  
Cultivators

198



Adult-Use  
Processors

282



Adult-Use  
Distributors

170



Adult-Use  
Microbusiness

225<sup>^</sup>



Adult-Use  
Retail Dispensary

294

\*Note: Many AUCCs and AUCPs are in the process of transitioning to "non-conditional" licenses.

\*\*Note: Provisionally approved retail dispensaries just accounts for AU Retail.

^Note: Microbusiness Licensees that include a Retail Dispensary: 84.

# MEDICAL AND CANNABINOID HEMP LICENSES ISSUED

17

Registered Organizations  
(ROs)

6

ROs with Dispensing  
Approved (RODs)

3

ROs with Non-Dispensing  
Approved (RONDs)

3,265

Cannabinoid Hemp  
Licenses & Permits\*

\*Includes Cannabinoid Hemp Processors, Farm Processors, Distributor Permits and Retailers

# LICENSING IN 2024

## SINGLE POINT OF CONTACT IMPLEMENTED:

In October 2024, OCM implemented a **Single Point of Contact (SPOC)** licensing review model that streamlines and centralizes the licensing process.

- This effort enhanced transparency for stakeholders by providing applicants with a clear point of contact throughout the review. It also makes official communications more consistent and customer-friendly. Contacts are assigned once OCM begins reviewing an application.
- By consolidating all license review functions under OCM's licensing team, the SPOC model eliminates the previous multi-team system, ensuring applicants have a dedicated examiner to guide them through the process from start to finish.



# EXPANDED ENFORCEMENT EFFORTS

## ENHANCED ENFORCEMENT POWER:

In Spring 2024, thanks to Governor Hochul and the Legislature, OCM gained expanded enforcement authority to combat illicit cannabis operations. Achievements include:

- Over **1,200 inspections** conducted.
- Over **400 Stores Padlocked**.
- Seizure of **16,600+ pounds** of illicit cannabis.
- Issuance of **\$15+ million** in fines.
- Partnered with **20+ State agencies** to implement uncompromising measures to address illicit cannabis trafficking.

These efforts led to real impacts protecting consumers from unregulated products and increased revenue from licensed cannabis dispensaries.

# CANNABIS COMPLIANCE INSPECTIONS

- Since the adoption of the adult-use cannabis regulations on September 27, 2023, the Office has **completed over 170 on-site inspections**.
- **468 hours** were spent at licensee locations completing inspections.
- **513 findings** were issued to licensees.
- **434 corrective action plans** were submitted to the Office to address the inspection findings.
- The average time for licensees to resolve findings with an approved corrective action plan was **28 days**.
- **184 virtual retail pre-operational inspections** were completed.
- **138 hours** were spent completing virtual pre-operational inspections.



# MEDICAL CANNABIS PROGRAM

## MEDICAL CANNABIS PROGRAM IN REVIEW:

- Nearly **8,500** Registered Caregivers
- **4,454** Certifying Providers
- **21** Medical Dispensaries
- **11** Medical and Adult-Use Co-located Dispensaries
- **3,550** Lots of medical cannabis products laboratory tested
  
- OCM launched a public education campaign to educate patients and practitioners about the medical cannabis program, earning **over 9.8 million** impressions, over 42,500 clicks, and **1 million video** completions

# MEDICAL CANNABIS PROGRAM

- Partnered with **Roswell Park Comprehensive Cancer Center** to host New York's first **Medical Cannabis Symposium** in Buffalo to discuss cannabis' impact on patient care.
- Approved new registered organizations for the first time since 2017 to increase medical cannabis availability for patients.
- **Data Management Enhancements:** Launched the **Medical Cannabis Data Management System (MCDMS)** third-party portal.
- Issued **first Cannabis Research license** in 2024.



# PUBLIC HEALTH AND SAFETY

- Creation of **new** public education resources on the home cultivation of cannabis, as well as tailored resources such as:
  - *Know Your Concentrates*,
  - *How Adult-use Cannabis Taxes Support Your Community in New York*,
  - *Adult-Use for Older Adults*
- Robust **ongoing data monitoring** using a variety of sources that range from population-based surveys to healthcare data to sales data in collaboration with partner agencies
- Continuing to partner with DMV and the Governor's Traffic Safety Committee to help monitor and educate New Yorkers about **traffic safety** and cannabis
- **Adverse event reporting** – over 145 reported events, over 80% related to the illicit market so far this year



Scan QR code or visit  
[cannabis.ny.gov/  
adult-use-information](https://cannabis.ny.gov/adult-use-information)  
access list of OCM  
Educational Materials.



# TOOLS FOR INDUSTRY & CONSUMERS

## LOCAL MAP LAUNCH:

Introduced the **Legal Online Cannabis Activities Locator (LOCAL) Map**, which:

- Provides proximity reports and licensee search capabilities for industry stakeholders.
- Offers a consumer-oriented dispensary map to locate licensed dispensaries, ensuring access to safe, tested, and regulated cannabis.
- Map can be found

## SEED-TO-SALE ROLLOUT:

Launched the process to implement the state's cannabis tracking system.

- The Office covered the first year of **BioTrack (seed-to-sale system)** tag costs for cannabis cultivators and processors.
- Launched the BioTrack NY API for licensee integration to assist with compliance and operations.

# SUSTAINABILITY

## ENERGY & SUSTAINABILITY:

Launched the **PowerScore Energy & Environmental Sustainability** platform to:

- Align the cannabis industry with New York's climate mandates.
- Help licensees analyze resource consumption, operating costs, and profit potential.



# STRENGTHENING ACCOUNTABILITY & SYSTEMS

## ADDRESSING OPERATIONAL VULNERABILITIES:

Between October 2021 and Spring 2024, OCM faced challenges due to a lack of internal systems and accountability controls.

In **July 2024**, the Executive Office established an **Audit and Internal Control Unit** to:

- Review agency operations.
- Create system controls.
- Minimize vulnerabilities.

In the Summer of 2024, the Office began work on conducting a systematic evaluation of OCM technology infrastructure to identify system weakness and areas to invest in for long term future operations and success

# EQUITY INITIATIVES AND COMMUNITY REINVESTMENT

## SOCIAL AND ECONOMIC EQUITY:

Launched numerous programs in 2024 to support SEE applicants and licensees and continue to achieve goal in Cannabis Law to award 50% of licenses to SEE:

- Expanded **CAURD Accelerator Program** to provide services to all SEE retail dispensary applicants.
- Launched **Cannabis Hub and Incubator Program (CHIP)** to provide technical assistance and help applicants with the application process.

## COMMUNITY REINVESTMENT PROGRAM:

Under the direction of the **Cannabis Advisory Board**, **\$5 million** is available to support community reinvestment initiatives:

- Support neighborhoods historically under-resourced, underserved, and over-policed.
- Intent to provide **50 \$100,000 grants** to 501(c)(3) youth-serving organizations focused on mental health, housing, and workforce development.

# COMMUNITY ENGAGEMENT & OUTREACH

## COMMUNITY ENGAGEMENT:

- Continued engagement with the cannabis community and stakeholders across the State.
- Kicked off a **seven-stop** 'Office Hours' tour, whereby OCM's Executive Office sat down with stakeholder communities to discuss opportunities, coming initiatives, and issues of concern to the industry.
- Hosted dozens of meetings with local municipalities, community boards and elected officials.
- With the Cannabis Control Board (CCB), held **12 official CCB meetings** in 2024 throughout NYS with public comment available at all of them.
- Worked with the Cannabis Advisory Board (CAB), who held **6 official CCB meetings** in 2024 throughout NYS.

