

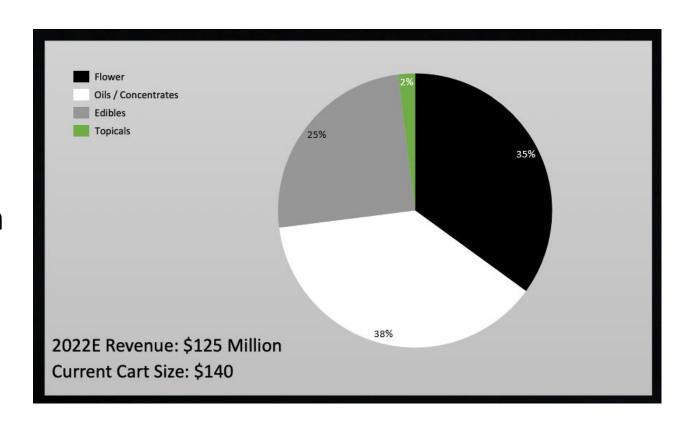
Medical Cannabis Governance Working Group

Presented by

Utah Cannabis Association and Utah Cannabis Co-Op

#### Combined Effort

- Data was collected by:
  - Utah Cannabis Association
  - Utah Cannabis Co-Op
  - Utah Department of Health and Human Services
- Data collected on last week of July, 2022 for other states and all products available for sale in Utah in July 2022
- Collected data on the 3 most commonly purchased products
  - Vape Carts 38%
  - Flower 35%
  - Gummies 25%





- Market maturity
- Qualifying conditions
- Legality of home cultivation
- Patient Count
- Possession Limits
- Adult vs Medical market
- Methodology



