

August 23, 2016

To: Licensed Non-Profit Producers (LNPP)

From: Ken Groggel, Manager  
Medical Cannabis Program (MCP)

Re: 2016 Second Quarter Report Summary

The following information is compiled from the quarterly data reports submitted by the LNPPs. This information is intended for the Department of Health and LNPPs and is considered an estimate only.

Patients:

- Number who purchased this quarter – 62,310 (7,294). Average per LNPP – **2,709**. High – **47,657 & 22,947**. Low – 33 & 178. One producer reported serving fewer than 100 patients & **Sixteen** producers reported serving over 1,000 patients.
- Average amount purchased per patient – **11.71** units. High – 55.87 & 41. Low – 2.10 & 3.65. Four producers reported more than 30 units average per patient. Ten producers reported an average of 10 units or less per patient.
- Average price per gram (flowers & buds) – Average per LNPP - **\$12.11**. High - \$33.40 & \$17.94. Three producers reported the average price of \$13.00 or more. Low - \$7.64 & \$7.94. **Five** producers reported the average price under \$10.00. Seven producers reported the average price at \$11.00.
- Number of units provided free of charge – 23,513. High – 5,026 & 4,835. Seventeen producers reported more than 150 units provided free of charge. Low – 6 & 31. Twenty-three producers reported providing free units to patients.

Production:

- Total plants in production – 9,054. Average per LNPP – **283**. High – 450 X 7 LNPPs. Low – 0 & 50. Five producers had just below the plants allowed at about 400.
- Number of plants harvested – 3,509. Average per LNPP – **152**. High – 240 & 239. Low – 0 & 15. Twenty producers reported harvesting over 100 plants. **Three** producers reported harvesting 100 plants or less.
- Total yield – **1,166,386.63** units. Average per LNPP – **50,712**. High – 205,002 & 112,071 Low – 0 & **620**. **Fourteen** producers reported yields over 30,000 units. Three producers reported yields over 100,000 units. **Three** producers reported yields less than 10,000 units.
- Product in stock (flowers & buds) – 316,494.96 units. Average per LNPP – **15,071** units. High – 80,823 & **43,780**. **Nine** producers reported over 10,000 units in stock. Low – 0 & 250.

Income:

- Total receipts - **\$11,650,461.49**. Average per LNPP - **\$506,541.80**. High - \$1,156,952.87 & \$1,149,907.00. Fourteen producers reported total receipts over \$300,000. Four producers reported total receipts over \$1,000,000 Low – \$0 & \$28,832.56. **Three** producers reported total receipts less than \$100,000.

Expenses:

- Gross receipts tax paid - \$814,518.38. Average per LNPP - **\$35,413.84**. High - \$95,527.30 & \$83,155.99. Low- \$0 & \$1,322.63. Fourteen producers reported more than \$20,000 in gross receipts tax paid. Two producers reported less than \$6,000 in gross receipts tax paid.
- Amount paid for testing – \$136,716.45. Average per LNPP - **\$6,835.82**. High - \$15,978.19 & \$15,747.37. Low – \$0 & \$652.23. Fifteen producers reported paying more than \$4,000 for testing.
- Salaries, stipends and other compensation - \$3,624,134.27. Average per LNPP **134,227.20**. High - \$ 350,526.13 & 320,551.41. Fifteen producers reported compensation over \$100,000. Low – \$0 & 5,769.24. **Four** producers reported compensation less than \$30,000.

Let me know if you have any questions.

Thank you for your continued support and service to the qualified patients of New Mexico.

**Information in bold was updated from the original report released August 23, 2016.**

Compiled by Martinik Gonzales  
NM Department of Health  
Revised 03-14-17 by MG