# RESOLUTIONS

# CONSIDERATION OF ADULT-USE CANNABIS LICENSES

## RESOLUTION NO. 2024-119

- On October 4, 2023, OCM opened an application window for adult-use licenses. The application window included applications for cultivators, processors, distributors, retail dispensaries and microbusinesses.
- The application window closed on November 17, 2023, for retail and microbusiness applications who were applying with a location. The remaining applications closed on December 18, 2023. Overall, nearly 7,000 applications were received.
- **70 AU applications** are being recommended for approval today and all have satisfied the necessary requirements in accordance with the Cannabis Law and regulations.
- The Office is actively reviewing and issuing additional adult-use licenses on a rolling basis. If the Office has been in contact with you, please respond to any deficiency letter with the requested information to keep your application processing.



RESOLUTION NO. 2024-119: CONSIDERATION OF ADULT-USE CANNABIS LICENSES

# CONSIDERATION OF ADULT-USE CANNABIS LICENSES

## RESOLUTION NO. 2024-119

Application ID	License Type	Entity Name
OCCULT-2023-000155	Adult-Use Cultivator License	NOWAVE LLC
OCCULT-2024-000046	Adult-Use Cultivator License	HPI CULTIVATION INC.
OCCDIST-2023-000004	Adult-Use Distributor License	Beezy Beez Honey, Inc
OCCDIST-2023-000013	Adult-Use Distributor License	Gotham Manufacturing Corp.
OCCDIST-2023-000049	Adult-Use Distributor License	M&M FAMILY REALTY HOLDING LLC
OCCDIST-2023-000055	Adult-Use Distributor License	Hemp Certified Farms, LLC
OCCDIST-2023-000072	Adult-Use Distributor License	Dark Matter Ventures, LLC
OCCDIST-2023-000102	Adult-Use Distributor License	CHENCANNA INC.
OCCDIST-2023-000119	Adult-Use Distributor License	Snowbelt Gardens LLC
OCCDIST-2023-000142	Adult-Use Distributor License	SJR Horticulture LLC
OCCDIST-2023-000146	Adult-Use Distributor License	ProXtracts Processing Incorporated
OCCDIST-2023-000160	Adult-Use Distributor License	Altura 9 LLC
OCCDIST-2023-000186	Adult-Use Distributor License	Bohemia Manufacturer, Inc.
OCCDIST-2023-000189	Adult-Use Distributor License	Pynns Green LLC
OCCDIST-2023-000285	Adult-Use Distributor License	Island Farmers LLC



## RESOLUTION NO. 2024-119: CONSIDERATION OF ADULT-USE CANNABIS LICENSES

# CONSIDERATION OF ADULT-USE CANNABIS LICENSES

## RESOLUTION NO. 2024-119

Application ID	License Type	Entity Name
OCMDIST-2024-000003	Adult-Use Distributor License	Honest Pharmco, Inc
OCMDIST-2024-000034	Adult-Use Distributor License	HPI CULTIVATION INC.
OCMDIST-2024-000044	Adult-Use Distributor License	Lunulata LLC
OCMDIST2-2024-000002	Adult-Use Distributor License	NWC NY 9, LLC
OCMDIST2-2024-000005	Adult-Use Distributor License	Dragonfly Kitchen IV Inc.
OCMDIST2-2024-000007	Adult-Use Distributor License	Derek Frank
OCMDIST2-2024-000013	Adult-Use Distributor License	Nice Up, Inc.
OCMDIST2-2024-000014	Adult-Use Distributor License	MEDISON LLC
OCMMICR-2023-000228	Adult-Use Microbusiness License	Jennifer M Palulis
OCMMICR-2023-000300	Adult-Use Microbusiness License	Demeter repair inc
OCMMICR-2023-000329	Adult-Use Microbusiness License	AMP WNY LLC
OCMMICR-2023-000529	Adult-Use Microbusiness License	BACCHANALIA ACRES LLC
OCMMICR-2023-000808	Adult-Use Microbusiness License (with retail)	Morris Hemp LLC
OCMMICR-2024-000012	Adult-Use Microbusiness License	STARTIDE SUSTAINABILITY LLC
OCMPROC-2023-000015	Adult-Use Processor License	Empire Greens NY LLC



## RESOLUTION NO. 2024-119: CONSIDERATION OF ADULT-USE CANNABIS LICENSES

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## RESOLUTION NO. 2024-119

Application ID	License Type	Entity Name
OCMPROC-2023-000096	Adult-Use Processor License	Forgotten Borough Farms, LLC
OCMPROC-2023-000107	Adult-Use Processor License	Marvela Industries Inc
OCMPROC-2023-000116	Adult-Use Processor License	VONCERA LLC
OCMPROC-2023-000139	Adult-Use Processor License	Adsomo Co
OCMPROC-2023-000148	Adult-Use Processor License	The Rolling Stoner NYC LLC
OCMPROC-2023-000169	Adult-Use Processor License	HUDSON VALLEY BEVERAGE TESTING & LABORATORY INC
OCMPROC-2023-000201	Adult-Use Processor License	Ricky G Spring
OCMPROC-2023-000215	Adult-Use Processor License	DISCDATA PROCESSING LLC
OCMPROC-2023-000221	Adult-Use Processor License	Digit Interactive, LLC
OCMPROC-2023-000256	Adult-Use Processor License	LOVE AND BEAUTY HOLDINGS, LLC
OCMPROC-2023-000277	Adult-Use Processor License	Green Theory Labs LLC
OCMPROC-2023-000281	Adult-Use Processor License	Westchester Agricultural Partners LLC
OCMPROC-2023-000326	Adult-Use Processor License	Cannabronx LLC
OCMPROC-2023-000329	Adult-Use Processor License	Token Nyc LLC



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# CONSIDERATION OF ADULT-USE CANNABIS LICENSES

## RESOLUTION NO. 2024-119

Application ID	License Type	Entity Name
OCMPROC-2023-000438	Adult-Use Processor License	Pinks Products NY LLC
OCMPROC-2023-000457	Adult-Use Processor License	BIG APPLE CANNABIS COMPANY LLC
OCMPROC-2023-000465	Adult-Use Processor License	SDTM Holdings Inc.
OCMPROC-2023-000487	Adult-Use Processor License	LEKBCC NY, LLC
OCMPROC-2023-000510	Adult-Use Processor License	The NYC Vibe Tribe LLC
OCMPROC-2024-000004	Adult-Use Processor License	Honest Pharmco, Inc
OCMPROC-2024-000037	Adult-Use Processor License	HPI CULTIVATION INC.
OCMPROC-2024-000038	Adult-Use Processor License	Rec Roots, LLC
OCMPROC2-2024-000001	Adult-Use Processor License	NG Growers Inc.
OCMPT3B-2024-000005	Adult-Use Processor License	Mrs. C Botanicals LLC
OCMPT3B-2024-000013	Adult-Use Processor License	Sky Blue Stables, LLC
OCMRETL-2023-000135	Adult-Use Retail Dispensary License	LA FFOCA LLC
OCMRETL-2023-000309	Adult-Use Retail Dispensary License	The Greener Mile llc
OCMRETL-2023-000857	Adult-Use Retail Dispensary License	Buffalo Cannabis Connect, LLC
OCMRETL-2023-000901	Adult-Use Retail Dispensary License	A2B Luxury LLC



## RESOLUTION NO. 2024-119: CONSIDERATION OF ADULT-USE CANNABIS LICENSES

# CONSIDERATION OF ADULT-USE CANNABIS LICENSES

## RESOLUTION NO. 2024-119

Application ID	License Type	Entity Name
OCMRETL-2023-001065	Adult-Use Retail Dispensary License	S & M Unlimited Holdings LLC
OCMRETL-2023-001332	Adult-Use Retail Dispensary License	Free Thinkers LLC
OCMRETL-2023-001353	Adult-Use Retail Dispensary License	Deep XY Holding LLC
OCMRETL-2023-001354	Adult-Use Retail Dispensary License	Soulful Matter LLC
OCMRETL-2023-001429	Adult-Use Retail Dispensary License	581 REALTY CLD LLC
OCMRETL-2023-001882	Adult-Use Retail Dispensary License	YK Botanicals LLC
OCMRETL-2023-001893	Adult-Use Retail Dispensary License	Statis NY Holdings LLC
OCMRETL-2023-001965	Adult-Use Retail Dispensary License	Yurplegreene Holdings NY LLC
OCMRETL-2023-001986	Adult-Use Retail Dispensary License	Genesis Cannabis, LLC
OCMRETL-2023-002054	Adult-Use Retail Dispensary License	NY Retail 5 Inc.
OCMRETL-2023-002163	Adult-Use Retail Dispensary License	Mohsin A. Aldalali