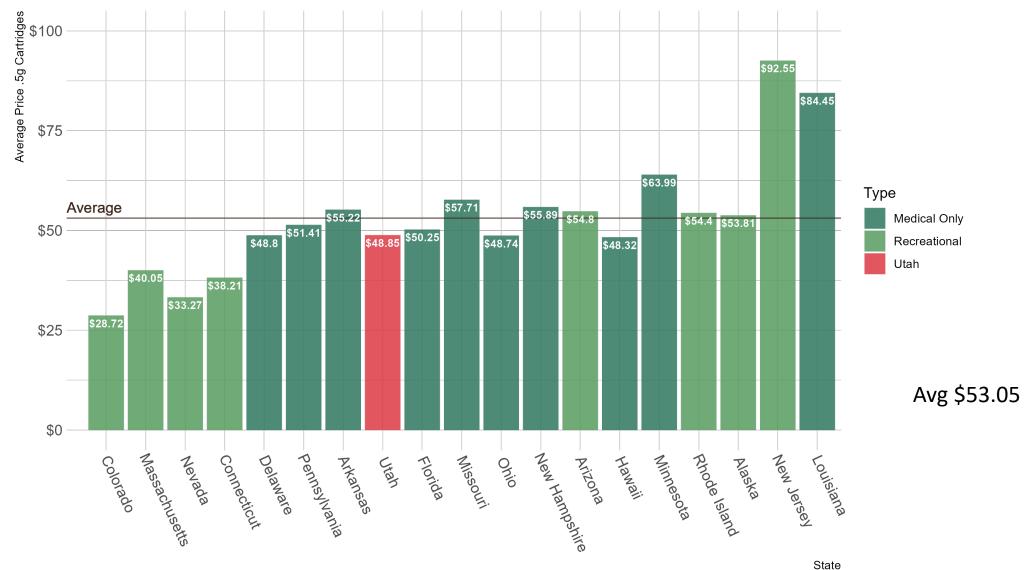
## Sample State- Arizona

0.5g carts	0.1453752772							3.5g flower	13.58241758	3						Gummies	\$0.26								
																						price per	Wholesale	Price p	er mg
Producer	Strain			Wholesale price	retail price	mg THC	Price/mg THC	Producer	Strain		THC %	Wholesale price	retail price	mg THC P		Producer	Flavor C	ount 1	Total THC	mg per gummy	Retail Price	,	Price	Retail	
Curaleaf	Mango Haze		88.3	30			0.1359003398	Sample	Kitchen Sink			27.5	55		71.4286	Sample	Berry	10	100	10	25		12.5		0.25
Cheech and Ch	o Orange Cookies		82.401	15	30	412.008	0.07281403175	Tyson 2.0	Strawberry S	-	20.665	22.5	45	0.72328	62.2164	Big Bud Farms	Peach I	10	100	10	15		7.5		0.1
Canary Raw	Rest 1:1 .5G Car	500	39.22	15	30	196.1	0.1529831719	Caviar Gold	Snoogans 3.	3.5	38.402	40	80	1.34409	59.5196	Grow Sciences	Pineap	10	100	10	22	\$ 2.20		1 \$	0.22
LITESOM	Exotic Berry .5G	500	82.093	15	30	410.465	0.07308775037	Aeriz	Payton OG E		23.160	25		0.81062	61.6811	Pure	Sour G	4	100	25	15		7.5		0.1
Goldsmith	Forbidden Fruit	500	16	21.5	43	80	0.5375	Source One	Grape Biscot		24.57	25	50	0.85995	58.1429	Tru Infusion	Indica I	10	100	10	15		7.5		0.1
Pura Earth	Afghan Kush	500	15	18	36	75	0.48	Copperstate	Black Banan	3.5	17.75	17.5		0.62125	56.3380	Pure	Indica '	10	300	30	28	\$ 0.93	14	1 \$	0.0
JukeBox	Super Lemon Ha	500	90	18	36	450	0.08	Copperstate	Rare Haze	3.5	18.78	17.5	35	0.6573	53.2481	Ogeez!	Sativa I	10	100	10	14	\$ 1.40	7	7 \$	0.14
Bud Bros	White Widow	500	88.09	14	28	440.45	0.06357134749	DTF	Buss Down	3.5	13.35	15	30	0.46725	64.2055	Wyld	Marior	10	100	10	16	\$ 1.60	8	3 \$	0.16
iLAVA	Sour Banana Sh	500	73.52	20	40	367.6	0.1088139282	Fig Farms	Blue Face	3.5	22.35	25	50	0.78225	63.9182	Yummy Gummy	Cherry	10	250	25	25	\$ 1.00	12.5	5 \$	0.10
Select	Island Sweet Ski	500	78.74	18	36	393.7	0.09144018288	Tryke Comp	Khalifa Kush	3.5	17.38	30	60	0.6083	98.6355	zenzona	Blood (	10	100	10	16	\$ 1.60	8	3 \$	0.16
VENOM EXTRA	AC Apricot Jelly Sat	500	94.12	12.5	25	470.6	0.05312367191	Roll One	Blueberry Ha	3.5	16.25	15	30	0.56875	52.7473	ALIEN LABS	Alien L	10	100	10	20	\$ 2.00	10	\$	0.20
Muse	Banana Punch C	500	72.9	20	40	364.5	0.109739369	CONNECTED	Biscotti	3.5	21.17	30	60	0.74095	80.9771	BAKED BROS	Blackbe	10	100	10	20	\$ 2.00	10	\$	0.20
MODERN FLOV	N Cannalope Haze	500	81.36	17.5	35	406.8	0.0860373648	MODERN FL	Angel Cake	3.5	19	20	40	0.665	60.1504	Wana	Sour M	10	300	30	36	\$ 1.20	18	3 \$	0.12
