



Utah Department of Agriculture and Food

4315 South 2700 West
TSOB South Bldg, Floor 2
Taylorsville, UT 84129-2128
(801) 982-2200

Proposed Additional Medical Cannabis Pharmacy Licenses

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Proposed New Licenses

Region 2 - Weber Basin (Davis, Morgan, and Weber Counties).

The two medical cannabis pharmacies currently located in Davis and Weber counties make up 33% of Utah's total sales. The high number of medical cannabis cardholders, disproportionately high sales, and large geographic span (for an urban population) justify the issuance of a third license in this region.

Region 4 - West Central (Juab, Sanpete, Utah, and Wasatch Counties).

The pharmacy in Springville recently moved to Murray. Region 5 has decreased from 4 to 3 medical cannabis pharmacies, and all 3 locations are owned by one company. Having a fourth license in Region 5 ensures that one company will not own all licenses located in Region 5.

Region 5 - Uintah Basin (Daggett, Duchesne, and Uintah Counties).

There is no medical cannabis pharmacy in this region. The nearest pharmacy is in Price.

Region 8 - Southeast (Grand and San Juan Counties).

There is no medical cannabis pharmacy in this region. The nearest pharmacy is in Price.

Sales by Region

Region	Sales	Percentage of Total Sales	Number of Pharmacies
1	\$ 10,262,975	7.4%	2
2	\$ 45,931,762	33.3%	2
3	\$ 53,695,276	38.9%	5
4	\$ 19,064,604	13.8%	3
6	\$ 1,190,816	0.9%	1
7	\$ 7,823,150	5.7%	2
Grand Total	\$ 137,968,582	100.0%	15

Consultation with DHHS

After consultation with DHHS and representatives of local health departments, UDAF received the attached letter of support from Rich Oborn. This letter included the following excerpt:

DHHS supports UDAF's plan because it believes that issuance of these additional medical cannabis pharmacy licenses in these particular regions ensures adequate support to the growing number of medical cannabis card holders living in these areas.

Market Analysis

The CPPC surveyed 197 participants who are currently or had previously been enrolled in the Utah medical cannabis program.

Highlights from the market analysis:

- Utah's medical cannabis patients pay less for medication, falling in the bottom ten states for the amount paid monthly on cannabis
- 58% of patients reported there was plenty of supply of medical cannabis products
- 74.5% of patients did not feel the need to travel outside of the state to get the medical cannabis products they need

Areas of concern from market analysis:

- 41% of patients reported having a limited or very limited supply of medical cannabis products they wanted to purchase
- 25% of patients are still traveling outside of Utah to get cannabis products due to cost
- 59% of cannabis products were acquired from illicit sources rather than regulated pharmacies