### RESOLUTION NO. 2024-119: CONSIDERATION OF ADULT-USE CANNABIS LICENSES

# ADULT-USE CANNABIS LICENSE TOTALS

License Type	December Board Meeting	Total Licenses Issued in 2024
Adult-Use Cultivator License	2	198
Adult-Use Distributor License	21	170
Adult-Use Microbusiness License	6	226
Adult-Use Processor License	26	282
Adult-Use Retail Dispensary License	15	294
CAURD Final Licensed		224
<b>Total</b>	<b>70</b>	<b>1,394</b>

# CONSIDERATION OF CERTAIN LOCATION AND/OR TIER CHANGES FOR CANNABIS LICENSEES

## RESOLUTION NO. 2024-120

- Sections 13(1), 67(2), 126(1), and 129 of the Cannabis Law allows the Board to authorize amendments to cannabis licenses and permits. Sections 120.18(d)(1)(iii), 132.9(g)(ii), and 130.7(f) of Title 9 of the New York Codes, Rules and Regulations outline the criteria for such amendments.
- The Office of Cannabis Management launched an amendment survey on August 27, 2024, which allowed adult-use cannabis licensees to request certain amendments including location or cultivation tier changes which require Board approval in accordance with the cannabis regulations. The Office has begun the review of amendments submitted and will be reviewing requests on a rolling basis.
- For the applications listed in the attached resolution, the Office is recommending approval for the location changes. The licensees have provided all necessary information in accordance with the cannabis regulations.



## RESOLUTION NO. 2024-120: CONSIDERATION OF CERTAIN LOCATION AND TIER CHANGES FOR CANNABIS LICENSEES

# CONSIDERATION OF VIOLATIONS, HEARINGS AND ENFORCEMENT REGULATIONS

## RESOLUTION NO. 2024-122

- Under Section 13(5) of the Cannabis Law, the Board undertook emergency action to authorize the office to act against licensees and unlicensed individuals violating the Cannabis Law, its rules, or regulations to protect public health and safety and reduce illicit sales.
- **May 2024:** Approved emergency adoption and proposed regulations (Part 133) for violations and enforcement.
- **September 2024:** Approved revisions to Part 133 regulations based on public feedback. The Office assessed public input on the revised rules and determined no further substantive changes were needed.
- These regulations should be permanently adopted to allow the Office to continue to act against illicit shops and operators.



## RESOLUTION NO. 2024-122: CONSIDERATION OF VIOLATIONS, HEARINGS AND ENFORCEMENT REGULATIONS

# CONSIDERATION OF ADMINISTRATIVE APPEALS FROM ENFORCEMENT MATTERS

## RESOLUTION NUMBERS 2024-123, 124, 125, 126

- After an administrative hearing regarding unlicensed activities, the presiding Administrative Law Judge ("ALJ") will issue a written decision. The parties may appeal the ALJ's decision, within thirty (30) days, to the Board pursuant to Cannabis Law Section 17(8) and Section 133.25 (k) of Title 9 of the Codes, Rules, and Regulations.
- **Resolution No. 123** - The Rezz v. OCM, Inspection No. 112202306130016
- **Resolution No. 124** - 360 Garden Delight, Inc. v. OCM, Inspection No. 115202405230003
- **Resolution No. 125** - World of Exotic Inc. v. OCM, Inspection No. 205202405220002
- **Resolution No. 126** - Cross Bay Snacks Inc v. OCM, Inspection No. 105202405300001