DRIP	AMP HTE Cartric	500	88.85	22.5	45	444.25	0.1012943163	Valley of the	AZ Super Sky	3.5	19	31.555	63.11	0.665	94.9023	Smokiez Edibles	Smokie	10	100	10	16	\$ 1.60	8	3 \$	0.16
AIRO	Bahama Breeze	500	83.28	17.495	34.99	416.4	0.08402977906	Valley of the	Blue Otter P	3.5	17	17.5	35	0.595	58.8235	Flav	100MG	10	100	10	10	\$ 1.00	5	5 \$	0.10
ITEM 9 LABS	Blueberry Cupca	500	66.1	22.5	45	330.5	0.1361573374	SHANGO	Alien Cookie	3.5	27.26	27.5	55	0.9541	57.6459	Yummy Gummy	Yummy	10	500	50	50	\$ 1.00	25	5 \$	0.10
Nature's	Nature's Vape (5	500	72.27	6.25	12.5	361.35	0.03459250035	MODERN FL	Royal Jack	3.5	20	20	40	0.7	57.1429	Select	Select 2	10	100	10	20	\$ 2.00	10	\$	0.20
Melted	Melted - Live Re	500	85.55	19	38	427.75	0.08883693746	ALIEN LABS	Area 41	3.5	24.3	30	60	0.8505	70.5467	Gron	Gron (4	10	100	10	16	\$ 1.60	8	3 \$	0.16
Cheech and Ch	no Cheech & Chong	500	80.79	15	30	403.95	0.07426661716	AVENUE	Cactus	3.5	23.64	30	60	0.8274	72.5163	<b>Grow Sciences</b>	Grow S	10	100	10	22	\$ 2.20	11	1 \$	0.22
SOM	liteSOM Vape (5	500	80.02	15	30	400.1	0.07498125469	22RED	Do-Si-Dos	3.5	28.28	25	50	0.9898	50.5153	Sublime	Sublim	10	100	10	18	\$ 1.80	9	\$	0.18
K.I.N.D.	K.I.N.D. Live Res	500	84.1	20	40	420.5	0.09512485137	MODERN FL	Flavor Crysta	3.5	15.42	20	40	0.5397	74.1152	Haze & Main	The Fe	10	100	10	20.26	\$ 2.03	10.13	3 \$	0.20
DRIP Oils + Ext	ra DRIP PAX Era Po	500	19.26	19.26	38.52	96.3	0.4	ROLL ONE	Frosted Stra	3.5	13.56	15	30	0.4746	63.2111	Kiva Confection	Kiva Ca	20	40	2	20.06	\$ 10.03	10.03	3 \$	0.50
DRIP Oils + Ext	ra DRIP PAX Era Po	500	18	19.26	38.52	90	0.428	AVENUE	Gaslato #7	3.5	24.87	30	60	).87045	68.9299	DRIP Oils + Extra	DRIP Fr	10	100	10	15.25	\$ 1.53	7.625	5 \$	0.15
Select	Select Elite Cart	500	90	15.25	30.5	450	0.0677777778	22RED	Galactic Run	3.5	21.69	25	50	0.75915	65.8631	Wyld	WYLD I	10	100	10	18.46	\$ 1.85	9.23	3 \$	0.18
Cresco	Banana OG	500	76.28	20	40	381.4	0.1048767698	Nature's	Nature's Pre	3.5	17.55	10.975	21.95	0.61425	35.7346	RR Brothers	2:1 Blu	10	100	10	21	\$ 2.10	10.5	5 \$	0.23
KHAOS Culture	Fruit of the God	500	77.82	17	34	389.1	0.08738113595	NUGZ: cann	Saguaro OG	3.5	25	22.875	45.75	0.875	52.2857	Wana	10:1 St	10	10	1	23	\$ 23.00	11.5	5 \$	2.30
MFUSED	TWISTED Dispos	500	85.72	20	40	428.6	0.09332711153	Tru Med	Tru   Med Jet	3.5	24	30.095	60.19	0.84	71.6548	Camino	Chill' W	20	100	5	22	\$ 4.40	11	1 \$	0.22
	·		70.057	17.42365385	34.847307	€ 350.285	0.1453752772	·		3.5	21.323	23.76923077	47.5384615	74630	64.0641			11	131	13	21	\$ 2.83	10.26980769	<b>s</b>	0.26