RESOLUTION NO. 2024-124, 125, 126, 127: CONSIDERATION OF ADMINISTRATIVE APPEALS FROM ENFORCEMENT MATTERS



# OFFICE OF CANNABIS MANAGEMENT REPORT

MARKET UPDATE

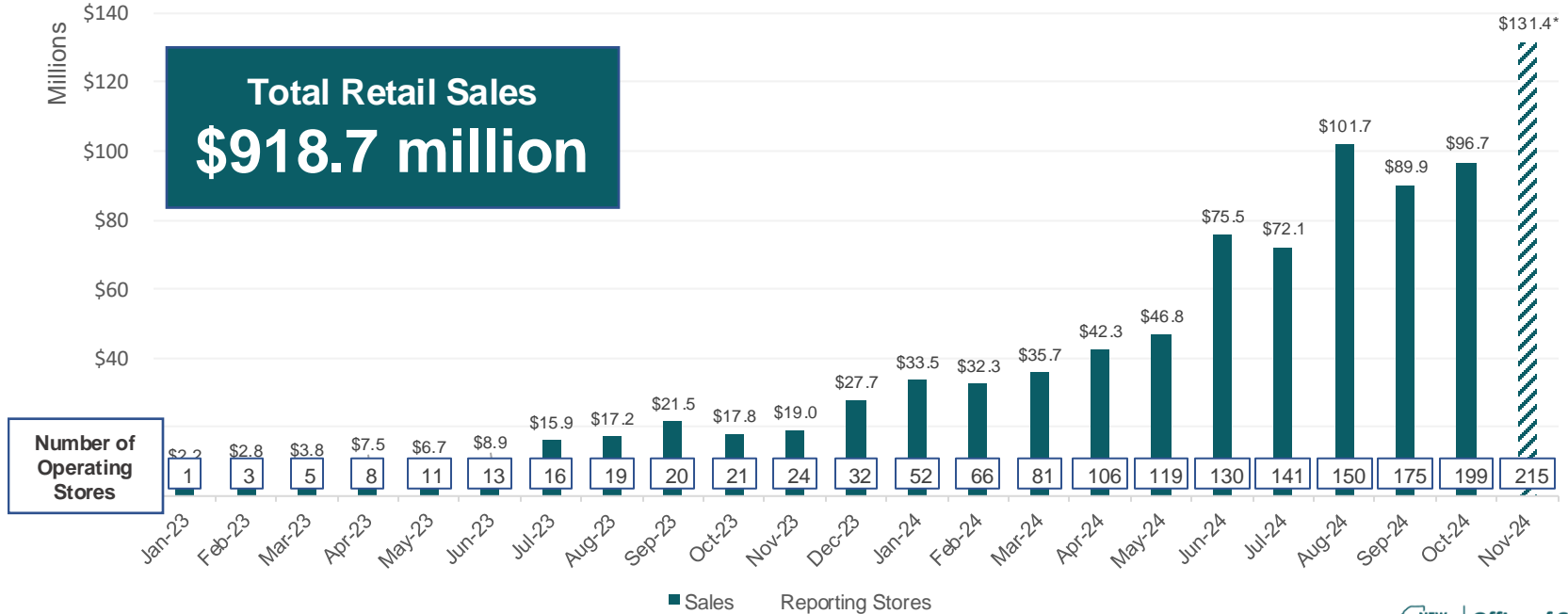
LICENSING UPDATE

SOCIAL & ECONOMIC EQUITY UPDATE

# MARKET UPDATE

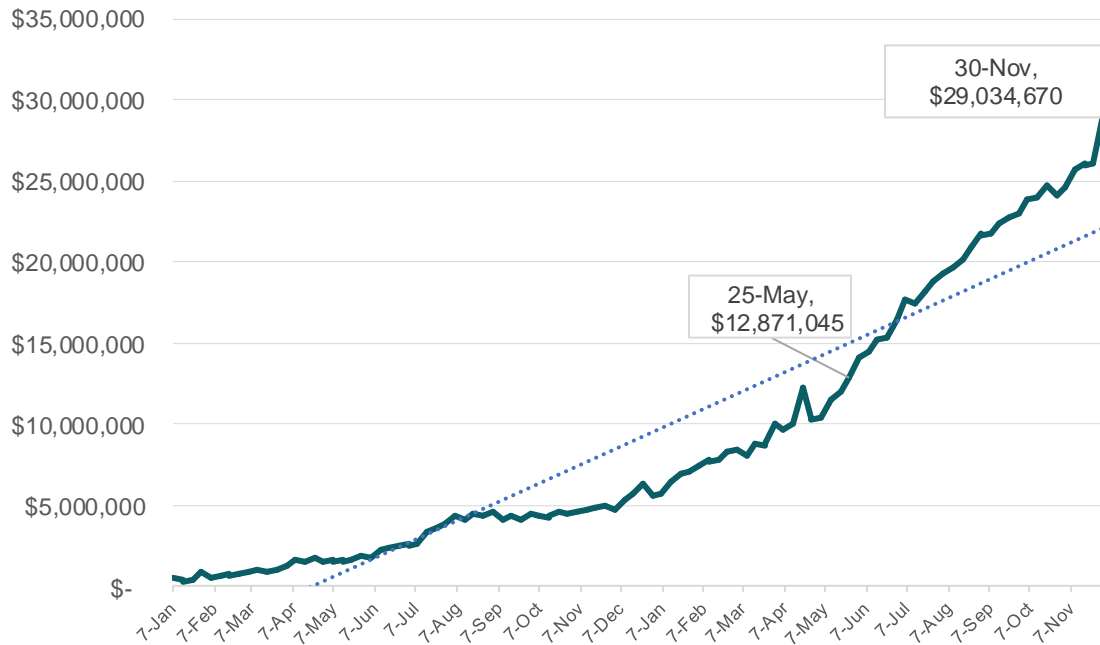
# TOTAL SALES SINCE MARKET LAUNCH ARE ON PACE TO HIT \$1 BILLION BY YEAR END

## NY Cannabis Retail Sales



# GREEN WEDNESDAY'S SURGE PUSHED WEEKLY SALES TO A RECORD \$29 MILLION

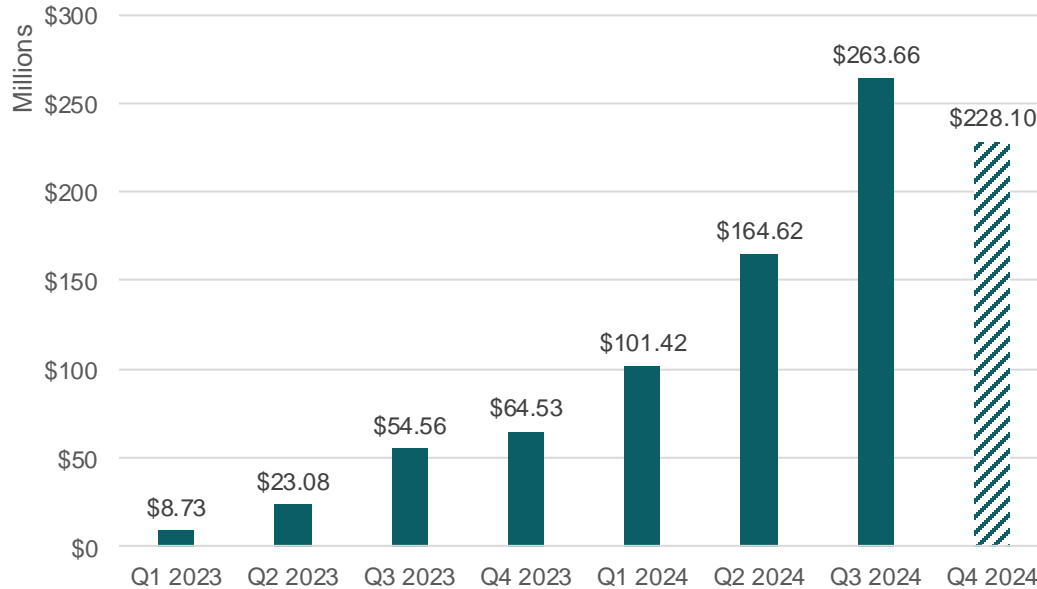
NY Weekly Cannabis Retail Revenue



11/16 Week Over  
Week Change  
**11%**

# 2024 SALES ARE NEARLY \$760 MILLION WITH FOUR REPORTING WEEKS LEFT

## NY Cannabis Retail Sales by Quarter



### Retail Revenue Totals

2023

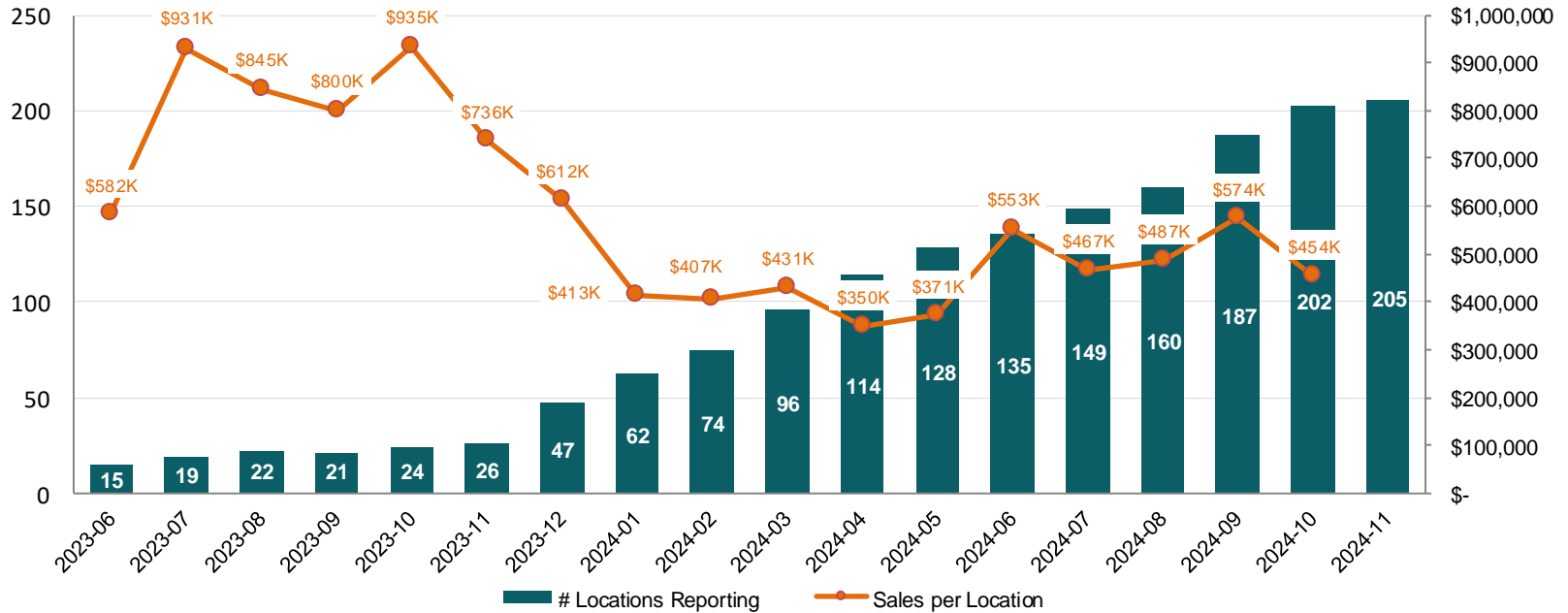
**\$160 million\***

2024 YTD

**\$757.8 million**

# MORE LOCATIONS ARE REPORTING REVENUE BUT REVENUE PER LOCATION HAS DECLINED

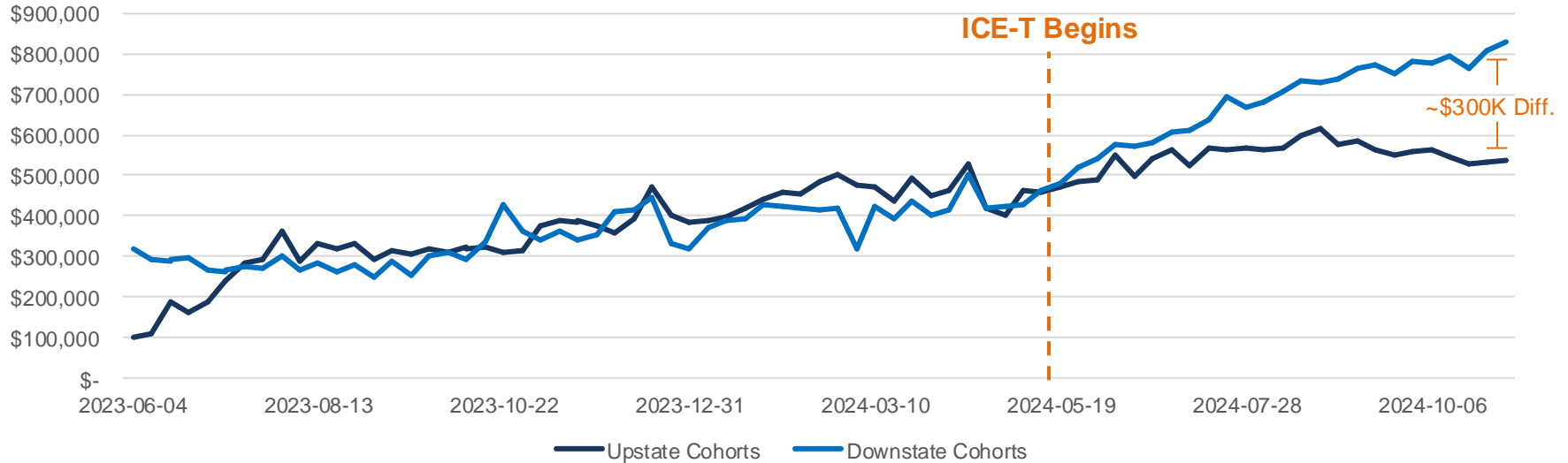
Count of Locations Reporting and Avg. Monthly Revenue per Location



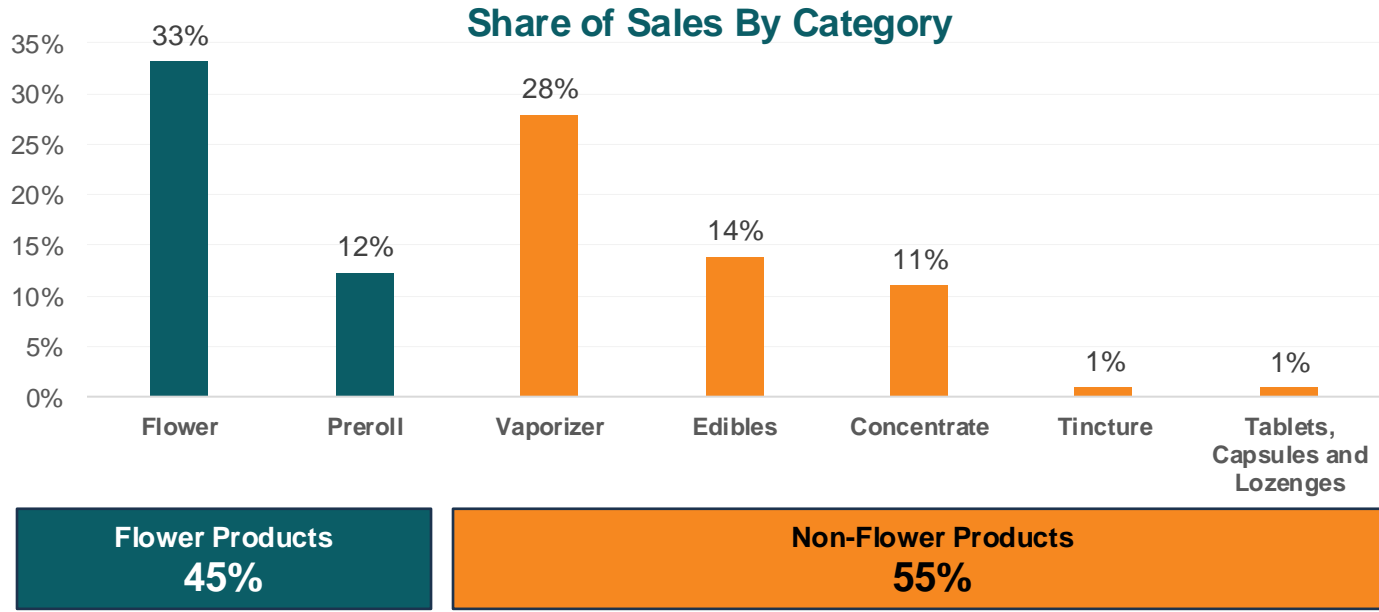
1) Graph only shows locations that have reported data to OCM.  
 2) Monthly counts exclude locations that have not submitted data for the last 4+ weeks.  
 3) November Revenue per Location not shown because full month's data was not available at time of preparation.

# PADLOCKING EFFORTS REIGNITED GROWTH ESPECIALLY FOR DOWNSTATE STORES

Location Ramp by Upstate/Downstate Cohorts Q1 2024 and Prior



# NON-FLOWER PRODUCTS NOW ACCOUNT FOR 55% OF SALES FUELED BY STRONG DEMAND FOR VAPES & EDIBLES

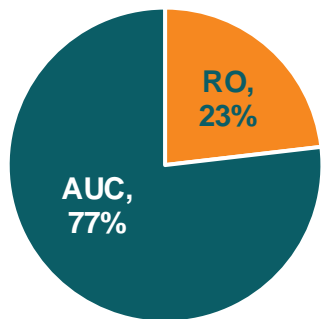


Based on sales from Week of 11/3/2024

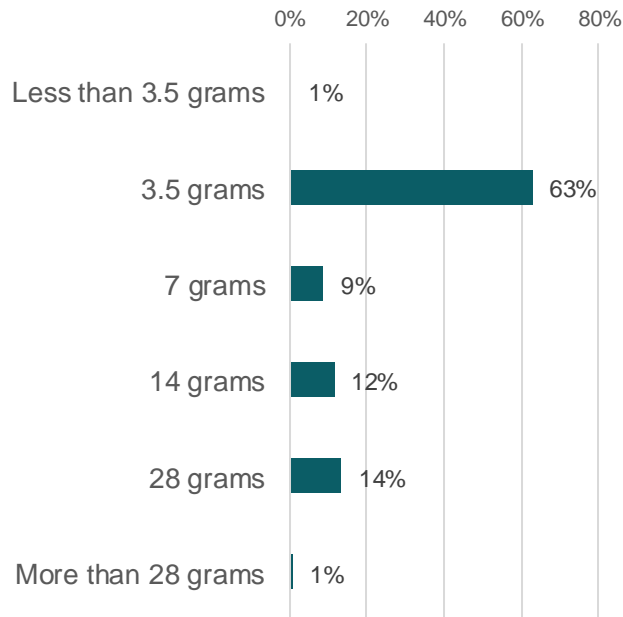
Note: Concentrates include infused flower, prerolls, blunts and chillums