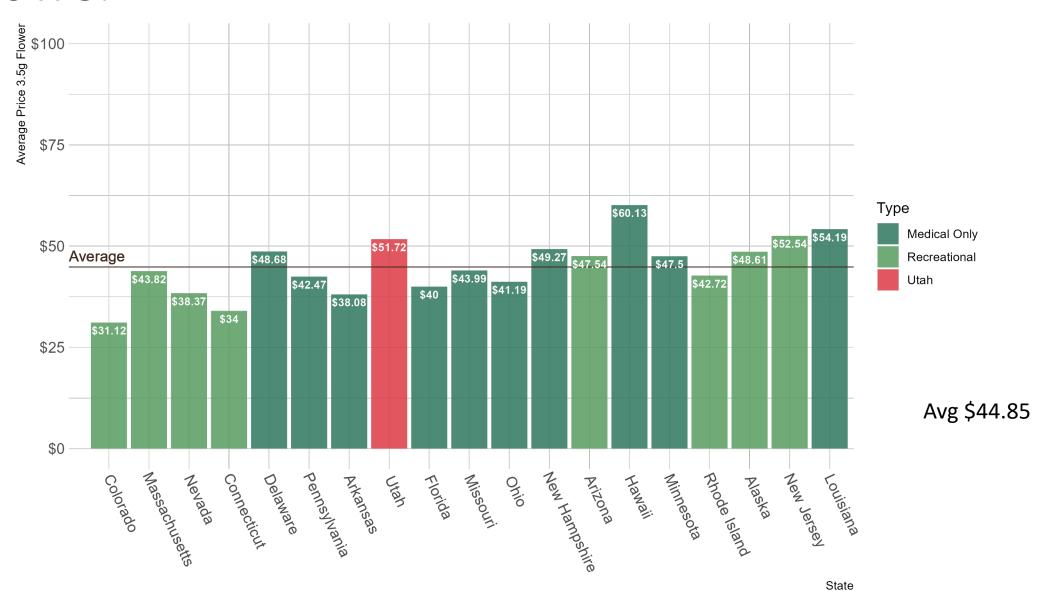
# Price Comparison Summary

포	.5g Carts Pric =	Sale Price .5g Ca =	mg gummie =	100 ≂ [ફ	g flower 😑	3.50 =	Potency =	price per ı 🖶	Patient cost =	excise taxe =	Wholesale amount =	Retail taxe: =	Real cost =
Alaska	\$0.14	\$53.81	\$0.37	\$37.30	\$13.89	\$48.61	23.18	\$0.56	\$139.72	0.23	\$85.65		\$171.29
Colorado	\$0.08	\$28.72	\$0.17	\$17.07	\$8.89	\$31.12	25.37	\$0.89	\$76.90	15.00%	\$44.22	9.65%	\$96.97
Mass	\$0.11	\$40.05	\$0.25	\$25.27	\$12.52	\$43.82	21.13	\$0.48	\$109.14		\$54.57		\$109.14
Nevada	\$0.09	\$33.27	\$0.21	\$21.42	\$10.96	\$38.37	21.58	\$0.78	\$93.06	15.00%	\$53.51	4.60%	\$111.94
Connecticut	\$0.10	\$38.21	\$0.27	\$27.00	\$9.71	\$34.00	29.06	\$1.02	\$99.21	6.25%	\$52.70	9.35%	\$115.26
Delaware	\$0.13	\$48.80	\$0.28	\$28.00	\$13.91	\$48.68	21.97	\$0.56	\$125.49		\$62.74		\$125.49
Pennsylvania	\$0.14	\$51.41	\$0.28	\$28.00	\$12.14	\$42.47	22.77	\$1.15	\$121.89	5.00%	\$63.99		\$127.98
Arkansas	\$0.15	\$55.22	\$0.23	\$22.74	\$10.88	\$38.08	20.73	\$0.73	\$116.04		\$58.02	10.50%	\$128.22
Utah	\$0.13	\$48.85	\$0.28	\$27.55	\$15.21	\$51.72	20.88	\$0.15	\$128.11		\$64.06	2.14%	\$130.85
Florida	\$0.13	\$50.25	\$0.26	\$26.08	\$11.43	\$40.00	17.30	\$0.61	\$116.34		\$58.17	13.01%	\$131.47
Missouri	\$0.15	\$57.71	\$0.25	\$25.24	\$12.57	\$43.99	21.73	\$0.76	\$126.95		\$63.47	4.00%	\$132.03
Ohio	\$0.13	\$48.74	\$0.30	\$30.33	\$11.77	\$41.19	26.04	\$0.74	\$120.26		\$63.59	5.75%	\$134.49
New Hampsire	\$0.15	\$55.89	\$0.33	\$32.50	\$14.08	\$49.27	21.84	\$0.76	\$137.66		\$68.83		\$137.66
Arizona	\$0.15	\$54.80	\$0.26	\$25.90	\$13.58	\$47.54	21.32	\$0.75	\$128.24		\$64.12	8.60%	\$139.27
Hawaii	\$0.13	\$48.32	\$0.32	\$32.43	\$17.18	\$60.13	21.15	\$0.65	\$140.88		\$70.44	4.00%	\$146.52
Minnesota	\$0.17	\$63.99	\$0.33	\$32.50	\$13.57	\$47.50	16.83	\$0.66	\$143.99	2.00%	\$73.43		\$146.87
Rhode Island	\$0.14	\$54.40	\$0.28	\$27.75	\$12.21	\$42.72	22.27	\$0.97	\$124.87	13.00%	\$70.55	7.00%	\$150.98
New Jersey	\$0.25	\$92.55	\$0.26	\$26.36	\$15.01	\$52.54	22.45	\$0.89	\$171.45		\$85.73		\$171.45
Louisiana	\$0.22	\$84.45	\$0.41	\$41.25	\$15.48	\$54.19	16.05	\$1.12	\$179.89		\$89.95		\$179.89
Average	\$0.14	\$53.09	\$0.28	\$27.63	\$12.84	\$44.85	21.69	\$0.76	\$125.58				\$134.25
Median	\$0.13	\$50.83	\$0.27	\$27.27	\$13.07	\$43.91	21.66	\$0.75	\$125.18				\$131.75