# RO'S ARE NOW ONE-QUARTER OF FLOWER SALES FUELED BY A FOCUS ON LARGER PACKAGE SIZES

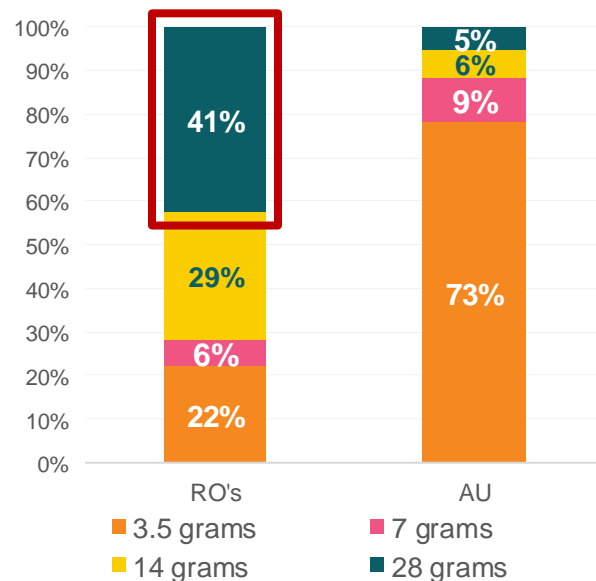
Flower Sales by Source



Flower Sales by Package Size



Share of Flower Sales by Producer



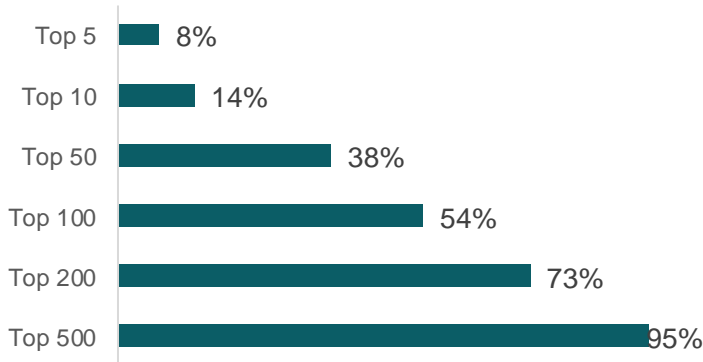
Based on sales from Week of 11/3/2024

# WITH INCREASED STRAIN NO STRAIN NOW HAS MORE THAN 2% OF SALES

Strains on the Market

# 1,070+

## Top Strains Share of Sales



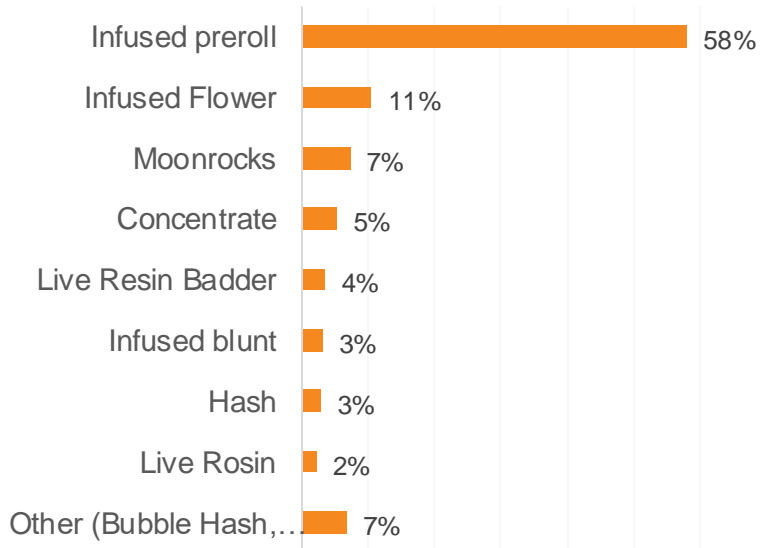
Based on sales from Week of 11/3/2024

## Top 50 Strains

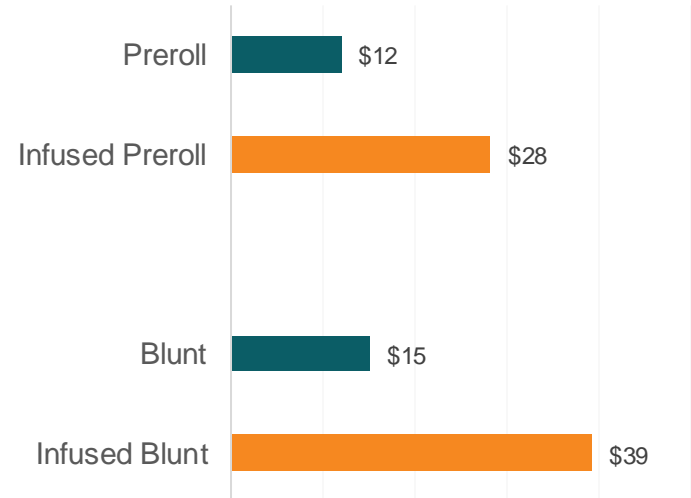
1. Blue Dream
2. OG Kush
3. Strawberry Krux
4. Alaskan Thunder\*\*k
5. Sour Diesel
6. Cinderella
7. Skywalker OG
8. Ground Flower
9. Apple Fritter
10. Garlicane
11. Gorilla Glue
12. Roasted Garlic Margy
13. Runtz
14. Larry Burger
15. Durban Poison
16. Chemgurl
17. Cheese & Chong
18. GMO
19. Purple Panty Dropper
20. Strawberry Haze
21. Mandarin Cookies
22. White Widow
23. Randy Marsh
24. Papaya Cake
25. Jack Herer
26. Afghani
27. Grape Ape
28. Blue Lobster
29. Lilac Diesel
30. Acapulco Gold
31. Megan Fox
32. Grape Gas
33. Private Party
34. Cookie Stash
35. Thai Sunrise
36. Mendo Breath
37. Dosidos
38. Silver Haze
39. Northern Lights
40. Birthday Cake
41. Cherry
42. Alien OG
43. Hawaiian Runtz
44. Super Lemon Haze
45. Purple Thai
46. Strawberry Lemonade
47. Bliss
48. Strawberry OG Cookies
49. Bushwick Berry
50. Hella Jelly

# INFUSED FLOWER PRODUCTS ARE 2/3 OF CONCENTRATE SALES; PRICED AT OVER 2X THE UNINFUSED EQUIVALENTS

## Concentrate Share of Sales



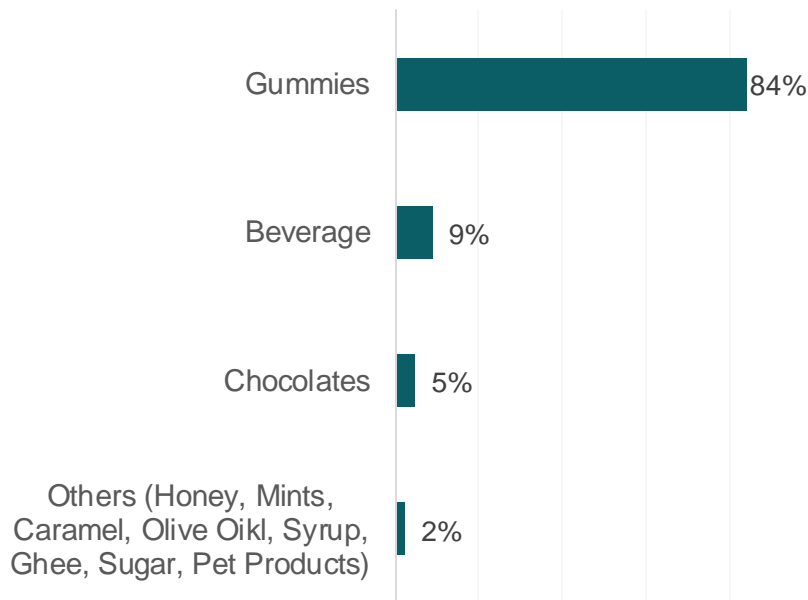
## Average Price Per Single Preroll & Blunt



Based on sales from Week of 11/3/2024

# GUMMIES ARE DOMINATING EDIBLE SALES, AS FLAVOR PROFILES HAVE DIVERSIFIED SIGNIFICANTLY

## Edibles Share of Sales



## Edible Flavor Profiles



Based on sales from Week of 11/3/2024

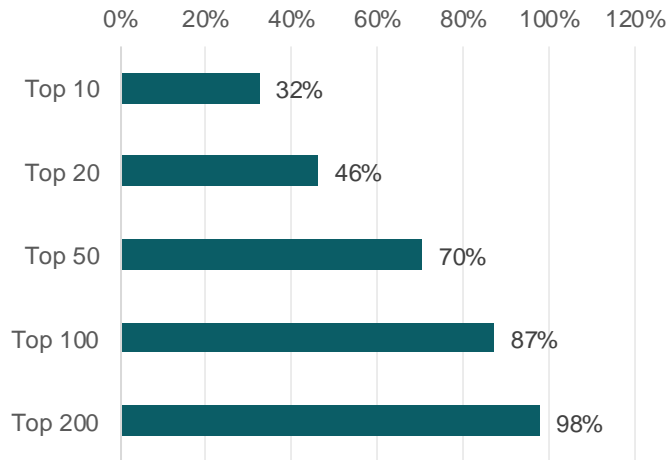
43 • DECEMBER 11, 2024

# BRAND SATURATION HAS LEVELLED OFF, WITH COMPETITION MOST INTENSIVE IN FLOWER AND PREROLL CATEGORIES

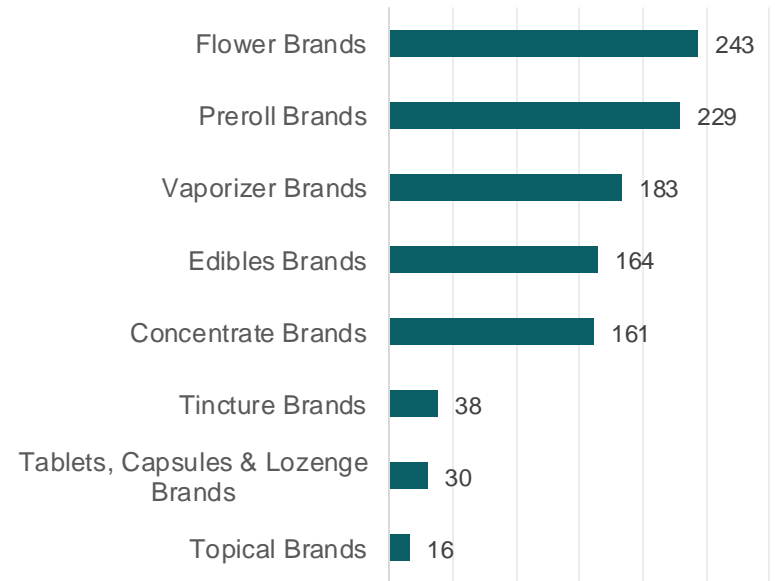
Brands on the Market

490+

## Brand Share of Sales



## Number of Brands Per Category



Based on sales from Week of 11/3/2024

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Office of Cannabis Management

# LICENSING UPDATE

# ADULT-USE APPLICATION REVIEW UPDATE

## NOVEMBER QUEUE

- The Office is prioritizing the review of the November queue and is reviewing applications in the order of the queue.
- To date, the Office has started the review of up to number **1,719 in the queue review order**. Approximately ~100 new applications started review since last Board meeting
- **1,071** dispensary locations are currently receiving proximity protection.
- If your application is coming up, be on the lookout for an e-mail from the Office outlining any deficiencies. Ensure all your TPI have submitted their disclosures and have been fingerprinted.
- Please note, each application is different, and the length of the review time will vary from application to application depending on the complexity of review, factors discovered through background checks and responsiveness of the applicant.



# LICENSES ISSUED

CAURD with  
Final Licenses

224

CAURD  
operating  
at Delivery  
Only

2

Registered  
Organization  
Dispensing and  
Non-dispensing  
(ROD/ROND)

9

Provisionally  
Approved Retail  
Dispensaries

115



Adult-Use  
Cultivators

198



Adult-Use  
Processors

282



Adult-Use  
Distributors

170



Adult-Use  
Microbusiness

225<sup>^</sup>



Adult-Use  
Retail Dispensary

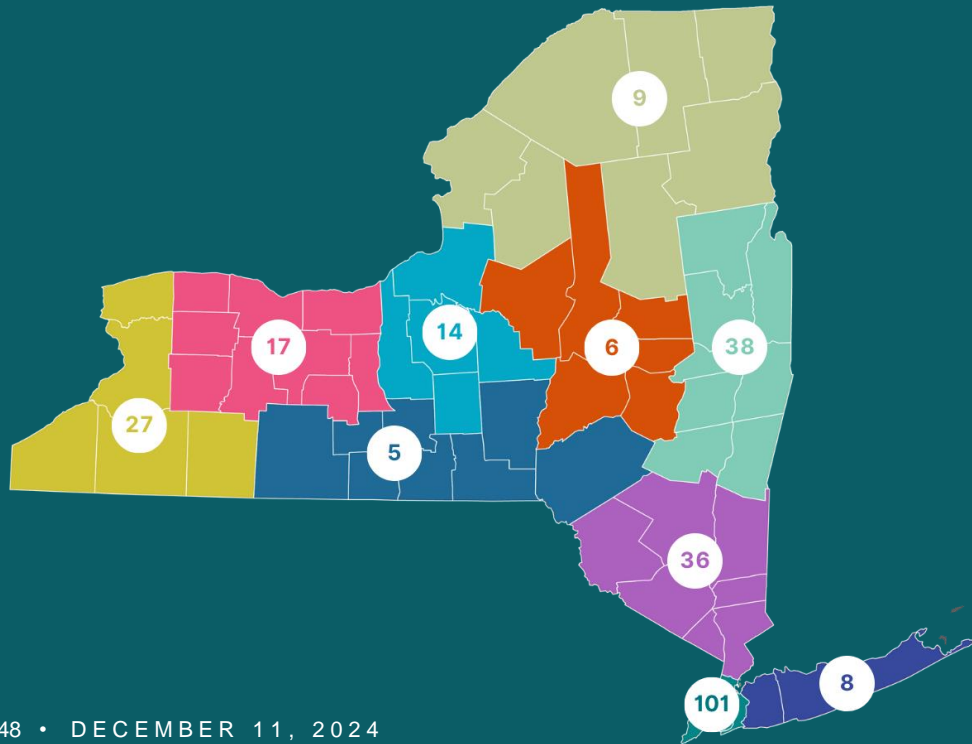
294

\*Note: Many AUCCs and AUCPs are in the process of transitioning to "non-conditional" licenses.

\*\*Note: Provisionally approved retail dispensaries is just AU Retail.

^Note: Microbusiness Licensees that include a Retail Dispensary: 84.

# REGIONAL DISTRIBUTION OF OPEN ADULT-USE DISPENSARIES



Upstate

152

NYC + Long Island

109

Total NYS  
Adult-use  
Dispensaries

261

## COMPLIANCE ALERT

# SEED-TO-SALE SYSTEM

In preparation for the upcoming BioTrack STS integration, the Office is announcing scheduled BioTrack training webinars for licensees and integrators. This includes:

### 3rd Party Integrator API Overview

Tue, December 17, 2024 • 1:00PM

### Cultivation API Overview

Tue, January 7, 2025 • 1:00PM

### Testing Labs API & GUI Overview

Thu, January 9, 2025 • 1:00PM

### Manufacturing & Processing

Tue, January 14, 2025 • 1:00PM

### Retail, Dispensation & Delivery API Overview

Thu, January 16, 2025 • 1:00PM

### 3rd Party Integrator Q&A

Thu, January 23, 2025 • 1:00PM



An email containing instructions on how to register for trainings was sent to all licensees on December 9, 2024. Recordings will be made available to licensees to accommodate those that cannot attend or would like a refresher.