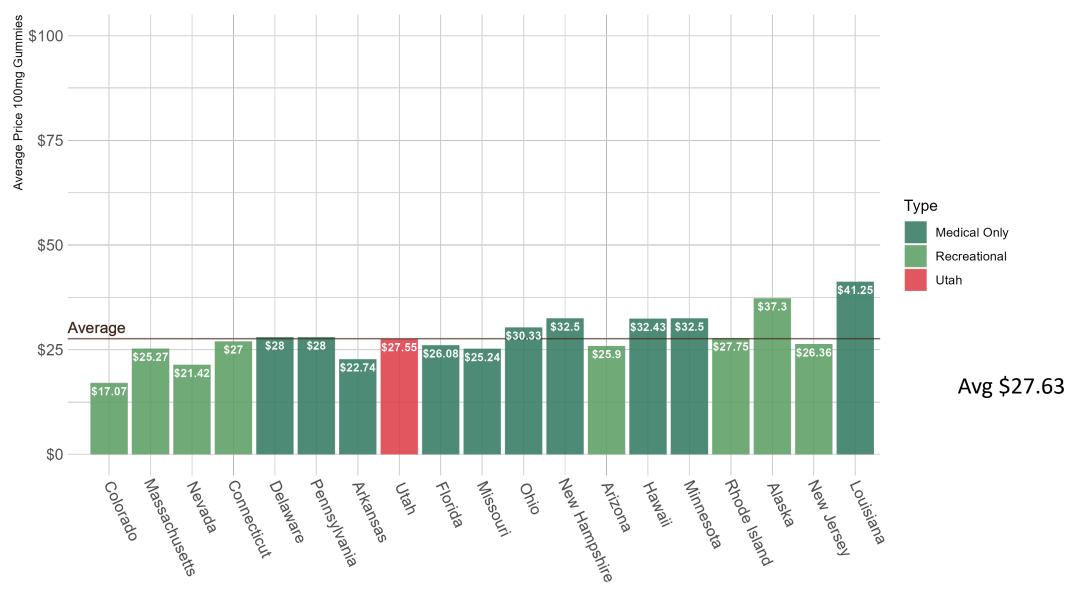
### .5 g vape carts



### Flower



### Gummies



### Real Cost to Patient