Please forward any questions to [compliance@ocm.ny.gov](mailto:compliance@ocm.ny.gov).

Scan QR code or visit  
[cannabis.ny.gov/  
seed-to-sale](https://cannabis.ny.gov/seed-to-sale) to learn  
more about seed-to-  
sale integration.



**LAUNCHED & LIVE!**

# COMMUNITY GRANTS REINVESTMENT PROGRAM RFA UPDATE

- The Community Reinvestment Program is designed to ensure equitable distribution of resources throughout New York State, with at least one grant awarded in 13 priority counties and each Empire State Development (ESD) region.

**NEW DEADLINE:  
WEDNESDAY, DECEMBER 18 @ 5PM**

- In the Addendum posted on Nov. 27, answers have now been provided to nearly 200 questions received.

**Lead Applicant Eligibility:** 501 c3 orgs serving young people (0-24)  
**Funding Focus:** Mental Health, Housing, and/or Workforce Development  
*\*Cannabis related activities NOT required\**  
**Total Available 2024:** \$5M / **Each Award:** \$100,000



Scan QR code or visit  
[cannabis.ny.gov/  
reinvestment](https://cannabis.ny.gov/reinvestment) to review  
the current grant  
opportunity and apply.



# SOCIAL & ECONOMIC EQUITY UPDATE

# SEE STATUS

**54% OF ADULT-USE LICENSES ARE SEE OWNED**

Amongst the licenses issued today, the figures presented below represent the licensed distribution for SEE:

Minority-Owned  
Business

**38%**

Women-Owned  
Business

**36%**

SDV

**2%**

Distressed  
Farmer

**8%**

CDI

**16%**

# SEE ACROSS THE SUPPLY CHAIN



Adult-Use  
Cultivators

**38%**



Adult-Use  
Processors

**45%**



Adult-Use  
Distributors

**38%**



Adult-Use  
Microbusiness

**58%**




Adult-Use  
Retail Dispensary

**81%**

# VETERAN ENGAGEMENT

- The Office has been leading an interagency Veteran taskforce with support from DOL, DOH, OGS to learn more about veteran needs
- VETCON 2024 December 3-4, 2024
- Distributed a Veterans & Cannabis one-pager that consists of information related to VA benefits, employment, and cannabis consumption

 **Office of Cannabis Management** **Veterans & Cannabis**

**WHO CAN CONSUME?**

- **Adult-Use Cannabis:** Anyone 21 years or older is allowed to possess up to 3 ounces of cannabis flower and 24 grams of cannabis concentrate (like edibles or oil).
- **Medical Cannabis Program:** Anyone who has a recommendation from a New York State certified health care provider can apply for a medical cannabis card. Patients of any age can be certified as a patient for any condition deemed suitable by the provider including but not limited to: Alzheimer's, Cancer, Chronic Pain, Epilepsy, Post Traumatic Stress Disorder, Depression, Anxiety, and Substance Use Disorder.

**WHAT STEPS CAN I TAKE TO CONSUME RESPONSIBLY?**

There are many important factors to consider when consuming cannabis responsibly and safely. The effects of cannabis can vary from one individual to another and from one product formulation to another. The key to understanding how cannabis works best for you is to learn about different potencies and product forms.

Patience is key, as it can take time to determine which cannabis consumption method and serving size works best for you. **The number one tip if it is your first time consuming cannabis, or you haven't in while is to "start low and go slow".** Start with products that have a low amount of THC. This may look like consuming a quarter of an edible or one sip of a beverage. Wait to feel the effects before consuming more. While inhalation methods have a rapid onset of effects, edibles can take several hours to feel the effects. Other things to consider include:

- **Do you have a pre-existing mental health condition?** Adverse effects such as psychosis may occur in individuals with preexisting mental health conditions that consume larger serving sizes of THC.
- **Are you consuming any other substances?** Use caution if you drink alcohol or take other substances while you consume cannabis. Mixing cannabis with alcohol or other drugs (prescription or otherwise) could lead to a negative reaction such as dizziness, drowsiness, or sedation. If you're taking prescription drugs, be sure to ask your healthcare provider about potential interactions with cannabis.

**Avoid driving, operating heavy machinery and other potentially dangerous activities while taking cannabis.**

**WHAT ABOUT MY VA BENEFITS?**

**Veterans will not be denied VA benefits due to cannabis use.** Additionally, Veteran participation in state cannabis programs does not affect eligibility for VA Care and Services. Veterans should be aware of the following:

- VA health care providers will record cannabis use in the Veteran's VA medical record in order to have the information available in treatment planning. As with all clinical information, this is part of the confidential medical record and protected under patient privacy and confidentiality laws and regulations.<sup>2</sup>
- VA clinicians **may not** recommend medical cannabis.
- VA clinicians may only prescribe medications that have been approved by the U.S. Food and Drug Administration (FDA) for medical use. At present, most products containing tetrahydrocannabinol (THC), cannabidiol (CBD), or other cannabinoids are not approved for this purpose by the FDA.
- VA pharmacies **may not** fill prescriptions for medical cannabis.
- VA **will not** pay for medical cannabis prescriptions from any source.
- Veterans who are VA employees are subject to drug testing under the terms of employment.
- The use or possession of cannabis is prohibited at all VA medical centers, locations and grounds. When you are on VA grounds it is federal law that is in force, not the laws of the state.
- Veterans are encouraged to discuss cannabis use with their VA providers.<sup>1</sup>
- VA clinicians **may not** recommend, make referrals to, complete forms or register patients for medical cannabis.

CANNABIS.NY.GOV



Scan QR code to access the **Veterans & Cannabis Overview**.



**Cannabis Control Board**

# CAURD ACCELERATOR PROGRAM X OUR ACADEMY

## KEY PROGRAM STATISTICS:

- Included **750 CAURD** and **SEE participants**
- **91 FREE** educational sessions delivered by December 15, 2024.
- A total of **92 hours of teaching time** delivered as of September 2024.
- **650 hours** of 1-on-1 engagement recorded between Subject Matter Experts (“SMEs”) and licensees.
- **130+** pro forma models prepared as of September 2024.
- **280+ hours** of personalized walkthroughs of pro formas, enabling clarifications, updates, and scenario testing.

Licensees can still have access to online course and workbook material after the program ends. Licensees have access to live virtual Office Hours until December 15<sup>th</sup>. Office hours are held Thursdays at 5pm.

Please contact [high@thisisourdream.com](mailto:high@thisisourdream.com) with license details for more information to access live office hours.

# PUBLIC COMMENT

- Thank you to those who submitted comments online. Online comments will be captured via the meeting minutes. All online comments must be **submitted by 5 p.m. on December 13, 2024**, to be included in the Board meeting minutes. The link is available under the Cannabis Control Board page on [cannabis.ny.gov](https://cannabis.ny.gov).
- You can also reach the Office with any questions, comments, or concerns at [Regulations@ocm.ny.gov](mailto:Regulations@ocm.ny.gov).
- Remarks must be limited to **2 minutes or less** to allow all participants an equal amount of time to speak.

# LICENSING/APPLICATION CONTACT



**Email:** [AULicensing@ocm.ny.gov](mailto:AULicensing@ocm.ny.gov)



**Phone:** 1-888-OCM-5151 (1-888-626-5151)

# NEXT FULL CANNABIS CONTROL BOARD MEETING

Time, location, and a live stream link will be shared on the Office of Cannabis Management website in advance of the meeting:

[cannabis.ny.gov](https://cannabis.ny.gov)



Cannabis  
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# ADJOURN



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